



Case Study
Kite, a Gilead Company

Savings by the Numbers

\$129,589
Total incentives

411,701
Annual kWh savings

\$49,404
Estimated annual savings



Energy Equivalencies

The Opportunity

Kite, a Gilead Company, is a global biopharmaceutical company based in Santa Monica, California, focused on achieving cures with cell therapy. As the global cell therapy leader, Kite has treated more patients with CAR T-cell therapy than any other company. Kite has the largest in-house cell therapy manufacturing network in the world, spanning process development, vector manufacturing, clinical trial supply and commercial product manufacturing, including a state-of-the-art 279,000 sq foot LEED Silver commercial facility in Frederick, Maryland.

The Project

Before this project, Kite was familiar with Potomac Edison's Energy Solutions for Business Program through collaborations with CLEAResult to complete several energy efficiency initiatives. Assessing Kite's new facility, Potomac Edison's Energy Advisor Services team identified that the air change rates in three cleanroom suites were up to 77% higher than the industry standards for their respective room classifications (ISO7 and ISO8).

The Solution

Collaborating with Kite, the team developed a customized solution, ensuring minimal disruption while maximizing energy savings. To do this, the team rebalanced the suites by reducing air handler fan speeds, so that the air change rates aligned with ISO7 and ISO8 industry standards.



735,538

Miles driven by an average gas-powered vehicle



56

Homes' electricity for one year



18,987,076

Number of smartphones charged



Case Study
Kite, a Gilead Company

The Results

The air change reduction project has helped Kite significantly reduce energy use and lower operating costs.

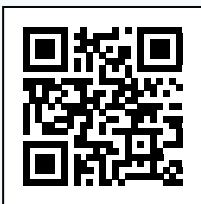
More than **\$120,000** in energy efficiency incentives were provided by Potomac Edison's Energy Solutions for Business Program. The **400,000 kWh** savings from the upgrades save Kite almost **\$50,000** a year. These improvements are a valuable step toward achieving Kite's sustainability targets of a 10% reduction in energy consumption by 2025 and a 30% reduction by 2030.

“The air change reduction project and resulting energy conservation enable us to lower our operating costs while making a worthy contribution toward our sustainability goals.”

Tim Eyler,
Project Engineer

Questions?

Visit energysaveMD-bizsolutions.com or call 855-801-5803 to discover how your business or organization can save.



855-801-5803



energysaveMD@clearResult.com



energysaveMD-bizsolutions.com

EmPOWER Maryland programs are funded by a charge on your energy bill. EmPOWER programs can help you reduce your energy consumption and save you money. To learn more about EmPOWER and how you can participate, go to energy.maryland.gov/Pages/Facts/empower.aspx. By participating in energy efficiency and peak demand reduction programs, customers agree to allow their utility to retain ownership of all Capacity Rights, which refers to the demand reduction associated with any energy efficiency or peak demand reduction measures for which incentives were provided by the Company. Your utility will aggregate these energy efficiency demand reduction attributes into the PJM capacity market with proceeds being used to offset the program costs.