

FOCUS ON HEALTHCARE



“It’s all about partnerships,” says John Nicol, Program Director for Focus on Energy’s Large Energy Users Program. “The partnerships between Focus on Energy, the utilities, and—most importantly—the customer are what ensure lasting energy benefits for the state of Wisconsin. The fact that customers share in well over half the cost of energy efficient technology and absorb most of the risk, is not insignificant.”

FOCUS ON ENERGY’S LARGE ENERGY USERS PROGRAM (LEUP)

maintains a critical partnership with key utility account managers to get the message about Program offerings to customers and Trade Allies.

In turn, LEUP Energy Advisors work with Trade Allies to deliver the most energy-efficient products and services to customers. Focus on Energy also partners directly with customers to share the risk and investment in projects that provide real, lasting energy benefits.

In the healthcare industry, in particular, a notable surge in attention to energy management in recent years has boasted tangible results. Healthcare networks’ increased participation in Focus on Energy has led to innovation and savings for customers across the state, as hospitals and other healthcare facilities dive into their numbers and develop new strategies for reducing impact and conserving energy resources. This rise in interest within the healthcare industry has a lot to do with the unique position these hospital systems occupy in the community. Healthcare facilities, especially those that are not-for-profit, share a commitment to provide a safe and comfortable space for their patients and employees, and strive to do so in an environmentally conscious and financially responsible way. Money saved on utility bills can be reinvested to improve the quality of patient care, and a reduced impact on the environment contributes to better public health overall.

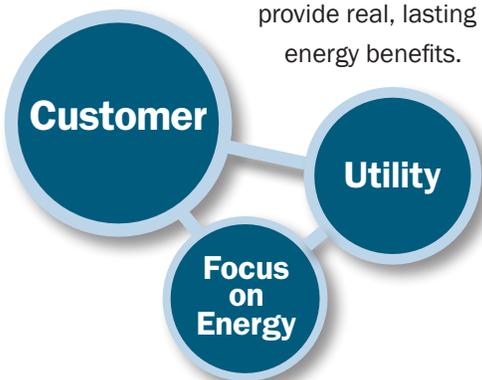
Three networks in particular exemplify the advantage of utilizing Focus on Energy.

Affinity Health System, ThedaCare Health System, and Aurora Health Care all have impressive track records of success in energy management and, with the support of Focus on Energy, they continue to seek new ways to improve.

WHAT IS ENERGY STAR®?

An ENERGY STAR Score is used to rate the energy performance of a facility relative to its peers, considering climate, weather, and business activities. Based on data collected by Focus on Energy, a statistical analysis of the peer building population is performed, identifying the significant drivers of energy use, to develop an equation that will predict the facility’s energy use. That prediction is compared to actual energy use to yield a 1 to 100 percentile performance ranking relative to the national population.

LEUP will help enter your facility details and energy usage into ENERGY STAR Portfolio Manager to help you get your ENERGY STAR score. About 25 hospitals have already participated and LEUP continues to seek additional interested Energy Leaders from all eligible hospitals. For more information, see www.energystar.gov/ENERGYSTARScore.



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A view of the completed bed tower at the St. Elizabeth Hospital campus.

