

Case Study for:

Connecticut Convention Center

Hartford, Connecticut



TRI-STATE LED



Case Study:

Connecticut Convention Center

Hospitality & Retail
Operations & Maintenance
Light Quality

Case Study: Connecticut Convention Center

“Tri-State LED helped us select a high performance LED solution that helped us achieve noticeable reductions in energy use and costs, including HVAC and maintenance cost savings.”

- Mike Costelli, General Manager, Connecticut Convention Center

COMPREHENSIVE SERVICES

- Scope development
- Budgeting
- Project management
- Incentive procurement

OPPORTUNITY

The Connecticut Convention Center is the Northeast’s premier location for trade shows, recreational events, conventions and business meetings. Located in downtown Hartford, Connecticut, the Center is operated by the Capital Region Development Authority and its professional on-site management team, Waterford Venue Services, who continue to deliver award winning services to all visiting groups and individuals.

Management teams explored new opportunities to improve long term operating and maintenance costs throughout the complex, targeting key interior lighting, including over 3,500 fluorescent lamps, 900 metal halide high bay fixtures, and a variety of incandescent and halogen based fixtures. Exterior areas also presented opportunities with metal halide and high-pressure sodium wall packs, flood lights and landscape lighting. These antiquated lighting solutions were not only inefficient, but susceptible to significant light depreciation, reducing the amount of delivered light over time.

SOLUTION

Tri-State LED worked closely with Waterford Venue Services’ onsite facilities management team throughout every phase of the project. The multi-phased program began with the evaluation of existing lighting, identifying the scope and recommending solutions. Through Tri-State LED’s comprehensive service offering, its depth of lighting knowledge and unique experience, they selected from the fifty top lighting manufactures it represents to offer the best lighting products in the market, reducing lighting energy use by 70%. Combined with an industry leading 10-year warranty and lamp life of 70,000 hours, the Connecticut Convention Center positively impacted operating and maintenance costs throughout the facility, while ensuring a well-lit environment for its event space attendees and patrons.

However, Tri-State was much more than delivering products with great ROI, extending beyond its lighting solutions to support the project through onsite lighting demonstrations, material selection and budget development. Tri-State LED worked closely with the project’s electrical contractor to successfully manage the retrofit project to completion, including the procurement of available utility incentives to lower the project payback to only two years.

PRODUCT MANUFACTURERS



PROJECT BENEFITS



OPERATIONS & MAINTENANCE

Superior lamp life improves long term replacement costs and staff efficiencies.



LIGHT QUALITY

Delivers superior light output, with negligible depreciation over time, for better event space.

PROJECT SAVINGS



IMPROVED EFFICIENCY



ENERGY SAVINGS



PAYBACK PERIOD