



**Better
Buildings®**
U.S. DEPARTMENT OF ENERGY

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

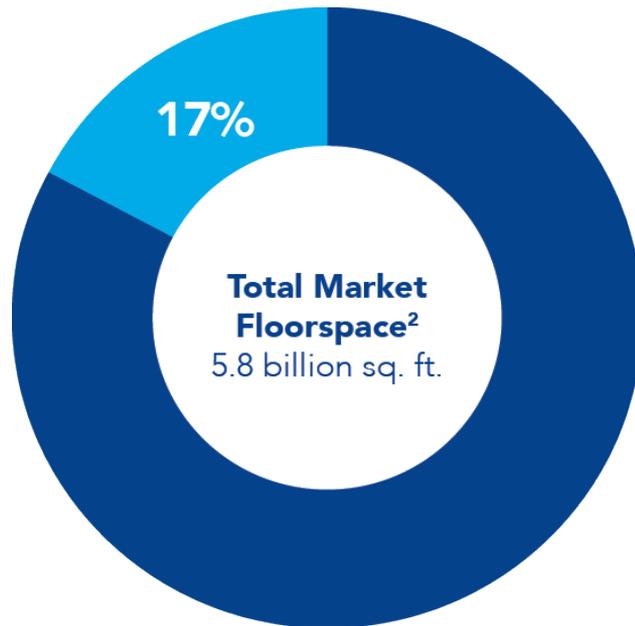
- Please share:
 - *Your Name*
 - *Your Organization*
 - *Your Role*
 - *What you wish you/your team could achieve in energy and/or water efficiency at your organization if given the opportunity*

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
- **Randy Gaines**, Hilton Worldwide – VP Operations & New Project Development - Americas
- **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



Hospitality Partner Floorspace
.99 billion sq. ft.

PARTNERS

- **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**

BOLDED partners are in the Better Buildings Challenge

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

Better Buildings Summit

May 15, 2017



AAHOA Mission

To advance and protect the business interests of hotel owners through **advocacy**, industry leadership, **professional development**, member benefits, and **community engagement**.

