

Airflow Optimization for Decarbonization and Energy Efficiency

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Mega Trends for the Built Environment

Sustainability

- Efficiency First = Hard ROI's and just good business
- Life Cycle Approach
- Carbon reduction

Net Zero Buildings

- Net Zero designs are proliferating
- All Electric Buildings
- Eliminate the use of fossil fuels - i.e. Gas Reheat

Air quality > Safety and Compliance expectations

- Growing awareness of IAQ and its affect on health, safety and research outcomes
- Increasing compliance requirements

Why Corporations, Cities & Governments Care



NC Floods

Latest insurance trends tell the real story re: climate impact

Canadian Wildfires



So....Why the Built Environment?

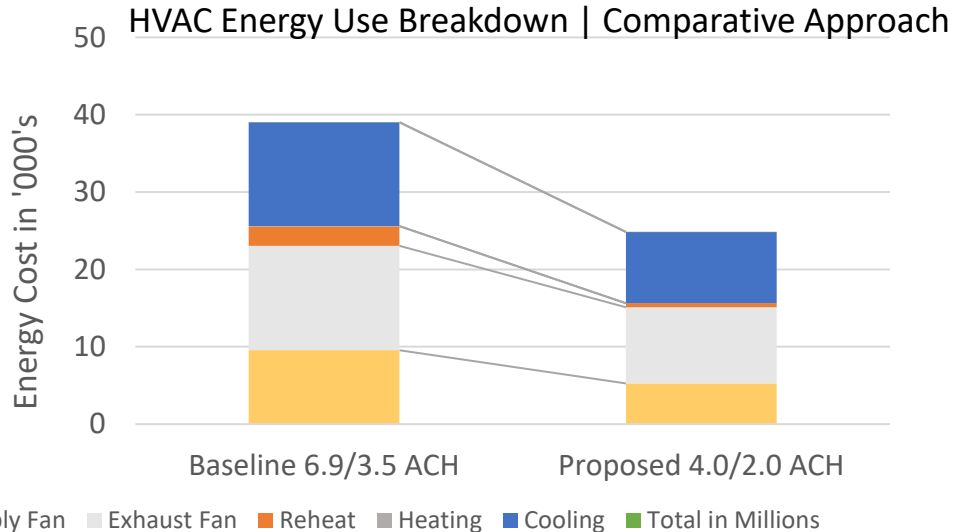
- >40% of CO₂ Emissions from Buildings
- Eliminating all CO₂ emissions from the built environment by 2040 meets the **1.5°**Climate target.
- **And** >>> Emerging Massive Power Consumption of AI - Utilities need power!!



DEWA Net Zero HQ - Dubai

Smart Labs & Airflow Optimization Impact on EUI

- Typical new Lab space EUI = 100 - 115 range
- Typical new state-of-the-art Office EUI = 50 - 65 range
- Airflow Optimization = **decrease in EUI by roughly 30%** for the entire building*



*Data is preliminary, based on laboratory buildings studied to date, data for specific EUIs at individual laboratory floors continues to be collected

Airflow Optimization & Smart Buildings



Airflow Optimization is single best ECM for Critical Environments



Impacts Heating, Cooling, Fan Power - Supply & Exhaust



Address Deferred Maintenance



Intelligence Provides Sustained Savings and Healthy, Safer Environments

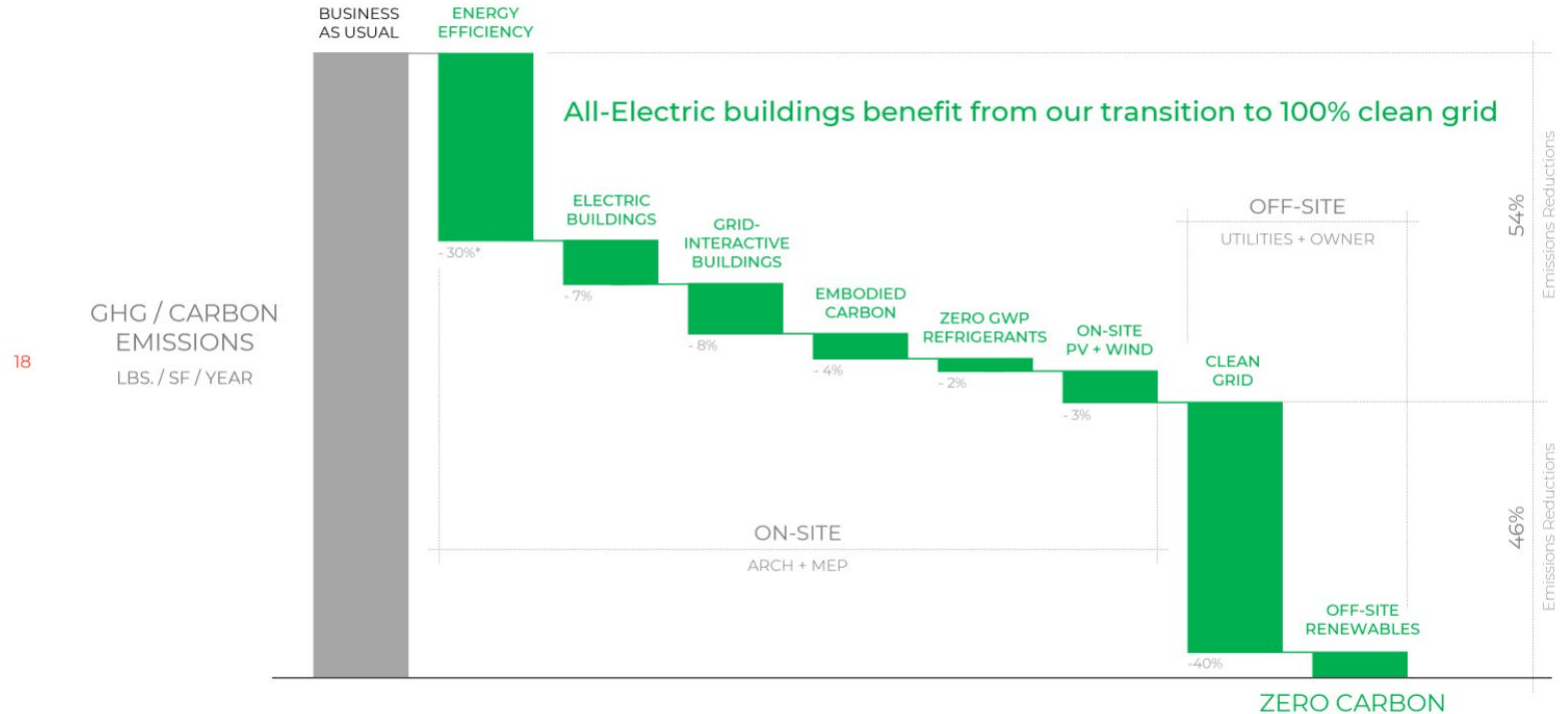


Where is the Puck Going?

WSP: Path to Zero Starts with Energy Efficiency !!!

INSIDER'S GUIDE TO
CO₂e NEUTRAL
BUILDINGS

Pathway to Net Zero Carbon Buildings

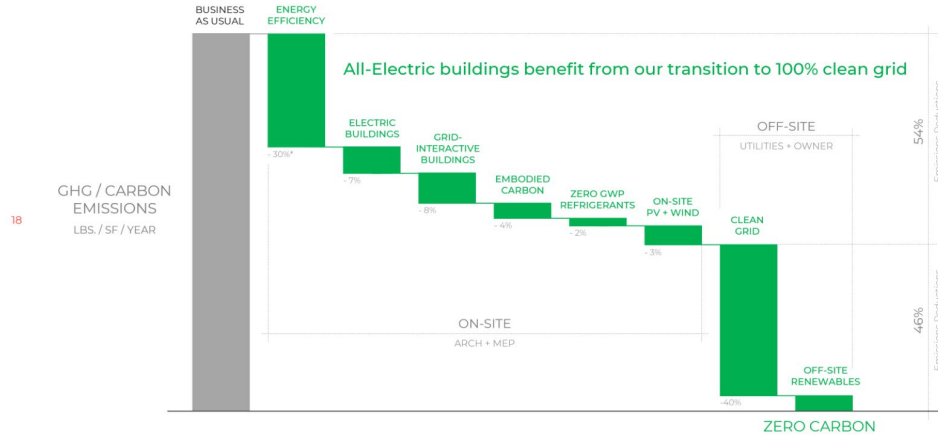


* Percentages vary depending on building type, systems, structure, grid, and more

Here is Why!!

