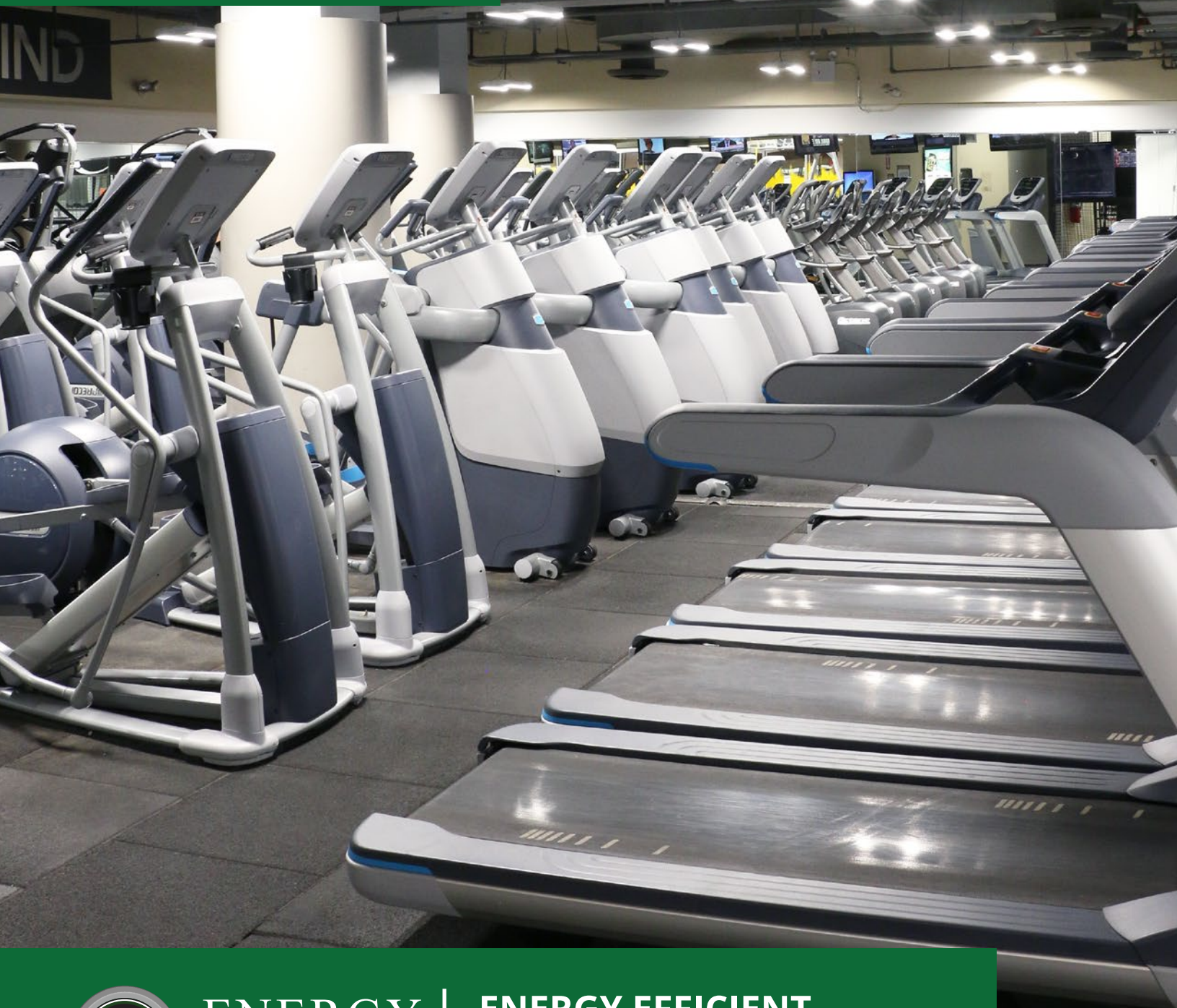


# Fitness Center

New York, NY  
Case Study



**ENERGY**  
MANAGEMENT  
COLLABORATIVE

**ENERGY EFFICIENT**  
LIGHTING + CONTROLS + IoT  
SOLUTIONS

# Fitness Center Case Study

## Investment Summary

Project Cost

**\$68,047**

Rebate

**\$4,378**

Energy Savings

**\$31,853**

Payback

**1.8 years**

10 Year Net Gain

**\$254,859**

## The Challenge

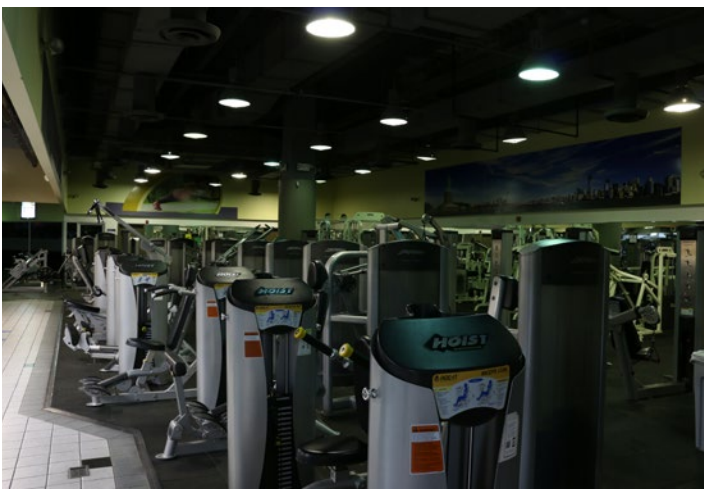
To illuminate their mission of helping people to live healthy lives, a national fitness center chain seeks to enhance the inviting, community environments within its 400+ fitness clubs with LED lighting upgrades. In addition to delivering top-of-the-line appeal, they want LED technologies that also offer significant energy savings and an aggressive project payback.

