

## CASE STUDY

### First National Realty Partners

How FIRST NATIONAL REALTY PARTNERS reduced energy spend, decreased energy consumption, and streamlined energy decision making with UtilityROI™

### OVERVIEW

FNRP was in the midst of a significant growth period, and needed help structuring a sustainable energy management plan to support 2-3 property acquisitions/month. The FNRP team wanted a tool to enable instant insights into asset performance across their portfolio, and a partner to help them leverage their buying power to drive energy supply and lighting savings.

### GREENCROWN SOLUTION

Greencrown worked with the FNRP's asset management and property management teams to integrate Greencrown's UtilityROI™ platform, which provided insights such as invoice management, budgeting, sustainability reporting, measurement and verification, and other critical reporting required to sustain portfolio growth. Electric supply savings were sourced for FNRP's aggregate portfolio through Greencrown's supplier partners, and lighting upgrades and rebates were managed at numerous assets.

### MEANINGFUL RESULTS



#### GENERATED SAVINGS

Delivered over \$75,000 in annual electricity savings portfolio-wide



#### REDUCED ENERGY CONSUMPTION

Reduced the annual energy consumption by an average of 24% through LED lighting upgrades



#### SIMPLIFIED REPORTING WITH UTILITYROI™

Real time reporting for energy data management and sustainability performance, and M&V for efficiency projects



COMMERCIAL REAL ESTATE PRIVATE  
EQUITY FIRM

FOUNDED IN 2015

3.5 MM SQUARE FEET OF US REAL ESTATE

ENERGY MANAGEMENT PLATFORM

*"The recommendation to work with Greencrown could not have come at a more important time for us. Our portfolio and team are growing quickly, and the tools and insights we receive from Greencrown have proven to remove all friction from managing portfolio energy costs. We look forward to leveraging the UtilityROI™ software and partnering with the team for each of our future assets."*  
– Kurt R. Padavano, Principal & President