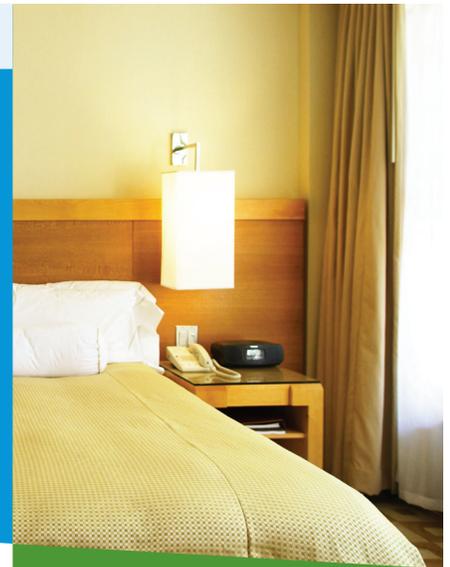


## HOTEL

# SAVE ENERGY & MONEY

while enhancing your guests' comfort.



### Opportunity and Benefits

We all know that guest satisfaction is your top priority. If you're looking for ways to improve your Average Daily Rate (ADR), energy efficiency can help you do just that. U.S. hotels spend almost \$4 billion a year on energy costs, and that energy expense is the fastest growing operating cost in the industry. A hotel that can cut energy expenses by just 10% will see an increase in profit margin by \$0.62-\$1.35 (limited service vs. full service hotels). And remember, saving energy reduces carbon emissions and pollution—offering a quick and easy path to demonstrate and promote your company's commitment to the environment.

The Mass Save program offers technical expertise to help you identify what energy-saving improvements may be available to you. Our experts understand the importance of aesthetics and comfort and want to help you use energy efficiency to take those aspects to the next level—all while saving you money.

### Incentives and Financing

Program incentives and financing can help make your energy efficiency projects a reality so that you can start saving energy and money. Our energy specialists can help guide you through this process.

### Training

Maximize the impact of your investment dollars through the Mass Save program, by offering your staff training to learn about the latest equipment and best practices available for energy efficiency. Your staff can then apply the lessons learned to the everyday operation of your hotel for optimal productivity and efficiency.

### ABOUT MASS SAVE

Mass Save® is an initiative sponsored by Massachusetts' gas and electric utilities and energy efficiency service provider, including Berkshire Gas, Cape Light Compact, Columbia Gas of Massachusetts, National Grid, New England Gas Company, NSTAR, Until, and Western Massachusetts Electric Company.

The Sponsors of Mass Save work closely with the Massachusetts Department of Energy Resources to provide a wide range of services, incentives, trainings, and information promoting energy efficiency that help residents and businesses manage energy use and related costs.

### Start saving now!

Get started on improving your hotel's performance today. Visit us online at [MassSave.com](http://MassSave.com) Some restrictions may apply.



# Here is a list of some energy-efficient measures you can implement at your hotel:

## 1 Commissioning and Recommissioning:

Ensure all your systems are tuned up and operating at maximum efficiency. Recommissioning should be performed every 3-5 years to save a typical 100,000 sq. ft. hotel roughly \$20,000 a year.

## 2 Water Heating:

Consider commercial heat pump water heaters or direct-vent, sealed combustion condensing water heaters and boilers with efficiencies greater than 90% to cut your hotel's largest energy expense by up to 50%.

## 3 Heat Recovery:

Hot water costs can be further reduced by using HVAC, shower, or laundry room heat recovery systems.

## 4 Lighting and Lighting Controls:

Install CFLs in table, floor and ceiling lamps in guest rooms, LEDs for specialized lighting effects in restaurants and lounges, and high efficiency T8 lamps and ballasts in back room areas. Use occupancy sensors, and don't forget that even outside and parking lighting can be improved.

## 5 HVAC Equipment:

Consider upgrading to high efficiency HVAC equipment—heating, ventilation and air conditioning—such as air source heat pumps and other Cool Choice qualified equipment.

## 6 Vending Misers:

Savings can be found in the most unlikely places. Install a vending miser in your vending machines to control refrigeration and lighting costs during underused hours.

## 7 Kitchen Appliances and Low Flow Spray Valves:

Maximize savings and improve your food service energy management by installing gas kitchen equipment and high efficiency refrigeration equipment. Additionally, installation of low-flow pre-rinse spray valves in the hotel kitchen helps save up to \$600/year on water, gas, and sewer charges.

## 8 HVAC Controls:

Gain more efficiency and improve comfort. Install controls room by room to ensure that heat and air conditioning don't operate at full blast when rooms are unoccupied.

## 9 Pool Heating/Pool Cover:

High capacity, gas powered water heater for a swimming pool and large insulating cover to prevent heat loss from a heated pool or water loss through evaporation.

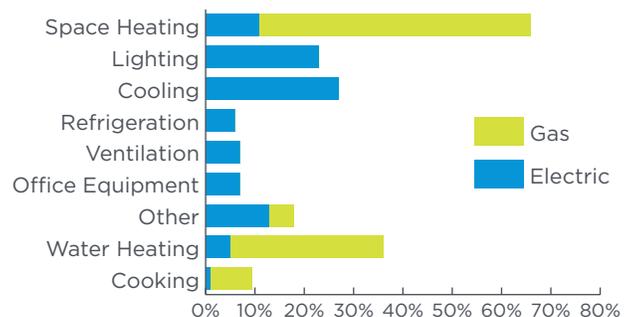
## 10 Demand Control Ventilation (DCV):

CO<sub>2</sub> sensors control the amount of ventilation based on the actual number of occupants and related ventilation need. DCV can generate substantial energy savings when the space is occupied below the design level.

## 11 Ozone Commercial Laundry System:

A system that uses an ozone additive to reduce water use, fuel use, and chemical use.

Hotel Energy Use by Type - Electric and Gas Use



Source: Data from U.S. Energy Information Administration

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