



Energy
Intelligence.
EmPower It.™

Why having an “energy smart” hospital matters.

ENERGY IS PRECIOUS. LET'S NOT WASTE IT.



INTELLIGENT USE OF ENERGY MAKES DOLLARS AND SENSE

Energy efficiency is a *financial* decision.

By using energy intelligently, you can save money for your hospital that goes directly to the bottom line. Take advantage of incentive programs through AEP Ohio. Since 2009, AEP Ohio has been offering these programs to hospitals to help improve their energy efficiency and savings!

OUR VALUE PROPOSITION



The nation's hospitals and related managed care institutions spent almost \$6.5 B annually on energy. Present strategy and technology allows these institutions the opportunity to **reduce energy spending by 30% or more.**



By improving energy efficiency, hospitals can distinguish themselves as environmental leaders. They can save money for repair and renovation, hire new medical staff, improve air quality, and support their commitment to public health.



Environmentalism and sustainability are factors in new construction and renovation at more hospitals today. *Health Facilities Management Magazine* and the ASHE publish surveys of “green” and “eco-enlightened” hospitals.

YOUR HOSPITAL ENERGY-SAVING CHECKLIST

Use this handy checklist to discover measures and programs available to help you take control of energy and costs at your hospital.

1

Prescriptive and Custom Programs

Are your lighting systems older than most of your interns? Upgrade inefficient lighting and lighting controls in offices, patient rooms, auditoriums, operating rooms, parking garages and parking lots. Efficient lighting upgrades can save up to 30% of existing lighting energy costs, and maintenance savings can exceed energy savings.

Is it time to upgrade your HVAC? Replace inefficient rooftop units and chillers, add drives to ventilation motors, and install Energy Management Systems.

2

New Construction and Major Renovation

Is your hospital planning new construction or renovation? Both the designer and building owner may qualify for incentives—based on using energy-efficient design in:

- New construction
- Renovation of existing buildings

3

Data Centers

Are your hospital data centers using energy efficiently within a tight budget? Incentives are offered for energy-saving measures, such as:

- Air flow management
- UPS upgrades
- Server and storage optimization

4

Retro-commissioning

Do many of your hospital buildings need periodic tune-ups? Consider doing retro-commissioning. This is a building tune-up in which operations experts work with facility managers to optimize a building's performance. Incentives can cover the cost of assessment.

Do certain buildings operate 24/7 and must they comply with codes or regulations? Through retro-commissioning, hospitals may save up to 15% each year on energy and increase patient comfort and wellbeing. Some opportunities include:

- Optimizing HVAC system controls
- Adjusting central systems

5

Self-Direct

Was there a facilities renovation or project at your hospital in the last three calendar years? Most large hospitals in Ohio qualify for incentives for past projects during this timeframe. Incentives for past energy-saving projects are a great way to fund others in the future.



It's easy to get started. Contact your AEP Ohio account manager, or call 1-877-AEP-3657 (1-877-237-3657).

SUCCESS STORIES

FAIRFIELD MEDICAL CENTER

A non-profit organization, Fairfield Medical Center increased its savings by upgrading the hospital facilities with more energy-efficient LED lighting. Fairfield Medical Center serves more than 250,000 residences in Fairfield County and Southeastern Ohio.

Building type: Hospital Facility
Measures implemented: Lighting and HVAC
Total project cost: \$146,347.81

Projected annual energy savings: 647,943 kWh
(nearly \$55,000 saved in annual energy cost)
Incentives paid: \$44,448.89

