



# FMC delivers reduced energy use & improved comfort with custom HVAC technology & control solution

**KS Partners**  
CONNECTOR  
PARK



## ENERGY STAR

Energy Star is the industry standard for energy efficiency metrics. The Energy Star score compares a building's performance to the national average, ranking their energy efficiency from 1 to 100.

Buildings with a score of 50 are performing in the median range.

**<2.5 YEAR ROI**

anticipated for FMC's HVAC technology & control solution

KS Partners sought to increase energy efficiency within the HVAC systems of their two buildings at Connector Park and partnered with FMC Technologies (FMC) to design and implement an advanced energy efficiency solution that would optimize operational costs as well as tenant experience in both properties.

### A MULTI-LAYERED CHALLENGE

With an extensive portfolio of properties across Massachusetts and Connecticut hosting a multitude of tenant businesses, KS Partners has a challenging dual objective as a property owner. Not only do they need to ensure tenant satisfaction and comfort, but they also need to minimize operating expenses for each building they own.

Connector Park, a 16.25 acre site in Lowell, Massachusetts, includes two identical, multi-tenant buildings at 41 Wellman Street and 59 Lowes Way. Both buildings had recently undergone renovations to update and modernize their interiors and amenities but were continually underperforming in energy usage, resulting in abnormally high operating expenses. KS Partners wanted to determine and resolve the buildings' issues and engaged FMC to assist them with a multi-faceted solution.

### A COMPREHENSIVE PROPOSAL

FMC specializes in advanced energy efficiency solutions designed to optimize building performance and tenant satisfaction, making them an ideal partner for the projects. Their first step was to perform a comprehensive building evaluation, looking at the HVAC systems, operational schedules and costs, and utility bills. As a part of the evaluation, FMC also conducted energy benchmarking that captured the current energy performance of each building through its Energy Star score. This process confirmed that, as KS Partners suspected, the buildings were performing poorly, receiving scores of 15 and 22 out of 100 on the assessment.

After completing the audit, FMC designed three solution concepts which varied in their scope of work and payback period and worked with KS Partners' to identify which proposal best fit their business needs. With their focus on superior tenant service and an economically efficient long-term solution, KS Partners choose to move forward with the most comprehensive of FMC's proposals.



“They were neat, cordial and a pleasure to work with. I appreciate the extra meeting and information you provided to us regarding the details and scope of work. It allowed the upgrade to go very smoothly and as quickly as possible. Thanks again.”

- Tenant feedback to

**KS**Partners

## BUILDING ENERGY SOLUTIONS

In addition to a solution that saved energy and operational costs, KS Partners required that its implementation did not disrupt the buildings' occupants or require their relocation. To meet this need, FMC prioritized transparent and effective communication with each tenant as they rolled out the comprehensive solution across each building. The HVAC and Energy Management System (EMS) solutions included several upgrades and advanced control features for the buildings:

- Full control of each of the building's five variable air volume (VAV) rooftop units
- Seventy (70) terminal boxes retrofitted with BACnet DDC controllers at 41 Wellman Street
- Ninety-four (94) terminal boxes similarly retrofitted at 59 Lowes Way
- Advanced scheduling to better match tenant occupancy
- Optimized start/stop of HVAC equipment
- Discharge temperature reset
- Static pressure reset
- Heating and cooling lockouts
- Transfer of heating load from almost all electric usage to a mix of gas and electric
- Remote access to HVAC control and monitoring system

For the EMS, FMC implemented a tailored customer interface that enabled centralized portfolio management and remote access. These features improved KS Partner's facilities management team efficiency by allowing oversight of the HVAC systems regardless of where team members were. Throughout the installation and implementation, FMC worked closely with all the involved parties, and their caliber of communication and professionalism left a positive impression and garnered praise from the building's tenants.

## RESULTS

FMC delivered on the project objectives and calculated that each building's entire system, once installed, would optimize the tenant experience and quickly pay for itself through the savings captured by their enhanced HVAC system operations. Further, FMC's installers and engineers overcame the challenge of solution implementation while the buildings were occupied, completing the installation on-schedule while maintaining occupant comfort levels in the expected range.

## About FMC

FMC Technologies provides advanced building systems that reduce building operating expenses, increase productivity, and provide a safe, comfortable working environment.

## Contact Us

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