

Ocean Park Inn reduces demand charges by 10 percent while guests continue to enjoy the comfort they expect on vacation



Location

Ocean Park Inn
San Diego, California
72 room beachfront hotel

Activation Date

June 2014

System Size

18 kW

10-Year Automated Savings

\$45,000

I know my Stem energy management system is working without having to think about it. In an industry where many of the daily operations require constant attention, it's a huge bonus to have one less thing to worry about.

Elvin Lai

CEO at Ocean Park Inn

The Ocean Park Inn attracts hundreds of visitors throughout the year for its year-round temperate climate and location on the bustling San Diego boardwalk. Its high occupancy rate and daily operations also mean steep energy costs for the hotel. The leadership at the Ocean Park Inn has long been interested in sustainable solutions that reduce its energy spend, but in the hotel business it's no small task to manage operations such as lighting, cooling and elevators without impacting guest comfort or driving up staff costs.

With this in mind, the Ocean Park Inn set out to find a simple energy management solution that would automatically reduce electricity costs without requiring changes to hotel operations or constant oversight from the staff.

Stem stood out over other energy upgrade options

When CEO Elvin Lai began scouting for solutions, he considered everything from solar to wind to infrared room monitors, which cut power during times when patrons are out for the day. However, most of these potential solutions were not a perfect match due to high upfront costs or long payback times. Some options actually drove up the cost of operations.

Stem's solution, on the other hand, would produce immediate savings. The combination of San Diego Gas & Electric's energy storage incentives and Stem's financing plan would even allow Mr. Lai to activate the system for no upfront costs.

One less thing to worry about: Automated Energy Management

Like most hotels, the Ocean Park Inn runs a variety of energy-intensive systems to meet guests' needs, causing periods of high peak demand, especially when these operations overlap. The highest peaks were resulting in costly demand charges, adding up to 50 percent of the hotel's utility bills.

While traditional energy efficiency solutions reduce overall energy consumption, they do nothing to trim peaks, stabilize demand and reduce demand charges.

Stem generates monthly energy savings by learning the hotel's energy usage patterns, charging when energy prices and demand are low and deploying stored power to offset costly peaks. The facilities staff is free to manage other operations while Stem automatically stores and deploys in the background.

Using predicted energy use to save more

Beyond automated storage, Mr. Lai furthered savings by spreading out energy-intensive activities with the help of Stem's PowerScope software platform. Stem's software displays real-time and predicted energy use, providing unparalleled visibility into how the hotel's energy usage patterns translate to costs. With this insight, hotel staff can assess the value of operational changes they are considering and predict monthly energy costs before the bill arrives.



"When I see how my peak rates differ throughout the day, I can spread out hotel activities to further help prevent high demand peaks," said Mr. Lai. "It makes our operations more efficient and consistently saves us money."

Partnering with a customer service-oriented team

By partnering with Stem, the Ocean Park Inn gained access to more than a product: it gained access to a service and a team of energy experts.



Stem's high level of customer service made everything incredibly simple from day one. From handling the entire rebate process to managing the installation, they continue to provide ongoing service and support for me and my business.

- Elvin Lai

Storage seeds future energy efficiency upgrades

Automated savings from Stem's system are expected to save the Ocean Park Inn an average of \$4,500 per year, lowering its annual demand charges by more than 10 percent. Those savings could seed additional energy upgrades for the hotel down the road. Mr. Lai notes that he would one day like to revisit the idea of solar or wind so the hotel can both produce and store energy.

"For others considering an energy management solution, I would tell them that Stem is a fantastic partner that provides cost saving results," said Mr. Lai.

About Stem

Stem combines powerful learning software and on-site energy storage to automate savings. To learn more, visit stem.com



Top photo: PowerScope by Stem

Middle photo: The Ocean Park Inn | San Diego, California

Bottom photo: The 18 kW PowerStore by Stem

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