



**FORCE GLOBAL
SUPPLY**

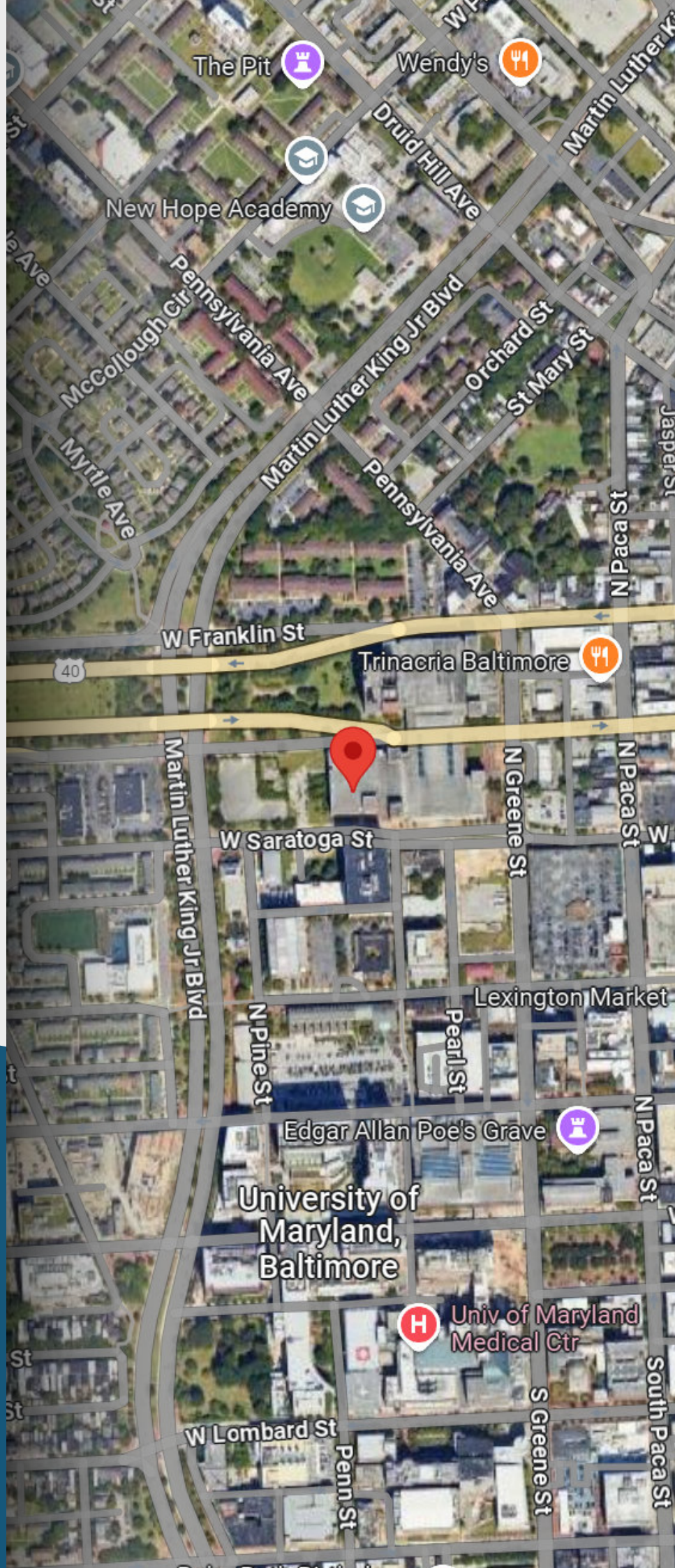
Case Study

Complete Lighting & Controls Solution

Maryland Dept. of Health
Metro West South
300 N. Greene Street
Baltimore, Maryland

500,000 Square Feet
>\$289,000 (28.9%) in Savings

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Project Background

Historical Context of 300 N. Greene Street

In 1980, the Metro West Complex was completed in West Baltimore City, with the main entrance and lobby located at 300 N. Greene Street, Baltimore, MD. Originally designed specifically to house the entire United States Social Security Administration, the 1.1-million-square-foot, two (2) building complex encompassed two (2) full, city blocks and embodied the utilitarian architecture of the post-World War II Era, and the Contemporary Architectural Leanings of the 1970's.

Over the decades, the Social Security Administration added significant services, programs and employees which expanded Social Security Administration personnel into a expansive, multi-Building, commercial campus outside the Baltimore Beltway, in Baltimore County. Because of a federal mandate for all Social Security Administration personnel to reside on the single Baltimore County Campus, the Metro West Complex was completely vacated in 2013.

In his 2nd Term, former Maryland Governor Larry Hogan, successfully championed Maryland State House's approval for the Entire State of Maryland, Department of Health (MDH) to co-locate at one (1), physical address. The almost 500,000 GSF, Metro West, South building was the only, single, commercial building in the entire state of Maryland large enough to house the entire State of Maryland Department of Health.

