

Case study

Atlantic General Hospital

Berlin, Maryland



Maryland hospital improves comfort, while reducing energy costs and impact on environment

Atlantic General Hospital is a locally operated, 62-bed acute care facility in Berlin, Maryland, with a deeply rooted commitment to offering the best possible care to its patients and surrounding communities. With a medical staff of 163 physicians and 700 employees, this state-of-the-art facility provides quality care, personalized service and education to improve the individual and community health of a four-county region. The administration is continually seeking ways to reduce energy consumption and operating costs, while enhancing the well-being of its patients.

Johnson Controls has helped provide comfortable temperatures and energy optimization services to Atlantic General Hospital since the hospital opened in 1993. Focused on reducing its energy consumption, Atlantic General Hospital once again turned to Johnson Controls for help implementing a variety of building system upgrades and new technologies. The project will be funded in part by the reduction in energy costs that result from the improvements, and will bring environmental benefits to the community as well.



"This contract demonstrates a high level of care for our environment and for our future. Working with Johnson Controls, we will be able to reduce our carbon footprint and improve efficiencies with water conservation strategies that will ease the burden on the local water treatment facilities, all while providing superior service to our patients."

**MICHAEL FRANKLIN, FACHE,
PRESIDENT/CEO OF ATLANTIC
GENERAL HOSPITAL**

PREMIER

**Contracted
Supplier**



Challenges

- Reduce energy and water consumption to lower utility costs and minimize the hospital's impact on the local environment.
- Enhance the safety and well-being of patients, visitors and staff by improving the lighting conditions and the performance of mechanical systems that contribute to a positive healing environment.
- Demonstrate environmental awareness by improving the facility's energy efficiency rating per ENERGY STAR® guidelines.

Johnson Controls solutions

- Upgrade interior lighting throughout the hospital to more energy-efficient technology, install occupancy controls to avoid unnecessary lighting and implement water conservation measures for toilets and sinks.
- Provide a variety of improvements to building equipment that provides indoor comfort, including operating room humidifiers, cooling system controls, air handling units, steam traps and hot water reheat valves.
- Document before-and-after energy consumption for ENERGY STAR reporting purposes.

Results

- Projected energy and operational savings of nearly \$1.2 million throughout the 10-year performance contract term, including a projected 20 percent reduction in energy costs.
- Improved lighting throughout the facility, as well as a more consistent level of comfort for patients, visitors and staff.
- Annual reduction of 479 tons of carbon dioxide emissions, which is equivalent to planting 1,437 trees or removing the emissions from 104 cars. The annual reduction in electricity consumption is equivalent to powering 94 homes.

Atlantic General Hospital is a member of Premier, Inc., a hospital performance improvement alliance with 1,700 participating not-for-profit hospitals and health systems serving communities nationwide. Premier's Facility Consulting Services performed an energy benchmark on Atlantic General Hospital using OperationsAdvisor™ – its comparative data tool that comprehensively integrates a productivity measurement system with quarterly benchmarking – and discovered that Atlantic General Hospital's energy expenditures were high compared to similar-sized hospitals in the area. Premier recommended that Atlantic General work with Johnson Controls, a long-standing Premier Business Partner, to address this issue via the performance contracting method of financing, which allows the cost of the improvements to be offset by the energy and operational savings.

