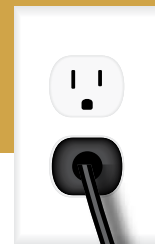




## Energy Management Success Story



### Retro-Commissioning at Marriott: Fine-Tuned Energy Management for Savings

**E**nergy-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," E. J. 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 Efficiency and Standard Performance Contract Programs to earn cash incentives on energy efficiency equipment.

"The ideas we got from our training in SCE's Retro-Commissioning (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 RCx provides engineering services and incentives for upgrading existing buildings where the original technology is outdated. 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<sup>®</sup> Award from the U.S. Environmental Protection Agency (EPA) for their overall energy

#### Savings by Managing Energy:

- Annual savings nationwide of about \$4.5 million and reduced greenhouse gas emissions by approximately 64,000 tons.

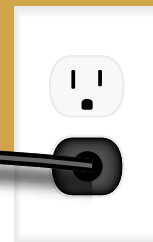
E. J. Hilts,  
Western Region Energy Manager,  
Marriott International





**“SCE’s Retro-Commissioning Program really made a difference for us.”**

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



performances, and we take a great deal of pride in that achievement,” says Hilts. “Our paramount 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 E.J. “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.”

### Like Marriott International, you can save money on electricity:

- **SCE’s Retro-Commissioning Program** at [www.sce-rcx.com](http://www.sce-rcx.com) can help improve the operation of mechanical equipment, lighting, and related controls to save energy.
- **SCE’s Technical Assistance & Technology Incentives (TA&TI) Program** at [www.sce.com/drp](http://www.sce.com/drp) provides technical assistance in the form of demand

response site assessments, usually at no charge to eligible commercial and industrial customers, and incentives for the installation of qualifying demand response technology.

- **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](http://www.sce.com/drp).
- **Find out how the Standard Performance Contract Program** at [www.sce.com/spc](http://www.sce.com/spc) can give you cash incentives for energy-saving retrofits of existing equipment or systems.
- **Use the Savings By Design Program** at [www.savingsbydesign.com](http://www.savingsbydesign.com) for project assistance and financial incentives for the design and construction of energy-efficient buildings and installation of high-efficiency building systems.
- **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.
- **Find out how SCE Demand Response Programs** can reward you for reducing your electricity usage at [www.sce.com/drp](http://www.sce.com/drp).
- **Use SCE’s Express Efficiency Program** at [www.sce.com/express](http://www.sce.com/express) for cash incentives on qualifying energy-efficiency equipment.

### For More Information

Southern California Edison offers a range of programs such as rebates, 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](http://www.sce.com).

Learn more about how to save energy and save money:

### SCE Energy Management Classes

[www.sce.com/ctac](http://www.sce.com/ctac)  
800-336-2822;  
[www.sce.com/agtac](http://www.sce.com/agtac)  
800-772-4822

### Express Efficiency

[www.sce.com/express](http://www.sce.com/express)  
800-736-4777

### SCE Retro-Commissioning

[www.sce-rcx.com](http://www.sce-rcx.com)

### Standard Performance Contract

[www.sce.com/spc](http://www.sce.com/spc)  
800-736-4777

### Savings By Design

[www.savingsbydesign.com](http://www.savingsbydesign.com)  
[www.energydesignresources.com](http://www.energydesignresources.com)  
800-338-8502

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