The Remodel: A Modern Hub for the State of Maryland's Dept. of Health

To accommodate approximately 2,500 Department of Health Employees, with capacity for an additional 500 future MDH Employees, the Metro West Complex underwent a major interior renovation, in accordance with all contracting policies and procedures of the Maryland Department of General Services (DGS), and the MDH, end-user criteria required for the 20 year lease with a private developer/landlord entity. The Metro West, South building renovation aimed to transform the aging structure into a cutting-edge, professional, commercial office environment, supporting MDH's mission protecting and improving the health of all Marylanders, via world-class customer service.



Key elements of the Renovation included:

- ❑ **Infrastructure Modernization:** Upgrades to HVAC, Electrical, and Plumbing systems to meet contemporary standards for high-density, Office Use, including compliance with the International Green Construction Code (IGCC).
- ❑ **Flexible Workspaces:** Reconfigured interiors with open-plan offices, collaborative meeting rooms, and ergonomic workstations to boost productivity and employee comfort.
- ❑ **Sustainability Focus:** Integration of energy-efficient systems, particularly advanced lighting with state of the art, energy saving, lighting controls, to lower operational costs and environmental impact.
- ❑ **Accessibility Improvements:** Enhancements to ensure ADA compliance, improving access for all employees and visitors.

The Metro West, South Building Renovation demanded close coordination among DGS, MDH, Developer / Landlord, General Contractor, Trade Sub Contractors, and Specialized Vendors. In collaboration with General Contractor, the Developer / Landlord, prioritized cost-effective solutions to meet the DGS / MDH timeline for the MDH relocation in late 2026 while maximizing long-term value.

Client Profile

MDH - Maryland Department of Health

The Maryland Department of Health (MDH) is the state's principal agency responsible for public health policy, healthcare services, and health-related regulations. The department oversees a wide range of programs and initiatives aimed at promoting the health and well-being of Maryland residents.

The new headquarters' proximity to institutions like the University of Maryland, Baltimore, and the recently renovated Lexington Market is anticipated to enhance collaboration opportunities and provide employees with improved amenities.



Case Study

A Modern Hub for the State of Maryland's Dept. Of Health Baltimore, Maryland

Schaefer Construction Management, Inc.

Established in 1998 by Mark Thomas Schaefer, Schaefer Construction Management Inc. (SCM) offers comprehensive construction management services across the United States. With a portfolio exceeding \$500 million in completed projects, SCM brings expertise in commercial, industrial, and residential developments. The firm's team includes registered professional engineers, MBA professionals, and certified construction managers, all dedicated to an owner-focused approach that prioritizes trust, loyalty, integrity, and proactive risk mitigation.

Greene Street Ventures

Greene Street Ventures LLC is a Maryland-based real estate development firm established in 2016. The company specializes in the operation and redevelopment of nonresidential buildings, with a focus on revitalizing underutilized properties in urban areas. One of their most notable projects is the redevelopment of the Metro West complex at 300 North Greene Street in Baltimore.

Additionally, Greene Street Ventures has pursued redevelopment efforts at the Metro West site, including plans for mass grading in preparation for a future parking garage and retail building. The company applied for a redevelopment waiver from the Baltimore City Department of Public Works to facilitate these improvements.

Chesapeake Contracting Group

Founded in 1979, Chesapeake Contracting Group (CCG) is a privately held, award-winning general contractor headquartered in Reisterstown, Maryland with over 45 years of experience. The company specializes in a diverse range of sectors such as multi-family, senior living, mixed-use, retail, office, automotive, grocery, education, distribution centers, and medical facilities.

Force Energy Group & Force Global Supply

Force Global Supply and Force Energy Group are sister companies committed to providing high-quality solutions for the construction and energy sectors. Force Global Supply sources premium construction materials and electrical equipment directly from top manufacturers, while Force Energy Group delivers cutting-edge energy solutions, including EV charging infrastructure and energy-efficient technologies. Together with our partner company, LFI Real Estate, we offer a comprehensive approach to development—streamlining sourcing, energy, and real estate expertise under one trusted network.



Challenges

The redevelopment of the Metro West complex necessitated comprehensive upgrades to meet modern standards and specific client requirements.

- **Outdated Lighting Infrastructure:** The existing lighting systems were antiquated, leading to inefficiencies and higher energy consumption. Upgrading to LED lighting was essential to enhance energy efficiency and reduce operational costs.
- **Integration of Advanced Lighting Controls:** Implementing modern lighting controls, such as occupancy sensors and daylight harvesting systems, was crucial to meet energy efficiency targets. These systems ensure optimal lighting usage, contributing to significant energy savings.
- **Client-Specific Requirements:** The Maryland Department of Health's relocation to the complex introduced specific requirements for lighting and environmental controls to ensure a conducive working environment for its employees. Meeting these requirements necessitated customized solutions and close collaboration with stakeholders.
- **Ensuring System Reliability and Maintenance:** Establishing protocols for ongoing maintenance and ensuring system reliability were vital to maintain energy efficiency gains over time. Training building operators and ensuring user-friendly systems were integral to this process.

