

CLEARWATER PAPER CORPORATION, (LEFT TO RIGHT) Levi Westra, Engineer, Avista; Ed Arnhold, Account Executive, Avista; Todd Mooers, Senior Process Control Engineer, Clearwater Paper; and Mike Lohman, Maintenance Supervisor, Clearwater Paper



How Avista is lowering lighting costs for companies of every size.

Interior lighting can be a significant portion of a building's electric usage. On average, lighting accounts for 30% of the annual electricity use in commercial buildings. The numbers climb even higher in healthcare environments (43%) and warehouses (80%).

Without a doubt, outdated and inefficient lighting can hurt the bottom line of companies big and small. That's why Avista is helping businesses upgrade to newer, more energy-efficient lighting and technologies by offering valuable incentives and rebates.

Lighting accounts for 30% of the average annual electricity use in commercial buildings.

Large companies like Clearwater Paper Corporation have seen the light. The national pulp and paper product manufacturer upgraded lighting inside its Consumer Products Division building at its Lewiston, Idaho facility.

They swapped out 900 outdated metal halides with higher-efficiency LEDs, saving as much as 325 watts per fixture.

They also installed a control system to optimize lighting for their facility's mix of humans and automation. It consists of a grid of light fixtures, each with separate identification numbers. Using a laptop, employees can program lighting parameters via WiFi.

Lighting can be automatically increased in areas such as their warehouse, where employees work or manned vehicles are detected, or lighting can be reduced where unmanned laser-guided forklifts operate.

"We want to be good stewards of the environment," said Plant Manager Donnie Ely. "So it's great to have Avista's help with energy projects that fit our corporate sustainability goals as well as save money."

The company is saving on maintenance and replacement costs, too, since LEDs have a life expectancy of ten years. Plus, 90% of the fixtures have battery power for emergency lighting, which now stays lit four times longer than the previous system.

This was the third time Clearwater Paper has partnered with Avista to upgrade their lighting. "So far, they've received more than \$1,000,000 in energy-efficiency rebates and reduced their electric usage by over 7,000,000 kilowatt-hours annually," said Avista Account Executive Ed Arnhold.

Mid-sized companies like Parkwood Business Properties are also saving big with Avista's incentives. The Coeur d'Alene, Idaho-based commercial real estate development and property management firm leases a variety of office, retail, and flex-tech space throughout Northern Idaho.

Parkwood partnered with Avista to retrofit interior lighting in its commercial buildings. One building alone—their 700 Ironwood/1919 Lincoln medical building complex, which houses the Cancer Center in Coeur d'Alene—is now saving the company nearly \$78,000 in annual energy costs.

"We're always looking for opportunities to lower operating costs and keep rents as low as possible for our tenants," said Steve Meyer, one of four partners at the firm.

In total, the company has completed 33 interior lighting projects and received more than \$300,000 in rebates from Avista.

"They've done a great job," said Avista Account Executive Sharmon Schmitt. "Altogether, the lighting upgrades reduced their electric usage by 2.6 million kilowatt-hours annually, saving them approximately \$180,000 a year."

Parkwood is also saving over \$50,000 in annual maintenance costs.

"We used to receive up to 20 calls a month to change bulbs," said Parkwood Facilities Manager Jeff Mallett. "Thanks to longer-lasting LEDs, calls have nearly gone to zero."



THE TIN ROOF, (LEFT TO RIGHT) Jim Hanley, Business Co-Owner, the Tin Roof, and Greta Zink, Program Manager, Avista

Avista helps small businesses, too, like the Tin Roof, Spokane's local and national award-winning home furnishings store. The family-owned and -operated company has always been energy-conscious.

"Earlier, we paid to replace our store's older halogen lights with CFLs," said co-owner Jim Hanley. "So when we were approached about Avista's program to retrofit our lighting for free, we jumped at the chance."

As part of the program, the Tin Roof was able to upgrade 20 T-12 lamps to LEDs. They also received a supplemental lighting rebate to do an additional ten lamps.



PARKWOOD BUSINESS PROPERTIES, (LEFT TO RIGHT) Jeff Mallett, Facilities Manager, Parkwood; Ryan Nipp, Partner, Parkwood; Sharmon Schmitt, Account Executive, Avista; and Chris Meyer, Partner, Parkwood

According to Avista Program Manager Greta Zink, the Tin Roof has reduced its annual electric usage by more than 10,000 kilowatt-hours a year.

"Like many small retail businesses, we operate on slim margins," said Hanley, "so the savings we've obtained with Avista's help makes a real difference."

To learn more about Avista's energy efficiency programs, visit myavista.com/bizrebates or email accountexecs@avistacorp.com. All Avista customers may be eligible for energy efficiency rebates.

