

# Largest LEED Platinum Adaptive Reuse Building on Earth: Crosstown Concourse



## The Challenge:

The Crosstown Development Team wanted the 90-year-old abandoned building to be a catalyst for growth of Arts, Education, and Healthcare in a under-served area of Memphis. This team knew that creating a financially and environmentally sustainable “Vertical Urban Village” was essential to revitalizing the neighborhood. They established strategic goals of lowering operational costs, promoting sustainability, and maximizing asset potential to increase value for building owners; allowing tenants to conduct effective commerce; and helping property managers attract tenants. The group sought the resources of a strategic partner to align with them in building this community.

*“If Crosstown Concourse influences other investments in the neighborhood, becomes an economic catalyst for growth, and helps to eliminate area blight, that’s when we’ll know the project was a success.” - Dan Chancey, Commercial Advisors, BOMA Fellow*

## The Solution:

The Crosstown Development Team and Commercial Advisors selected Trane as their HVAC, building automation, and sustainability partner based on a successful long-term relationship coupled with Trane's innovative thinking, real estate industry knowledge, and commitment to the project's success. Charged with redesigning systems of a 90-year-old, abandoned warehouse – not built for the business, residential, education or retail establishments that will be housed there – Trane invited the developers, engineers, and property managers to their LaCrosse, WI, production facility to discuss efficient holistic design, and participate in witness testing of a Trane® CenTraVac™ centrifugal chiller.

*“We chose Trane as a partner on this project from an understanding from our experience over many years that the expectations be fulfilled.” - Dan Chancey, Commercial Advisors, BOMA Fellow*

High efficiency Trane equipment, Trane Tracer Ensemble cloud-based building management system, and energy meters were installed and used to optimize daily operations, track and bill tenant energy use, troubleshoot issues, establish scheduling and make setpoint changes. The system also enables the use of Trane Intelligent Services to use data to uncover opportunities and provide recommendations to optimize equipment performance, reduce operational costs and reduce carbon emissions.

## The Result:

- Trane helped the development team reduce upfront capital costs by over \$250,000
- With advanced real-time energy analytics by Trane engineers, the property has seen energy cost and carbon emission reduction of 3% year-over-year since the building reopened in 2017 while increasing occupancy to 98% (2020)
- The building is on track to save \$760,000/year in utility costs and 8,400 tons of carbon emissions/year compared to LEED baseline
- The 90-year-old property has an Energy Star certification with a score of 89 (2020)
- The property became the largest and oldest LEED Platinum Adaptive Reuse Building on the planet (2017)
- The Development Team was the recipient of the Trane Energy Efficiency Leader Award (2018)

## PARTNERS

**Building Owner:** Crosstown Concourse

**Property Management:** Commercial Advisors

**Architect:** LRK

**General Contractor:** Grinder Taber Grinder

**Design Engineer:** OGCB



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