

Spokane Athletic Club

With more than a century of history, The Spokane Athletic Club is a venerable institution that members understand the value of a fresh look at how they use energy. When the look reveals costs that require a large investment they turned to an Avista Utilities program that would help pay for the fix.

The Situation

Alan Arsenault keeps a close eye on The Spokane Athletic Club's financials. As general manager, that's his job. So when his utility bill shot up more than \$13,000 over the same month the previous year, he took notice. But he did know who to call.

The Avista Solution

The team from Avista Utilities found the culprit in no time. Mike Littrel, energy efficiency engineer, did the analysis that identified the club's boilers as the problem.

"One burner was misfiring and the other was running nonstop," says Pat Ehrbar, Avista account executive.

Ehrbar put together a proposal for replacing both units, with a \$17,591 incentive from Avista.

"I'm responsible to a board of directors," Arsenault says. "Pat's report and recommendations gave them something they could put their arms around."

And so they did, approving the new equipment estimated to provide payback in three years. As it turns out, those figures were a little off.

"It's unbelievable," says Arsenault. "Before, it took both burners. Now, one can handle the whole facility. The other is just backup. It's like getting a jet motor compared to a propeller. And it's obvious they're only going to take about a year to pay for themselves. "They saved 110,000 therms in just 11 months," Ehrbar says. "It was a massive problem with a good fix."

And he knows how much The Spokane Athletic Club saved because he checked.

"Not only do they test beforehand, they do it afterwards, as well, to make sure the equipment is performing," Arsenault explains. "We feel very strongly that we have benefited from Avista's knowledge and expertise."

It's not the first time, either. Several years ago, Avista kicked in more than \$15,000 to install high efficiency lighting at the club's Fourth Avenue location. More recently, the downtown fixtures have been designated for the same treatment with another \$7,189 from Avista.

Not ones to overlook any opportunity, Avista also suggested the use of ozone in the club's laundry, which reduces the amount of hot water needed to achieve the same results. Again, Avista contributed funds — \$20,300 — and delivered savings to the tune of \$6,670 a year.

"Most companies wouldn't be pursuing less revenue," points out Arsenault. "But it makes Avista less dependent on other suppliers. And they don't even charge for this service. That's something."



Solution Overview

Company: The Spokane Athletic Club

Profile: A community institution since 1890, The Spokane Athletic Club provides social, athletic and hospitality facilities and services to its members.

Challenge: Find where energy was being wasted in the downtown location's 167,000 square foot building.

Solution: Avista Utilities pinpointed the problem, recommended a course of action and offered a \$17,591 rebate to help make it happen.

Result: Increased efficiency and annual natural gas savings of \$127,142

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