

Staying competitive with energy savings at Kay Four Properties

With 620 suites in 13 apartment buildings in and around Winnipeg, property management company Kay Four Properties Inc. knows that making Power Smart decisions can be good for business.

Kay Four Properties recently installed a 95 percent efficient condensing boiler at their 1035 Powers Street apartment building. This upgrade allows Kay Four to save 27 percent, or almost \$7 000, on their annual energy bill.

Avrom Charach, Director of Finance for Kay Four Properties, says that the decision to upgrade to an

energy efficient boiler was based on economics. "With the Manitoba Hydro Commercial HVAC Program providing the incentive to make the switch, it just made sense. Also, the energy savings, dependability and the high level of comfort that the high efficiency condensing boiler could provide were key factors in the decision to upgrade."

Kay Four Properties participated in Manitoba Hydro's Commercial HVAC Program in July of 2007, and again in August of the same year. Charach knew that two boilers needed to be replaced, so he called Manitoba Hydro to see if there were any Power Smart programs that could help.

Avrom Charach, Director of Finance for Kay Four Properties with the new high condensing boiler.



Apartment building at 1035 Powers Street, managed by Kay Four Properties, Inc.

"My contact from Manitoba Hydro Power Smart Commercial Sales provided all the details I needed. It was as simple as that."

"Installing a high efficient condensing boiler is a great way for businesses to decrease their energy use when it comes to heating their buildings," says Jan Peters, Marketing Research Analyst with Manitoba Hydro. "Building heating costs are a major portion of a business's overhead costs."

Condensing and near-condensing boiler systems offer superior heat exchange design and improved combustion technologies over standard efficiency units. A condensing boiler captures latent heat from flue gases by condensing water vapour that normally goes up the flue. This creates efficiencies in excess of 90 percent and reduced heating costs.

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The new, significantly smaller, boiler at 1035 Powers Street is easy to operate and control. The water temperature on the boiler can be turned down so the system doesn't overheat the suites in the spring and fall. During these shoulder months, tenants feel less need to open windows to allow cool air in. Not only is it more energy efficient, helping to keep costs (and ultimately, rent) low, but seasonal adjustments result in more uniform temperatures and increased tenant comfort. Since installation, Kay Four Properties has received far fewer in-suite temperature complaints.

Going green

Charach says that Kay Four Properties has been participating in Power Smart programs for over eight years. They have also taken part in Manitoba Hydro's Commercial Lighting, Commercial Parking Lot Controller, and Commercial Building Envelope

Kay Four savings with Power Smart:

Energy saved	18 800 m ³
Percentage annual savings	27%
Power Smart incentive	\$10 400
Annual operating savings	\$6 950
Payback period (based on incremental cost)	1.7 years

programs. "In fact, Power Smart parking lot controllers and windows have been installed at Powers Street, along with the new boiler"

"Green technologies have become more common, and our tenants often don't notice that is what is installed. We as a company notice though. For example, with Power Smart lighting, we are cutting energy use, providing better quality light, and reducing maintenance costs since the energy efficient light bulbs are designed to last longer. Even our head office has been completely converted to energy efficient lighting," says Charach.

Looking ahead

Kay Four Properties will continue to assess their properties to find more opportunities to invest in Power Smart measures. This summer, they are installing all new energy efficient windows in one of their apartment buildings. A third boiler replacement is anticipated in the near future.

Energy efficiency is important to Kay Four Properties because it helps with their bottom-line. "Improving building comfort while reducing operating and maintenance costs is not only good for our business but also our tenants. As a property management company, we are always looking for ways to keep our rental rates competitive." Ultimately, Charach says, "choosing Power Smart just makes sense from both a business and environmental standpoint."

For more information on Power Smart for Business programs, please call (204) 474-3676 in Winnipeg, or 1 888 MB HYDRO (1-888-624-9376) toll-free; or contact us via email at powersmartforbusiness@hydro.mb.ca. You can also visit Manitoba Hydro's website at www.hydro.mb.ca.

The newly installed, 95 percent efficient high condensing boiler at 1035 Powers Street.