INSIDER'S GUIDE TO
CO2e NEUTRAL
RIDDCS

Pathway to Net Zero Carbon Buildings



* Percentages vary depending on building type, systems, structure, grid, and more

Efficiency Delivers a 5X Return on Investment in total cost to Net Zero

A Top 10 Life Sciences Firm

“Eliminating GHG emissions by 2040 requires moving away from fossil fuels (Scope 1) and procuring 100% renewable electricity. To make electric heating possible and reduce costs, buildings must first reduce the heating loads via optimized ventilation and energy recovery.”

Reduce Lab
Ventilation



Energy
Recovery



Switch from
Gas to Electric

FY21 U.S. Region Capital Project – Lab Air Optimization¹

Lab air quality is continuously monitored via centralized sampling platform and ventilation adjusted accordingly.

GREFP Sustainability Program Priorities

1.



Prioritize occupant health, comfort, and productivity

2.



Target high impact interventions to support sustainability goals

3.



Invest in long-term opportunities, owned facilities, and hub sites

1.

Lab air optimization is a program to improve occupant health and safety through air quality monitoring.

2.

Project significantly reduces Scope 1 and Scope 2 greenhouse gas emissions and water consumption.

3.

Optimizing ventilation rates is a first step towards a transition away from fossil fuels (natural gas).

\$3.2 Million

Total Cost

\$1 Million

Utility Rebate

\$900,000

Annual OpEx Savings

2.4 years

Simple Payback

2,000 MTCDE

GHG Savings

3,000,000 Gallons

Water Savings

6% from FY19

GHG Reduction

4% from FY19

Water Use Reduction

Flinders University

Health and Medical Research Building

- Ten story research facility, which houses more than 600 staff
 - Labs & vivaria
- First medical institute in the world to earn a 'platinum' rating from WiredScore for its cutting-edge digital capabilities
- Aiming to achieve WELL & LEED Gold certification



Flinders University

Health and Medical Research Building

- Monitoring & Controlling:
 - **40** vivarium spaces
 - **60** wet labs (900 benches!)
- ROI:
 - **1.9 years** for vivarium
 - **4.1 years** for wet lab
- Rightsized HVAC system delivered significant savings!



New Construction and Existing Facilities

Targeting Highest Saving Buildings & Systems

- Labs, vivariums, cleanrooms, exhaust systems, high variable occupancy spaces
- Decarbonization + Energy ROI + Implementation Speed + Lowered Cost of Electrification

Design Optimization Expertise

- Dynamically controlling airflow requirements
- Expertise in multiple ECMs (Aircuity, fume hood controls, VFDs, etc.)
- Looking at the future: Efficiency + Clean Energy + Electrification

Turnkey & Comprehensive Solutions

- Most owner's portfolio are existing facilities
- Consistent design, installation, integration
- Rebate management

Results:

Over 1,000 Systems Installed
25 Years of DCV & IAQ Excellence
w/ Sustained Performance

LBS CO2 REDUCED

16
Billion

SQFT INSTALLED IN

>100
Million

GLOBAL REACH

17
Countries

SENSORS CALIBRATED

9,000+
Per Year

DIVERSE MARKETS

1/2

More than half of all
sqft monitored is
non-lab

Delivering Retrofit: Thrive Buildings

A specialty design-build firm for decarbonizing the life science industry's most challenging and energy intensive buildings.

**IMPACTFUL
CARBON
REDUCTION**

**INNOVATIVE
TECHNOLOGY
DELIVERY**

**EXECUTION
RISK
ELIMINATED**

Problem Statement -

Built Environment Lacks Critical Environment Solution for Existing Buildings

Critical Environments are typically defined as:

- Mission Critical
- Involving unique and more complex HVAC and Control systems
- Having highest carbon footprint & energy intensities per Sq Ft (5 to 15 X Office Space)

Challenges:

1. Involve diverse constituents with varying information and performance requirements
 - (EH&S, Quality, Energy Efficiency, Facilities, Users - Head Vet, Infectious control)
2. Legacy vendors (BMS, Manufacturers etc.) are myopic; bringing equipment sales mentality to a multi faceted complex systems problem
3. Complexity and Lack of Expertise
4. Lacking integration of disparate systems (Facility BMS, EH&S, Compliance / Quality, etc.)
5. Poor Life Cycle cost solutions



Over a Decade of Insight, Across 100's of Clients

Clients

- "To much work"
- "UCI can... but we can't fund"
- "Deferred maintenance"
- "Getting stakeholder alignment"
- "Need data - many & various BMS difficulties"
- "pilot" a project...then loss of momentum"
 - Turnover, loss of champion, etc.
- "Commissioning of systems"
- "Upkeep"

Providers

- Disparate views and capabilities
- BMS vendor lock / data hording
- New construction mindset vs. OD retrofit
- Program vs. project DNA
- Regional ability w/ varied and complex national requirements
- Ability to share risk with client
- Ability to understand and work across constituent groups (Sustainability, EHS, Engineering, Facilities, Finance)

The Solution

Create a company leveraging 15+ years of 'Smart Labs' experience to NOW deliver through a proven, turnkey and Managed Services Program focused on all constituent requirements.

Program Results:

- Innovative technology
- Operational & Energy Efficiency
- Dramatic Carbon Footprint Reduction
- Safer Facilities / Reduced Risk
- Quality Compliance
- Built in Intelligence

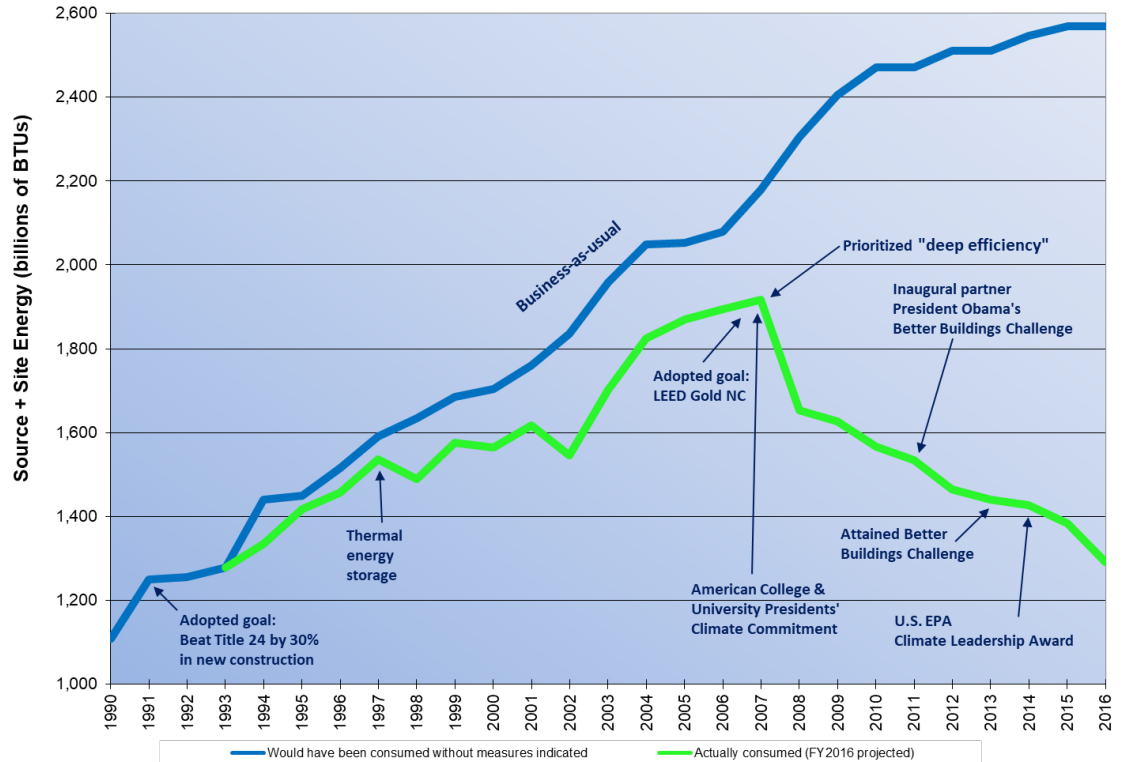
Benefits:

- System vs. component performance
- Dramatically reduced operating costs
- Sustainability Achievement
- Reduced Insurance Cost
- Insightful real time data
- Sustained performance

Foundational Learning: UCI Smart Labs Program

Concept

- “Put the right amount of energy where and when needed”
- Start with “efficiency first” to maximize lifecycle benefits
- Focus on biggest energy users - labs
- Involve all parties / constituents
- Program approach
 - Funding
 - NC & retrofit
 - Master specification



