

# The Lowry Hotel An evolved solution to rising energy costs

The Lowry Hotel is Manchester's first 5 star hotel, where luxury meets style. The dynamic spirit of England's north is reflected across the site creating a unique experience for its guests.

**10%**  
reduction in  
energy in 2017

A further  
**25%**  
reduction in  
energy, forecast  
for 2018



Adrian Ellis, Chairman of the MHA and General Manager at The Lowry Hotel



In my capacity as Chairman of the Manchester Hoteliers Association, we have worked with Businesswise Solutions to help the hotel community better understand energy management and how individual properties can benefit from their services.

At the Lowry Hotel, Businesswise have carried out an energy efficiency audit to identify and prioritise energy cost saving initiatives. With their help we have started to deliver these projects with great success, managing them via their online portal UTILITYi.

In late 2016 The Lowry decided to partner with Businesswise Solutions to create a strategic approach and develop a clear energy plan and policy.

#### Late 2016 position

- Rapidly rising prices
- Poor visibility of future prices and consumption patterns
- No clear energy improvement program in place

#### Action plan

- Develop procurement strategy
- Comprehensive energy audit and energy improvement programme
- Plan developed with project team led by James Durris, Lowry's Head of Engineering

#### Results

- Visibility of future costs, taxes and levys
- Plan in place to address rising costs and create a centre of excellence
- 10% reduction in energy use by October '17
- Rapid payback projects including variable speed drives and LEDs scoped
- Further 25% saving targeted for 2018.
- Reporting and online portal system in place
- Savings will allow reduction in size of supply, reducing costs further
- Delivery of new energy procurement strategy to minimise impact of increasing energy costs



With hotels facing increasing prices across the sector, our instructions from Adrian and his team were to deliver a solution that would position **The Lowry Hotel as a centre of excellence in energy management for the hospitality sector.**



Frazer, Managing Director Businesswise Solutions