AAHOA Four Pillars

Professional
Development



Advocacy



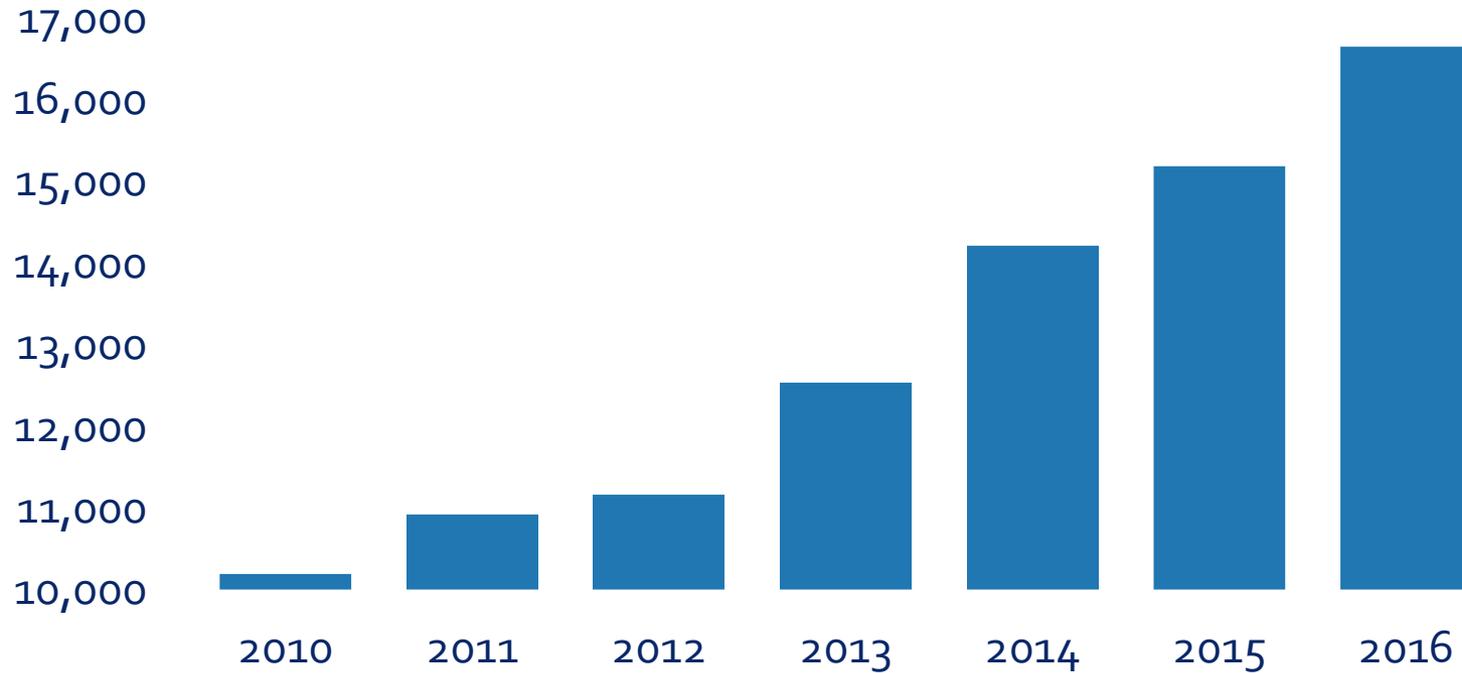
Community
Service



Products and
Services



AAHOA Membership

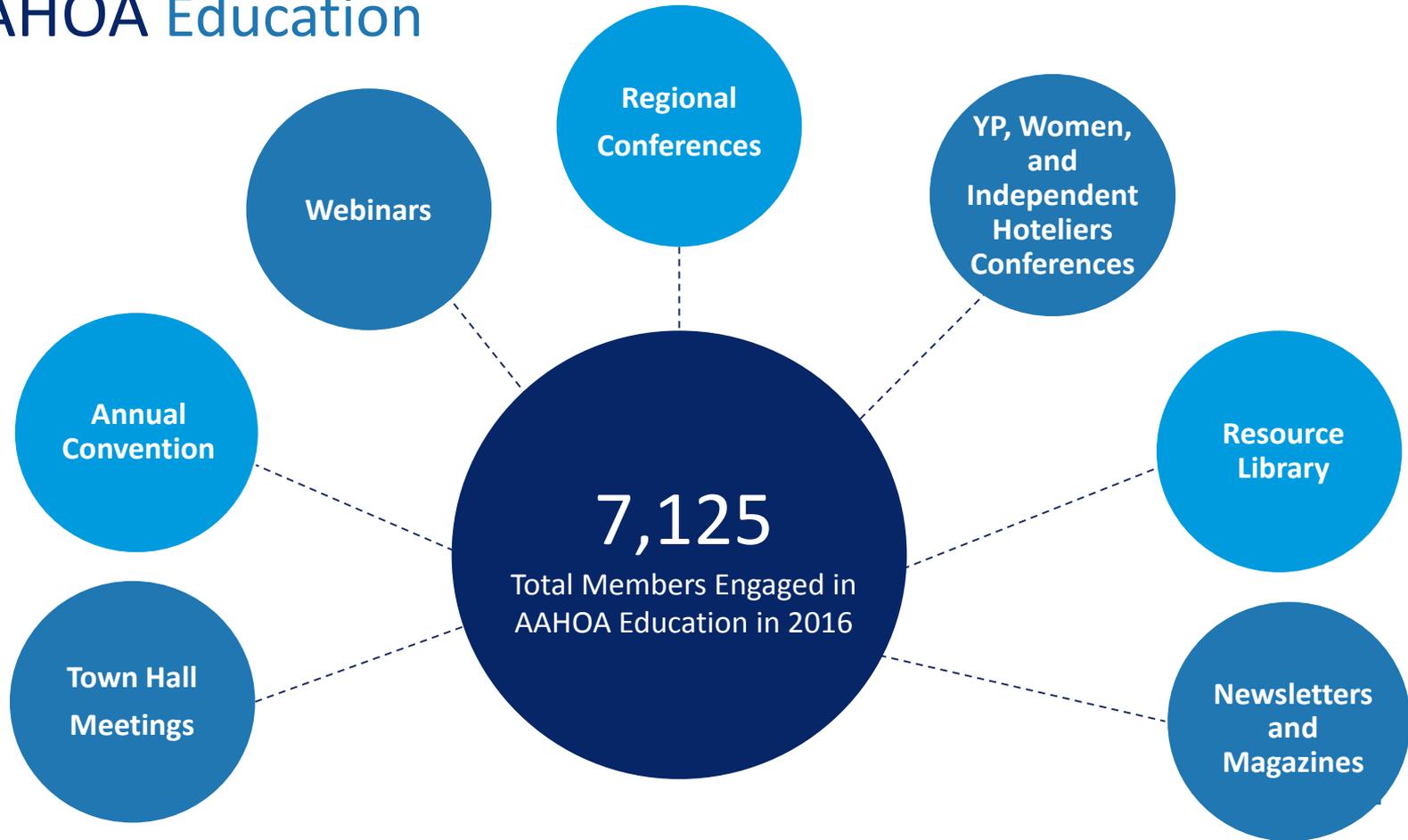


Our **16,655+** members own nearly **1** – out of every – **2** hotels in the United States.

AAHOA Events



AAHOA Education



AAHOA and Energy Efficiency



Does it...

MAKE
MONEY

SAVE
MONEY

PROTECT
YOUR
INVESTMENTS

**When making decisions, AAHOA
members consider these factors.**