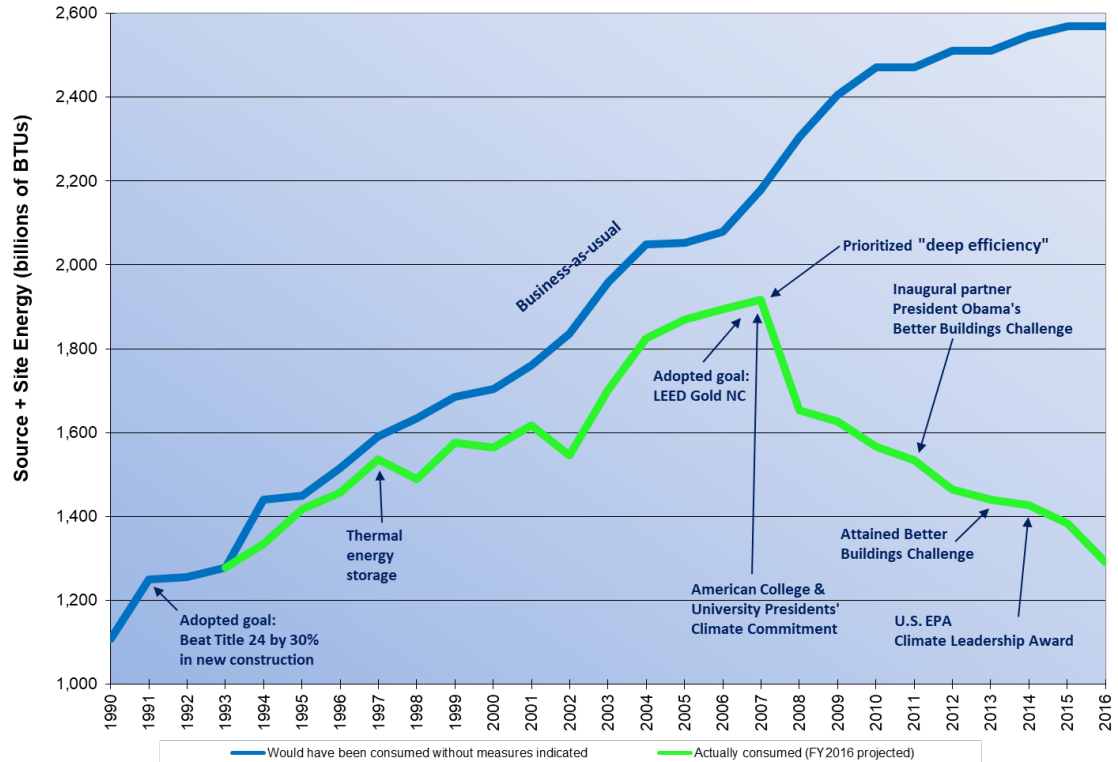
Foundation: UCI Smart Labs Program

Compelling Results over 15 yrs

- ✓ 60%+ energy savings
- ✓ Improved safety
- ✓ 15+ years documented success
- ✓ Co-benefits > \$100 M

Adoption

- So WHY have less than 5% of the market adopted this systematically?



Thrive is a Turnkey Smart Labs Provider

A managed solution for delivering sustained Critical Environment performance.

PROGRAM LEVEL ENGAGEMENT

- Portfolio review
- Funding
- Stakeholder Engagement
- Rebate landscape
- DM needs
- BMS landscape

EFFICIENCY FIRST

- Enabling technology
- Funded with good ROI
- Maximize decarb
- Minimize cost to net zero

DEFERRED MAINTENANCE

- Leverage savings
- Reduce operational cost
- Address & improve safety

INDEPENDENT DATA LAYER

- Pre-commissioning
- Fault detection
- Allows for A.I. optimization
- Removes vendor lock
- Sustained safety & savings

HEALTH & SAFETY

- Real time capture of events
- Reinforce best practices
- Optimized airflow (as needed)

Recipe

1. Start with a program mindset
 - Involve various constituents
 - Master guide-spec mentality
 - Funding alignment
2. Efficiency first for optimized cost to Net Zero
3. Address challenges head-on: DM, data, engineering, commissioning
4. "Eat the Carrots" - maximize utility rebates
5. Embed IDL for futureproofing & data independence:
 - Sustained operational and energy efficiencies
 - AI, analytics and reporting

Enabling Technology

Proven, Reliable... Not Another Deferred
Maintenance Headache

DBC Technology 'Must Haves'

1. Patented Microduct Tubing

- Chemically inert & electrically conductive
- Plenum UL rated

2. Differential Measurement Control Signal

- i.e. Particles from OA - i.e. wildfires
- High Select command from all measurements (VOC's, Particles)

3. NIST Traceable Sensors with Pressure Compensation

- National Institute Standards Testing
- Pressure compensation is a must for accuracy

4. Photo Ionization Detector - 10.6 eV

- EH&S requirement

5. Known Air Sample Volumes

- Pump draws a know quantity of air sample

Multiplexed Sensor Approach

Centralized sensors measure multiplexed air samples with patented tubing +

- Cost effective
- Higher quality sensors
- Greater accuracy
- Easier to maintain
- Differential measurement to outside air
- Each sensor is recycled (vs. discarded) and can be individually calibrated



Typical Sustainability Statement – MSU

“Our Facilities Operations and Planning group is leading the effort to seek new and innovative ways for the University / Organization to meet its sustainability goals through conservation, reducing, reuse and recycling programs and reducing their energy consumption in an effort to decarbonize our operations by 2030” -MSU

MSU is committed to reducing greenhouse gas emissions by 50% by 2030 from our 2010 baseline and achieving climate neutrality by 2050.

**What's the effect of
Aircuity on lab safety?**



An EHS Perspective on Use of Demand Control Ventilation

Dave Erickson, Senior Industrial Hygienist
Environmental Health & Safety
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Presentation Outline



- ACH Setpoints for DCV
- Aircurity DCV Control and Monitoring for Research Labs
- Case Studies of DCV Monitoring in Research Labs
- Vivarium Monitoring
- Sash Management in Research Labs
- The Future
- Acknowledgements

MSU ACH Setpoint Overview



- Risk assessment needed to set ACH, Control Banding
- Biomedical, biochemistry, plant science
 - 6 ACH without DCV
 - 4 ACH with DCV, 4 ACH unoccupied
- Proposed 4 ACH with DCV, 2 ACH unoccupied in a new building
- High hood density will drive higher ACH
- ANSI Z9.5-2022 Generic assignment of air change rates is not appropriate
- But where do you start?

Purge Buttons



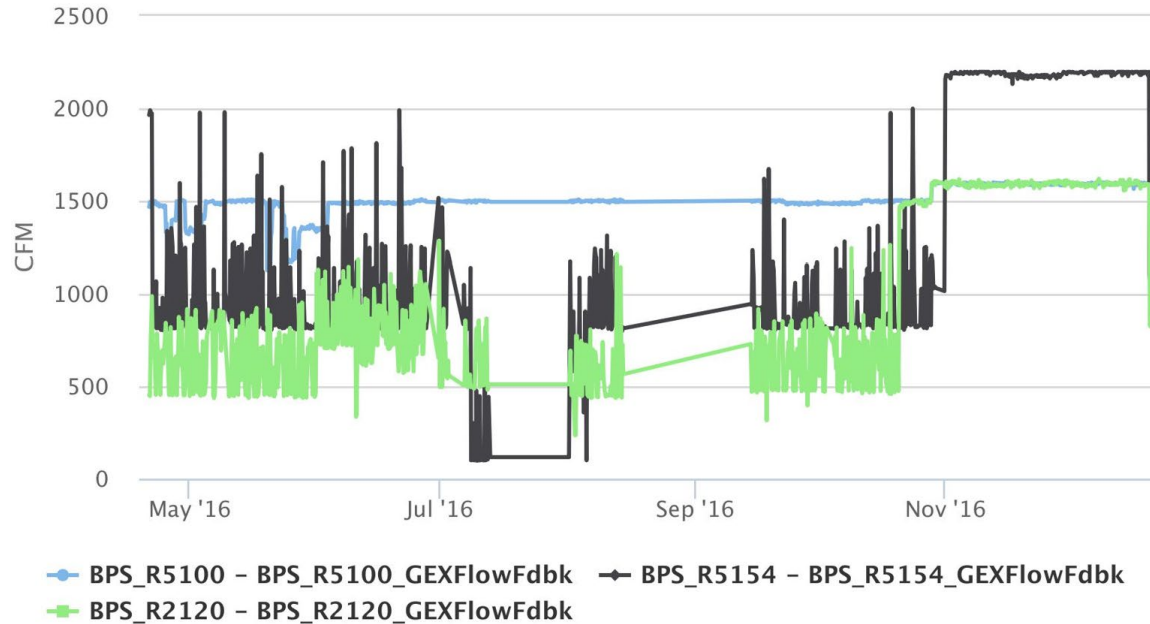
- Why Purge buttons?
- Aircoity DCV is a sample draw system
- Air samples taken every 15 mins
- Allows users to react to a spill
- Place near main lab exits
- Use Bump Proof design
- Light stack in hallway
- Can get left on, must check



Purge Button left on.



