

# CATALYST CASE STUDY

## GOODWILL® SUCCEEDS IN REDUCING ENERGY COSTS BY IMPLEMENTING THE CATALYST

Goodwill Industries International, Inc. (Goodwill) is a leader in providing millions of people across the country opportunities to reach their full potential through education, skills training and job placements. Goodwill works to optimize each location’s budget through conscious management. Keeping operational costs at a minimum allows them to utilize their money towards strengthening the community. Twelve Western Washington Goodwill store’s implemented the **CATALYST** onto their HVAC Rooftop Units (RTUs).




### THE CHALLENGE

In an effort to change their energy profile and reduce their annual electricity and natural gas costs, Goodwill turned to an RTU retrofit solution. In addition to the energy savings they looked to achieve through innovative fan control, they also wanted to view site performance in real-time via a web-based interface.

### THE SOLUTION

The **CATALYST** and **eIQ Platform** were installed at each of their Western Washington locations. The **CATALYST** was able to deliver bottom-line savings through reduced usage and the **eIQ Platform** has enabled them to proactively identify and resolve comfort and equipment issues prior to them becoming expensive service calls.

### POWERFUL RESULTS

- 
**Reduced Electrical Spend by 52% (459,000 kWh)**
- 
**Natural Gas Savings of 11% (11,050 Therms)**
- 
**Equipment Failures Proactively Resolved with Visibility from eIQ Platform**

#### ESTIMATED ANNUAL SAVINGS BASED ON MEASUREMENT & VERIFICATION TRENDING

Total # of Locations	Total # of Units Installed	Total Capacity (Tons)	Annual Electric Savings Total (kWh)	Annual Natural Gas Savings Total (Therms)
12	66	636.0	459,000	11,050