



## Case Study - Developer Assistance

A major developer was designated the redeveloper of a City owned low income apartment complex faced with replacing the entire overhead Utility infrastructure due to renovations and equipment upgrades to the apartments.

Sugarloaf Associates, LLC was retained to lower the cost for replacing the electric services with the electric utility company.

Saved the developer a total estimated **\$1 million**.

Both the development & redevelopment process has significantly infrastructure utility cost.

Careful planning & review of options can save money.

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## Redevelopment Design Costs

The initial electric design for the project required the removal of existing electric overhead utility infrastructure throughout the site in order to replace it with new overhead infrastructure to support the planned upgrade from single phase electric service to three phase electric service.

Sugarloaf Associates, LLC worked with the electric utility company and the developer to redesign the new electric supply so only single phase service was required.

This required two single phase service drops to each of the larger buildings which are typically outside the service policy of the utility.

Sugarloaf Associates, LLC suggested and convinced the utility to allow dual service drops to the larger buildings which saved the developer money and the utility time and significant manpower by not needing to replace their entire infrastructure.

The result was an estimated **\$1 million** savings.

Contact us at: [info@sugarloafassociates.com](mailto:info@sugarloafassociates.com)



**Sugarloaf  
successfully  
negotiated with  
the utility  
company to  
waive  
deposits.**

## Utility deposit for all utility accounts

**This same developer was being asked to place money on deposit with the utility for taking over responsibility for all the customer accounts at the apartment complex during the renovation tying up money allotted for work on the site.**

The designated developer taking responsibility for the housing project was advised by the local utility company there would be an assessment of \$200,000 in deposits for assuming all the electric and gas accounts for all the apartments.

The utility required deposits even though the buildings would be vacant during the redevelopment process.

Sugarloaf Associates, LLC successfully negotiated with the utility company to get them to waive the deposits by identifying that many of the buildings would be vacant during re-construction and the credit worthiness of the developer did not jeopardize receipt of payment any incidental energy used during the redevelopment process for any of the units.

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### About Our Team

**Sugarloaf Associates LLC** is an affiliate of Biggins Lacy Shapiro & Co., headed by Tim Comerford. As the energy consulting practice of BLS, Sugarloaf provides comprehensive energy services and procurement strategies, including utility relocation, energy procurement, utility rate tariff and billing issues, green building requirements associated with economic development incentive awards, renewable energy installations, and electric and gas infrastructure assessments with a specialized capability in mission-critical facilities. Sugarloaf advises on local utility infrastructure in support of a range of project types, including optimizing utility service design to minimize project cost, determining tariff issues that affect annual operating costs, minimizing utility relocation expenses and ensuring cost effective operations.