

Palo Alto Medical Foundation

Audio Description

Opening graphic reads Palo Alto Medical Foundation – Energy Audit Services. This is seen over a beautiful yellow and blue, blown glass sculpture which is in the center of a circular lobby inside the medical foundation building. We see clients entering and leaving the building as we hear Greg D. Mills, Director of Facilities, Environmental Services and Security. Greg is an older gentleman with a gray beard and wears a dark suit and tie. We next hear from Don O’Hare, the foundation’s Facilities Operations Manager, he has brown hair and a beard and wears a blue shirt and tie. Frank Arroyo, Senior account manager for PG&E, wearing glasses and a brown sweater, meets Greg in the lobby. As Greg speaks we see a water fountain and pond outside a building, and the glass window exterior of a building. As Frank speaks we see another wall fountain and pond in a terraced area. Greg looks at a building plan on his ipad and speaks to Frank as they are seated in the lobby by the glass sculpture. Greg and Don walk through the building looking at lighting. As Frank speaks we see Don at a computer adjusting the temperatures in various areas of the building to reduce demand. As Don speaks we see the exterior boiler equipment. Frank speaks to camera. Don, then Greg speak to camera about ways to save. We see the lobby and terrace area as well as the underground parking. When Greg speaks about Savings by Design we see a two-story building under construction across the street. Frank then Greg speak to camera, and we see light switches and duct work inside the building. Greg closes the segment.

The closing graphic reads – Go to www.pge.com/audit to learn more

Transcript

Greg D. Mills - We want to make care as affordable as we can, so energy savings is very important. Working with Frank and PG&E on the energy audits and saving energy, goes to the bottom line, it helps us meet the goal of providing affordable patient care.

Don O’Hare - We need to start reducing our consumption for everything if we’re gonna stay competitive in the industry.

Frank Arroyo - Working with Palo Alto Medical Foundation, they’re pretty unique customer because they have a wide range of facilities.

Greg - With Frank we’ve been able to cover all our buildings, you know, new, old. I don’t know of one building that hasn’t fit into one of the programs.

Frank - One of their goals is to work with the lowest energy cost. So we provide free energy audits.

Greg - We’ve used the audit process to identify problems with the operations of the building. The engineers come out and visit the site, and they make their

recommendations and implementation, it's a very easy process.

Frank - The Director of Facilities, Greg Mills, will make sure there's a clear understanding, and then he tries, if it's cost effective and the right thing to do, to proceed.

Don - PG&E had in the audit basically a sheet that gave us ideas of where this low-hanging fruit was, and that's what we did, and we walked around and we went with this, and said, oh here's what they're talking about, let's do that.

Greg - And the beauty of the audit process is they estimate how much annually you'll save when you implement the recommendation. One program that we participate in is the demand response program.

Frank - A customer will agree to reduce demand, so they pre-cool their common areas, and then raise the temperatures a little bit, and by doing that, they were able to reduce their demand in that 5%, 10% range, and we were able to give them a little bit of money this past year, which is great.

Greg - You really dissect your building and go area by area and see what the conditions are, and whether or not you can vary temperatures and lighting.

Don - We have to bring our boilers up to NOx levels for the Bay Area quality control, so we get a hold of PG&E and said, this is what we have, this is what we want to put in, what kind of rebate can we get from that?

Frank - We went with some high-efficiency boilers, we were able to give them some incentives on those. They went through and removed lights from vending machines, they turned off coffee pots. Coffee pots here use almost 1800 watts apiece. So turning those off for some money savings, reduces their bill right off the bat.

Don - There are some areas in the medical facility that we can't touch, an MRI uses a certain amount of KW, the PET scans, we really have to look outside the box.

Greg - So we look to other areas, administrative areas, common areas, little things like that, but when you consider how many of them are in your building, they add up. When we are able to reduce, we collect the incentive, and we use the money to refund additional energy projects in our building, so it's a win-win for everybody. With Savings by Design, we start from the very beginning before there is anything built, just a bare lot.

Frank - Because that allows a customer to evaluate different options than they would normally, and see how the incentive plays into it, and to make a real informed decision.

Greg - For the building we have under construction right now, the estimated rebate is in the area of \$500,000. So we not only get that reduction in cost of the overall construction of the building, we get a very energy efficient building.

Frank - PG&E has a lot of programs and services, and the best way to take advantage of those is just to contact the rep.

Don - PG&E has done a spectacular job in keeping us at the forefront of the innovations.

Greg - What motivates me to participate in the programs that we've been talking about, is we need to be able to provide cost effective care to our patients. And the end result

of using less is better for the environment, so it works very well.