

## **Menlo Business Park**

### **Audio Description**

Opening graphic reads – Menlo Business park – Energy Audit Services

As we see wildflowers around the cement sign for Menlo Business Park, we hear from Dave Tarlton, Vice President and Director, Tarlton Properties, Inc. He has dark hair and wears glasses and a blue collared shirt.

We see Joshua Fredriksson, Customer Engagement Account Executive with PG&E, he has short cropped hair and wears a purple collared shirt. He enters the building and greets Dave with a handshake. As he speaks we see the building exterior, a two-story modern glass and cement office building with blooming trees and a bronze sculpture of flying birds outside. We see Dave and Joshua walking through the building looking at the windows. They shake hands with Karl Gee, Senior Energy Efficiency Specialist with Progressive Lighting & Energy Solutions. He is bald and wears a blue shirt. We see the three men speaking together as they all look at a laptop. Dave then Joshua speak to camera. We see Dave tracking energy usage on his computer. As Karl speaks we see a computer screen with sensor controls being adjusted. Dave and Joshua walk through an empty office space looking at the improved light fixtures and sensors. We see Joshua, then Greg speak to camera, then the three men walking through a different area of the office as the lights on sensors are seen. As Joshua speaks about the energy savings we see a car pull into the parking lot. Dave, then Joshua speak to camera to close the segment.

The closing graphic reads – Go to [www.pge.com/audit](http://www.pge.com/audit) to learn more

### **Transcript**

Dave Tarlton - In the more challenging economy of the last ten-or-so years in commercial real estate, it's a challenge to have a property manager differentiate their product from the adjacent portfolios.

Joshua Fredriksson - What makes you different than your competitor? Well if your building looks like something out of the early Nineties, and we're in 2012, it's time to give it a face-lift.

Dave - We have had here, in Menlo Business Park, previous small segments of lighting efficiency upgrades and never before have we approached an evaluation of the entire campus all as one project.

Joshua - We started that off by bringing in some engineering support, doing a couple walk-throughs, preliminary audits, and then eventually it evolved to talking with Karl Gee at Progressive Lighting.

Karl - An energy audit basically identifies the existing conditions. What the fixtures are using for consumption-per-fixture.

Joshua - Dave Tarlton said, "Alright, Karl, Josh, what other opportunities are out there?"

"What else can I do?" And what we were able to do is take a program from our PG&E Portfolio, called 'On-Bill Financing.'

Dave - It's a wonderful PG&E program wherein for certain qualified utility efficiency upgrade projects, they will provide zero-interest financing.

Joshua - We were able to finance \$100,000 at zero percent at every building.

Dave - In my wish list I really, really wanted the ability to have dimable lighting.

Joshua - He saw that as something that was going to give him that much more of an opportunity to save money.

#### Menlo Business Park – Transcript – (cont'd)

Dave - We also became aware that we could upgrade the HVAC controls in parallel with the lighting upgrades. And by upgrading the HVAC controls, we would expose ourselves to further, additional rebates, and incentives channeled through PG&E.

Karl - Sensors were installed on a fixture-by-fixture basis. They have the capacity to read ambient light, measure temperature, and read occupancy.

Dave - If the light fixtures are in a private office, and the individual departs the private office, the lights automatically dim-down, dramatically reducing the consumption for those individual lights.

Joshua - Now the last challenge that Dave presented to us was making sure that he had one control for all the different equipment that he had in the buildings.

Karl - The granularity of our fixture controlling system allows us to control a fixture-by-fixture for the perfect environment. That level of control will organically evolve to a much higher level of savings over time.

Dave - So the audit got very, very detailed, as when you have a utility bill that's in the range of \$1.5 million per year, having that bill reduced by a third is a very attractive thing.

Karl - There's going to be approximately a million pounds of carbon offset per year as a result of what we've done.

Joshua - It was enough energy to supply 366 homes a year, and then also avoid 192 cars on the road. So by taking advantage of the audit process, Dave was really able to pioneer the way with these different technologies and these controls. And not only that, make his tenants happy.

Dave - We had a tenant prospect. The CEO of the tenant turned to her broker and said, "We don't need to go any further." "This is the space we are going to have." "I love these lights." "I love this property manager's proactive approach to energy management." For us, that was the first true confirmation that the utility upgrade project was meeting one of its many goals of making the space different and more attractive to tenant prospects.

Joshua - I look forward to pushing that bill and finding different opportunities for him. And hopefully take what we did here, and then show other customers that "Yeah, you can do it too!"