MOUNT CARMEL HEALTH SYSTEMS

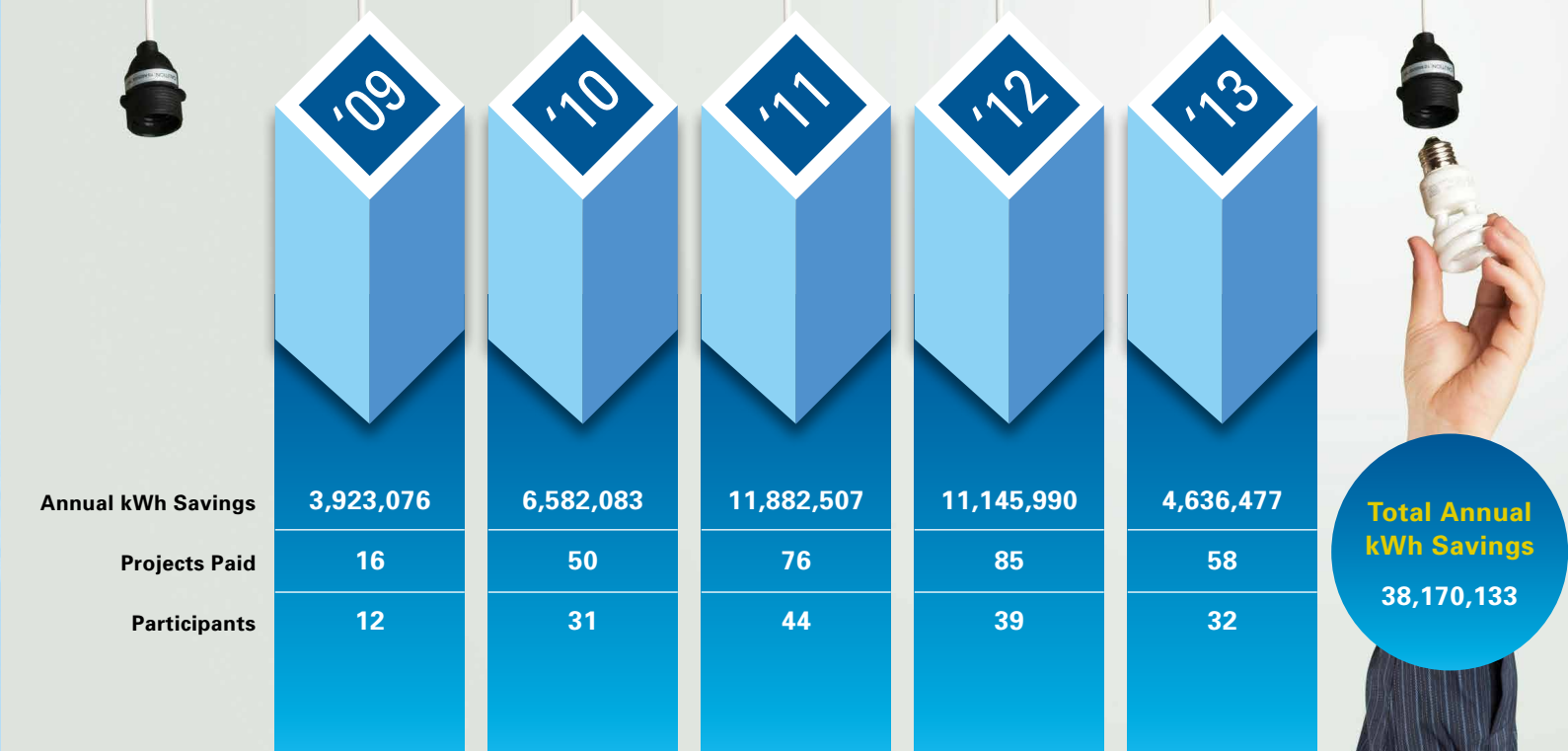
Comprised of four Central Ohio hospitals, Mount Carmel improved its bottom line by replacing inefficient interior lights with high-energy saving T8 lamps and LED signage. (LED lighting has one of the highest energy savings of any lighting source on the market.)

Mount Carmel also upgraded a variety of heating, ventilation and air conditioning (HVAC) systems. This included upgrading air handling unit controls and variable-speed drives, and removing of a 500-ton chiller, and more. Mount Carmel Health System is a proud member of CHE Trinity Health, the second-largest Catholic health care delivery system in the nation, which serves people and communities in 20 states from coast to coast.