User Defined Points (CFM) for BioPhysical Science – Mich SU
BioPhy Sci



Aircuity DCV Control and Monitoring for Research Labs

On-Campus MSU Aircuity Installations



| Building | New Install/ Retrofit | DCV/ Monitoring | Year Installed | SST Quantity | Room Count | Total Sq. Ft. |
|------------------|--------------------------|--------------------|----------------|--------------|------------|---------------|
| Anthony Hall | Retrofit | DCV | 2012 | 5 | 84 | 150,779 |
| Biochemistry | Retrofit | DCV | 2011 | 2 | 29 | 43,722 |
| Bioengineering | New Install | DCV | 2013 | 5 | 108 | 145,135 |
| BPS | Retrofit | DCV | 2013 | 4 | 70 | 66,947 |
| Broad Art Museum | New Install | Monitoring | 2010 | 1 | 14 | 32,653 |
| Clinical Center | Retrofit | Monitoring | 2013 | 1 | 16 | 4,000 |
| Food Science | Retrofit | DCV | 2008 | 2 | 31 | 24,704 |
| ISTB | New Install | DCV | 2017 | 5 | 101 | 34,481 |
| MPS | New Install | DCV | 2010 | 1 | 19 | 22,043 |

Off-Campus MSU Aircuity Installations

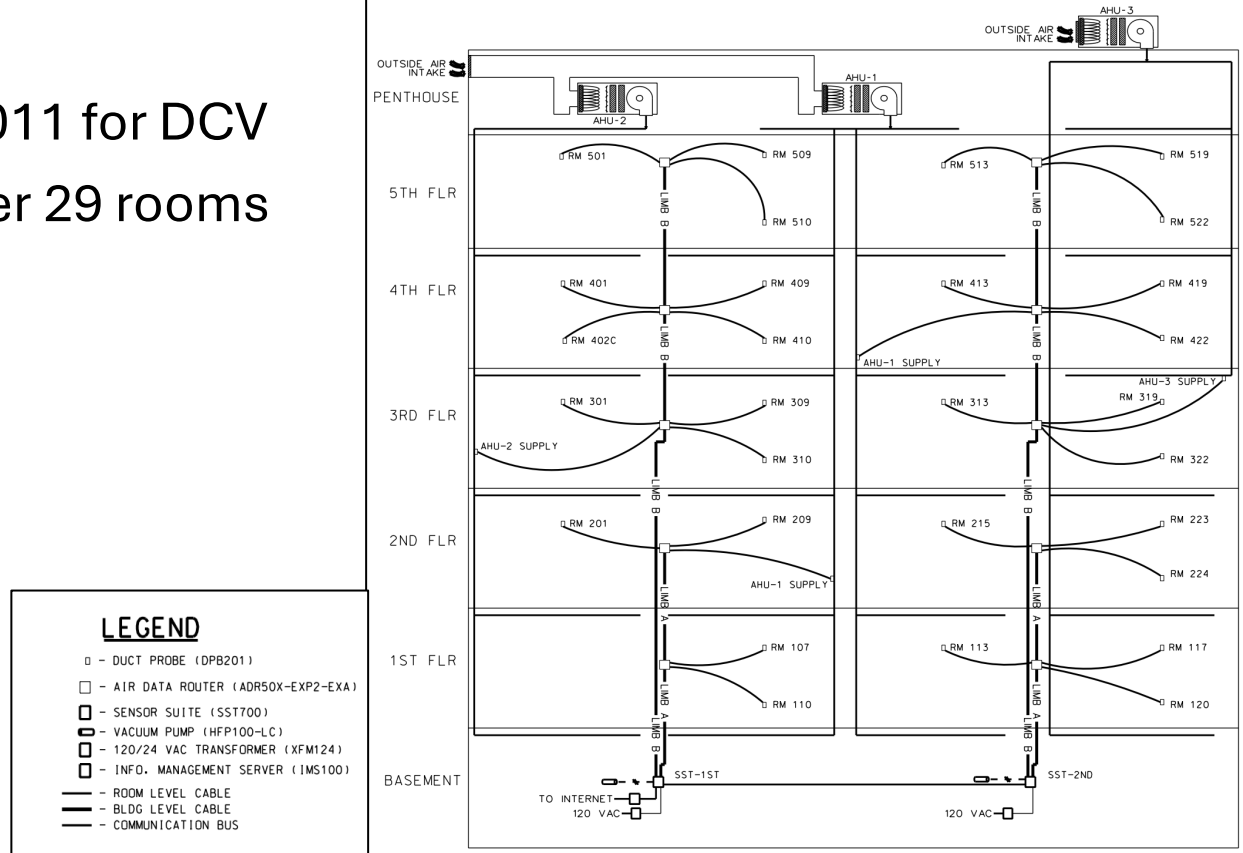


| Building | New Install/ Retrofit | DCV/ Monitoring | Year Installed | SST Quantity | Room Count | Total Sq. Ft. |
|----------------|--------------------------|--------------------|----------------|--------------|------------|---------------|
| GRRC | New Install | DCV | New Install | 4 | 100 | 30,000 |
| Secchia Center | New Install | Monitoring | New Install | 2 | 34 | |

MSU Biochemistry Aircuity Diagram



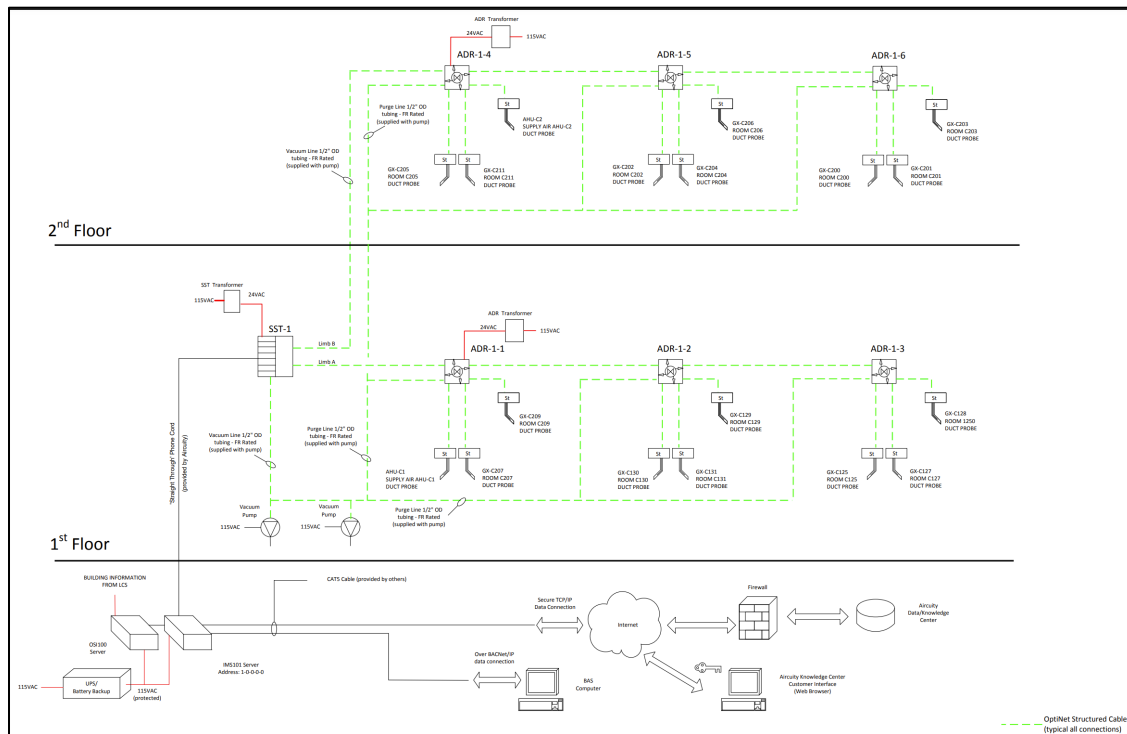
- Retrofitted in 2011 for DCV
- 2 SSTs that cover 29 rooms over 5 floors



