



# Marriott®: Select-Service and Extended-Stay Hotels

## Urban Select-Service and Extended-Stay Hotels Show Opportunities for Energy Savings

Marriott is meeting an ever-growing demand for destinations bursting with vitality with its select-service and extended-stay hotels.

At the same time, Marriott is building on its partnership with SCE to maximize energy savings at these sites — helping improve operational and energy efficiency, lower costs, increase guest comfort, and enhance the environment.

Francisco Luna, director of cluster engineering for the more than two dozen Marriott-operated select-service and extended-stay hotels in the L.A. and Orange County regions, noted, “I’m passionate about this because not only do I see the opportunity for savings, but I also see prolonged life of the equipment. SCE and our Account Manager make it very easy to take advantage of savings through various rebate and incentive programs.”

### Select-Service and Extended-Stay Hotels, Big kWh Savings

Two of these programs, Energy Efficiency Express and Customized Solutions, have provided incentives for significant equipment upgrades.

In 2013–2014, most of these properties maintained by Luna, along with several franchise sites, received about \$495,000 in program incentives, for an impressive total savings of 1.8 million kilowatt hours. Measures included:

- Occupancy lighting and thermostat sensors in guest rooms (for entryway and bathroom lighting and HVAC set points in unoccupied rooms)
- Occupancy lighting sensors in storage areas and electrical rooms
- Light-emitting diode (LED) fixtures for guest room table and floor lamps
- LED fixtures in public areas
- LED exterior fixtures on buildings and in landscaping areas
- LED pool lamps in about half of the hotels (with LED fixtures using just 14% or less of the wattage of previous pool lamps)
- Packaged terminal air conditioners
- High-efficiency commercial ice machines
- Automated sensors on ice machines so they produce ice during off-peak hours

## Project Overview

### SCE Programs Utilized:

- Energy Efficiency Express
- Customized Solutions
- Aggregator Managed Portfolio Program (Third-Party Demand Response)
- Automated Demand Response

## Results:

Estimated savings

**1.8 million kWh**

**More than 1.8 million kilowatt-hours in savings in 2013-14 for energy efficiency upgrades at most of the properties in SCE’s service territory, with approximately \$495,000 in incentives**



An EDISON INTERNATIONAL® Company

*“I’m passionate about [energy management] because not only do I see the opportunity for the savings, but I also see prolonged life of the equipment. SCE and our Account Manager make it very easy to take advantage of savings through various rebate and incentive programs.”*

Francisco Luna  
Director of Cluster Engineering  
Marriott

In addition, the lodging units with full-size, noncommercial refrigerators previously participated in the multi-family refrigerator recycling and rebate program. Other energy- and water-saving steps include:

- Revising checklists for housekeepers, reminding them also to turn off lights and adjust HVAC set points in unoccupied rooms
- Adding water-conserving toilets, showerheads, and faucets in guest bathrooms

#### Select-Service Hotels

- Courtyard by Marriott®
- SpringHill Suites by Marriott®
- Fairfield Inn & Suites by Marriott®

#### Extended-Stay Hotels

- Residence Inn by Marriott®
- TownePlace Suites®

Luna still sees options for future savings, noting opportunities for dimmable lighting; parking lot LED lighting; demand control ventilation in kitchens; and variable frequency drives on HVAC units/fans, pool pumps and domestic water pumps.

## Demand Response: Incentives for EMS Units

These Marriott hotels also are working on adding energy management systems (EMS) — considered an important element of future energy-saving initiatives at smaller hotels. To date, 14 properties have received incentives for EMS installations to allow these smaller Marriott sites to more easily control public area HVAC operations, lighting, and hot water using building automation.

The units also facilitate participation in Automated Demand Response (Auto-DR), enabling remote, automatic load reduction during DR events. With DR, the hotels reduce energy consumption in non-guest impact areas when events are called. This relieves stress on the electricity grid, reduces energy costs, and helps the community and environment, in turn providing incentives to help offset energy charges.

The select-service and extended-stay hotels primarily use the Aggregator Managed Portfolio Program, through which authorized third parties develop their own DR programs for our customers.

For its DR participation, the Marriott hotels mainly curtail load by adjusting public space air conditioning set points, often pre-cooling these areas first. This approach allows both continued guest comfort and reduced energy use.

Clearly, with all of its energy management initiatives, Marriott is demonstrating leadership with creativity and innovation in this hotel market — while showcasing the ability to save energy, money, and the environment.



**To learn more about SCE energy management solutions, ways to reduce your energy usage, and manage your energy costs, visit [sce.com/lodging](http://sce.com/lodging) or call your SCE Account Manager.**

This case study is provided for your general information and is not intended to be a recommendation or endorsement of any particular product or company, or a representation of any actual or potential future energy or monetary savings for other customers. These programs are funded by California Utility ratepayers and administered by SCE under the auspices of the California Public Utilities Commission (CPUC). Programs are effective until funding is expended or the program is discontinued. Programs may be modified or terminated without prior notice. The information contained herein does not replace pricing information contained in any CPUC-approved tariff. Please refer to the tariffs for the programs described for a complete listing of terms and conditions of service, which can be viewed online at [sce.com/regulatory](http://sce.com/regulatory).