


The Hotel at the University of Maryland

**HOTELS | NEW CONSTRUCTION
AND HVAC**



Christopher Thrift, MEP Superintendent, oversaw new construction and HVAC installation at The Hotel at the University of Maryland in College Park.

Building with energy efficiency in the blueprints

The Hotel at the University of Maryland is College Park's only four-diamond accommodation. Built in 2017 adjacent to the campus, the 440,000-square-foot luxury hotel serves as a new, convenient abode for visitors to the area, including the parents of current and prospective students, as well as business travelers and tourists.

Southern Management Corporation (SMC), which owns and operates the property, committed itself to erecting the building with energy- and resource-efficient products that would enhance the experience of customers and employees.

The opportunity

Being new construction, the hotel project presented the opportunity to use energy-efficient equipment from the outset. Christopher Thrift, SMC's MEP Superintendent for the project, was pleased to see that the Pepco Energy Savings for Business Program incentivized the installation of many of these products and decided to apply for incentives on behalf of the hotel.

Once the hotel became a participant in the Energy Savings for Business Program, Thrift reached out to Havtech, a participating Service Provider, about buying energy-efficient heating, ventilation, and air conditioning (HVAC) equipment for the entire building.

"The rebate incentive Pepco offered was a benefit we just couldn't pass up," Thrift says.

Obtaining LEED Gold certification—a symbol of efficiency recognized around the world—for the hotel was also a driving factor for the purchase. "Meeting LEED Gold standards was very important to us, so we needed, among other things, an HVAC system that was significantly more energy efficient than most," he adds.

Savings at a glance

Pepco Energy Savings for Business Program

(HVAC)

Southern Management Corporation used incentives to install high-efficiency HVAC equipment at The Hotel at the University of Maryland in College Park.

Estimated annual savings*

1,619,000

kWh per year

\$194,280

per year

Project costs

\$914,804

total project cost

- \$210,400

incentive

\$704,404

net project cost

Estimated payback

3.6

years

The upgrades

With Havtech's help, Thrift reviewed products from numerous HVAC manufacturers and ultimately chose energy-efficient equipment that would lead to long-term savings for the hotel. "We always look for the best possible way to save on utilities when looking at purchasing new equipment," Thrift says.

SMC then hired a mechanical contractor to install the hotel's new equipment, including:

- Three 600-ton Daikin WME chillers for cooling
- 26 variable frequency drives for balancing the flow of air and reducing electricity use

Since Pepco provides incentives for equipment with proven energy-saving benefits, Thrift was very satisfied with his picks for the hotel. "We wanted energy efficiency and longevity," he says. "The products we selected provided both, and we saved a ton."

The benefits

The HVAC equipment installed at The Hotel at the University of Maryland is now over two years old but running just as smoothly as when it was installed. The effort to increase energy efficiency, while taking advantage of Pepco's incentives, has served the hotel well. Benefits include:

- Energy savings of approximately 1,619,000 kilowatt-hours (kWh) annually*
- \$194,280 per year in estimated cost savings*
- Incentives totaling approximately \$210,400 annually

Customers and employees have enjoyed the hotel's consistently excellent air quality and temperature control and appreciate SMC's efforts to provide this comfort in a sustainable way.

The Pepco Energy Savings for Business Program provides financial incentives and technical assistance to help businesses maximize energy efficiency and reduce energy costs. Financial incentives can cover up to 70% of project costs.

Get started now

For more information, visit pepco.com/Business or call 866-353-5798.



"Working with the Pepco Energy Savings for Business Program was very easy. Its generous incentives helped us acquire top-notch, energy-efficient HVAC equipment. We're proud of how much energy and money we've been able to save."

– Christopher Thrift |
Corporate and
Development Engineer
Southern Management
Corporation