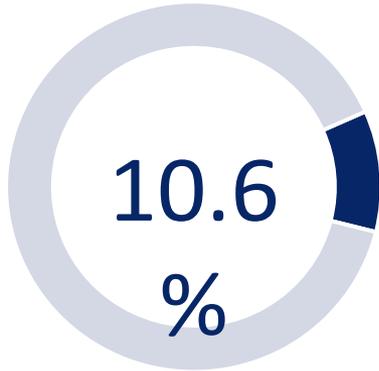
Energy The Bottom Line

You might be asking yourself,
“What does energy cost a hotel?”

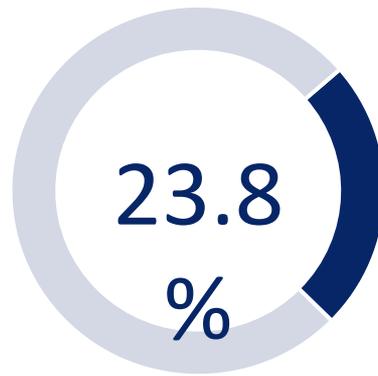
6%

Total Operating Expenses

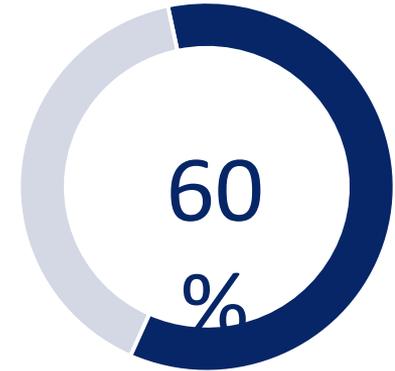
Hotel Energy Consumption by the Top Utility Components



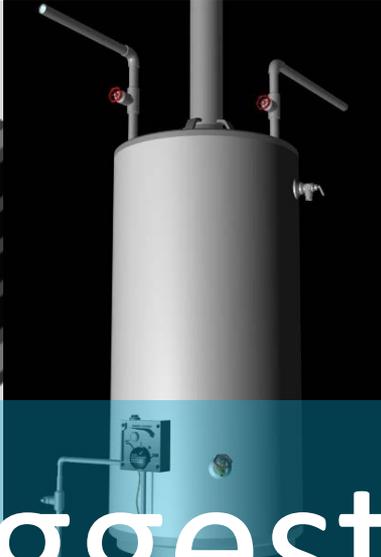
Gas/Fuel



Water/Service



Electricity



Biggest Impacts



How can Better Buildings
and AAHOA reach hotel
owners together?



