

PG&E BEETS HOSPITALITY VIDEO

VIDEO TRANSCRIPT

- Beets Hospitality Group is an event management company and we manage and operate two beautiful event centers in Livermore wine country. We really started on our sustainability journey back in 2015. We did a comprehensive internal assessment and the upgrades to the HVAC system rose to the top.

- Marina Mechanical was founded in 1957. What we try and target are customers that have the right type of equipment that'll quality for.

- One of the major components of the system was actually adding variable speed drives to the fan blower systems of each unit. So before, think of your HVAC unit as on or off. Now we actually start at about 20% and depending on the needs, that 90% of fan speed reduces the cost by almost 30%.

- I really influenced them to go a step further. Utilize PG&E's 0% energy-efficiency financing. Our rebate program showed good results onsite and going forward with their maintenance of their energy systems.

- And if you consider that air conditioning takes up about 30% of the cost of running the building, and we can cut that by a third, then that equates to about a 10% energy savings off your bill. That's huge.

- So therefore, they could actually go back and say after you've actually installed this catalyst system, this is the projection for the amount of savings you're going to have annually, the amount of savings you're gonna have over the next five years, and that actually was one of the major a-ha moments was when we saw how much savings the business could actually benefit from.

- The critical point for us came when we learned that PG&E would actually help finance the project. Yeah, we can do this, we should do it, and we have confidence that we'll get the results that we're hoping for.

- The idea is that it's no out-of-pocket money. And after that, then you just pocket all the savings.

- I'm able to go in on a Monday morning, look at our event schedule for that whole week, and I can actually go in and the program start and end time for the overall system.

- One of the things that I saw were the large-scale maintenance benefits that the customer saw. Not having to go on the roof cuts down on the customer's time out in the field with maintenance. Gets them back in the office doing better things for their customer base.

- But if you roll the clock back a few years ago, it was inevitable that we were all a wreck because we could not get the room at the right temperature for the client, and that hasn't happened since we installed the system.