AFFINITY HEALTH SYSTEM

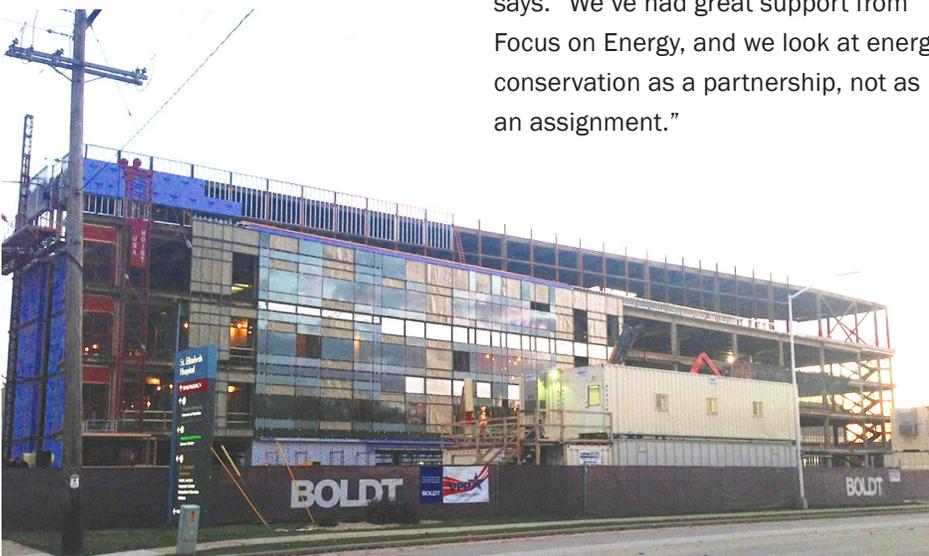
Affinity Health System considers sustainability a major factor in each new building and renovation project they undertake with an approach that’s guided by Lean principles and a network-wide focus on stewardship.

“Patients don’t necessarily have to care about the energy bill,” says Iqbal Mian, Sustainability Team Leader at Affinity Health System. “They’re in a sensitive part of their journey.” For the facilities side of healthcare world, he explains, energy management must be more than just an effort to lower costs: “To us, it’s ‘how do we add value to our patients?’”

Affinity’s sustainability effort has been supported by an energy team since the mid-2000s. In the past few years, they’ve expanded and strengthened their efforts through a partnership with Focus on Energy and an emphasis on process improvement. “People bring spreadsheets, they bring data, and they bring voice-of-the-customer information,” says Mr. Mian. These meetings provide associates at Affinity with a dedicated arena for benchmarking, discussing opportunities, analyzing the success of past projects, and establishing new targets related to energy efficiency. A synergistic relationship with Focus on Energy has played a large role in the energy team’s effectiveness: “It’s a dialogue; it’s a back and forth,” he says. “We’ve had great support from Focus on Energy, and we look at energy conservation as a partnership, not as an assignment.”

With support from Focus on Energy, including a competitive grant, Affinity recently undertook a massive project to implement energy-saving measures in the construction of a new bed tower at the St. Elizabeth Hospital campus. In this new building, design and consideration for 246 solar panels took place that would produce 80,000 kWh and reduce the bed tower’s energy usage by 2%, providing 16.8% baseline energy savings over ASHRAE standards. In addition, low-flow and ultra-low-flow plumbing fixtures will save 38.1% of water use over a traditional building of the same size and occupancy. LED lighting, heat island reduction strategies, and the use of 10-20% recycled building materials all contribute to Affinity’s integrated energy management strategy as they move forward with the bed tower project.

Mr. Mian emphasizes that the end result of these efforts is much further reaching than the energy bill: “At the end of the day, all of those prices DO touch the patient,” he says. “We’re providing a comfortable space and better experience for the people giving the care as well as the people receiving it.”



The new bed tower under construction.

THEDACARE HEALTH SYSTEM

“I think that the biggest challenge to most large energy users, including healthcare, is that they don’t look for new ideas and encourage new ways of thinking,” says Paul Linzmeyer, Sustainability Leader at ThedaCare Health System. “It’s important that executives see sustainability as part of their business strategy—why spend money on wasted energy when you can use that to reinvest in your business?”

With over 6,100 employees serving its seven hospitals and nearly thirty clinics, ThedaCare has risen to meet these challenges by establishing a system-wide sustainability initiative emphasizing energy, waste, and water conservation. The partnership between Focus and ThedaCare has resulted in more than 80 projects that save a combined \$596,000 annually on the hospital system’s energy costs.

Aside from saving money, Mr. Linzmeyer sees the cultural value in promoting a sustainability-focused way of thinking across the organization: “staff engagement increases dramatically because of the types of things we’re doing.”

Mr. Linzmeyer says. “People connect energy use and climate change with health outcomes, and both their loyalty to the organization and the number of ideas that are generated increase because they’re starting to think about things more deeply.”

A prime example of this staff engagement is a micro steam turbine recently installed at the Appleton Medical Center. When Mr. Linzmeyer got word of a boiler room operator’s idea to turn excess steam into energy, he got the ball rolling on what would eventually become a large opportunity for energy savings.

