



Havertys

Sustaining a Retail Legacy with Remote Energy Management



The Havertys team exceeded their 5 year energy conservation goals in just 4 years with detailed energy reporting and advanced analytics provided by ENGIE Services U.S.

THE OPPORTUNITY

Havertys began as a single furniture store over 100 years ago and has since grown to over 100 showrooms and millions of square feet of floor space. The facilities team faced the daunting task of gaining control of their energy consumption across their retail stores, warehouses, and office space. The sites had varying levels of sophistication and employed a variety of Energy Management Systems (EMS), no live metering, or no system at all.

Without a process in place to collect or manage their energy data, our challenge was to develop an overall strategy to understand where their aging systems were wasting resources and how to prioritize improvement projects and capital expenditures.

THE PARTNERSHIP

Using newly-formed baselines built on data collected from each individual site EMS and facility meters, the teams were able to document annual benchmarks extending more than five years out. With the realization that the growing company needed an official set of sustainability goals, we formalized a personalized energy and sustainability strategy including a vision for a more sustainable company. A collaborative implementation plan was developed to ensure program success. This included facility audits to pinpoint aging or faulty systems, a cost-benefit and ROI analysis to prioritize capital investment, and ongoing employee training and education, from the board room to the sales floor.

Program Highlights:

ENGIE Services U.S. provided the company with energy reporting and analytics to help identify usage patterns, track costs, and implement a consistent energy management strategy across the entire organization. We achieved:

- \$172,800 in cost-avoidance savings in a single year
- 29% reduction in energy usage company-wide in just four years
- 62% reduction in electrical usage achieved through LED retrofits after a successful pilot program was rolled out company-wide
- 16% energy savings achieved in the first year after the recommissioning of a single store
- Energy consumption dropped from 10 to 8 kWh after the team retrofitted an HVAC system at one particular location



Technical Scope

Gaining access to better data and analytics became our top priority in order to evaluate and establish revitalized energy-efficiency goals:

- Claim sustainability as a strategy
- Complete current-state assessments, including baseline metrics
- Set energy reduction goals and program expectations
- Clarify metrics and identify how progress would be measured
- Set timeframes for each goal, including a 25% kWh reduction in energy over a five year period

From a cost management standpoint, ENGIE Services U.S. helped Havertys gain control over their utility bill expenses by ensuring the bills were accurate and paid on time while also optimizing energy rates and obtaining refunds where applicable. Additionally, we worked to maximize the value of EMS and Smart Meters with the following efforts:

- Prioritize locations for EMS installs based on greatest ROI
- Execute re-commissioning at 29 locations to make sure sites were properly controlled
- Install Smart Meters at show rooms and facilities for recording electric consumption in 15 minute intervals
- Regulate and optimize consumption at all new stores equipped with EMS
- Monitor and resolve EMS alarms and inbound service calls remotely to provide operational support and reduce maintenance truck rolls

3 DIMENSIONS OF IMPACT

With this strategy in place, Havertys energy management has resulted in bottom-line savings, improved operational efficiencies and continued data insights. The data helped to pinpoint and prioritize projects that provided the most immediate energy and cost savings.

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



Supporting People

- Increase staff productivity with reliable service expertise and supplier management



Saving Money

- Enable preventative savings through data insights and prioritize capital expenditures



Protecting the Environment

- Maintain schedules and set points to uphold energy standards across all sites with 24/7 troubleshooting



ENGIE Services U.S. Remote Operations Control Center.