



Efficiency Now

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City of Cumberland: *Cumberland, Maryland* City funds community technologies through performance contract



Background:

Cumberland, Maryland, is a small city of 24,000 residents in the Appalachian Mountain foothills. After lean years of reduced manufacturing jobs, a smaller tax base and reduced population, the city's economy was on the upswing. But the city lacked the funds to conduct necessary infrastructure upgrades and pursue its vision of implementing new technology to benefit everyone in the community.

Opportunity:

Cumberland entered into a performance contract with Johnson Controls that included HVAC system retrofits and infrastructure upgrades at sites throughout the city. In discussing the scope of the contract, it was concluded that an automated meter reading (AMR) system for water meters could be added to the project package to significantly increase the net financial return. Further, the AMR system could help cost-justify installing a citywide WiFi network. Johnson Controls also installed building management systems, replaced incandescent traffic lights with more efficient LEDs, weatherized buildings, and performed lighting and HVAC system retrofits.

Results: \$8 million savings

The performance contract will yield \$8 million in energy and operational savings over its 15-year life. The AMR system reduces labor costs, improves the water utility's cash flow by allowing monthly billing instead of quarterly, and allows earlier leak detection and repair, reducing water losses and protecting residents' property. The WiFi network provides Cumberland residents and visitors with Internet access and is considered critical to attracting new businesses and revitalizing the economy.

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