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The recently installed micro steam turbine.

With the help of a staffing grant from Focus on Energy, ThedaCare was able to install a micro steam turbine that saves the campus 1,644,000 kWh per year, which amounts to over \$91,600 in annual energy savings.

“This project shows what can happen,” says Mr. Linzmeyer, “when a worker—a ground-level employee—has an idea and somebody listens.” In this case, the boiler room operator’s idea turned into tangible savings for ThedaCare as well as a decrease in the campus’s environmental impact: it reduced greenhouse gas emissions by 1401 metric tons per year, which is equivalent to saving 157,600 gallons of gasoline, or taking 300 cars off the road for one year.



Completed or Planned Energy Efficiency Initiatives with Focus on Energy

	Facilities with Measures Installed	Electric Savings (kWh)	Natural Gas Savings (Therms)	Energy Savings Per Year (\$)	Incentives
Affinity Health System	15	8,890,000	437,700	\$884,920	\$354,395
ThedaCare Health System	4	4,500,000	70,000	\$596,376	\$295,951
Aurora Health Care	46	18,900,000	1,003,000	\$2,108,000	\$1,300,000

AURORA HEALTH CARE

Aurora Health Care has actively pursued the services offered by Focus on Energy since 2008. A total of 46 of the network's facilities have installed over 450 energy efficiency measures which include new lighting, such as LEDs and occupancy controls; HVAC improvements, such as chillers, VFDs on air handlers and pumping systems; boiler and chiller tune-ups and water and air side heat recovery; water heating; and information technology.

Through daily monitoring of energy usage and in conjunction with weather-based historic utility usage, Aurora Health Care maintains a high level of awareness of their energy use at each site. Dashboards provide a feedback mechanism for building system performance and also enable staff to establish clear yearly energy management goals. Knowledge sharing between locations leverages best practice and implementation across the network. Monthly performance results fuel each individual site's desire to reduce their energy compared to their peers.

Over six program years to date, Aurora Health Care's projects have yielded savings of more than \$6.5 million in weather-adjusted energy costs.

Industry recognition includes ENERGY STAR certification at Aurora St. Luke's Medical Center and Aurora Medical Center in Oshkosh, as well as at Aurora Health Center – Manitowoc County, and Aurora's Forest Home Business Center. In addition, LEED accreditation was attained at Aurora Medical Center in Grafton.

Jedd Winkler, Energy Program Manager, says that Aurora Health Care's impressive track record in superior energy management comes down to planning, accountability, and network-wide engagement. This includes active facilities operations teams, construction and planning teams, and motivated caregiver departments. By applying their corporate values of exceptional patient care, responsible resource management, and an environment of teamwork, respect and accountability to their energy conservation strategy, Aurora aims to uphold their position of leadership as a care provider for the health of both the community and the local environment.

DISCOVER HOW FOCUS ON ENERGY CAN PARTNER WITH YOU

Hospital networks benefit from Focus on Energy in many different ways. They receive prescriptive and custom incentives to assist with the installation of projects, staffing grants to support the staff needed for project development, and the support of Energy Advisors in all stages of opportunity analysis, proposal review, and application completion. Focus on Energy has also developed healthcare-specific special offers to meet the industry's unique needs and assist healthcare networks in achieving their energy-related goals.

Knowledge-sharing has become a key driver in the push for energy management innovation within the healthcare industry. At quarterly Wisconsin Healthcare Energy Leaders meetings, representatives from healthcare networks across the state present their successes, share any challenges they've encountered, and collaborate on new strategies for continuous improvement. These meetings have become an invaluable resource for staff to learn as a team and utilize their Focus on Energy partnership to its fullest extent.

For more information on how to start saving energy at your facility, call 608-819-9050 or email LEUapps@focusonenergy.com



Focus on Energy, Wisconsin utilities' statewide program for energy efficiency and renewable energy, helps eligible residents and businesses save energy and money while protecting the environment. Focus on Energy information, resources and financial incentives help to implement energy efficiency and renewable energy projects that otherwise would not be completed.

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