

The Customer: Genesis HealthCare Corporation

Genesis HealthCare Corporation is one of the nation's largest long-term care and rehabilitation therapy providers. It operates 200 Skilled Nursing Centers and Assisted Living Communities in 12 eastern states. A sister division, Genesis Rehabilitation Services, provides contract therapy to over 650 health care providers in 18 states and the District of Columbia. Late in 2003, it was spun off from Genesis Health Ventures into a separate publicly traded company (NASDAQ: GHCI).

Because it is a publicly traded company, cost management is essential to its bottom line.

The Challenge:

“Our heating, cooling and refrigeration system energy costs constitute one of our biggest operating expenses. The proven ability *IntelliCon*[®] gives us to reduce the amount of energy we are consuming will have a significant impact on our operating budget,” said Henry St. Hilaire, Vice President of Environmental Services & Property Management.

Focus on one facility, the Groton Regency, a 259-bed facility located in Groton, Connecticut. Take a comprehensive approach towards reducing energy consumption and, in turn, operating expenses.

Facility: Nursing Home.

Location: Groton, Connecticut.

The Products Used:

IntelliCon-RU - Commercial Refrigeration Electrical Economizer

IntelliCon-CAC - Commercial Air Conditioner Electrical Economizer

IntelliCon-LCH - Light-Commercial Heat Economizer

A single *IntelliCon-RU* was installed on two (2) different commercial refrigeration systems. This unit simultaneously managed one Copeland walk-in refrigerator and one Copeland walk-in freezer.



A single *IntelliCon*-CAC control was installed on one (1) 10-ton Carrier Packaged Rooftop Unit.

Two (2) *IntelliCon*-LCH units were installed on an AO Smith Hot Water Heater with two (2) boilers.

All systems were operated around the clock at the Groton live-in health care facility for the eight-day test period during early August.

The Results:

Energy Savings: In all cases, the *IntelliCon* controls provided tangible energy savings with no change to the maintained temperatures in the facility, the refrigerator or the freezer. ***In addition, the IntelliCon-LCH reduced the cycling of the domestic hot water boilers by 58.0%.***

Customer Unit	IntelliCon Control	Measured Reduction in Energy/Fuel Consumption
Copeland walk-in refrigerator	RU	10.42%
Copeland walk-in freezer	RU	11.34%
10-ton Carrier Packaged Rooftop Unit	CAC	13.75%
AO Smith Hot Water Heater	LCH	23.57%

Payback Period: Conservatively, Genesis Healthcare’s expected overall payback period for this facility is less than 12 months based strictly on energy cost savings alone, using an energy cost of \$.10 per KWH and \$0.75 per Therm range. The likely payback period will be shorter when including savings derived from reduced “Peak Electrical Demand Charges” and lower maintenance costs.

Final Notes: Following the success of this pilot test, Genesis is now installing *IntelliCon* energy economizers in 12 more facilities in the Northeast, Mid-Atlantic and Chesapeake regions.

For additional information contact:

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