



Washington Regional Medical Center

Fayetteville, AR

Shared Savings Agreement Alleviates Energy Stress

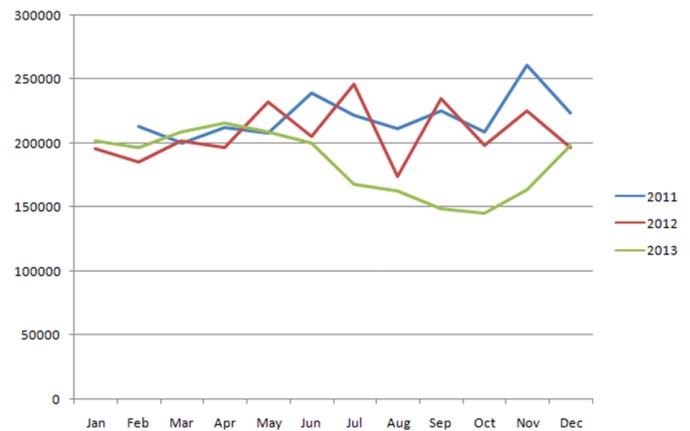
Faced with an uncertain revenue and reimbursement future, WRMC partnered with HEP to help reduce energy costs and increase the comfort and reliability of their building systems

Challenge

Washington Regional Medical Center is a 366 bed acute care facility in Fayetteville, Arkansas providing quality health care to the Northwest Arkansas community. Facing industry wide uncertainty about regulations and reimbursement income, WRMC decided to address its energy spend and aggressively take control of utility budgets. Proposals from several energy services providers were solicited and evaluated. Harrison Energy Partners was especially interested because Washington Regional is the hospital of choice for many associates that live in Fayetteville, and a work place for many of our friends and relatives.

Solution

Utilizing Harrison Energy Partners' DDCx technology, HVAC operation was comprehensively evaluated and several conservation strategies were identified. Data analysis indicated that substantial savings could be generated by aggressively



WRMC CSS Building Electricity Consumption (kWh): 2011—2013.
Harrison Energy Partners project start date: July 2013.

minimizing simultaneous heating and cooling found in many areas of the medical center. Harrison Energy Partners presented a novel proposal to share savings, offering a no money down solution that represented great value to both parties. Utilizing a 3rd party specializing in measurement and verification, the effects of weather are accounted for through a sophisticated statistical analysis. Net savings are then determined and divided between Washington Regional Medical Center and Harrison Energy Partners over a 3 year period that commenced July 1, 2013.



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Harrison Energy Partners

Results

In the first six months of operation the net savings after weather normalization is in excess of \$47,000 and is climbing further as energy conservation measures are implemented and refined. Great care has been taken to minimize impacts on patients and staff. Harrison Energy Partners is very aware that saving energy is false economy if it is accomplished at the expense of Washington Regional Medical Center's mission of improving the health of people in communities they serve.

An additional benefit from the project stems from a collaborative review of the utility bills. Washington Regional Medical Center's conservation program qualified for a \$84,000 annual relief in energy fees designated for state mandated efficiency programs.

- **Over \$47,000 utility expense savings in first six months of project**
- **\$84,000 savings through mandated fee avoidance**
- **Almost 6 million kBtu reduction in consumption**
- **809 tons of carbon reduction**
Equivalent to the carbon sequestered by 602 acres of trees in one year

***“Washington Regional began looking at energy management as part of our Green Team initiative to reduce waste of all kinds throughout our facility. Harrison Energy Partners helped us accomplish our goal of reduced energy consumption, which has resulted in reduced costs as well—a welcome windfall.*”**

We are very satisfied with our partnership. We simply could not be at our current level of sustainability and savings without the assistance of Harrison Energy Partners.”

***Jack Morris, Vice President—Logistics
Washington Regional Medical Center***

About Harrison Energy Partners

Harrison Energy Partners, originally founded in 1983 by Bill Harrison as Harrison Trane Service Company, is the largest provider of commercial and industrial HVAC systems and services in Arkansas. With headquarters in Little Rock and locations in Springdale, Fort Smith, Mountain Home and Texarkana Harrison Energy Partners serves clients in 16 states. 135 Harrison Energy Partners employees provide Trane equipment sales, maintenance and repair services, process and comfort controls, parts and product support.



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Systems and Services

- **DDCx Analytics Software**
- **Chilled Water with Variable Air and Variable Water Volume Distribution**
- **Trane Tracer Summit**
- **Weather Normalized Utility Dashboard**
- **Utility Rate Analysis**
- **System, Ventilation, and Chilled Water Optimization**
- **Test and Balance**

About Washington Regional Medical Center

Washington Regional is the only not-for-profit, community-owned and locally governed healthcare system in Northwest Arkansas.