

# Energy Solutions for Healthcare



## is an ENERGY STAR® Service and Product Provider Partner. We Can Help.

In the world of healthcare, patients are priority one. But it takes careful administration of facilities and sound management of finances to ensure the resources necessary for outstanding patient care.

As an ENERGY STAR Service and Product Provider, we make it easy for you to care for your patients, your facilities, and your bottom line. Through energy efficiency, your organization can save money, help prevent greenhouse gas emissions, improve the air quality of surrounding communities, and support the healthcare industry's long-standing commitment to public health.

ENERGY STAR is more than a label awarded for energy efficiency. It is a partnership among government, business, and consumers, united in pursuit of a common goal—to protect our environment for future generations. ENERGY STAR is recognized by more than 65 percent of the American public. Look to our ENERGY STAR expertise to help your organization:

- > Reduce energy costs.
- > Improve quality of patient care.
- > Attract and retain qualified healthcare professionals.
- > Demonstrate environmental and social leadership in your community.

### Rising Energy Costs

Energy costs continue to escalate with no end in sight. According to a Health Facilities Management Magazine survey, 91 percent of hospitals reported higher energy costs over the previous year, with more than half citing increases in the double-digit percentages.

## The Benefits of Energy Efficiency

Improving your facilities' energy performance saves money on maintenance and energy bills, leaving more money for patient care.

A U.S. Environmental Protection Agency (EPA) study shows that each dollar saved by a non-profit healthcare organization through better energy performance is equivalent to generating up to \$20 in new revenues for hospitals or \$10 for medical offices. That means an energy efficiency project that saves \$20,000 is equivalent to generating \$400,000 in new revenues per year over the lifetime of the equipment. Furthermore, reducing energy costs by 5 percent, at for-profit hospitals, medical offices, and nursing homes is like increasing earnings-per-share by one penny.

In addition to delivering financial savings and re-investment revenues from direct energy savings, upgraded healthcare facilities improve patient and employee comfort. For some facilities, revenue generated from increased staff productivity can be 10 times as high as the energy cost savings received from performance upgrades.

### Realizing Savings From Energy Efficiency

Through rigorous energy savings targets, and embedding energy management into their organizational structure, Providence Health and Services increased their energy cost savings from \$700,000 in 2003 to \$3.4 million in 2006.

ENERGY STAR® is a U.S. Environmental Protection Agency program helping businesses and individuals fight global warming through superior energy efficiency. Learn more at [energystar.gov](http://energystar.gov).



## Turn to an ENERGY STAR Service and Product Provider Partner

As an ENERGY STAR Service and Product Provider Partner, we have the experience and access to the tools needed to implement energy-efficient strategies that are right for you. We adhere to the EPA Guidelines for Energy Management, a proven strategy that will allow your organization to gain control of energy expenses and improve your bottom line. We will help you assess your energy performance, and recommend low-cost upgrades, cost-effective investments, and longer-term strategies that make the most sense for you.

### Let Us Work with You To:

- > **Assess the Energy Performance of Your Healthcare Facilities.** Using EPA's Energy Performance Rating System, we will identify improvement opportunities by rating the efficiency of your facility relative to similar buildings nationwide.
- > **Set Energy Performance Goals.** We use EPA's Commercial Building Design Guidance to help you set meaningful goals and develop energy efficiency plans for new and existing facilities.
- > **Create and Implement an Action Plan.** We use the guidance provided in the ENERGY STAR Building Upgrade Manual to justify projects in powerful financial terms, prioritize opportunities, and establish plans for reaching patient care goals.
- > **Calculate Financial Value.** To help you quantify and communicate the value of improved energy efficiency, we will help you utilize EPA's Financial Value Calculator to compute your organization's potential financial returns from energy performance projects.
- > **Evaluate Your Progress.** Once a project is underway, we will work with you to track energy use and financial savings, and compare improved energy performance against your goals through the Energy Performance Rating System.

**"At New York Presbyterian, we are already showing that energy waste in buildings can be reduced by 10 percent, 20 percent, and 30 percent or more without compromising patient comfort or indoor air quality."**

—Jennifer Kearney,  
Director of Energy Programs,  
New York-Presbyterian Hospital

*New York-Presbyterian, a three-time ENERGY STAR Partner of the Year, saves \$1.77 million annually due to its drive for continuous improvement.*

### We Can Also Help You:

- > **Become an ENERGY STAR Partner.** Make a commitment to energy excellence by becoming an ENERGY STAR Partner.
- > **Get Recognition for Your Achievements.** Buildings that rate in the top 25 percent of facilities in the nation for energy performance can qualify for the prestigious ENERGY STAR label. ENERGY STAR Partners also receive benefits from joining the program. Once you are a Partner, we assist you in documenting and communicating project success. Partners can gain recognition through leadership awards, publicized case studies, and more.
- > **Fight Global Warming.** By reducing your energy use through energy performance upgrades, you will also minimize your greenhouse gas emissions, which contribute to global warming.

To Begin Taking Advantage of the Benefits of Improved Energy Performance, Contact:

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