

## Marriott Saves Energy and Money While Protecting the Planet

Marriott International takes pride in offering its guests first-rate accommodations and service. But, as Chairman and CEO Bill Marriott once said, the company also takes pride in its philosophy that we are all “guests on this planet,” an approach demonstrated by Marriott’s highly proactive initiatives to save energy and support sustainability.

“We find that our success in doing business efficiently and protecting the planet matters to our leaders, our guests, our associates, and our stockholders,” said Vice President of Engineering & Facilities, the Americas, Robert Bahl.

For its over 200 hotels in SCE’s service territory, Marriott collaborates closely with SCE on energy efficiency (EE) and demand response (DR) initiatives to achieve that success.

“Our Account Manager exemplifies what we need within a utility,” Bahl noted. “She understands our business and ensures she is up to speed on all SCE program offerings, so that she can tailor communications that we find meaningful.”

### Savings of 17 Million kWh Annually

SCE’s EE offerings continue to make a huge difference for Marriott. With more than \$2 million in incentives received from 2006 through 2014 in SCE service territory hotels, Marriott saved over 17 million kilowatt-hours annually.

Incentive programs used, among others, include the Energy Efficiency Express and Customized Solutions programs, and the third-party Lodging Energy Efficiency Program (LEEP). Customized Solutions builds on Energy Efficiency Express by offering more tailored equipment upgrades that can obtain even deeper savings and higher incentives, while LEEP provides development, management, and implementation of energy-saving projects for lodging facilities.

Examples of Marriott’s upgrades, with incentives helping to offset up-front costs, include:

- Lighting retrofits, plus wall-box lighting sensors to turn off lighting in unoccupied rooms
- HVAC occupancy sensor thermostats
- Variable frequency drives (VFDs) to maximize HVAC fan efficiencies
- VFDs on chilled water and hot water circulation pumps
- Packaged terminal air conditioners and heat pumps
- Water-side economizer and temperature reset strategies for central plants
- Energy Management System controls to manage equipment use for both EE and DR savings
- Efficient pool pumps and light-emitting diode (LED) pool lighting

### The Next Wave of Efficiency

Marriott plans to continue energy-saving initiatives as part of its corporate goal to reduce energy and water consumption by 20 percent by 2020 from its 2007 baseline.



An official from Marriott International – which collaborates closely with SCE on programs to save energy, money, and help the environment – says, “Effective energy management is as important as guest amenities at keeping us competitive.”

“We feel that the interconnection of building technologies from dimmers, to thermostats, to TVs, to building automation, to appliances represents the next wave of efficiency,” said Director of Energy & Environment Douglas Rath, who manages conservation and demand-side programs.

“Any incentives that would help us continue to update, automate, or interconnect these diverse systems to save energy would have value.”

## Demand Response Load Reductions

Marriott also takes part in DR using the Aggregator Managed Portfolio Program, which authorizes third parties to develop their own DR programs for our customers.

With DR, you reduce energy consumption when events are called during peak-demand periods; this relieves stress on the electricity grid, reduces energy costs, and helps the community and environment, in turn earning you incentives to help offset energy charges.

Marriott maximizes DR participation with Automated Demand Response technology incentives that assist in lowering the costs of installing and upgrading smarter building controls.

These Energy Management System controls help Marriott manage energy use on an ongoing basis, while also enabling remote and automatic load reduction during DR events, with the flexibility to aggregate participation at multiple sites when events are called.

Rath noted, “The incentives we get paid for shedding load, coupled with the automation incentives we get paid to put in the controls, make this program a huge success for Marriott.”

## Effective Energy Management: Competitive Value

Marriott’s bottom line remains its commitment to building an environment for “guests on this planet” using energy- and money-saving measures in partnership with SCE.

“Effective energy management is as important as guest amenities at keeping us competitive,” Rath said. And as for SCE, “It is one of the more forward-thinking utilities, and proves this every day by the programs and incentives it offers.”

To learn more about SCE energy management solutions, ways to reduce your energy usage, and manage your energy costs, visit us [online](#) or contact your SCE Account Manager.

*This case study is provided for your general information and is not intended to be a recommendation or endorsement of any particular product or company, or a representation of any actual or potential future energy or monetary savings for other customers.*

*These programs are funded by California Utility ratepayers and administered by SCE under the auspices of the California Public Utilities Commission (CPUC). Programs are offered on a first-come, first-served basis and are effective until funding is expended or the program is discontinued. Programs may be modified or terminated without prior notice.*

*The information contained herein does not replace pricing information contained in any CPUC-approved tariff. Please refer to the tariffs for the programs described for a complete listing of terms and conditions of service, which can be viewed online at [sce.com/regulatory](http://sce.com/regulatory).*

## SCE Employee Giving Helps Our Communities

At SCE, we have a long, proud history of giving back to the communities our company and our customers serve. We provide several options for our employees to make a difference, and these giving activities reinforce our commitment to help build, strengthen, and unify the communities in our region.

