

Kensington Apartments: A Deep Dive Into Major Savings

Capitol Management Corporation



Capitol Management Corporation (CMC)

owns and operates large multifamily residential communities in central New Jersey. The company is known for its dedication to tenants and its commitment to maintaining high standards across its portfolio.

Objectives

- Identify root cause of excessive energy and water consumption
- Implement efficiency measures to repair the underlying energy problems
- Track post-retrofit results to ensure that savings stick

Challenge

CMC owned and operated Kensington Apartments, a 17-building, 800-unit property located in central New Jersey. At the time, the facilities team at Kensington Apartments knew there were many energy and water-related issues but couldn't pinpoint the source of all the problems.

After seeing a drastic increase in operating costs at Kensington, CMC needed a way to find the underlying problem, fix it, and then follow the results to ensure that any improvements continued to deliver value.

"We didn't have energy and water data for the buildings, nor did we have expertise in-house to get to the bottom of the issues. We needed one energy partner who could handle everything from the initial audit, solution design, incentive applications, project implementation, right through to ensuring positive results. That's a tall order, and Bright Power was the perfect fit," said **Jack Rehm, Facilities Manager** at Kensington Apartments.

Solution

Bright Power analyzed usage at the Kensington property using EnergyScoreCards™, which enabled the team to identify poorly performing buildings and prioritize further investigation through utility bill analysis. Conducting comprehensive energy audits for the entire property, we put a special emphasis on the areas of waste identified in EnergyScoreCards. Right away, our engineering team identified major opportunities to save water and reduce natural gas consumption across the board.

CMC and Bright Power worked together to design and implement a turnkey installation of the recommended improvements. The scope of the project included substantial upgrades to the heating and ventilation systems, building envelopes, as well as the installation of low-flow water fixtures and low-flush toilets — improvements that both addressed problems in the building and were aligned with CMC's priorities.



"Bright Power handled everything from analysis to implementation... we couldn't be happier. We have significantly reduced the carbon footprint across the whole portfolio, we are spending less, and the improvements are extending the longevity of our buildings."

Jack Rehm,
Facilities Manager
Kensington Apartments

Improvements

"CMC took a strategic approach. Instead of doing piecemeal projects that don't get to the root of the problem, CMC implemented an intelligence-driven program that continues to deliver strong business values," said **Jeffrey Perlman, President & Founder of Bright Power.**

- Upgraded controls for 17 boiler plants, including controls
- Upgraded heating distribution system
- Replaced over 500 exterior air vents, including cleaning exhaust ducts and sealing penetrations in all units
- Airsealed and insulated new attic hatches
- Airsealed AC sleeves
- Installed weatherstripping treatment
- Replaced 170 exterior doors
- Installed low-flow toilets
- Installed low-flow shower heads
- Remediated extensive water leaks
- Installed ENERGY STAR refrigerators in apartment units
- Installed ENERGY STAR dishwashers in apartment units

Our Role

- EnergyScoreCards™ benchmarking
- Comprehensive, onsite energy audits
- Incentive procurement and administrative services for New Jersey Pay for Performance (P4P) Program — \$300,000 received
- Project implementation and management
- Ongoing measurement and verification in EnergyScoreCards

Results

In the first year, CMC achieved a 26% reduction in gas usage and 47% reduction in water usage, which translated into an annual savings of over \$180,000. Bright Power also procured incentives from the New Jersey Pay for Performance Program which was used to cover a substantial portion of the upfront project costs.

47%
WATER REDUCTION

26%
GAS REDUCTION

\$300,000
INCENTIVES RECEIVED

\$324,000
FIRST YEAR SAVINGS

\$180,000
ANNUAL SAVINGS