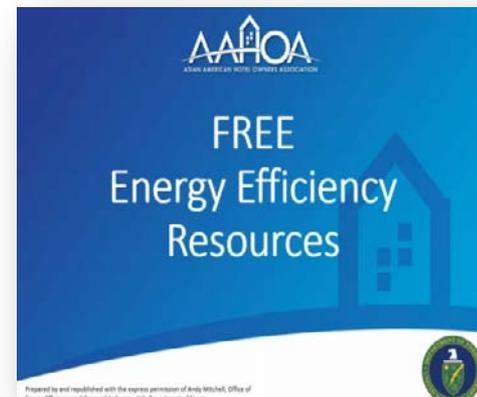
AAHOA and DOE Partnership



AAHOA Social Media



AAHOA Independent Hoteliers Conference



AAHOA Webinar



AAHOA Publications

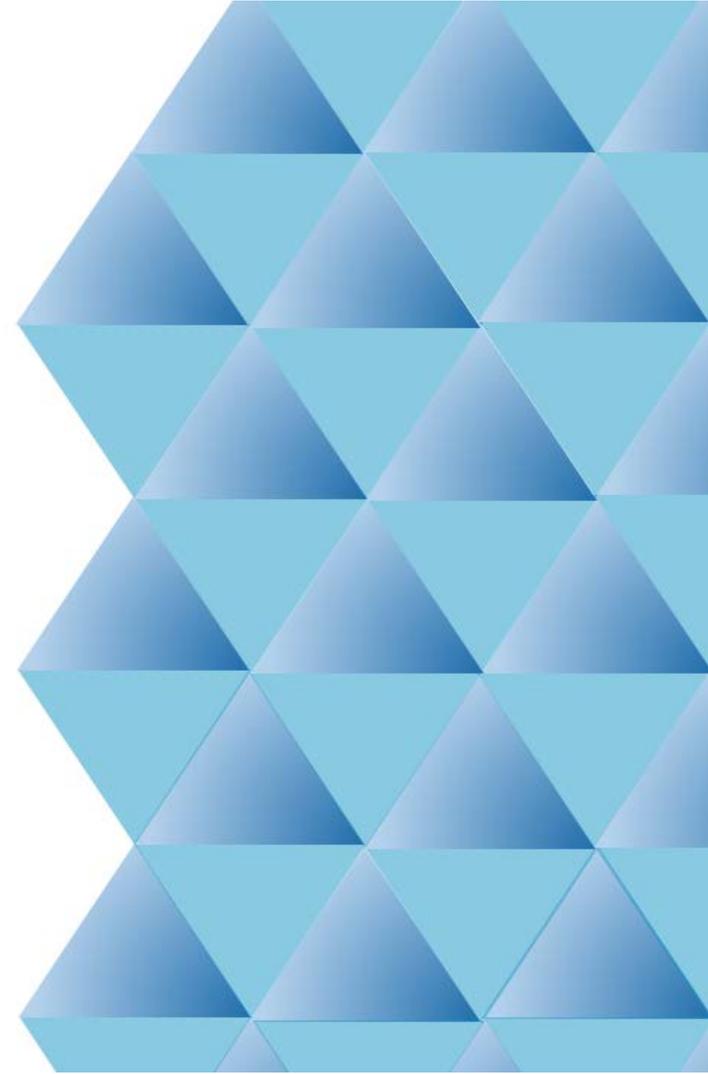


Next Steps...