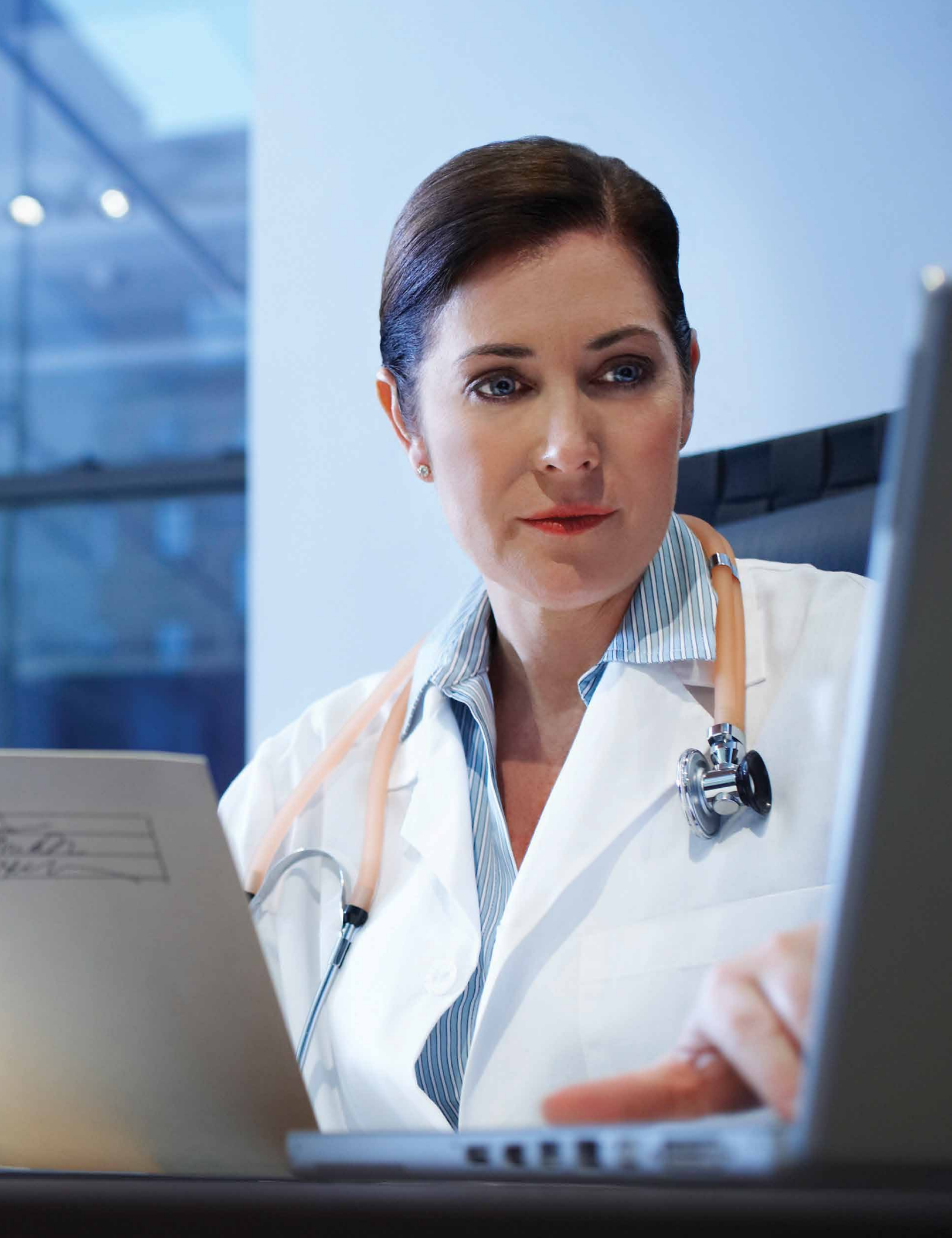
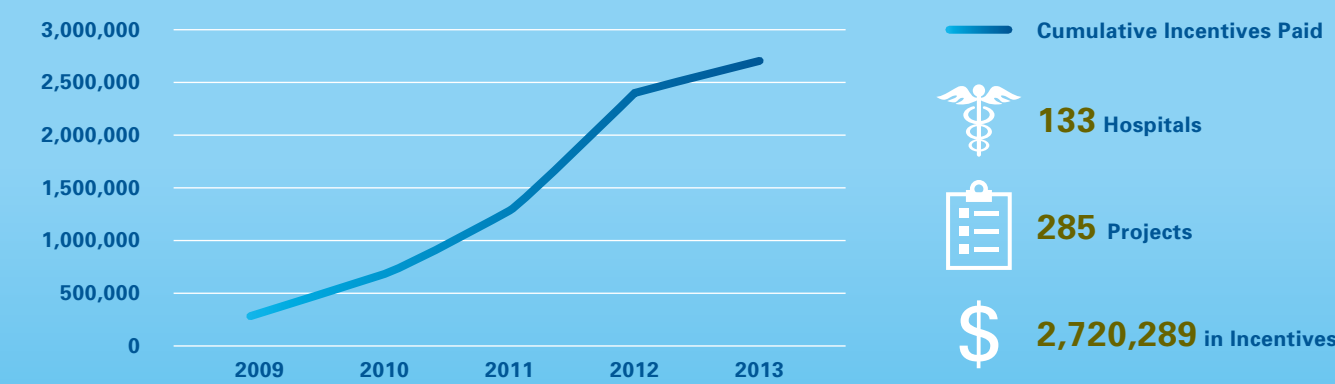
Building type: Hospital Facilities
Measures implemented: Lighting and HVAC
Total project cost: \$3,136,342.05

Projected annual energy savings: 5,720,708 kWh
(over \$500,000 saved in annual energy cost)
Incentives paid: \$515,755.32

ANNUAL kWh SAVINGS



CUMULATIVE INCENTIVES PAID



For more details and “success stories,” go to AEPOhio.com/Solutions.
Contact your AEP Ohio account manager or call 1-877-AEP-3657 (1-877-237-3657);
or email AEPOhioSolutions@AEP.com.