

# Case Study

## Kansas City Chiefs



## Evergy helped lower energy costs at the Arrowhead Stadium thanks to Evergy's Lighting Incentives.

### Overview

Arrowhead Stadium, home to the Kansas City Chiefs, keeps its doors open long after the final home game of the season, hosting daily tours and business events throughout the year. And because of the high demands and long use, the stadium's lighting requires extensive maintenance to keep it in top working condition. In addition to the already high-maintenance costs of lifts and man-hours for lamp replacement and repair, these expenses added up.

"I highly recommend the Evergy Business Energy Efficiency Incentives Program. We simply would not have been approved for this project if it were not for the incentive. And because of the incentive, we met our project costs, timelines and long-term energy savings goals. Management was very satisfied with the project outcome. Our Evergy representatives Randy Watson and David Sutphin demonstrated superior customer service and care."

**Frank Manning**

*Stadium Systems Manager*

### Challenge

When Stadium Systems Manager Frank Mannino learned about the savings available through Evergy's lighting system incentives, he decided to take action. He worked with us and Trade Ally Mark One Electric to evaluate the opportunities and challenges of an upgrade. One unique challenge was limited and unpredictable access due to events, security levels and clearances. Fortunately Mark One had worked with the Chiefs for some time and was familiar with their unique needs.

### Results

"As far as applying for and acquiring the incentive, we made that a requirement within the RFP," Mannino explained. "However, once we took a close look at the Business Energy Efficiency Incentive application and required documentation, we realized it was very straightforward and simple."

### By the Numbers

**Facility type:**

Sports stadium

**Facility size:**

1.6 million sq. ft.

**Measures:**

Comprehensive LED lighting retrofit

**Estimated annual electric savings:**

\$22,720

**Estimated annual energy savings:**

284,781 kWh



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## Results (continued)

175 250-watt metal halide fixtures consume excessive amounts of energy, which can cut deep into monthly expenses.

"We did a great deal of research and discovered that LEDs would yield the biggest return on investment," Mannino noted. And even though the metal halides were far from energy efficient, the fixtures themselves were relatively new. "So a retrofit made more financial sense than a complete fixture replacement, and also saved enough project cost to allow us to retrofit more fixtures than we had originally anticipated," he added.

"When we replaced these fixtures in 2010, the price and quality of LED technology was not nearly as favorable as it is now," he added. "Quality has improved and prices have dropped significantly. However, our priority will continue to be the fixtures that require the most maintenance costs." This retrofit will save the Chiefs more than 284,000 kWh annually.

### Frank Manning

Stadium Systems Manager

The Chiefs have made extensive upgrades to their facility over the last few years, and Mannino has some advice for other businesses considering upgrades. "Do your homework. If the long-term benefit exceeds the long-term costs, do it. Capture all the savings you can."



**Comprehensive  
LED lighting retrofit**

# \$71,024

*estimated annual savings*

## GET STARTED SAVING

Join the Kansas City Chiefs and thousands of other businesses saving money and energy by utilizing Evergy Incentives. Contact your preferred contractor, Trade Ally or business development representative below, call (866) 847-5228 or email [businessrebates@evergy.com](mailto:businessrebates@evergy.com) for more information on all available incentives.

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