



An Eye On Energy

Hill York's Energy Service Agreements Help Clients See Big Gains In Efficiency and Savings

To lower your energy tab, it pays to keep tabs on your energy. That's easier said than done for many busy facility and plant managers.

For Hill York, Florida's leading commercial air conditioning and energy solutions company, the gap in monitoring usage and utility issues has spawned one of their fastest-growing customer offerings – Energy Service Agreements.



“Energy costs often represent the largest controllable variable in a company’s facility operations budget,” observed Rob Pulsifer, Hill York’s vice president of energy solutions. “Our agreements give facility managers access to a group of experts who serve as an extension of their staff, managing and monitoring use to reduce costs and enhance performance. Meanwhile, it frees them to focus more on their core business.”

Hill York’s team of Certified Energy Managers, LEED Accredited Professionals, Certified Demand Side Management Professionals, and Energy Engineering Specialists analyze customer building performance on an ongoing basis, whether a single site or a portfolio of buildings in multiple locations. They track trends and identify issues, making recommendations that spark improvements, cost reductions, and efficiency gains over the long haul. They also keep a close watch on utility and tax rate structures to ensure proper application by providers and identify any billing errors that are detected.

“Boosting efficiency and reducing operating costs requires knowledge in many technical areas,” Pulsifer noted. “With our convergence of services strategy, we look at everything in a facility that can influence efficiency, and then we pinpoint opportunities to improve equipment performance and utility costs.”

Hill York’s work for two specific Energy Service Agreement clients spotlights the impact of a more vigilant, proactive approach.

Leesburg Regional Medical Center, Leesburg, Florida

Hill York conducted a utility bill analysis of nearly 100 separate utility accounts and uncovered inappropriately applied taxes being charged to the tax-exempt hospital, recouping over \$19,000. Highly-favorable open market commodity contracts were also investigated and negotiated, procuring natural gas for the hospital with a projected annual savings of approximately \$80,000.

Berkeley Preparatory School, Tampa, Florida

Hill York's monthly utility analysis identified disproportionate consumption at the school's Fieldhouse building, sparking a recommissioning of the entire facility. Numerous errors were identified with system programming and control which led to the year over year increase of nearly 30% in consumption. A corrective action plan was put in place to bring the utility consumption back inline with the rest of the campus. Additionally, an examination of the utility bills exposed erroneous tax fees, leading to Berkley recouping \$17,903.63.

"To keep a competitive edge in their market, many companies across Florida and around the country need to cut energy usage through facility efficiency and utility cost management," Pulsifer pointed out. "We simplify the process for our clients by being their watchdogs, troubleshooting equipment and system performance, and keeping their operations in sync with improved strategies."

Hill York's Energy Service Agreements include:

Benchmark Assessments - At the foundation of Hill York analyses are benchmark assessments that compare a building's usage profile with similar buildings and types of operations nationwide. With site data benchmarked through ENERGY STAR®, Hill York's team of engineers can pinpoint a customer's score and use it to reveal performance deficiencies, implement improvement measures and capitalize on savings opportunities.

Utility Analysis - Hill York's In-house experts regularly analyze data that can significantly affect utility costs, including year-over-year changes in consumption, rate structures, utility incentive programs, and even climate variations. Customers obtain valuable visibility to usage trends that drive costs, helping them prioritize where to implement change for the biggest gains in savings and sustainability.

Comprehensive facility audits are often performed after initial benchmarking and utility analyses when higher than expected usage and/or costs are uncovered. Hill York's energy engineers will identify the problem and put the customer in a position to correct issues, contain costs, and, in some cases, recoup losses.

As a full-service commercial air conditioning company, Hill York provides system maintenance, service, repairs, energy solutions, and installation for a wide range of heating, cooling and ventilation systems. Founded in 1936, the company serves the state of Florida. For more information, visit www.hillyork.com.

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