Trinchero Family Estates is a family-owned and operated winery in the heart of Napa Valley. Since its start in 1948, Trinchero Family Estates has focused on embracing its responsibility to the environment and community, even while the winery expanded throughout the decades. Now with over 10,000 acres of vineyards, Trinchero Family Estates has been committed to reducing energy and carbon emissions in order to prepare the business for the next generation.

Trinchero Family Estates enrolled in MCE’s Energy Management programs with the goals to 1) reduce overall operating costs and 2) learn how to integrate sustainable energy management practices for long-term benefits. This decision would pave the way for their remarkable success story.

Projects at a Glance
» Equipment Installed
  – Floating head pressure controls
  – New evaporative condenser and cooling tower
  – Air pressure upgrades

» Services
  – Compressed air audit
  – Refrigeration audit
  – Match aeration

Savings at a Glance
» 4.5% — annual electricity savings
» $200,000 — annual bill savings from reduced energy use
» $13,989 — incentives provided by MCE
» Additional savings expected in the second year

“Since engaging with MCE’s Energy Management programs, processes have enabled ideas such as preventative maintenance. Our facilities have built-in checks and more standardized leak detection. We have seen great savings out of that.” —Mario Trinchero, Facilities Engineer
How It Works

Trinchero Family Estates partnered with their dedicated energy coach to set and achieve energy management goals.

» The winery established an energy team — including a designated energy champion — to integrate energy efficiency into their operations and encourage staff across various departments to continuously look for energy improvement opportunities.

» Along with the program’s engineering team, the winery developed a list of energy saving projects, which served as a menu of opportunities that the energy team could prioritize, select, assign, and implement one-by-one.

» The energy team leveraged the technical and change management expertise of the program through one-on-one support and cohort-style workshops to tackle some of the more challenging, higher impact projects.

» In the first year, the project scope began at two facilities. By the beginning of the second year, the energy team got executive-level buy-in to expand the energy team and replicate these energy management best practices at other sites within the organization by showing the positive energy trends in their customized energy trend model, built by the Energy Management programs’ data analytics team.

Unexpected Outcomes

It wasn’t just the technical support that fueled Trinchero Family Estates’ success. The Energy Management programs recognized the importance of organizational strategies and cultural shifts within the winery’s workforce. To this end, the programs provided tailored training sessions on energy management, energy tracking, and change management practices. Employees at all levels of the organization actively participated in assessments and trainings, learning how their individual actions could contribute to the winery’s overarching goals. This collective sense of purpose fostered a culture of environmental stewardship and continuous improvement.

“The programs helped us build overarching energy teams across all operations to broaden our perspective across departments. We’ve found it to be a great collaboration and learning tool.”

— Trinchero Family Estates

Learn More

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