



AquaFin – Cecil County (Elkton, MD) \$69,000

The company manufactures proprietary, construction chemicals/materials for waterproofing, concrete repair and industrial floor coatings at the project site. The building houses spaces dedicated for manufacturing, some laboratory spaces as well as offices for the staff. Proposed projects include replacing 232 combined interior and exterior lighting fixtures to more efficient Light Emitting Diodes (LEDs), replacement of 13 total Heating, Ventilating and Air Conditioning (HVAC) units. The company owns six low voltage distribution transformers at 75 Kilovolt-amps (kVA). Through an audit they have identified a replacement option with new more energy efficient types. Projected annual electricity savings exceed 148,404 kWh, and \$14,818 in annual cost savings.

Tishcon Corporation – Worcester County (Salisbury, MD) \$88,000

Tishcon Corporation is one of the manufacturers of vitamin and health products that manufacture 100% in-house. The Brown Street plant is one of two large sites for the company in Salisbury. The building houses spaces dedicated for manufacturing, some laboratory spaces as well as offices for the staff. Projects proposed at both locations include replacing a total of 893 interior and exterior lights, metal halide and T5/T8 fluorescent lights with more efficient LEDs. Additionally Tishcon will perform HVAC optimization at both locations. The MEA-funded energy conservation measures will reduce electricity consumption by more than 269,555 kWh/year and \$32,756 in annual cost savings.

Spacesaver Systems, Inc – Montgomery County (Kensington, MD) \$74,300

Spacesaver Interiors is a small women-owned business located in an existing, single-story office building in Kensington, Maryland. The building was constructed in 1967 with no exterior insulation and 1/4' glazed windows. Projects proposed include upgrades in insulation providing R-value 15 exterior insulation, and replacement of windows with 1" clear tempered insulated glass. Additionally 177 interior and exterior lighting fixtures will be converted to more efficient LEDs. These improvements will result in a reduction of annual electricity consumption exceeding 38,894 kWh and 1,865 therms and \$8,467 in annual cost savings.



Blind Industries Services of Maryland (BISM) – Worcester County (Salisbury) \$45,800

Blind Industries Services of Maryland (BISM) is a 501(c)(3) not-for-profit organization dedicated to providing career and training resources to blind residents of Maryland. Proposed projects include replacing a total of 740 combined interior and exterior lighting fixtures to more efficient Light Emitting Diodes (LEDs) and a new Variable Frequency Drive (VFD) Air Compressor to be detailed in the Scope of Work. These improvements are projected to provide an annual electricity savings of 152,790 kWh yielding cost savings of \$16,875/year and total building energy reduction of approximately 25%.

Coldsprings Farm– Carroll County (New Windsor) \$33,200

Coldsprings Farm is a dairy farm with a freestall barn housing 360 cows. Projects proposed include replacing a total of twelve 275w metal halide lights with more efficient LEDs with combined occupancy and photo sensor controls. Additionally, Variable speed panel fans that have a cast fan, combined with a highly efficient variable speed motor and a built-in thermostat will replace the existing fixed speed fans on a one-for-one basis. The existing fans are controlled by two thermostats (15 fans per thermostat). The MEA-funded energy conservation measures will reduce electricity consumption by more than 72,980 kWh/year and \$7,290 in annual cost savings.

Easton Daycare Center –Talbot County (Easton) \$13,400

Proposed projects include replacing a total of 112 combined interior and exterior lighting fixtures to more efficient LEDs, replacement of one 5-ton roof-top heating, ventilation and air conditioning (HVAC) unit, and replacement of inefficient water heater to a high efficiency water heater, all to be detailed in the Scope of Work. These improvements will result in a reduction of annual electricity consumption exceeding 23,999 kWh and 42 therms totalling \$2,934 in annual cost savings.



Heaver Properties (8 Greenridge Road, LLC) — Baltimore County (Timonium)

\$100,000

Heaver Properties is a nine-level office building with the ground floor partially below grade. Each story is approximately 13,400 SF and the total area is approximately 123,000 square feet. Proposed projects include installing a new HVAC system that will consist of air-cooled, heat recovery, variable refrigerant volume (VRV) fan coil units and a central, roof top, dedicated outdoor air (DOAS) unit. The DOAS unit will utilize DX cooling and a natural gas-fired heating coil. Additionally a Building Automation System (BAS) will be installed to control the VRV system and scheduling/monitoring of the DOAS unit. Specific technologies and efficiency ratings will be detailed further in Scope of Work. These improvements will result in a reduction of annual electricity consumption by 99,334 kWh and natural gas savings of 9,653 therms, totalling \$18,311 in annual cost savings.

Hagerstown Goodwill Industries — Washington County (Hagerstown) \$100,000

Serves as the 75,527 sq. ft corporate headquarters for Horizon Goodwill Industries, a non-profit organization that assists those in need with job training and placement by selling donated goods. Proposed energy projects include building envelope improvements, insulation upgrades, and HVAC replacements to include 13 units. Specific technologies and efficiency ratings will be detailed further in Scope of Work. These improvements are projected to provide an annual electricity savings of 238,606 kWh and 16,869 therms of natural gas yielding cost savings of \$36,934/year and total building energy reduction of roughly 50%.

