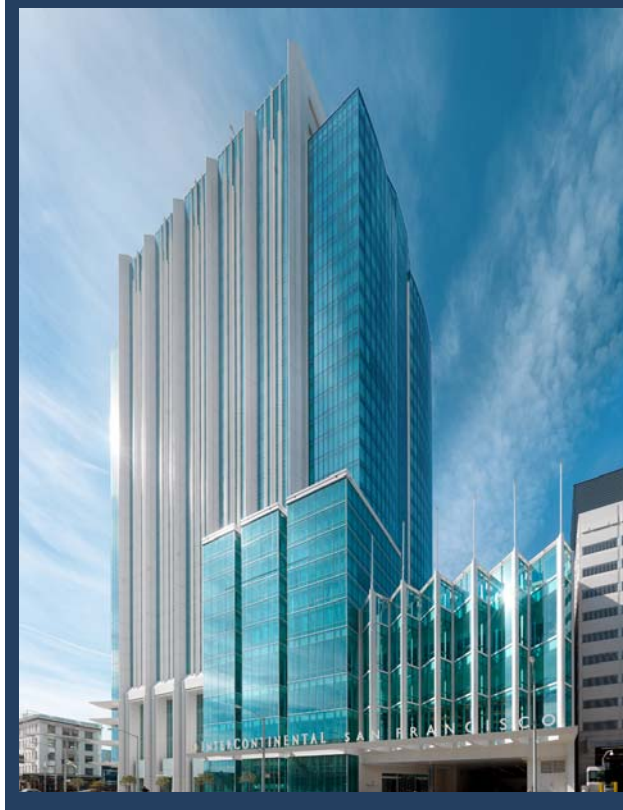


SAVING ENERGY SAVING MONEY

InterContinental San Francisco Boosts Bottom Line by Slashing Energy Waste

Saving energy is paying off big for the InterContinental San Francisco. The hotel has currently reduced its energy use by 16 percent and is saving \$198,000 per year on energy bills after making smart investments in energy-efficiency improvements that also enhance the hotel's environment for its customers and staff. Since opening, the hotel has improved lighting and HVAC systems, installed motion-sensor energy controls in each guestroom, and more. As the InterContinental San Francisco staff learned, maximizing energy savings starts with knowing how a building uses *and wastes* energy, and which improvements have the highest return on investment - insight that comes from measuring and assessing a building's energy use. Taking these first critical steps paved the way for the InterContinental San Francisco to:

- Recoup their investment in under 15 months
- Obtain over \$122,000 in rebates from PG&E and SF Environment
- Qualify for LEED certification
- Earn an ENERGY STAR
- Qualify for low-interest financing



CRITICAL STEPS TO ENERGY SAVINGS:

- 1. Know Where you Stand:** Measure and track your building's energy performance with EPA's free online benchmarking tool: ENERGY STAR Portfolio Manager.
- 2. Identify Energy Waste and Ways to Save:** Assess how your building uses and abuses energy and ways to save through an energy audit.
- 3. Pick Low-hanging Fruit:** Start with no- and low-cost energy-saving practices like retro-commissioning and energy conservation.
- 4. Make Smart Investments:** Lights and HVAC systems typically use the most energy and have the highest ROI when updated or replaced with energy-efficient products.

START SAVING TODAY

Visit SF Environment's Energy Watch website (sfenergywatch.org) or call 415-355-3700 to find out about rebates, free audits and other resources to help you get started saving money and energy.



"Energy is one of the biggest expenses of building ownership, yet it is the one cost that owners have the most control over. But you can't manage energy costs if you don't know where to begin."

By benchmarking our hotel's energy use and identifying inefficiencies through an audit, we were able to take a strategic approach to reducing energy use and maximize savings without sacrificing our customers' experience."

- InterContinental San Francisco General Manager Peter Koehler



SF Environment

Our home. Our city. Our planet.

