

Integrated Energy Efficiency + Infrastructure Upgrades

Project Scope

BaselineES designed and managed the implementation of a major energy program for an East Coast supermarket chain that included a tailored package of HVAC, refrigeration rack system, refrigeration and building control system, and lighting energy efficiency measures (EEMs) for each included store. The projects were completed on a lease-back basis, with lease payments covered by a portion of the project energy savings. No direct investment by the chain was required, and a portion of the monthly energy expense savings flowed directly to the client's hands the very first month after project completion. The program also incorporated store HVAC and refrigeration (HVAC&R) infrastructure improvements and control system upgrades wherever they made sense for an individual store and the energy savings were sufficient to pay for them.

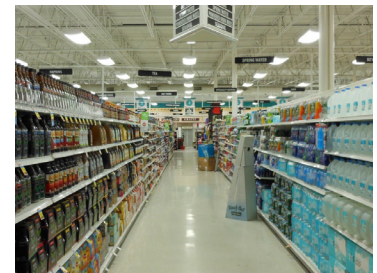
Our Solution

While our client recognized the need to invest in many of their facilities, both to reduce energy and maintenance expenses and to upgrade their aging HVAC&R infrastructure, their capital was spread thinly across many other competing priorities. To overcome this financial hurdle, BaselineES took on the projects under an Energy Savings Performance Contract (ESPC), in which BaselineES acted as both the financier and the energy services company.

BaselineES's Field Services Team inspected and tested the refrigeration and HVAC systems in each targeted facility, while our lighting partner surveyed the existing system and controls. Our team identified potential opportunities to increase energy efficiency and reduce energy expenses, along with any infrastructure repairs that could be incorporated into the project in addition to the EEMs. BaselineES then prepared detailed, site-specific project plans detailing the EEMs to be implemented, likely and guaranteed energy savings levels, equipment to be installed, and other work to be completed.

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After determining the energy savings resulting from each potential efficiency measure and the level of financial support that could be obtained from utility-run incentive programs, BaselineES's Energy Efficiency Project Management Team was able to create a financing plan for each project. Under each financing plan, the costs of the EEMs as well as the included infrastructure upgrades were paid for by the client's utility bill savings, even while the client was able to keep 20% of the monthly energy savings from the first month through the end of the three-year lease term, at which point 100% of the monthly energy savings was kept by the client.



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Our Results



By providing our services under an Energy Savings Performance Contract, BaselineES was able to improve the energy efficiency, operation, and condition of the major mechanical equipment and systems in our client's facilities, with no upfront capital expenditure by the client. Additionally, by capping our monthly post-installation lease payments at 80% of the actual utility bill savings experienced, the client further benefitted from immediate energy expense reductions.



Guaranteed Energy Savings



Hardware Upgrades



No Up-Front Capital Required