

Saving Energy With Efficiency Projects

Regent Medical Facilities enhance their energy systems to become more efficient—with no upfront capital required



A real estate portfolio management company specializing in medical office buildings (MOB), Regent Medical Properties, LLC was looking for a partner to help them bring all sites up to current medical and efficiency standards. Due to many locations being at various stages of efficiency and the majority of budgeted capital being directed toward core medical upgrades, there was little to no capital available for making additional efficiency and security enhancements.

Working together, Constellation's energy market professionals were able to walk through the details of how the Efficiency Made Easy (EME) program could help Regent meet their efficiency and facility rehabilitation goals. The relationship with Constellation not only secured competitive electric rates, but it allowed Regent to upgrade their facilities and provide an efficient and modern environment for their patients.

Company Profile

Regent Medical Properties, LLC owns and manages 20 MOBs—just under 1 million square feet—in New York and New Jersey. The company's occupancy has been consistently over 92% portfolio-wide, and several of the buildings have on-site surgery centers.

The Challenge

Many of Regent's sites were purchased or developed with the intent of turning them into full-service medical facilities, while other sites were either existing MOBs or new buildings. Regent needed to accelerate the upgrade process in order to achieve maximum building efficiency as quickly as possible.

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Constellation

An Exelon Company

America's energy choice

The Solution

Constellation works with channel partner ECS Global to design and deliver intelligent building systems for efficiency projects. They teamed up together to assess Regent's needs and recommend upgrades. Based on that input, Regent signed a power contract that included EME. The EME program provided the capital needed to complete the company's efficiency projects as soon as possible by building the cost into the customer's electricity contract.

By working with Constellation, Regent expects to implement approximately \$3.56 million in upgrades—with no upfront capital investment. Through EME, Regent is able to fund chiller and boiler upgrades, building automation systems updates, LED lighting upgrades, security and IT cabling installs—and more—at nine of their 20 locations.

Why Constellation

Through Efficiency Made Easy, Constellation was able to offer Regent a viable solution to their unique facility rehabilitation and energy needs. From addressing power supply to how energy efficiency upgrades could be made with no upfront capital, Constellation helped implement upgrades that seemed initially impossible. Constellation also works with channel partners like ECS Global to meet the growing needs of businesses with demand side management and provide a variety of solutions that fit companies' unique business needs. Shortly after the first EME deal closed, Regent requested that the Constellation team assist with another eight facilities. Constellation looks forward to continuing the relationship with Regent to help upgrade an additional eleven properties.



Constellation is a leading competitive energy company providing power, natural gas and energy products and services for homes and businesses across the continental United States. Constellation serves more than 2.2 million residential, public sector and business customers, including more than two-thirds of the Fortune 100. Constellation is a subsidiary of Exelon Corporation (NYSE: EXC), the nation's leading competitive energy provider, with 2016 revenues of approximately \$31.4 billion, and more than 32,700 megawatts of owned capacity comprising one of the nation's cleanest and lowest-cost power generation fleets.

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