

## CaseStudy: City of Campbellton

New Brunswick, Canada

### Small City Takes Big Steps to Reduce Energy Consumption, Operational Costs

Campbellton is an entry point to Atlantic Canada from the Province of Quebec and the gateway from New Brunswick and the United States to the Gaspé Peninsula. It is the largest service center in its home county of Restigouche. With an eye on its financial future and being a leader in environmental stewardship, the city contracted Johnson Controls for comprehensive energy efficiency retrofits across all of its facilities. As a result, the city will save more than 20 percent on its annual energy, operations and maintenance costs.



With a population of just over 8,000 people, Campbellton is a small community located in a picturesque part of northern New Brunswick. The city is the undisputed capital of salmon country, drawing sport fishermen from around the world during the summer months.

Despite being a beautiful place to live and vacation, Campbellton was faced with growing expectations for quality services and increasing operational costs amid constant budget pressures. Municipal staff had difficulty keeping up with operating and maintenance priorities. With no large industry and a mostly fixed tax base, limited revenues were available for upgrading infrastructure and addressing deferred maintenance.

“Johnson Controls proposed a solution that would allow us to make beneficial upgrades faster and with monetary payback through reduced energy consumption and operational costs. The process would have taken years if we had attempted to do it ourselves,” says Manon Cloutier, chief administrative officer for Campbellton. “As one of the first cities in the Province to initiate a program of this magnitude, we were taking a leadership position in long-term energy conservation efforts. We couldn’t have asked for a more stable energy firm to help us than Johnson Controls,” says Mayor Mark Ramsay.

#### A Cost-Effective, Environmentally Friendly Solution

The Johnson Controls solution consisted of a ten-year, self-funding energy performance contract to upgrade infrastructure across all facilities, ranging from Campbellton’s Memorial Civic Center to its wastewater treatment plant. “Johnson Controls made a point of involving our operations staff in the development of a facility improvement plan that would reduce operational costs and environmental impact, while meeting the various needs of occupants in each facility,” says Cloutier. “Throughout the project, Johnson Controls was very responsive to the needs and suggestions of both building users and municipal staff.”

Energy improvements to all facilities included lighting retrofits, building envelope improvements to walls, windows, roofs and insulation, and building controls upgrades including the installation of a Metasys® building management system. By upgrading existing controls and equipment and integrating them with Metasys, Johnson Controls maximized the city's return on its original investments while providing a migration path to newer technologies.

Additional improvements included installation of variable speed drives, heat pumps, a waste oil burner, and high efficiency motors, boilers and furnaces at select facilities. "Johnson Controls made every effort to use local resources throughout the project, which also benefited our city," says Ramsay. "Use of local subcontractors was of primary concern to the City Council and the community. Johnson Controls cooperation here is just one example of their commitment to Campbellton," adds Cloutier.

That commitment is further exemplified by Johnson Controls corporate sponsorship of the "Jeux de l' Acadie," the largest sports celebration for Acadian youth in the Maritime Provinces, hosted by Campbellton in 2006. According to Cloutier, sponsorship helps sustain an Acadian tradition and boost the local economy by bringing more than 1,000 young competitors and their families to the city.

### **Program's Success Based on Good Working Relationship**

From the beginning, Johnson Controls worked closely with municipal staff to gather the information necessary for garnering support of the project from the City Council and the community. "Johnson Controls reached out to all parties, including the media to educate them and explain the work that would take place, and the resulting benefits," states Ramsay. "As a result, we knew full well what the opportunities for improvement were and how the work would reflect on the municipality as a whole in the future."

This working relationship will be key to Campbellton's ongoing relationship with Johnson Controls through a planned service agreement. Under the five year, renewable, agreement, Johnson Controls provides scheduled service, inspection and diagnostic services on installed equipment. In addition, the agreement provides monitoring and verification services to ensure the savings guaranteed by the performance contract.

For Ramsay and Cloutier, working in partnership with Johnson Controls is of primary importance. "We're fortunate to have a high level of expertise on staff, yet by working with us as a partner, Johnson Controls can leverage that expertise and enhance it by introducing new strategies and technologies. The result is a win for both parties under the terms of the performance contract," states Cloutier. "Johnson Controls will be monitoring the results of these upgrades for many years. We'll continue to benefit from that exposure, and we look forward to finding additional savings through this partnership," says Ramsay.

In the meantime Campbellton has taken a significant first step in energy conservation initiatives that will not only save money but serve as a role model for future initiatives. Ramsay and Cloutier report positive feedback from the City Council and the community at large who are proud of the improvements and look forward to the savings. "As citizens of Campbellton see the impact of what we've done as a city, we hope it will carry through to their efforts at home," says Ramsay. "And as the Federation of Communities and Municipalities of New Brunswick looks back on the project, I am confident Campbellton will be looked upon as a leader."



Memorial Civic Center

**"Campbellton is taking a leadership position in energy conservation over the long-term. We couldn't have asked for a more stable energy firm to help us than Johnson Controls."**

**Mayor Mark Ramsay  
City of Campbellton**



Campbellton City Hall

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