

# Allina Health Courage Kenny Rehabilitation Center Case Study



LEADING THE FUTURE OF  
**LIGHTING + TECHNOLOGY**

# Allina Case Study

## Investment Summary

Courage Kenny  
Rehabilitation Center

Project Cost

**\$240,367**

Rebate

**\$31,770**

Energy Savings

**\$43,887**

Maintenance Savings

**\$12,018**

Payback

**3.7 years**

## The Challenge

Allina Health is a not-for-profit health care system that cares for patients from beginning to end-of-life through its 90+ clinics, 13 hospitals, 15 pharmacies, specialty care centers and specialty medical services that provide home care, senior transitions, hospice care, home oxygen and medical equipment, and emergency medical transportation services.

With energy consumption two and a half times that of similar-sized commercial buildings and double-digit increases in utility costs, the health care industry faces key challenges. Additional factors are declining hospital use due to shorter stays, expensive medical equipment, and the need to maximize cash flow per patient hospital visit—the stakes are high to reduce the total cost of care.

With a priority to enhance patient experience, optimize care settings and achieve energy savings, Allina Health partnered with Energy Management Collaborative (EMC) to implement an energy saving LED lighting retrofit and relamping program at multiple Allina Health locations.

In particular, the partnership was set into motion to ensure that Allina Health would meet their goals to:

- Reduce operating expenses
- Provide better care in a soothing, energy-efficient environment
- Drive corporate sustainability and reduce carbon footprint
- Improve public health through carbon footprint reduction
- Demonstrate environmental responsibility to benefit community

Within their health care system, Allina Health prioritized their clinics and hospitals for the lighting retrofit project. This case study features Allina's Courage Kenny Rehabilitation Institute in Golden Valley, MN, which provides services for people with short- and long-term conditions, injuries and disabilities. Courage Kenny provides a continuum of inpatient and outpatient rehabilitation and community services for people of all ages and abilities.

**“EMC was a good partner for us throughout the project. They provided us with a comprehensive solution and made sure we achieved the benefits we were expecting in a timely and efficient manner.”**

-Jon Namyst,  
*Regional Director of  
Facilities Management*



## The Solution

### The Right Lighting Technology

EMC leveraged its status as a vendor-neutral, volume purchaser to identify the right lighting solution for the Institute. After narrowing the focus to several select Tier 1 LED fixtures, EMC worked with the hospital's facilities team to modify the fixture style to create the right aesthetic "feel" for both interior and exterior areas, in addition to meeting efficiency and maintenance objectives.

### The Installation

The Institute required both interior and exterior lighting upgrades that would reduce rising energy and maintenance costs, but with installation that had a minimal impact on patients, medical professionals and administrative teams.

Working with key stakeholders, EMC identified the installation requirements and lighting solutions to best meet their unique needs. During installation, EMC was attentive to details and provided timely and accurate communication. The company utilized its expert project management approach to ensure the most efficient and clean installation process possible while providing

the flexibility needed to accommodate day-to-day operational needs during the project.

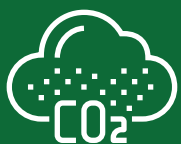
## The Savings

The new LED fixtures reduced overall energy consumption by 81 percent for exterior and 42 percent for interior. The new fixtures are expected to operate at peak performance for the next seven years, which eliminates the need for the routine service calls required by the old lighting infrastructure.

The ambient light selection for patient rooms was intended to be complimentary with the indoor greenery and natural light from windows. The end result was an improved patient experience due to the aesthetically pleasing human-centric lighting approach combined with sustainable practices that maximize the life cycle of the building and equipment, reducing the total cost of care.

The expected payback on this project from combining energy savings with the more than \$12,000 in maintenance savings and \$31,000 in rebates is just 3.7 years.

## Energy Savings



883,126  
pounds of CO<sub>2</sub>



45,075  
gallons of gasoline



438,271  
pounds of coal

# EMC Lighting Solutions

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## Health Care Settings

EMC recognizes that health care settings include busy patient rooms, lab areas that require extremely high levels of visual acuity, reception areas, hallways and parking that convey clear direction, safety and a sense of calm. All require lighting solutions that are both aesthetically pleasing and energy efficient.

1. Energy efficient lighting for facility interiors/exterior reduce energy costs while maintaining and enhancing the health care environment.
2. EMC offers a vendor-neutral approach to select the best fit and performance for lighting solutions specific to health care settings.
3. Exceptional service and maintenance programs are offered to provide support even after the project is completed.
4. Expert at managing the time consuming and complicated process for incentives and rebates, EMC ensures all installation activities meet requirements and deadlines to speed up the project ROI.



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