

Bentley Mills Inc.



THE OPPORTUNITY

Private sector businesses of all sizes are incorporating sustainable energy measures to improve their overall infrastructure performance and capture critical financial savings through a reduction in energy costs. Bentley Mills Inc., California's largest carpet design and manufacturing company, has partnered with ENGIE Services U.S. (ENGIE) to complete a comprehensive energy efficiency project at its corporate office and manufacturing facility. The Energy as a Service™ program allows Bentley Mills to reduce electricity consumption by nearly 20%.

THE PARTNERSHIP

Bentley Mills is centered on sustainability, demonstrating a history of incorporating environmentally conscious initiatives into their operations. Reflected in its Cradle-to-Cradle™ certification process, Bentley Mills' product development mission is focused on product safety for health and the human environment, guided by design for the future, and leading peer manufacturers toward continuous environmental improvement. With this ethos in mind, Bentley Mills entered the next chapter of improving its overall energy performance on site at its corporate office and manufacturing facility in the City of Industry, California. Initiating development in the summer of 2018, Bentley Mills worked with ENGIE to improve building performance and increase overall energy efficiency as part of a modernized sustainability profile.

Technical upgrades included an integrated mix of solutions, such as LED lighting retrofits, compressed air improvements, and implementing water conservation measures. Over 3,400 new LEDs replaced the old lighting system with higher quality, longer-lasting fixtures. The new energy efficient fixtures will brighten workspaces for employees and boost safety on the warehouse floor.

Program Highlights

- Expected to save \$1.07MM over ten years
- Requires zero upfront cost and savings begin accumulating on day one
- Saves 1.43 million kWh of electricity annually, the equivalent of powering over 120 homes for a year

Program Summary

- Project cost: \$1.04 million
- Annual gas savings: 19,000 therms
- Annual water savings: 2.3 million gallons
- Utility incentives: \$117,000
- Annual energy savings: \$243,000
- Simple payback: Immediate

Energy Efficiency Measures

- Mechanical
- Lighting and controls
- Water conservation



ENGIE offers a range of funding support, both in-house and with premier partners and providers. ENGIE has partnered with the efficiency financing firm, Redaptive, to allow Bentley Mills to take advantage of the Energy as a Service™ (EaaS) model, which uses the savings generated by the project to pay for it over time. Over an eight year term, Bentley Mills will yield more than \$27,000 in annual savings during the payback period, and after that period is complete, the annual savings increase to more than \$243,000. Using this structure, Redaptive will cover all costs of the project and take responsibility for energy savings, monitoring, verification, and maintenance, while Bentley Mills will use a portion of the savings to repay the cost of the project.

To further improve the financial benefits and feasibility of the project, ENGIE leveraged its dedicated team of Utility Program Managers to manage and maximize incentives.



3 DIMENSIONS OF IMPACT

ENGIE is committed to building three dimensions of impact in every customer's future:



Supporting People

- Improved interior lighting will enhance the average work day for all Bentley Mills employees.



Saving Money

- Upon project completion, Bentley Mills is expected to reduce its annual energy costs by over \$243,000.



Protecting the Environment

- The energy efficiency upgrades reduce CO₂ emissions by 1,011 metric tons annually, the equivalent of removing 215 cars from the road.



ENERGY-AS-A-SERVICE™

Many private sector companies find themselves overwhelmed by all the energy management options available. These organizations are interested in making sustainable choices about their energy with a large-scale comprehensive program, but may be confused about how and where to begin. **Energy as a Service™** (EaaS) provides a single-point solution to simplify and improve their energy management with:

- Lower energy costs
- Higher reliability and resiliency
- More sustainable, optimized operations
- Zero capital outlay
- No additional staff required

EaaS allows for management of all aspects of a facilities' energy needs, not only installing energy efficiency hardware. In Bentley Mills' case, ENGIE's partnership with Redaptive allows for management of Bentley Mills' energy needs, from financing to monitoring and verification. Just as ride-sharing apps manage all aspects of the user's transportation experience, presenting an attractive, convenient alternative to car ownership, EaaS ensures a smooth and optimal energy management experience for private sector companies to minimize cost, risk, and confusion.