True Market Solutions

TRUE MARKET SOLUTIONS SUCCESS STORY: NORTH COUNTY HEALTH SERVICES

North County Health Services (NCHS) is a private not-for-profit organization that serves over 60,000 patients annually at 10 community health centers in Carlsbad, Encinitas, Oceanside, San Marcos and Ramona. NCHS has been providing affordable, quality & comprehensive care to members of north San Diego County communities who are uninsured or underinsured for over 40 years. In November 2013, North County Health Services was selected as one of the U-T San Diego's Top Workplaces. NCHS's 500+ employees are guided by their passion to serve the community.

NORTH COUNTY HEALTH SERVICES

we're here for you.

NCHS'S GOAL

After some failed attempts at recycling, NCHS wanted to take a holistic look at opportunities beyond just recycling, including retrofitting their current older facilities. The 84,000 sq. ft. NCHS headquarters building, for instance, has no lighting controls or programmable thermostats, with most lights & HVAC on 18 hrs/day, 6 days/week, regardless of occupancy.

"Going into this I thought it was just about energy. But it's financially responsible; it's resource responsible. There are opportunities to run your business more efficiently at no extra cost. In the end, you have a story to tell to your customers, and you have money in the bank!"

Mike DeLeon, AVP of Purchasing and Facilities, North County Health Services (NCHS)

ACTION PLAN HIGHLIGHTS

- Reduce electrical consumption by 30% annually:
  - Sub goal: raise ESPM score from 62 to 75
  - Assess lighting controls and replace light switches with motion sensors
  - Programmable thermostats
  - Begin HVAC unit replacements: 60 rooftop package units with average SEER rating of 4
- Add recycling dumpster/pick-up, reduce frequency of trash pick-ups

RESULTS & BENEFITS

- Decrease trash volume 50%, diverting approximately 211 tons of solid waste from the landfill, saving an estimated $4000/yr
- Estimated $60K savings through HVAC unit replacement
- Future upgrade opportunities (windows, insulations, etc.) supported by on-bill financing through SDG&E
- Easy access to supplier resources through Circle speakers, referrals, and SDG&E third party providers
- Highly motivated and inspired internal NCHS Green Team including Marketing Department

More from Mike DeLeon…

"The circle has reinvigorated me about my job; it re-inspired me. I like my job more. I'm aware of the bigger impact. It's like having whole new lenses to look at the world; there is opportunity everywhere as far as saving money, saving the environment, marketing opportunities!"

"There's no catch to sustainability. It's the right thing to do. Why would you NOT do it? Unlike in previous years, now there is a true financial benefit."