## The Project

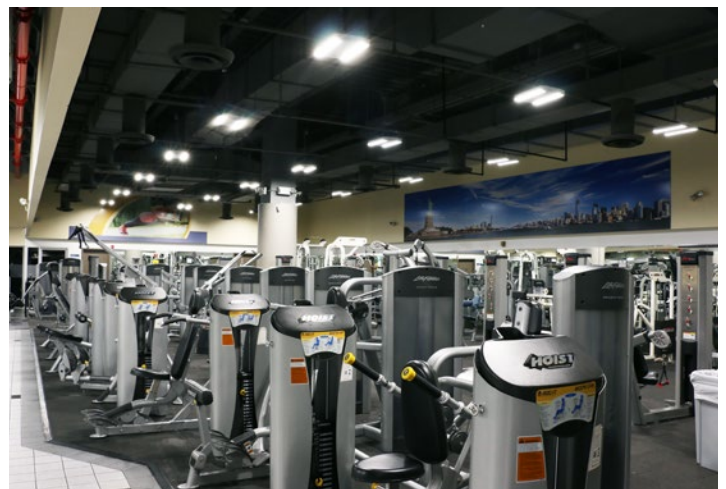
The fitness center selected its New York, NY, club as a test site to see how it could maximize bottom line results by upgrading its aging, high wattage strip lighting with a more energy efficient LED solution. Without much dedicated capital for the project, the health club chain wanted to offset project costs with available utility rebates and affordable and effective LED lighting products.

## The Solution

The club worked with EMC to audit the New York City (NYC) and other club locations for potential energy savings. EMC's audit revealed that club locations could capture an average of \$32,000 a year in lighting and HVAC energy savings. Available rebates and the opportunity to drastically improve the ambiance and member experience at the NYC fitness center's below ground facilities made it an ideal location to begin.



Before



After

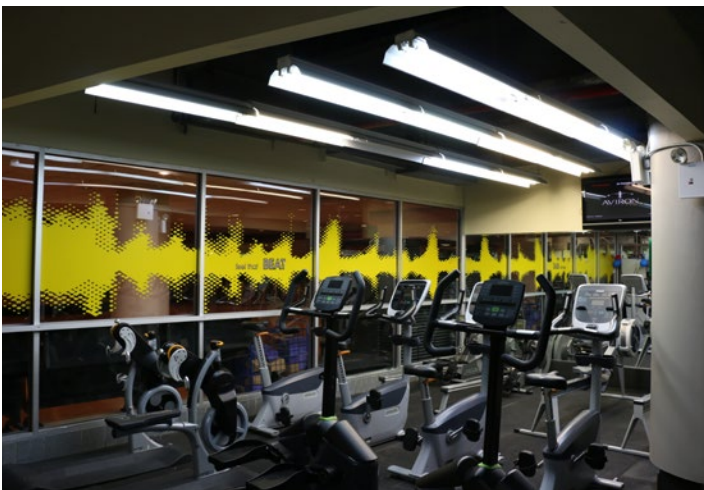


By taking a vendor-neutral approach to lighting product selection, EMC's audit process helped identify an affordable strip lighting solution at a price point that contributed to the fitness center's desire for an aggressive two-year project payback.

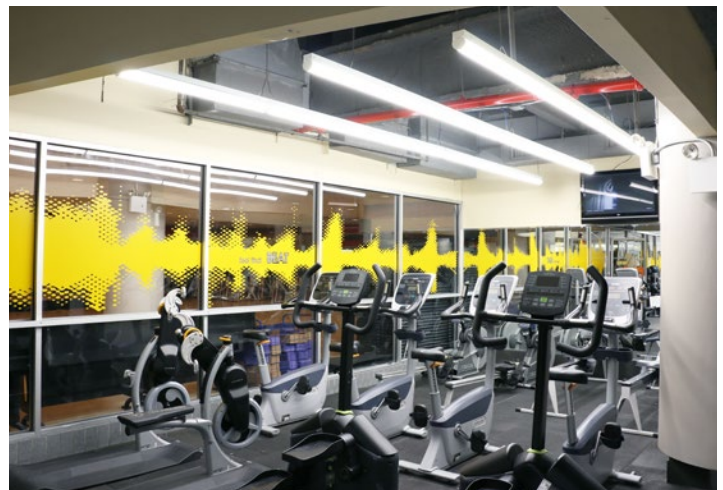
## The Results

While financial savings were the driver, club members were quick to comment on how the attractive new lighting showcases the health club's amenities and enhances their gym experience.

More importantly, the design, sourcing, project management and installation at the NYC fitness center can be consistently and quickly replicated by EMC at other locations, ensuring the same energy cost savings and aesthetic appeal across the health club's portfolio.



Before



After

## Energy Savings



**290,341**  
pounds of CO<sub>2</sub>



**14,819**  
gallons of gasoline



**144,088**  
pounds of coal



ENERGY  
MANAGEMENT  
COLLABORATIVE