

## Stanford Court Hotel (2-min)

### Audio Description Script

We see aerial shots of San Francisco near the water's edge. A title reads, "Stanford Court Hotel, San Francisco, California."

Michael Baier, General Manager of the Stanford Court Hotel is an animated balding man with a close-cut beard. He wears a blue suit with a checkered white button down shirt.

Michael greets and chats with a male employee at the reception desk of the hotel. Michael talks with a group of hotel workers in a back office area. Michael sits at a desk, writing. He looks at architectural plans.

We see an aerial shot of the hotel from above.

Michael walks through the hotel with Chris Mirasol – a Customer Relationship Manager at PG&E. Chris is a middle-aged man with dark hair and eyes, wearing a black PG&E zipper jacket.

We see shots of the brightly lit modern looking hotel lobby, bar area, and rooms.

A title reads, "Total rebates rewarded \$78,000."

Chris and Michael have an animated conversation.

They are joined by Michael Fong.

Michael Fong is an Energy Efficiency Specialist at San Francisco Energy Watch. He is a middle-aged man with dark hair and eyes wearing a gray jacket with his company's logo on it.

Michael Baier and Michael Fong sit on a sofa discussing paperwork in front of them.

The three men walk through the hotel looking at, and discussing, lighting.

A title reads, "Estimated Annual Savings \$25,000." We see various shots of the sleek, upscale lobby areas of the hotel.

Michael Baier talks with a hotel engineer. A housekeeper makes a bed in one of the rooms. We see a high-rise view of the city through the window behind her.

Food is prepared in the hotel kitchen. We see shots of the streets and buildings near the hotel. There are a lot of bustling pedestrians. A trolley car drives by.

Michael Baier looks through a raised planter bed that is growing dill and chard.

Michael looks out a hotel window at a view of the city.

The PGE Logo fades in. The screen reads “Together, Building a better California.”

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## **Video Script**

- My name is Michael Baier, and I'm the general manager at the Stanford Court Hotel in San Francisco. I wanted to get into the hospitality business because I love people, I love travel, and it seemed like a natural way to combine those two passions. Our business has faced many challenges over the years, and one of those challenges has been, how do we become more energy-efficient and to lower our overall cost? When we took over the property in the summer of 2013, it was clear that not much had been done with regards to energy conservation. We knew we had to upgrade our lighting, and we knew that LED technology had come a long way and become more appropriate for our environment. We were introduced to several upgrade opportunities through a partnership with PG&E.

- The hotel upgraded all their lighting in four different phases, starting with the back of the house, the lobby, the bar area, and all the rooms.

- Chris and the team at PG&E and SF Energy Watch made it easy. The rebate process, filing rebates on our behalf. The process was much easier than I anticipated.

- This customer was a good candidate for this project because they have high sustainability goals and they had a lot of opportunity to convert their lighting from compact fluorescent and incandescent to LEDs. Some of the benefits of the lighting upgrade has been the improved light quality throughout the hotel.

- [Michael Baier] We've got full control, whether we want an area to be a quiet reading area or an active work area. We can control that through lighting.

- [Chris Mirasol] By doing the lighting upgrade, the hotel could also save on operational costs.

- These new LEDs run for sometimes 40,000 hours, so what that translates into is our engineers are changing a lot less light bulbs, and we're not having to resupply ourselves so often. Those savings will allow us to invest in other costs savings initiatives.

- San Francisco has really high goals for reducing energy usage and carbon emissions, so when I help a business like the Stanford Court Hotel reduce their energy usage, it really makes me feel good that we're working as a community to achieve our goals.

- I am involved in the city's sustainability efforts, and so, you know, whenever I can do anything that helps that, it makes me feel good, and, you know, I like to know that we're making a difference.