MSU Clinical Center – C Wing Aircuity Diagram



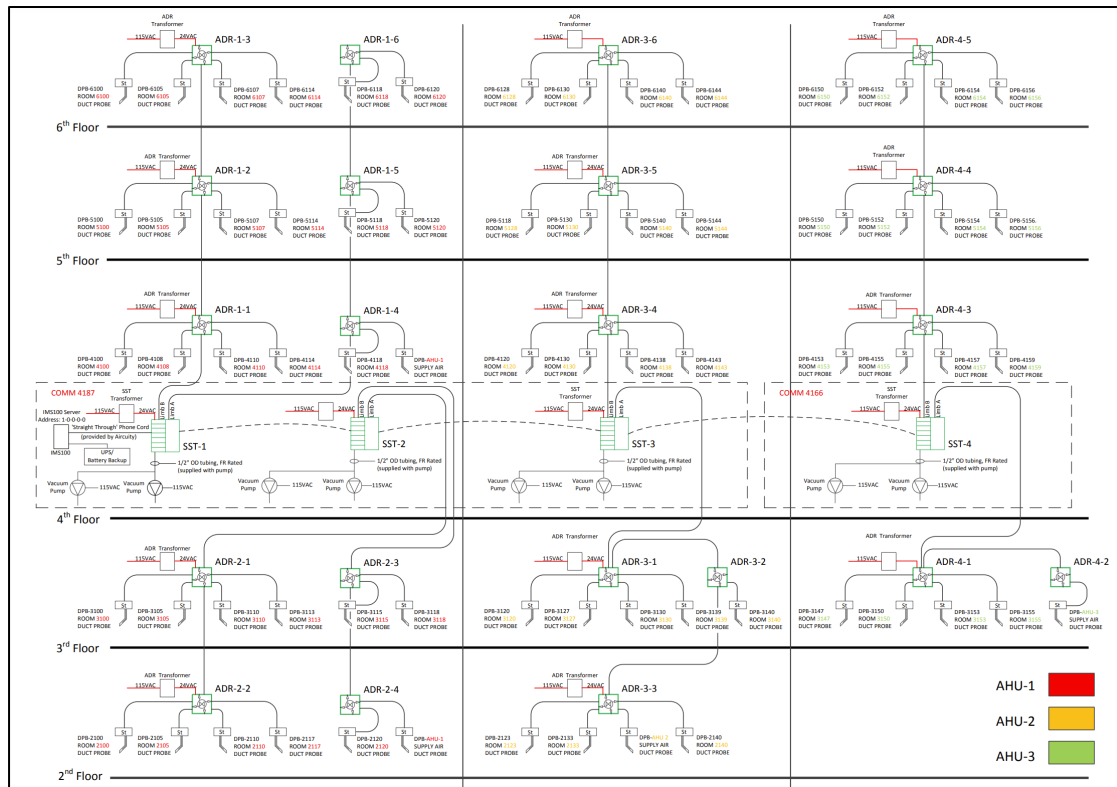
- Retrofitted in 2013 for vivarium monitoring
- 1 SST that cover 16 rooms over 2 floors



MSU Biomedical Physical Sciences Aircuity Diagram



- Retrofitted in 2013 for DCV
- 4 SSTs that cover 70 rooms over 5 floors



MSU Vivarium Monitoring



- Vivariums typically use 10x the energy of office space
- Significant energy savings possible
- Animal Room environment vs cage microenvironment
- MSU has 3 vivariums with Aircuity-monitoring only

In a vivarium Aircuity can monitor for:

- | | | |
|-------------------|---|---------------------|
| + Carbon Dioxide | + TVOCs (solvents and other volatile organic compounds) | + Particles – PM2.5 |
| + Carbon Monoxide | + Ammonia | + Dewpoint |
| + Temperature | + Differential Pressure * | |

New Construction Buildings - Proposed DCV



Plant Environmental Science Building



Henry Ford Health MSU Research Building 1



**Engineering Design and Innovation
Center**

Case Studies of DCV Monitoring in Research Labs

Aircuity enhances environmental monitoring and safety in research settings



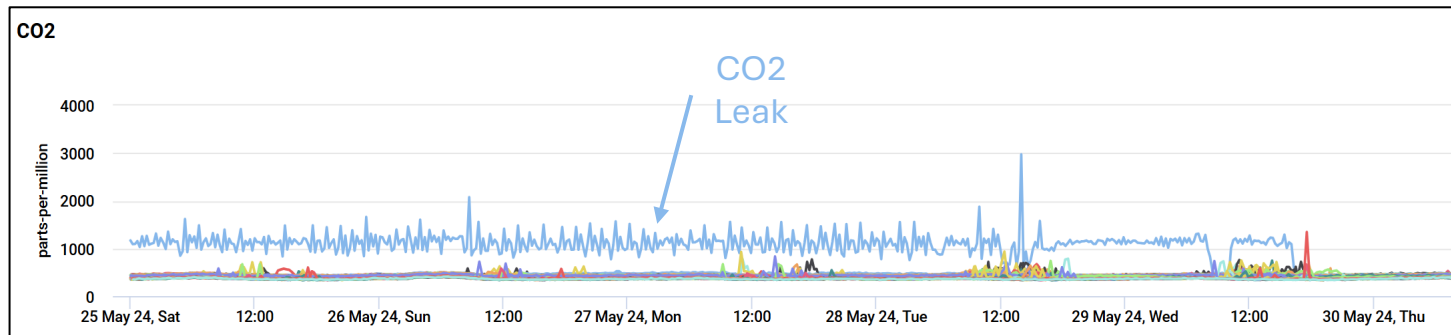
[Aircuity](#) has proven to be an invaluable resource for MSU EHS to support researchers in several key areas:

- Monitoring and Safety Oversight:
 - [MyAircuity](#) provides daily reports on rooms exceeding threshold activity, enabling timely interventions and ensuring a safe, healthy research environment
- Reducing Exposure and Improving Researcher Health:
 - Increased ventilation in response to air contamination (DCV) reduces exposure to harmful substances and supports researchers' long-term health

Detection of CO2 Leaks



- [Aircuity](#) can be used to identify leaks
- This feature enables researchers to address issues promptly, maintaining a safe and stable environment for their work
- Notification at 1500 ppm CO2



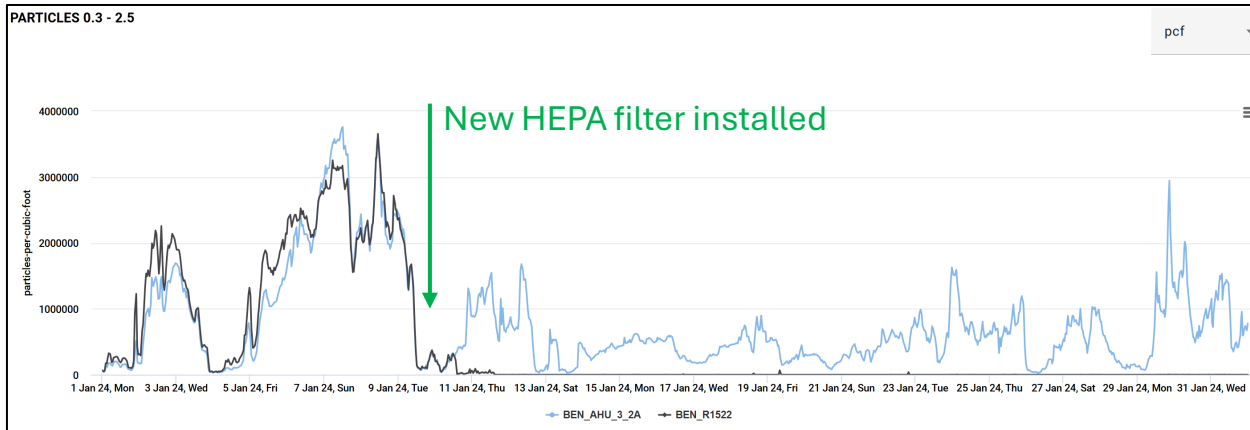
Example of a CO2 leak found using [Aircuity](#)

Clean room monitoring



- A new instrument required a clean room
- EHS compared particle count data from [Aircuity](#) with DustTrak meter results before and after the installation of new HEPA filters and confirmed that the clean room met necessary standards

