



## Wyndham Palm Springs Resort



Brian Healy,  
Engineering Director,  
Wyndham Palm  
Springs Resort

### 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,” Healy 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 (DBP) from Southern California Edison (SCE).

#### **DBP: Revealing the Hidden Savings**

SCE’s 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,” Healy 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

#### **Estimated Savings by Managing Energy**

- *Location:* Palm Springs, CA
- *Industry:* Hospitality/Hotels
- *SCE Programs Utilized:* Demand Bidding Program (DBP) and EnergyManager®
- *Results:* \$5,000 savings; over 700,000 kWh saved

#### **ESTIMATED SAVINGS**

# 700,000+ kWh

# Energy Management Success Story

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

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

Healy used SCE EnergyManager® Basic for Web-based usage monitoring, and received 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,” Healy 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.”

**“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

### 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.  
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[www.sce.com/Customized\\_Solutions](http://www.sce.com/Customized_Solutions)
- Install SCE’s Automated Demand Response (Auto-DR) which incorporates automated load control systems (an energy management system) to carry out DR strategies without manual intervention.  
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