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## Service and Product Provider Success Story

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**General Dynamics C4-Systems teams with Kilojolts Consulting Group to engage tenants in energy-efficient strategies.**

### **Project Scope**

General Dynamics C4-Systems (C4S) enlisted the help of Kilojolts Consulting Group to develop a sustainable energy ethic and to empower building occupants to recognize, report, and reduce energy waste within their production facilities. Kilojolts integrated its “SEE (Save Energy Everyday) The Light” program to achieve results. As a measured and sustained initiative, the program has an annual goal of reducing energy use and related carbon emissions by three percent through the implementation of simple energy-saving behavioral changes.

In February 2012, Joe Caffarelli, Energy Manager at C4S, began the development and planning phase in collaboration with senior management at C4S. SEE The Light was officially rolled out at C4S in June 2012. As of September 2013, nine multi-building sites are participating, encompassing more than 3.5 million square feet of office, laboratory, and fabrication space in Massachusetts, Arizona, North Carolina, Texas, and Ontario.

The “SEE the Light” program became a core component of C4S’s renewed focus on energy efficiency. Designated building occupants became “Energy Champions” who keep an eye out for opportunities to correct processes and behaviors that result in energy waste.

### **Project Summary**

A three percent energy savings goal was established relative to the previous year’s weather-normalized energy use intensity. SEE The Light program materials were disseminated to designated Energy Champions, who implemented energy-saving tips and tracked progress metrics to ensure the program’s focus and success. C4S embedded the program’s lessons into its existing sustainability and operational protocols to deliver on cost and carbon emissions reduction goals.

- **Energy Savings**  
C4S experienced a 3.7 percent reduction in energy use intensity between 2011 and 2012. The program helped C4S save approximately 3.5 million kilowatt hours of electricity, 27,000 therms of natural gas, and 19,000 gallons of oil – for financial savings of more than \$480,000.
- **Investment**  
Between internal and external costs, C4S invested \$80,000 in the project.
- **Financial Return**  
The project had a simple payback period of two months.

### **Monitoring & Verifying Energy Savings**

Energy savings are tracked using EnerCop Energy Benchmarking Software and Microsoft Excel.

### **Distinguishing Value**

SEE The Light engaged building occupants in an enterprise-wide effort to reduce energy waste while adding a holistic element to C4S’s existing energy management and sustainability program focus. This program is a great example of how energy programs succeed in getting to the deeper, more meaningful savings when an organization’s culture is shifted and dedicated to an energy efficient business model.