

**“We've done lighting retrofits where 25-30% of the cost was covered by NSTAR incentives.**

**Electric costs are an operating cost passed through to the tenants so we're actually investing in lowering their operating costs and that makes us more competitive.”**

*- Dean Larson, Regional Director of Engineering for Boston Properties*



NSTAR offers practical solutions to help lower electric use for both residential and business customers. Here's an example of how NSTAR's Business Solutions Program helped one of our customers. To find out how we can help your business, contact NSTAR at 781-441-8592.

## The Background

Boston Properties is a real estate investment trust that acquires, develops, operates and maintains commercial properties for single and multiple tenants throughout the country. In Boston, they have approximately 10 million square feet of office space, two hotels, and a laboratory.

## The Challenge

Dean Larson, Regional Director of Engineering for Boston Properties is responsible for capital expense projects including upgrades to lighting and HVAC systems. Dean looks for ways to reduce energy consumption in order to lower operating costs for their tenants. By lowering operating costs, their properties are more attractive to current and prospective tenants.

## The NSTAR Solution

***“We ran all of our buildings through the ENERGY STAR benchmarking program and found that in many of our older buildings, the biggest improvements we could make were in lighting and changes to the HVAC system.”***

Dean spearheaded projects such as a lighting retrofit at their Reservoir Place property. “For lighting projects we amortize the improvement. Even with a year payback, we spread the amortization over a longer period so even tenants with shorter durations on their lease will see savings from the first year.”

Other projects included the replacement of four steam turbine-driven chillers at the Prudential Center. “We received a \$160,000 rebate to help us with that project and with that money we upgraded the efficiency of the motor tubes as well as the variable frequency drives.”

## The Benefits

“All of the programs we did with NSTAR incentives had payback periods of one to three years,” says Dean. He has seen a big difference in energy consumption too, such as the new chiller they installed at the Prudential Center. ***“Even with electricity at its current prices the energy requirements for those chillers went down by 50% as far as dollars.”***

Dean says the response from their tenants has been positive. “We tell them we're doing it for them because of our ownership of the building and our relationship with NSTAR and as their customer we can get incentives that make these projects more attractive with quicker payback periods.”



### The NSTAR Mission

We're committed to delivering great service.

### Energy Efficiency: It's simply good business.

NSTAR has offered expertise in the energy business spanning 100 years. Our Energy Efficiency Programs have helped hundreds of our business customers save nearly one billion kWh since 1998 alone. That is the equivalent of enough energy to power over 150,000 homes for one year. Those savings helped grow and strengthen Massachusetts' business and contributed to a strong Massachusetts economy, increased local property values with wise facility investments, and helped create a healthier environment for all Massachusetts businesses and residents by reducing emissions.

To learn how NSTAR can make your business more competitive through energy efficiency, contact us today.

**781-441-8592**

**[www.nstar.com](http://www.nstar.com)**

