

Energy Management Success Story



Marriott International



Retrocommissioning at Marriott: Fine-Tuned Energy Management for Savings

Energy-efficient lighting; electronic thermostats; cold-water ozone laundry systems; occupancy sensors... not the usual list of amenities one anticipates from an international leader in hospitality. Nevertheless, these energy management measures work behind the scenes at Marriott International hotels to keep guests comfortable while supporting operational efficiency and profitability. The results speak for themselves: nationwide, effective energy management saves Marriott about \$4.5 million annually and reduces the company's greenhouse gas emissions by an estimated 64,000 tons.

Marriott's California properties have been proving grounds for many of the company's national energy management initiatives. "California is ahead of the rest of the country in energy management," says E.J. Hilts, Marriott's Regional Director of Energy. "We've had a full-time energy management function since the time of the deregulation and the energy crisis in 2000, and we've made it part of our business to reduce consumption wherever we can to manage our

properties as efficiently and profitably as possible. Part of our success has been in our collaborations with Southern California Edison (SCE)."

Optimized Functions, Maximized Savings

"Marriott's energy management commitment extends beyond our guests and associates to include the communities we serve and the environment," Hilts explains. "We've taken measures property- by-property, room-by-room in nearly fifty of our California facilities, making use of SCE's Express Solutions and Customized Solutions Programs to earn cash incentives on energy efficiency equipment.

"The ideas we got from our training in SCE's Retrocommissioning (RCx) Program really made a difference for us," he continues. "Marriott is a leader in the hospitality industry in putting retro-commissioning practices to use, and we've made what we learned from SCE part of our company-wide Strategic Energy Policy." RCx provides engineering services and incentives for upgrading existing buildings where the original technology is outdated.

Estimated Savings by Managing Energy

- *Location:* Nationwide
- *Industry:* Hospitality/Hotels
- *SCE Programs Utilized:* Express Solutions, Customized Solutions, Retrocommissioning (RCx)
- *Results:* Annual savings nationwide of about \$4.5 million and reduced greenhouse gas emissions by approximately 64,000 tons

ESTIMATED ANNUAL SAVINGS

\$4.5 million

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The scope of review is broad: control or building automation systems (BAS), central plant and HVAC systems, boiler equipment, hot water or steam distribution systems, lighting, and use of available rebate programs, so the program optimizes building operations for energy efficiency, and takes advantage of payback from the earliest stages. The investments turn into millions of kilowatt hours saved.

"About 80 of our properties in our Western Region won the ENERGY STAR® Award from the U.S. Environmental Protection Agency (EPA) for their overall energy performances, and we take a great deal of pride in that achievement," says Hilts. "Our paramount



E. J. Hilts, Western Region Energy Manager, Marriott International

consideration is always guest comfort, but energy management and comfort are not mutually exclusive. And the savings we achieve can be shared with our guests."

Making Savings Standard Operating Procedure

"SCE is one of the best utility companies we work with," concludes Hilts. "They're focused on the customer, and the technical staff has the competencies to help us in a number of areas. Marriott is taking energy management lessons we've learned in California and implementing them across the country. If we weren't saving energy by every means available to us, we'd have to pass the costs along to customers. Effective energy management is as important as guest amenities at keeping us competitive."



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"SCE's Retrocommissioning Program really made a difference for us."

E. J. Hilts, Western Region Energy Manager, Marriott International

Earn Even More Savings with Other SCE Offerings

Southern California Edison offers a range of energy management solutions to help you better manage your electricity costs.

- Purchase qualifying energy-efficient equipment or technologies and receive incentives and rebates through SCE's Express and Customized Solutions.
(800) 736-4777
www.sce.com/Express_Solutions
www.sce.com/Customized_Solutions
- Use Savings By Design for project assistance and financial incentives for the design and construction of energy-efficient buildings and installation of high-efficiency building systems.
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- Save more with SCE's Demand Response Programs, such as Critical Peak Pricing and Demand Bidding Program, which offer low cost ways to reduce your electrical bill for agreeing to temporarily reduce electricity usage during peak hours.
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