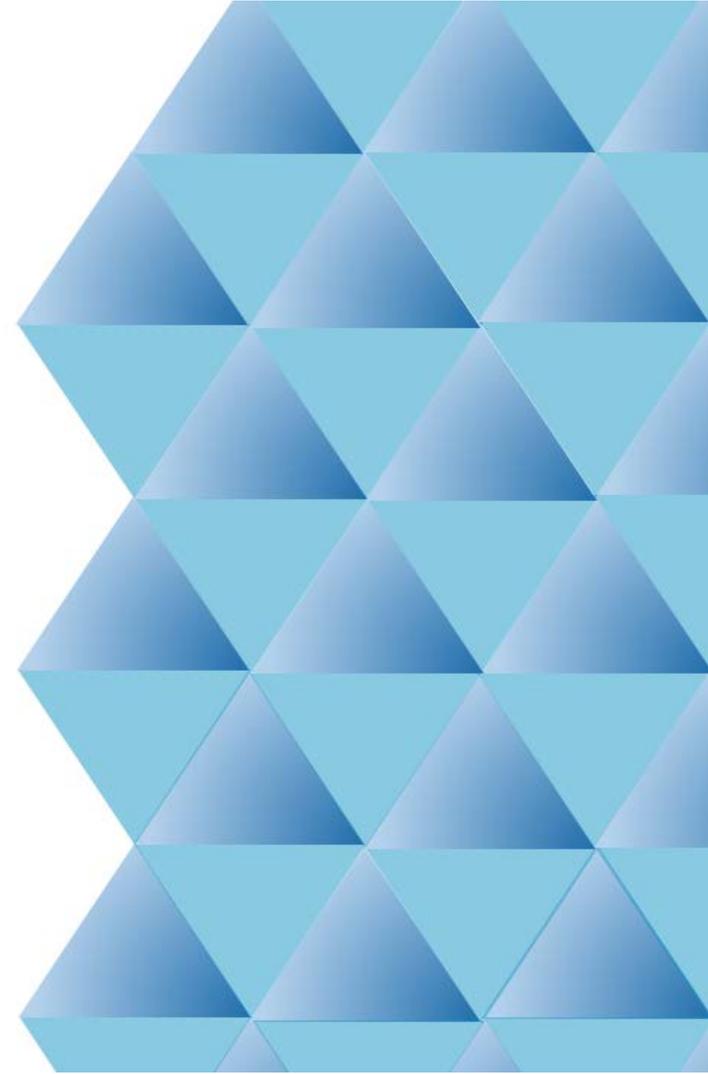
Question ONE

Have you implemented successful educational programming at your companies on energy efficiency?



