



*“Energy efficiency has become endemic in our system. We’re constantly looking for new ways to save because it directly impacts the bottom line and everyone around us.”*

**DONNA SERPICO-THOMPSON,**  
VICE PRESIDENT OF  
BUSINESS DEVELOPMENT,  
SHARP HEALTHCARE



*Sharp HealthCare’s energy-efficiency efforts are designed to reduce its carbon footprint, enable operational savings, and provide a healthier environment for patients, staff, and the community.*

**Annual Savings: 2,748,297 kWh; 159,745 therms**  
**SDG&E® Incentives: \$367,415**

## Highlights

- Natural Resource subcommittee
- Photovoltaics
- Lighting and HVAC retrofits
- Computer power management system
- 17 electric vehicle (EV) charging stations

## Taking great care with energy efficiency

At Sharp HealthCare, the leading healthcare provider in the San Diego area, the motivation to improve efficiency goes beyond simply using less energy and managing costs. By reducing greenhouse gas emissions, Sharp is actually supporting its core mission of improving health. “Hospitals have huge carbon footprints and climate change has an impact on health,” notes Donna Serpico-Thompson, Vice President of Business Development for Sharp HealthCare. “We are serious about being the best community citizen we can be.” Perhaps that’s why Sharp has been successful at engaging employees from every level of the organization in these efforts. “Everyone at Sharp sees reducing energy use as the right thing to do,” adds Serpico-Thompson. “Energy and water conservation ideas are generated from all areas within our organization. We pilot

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## About Sharp HealthCare

Sharp HealthCare is San Diego's top healthcare provider. As a not-for-profit organization, Sharp operates four acute care hospitals, three specialty hospitals, two affiliated medical groups, and a health plan in the region. Its facilities include 101 buildings with more than 4 million square feet of space. Sharp's passion for caring is brought to life by its 2,600 physicians and more than 16,000 employees. Together, they are committed to making Sharp the best place to work, practice medicine and receive care.

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and benchmark projects, then implement best practices throughout our operations."

### Working together for the greater good

Sharp HealthCare has taken a truly holistic approach to improving energy conservation by combining internal and external resources in the process, including SDG&E® and Willdan Energy Solutions. These stakeholders meet monthly as part of Sharp's Natural Resource subcommittee to identify opportunities for savings, evaluate benchmarks, discuss lessons learned, and highlight the efforts that have succeeded. According to Robert Maderazo, SDG&E Account Executive Segment Supervisor, "This collaboration brings in different perspectives and everyone works together to figure out the best ways to achieve the goals and take advantage of the available incentives." As a result, Sharp has made excellent progress on the energy efficiency plan it first developed in 2009. This has resulted in overall savings of 17 million kWh and 200,440 therms, as well as \$1.3 million in SDG&E incentives.

### Multiple projects, one goal

To implement its plan, Sharp HealthCare has undertaken a wide range of efficiency projects. Lighting retrofits completed by American Lighting have saved three million kWh since 2010. "The average payback on lighting is 1.7 years, so it's really valuable," comments Serpico-Thompson. "We've achieved annual energy savings of almost \$500,000 from lighting alone." Sharp also partnered with SDG&E to install a photovoltaic array on its downtown facility, and put in 17 EV charging stations, with the eventual goal of having charging facilities at every building. From using window film to deploying more energy-efficient chillers, Sharp HealthCare maintains a steady flow of efficiency improvements.

One of the most innovative programs Sharp put in place is a computer power management system. Installed on 14,500 computers throughout the organization, this software puts desktop monitors into hibernation to conserve power when not in use. "It has been seamless for our employees and we haven't received any negative comments about it," notes Serpico-Thompson. Through the SDG&E Energy Efficiency Business Incentives (EEBI) and Energy Efficiency Business Rebates (EEBR) programs, Sharp received an incentive for each monitor installed with the hibernation software. So far, this single effort has saved 1.2 million kWh and garnered U.S. Environmental Protection Agency (EPA) recognition as part of the Low Carbon IT Campaign.

### In excellent energy health

While improving the health of the San Diego region and its population is paramount, for Sharp HealthCare, the bottom line benefit makes these improvements an even greater win. Through these efforts, Sharp has reduced its energy spending per foot by \$.50 in just three years. For an organization the size of Sharp HealthCare, with over four million square feet, this translates into serious savings. "When it comes to energy efficiency, we're continuously working to identify innovative, cost-effective projects to reduce our carbon footprint," remarks Serpico-Thompson. "We're already working on our 2015 projects plan. For us, it's about constant improvement."

### For more information

To learn which SDG&E program is right for your business, contact your SDG&E Account Executive, call the Energy Savings Center at: **1-800-644-6133** or email [businessenergysavings@sdge.com](mailto:businessenergysavings@sdge.com).

These programs are funded by California utility customers and administered by SDG&E® under the auspices of the California Public Utilities Commission. Rebates and incentives are provided on a first-come, first-served basis until program funds are no longer available.

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