



Customer Success with WegoWise

WegoWise® works with multifamily real estate companies to improve portfolio operating performance through utility benchmarking and building analytics. Using WegoWise, and implementing a number of benchmarking and building analytics best practices, our clients achieve sustainable and scalable improvements to operating performance and property value, quickly.



WinnCompanies decreases energy consumption by 42%



WinnCompanies, the 5th largest multi-family management company in the nation, operates 100,000 affordable and market-rate

apartments across the U.S. WinnCompanies used WegoWise to identify, and then perform, energy and water upgrades on Loft 27, a luxury apartment complex in Lowell, Massachusetts, yielding 42% savings in energy consumption.

[View the full case study here.](#)

“WinnCompanies is committed to sustainability. WegoWise makes it possible to prioritize areas of our portfolio that could benefit from retrofits and easily track the impact of those projects with transparent and accurate data, saving us time and money to get even more projects done.”

DARIEN CRIMMIN

VICE PRESIDENT OF ENERGY
AND SUSTAINABILITY, WINNCOMPANIES

GOALS

- ▶ Identify the most appropriate buildings in their portfolio for retrofits
- ▶ Save labor costs by tracking utility data using WegoWise instead of manually
- ▶ Improve energy and water savings
- ▶ Increase NOI

RESULTS

- ▶ Decreased energy consumption by 42% annually
- ▶ Saved \$51,557 per year at one property
- ▶ Realized a return on investment on retrofits in less than 5 years

BEST PRACTICES

- ✓ Identify inefficient buildings in the portfolio to prioritize the ones that would realize the highest rate of savings
- ✓ Track energy and water retrofit projects through Measurement & Verification reports (M&V) to determine return-on-investment
- ✓ Tie return-on-investment to the success of sustainability and cost-saving projects
- ✓ Easily share important results across multiple teams within WinnCompanies, and replicate the success of the project to others in the portfolio

New Holland Residences reduces water costs by 40% and energy costs 15%



New Holland Residences (NHR), a property management firm based in New York City, oversees more than 25 market-rate multifamily buildings with 800 units and 1,500 residents. NHR reduced water costs by 40%, and energy costs by 15%, year-over-year.

[View the full case study here.](#)

“ We believe that data empowers us. By taking a measured and proactive approach to the efficiency of our buildings we are able to be more competitive in the marketplace. ”

JUAN HERRERA
DIRECTOR OF FIELD OPERATIONS,
NEW HOLLAND RESIDENCES

GOALS

- ▶ Reduce utility costs to increase asset values
- ▶ Identify property and retrofit projects with the highest potential ROI
- ▶ Track energy use for the New York City Carbon Challenge
- ▶ Build a sustainable and innovative NHR brand image by reporting emissions to the New York City Carbon Challenge

RESULTS

- ▶ Reduced water costs by 40% and energy costs by 15%
- ▶ Increased the ROI on retrofits, making smarter capital investment decisions
- ▶ Enhanced the NHR brand by participating in the New York City Carbon Challenge, integrating WegoWise and Energy Star's Portfolio Manager

BEST PRACTICES

- ✔ Identified the most inefficient buildings across its portfolio of twenty-five buildings, determining the highest potential return on retrofits
- ✔ Benchmarked buildings in their portfolio against the market in WegoWise to ensure greater predictability about savings outcomes
- ✔ Executed a measured and proactive benchmarking and analytics strategy to drive building efficiencies and be more competitive in the New York City marketplace

Homeowner's Rehab, Inc. achieves \$350,000 in annual savings



HRI, a leading multifamily housing developer in Cambridge, MA has built more than 2,200 housing units with a focus on affordable and low-income apartments. HRI pays approximately \$1.7 M annually for heat and water utilities across its 73 buildings, and is now achieving \$350,000 in annual savings.

[View the full case study here.](#)

“ Showing our management company results really makes them think more about opportunities we may have at other buildings. ”

BEVERLY CRAIG
ENERGY EFFICIENCY SPECIALIST AT HRI

GOALS

- ▶ Identify buildings with the highest potential ROI for heating, lighting and water retrofits
- ▶ Cut carbon emissions and “green up” its portfolio
- ▶ Access utility incentive funding for upgrades
- ▶ Identify problem buildings, spikes in usage, and inefficiencies to sustain savings

RESULTS

- ▶ Saved more than \$350,000, annually, representing a 22% utility reduction across the portfolio
- ▶ Secured \$10M in funding for energy conservation measures
- ▶ Qualified for \$850,000 in utility-sponsored retrofit programs

BEST PRACTICES

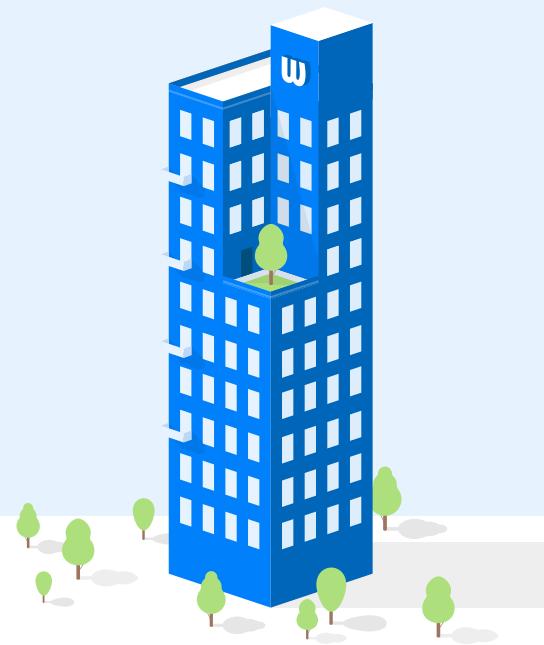
- ✓ Benchmarked buildings within their portfolio to determine the best candidates for retrofits
- ✓ Leveraged WegoWise benchmarking and building analytics to apply for and receive funding from state sponsored retrofit programs
- ✓ Tracked post-retrofit utility data using WegoWise to verify cost savings and ensure building performance
- ✓ Continues to use WegoWise to identify inefficient buildings and usage spikes to sustain and scale savings

About WegoWise

WegoWise is the nation's leading energy and water benchmarking, building analytics, and sustainability reporting company. The company transforms the way multifamily housing and commercial buildings are increasing operating income and asset value through utility savings. WegoWise's software-as-a-service platform helps real estate managers achieve environmental, economic, and social sustainability with a payback in months.

WegoWise's published *Property Utility Benchmarking Report* demonstrates the dramatic effect on savings our top clients achieved over a three year period.

For additional information, [visit www.wegowise.com](http://www.wegowise.com).



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