Hospitality Breakout Session

Monday, May 15th from 1:30pm – 3:00pm
Room: Northwest
Agenda

1:30pm  Welcome & Introductions
1:55pm  Steering Committee Recognition
2:00pm  Partner Highlights & Open Floor Discussion
2:50pm  Summit Cheat Sheet for Hospitality

See hand-out for general programmatic updates
Welcome & Introductions

Andy Mitchell
DOE, Hospitality
Sector Lead

Samantha Stafford
JDM, Hospitality
Account Manager

Erin Richmond
JDM, Hospitality
Sector Matter
Expert
Around the Room

- Please share:
  - Your Name
  - Your Organization
  - Your Role
  - What you wish you/your team could achieve in energy and/or water efficiency at your organization if given the opportunity
Thank you to our Hospitality Steering Committee Members (2015-2017)

- **Chris Magee**, MGM Resorts International – Vice President of Sustainable Facilities (Chair)
- **Faith Taylor**, Wyndham Worldwide – Vice President, Innovation and Development
- **Pat Maher**, American Hotel & Lodging Association
- **Samantha Sorrin**, Saunders Hotel Group – Sustainability Coordinator
- **Bob Holesko**, The Kessler Collection – Corporate Director of Engineering
- **Ray Hobbs**, Kelco Hotels (Retired)

2017-2019 Steering Committee Nominations can be submitted to bba@ee.doe.gov by May 31st
Hospitality Sector

- HEI Hotels & Resorts
- Hilton Worldwide
- Hyatt Hotels Corporation
- IHG (InterContinental Hotels Group)
- Kelco Management & Development
- Las Vegas Sands Corporation
- Loews Hotels
- Marriott International
- MGM Resorts International
- Saunders Hotel Group
- The Kessler Collection
- The Walt Disney Co.
- Wyndham Worldwide

**PARTNERS**

- **BOLDED** partners are in the Better Buildings Challenge

**Sector Lead:** Andrew Mitchell, DOE – andrew.mitchell@ee.doe.gov
Sector Priorities

- Evaluate energy and water efficient technologies and promote technological, operational, and/or departmental solutions for hospitality
  - Wyndham Super 8 Ukiah Hotel: 27% savings *(newly updated!)*
  - Hilton Austin Convention Center: 31% savings *(new!)*
  - Loews Vanderbilt Hotel: 22% savings *(new!)*
  - Loews Santa Monica Beach Hotel: 20% water savings; 12% energy savings *(new!)*
  - IHG Holiday Inn Diamond Bar: 12% water savings *(new!)*
  - Loews Hotels Gold Wrench Award – Recognition of engineering leadership and incentivizes engineers to proactively find energy saving solutions *(new!)*
Sector Priorities

- Enable franchisees to implement energy/water efficient operations
  - Working with Better Buildings affiliates AAHOA and the AH&LA Sustainability Committee, as well as local hotel associations, to share energy and water efficiency resources for franchise-level improvements
    - Presented at AAHOA Independent Hoteliers Conference
    - Presented at AH&LA Sustainability Committee Meeting
    - Presented at Virginia Green Travel Alliance Conference
    - Presented to AAHOA membership via webinar
Partner Highlights & Open Floor Discussion
AAHOA Mission

To advance and protect the business interests of hotel owners through advocacy, industry leadership, professional development, member benefits, and community engagement.
Our **16,655+** members own nearly **1** out of every **2** hotels in the United States.
AAHOA Events

152 Events in 2016
AAHOA Education

- Webinars
- Regional Conferences
- YP, Women, and Independent Hoteliers Conferences
- Resource Library
- Newsletters and Magazines
- Annual Convention
- Town Hall Meetings

7,125
Total Members Engaged in AAHOA Education in 2016
AAHOA and Energy Efficiency
Does it... Make Money, Save Money, Protect Your Investments.

When making decisions, AAHOA members consider these factors.
You might be asking yourself, “What does energy cost a hotel?”

