

sparkfund

CASE STUDY

Community Center HVAC Upgrade:

A low-risk, affordable solution to
recurring energy issues

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Case Study: Community Center HVAC Upgrade

This municipal-run community center serves the city's 12,000 residents with sports facilities, a pool, community spaces, and a catering kitchen, and is often host to regional events which include swim meets. Unfortunately, their ability to host meets and other events was hampered by safety hazards caused by an unreliable and faulty dehumidification system located in the facility's Olympic pool area.

Specifically, the humid conditions created an environment that affected the health of visitors and caused doors and windows in the pool area to rust shut.

PROBLEM

The city managed the maintenance and repair of its dehumidification systems in-house by hiring multiple contractors that did not specialize in dehumidification systems. This resulted in thousands of dollars spent on services that did not address the root problem and they continued to experience system breakdowns.

The city spent thousands of dollars on services that ultimately did not address the root problem.

AT-A-GLANCE

NEED: A municipal client needed a budget-friendly, reliable, updated HVAC System for its indoor community pool

TURNKEY SERVICES PERFORMED:

Audit | Engineering | Equipment Removal |
Permitting | Installation | Vendor
Management | Commissioning |
Ongoing Maintenance & Repair |
Proactive Monitoring

TECHNOLOGY SUBSCRIPTION COST:

\$7,875/mo for 84 months

OUTCOMES: Installation and ongoing maintenance of an upgraded dehumidification, pool heater, and controls system financed through an affordable monthly payment plan with a functional guarantee

Recognizing their in-house limitations, the city was in search of a way to engage with a trusted and reliable installer to permanently fix the pool's dehumidification system at a reasonable cost. Their preferred vendor would have expertise in Olympic-sized pool applications and could design and install any needed dehumidification repairs in addition to providing ongoing maintenance and operational support.



SOLUTION

Sparkfund collaborated with the city and its key stakeholders to find a solution. Site visits and audits were conducted at the community center to assess issues inside the building and approximately 10 meetings were held with city leadership to present audit findings, potential contractors, and view coverage plans.

To address the challenge caused by the city's year-by-year budget process—which made it difficult to plan for consistent annual payments—and to illustrate the business case for system upgrades, Sparkfund presented a pro forma to city leadership. This approach provided decision-makers with details on:

- Cash-flow analysis
- Service-cost assumptions
- Monthly payment
- Projected savings

Sparkfund was also able to work with the city and community center to bring on one of their trusted contractors who had previous experiences with the center's unique dehumidification systems.

Due to past experience with faulty systems, the city ultimately chose to de-risk their investment by selecting a technology subscription. This would provide a functional guarantee protecting their investment by pausing payments if any system failure were to occur.

OUTCOME

A new pool dehumidification unit and a control system were installed at the community center to optimize performance, resolve safety issues and mitigate facility damage, allowing swim meets and other community events to resume.

To avoid up-front costs, the city funded these investments through a Technology Subscription. The subscription came with a functional guarantee including preventative maintenance, and provided them with a fixed-monthly fee for seven years.

The functional guarantee also allowed them to reduce the burden on their internal teams by outsourcing maintenance and repairs to a team of vetted and reliable experts. If the equipment underperforms, the issue will be resolved at no additional cost, significantly reducing their investment risk.

The functional guarantee program that the city is utilizing includes outsourced maintenance and repair services. The system performance is measured on condition failure, and if it drops below the set point deviation period and the issue is not remedied within the contractual time frame, the customer receives a payment credit.

The city’s preventive maintenance experience includes:

- A periodic preventative maintenance date that takes place 3x a year and is scheduled a month in advance
- Open and quick communication between the facility manager and the Sparkfund Customer Experience and Delivery team (CX & D)

PROJECT TIMELINE

PROCUREMENT (2 MONTHS)

The project was signed , procurement, building and mechanical permitting and designs finalized.

INSTALLATION (3 MONTHS)

Pre-construction and installation of the dehumidification system, control system and pool heating.

PROJECT COMPLETION (1 MONTH)

Final site inspection, testing, adjusting, and balancing of the installed technology.

Contact us today to learn how our Sparkfund team can help you achieve your energy transition goals.

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