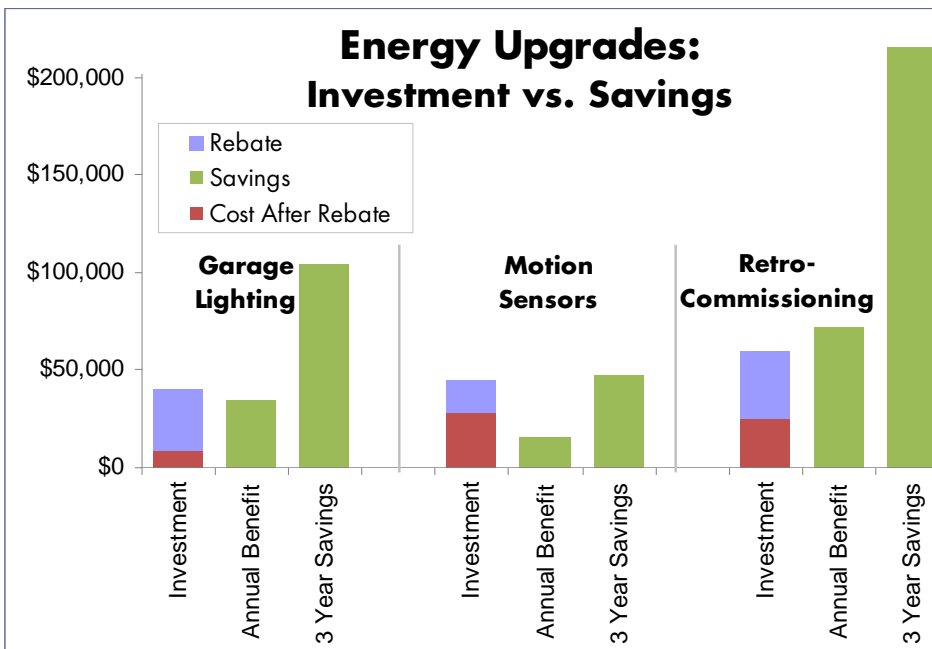
A Department of the City and County of San Francisco

AN AUDIT YOU CAN LOOK FORWARD TO

When an owner is ready to take control of energy costs, an energy audit helps find hidden “write-offs” that owners never knew existed that can save money on energy bills. The InterContinental San Francisco did several audits on a number of systems, uncovering a goldmine of energy-saving opportunities. Examples of improvements undertaken at the hotel as a result of the audits include:

- Installed motion-sensor lighting controls in stairwells
- Replaced inefficient lights in garage with compact fluorescents
- Retro-commissioned heating and cooling systems

The investments the hotel made in these upgrades, combined with rebates from SF Environment and PG&E, paid themselves back in less than 15 months and are saving the hotel \$198,000 per year on energy. Retro-commissioning also helped the hotel by reinforcing warranty claims and maximizing the value of warranty services.



BOTTOM LINE BENEFITS BEYOND LOWER ENERGY BILLS

- Energy-efficient buildings, especially those with ENERGY STAR and LEED certifications have lower vacancy rates.
- People that work in energy-efficient buildings are more productive and take less sick days.
- Many financial incentives exist to help pay for energy-saving improvements to commercial buildings.

GREEN TEAM KEY TO SUCCESS



Harry Hobbs (center) and the Green Team

On February 27, 2008 – the day before the hotel opened – Chief Engineer Harry Hobbs stood before a group of 250 employees and asked them to make a promise: “I pledge to do everything I can to improve and sustain my world at work and minimize my impact on the environment by taking all actions possible to reduce packaging, reuse whenever possible and always recycle.” With that sweeping support, the “Green Team” was born and a dream began. In June 2008, the Team began to make the company’s pledge a reality and instituted several energy and resource-saving measures as simple as encouraging staff and guests to recycle and compost instead of make waste, and as far-reaching as pursuing LEED certification. Over the next two years, the Team worked with SF Environment, Jubilee Daniels, PG&E, CB Engineers, and Regency Lighting to navigate the process and make the investments necessary to qualify for LEED-EBOM Gold that was awarded Q1 2011. Through its experience, the Team has learned that improving efficiency is not only the right thing to do but is also profitable.

RESOURCES:

EPA’s FREE Benchmarking Tool:
[Energystar.gov/benchmark](http://energystar.gov/benchmark)
SF Environment Energy Watch:
SFEnergyWatch.org
InterContinental’s Harry Hobbs:
Harry.Hobbs@ihg.com