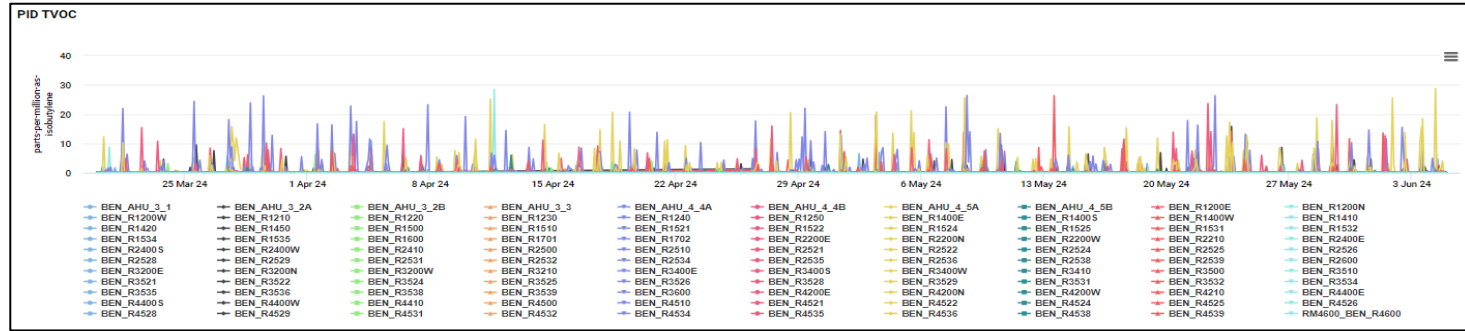
This assurance provided peace of mind and ensured that the environment was suitable for sensitive experiments



TVOC hotspots found with Aircuity



TVOC counts for Bioengineering are consistently high



When all other rooms are removed, it is apparent that most of the high counts come from just two rooms

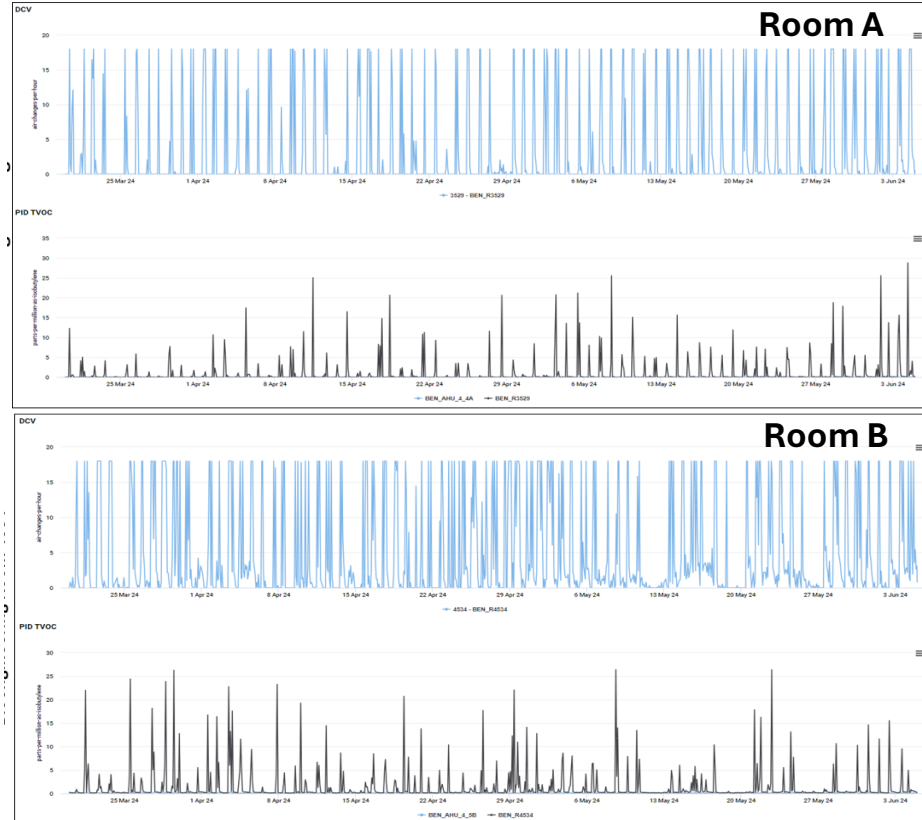


High TVOC hotspot investigation



- Due to the continued increase in TVOC activity, the air change rate is consistently increasing to accommodate
- Researchers from both labs were badged with dosimeters, and the results showed insignificant individual VOC exposure
 - The high VOC counts are spread out between multiple researchers since these rooms have high foot traffic

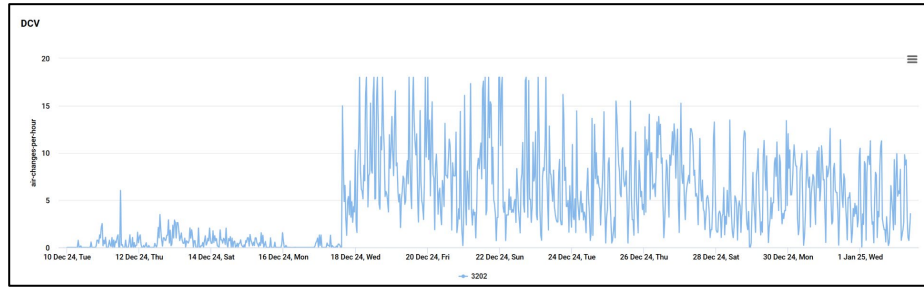
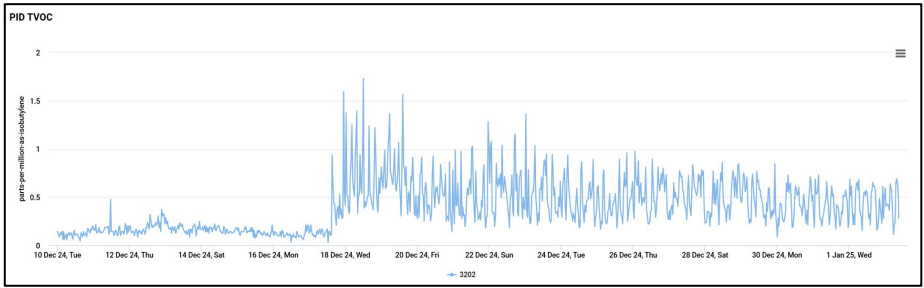
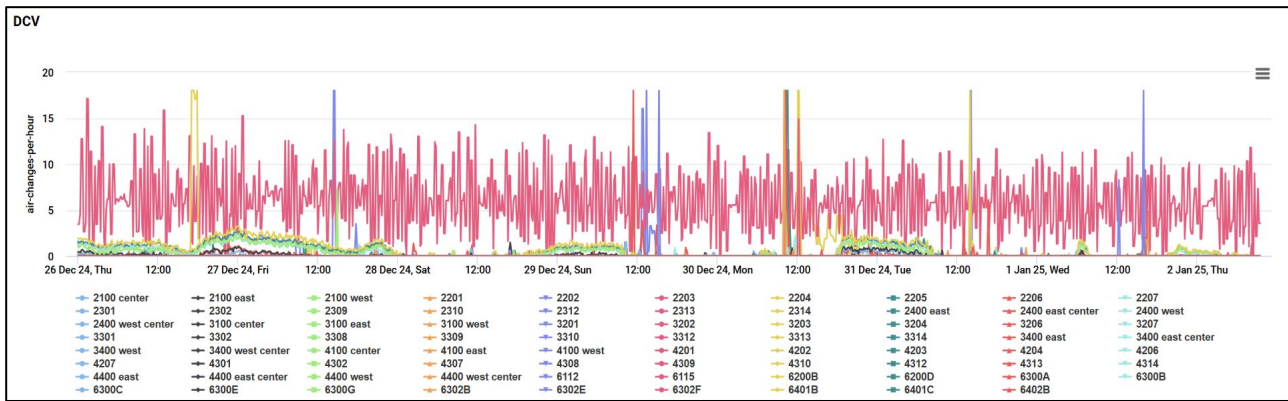
The ventilation is adequate in



GRRC – High DCV in histology lab



- DCV for a histology lab at GRRC become extremely sporadic
- Further investigation showed an increase in PID activity on 12/17/24



