## Additional information

Why was it so important to get non-facility executives motivated? The Chief Engineers can only do so much, in most cases the engineering departments have between 5 and 10 employees, by engaging the GM, Chef, Housekeeper & Banquet Managers you now have 100% of the hotel staff involved in energy conservation.

What are the common upgrade measures taken to save energy? Capital wise it's lighting & HVAC. Operational measures? Operationally its controlling set-points, turning off lights & equipment when they are not needed, keeping doors closed, etc.

Example: Monthly hotel by hotel energy consumption tracking reports

Was the Energy Looking Glass (ELG) or developed in-house or contracted out? It was developed in-house by our Yale education math major Excel guru VP of Operational Planning Dan Walworth, Dan's 1<sup>st</sup> task with HEI was to develop the Labor Looking Glass (LLG) which is a 1 of a kind tool used to track labor as it related to hotel occupancy and F&B covers, after he nailed the LLG I asked if he could build something to help me better track labor. Can you say anything about the cost? We never did track how long it took to build.

Can you describe the certified operational set-point tracking program called the Energy Set-points?

The ESP program was designed in-house, again we didn't track the labor it took to build but it was nowhere near as time consuming as the ELG was to build. Every hotel has similar equipment, systems & set-points but we found that each hotel maintained these set-points at different setting so we asked all the Chief's to review each set-point to verify it was where it needed to be, no higher, no lower and maintain it at that setting. We found that at every hotel temps were maintained either too high (domestic hot water supply, heating loop supply) or too low (chilled water supply, coolers & freezers cabinets, etc.) and once the Chief's dialed in their systems we were able to save a tremendous amount of energy. The ESP's tied well with the Fab 4 incentive since we needed Housekeeping, Banquets and the Kitchen on-board to help us enforce the set-points.

Was the custom regression analysis model developed in-house or contracted out? This was part of the ELG, developed in-house, cost was not tracked