

Saunders Hotel Group

Environmental Management



CT Green Hotel Workshop
May 6, 2010

Saunders Hotel Group's Environmental Commitment

Saunders Hotel Group has been credited with pioneering urban ecotourism in 1989, bringing it out of the jungle and into the mainstream market.

What began at one SHG property, twenty years ago, has evolved into an unprecedented environmental campaign that has created huge ripple effects throughout the entire global lodging industry.

Saunders Hotel Group has received international recognition for orchestrating the most innovative and comprehensive environmental management programs on the planet.

Business

THE BOSTON GLOBE • MONDAY, MAY 10, 1993



Members of the Saunders family, from left, Gacy, Jeff, Tedd, Todd and Roger.

THE GREEN TEAM HAS CHECKED IN

The Business Case for an Environmental Program

GREEN HOTEL SURVEY Page 1 of 1

ESTÉE LAUDER Exit this survey >>
 GREEN HOTEL SURVEY

1. PROPERTY CONTACT INFORMATION

Environmental and "Green" issues are becoming a higher priority at Estee Lauder Companies. Your participation and response to this survey is appreciated and will be considered in our hotel RFP reviews.

*** This question requires an answer.
 1. Please complete the following information:**

Property Name:

Contact Person:

Property Address:

City/State/Zip:

Phone:

E-Mail:

Number of Guestrooms:



PERCEIVED BUSINESS BENEFITS TO GREEN

- 8-9%* operating cost decreases
- 7.5%* building value increases
- 6.6%* return on investment improves
- 3.5%* occupancy ratio increases
- 3%** rent ratio increases

* Source: McGraw-Hill Construction, Key Trends in the European and U.S. Construction Marketplace SmartMarket Report, 2008
 ** Source: McGraw-Hill Construction, Greening of Corporate America SmartMarket Report, 2007



President George H. Bush's
Environment & Conservation
Gold Medal

British Airways' Tourism
for Tomorrow Winner



Energy Star Partner
of The Year

“On environmental issues,
this corporation has given all
businesses a path to follow.”



The World's *Only* Urban
Hotel Listed on Conde
Nast Traveler's Green List

*“Pleasing Guests and
the Planet.”*

The New York Times

“A luxury hotel that accommodates
the environment.”



Green Globe's First Award
of Distinction in USA



American Hotel & Lodging
Association's Environmental
Hotel of The Year



LAUNCHED COMPANY WIDE PROGRAM EARTH DAY 2008

6 HOTELS FROM NH TO VA



LENOX HOTEL



COMFORT INN &
SUITES



MERRIMACK
RESIDENCE INN



HAMPTON INN



PREMIERE HOTEL HAWTHORN SUITES
& SUITES



Our Approach

Phase 1: Walk Thru

Water

Energy

IAQ

Waste

Supply



Phase 2: Structured Program

- ◆ Identified opportunities from walk thru
- ◆ Set quarterly goals
- ◆ Implemented an incentive for management
- ◆ Created Eco Checks
- ◆ Arranged a Green Team and identified Eco Champions
- ◆ Launched program at all-employee orientation

Phase 3: Calculations

Hotel Information:	
Total Days of Operation	365
# of rooms	112
# of guest bathrooms	140
Occupancy Rate	70%
Occupants per Room Night	1.5
Showerheads	
Cost per showerhead	\$38.50
GPMs Saved	0.5
Shower Minutes/Person	10
Total Gallons Saved :	214,620
Total Installation Costs:	\$4,312.00
Savings	
Annual Water and Sewage Savings	\$643.86
Annual Energy Hot Water Savings	\$4,292.40
Total Annual Savings	\$4,936.26
ROI	
Years	0.87
Months	10.5

Assumptions	
Water and Sewer cost per gallon = (from bills)	\$0.003
Cost to heat 1 gallon of hot water = Assuming 50% of water is heated (AHLA)	\$0.02
Guest Bathroom Aerators	
Cost per Aerator	\$1.50
GPMs Saved	1.0
Faucet Minutes/Person	5
Total Gallons Saved :	268,275
Total Installation Costs:	\$210.00
Savings	
Annual Water and Sewage Savings	\$804.83
Annual Energy Hot Water Savings	\$5,365.50
Total Annual Savings	\$6,170.33
ROI	
Years	0.03
Months	0.41

CALCULATE YOUR PAYBACK

Cost of Each Dryer	515
Installation Cost	125
Number of Hand Dryers Purchased	2
Total Purchase Price	1280
Savings Multiple (Annual Savings/Initial Cost)	0.25
PAYBACK PERIOD IN MONTHS	47.3

Results: Amenity Dispensers

Average Cost Per Year for Year 1 + 2	\$10,173.48
Average Cost Per Year for Year 1, 2 + 3	\$9,006.82
1st Year Capital Expense:	\$2,564.48
Savings Each Year after Year 1	\$4,435.52
Return on Investment:	16.6 months

Phase 3: Implementation!

