



Medical Building Moves into 21st Century

Pan-Med Enterprises, located in the prestigious Pacific Professional Building in San Francisco, has been serving the health needs of the Bay Area since 1984. Although the building was considered state-of-the-art when it first opened, it had not been updated since. Pan-Med Enterprises' veteran engineer and recently-appointed Building Manager, Tony Najera, realized that there was an opportunity to bring his building into the 21st century with modern, energy-efficient equipment updates. Najera initiated a complete overhaul that focused on achieving the company's long-term energy goals while increasing occupant and patient comfort.

Due to the building's expansive footprint, paying for the project out-of-pocket was not be feasible. By working closely with his PG&E Account Manager, John Storm, and advisors from Gridium, an energy solutions company and PG&E Trade Pro partner, Najera quickly put together a plan that outlined \$2.6M worth of equipment upgrades.

“The incredible part about this project is how deep we were able to go in this building [with equipment upgrades].”

Mark Shahinian
Vice President, Gridium

This planning enabled Pan-Med to retrofit the whole building with PG&E's [0% interest On-Bill Financing Program](#) and pay for the total project cost with monthly energy savings and no out-of-pocket costs.



A whole building retrofit with On-Bill Financing

Savings by the numbers

\$270,000

19,590 kWh

9,608 therm

EST. ANNUAL SAVINGS



30% DECREASE

IN ANNUAL ELECTRICITY USAGE



60% DECREASE

IN ANNUAL GAS USAGE



10 YEARS

PAYBACK TIME



\$0

OUT-OF-POCKET EXPENSE

Once the project planning was finalized and the loan was approved, Gridium worked with design and construction partner NuWave Energy Solutions to install LED lighting, variable frequency drives, HVAC controls, and a smart building automation system to monitor and manage it all.

Since completion, Pan-Med has reduced their electricity and gas usage by 30% and 60% respectively, bringing in \$270,000 in annual energy savings.

“We’re saving [energy] everywhere. Everybody’s noticing all the massive changes that are happening, and our carbon footprint is getting smaller and smaller.”

Tony Najera
Building Manager, Pan-Med Enterprises



How does On-Bill Financing work?

- Upgrade old, inefficient equipment with 0% interest financing.
- Pay no out-of-pocket costs. Your loan repayment amount will align with the monthly energy savings from your upgrade.
- Once the loan is paid off, energy savings that result from the new, energy-efficient equipment will translate into lower energy costs — savings your business can keep.

Upgrades made possible with On-Bill Financing

- Loans for energy efficiency equipment upgrades range from \$5,000 to \$4,000,000
- Loan terms up to 10 years
- 0% interest financing
- Your energy bill shouldn't increase due to your equipment investment
- Loan repayment is based on projected energy savings

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