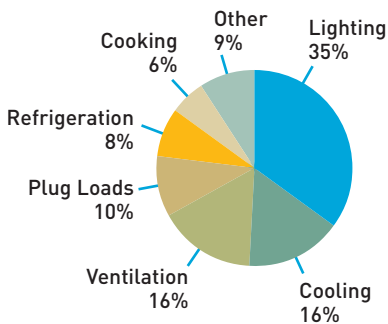




# Energy Management for Your Business

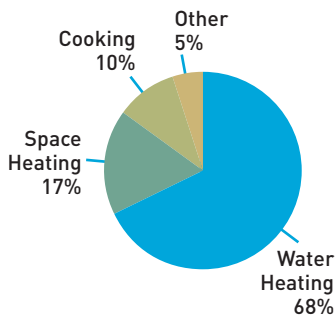
## PG&E's Energy Solutions for Hospitality Properties

### Lodging Facilities Major Electricity Use



Source: California Commercial End Use Survey (Itron), March 2006

### Lodging Facilities Major Gas Use



Source: California Commercial End Use Survey (Itron), March 2006

### Industry Facts and Customer Insights

Energy costs are one of the fastest-growing operating costs for hotels. They are also one of the largest controllable costs in this highly competitive industry. Pacific Gas and Electric Company's (PG&E) team of hospitality energy management experts can help your business minimize operating costs while continuing to satisfy your guests.

In 2008, PG&E paid more than \$6 million in program incentives to hospitality properties, resulting in annual energy savings of over 50 million kWhs and 580,000 therms. This is the equivalent of taking 3,000 cars off the road for a year.

These PG&E services can help you use energy more efficiently, increase guest satisfaction, reduce operating costs and green your property:

### Energy Management Services for Hospitality Properties

Services	Description	Benefits
Energy Audits	Assessments conducted by a technical specialist to determine your optimal energy savings plan.	Analyzes current energy use and identifies savings opportunities.
Automated Benchmarking Service (ABS)	Online tool to monitor your monthly energy usage data using ENERGY STAR® Portfolio Manager.	Measures and tracks your property's performance. Fulfills a requirement for green certification programs.
Energy Efficiency Rebates	Rebates paid to customers for installing qualifying energy efficient products.	Improves return on investment.
Retrofit Incentives	Financial incentives for upgrading and replacing equipment to achieve greater energy efficiency.	Reduces energy costs, improves operations and guest comfort.
Retrocommissioning Assistance	Financial incentives for optimizing existing equipment and systems to achieve greater energy efficiency.	Reduces energy costs; improves equipment operational efficiency. Quick return on investment.
New Construction Assistance	Resources and financial incentives for energy efficient design.	Increases operational efficiency and reduces energy cost.
Demand Response	Financial incentives for voluntary load reduction during peak demand periods.	Helps ensure the reliability of California's electrical grid.
Solar and Self-Generation Incentives	Rebates for the installation of photovoltaic, wind, fuel cell and other generation systems.	Reduces external energy demand.
ClimateSmart™ Program	Balances out greenhouse gas emissions from energy use through a voluntary, tax deductible contribution to environmental projects.	Demonstrates environmental leadership; balances out carbon footprint.

“Our guests’ comfort is primary, and all aspects of our facility operations are focused on ensuring it. Over the years we have found effective ways to maintain, or even increase, the attractiveness and comfort of this facility while closely managing our energy use.”

**Ty Sanders,**  
**Director of Engineering**  
**San Francisco Marriott**

## Energy Efficiency Rebates and Incentives for Hospitality Properties

Our account managers, program partners and affiliates can help you choose the projects that make the most sense for your facilities. Measures with the highest potential to save money and energy are:

Measure	Investment	Energy Savings	Typical Payback
High Performance T8 Lamps	Medium Cost	High	2 years – 6 years
Lighting Controls	Low Cost	Medium	1 year – 3 years
LED Exit Signs	Low Cost	Medium	<1 year
Variable Frequency Drives for Hot and Chiller Water Pumps	Medium Cost	High	0.5 years – 5 years
Variable Frequency Drives for Air Handlers and Fans	Medium Cost	High	<1 year – 4 years
Water-Side Economizer	Smart Investment	High	3 years – 6 years
High Efficiency Chiller	Smart Investment	High	2 years – 6 years
Premium Efficiency Motors	Low Cost	Medium	2 years – 5 years
Energy Management System	Smart Investment	High	1 year – 2 years

## New Technologies

Measure	Description
Ozone Laundry	Ozone is a strong biocide that is one of the most effective cleaning agents available. By converting your on-premise laundry to use ozone, you can reduce the costs of energy, labor, chemicals and detergents, water and sewer, reduce drying time, and increase the life of your linens.
Guest Room Occupancy Sensor-Based Thermostats	Set back thermostats use passive infrared sensors to detect occupants within the hotel room. Guests set the temperature they want to maintain when the room is occupied. When the room is empty, the temperature returns to a predetermined set point.
Key-Card Room Controls	Key-Card Room Controls enable guests to activate energy systems such as air conditioning, heating and lamps by inserting a key card in a slot just inside the door. When the guest leaves the room, all of the equipment turns off.
LED Lighting	LED lighting is more energy efficient than older incandescent technology and can reduce the amount of energy your facility consumes. Newly developed LED lighting technologies feature high quality lamps and dimming options.

## New Regulatory Requirements

PG&E’s energy management services can also help your company meet California’s new energy standards for hospitality properties. Examples include:

### California Energy Standards

Name	Description	Mandatory Date
AB 1103	State legislation that mandates benchmarking of commercial buildings being sold, leased, or re-financed.	January 1, 2010
AB32 (Global Warming Solutions Act)	Requires businesses to reduce greenhouse gas emissions to 1990 levels.	2020

## Your Next Steps with PG&E

For more information on how PG&E can help you manage energy consumption and reduce costs at your property, visit [www.pge.com/hospitality](http://www.pge.com/hospitality). To get started, contact your local PG&E account manager or call the PG&E

**Business Customer Service Center** at **1-800-468-4743**.

