

# Backup Generation for The Coastal Companies

Constellation helps new expanded cold storage operation in Maryland deliver more than just fresh produce



## DistributedEnergy



### Challenge

Coastal's motto of "We make it happen" underscores the complexity of managing cold storage facilities and delivery logistics for almost 200 trucks. After outgrowing its existing facility, Coastal decided to construct a new distribution center to serve its rapidly expanding customer base.

Founded in 1992, The Coastal Companies is a leading regional processor of fruits and vegetables and has emerged as a major distributor of fresh produce and dairy. Based in the greater Baltimore/Washington area, The Coastal Companies and its subsidiaries Coastal Sunbelt Produce and East Coast Fresh operate a fleet of 175 trucks, delivering daily to food service customers across six states and the District of Columbia. The company also serves major retail and wholesale customers along the East Coast.

Keeping produce fresh and ensuring on-time delivery are critical to Coastal's competitive advantage. Because of this, Coastal's new distribution center needed to be fully energy-resilient in the event of a power outage to protect its highly perishable inventory. Coastal chose to partner with Constellation to provide a comprehensive energy solution and a unique financing solution.

### The Solution

Working closely with Coastal to understand technical requirements and business needs, Constellation teamed with PowerSecure, Inc., a leading provider of distributed generation infrastructure. Together they designed and deployed a 3.125 MW Interactive Distributed Generation (IDG®) system to fully backup the new, state-of-the-art facility. The modular design of the system will improve reliability and enable Coastal to add additional capacity in the future should the facility's load increase over time.

Rather than deploy its own capital to fund the system, Coastal chose to pay a low monthly reliability service fee to Constellation over a 15-year term. Constellation will provide all ongoing operation, maintenance, monitoring, remote dispatch, and fuel management for the system – enabling Coastal to focus its resources and capital on its core business.

Constellation will help Coastal monetize the backup generator in the energy markets, thereby reducing the system cost to Coastal. Coastal's energy consultant, APPI Energy, also vetted and negotiated a long-term energy supply contract between Coastal and Constellation, further minimizing the overall cost. The resulting collaborative offer delivered a comprehensive, customized solution that lowered capital costs for the emergency generation system.

## Highlights

### Project

#### Grid resiliency:

New cold storage facility protected from costly power outages by a Constellation-owned and operated backup generator

#### No upfront costs:

Coastal can spend capital and deploy manpower on core business, not generator infrastructure and operation

#### Constellation monetizes, customer saves:

Constellation monetizes the generator in the energy markets and bundles in an electricity supply agreement, resulting in the most cost-effective solution for Coastal

### Technical

- 3.125 MW backup generation system
- 15-year Generator Services Agreement
- 5-year electric supply agreement
- Customer pays low monthly “Reliability Rate” service fee
- Constellation owns, operates and maintains generation system

## Work With a Trusted Energy Solutions Provider

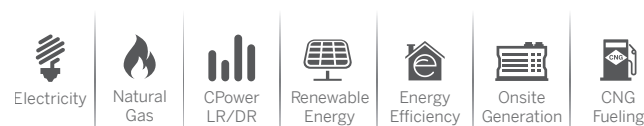
Constellation tailors its integrated energy solutions to its customers' unique needs, providing them with the flexibility to choose how to cost-effectively buy, manage and use energy to meet their business goals. Along with expertise, Constellation offers a wide range of innovative and integrated distributed energy products—including solar, energy efficiency, cogeneration, backup generation, fuel cells, CNG fueling stations and battery storage—as well as the reach of one of the nation's leading competitive suppliers of power, natural gas, renewable energy and energy management products. With more than 30 years of experience and over \$1 billion in energy-related projects financed and built, Constellation helps business, nonprofit and public sector customers achieve sustainability goals, develop energy resiliency, manage costs and capital needs, and mitigate risk.

## Start the Conversation Today

For information on any of our distributed energy solutions—contact us today at [distributedenergy@constellation.com](mailto:distributedenergy@constellation.com) or visit [www.constellation.com/distributedenergy](http://www.constellation.com/distributedenergy)

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