- ◆ Green Cleaning Products
- ◆ Bulk packaging
- ◆ Expanded Recycling



- ◆ Recycled Paper Products
- ◆ New Dishwasher
- ◆ 100% Recycled Key Cards

More Implementation

- ◆ Energy Star Rated TV's
- ◆ Efficient outdoor lighting
- ◆ Parking Lot Timers



- ◆ Energy Management System
- ◆ Night Lights
- ◆ BOH Timers

Education and Outreach



Our "Eco-Mascot" Premiere Pete travels the world to promote eco-friendly practices with everyone he encounters. Check out some of his "Tips for Treading Lightly" on the back and

be sure to visit us next time you are in New Haven, CT! 🌱 🌱 🌱

PREMIERE HOTEL AND SUITES

3 Long Wharf Drive • New Haven, CT
866-458-0232 • www.newhavensuites.com



LEAVING HOME

- If you're driving, make sure your car is well tuned and tires are fully inflated. You'll increase your mileage and cut gas costs up to 15%.
- Pack a canvas bag. You won't need a disposable paper or plastic bag with every purchase.

IN YOUR HOTEL ROOM

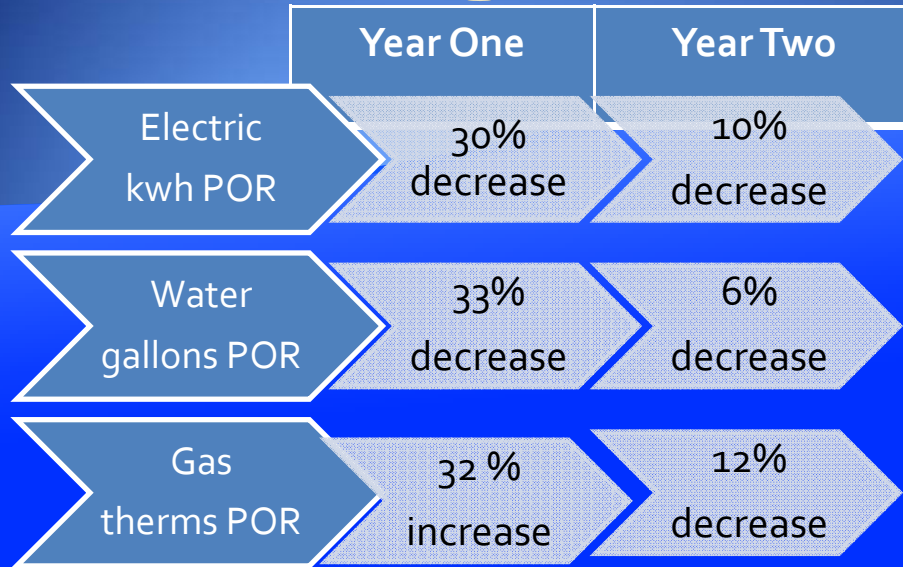
- Turn off your lights, television, and air conditioner when not needed.
- Never use your toilet for trash disposal.
- Ask your room attendant to let you reuse your linens and towels to reduce water, energy and detergent waste.



"I am impressed with the extent of your program. Great Job! Great signage telling guests about it."

Guest

Analyzing Results



New Haven Premiere Eco Check Report		Spot Checker Name(s): Eaton																
Date(s) Of Inspecti		01-12-10													Outside Temperature		25	
HELPFUL TIPS FOR COMPLETING THIS REPORT: This checklist can be completed over several days by more than one person. If there are multiple room checkers please include all names and dates of eco checks. Answer all questions with "y" for yes or an "n" for no, unless asked for a temperature. Rooms for the Eco Check should be rotated and not repeated until all rooms have been checked. Hallways and Lobby/Breakfast thermostat should be set to 75 in the summer and 71 in the winter. Unoccupied rooms should be set to 72 degrees in the summer and 66 degrees in the winter. Room Filters should be fairly clean. If you notice they are pretty dirty to very dirty, please notify Engineering to put it on their rotation list. Please make sure all eco plaques and stickers are in good shape and look nice. Let Engineering or Housekeeping know if they need to be replaced. Please enter complete room check (with feedback from all checkers) onto computer and email to Laurie Coyle twice per month.																		
Room No: (1 per building)	123	211	322	423	511	614	714	814	914	1014	1114	1214	1314	1414	Calculation	Total Pts	Pts	
Thermostat on Idle or Off	y	y	y	y	y	y	y	y	y	y	y	y	y	y	60	70		
Thermostat Temp Set to 66	66	66	66	66	66	66	66	66	66	66	66	66	66	66	70	70		
Actual Room Temperature	64	55	64	62	62	63	51	64	63	63	65	62	67	62	61.928571	0		
Sheet card(s) in place	y	y	y	y	y	y	y	y	y	y	y	y	y	y	42	42		
Room's Air Filter clean	y	y	y	y	y	y	y	y	y	y	y	y	y	y	70	70		
Eco Brochure displayed	na	na	na	na	na	na	na	na	na	na	na	na	na	na	0	56		
Eco Bookmark Present & Visible	na	na	na	na	na	na	na	na	na	na	na	na	na	na	0	42		
CFLs (all in & functioning)	y	y	y	y	y	y	y	y	y	y	y	y	y	y	70	70		
In Room Recycling in Place	na	na	na	na	na	na	na	na	na	na	na	na	na	na	0	70		
Refrigerator Temperature set to 0	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na		
Refrigerator Temperature set to 3	y	y	na	na	y	y	y	na	y	y	y	y	y	y	55	70		
Towel card in place	y	y	y	y	y	y	y	y	y	y	y	y	y	y	56	56		
Eco-plaques up (Energy, Water, Recycling) Dispenser sticker(s) in place	na	na	na	na	na	na	na	na	na	na	na	na	na	na	0	42		
Place/Look Good	na	na	na	na	na	na	na	na	na	na	na	na	na	na	0	42		
No Drips (Sink, Shower, Toilet)	y	y	y	y	y	y	y	y	y	y	y	y	y	y	56	56		
Low Flow Sink Aerator in place	y	y	y	y	y	y	y	y	y	y	y	y	y	y	56	56		
Night Light Working	y	y	y	y	y	y	y	y	y	y	y	y	y	y	42	42		