GRRRC – High DCV in Histology Lab *investigation*



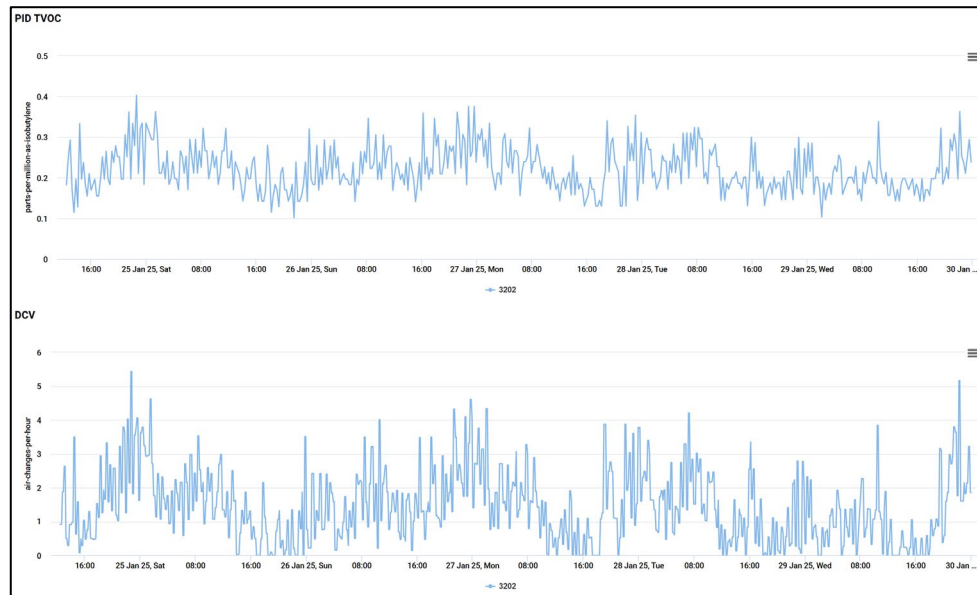
Vent for a tissue processor was not placed correctly in the fume hood



GRRC – High DCV in histology lab solved



The vent was placed further into the fume hood, and the TVOC levels and DCV returned to normal



Sash Management in Research Labs

Sash management of FHs



BACKGROUND

- Best practice is to keep a fume hood (FH) closed when not in use
- How often do labs comply? How can we convince labs to comply? What are the best practices for encouraging people to comply?
- Ways to control sash closures
 - ISTB – ZPS on FHs (if no one is present, reduces cfm)
 - Bioengineering – ZPS on FHs (beeps if room light is off)
 - GRRC – ZPS on FHs (if no one is present, reduces cfm)
 - Biochemistry – hook sash sensor to room light switch
 - Automatic sash closers
- An investigation using [Aircuity](#) conducted on 3 buildings

Determining how often FHs are left open overnight



Analysis using *Aircuity*

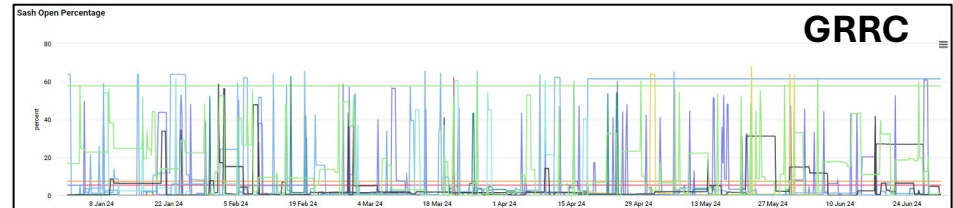
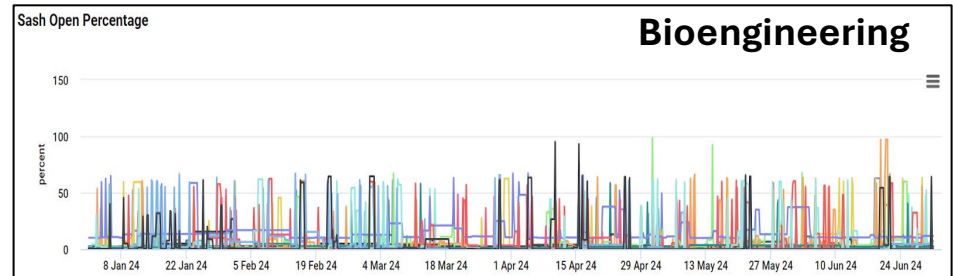
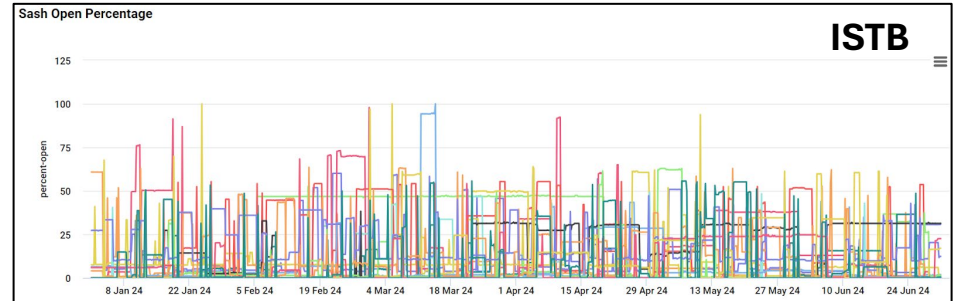
The average percentage in which a hood sash was left at greater than 10% open overnight in each building, was quantified from Jan–June 2024

RESULTS

ISTB 27%

Bioengineering 5%

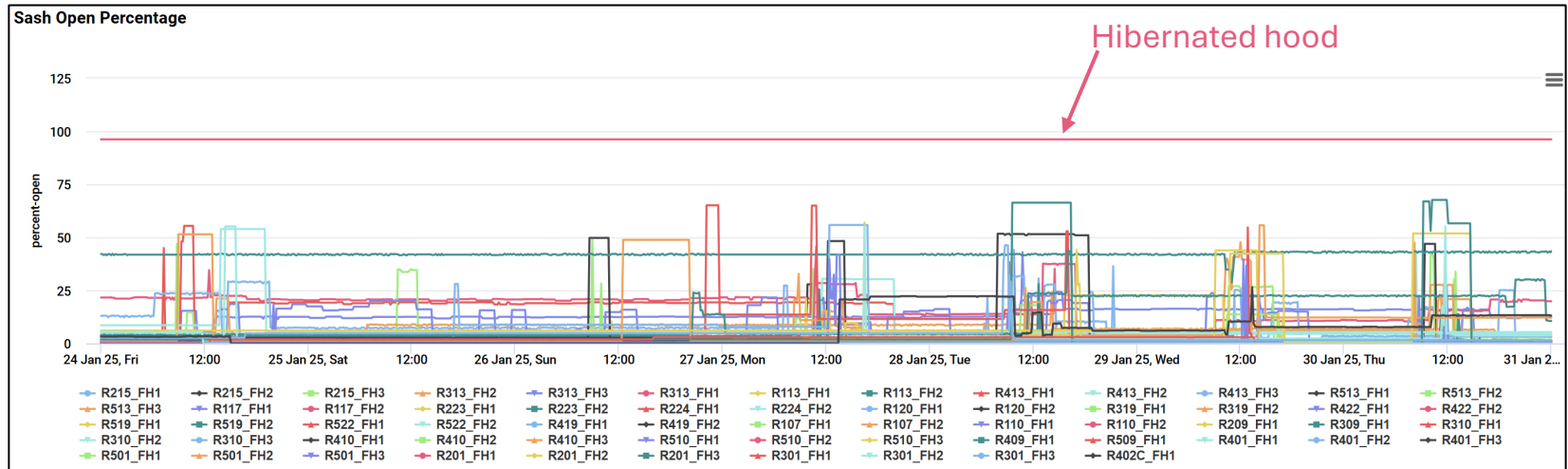
GRRC 18%



Biochemistry FH sash openings



- Data from Aircuity shows most of the hoods are closed after use, or left open under 25%
- Sash sensor connect to lab light switch



STEM lab monitoring with Phoenix Vision Dashboard



Chemistry - FRIB

Clinical Center - Radio Pharmacy

Food Safety and Toxicology

STEM

URCF

Veterinary Medical Center

| Current Weather | | Tomorrow's Weather | |
|-----------------|---------|--------------------|---------|
| Low | 17.0 °F | Low | 23.0 °F |
| High | 28.0 °F | High | 28.0 °F |
| Precip Chance | 9 % | Precip Chance | 51 % |