Addressing these challenges was essential to transform the Metro West complex into a modern, energy-efficient facility that aligns with Baltimore's broader sustainability goals.



Results and Benefits

The redevelopment of the Metro West complex has achieved significant advancements in energy efficiency and operational performance through the installation of modern LED lighting and advanced control systems. This upgrade has led to substantial reductions in energy consumption and operational costs, while also enhancing the overall lighting quality and occupant comfort within the facility.

The integration of occupancy sensors ensures that lighting is utilized only when spaces are occupied, thereby minimizing unnecessary energy usage. This not only contributes to energy savings but also extends the lifespan of the lighting fixtures, reducing maintenance requirements. The improved lighting environment supports the productivity and well-being of the Maryland Department of Health employees who have relocated to the complex.

Case Study

A Modern Hub for the State of Maryland's Dept. Of Health Baltimore, Maryland

Force Global Supply and its parent company, Force Energy Group, have a strong track record in delivering customized lighting solutions across various projects. Their capabilities include conducting comprehensive lighting studies to determine optimal lighting strategies tailored to specific project needs. While they did not perform a lighting study for the Metro West project, their expertise in this area underscores their ability to support similar initiatives effectively.

Overall, the lighting enhancements at the Metro West complex exemplify how modern lighting technologies and controls can transform large-scale facilities into energy-efficient and occupant-friendly environments. The project's success reflects a commitment to sustainability and operational excellence in public infrastructure redevelopment.

Cost-Savings Analysis

Force Energy Group's tailored solution delivered substantial financial benefits:

- Original Specified Cost: **\$1,000,000**
- Force Energy Group's Delivered Cost: **\$711,000**
- Dollar Savings: $\$1,000,000 - \$711,000 = \mathbf{\$289,000}$
- Percentage Savings: $(\$289,000 \div \$1,000,000) \times 100 = \mathbf{28.9\%}$

A 28.9% cost reduction not only lowered the project's initial expenses but also positioned DHS for long-term savings through reduced energy and maintenance costs. The energy-efficient LED system is expected to save thousands of dollars annually, supporting the State of Maryland and the Baltimore City Sustainability Goals.

Conclusion

Energy Savings

The lighting project at Metro West complex achieved significant energy savings, reducing costs by 28.9%. This reduction not only lowered the initial project expenses but also ensured long-term savings through decreased energy and maintenance costs. The implementation of energy-efficient LED systems exemplifies a commitment to sustainability, aligning with the State of Maryland and Baltimore City's sustainability goals.

Client Testimonial

Schaefer Construction Management and Force Energy Group collaborated closely to deliver a lighting solution that exceeded expectations. Through their partnership, they identified the most efficient and cost-effective LED systems available, ensuring substantial savings and enhanced sustainability.

Both the Maryland Department of Health and Schaefer Construction Management were delighted with the results, which significantly contributed to achieving the project's financial and environmental goals while supporting the broader sustainability initiatives of the State of Maryland and Baltimore City.

Value-Add Opportunities

While Force's contribution of supplying lighting and controls resulted in substantial savings and advancements towards sustainability goals, there could still have been further cost reductions and improvements across other areas.

On previous projects, Force Global Supply has helped supply a range of products, all offering considerable savings compared to other commonly used local distributors' options. Some of the more popular categories include luxury vinyl tile and acoustic ceilings, interior doors and windows, electrical distribution systems and wiring, office furniture and plumbing-related products such as toilets, sinks, piping etc.

While the lighting and controls supplied by Force Global Supply were instrumental in achieving the Metro West complex's financial and environmental goals, expanding our contribution to include other product categories could have resulted in even greater savings and project enhancements.

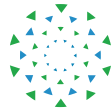
Impact and Legacy

The Renovation of 300 N. Greene Street transformed the Metro West, South Building into a modern, efficient headquarters for the Maryland Department of Health, reinforcing Baltimore's commitment to revitalizing its urban core. Force Energy Group's innovative lighting solution was instrumental in achieving the Project's Financial and Environmental Objectives, showcasing the power of strategic partnerships in large-scale renovations. The \$289,000 savings—nearly 29% below the original budget—enabled the Developer / Landlord to allocate resources to other critical project components, enhancing the facility's overall quality.

As MDH Employees settle into their new workspace, 300 N. Greene Street stands as a symbol of Baltimore's ability to merge historical significance with modern innovation. The project not only revitalized a once-underutilized asset but also set a benchmark for how public-private collaborations can deliver sustainable, cost-effective solutions for Maryland's residents.

Would you like to find out more?

To explore potential partnerships and learn more about collaborating on future projects, clients are encouraged to reach out to us directly through our website at forceglobalsupply.com/contact.



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