

## Customer Spotlight

# Banyan Street Capital Lands Real Savings With Projects to Improve Energy Efficiency

Banyan Street Capital oversees more than 16 million square feet of office space in the southeastern United States, valued at \$2 billion. Headquartered in Miami, the private real estate investment firm manages a number of properties in Georgia, including the Peachtree Center in downtown Atlanta.

The Peachtree Center is a mixed-use, high-rise cluster featuring office towers and a shopping mall. Tenants in the office buildings include law and accounting firms; banks; and federal, state and local government agencies.

"If you don't have happy tenants, you won't have any tenants," says Chief Building Engineer Barry Jacobs, who oversees the South and North Towers at 225 and 235 Peachtree Street. "And key to tenant happiness is occupant comfort."

Improving comfort while reducing costs was the goal of recent energy efficiency improvements at four Peachtree Center buildings—the South and North Towers and Marquis I and II. Rebates totaling \$65,834 from Georgia Power's Commercial Energy Efficiency Program made those upgrades a win-win for the firm's bottom line and its tenants.

## The Opportunity

Atlanta is a partner in the U.S. Department of Energy's Better Buildings Challenge. The partnership brings government, businesses and the business community together to improve the energy performance of downtown buildings by 20 percent by 2020. To support the challenge, Jacobs and his colleague Chief Building Engineer James Sanders, who oversees the Marquis I and II buildings, were identifying projects in their buildings to reduce energy use and costs.

When they learned from their Georgia Power key account manager that the utility offers rebates for energy-saving upgrades, Jacobs says, "We jumped at the chance to participate!"

Opportunities for improving efficiency—and receiving rebates—included lighting upgrades, heating and cooling controls and multiple chiller replacements, which also helped reduce chlorofluorocarbon emissions into the atmosphere.

## The Georgia Power Solution

Through Georgia Power's Commercial Energy Efficiency Program, businesses can take advantage of rebates to reduce the cost of upgrading to energy-efficient technologies, resulting in lower energy use and costs. Rebates are available for retrofit projects, replacement of aging equipment and high-efficiency equipment installations in new construction.

At the Peachtree Center, Banyan Street Capital made energy efficiency improvements in the North and South Towers, each of which has 24 floors with more than 300,000 square feet of space. Jacobs oversaw installation of 30 variable frequency drives (VFDs) on the cooling towers, chilled water pumps, condenser water pumps and exhaust fans.



James Sanders and Barry Jacobs, Chief Building Engineers, Banyan Street Capital

## Savings at a Glance

Banyan Street Capital took advantage of incentives from Georgia Power to make energy-saving upgrades in four office towers in the Peachtree Center in downtown Atlanta.

### Energy savings:

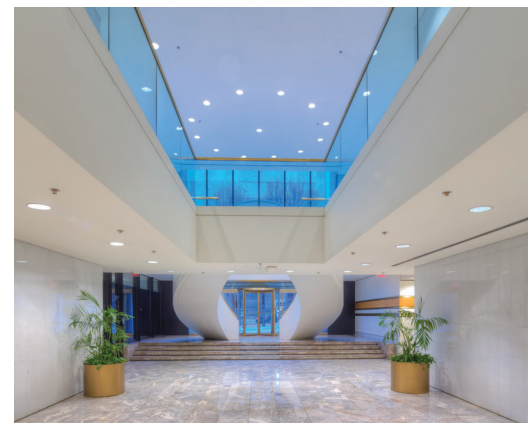
2,087,262 kWh/year

### Total project cost:

\$2,264,136

### Incentives paid:

\$65,834



New LEDs in the lobbies of the Marquis buildings improve lighting quality while reducing energy costs.

The VFDs allow pumps and fans to cut back when demand is lower, which results in reduced energy use, better temperature control and less wear and tear on equipment. "The Georgia Power rebates paid for a significant portion of the cost of every drive I put in," Jacobs says.

At Marquis I, which has 28 floors and about 579,000 square feet of space, Sanders oversaw replacement of the building's old chiller with a more efficient magnetic drive machine that reduces energy use and costs. "The project allows for further savings by reducing the demand on air handling units during off hours when only a few tenants require air conditioning," Sanders says.

A new energy management system in Marquis I now controls the supply and exhaust fans for ventilation in the parking deck. Added carbon dioxide sensors start and stop the fans only when needed. The overall reduction in run hours reduces the amount of energy used by more than 62,000 kilowatt-hours.

In both Marquis buildings, Banyan Street Capital installed energy management systems that control non-emergency lighting—between 300 and 400 can lights—in three of the lobby levels so they can turn off and on at certain hours. In addition, those lights were updated from 42-watt compact fluorescents to more efficient 17-watt LED lamps.

At Marquis II, which also has 28 floors and about 579,000 square feet of space, the firm had 11 elevator cabs rehabbed with energy-efficient controllers that use less energy while providing more reliable service. New kiosks in the elevators use a technology called destination dispatch, which groups people together based on their chosen floors. This technology reduces the number of stops, decreases travel times and minimizes wait times in the lobby. Marquis II also had one additional VFD installed to give management better control over air handling.

## The Benefits

The rebates and projected savings really helped sell these energy efficiency projects to the firm's management. "We learned about the rebates at the right time," Jacobs says. "And I updated more motors than I had planned because of the rebates."

These upgrades also help maintain occupant comfort. "When you put a VFD on a motor, people aren't going to notice," Sanders says. "In our business, if you do something and they don't complain, that's a good thing."

As far as the new LED lighting goes, "aesthetically they look really nice," Sanders says. "We've heard compliments from tenants who like the change, saying the lobby looks more modern."

Further, these projects help Banyan Street Capital support the city's efforts to meet its Better Buildings Challenge goals. "We are making progress toward that 20 percent reduction," Jacobs says. "I've told all my chief engineer buddies around town to take advantage of this program."

**"The bottom line is this program saves a lot of energy [use] and puts revenue back in our owners' pockets."**

- James Sanders, Banyan Street Capital



New VFDs give operators greater control over the cooling towers, condenser water pumps and exhaust fans in the North and South Towers.



These energy-efficient elevator controllers installed in Marquis II improve service reliability for occupants.



New kiosks improve elevator efficiency and reduce wait times by grouping riders based on the floors selected.

Georgia Power's Commercial Energy Efficiency Program makes incorporating energy-efficient improvements into your business even more attractive.

Available incentives help reduce the cost to install high-efficiency equipment that results in lower energy use and costs. Incentives apply to:

Lighting • Heating & Cooling  
Food Service & Grocery • Water Heating  
Reflective Roofing • Custom Projects

For more information, visit [georgiapower.com/commercialsavings](http://georgiapower.com/commercialsavings) or call 1-877-310-5607.