Phoenix Vision Dashboard – STEM FH sash monitoring



The dashboard gives real-time data for each fume hood

| | | | | | |
|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|
| VAV_3001_Fh/A | VAV_3001_Fh/B | VAV_3001_Fh/C | VAV_3001_Fh/D | VAV_3001_Fh/E | VAV_3001_Fh/F |
| Face Velocity 70 ft/min | Face Velocity 69 ft/min | Face Velocity 70 ft/min | Face Velocity 70 ft/min | Face Velocity 71 ft/min | Face Velocity 70 ft/min |
| Sash Open % 4 % | Sash Open % 0 % | Sash Open % 0 % | Sash Open % 2 % | Sash Open % 2 % | Sash Open % 1 % |
| Hood Mode NORMAL | Hood Mode NORMAL | Hood Mode NORMAL | Hood Mode NORMAL | Hood Mode NORMAL | Hood Mode NORMAL |
| User Status inactive | User Status inactive | User Status inactive | User Status inactive | User Status inactive | User Status inactive |
| VAV_3001_Fh/G | VAV_3001_Fh/H | VAV_3002_Fh/A | VAV_3002_Fh/B | VAV_3004_Fh/A | VAV_3004_Fh/B |
| Face Velocity 71 ft/min | Face Velocity 71 ft/min | Face Velocity 70 ft/min | Face Velocity 69 ft/min | Face Velocity 71 ft/min | Face Velocity 70 ft/min |
| Sash Open % 0 % | Sash Open % 0 % | Sash Open % 1 % | Sash Open % 33 % | Sash Open % 36 % | Sash Open % 34 % |
| Hood Mode NORMAL | Hood Mode NORMAL | Hood Mode NORMAL | Hood Mode NORMAL | Hood Mode NORMAL | Hood Mode NORMAL |
| User Status inactive | User Status inactive | User Status inactive | User Status inactive | User Status inactive | User Status inactive |
| VAV_3004_Fh/C | VAV_3004_Fh/D | VAV_3004_Fh/E | VAV_3004_Fh/F | VAV_3004_Fh/G | VAV_3004_Fh/I |
| Face Velocity 69 ft/min | Face Velocity 69 ft/min | Face Velocity 70 ft/min | Face Velocity 70 ft/min | Face Velocity 70 ft/min | Face Velocity 69 ft/min |
| Sash Open % 50 % | Sash Open % 29 % | Sash Open % 60 % | Sash Open % 22 % | Sash Open % 32 % | Sash Open % 58 % |
| Hood Mode NORMAL | Hood Mode NORMAL | Hood Mode NORMAL | Hood Mode NORMAL | Hood Mode NORMAL | Hood Mode NORMAL |
| User Status inactive | User Status inactive | User Status inactive | User Status inactive | User Status inactive | User Status inactive |
| VAV_3004_Fh/J | VAV_3004_Fh/K | VAV_3004_Fh/L | VAV_3004_Fh/M | VAV_3004_Fh/N | VAV_3004_Fh/O |
| Face Velocity 69 ft/min | Face Velocity 70 ft/min | Face Velocity 71 ft/min | Face Velocity 70 ft/min | Face Velocity 70 ft/min | Face Velocity 70 ft/min |
| Sash Open % 57 % | Sash Open % 62 % | Sash Open % 51 % | Sash Open % 42 % | Sash Open % 28 % | Sash Open % 23 % |
| Hood Mode NORMAL | Hood Mode NORMAL | Hood Mode NORMAL | Hood Mode NORMAL | Hood Mode NORMAL | Hood Mode NORMAL |
| User Status inactive | User Status inactive | User Status inactive | User Status inactive | User Status inactive | User Status inactive |
| VAV_3011_Fh/B | VAV_3011_Fh/C | VAV_3020_Fh/A | VAV_3020_Fh/B | | |
| Face Velocity 70 ft/min | Face Velocity 70 ft/min | Face Velocity 69 ft/min | Face Velocity 70 ft/min | | |
| Sash Open % 0 % | Sash Open % 0 % | Sash Open % 0 % | Sash Open % 11 % | | |
| Hood Mode NORMAL | Hood Mode NORMAL | Hood Mode NORMAL | Hood Mode NORMAL | | |
| User Status inactive | User Status inactive | User Status inactive | User Status inactive | | |

Phoenix Vision Dashboard – STEM ACH monitoring



The dashboard gives the current ACH values for each monitored room

| 1st Floor Air Change Rates per Hour | | |
|-------------------------------------|-----|---|
| 1001 | 6.0 | ○ |
| 1002 | 6.0 | ○ |
| 1004 | 6.0 | ○ |
| 1008 | 6.0 | ○ |
| 1017 | 6.0 | ○ |
| 1019 | 5.9 | ○ |
| 1020 | 6.0 | ○ |
| 1025AA | 6.0 | ○ |

| 2nd Floor Air Change Rates per Hour | | |
|-------------------------------------|------|---|
| 2001 | 6.0 | ○ |
| 2002 | 6.0 | ○ |
| 2004 | 5.9 | ○ |
| 2009 | 6.0 | ○ |
| 2010 | 6.0 | ○ |
| 2016 | 6.0 | ○ |
| 2017 | 5.9 | ○ |
| 2019 | 6.0 | ○ |
| 2019A | 11.8 | ○ |
| 2020 | 6.0 | ○ |

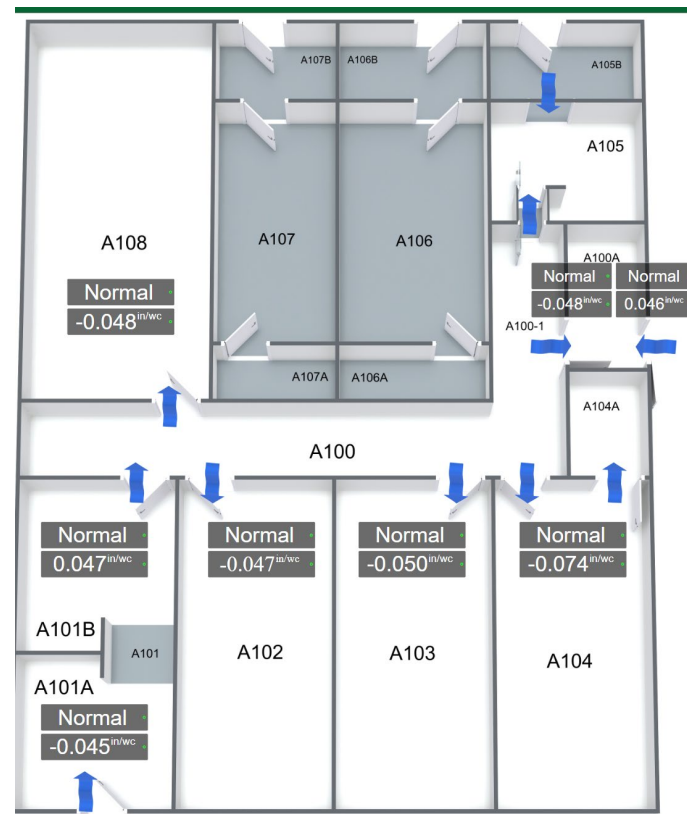
| 3rd Floor Air Change Rates per Hour | | |
|-------------------------------------|------|---|
| 3001 | 6.0 | ○ |
| 3002 | 6.0 | ○ |
| 3004 | 14.9 | ○ |
| 3011 | 6.0 | ○ |
| 3020 | 6.0 | ○ |

Phoenix Vision Dashboard – Pressure Profile in a BSL3



1st Floor Air Change Rates per Hour

| | | |
|-------|------|---|
| A100 | 13.0 | ○ |
| A100A | 15.1 | ○ |
| A101 | 10.0 | ○ |
| A102 | 19.0 | ○ |
| A103 | 13.8 | ○ |
| A104 | 22.0 | ○ |
| A105 | 42.6 | ○ |
| A108 | 10.4 | ○ |



The Future!

Conferences



- International Institute for Sustainable Labs (I2SL)
 - April – I2SL Education Week
 - October – I2SL Conference
 - Labs 2 Zero
- Safe Labs
- Gordon Sharp, I2SL President



International Institute for
Sustainable Laboratories



Acknowledgements



MSU Core DCV Team

Dave Erickson, Industrial Hygienist EHS

Elyssa Cox, Laboratory Performance Analyst, EHS & IPF

Andrew Arras, Building Performance Analyst, IPF

Conclusions - Airflow Optimization Makes Sense

Airflow Optimization is an Efficiency First Approach

- ✓ Ability to Deploy Immediately
- ✓ Pays for itself in two important ways - Energy and Future Measures
- ✓ Airflow used to fund deferred maintenance

Financial Impact is Considerable

- ✓ Simple Paybacks of 1-4 years
- ✓ Strongly Positive NPV and IRR
- ✓ 5X return when considering the future cost of electrification

Story is Interesting and Innovative

- ✓ Using dynamic IAQ data to drive energy efficiency
- ✓ Puts UM right at the intersection of Sustainability and Healthy Buildings