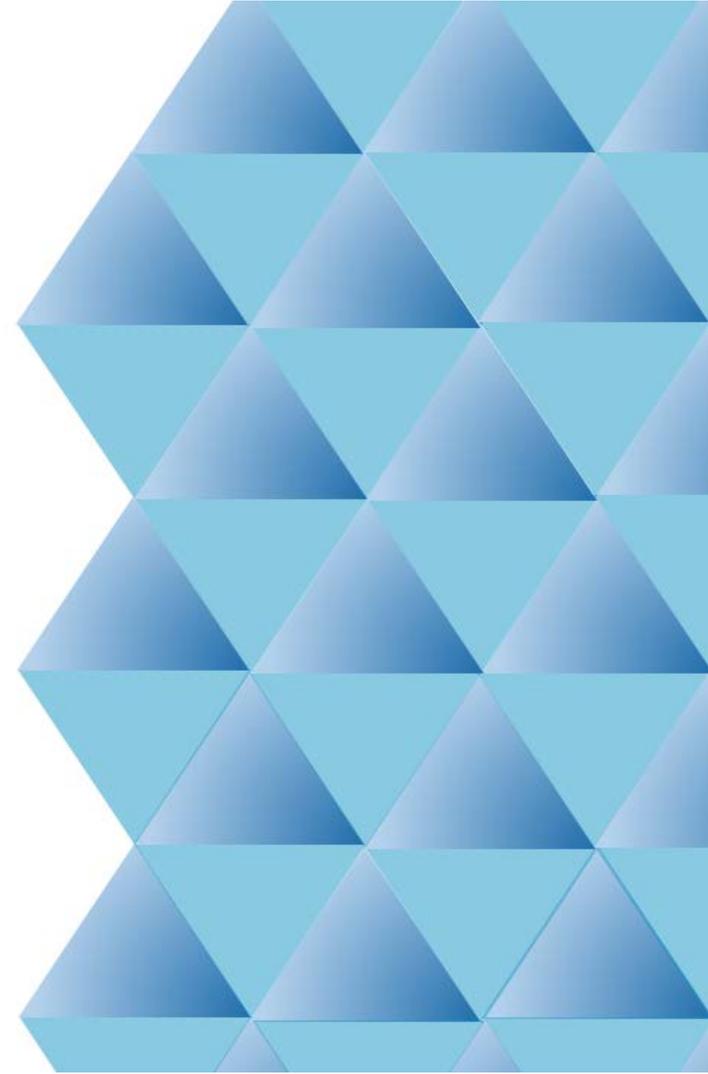
Question TWO

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!

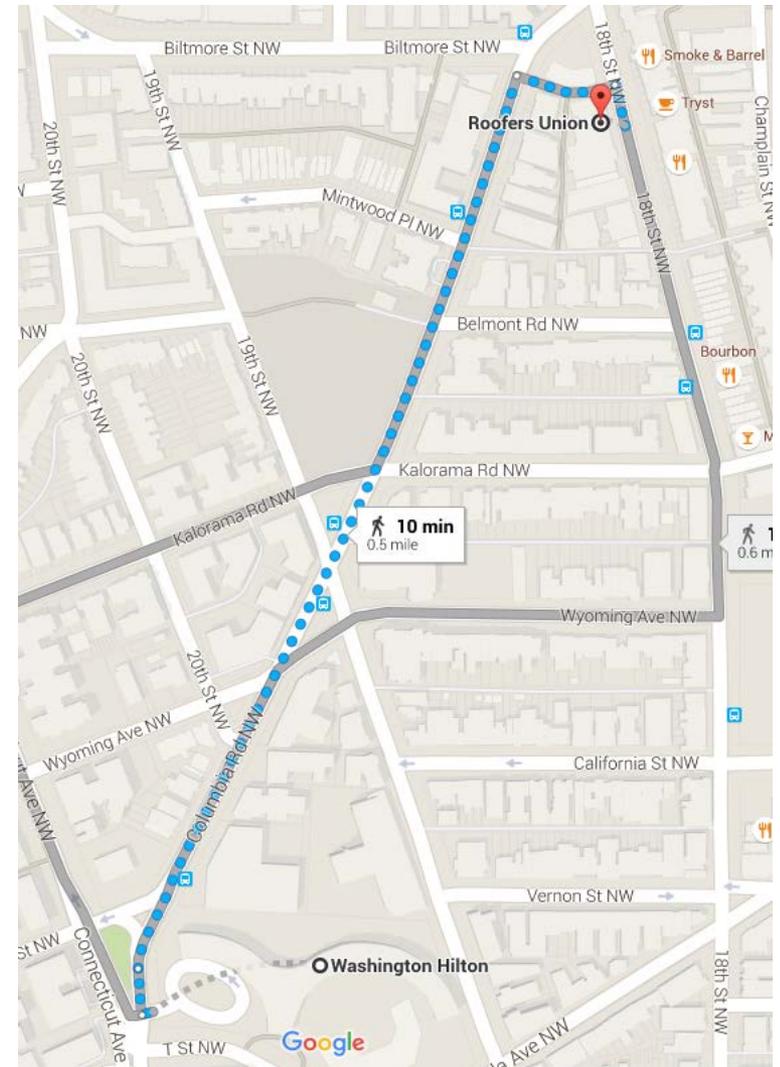
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Roofers Union

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Washington, DC

20009



Thank You

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