



“We knew we wanted to go forward with LEDs, and we had found a solution. But as it turned out, LumaStream, provided us with the solution. They provided the best looking, most reliable, most efficient, LED lighting we could find. They also installed it quickly, and updated our digital control capabilities. It was a no brainer.”

— Davin Driskill, Vice President
Hotel Division at The Bernstein
Companies

Courtyard[®] by Marriott[®] Case Study

Upscale, Controllable, Efficient LED

Challenges

The Courtyard Marriott Washington Embassy Row, an established hotel in Washington D.C., was looking to update to their lobby and surrounding business center, conference, and lounge spaces with LED lighting technology. Prior to our engagement, the space had been lit using a combination of incandescent, fluorescent, and LED. This mismatched lighting caused maintenance difficulties, and produced poor quality lighting. The LED lighting was a store bought lighting kit with unattractive fixture design, poor lighting quality, and did not project the luxury ambiance of a Courtyard Marriott hotel.

Features and Functions

The LumaStream team designed an LED low-voltage lighting solution that added system controllability with automated and override functions, long-term reliability, and dramatically reduced energy consumption, while also providing an upscale environment consistent with the Courtyard Marriott brand.

The Bernstein Companies, Founded in 1933, is a privately owned real estate firm based in Washington, D.C. The company owns, manages, develops, and invests in a variety of commercial and residential properties, with a focus on office buildings and hotels, including the Courtyard Marriott Washington Embassy Row.



Marriott International, Inc. is a global leading lodging company based in Bethesda, Maryland, USA, with more than 4,000 properties, and more than 690,000 rooms in 77 countries and territories and reported revenues of nearly \$13 billion in fiscal year 2013. For more than 80 years, the company has been committed to guest satisfaction.

- Designed LED lighting environment with the quality of light consistent with Courtyard Marriott upscale brand.
- Installed a control system that manages multiple zones at varying levels, within lobby and adjacent amenity areas, all independently and continuously.
- Reduced maintenance headaches with 2x the lamp life of the previously specified system. Reduced energy consumption for the location.
- Provided the best available system reliability to support “always on” 24/7 operation.
- Pairing low-voltage power with low-voltage LED lighting, we achieved maximum energy efficiency, this energy savings helped Marriott qualify for a tax rebate which paid for nearly 28% of the cost of the system.

How We Did It

Because of our low-voltage, intuitively controlled, and thoughtful design approach, we were able to meet – and exceed – the requirements of the Courtyard Marriott hotel.

- Per code, 25% of the hotel’s lobby existing lights were on a backup generator. With our low-voltage solution, we were able to connect all lights to the existing generator, so that the entire lobby will remain lit in the event of a power outage.
- User-friendly control systems: Six scenes that dim from sunrise to sunset, with different levels for various zones, are managed automatically by control system.

- Digital lighting control with multiple “scenes” allows for discrete and continuous control of every light in every space. Override controls were also provided so that light levels can be adjusted manually.
- We added line voltage items into the control system to incorporate some of their signature fixtures - lamps and pendant lighting - that existed in their current design. All of which can be managed by a single control system.
- We used both wide and narrow optics versus the single generic floodlight they had initially spec'd. This created a higher-end design look throughout the space.



Better control. Better feel. Full low-voltage.

Pairing low-voltage power with our LED fixtures allowed Marriott to achieve their original goals, while also adding additional features and functionality. The energy savings realized by our system enabled the Marriott to receive a tax rebate for nearly 28% of the cost of the system.



Project At-A-Glance

Client:
Courtyard by Marriott

Installation:
Post Electrical & Mechanical,
LLC

Market:
Hospitality

Location:
Washington, D.C.

Power Drivers:
Trinity 6 DMX

Luminaires:
4" recessed LED downlights
R3 Canopy Mount

Control System:
iHome Integration