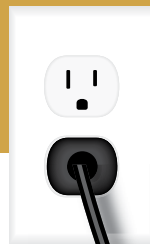




Energy Management Success Story



Energy Management at Wyndham Palm Springs: Demand Bidding Saves When the Heat is On

When I started here, we were just finishing our budgeting process," says Brian Healy, Engineering Director at Wyndham Palm Springs Resort. "We were told to anticipate significant rate increases for our electricity. If we continued to spend as we were, we'd have had a shortfall of about \$80,000, so I knew we had to act."

Fortunately for Wyndham, much of the potential for the savings they needed was built into their 20-year-old plant. In the 410 guest rooms, restaurants, public spaces and meeting spaces, "the equipment we needed to manage energy more wisely was pretty much in place," Brian says, "but it wasn't being used to its full efficiency." Major renovations weren't necessary. Wyndham's electricity savings came from rethinking, retraining, and using tactical measures such as the Demand Bidding Program from Southern California Edison (SCE).

Demand Bidding: Revealing the Hidden Savings

SCE's Demand Bidding Program (DBP) is a flexible Internet-based bidding program that offers SCE customers with demands of 200 kW or greater the opportunity to receive a credit on their bill for voluntarily reducing power during called events without incurring any financial penalty. By participating in DBP, customers can assist in alleviating power shortages in California, as well as reduce their overall

power costs. It sounds easy enough, but for a busy hotel in the California desert with 115° summer temperatures, to implement energy conservation starts with discarding some old assumptions.

"Energy conservation had been tried here before," Brian notes, "but there was always some excuse as to why it couldn't be accomplished. That's part of the culture of hospitality, especially here in Palm Springs. Guest comfort is the top priority, and it's assumed that any cutback might compromise that comfort. But we monitor our buildings with software that tells us whether spaces are occupied or unoccupied, and we had been watching our consumption closely. We had already succeeded in dropping our peak demand, so I knew that with tactical measures, we could save even more. We did extra tours of unoccupied guest rooms, and worked closely with the housekeeping staff to get them into the habit of turning off lights and closing drapes in empty rooms. We let the temperature go up just a little in the back offices. We turned off the ornamental fountain at the entrance, and cycled off one set of pool pumps at peak times. We did all that during a period of high occupancy, three rate hikes and record high summer heat. And we got results."

Tactical Steps Deliver Bottom-Line Savings

Brian used SCE EnergyManager® for Web-based usage monitoring, and received

Savings by Managing Energy:

- \$5,000 savings by using SCE Demand Bidding Program and SCE EnergyManager®
- Over 700,000 kWh saved

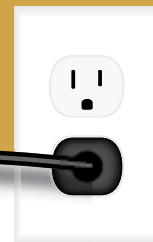
Brian Healy,
Engineering Director,
Wyndham Palm Springs Resort





“We earned about \$5,000 in savings through Demand Bidding this summer during a record heat wave.”

Brian Healy, Engineering Director, Wyndham Palm Springs Resort



updates every fifteen minutes. The near real-time information helped him recognize demand patterns and quickly find places where energy was being wasted. “When you understand exactly what’s happening in all your spaces, there’s more flexibility for tactical electricity savings than you might think,” he says. “And the results speak for themselves. We earned about \$5,000 in savings through Demand Bidding this summer during a record heat wave. Our costs this year will be down nearly \$100,000 versus last year, and we’ll save over 700,000 kWh. We did it all with no complaints and no compromise to the comfort of our guests.”

Savings in the Details

“We got our experience in this kind of energy management during a period of three consecutive rate hikes,” Brian says. “My feeling is, those challenges actually helped us because they made us reexamine what we thought was ‘optimal’ performance. We looked for energy savings where we’d never looked before, and when we threw our old assumptions out, we found potential we never expected. Is it worth it? Definitely. The best payoff here is what we learned. In the hottest month of the summer in Palm Springs, we reduced consumption by 25% versus prior years, just from being prudent and diligent. We’ll do even better in the future.”

Like Wyndham Palm Springs Resort, you can save money on electricity:

- **Switch to a time-of-use (TOU) rate and shift electricity usage from on-peak hours to mid-peak and off-peak hours as much as possible**, to take advantage of lower energy rates. Customers with demands over 200 kW are already on TOU rates.
- **Participate in SCE’s Demand Bidding Program**, in which customers with demands of 200 kW or greater can receive credits on their bill for voluntarily reducing power during called events. Learn more at www.sce.com/drp.
- **Use Web-based tools such as SCE EnergyManager[®], SCE Cost Manager[®] and SCE Bill Manager[®]** to monitor your electricity usage in real time and over the long term.
- **Learn how the SCE Summer Discount Plan at www.sce.com/drp** can help you optimize your energy usage and cut your electricity costs
- **Find out how SCE Demand Response Programs** can reward you for reducing your electricity usage at www.sce.com/drp

For More Information

Southern California Edison offers a range of programs such as cash incentives, energy surveys, and payment options to help you better manage your electricity costs. To learn more, please contact your SCE account representative, call (800) 990-7788, or visit us at www.sce.com.

Learn more about how to save energy and save money:

Demand Response Programs
www.sce.com/drp
626-302-8320

SCE Demand Bidding Program
www.sce.com/drp

**Energy Manager[®],
Cost Manager[®],
Bill Manager[®]**
[www.sce.com/RebatesandSavings/
LargeBusiness/EnergyManager/](http://www.sce.com/RebatesandSavings/LargeBusiness/EnergyManager/)

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