In 2014, employees in our Business Customer Division (BCD) donated \$99,500 to 24 organizations that benefit children, the elderly, veterans, and disabled and low-income individuals. In 2015, BCD employees – again with the support of customers like you – raised nearly \$110,000 for 27 organizations, including:

- American Cancer Society;
- National Military Family Association;
- Children’s Hospital of Orange County;
- Clothes the Deal, a Downey-based organization that provides business clothing and other support to help low-income individuals succeed in the workplace;
- Cory’s Kitchen, located in Irwindale, which provides emergency food to families in need;
- Haynes Family of Programs, a La Verne-based nonprofit that serves special needs children; and many more.

There are a number of ways that our employees give:

- **The year-round Matching Gift Program**, which matches employee donations, dollar for dollar, to qualified educational institutions up to \$2,000 per employee per calendar year
- Donations through **Edison International’s Relief Fund** or other funds established to benefit a specific cause during disasters and other crises
- **Year-round employee fundraising and donation drives** to raise funds and donate goods to address the needs in their communities
- **The Annual Edison International Employee Giving Campaign**, a pledge drive during which employees donate to a tax-exempt nonprofit or school of their choice



SCE Business Customer Division employees participate in giving activities, such as fundraising walks, to support organizations that benefit those in need. In 2015, employees raised nearly \$110,000 for 27 nonprofits.

Employees also donated hundreds of volunteer hours last year to a variety of community projects – such as food drives, bake sales, blood drives, charity walks, and more – demonstrating a desire to support individuals in our communities and give back to those who need a helping hand.

### Thank YOU for Making a Difference

Employee giving strengthens our partnerships with businesses like yours, as many of you support the causes our employees choose by providing additional contributions, in-kind donations, and venues for fundraising and volunteer activities. Thank YOU for your commitment, as we join together to make a difference in the communities where we work and live.

[Read more](#) for additional information on all of SCE’s corporate philanthropy and employee giving activities.

## Helping You Weather El Niño

Weather forecasts are predicting an El Niño weather pattern for the first half of 2016. SCE's team is preparing for storms and stands ready to respond to any potential impacts to our electric system. It is important to plan ahead, and we encourage our customers to use storm preparation and safety tips to prepare now for potential outages. For example, if you have back-up power generators at your facilities, we recommend testing them to ensure they are ready in case of a power interruption.

Use these resources on severe weather preparedness, safety during storms, and outage reporting to be prepared:

- Specialized pages on our website: [on.sce.com/elniño](http://on.sce.com/elniño), [on.sce.com/preparedness](http://on.sce.com/preparedness), [sce.com/outagecenter](http://sce.com/outagecenter), and [on.sce.com/staysafe](http://on.sce.com/staysafe).
- SCE's [Facebook](#) and [Twitter](#) sites, as well as our [Inside Edison](#) website.
- Our online [outage center](#), where you can check on the status of or report power outages. You also can let us know about an outage by calling 1-800-611-1911.

**IMPORTANT:** Don't touch anyone or anything in contact with a downed power line, and never touch or step in water near a downed wire. If you see a fallen power line, call 911.

## How SCE Is Working to Keep the Lights On

Last August, SCE formed a company-wide El Niño preparedness team to plan for the storm season. Completed and ongoing initiatives include, but are not limited to:

- Conducting a hazard analysis to identify specific areas where we are taking steps to mitigate the impact of potential outages.
- Evaluating alternate operating locations and assessing inventory levels of equipment, materials, and personnel.
- Conducting frequent inspections (including post-storm) of our equipment and facilities that may be susceptible to expected hazards.
- Increasing our tree trimming and brush clearance activities.
- Clearing storm drains in and around our substations and service centers and testing sump pumps.
- Implementing the Incident Command System – a standard, widely used emergency response system – to respond to and manage business disruptions and to improve our integration with first responders.
- Meeting and working with representatives from emergency response organizations across our service territory, as well as the California Office of Emergency Services, to review our planning efforts.

For questions or more information, contact your Account Manager, or reach us at 1-855-683-9067 or [scepoc@sce.com](mailto:scepoc@sce.com).