Don't You and Your Family Deserve a Safer, Healthier Future?

The Premiere Hotel and Suites is proud of the ongoing environmental initiatives that have been implemented since our opening in March of 2007... and the here are just a few:

RECYCLE

Recycling bins in every room and public areas.

ENERGY SAVING

Low energy lighting and energy efficient appliances.

WATER SAVING

Low flow showerheads and faucets.

GREEN

Environmentally friendly cleaning products.

OUR ECO-FRIENDLY GUEST ROOMS

- Low energy lighting
- Low flow showerheads and faucets
- Recycling bins
- Environmentally friendly cleaning products

RECYCLING

Recycling bins in every room and public areas.

ENERGY SAVING

Low energy lighting and energy efficient appliances.

WATER SAVING

Low flow showerheads and faucets.

GREEN

Environmentally friendly cleaning products.

PREMIERE PETE'S TIPS FOR TREADING LIGHTLY IN YOUR TRAVELS

- 1. Turn off the lights when you leave the room.
- 2. Turn off the TV when you leave the room.
- 3. Turn off the water when you brush your teeth.
- 4. Turn off the water when you take a shower.
- 5. Turn off the water when you take a bath.
- 6. Turn off the water when you take a shower.
- 7. Turn off the water when you take a bath.
- 8. Turn off the water when you take a shower.
- 9. Turn off the water when you take a bath.
- 10. Turn off the water when you take a shower.
- 11. Turn off the water when you take a bath.
- 12. Turn off the water when you take a shower.
- 13. Turn off the water when you take a bath.
- 14. Turn off the water when you take a shower.
- 15. Turn off the water when you take a bath.

PREMIERE
All Suite Hotel
NEW HAVEN, CONNECTICUT

Next Steps



Section 3: Housekeeping

Use cleaners and detergents that are readily biodegradable and do not contain certain chemicals. Some of the chemicals to avoid that are commonly used are listed below. However, this list is not the complete list and awarding of points is subject to the Pollution Prevention Manager:

- chlorine bleach
- phosphates
- ethylene diamine tetraacetic acid or ethylene dinitritetraacetic acid (EDTA)
- nitrilotriacetic acid (NTA)
- monoethanolamine (MEA)
- 2-butoxyethanol or ethylene glycol monobutyl ether (EGBE) or butyl cellulolve
- 2-Methoxyethoxy ethanol or diethylene glycol monomethyl ether (DEGME)
- Alkylphenol ethoxylates (APE)
- dibutyl phthalate (DBP)

Green Seal: <http://www.greenseal.org/findaproduct/index.cfm>

EcoLogo: http://www.ecologo.org/en/certifiedgreenproducts/?category_id=21#21

#	Initiative	Max Points Allowed	Enter Your Points	Description
3.1	Describe which product brands are used and for which purpose. Answer question 3.1a-3.1d OR 3.2.			
3.1a	Glass Cleaner	2	2	
3.1b	Floor Cleaner	2	0	
3.1c	Bathroom Cleaner	2	0	
3.1d	All Purpose Cleaner/Counter Top Cleaner	2	0	
3.2	Use of "Green Seal" or "EcoLogo" certified materials throughout property.			
3.3	Laundry detergent. Use laundry detergent biodegradable, do not contain nonylphenol (NPE).			



Premiere Hotel and Suites

On February 2, 2010, the Premiere Hotel and Suites was Certified as a Green Lodging Facility by the State of Connecticut. Premiere is the 1st hotel in the greater New Haven area to achieve this certification. The program, created

and managed by the Connecticut Department of Environmental Protection, is a self-certification program based on accumulating points associated with environmental practices at the facility. For more information visit the CT DEP website.

Follow [this link](#) for more information.

Questions ?