Johns Hopkins University — Baltimore City \$100,000

Johns Hopkins University plans to implement energy-efficiency measures in the university Chemistry Building, spaces including lecture halls, office space, and laboratories. The Chemistry Building is four floors totaling 57,000 square feet. Proposed projects include replacing a total of 775 interior lighting fixtures to more efficient LEDs with sensors, replacement of HVAC equipment and controls, and Demand Ventilation Controls (DVC). Specific technologies and efficiency ratings will be detailed further in Scope of Work. These improvements will result in a reduction of annual electricity consumption by 586,430 kWh and natural gas savings of 30,693 therms, totalling \$202,280 in annual cost savings.



JFB Joint Ventures, LLP — Howard County (Junction) \$100,000

A 2-story masonry clad building of 108,000square feet. Proposed energy measures include replacing a total of 1,792 combined interior and exterior lighting fixtures to more efficient LEDs with sensors and tie-in existing heaters and bathroom fans to enhanced Building Automation System. This building received an FY2019 C&I grant as well as funding under the sunsetted MEA Demand Response Building Automation Grant Program. The grantee has shown exceptional willingness to share project details and has great showcase potential to future applicants. Proposed Specific technologies and efficiency ratings will be detailed further in Scope of Work. These improvements will result in a reduction of annual electricity consumption by 369,636 kWh, totalling \$44,423 in annual cost savings.

The Peale Center — Baltimore City \$100,000

The Peale Center for Baltimore History and Architecture, a 501(c)3 non-profit organization, is restoring the oldest museum building in the United States in partnership with the City of Baltimore. Through its programs, the Peale Center aims to illuminate authentic stories of Baltimore's people and places. Proposed energy conservation measures include replacing a total of 222 lighting fixtures to more efficient LEDs with sensors, replacement of HVAC equipment and controls. The new HVAC system will utilize two two Variable Refrigerant Flow (VRF) style dedicated outside air units for ventilation. Specific technologies and efficiency ratings will be detailed further in Scope of Work. These improvements are projected to provide an annual electricity savings of 106,603 kWh, yielding cost savings of \$19,874/year and total building energy reduction of over 70%.



Terumo Medical Corporation— Cecil County (Elkton) \$100,000

Terumo Medical Corporation in Elkton manufactures catheters and closure devices for accessing the heart and femoral/aortic arteries. The facility 300,000 sq. Ft facility is divided into class 8 cleanroom manufacturing, office space and material handling. Two additions are planned for 2020 that include replacing three existing air handlers and one rooftop unit. Proposed projects include installing a 250 HP Air Compressor with a VFD and dryer to replace an aged compressor with no speed control, and installing several more VFDs for hot water pumps and chile water pumps. Specific technologies and efficiency ratings will be detailed further in Scope of Work. These improvements will result in a reduction of annual electricity consumption by 3,342,436 kWh, totalling \$233,971 in annual cost savings.

Twin Oak Farms, LLC— Worcester County (Stockton) \$7,500

Twin Oak LLC operates a Farm Market from April through December which is located on a "Family Farm". The main market is 24'x 40' floor space with 1-2' average height walls. Adjoining the market area is a 14'x36' storage room with an 8'x14' internal Walk-IN cooler. Proposed energy conservation measures include installing insulation in storage and market areas for both walls and ceiling, a minimum of R14 and R21, respectively. Additional measures include installing more efficient heating units and refrigeration systems. Specific technologies and efficiency ratings will be detailed further in Scope of Work. With the implementation of the listed measures, they expect to save 510 gallons of propane and 2,077 kWh per year of electricity.

Washington College— Kent County (Chestertown) \$100,000

Washington College consists of 120 acres of land and its respective buildings account for 957,579 square feet of building space. Projects are proposed in multiple campus areas including, office space, dormitories, labs, gyms, and classroom spaces. Proposed energy conservation measures include replacing a total of 4,967 combined interior and exterior lighting fixtures to more efficient LEDs, improvements to building envelopes, replacements and recommissioning to multiple HVAC units throughout campus. Specific technologies and efficiency ratings will be detailed further in Scope of Work. These improvements will result in a reduction of annual electricity consumption by 4,213,009 kWh and propane savings of 2,796 gallons.



7250 Limited Partnership, LLLP —Anne Arundel County (Hanover) \$100,000

The building at 10010 Junction Drive, Annapolis Junction, MD is a 2-story masonry clad building of 108,000 square feet. Proposed energy measures include replacing a total of 1,346 combined interior and exterior lighting fixtures to more efficient LEDs with sensors and the currently installed FADRS Enhanced Building Automation System will be expanded to include more building controls for water source heat pump, HVAC units, and ventilation system. This building received an FY2019 C&I grant as well as funding under the sunsetted MEA Demand Response Building Automation Grant Program. The grantee has shown exceptional willingness to share project details and has great showcase potential to future applicants. Proposed Specific technologies and efficiency ratings will be detailed further in Scope of Work. These improvements will result in a reduction of annual electricity consumption by 412,490 kWh.

*Award amounts may be subject to change