6% Total Operating Expenses
Hotel Energy Consumption by the Top Utility Components

- Gas/Fuel: 10.6%
- Water/Service: 23.8%
- Electricity: 60%
How can Better Buildings and AAHOA reach hotel owners together?
AAHOA and DOE Partnership

AAHOA Social Media

AAHOA Independent Hoteliers Conference

AAHOA Webinar

AAHOA Publications
Next Steps...
Have you implemented successful educational programming at your companies on energy efficiency?
How do owners access federal and state energy efficiency programs?
Question THREE

Do you have a testimonial from one of your properties that shows a return on your investment?
Better Together
MGM Resorts

- 8% portfolio-wide savings across 78M sq ft
- Participant and two-time winner in the Lighting Energy Efficiency in Parking (LEEP) Campaign
  - *Highest Absolute Annual Energy Savings in a Retrofit at Single Parking Structure*
  - *Largest Percentage of Facilities Upgraded*
- Participant in the Interior Lighting Campaign
- Participant and winner in the Smart Energy Analytics Campaign
  - *Largest Portfolio*
  - Learn more at the Getting Smart About Energy Analytics session tomorrow from 2:00-3:15pm

Implementation Model: Efficiency Education App

**BARRIER**
Employees unaware of opportunities to reduce resource use do not behave in ways that maximize efficiency

**SOLUTION**
Design a web and mobile tool that encourages employees to act to reduce resource use

**OUTCOME**
Over 700,000 employee efficiency actions resulting in more than 7 million kWh of energy savings
Open Floor Discussion

- New market trends, Utility engagement, technologies?
- What is the next big thing?
- How have you been engaging staff, guests, franchisees, others?
- How have you been funding energy and water efficiency projects?
- Re Better Buildings: What is it you can’t live without?
- What can we do for you?
Big Wins and Big Challenges

- In the past year, what’s been a major energy or water efficiency win for you?

- What big challenge did you overcome along the way?
Sector Priorities for FY18?

- FY18 Updates and Course Corrections
  - *Identify and evaluate new technology*
  - *Enable franchisee uptake*
  - *What else?*
BBA Calendar – Upcoming Dates

- Confirm steering committee: *early June*
- Steering committee meeting: *mid-late June*
- Confirm priorities and sector plan: *Summer*
- Open House: *early September*
Hospitality: Summit Cheat Sheet

- Buildings That Never Sleep, Even When You Do: Energy Efficiency Solutions for Hotels and Hospitals
  - Michael Barnes, HEI Hotels & Resorts, John D'Angelo, Northwestern University and Michael Dean, Hilton Worldwide
  - Monday, May 15th – 3:30 PM to 5:00 PM (Next!)

- Addressing the Energy-Water Nexus: The Next Wave of Challenges and Solutions
  - Tuesday, May 16th – 9:30 AM to 10:45 AM

- Getting Smart About Energy Analytics
  - Tuesday May 16th – 2:00 PM to 3:15 PM

- Balancing Energy Efficiency and Renewable Energy Policies
  - Tuesday May 16th – 3:45 PM to 5:00 PM
Summit Sessions of Interest (continued)

- Making the Business Case for Water Savings
  - Tuesday, May 16th – 3:45 PM to 5:00 PM

- Saving the Sun for Later: Opportunities and Barriers for Solar PV + Energy Storage
  - Wednesday, May 17th – 9:30 AM to 10:45 AM

- Viral Energy Efficiency: Setting Energy Efficiency Goals with Franchises, Suppliers, and Tenants
  - Wednesday, May 17th – 11:15 AM to 12:30 PM

- Technology Watchlist: Building Efficiency Strategies for Now and the Next Generations
  - Bruce Rauhe, The Walt Disney Co.
  - Wednesday, May 17th – 3:45 PM to 5:00 PM
TONIGHT! Sector Networking Event

TONIGHT!
~5:30pm
Roofers Union
2446 18th St
Washington, DC
20009
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