

Healthcare: Looking for Energy Solutions



Turn to an ENERGY STAR® Service and Product Provider Partner

ENERGY STAR Service and Product Providers (SPPs) have the experience and access to the tools needed to implement energy-efficient strategies that are right for you. The U.S. Environmental Protection Agency's (EPA) Guidelines for Energy Management is a proven strategy developed from ENERGY STAR partner successes. Following the Guidelines, SPPs can help you assess your energy performance, and recommend low-cost upgrades, cost-effective investments, and longer-term strategies that make the most sense for your organization.

Working with an ENERGY STAR SPP, your organization can gain control of energy expenses, making it easier to care for your patients, your facilities, and your bottom line. Through improved 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 70 percent of the American public. Look to the expertise of ENERGY STAR SPPs to help your organization:

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

Most Active Service and Product Providers ■ www.energystar.gov/spp

ENERGY STAR SPPs can help you identify, prioritize, and implement quality projects that will improve your total energy management. Use the list of Most Active Service and Product Providers to find companies with demonstrated experience in providing services and products that will help lower operating costs, allowing you to invest more in superior patient care.

The Benefits of Energy Efficiency

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

An 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.

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.



Work with ENERGY STAR Service and Product Providers to:

- > **Assess the Energy Performance of Your Healthcare Facilities.** Using EPA's ENERGY STAR Portfolio Manager tool, SPPs can help you identify improvement opportunities by evaluating the efficiency of your facility relative to similar buildings nationwide, and relative to buildings in your portfolio. SPPs can help you to receive a 1-100 Energy Performance Rating for eligible healthcare building types, and an Energy Use Intensity index for all healthcare building types.
- > **Set Energy Performance Goals.** SPPs use the ENERGY STAR 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.** SPPs 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, SPPs will help you utilize the ENERGY STAR Financial Value Calculator to compute your organization's potential financial returns from energy performance projects.
- > **Evaluate Your Progress.** Once a project is underway, SPPs can work with you to track energy use and financial savings, and compare improved energy performance against your goals through the Energy Performance Rating System and Energy Use Intensity indices.

In Focus

Atlantic Energy Services, Inc. worked with Chemung County Nursing Facility, NY to identify opportunities for energy efficiency, performing comprehensive energy audits and cost/benefit analysis. Through Atlantic Energy's lighting and water fixture retrofits, Chemung County Nursing Facility was able to save nearly \$40,000 in energy costs per year, while improving visual acuity for residents and staff.

Atlantic Energy continues to provide the facility with a turnkey approach, from audit, to design, to installation, as well as through ongoing support.

Service and Product Providers 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, SPPs can 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.

Service and Product Provider Success Stories ■ www.energystar.gov/sppresources

Success stories illustrate best practices, lessons learned, and energy performance achievements through successful relationships between facility owners and operators and SPPs working in the Commercial and Industrial markets. Read these stories to learn more about project scope, costs, energy savings, financial returns, and other benefits which you can begin to garner today. Work with an ENERGY STAR SPP partner to improve your energy performance and share your success with others.

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