



Targeted, High-Impact Solution Ensures HVAC Upgrade Project Meets Budgetary Needs

CAMPANELLI
250 ROYALL ST



This beautiful property was established in the year 2002 and is spread over 185,000 square feet. With the aim to upgrade the building infrastructure and amenities, while maintaining occupant comfort at their newly acquired office building, Campanelli Companies partnered with FMC Technologies to find a targeted solution that fit within their standard parameters including energy efficiency and excellent indoor air quality.

SECURING UTILITY INCENTIVES IN A MOSTLY UNOCCUPIED BUILDING

When Campanelli acquired and upgraded their property at 250 Royall Street in Canton, Massachusetts, the building had an old Siemens building control system. FMC not only had to install a new Building Management System in common and occupied areas but also maintain control of unoccupied areas through the old control system, until those areas were occupied by new tenants. Another challenge was to present a strong case for utility incentives, as the project would not be 100% completed until much of the space was occupied.

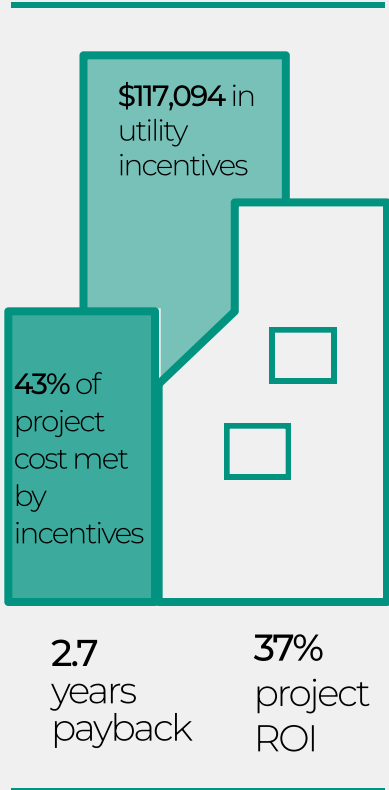
FMC accomplished both!

A COMPREHENSIVE SOLUTION

FMC creatively designed and installed a state-of-the-art network infrastructure and control of the base building HVAC equipment. This included major rooftop units, common area HVAC equipment, building exhaust fans, garage ventilation exhaust fans, cabinet and unit heaters, and a host of other building equipment. FMC also installed two risers, one on each side of the building to support future tenant unitary controls that will eventually be connected to the system. A full server and graphics package was also installed that provides building management control, monitoring and alarms from their HVAC equipment.

FMC successfully partnered with Eversource to resolve the challenge with the utility incentives by gaining control of the base building equipment and tenant equipment for several early tenants in the building. FMC secured 80% of \$214,000 in utility incentives with Eversource, with the remaining 20% to be paid once the HVAC equipment is connected to the Building Management System and future tenants have moved in.

The project cost for the 185,000 square foot building (plus garage) was \$396,000. Including the incentive outlined above, and the estimated \$96,000 in utility savings, this provided Campanelli a simple payback of 2.7 years!



About FMC

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

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