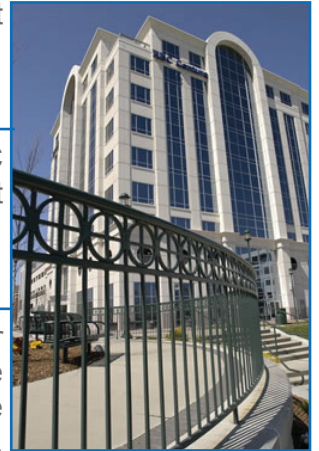




City Center at Oyster Point

Newport News, Virginia

Harvey Lindsay Commercial Real Estate operates City Center at Oyster Point in Newport News, Virginia. It is a nine building, multi-use area with office and retail space.



The Challenge

Harvey Lindsay was having extensive quality issues with the HVAC provider they had servicing their buildings. Their issues included: Repeat breakdowns, tenant discomfort, and rising utility costs.

The Solution

In 2008, Harvey Lindsay awarded a maintenance contract on one of their challenging properties to ColonialWebb. Because of their attentive services and resolution of issues, ColonialWebb was then awarded the remaining four commercial office buildings over a two year period. ColonialWebb and Harvey Lindsay collaborated and developed an intensive facility maintenance and ongoing commissioning program. As part of this program, ColonialWebb's technicians were able to find many ways to lower the energy cost of the buildings' HVAC systems through simple no cost/low cost measures. Some of these items were the repair of controls, adjustment of set points, modification of schedule, and corrections to the sequence of operation. Motion sensors were installed in areas where the building received low traffic to decrease energy waste from lights. Finally, ColonialWebb has a dedicated, proactive service technician inspect each building daily before the tenants arrive to identify and fix potential problems that would cause tenant discomfort.

"Working with ColonialWebb for years, I've always had a high level of confidence in their service. They have done a fantastic job partnering with us; making sure our properties are well serviced. The team they put together did an outstanding job educating us on energy conservation. They did a fantastic job auditing our buildings and bringing things to our attention that have allowed us to make changes which has led to great results for us. I know they have our best interest in mind."

- Lori Dingus
Vice President Property Management
Harvey Lindsay Commercial Real Estate

The Results

With the help of ColonialWebb's energy saving preventive maintenance and commissioning solutions, Harvey Lindsay Commercial Real Estate's energy usage has decreased by more than 25% for the five buildings under the service company's watch. Tenant satisfaction has increased and ColonialWebb has been able to build a trust with them which has led to further projects within the City Center.

Energy and Environmental Savings from Jan. 1, 2008 to Dec. 31, 2009:

- 2,926,568 KWH
- \$190,227 (based on \$.065/KWH)
- 2,101 Metric Tons reduction in Green House Gases

