



# Commercial Connection

The energy experts for all your mechanical systems...Service Maintenance • Building Automation • Energy Solutions

## Are You Keeping Score?

So, you're standing on the sidelines, sweltering through the ninth inning of your kid's final summer baseball game, thinking about the first batch of margaritas you'll be enjoying at the beach in just a few short hours, when a teammate's father says to you, "Guess what? Our building just got top ratings in the EPA ENERGY STAR program!"

Your reaction is: 1) Panic, 2) What am I missing here? or 3) Oh, yeah, well my kid just hit a double! Quite frankly, all are understandable.

You've heard it before: You can't manage what you don't measure. That's why the EPA created ENERGY STAR Portfolio Manager®, an online benchmarking tool you can use to measure and track energy and water consumption, as well as greenhouse gas emissions.

When you're looking to improve, the first question you might ask is, "How are we doing?" The next is, "How do we know?" Benchmarking helps you answer these important questions.

When you get an ENERGY STAR score for your building, it indicates how it's performing against peer facilities nationwide. For example, a score of 50 is typical, while a 30 means it's only more efficient than 30% of comparable facilities. A score of 75 or higher means your facility is a top performer—and eligible for ENERGY STAR certification!

Benchmarking works best when it's done consistently over time. In a recent study, the EPA found that buildings that were benchmarked consistently reduced energy use by an average of 2.4% per year. And, buildings that started out as poor performers saved even more. Once



### Hutchinson Joins The Team

*Jon Bon Jovi joins, Norcot Thomas and Mayor Dana Redd on the scissors at the recent ribbon cutting for Joseph's House. This past winter Hutchinson was part of the team charged with the fast-track completion of this shelter for the benefit of the homeless in Camden, N.J. Joseph's House opened on January 21, during a "Code Blue" alert. Since then, they have served more than 75 women and men each night. Other dignitaries include (from the left) Executive Director John Kline, Msgr. Bob McDermott, Freeholder Lou Cappelli and Craig Spencer of JBJ Soul Foundation.*

you benchmark your energy performance, you'll have a better idea what to do next.

Got a low score? Time to do an energy audit and see where you might be wasting energy. The good news is you have the potential to save your organization money and reduce greenhouse gas emissions!

Got a 75 or higher? Congrats! Apply for ENERGY STAR certification and show the world that your facility is energy-efficient.

In New Jersey, the Office of Clean Energy and Hutchinson Mechanical

Services offer benchmarking as a free service that assesses the energy performance of your facilities. Not only will we score your actual energy usage based on your industry type, but we'll also provide a detailed report with valuable information on implementing energy-efficient technologies, including available financial incentives.

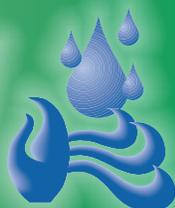
To learn more about Hutchinson and our energy service offerings, contact us at [Dicoordinator@hutchbiz.com](mailto:Dicoordinator@hutchbiz.com) or call us at 888-777-4501 to schedule an energy assessment.

## HUTCHINSON

Mechanical Services

621 Chapel Avenue | Cherry Hill, NJ 08034

TEL: 856-429-5807 | TOLL-FREE: 888-777-4501



### "Your Energy Experts"

Commercial • Industrial • Institutional • Residential  
Heating • Ventilation • Air Conditioning • Plumbing

Visit us at [www.hutchbiz.com](http://www.hutchbiz.com)

## Pete Hatton Named Director of Commercial Services

Long-time team member, **Pete Hatton**, was recently promoted to Director of Commercial Services. As director, Pete is now responsible for the overall management and administration of the daily operations of commercial lines of business.

Congrats, Pete, on your new position!



## What's New at Hutchinson?

Hutchinson has been fortunate to be selected as a partner for the following projects:

Marmora Primary Care  
Foodcomm International, Logan Twp.  
Davita Dialysis, Browns Mills

For the Owner:

Airborne Systems, Pennsauken  
Waste Management, Trenton  
United Fellowship Baptist Church, Asbury Park  
Kennedy Hospital Dialysis Center  
Chesterfield Commons Synagogue, Lakewood  
O'Neill Investments, Monmouth/Ocean County  
Doylestown Presbyterian Church  
Emlab P&K Microbiology, Marlton  
Florence Twp. Fire District #1

DRK Construction  
Tippmann DB  
Forrest Grove Enterprises

Retrofit/Energy Upgrades  
Energy Upgrades  
Energy Upgrades  
Energy Upgrades  
Energy Upgrades  
Service Program  
Service Program  
Service Program

Look for more info on these projects in upcoming issues of Commercial Connection.

## March Madness! As Wild As It Gets!

Congratulations to **Bob Sambuco** of A&E Construction and **Robin Schweppenheiser** of Whitesell Co. for their first and second place finishes in our 2014 March Madness NCAA Customer Basketball Pool. They were both lucky recipients of iPad Airs. Third place winner, **Sam Sucher** of Oliver Construction, took home an Xbox One. Newcomer **Ryan Regina** of Big Sky wins the \$200 gift certificate to any one of Marc Vetri's restaurants. And finally, long-time contender, but never winner, **Jim Ehret** of Ehret Construction took home fifth prize, a \$100 WaWa gift card. Thanks to all of you for having some fun and thanks for your continued business!

Pictured at right, Jack Dyer, senior estimator at Hutchinson, congratulates Bob Sambuco of A&E Construction on his heroic win in this year's unpredictable NCAA Final Four.



Hutchinson is proud to be a member of the **Southern New Jersey Development Council**...your lobbying voice for South Jersey regional economic development.



621 Chapel Avenue  
Cherry Hill, NJ 08034  
TEL: 888-777-4501  
FAX: 856-429-5852  
www.hutchbiz.com