BGT

March 6th
Saunders Hotel Group & Ecological Solutions
Saunders Property Portfolio

- Comfort Inn & Suites Boston/Airport
- Hampton Inn Norwood, MA
- The Lenox Hotel Boston, MA
- Boston Common Hotel & Conference Center

Coming Soon . . . 40 Trinity
An early start . . .
“On environmental issues, this corporation has given all businesses a path to follow.”

AH&LA’s Env Hotel of The Year ’92 ’97 ’02

Top 5 U.S. Green Hotels

British Airways’ Tourism for Tomorrow Winner

The World’s 1st Urban Hotel on Condé Nast Traveler’s Green List

“Pleasing Guests and The Planet.”

SKÅL International Ecotourism Award

“A luxury hotel that accommodates the environment.”

Green Globe’s First Award of Distinction in USA

Energy Star Partner of The Year

Travel + Leisure’s top 50 Hotels
- Highly Visible
  - Quick Successes
    - Low Cost/Low Risk
    - Get Everyone Involved
AH&LA Green Guidelines

AH&LA’s Green Task Force is developing a series of comprehensive, sustainable greening guidelines designed expressly to create an environmentally-friendly and sustainable hotel. In developing the guidelines, the goal is to identify those that are the most reputable and provide the best pathways for the industry as a whole.

The guidelines give hotel owners and operators opportunities to reduce operating costs and environmental impacts through reduced utility consumption, recycling programs, employee training, and supply chain management. Hotels can improve both their fiscal and environmental performance by adhering to these guidelines, as well as see benefits in corporate environmental management, housekeeping, food and beverage operations, conference and meeting functions, and engineering.
In the trenches

• 2013 Project Experiences

• 2014/2015 Opportunities

• Engagement
Combined Heat & Power

- **Process**
  - Our due diligence
  - American DG/Aegis/Tecogen
  - Buy or lease
  - Thermal Load is KEY

- **Expectations**
  - Create 30% of our own electricity
  - Reduce our carbon footprint by 15%
  - Save $25,000 - $50,000 annually
    - (after service and credits)

- **Reality**
  - Added expense to boost the gas pressure
  - Added opportunity by including our makeup air
  - First two months is testing
  - Incentive was painless
  - Performing/payback as expected
Retrofit Walk-Ins with ECM

- **Process**
  - NRM did a walk through to gauge the opportunity
  - Presented us with findings
  - Turnkey, on bill financing

- **Expectations**
  - $0 cost to install
  - Monthly bill for less than the savings
    - ($400/month over 24 months)
  - EC motors, sensors, LED lights

- **Reality**
  - Slightly more work (they underestimated on the walk-through)
  - Took an extra day to install, but they worked around our needs very well
  - Tough to see the savings, but best estimate is $300/mo
  - Fan only runs on demand – not 24/7
Sky Ridge LED – Meeting Room

- **Process**
  - Presented at BGT meeting a few months ago
  - Walk through of our meeting space in Norwood
  - 6 Week lead time to order
  - Price was very reasonable

- **Expectations**
  - I filled out Norwood incentive application
  - Dimmable lights would work off of our controller (because it dimmed fluorescents)

- **Reality**
  - Dimmer did not work and needed very specific controller (lots of headaches sourcing this in a short timeframe)
  - Lights look great, but could have reduced the total number – plenty of light in the room
  - Town incentive covered a little less than half of the total cost
  - Would do it again, but better 2nd time around
Cooling Tower Replacement

• Before
  • Failing tower
  • Metal corroding
  • Leaking
  • Couldn’t keep up with summer load

• After
  • Stainless steal
  • Advanced controls
  • VFD Motor
  • Improved performance = improved guest experience
Recycling Carpet (and other construction/renovation materials)

• The Lenox Hotel
  • 8500 sq yds (guest rooms) ~ 20 tons
  • Shaw Carpet Program
    (need to be buying new carpet from them)
  • Contractors reduced their price for hauling/tipping

• Hampton Inn, Norwood, MA
  • 8900 sq yds (guest room and corridors) ~ 22 tons
  • Conigliaro Industries
  • Provided us with a list of other items we could also recycle at the same time
  • Contractors reduced the price for hauling/tipping
Opportunities
2014 and Beyond

- Sustainability Report
- Improved ventilation and smart controls
- Right sizing our heat pumps and preparing for future BAS/Controls opportunities
- Parking Lot Lighting
  - Building Lighting
- High end amenity dispensers (check the Men’s room here for sample)
  - Transportation opportunities
- New EMIS to track our utility consumption
Engagement

Internal

Community

Vendors and Suppliers
Is your message hitting the target?

* Might need to adjust your aim

- Individuals (travelers and team members) want to know – “how does this affect me?”
- Groups and Companies want to know – “how do you align with our mission and goals?” (and some are looking for quantifiable measures to substantiate our efforts)
- Suppliers want to know – “how can I give you what you want?”
- And Owners and Managers want to know – “how do these efforts connect to our top line or our bottom line?”
1. Energy Saving Scavenger Hunt
   a) Low or no cost should be prioritized
   b) Contest between teams (unique projects)
2. Detail feasibility and energy reductions possible
   a) Winning team chosen by largest impact for the lowest cost
3. Assign projects to appropriate managers
   a) Manager’s engage their teams
4. ELS to help oversee the execution and track impacts
5. Goal – 75 or higher by the start of 2015

<table>
<thead>
<tr>
<th></th>
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<th>kWh/yr</th>
<th>Reduction Needed</th>
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</thead>
<tbody>
<tr>
<td>Group Findings</td>
<td>190,000</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Pending Lighting</td>
<td>-117,258</td>
<td></td>
<td>Guest room chandeliers, Lobby &amp; hallway candelabras, Exterior up lights all to LED</td>
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<tr>
<td>RESULT</td>
<td>68,868</td>
<td></td>
<td>Over our target!!</td>
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University Resources . . .

- Masters in International Economics and Finance - Brandeis
- Environmental Studies and Economics – Middlebury
- Masters of Liberal Arts, Sustainability and Environmental Management – Harvard
- Economics, Environmental Policy & Analysis – Boston University
IMPLEMENTATION OF GUEST ROOM ECO EFFORTS

- **Side Chair Seat Vinyl** – 100% PVC free
- **Ottoman Fabric** – sustainably grown wool finished under environmental standard ISO 14001, conserving energy, water and minimizing waste
- **Bed Bolster Pillow Fabric** – rapidly renewable fiber content; GREENGUARD children and schools air quality certified
- **Sofa Pillow Fabric** – developed based on Fabricuts environment plus standards
- **Headboard, Bench and Ottoman Vinyl** – 100% PVC free
Thank you from The Lenox Hotel, Saunders Hotel Group, and the Ecological Solutions Team

Newly renovated room tour at 4 pm

Join us upstairs at Solas at 4:30 pm