

Helping contractors save money and enhance productivity

## BuildingAdvice Allows Hill York to Expand Energy Services to Midsized Building Customers

In 2008, **Hill York**, Florida's oldest and largest air conditioning contractor, implemented *hygreen*—Optimized & Sustained Building Solutions. Using **AirAdvice's** BuildingAdvice™ technology, Hill York has expanded its sustainability business to offer small and midsized building customers energy-saving solutions that drive its service agreement revenue growth and help to justify energy-saving retrofit/replace-ment projects. Larry Clark of Hill York said, "We are now a little over a year into our *hygreen* program, and I am happy to say that, despite the depressed economy, our sustainability business is thriving."

While the market is full of small to midsized buildings where energy utility bills could be reduced, Hill York



The ease and efficiency of AirAdvice's BuildingAdvice kit—which gathers a building's environmental data from wireless monitors and combines it with utility and cost data to identify potential savings and cost-effective improvements—has allowed Hill York to expand its sustainable solutions campaign to include midsized buildings.

initially focused on larger institutions because of the economics of delivering complicated, engineering-intensive services. BuildingAdvice cut the engineering time down to a few hours.

Hill York evaluated BuildingAdvice by testing the technology, the accuracy of the EnGen™ energy modeling software, and AirAdvice support at its own headquarters in Fort Lauderdale, FL. The single-story, 13,427-square-foot building was built in the 1940s. BuildingAdvice wireless sensors that measure temperature, humidity, carbon dioxide, and light levels were placed throughout the building. The sensors communicate back to a cellular gateway that does not require a network connection. At the Hill York headquarters, the whole setup process took less than an hour.

The sensor data were combined with utility and building survey data (again, in less than an hour). Hill York staff entered the costs of implementing energy conservation measures, and the system automatically calculated the potential energy savings. The final report generated by the software carefully laid out the financial justification for an energy-saving proposal. As a result of that assessment—and Hill York's

intention to get the building LEED®-certified, the company is designing an entirely new AC system.

Hill York then assessed a customer's retail store, identifying more than \$4,800 in annual potential energy cost avoidance at no cost to the owner. BuildingAdvice pinpointed cost savings that could be achieved merely by resetting the unoccupied period temperature setpoint and reducing outside air ventilation rates to ASHRAE 62.1 levels.

"Given the long lead time in securing larger projects, diversifying our efforts to the midsized market hedges some of our project risk," said Clark. With BuildingAdvice, Hill York only needs to allocate 1–2 hours of an engineer's time to each of its energy optimization projects, so, "our cost to deliver the service drops dramatically and enables us to engage with owners at a price point they've never seen before," said Clark. Not only does this position Hill York for renewals by delivering a differentiated service, but it also bolsters the company's reputation as a trusted advisor.

*For more information about Hill York, visit [www.hillyork.com](http://www.hillyork.com). For more information about BuildingAdvice, visit [www.airadvice.com/lp/msca](http://www.airadvice.com/lp/msca).*

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