



# MD ENERGY ADVISORS

## St. John Properties

### Energy Problem

Since 1971, St. John Properties evolved from a small, local real estate developer into one of the largest privately held commercial real estate firms in the Mid-Atlantic region. The firm was seeking solutions to manage both the supply and demand of energy associated with its \$3 billion portfolio encompassing 20 million square feet spread across 150 locations.

### Our Solution

MD Energy Advisors was hired as an energy consultant as a result of the outgoing sustainability director's referral. For more than two years, we helped St. John Properties address contract renewals and other energy procurement opportunities delivering significant cost savings. We also assisted by suggesting opportunities for energy reduction across the portfolio.

"MD Energy Advisors was critical to my onboarding process as the new director of sustainability for St. John Properties. From day one, they supported the objective of saving energy costs not only through a competitive procurement process but also through sustainable strategies to drive demand reduction. I am grateful for their patience and guidance and ongoing understanding; they are true partners."



**Ryan Schwabenbauer**

DIRECTOR OF  
SUSTAINABILITY

**ST. JOHN PROPERTIES**

**MD Energy Advisors makes energy choices simple.**

For more information, visit [www.mdenergyadvisors.com](http://www.mdenergyadvisors.com).

To talk to an energy advisor, call us at **410.779.9644**.