

Green Partners

Boland – Providing more options for clients with CLEER

Welcome to our Green Partners series, highlighting our partners in the community that help make Montgomery County Green Bank a success.

We talked with Dave Hostetler, Controls and Solutions Sales leader from Boland, to learn about the company's latest successes and why it is proud to partner with Montgomery County Green Bank.

Tell us about Boland and your work there.

Dave Hostetler: Boland has been a leading provider of energy efficient building solutions in the Washington DC area for almost 60 years. Our organization goes far beyond traditional equipment supplier and service provider, and includes 13+ Certified Energy Managers, water treatment experts, professional engineers, controls experts, remote technicians, and smart building analysts. Because we are working every day to improve buildings from so many aspects, we can truly take a comprehensive approach to building performance and energy efficiency. We not only have the ability to make the recommendations, we can implement them as seamless solutions for our clients, and be there to monitor and service the building to ensure that our clients get the most out of their investments.

As the Controls and Solutions Sales leader, I have the privilege of leading several of our teams that help shape the solutions we deliver to our clients. From our project developers to our in-house energy engineering team, we're always looking for ways to let our clients focus on their business, while we worry about their buildings.

What's something exciting you're working on now?

Dave: One exciting project that we've been working on is with a local government that has aging chilled water infrastructure. We spent time analyzing the way they use chilled water, their utility rates, and their redundancy and reliability requirements. Going well beyond just the chiller, we were able to completely change the system design and provide a package of solutions that includes new equipment and controls, and adds ice storage to the system to take advantage of the rate structure and utility incentives. This solution will add capacity while utilizing a smaller chiller, and allows flexibility for future expansions. Previous energy projects with this customer have resulted in approximately 20% energy savings, and we expect this one to perform similarly. Adding advanced controls and connected analytics will confirm that the project will deliver its expected results while continuously optimizing future performance.

Why do you choose to partner with the MC Green Bank as an Authorized Contractor with the CLEER program?

Dave: Our clients are looking to obtain the solutions they need in the way that makes financial



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sense for them and their businesses. We work with our clients to analyze cash flow impacts of decisions and try to guide them in ways that make sense for their business. We utilize a variety of financing and funding options for our clients. The CLEER program, with its flexible terms and no upfront costs, allows our clients to begin projects and start recognizing savings without having to find money in the budget. The CLEER program is part of our well-rounded package of financing vehicles available to ensure that we can meet any of our clients' needs.

What are the top reasons your clients seek energy efficiency and / or renewable energy improvements?

Dave: Often energy efficiency improvements are only one aspect of the needs that a client brings to us. Many of our clients face years of deferred maintenance and aging capital infrastructure in their buildings. The energy efficiency projects often become a way to pay for the replacement or upgrade of that infrastructure. We like to be creative with our clients looking for ways that they can save money on their utility bills and invest that money in renewed (and more efficient) infrastructure. The bottom line is that often energy efficiency is the way that we help our clients meet their unique goals, whatever they might be.

What benefits of CLEER do you most promote with your clients?

Dave: The flexibility of the CLEER program is one of its strongest benefits. From the ability to finance portions of the project that don't address energy efficiency (to meet other needs) to the no cash up front requirement, the program is a great way to make projects happen within the financial constraints of our customers.

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