

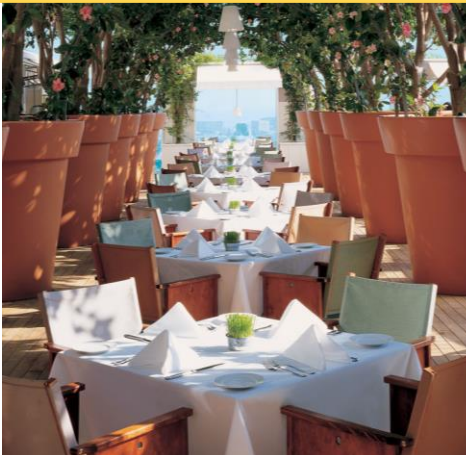
# SOL VISTA

## CASE STUDY

# Hotel Mondrian - Los Angeles



SOL VISTA's approach reduced utility costs by 21%, energy use by 17%, and water use by 21% while maintaining the posh hotel's luxury guest experience on Hollywood's Sunset Strip



*"There are very few energy project engineers that understand the 24/7 hospitality industry, especially high-end luxury hotels. We are impressed with SOL VISTA's experience in our industry and their expertise which yields ongoing energy savings & cost reduction at the Mondrian L.A."*

- Norbert Relecker, General Manager, Hotel Mondrian L.A.





### SOL VISTA

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# background

When **Pebblebrook Hotel Trust** acquired the luxury boutique **Mondrian L.A.** hotel in the heart of West Hollywood, they engaged **SOL VISTA** to identify opportunities for energy cost savings. Set amid the Sunset Strip's restaurants and nightlife, this hip property captures the glamour and excitement of its locale. Addressing energy efficiency opportunities at the property made good business sense. SOL VISTA faced some challenges: find and implement energy and utility cost-saving measures without any inconvenience to the celebrity clientele or negative impact on the Mondrian's stylish aesthetic.

## savings realized

- Utility Costs:  **21%**
- Energy Use:  **17%**
- Gas Rates:  **13%**
- Water Use:  **21%**

## environmental impact

*The Mondrian L.A. reduced greenhouse gas emissions equivalent to:*



**1,254,961** miles/yr.  
driven by the average  
passenger vehicle



**48.1** homes' energy  
use for 1 year

## SOL VISTA solutions deployed

- Energy & Water Audit
- Energy Procurement
- Energy Project Management
- Incentive Administration
- Skywalk Tech Platform

## our approach

With an unrivaled hotel industry focus that spans nearly 100 properties and resorts, the SOL VISTA team knew how to get the onsite hotel systems and equipment investigation completed and the recommendations implemented -- all while the Mondrian staff operated 24/7 with full occupancy. Starting with a six-week energy & water audit, the team examined energy use in all public and guest spaces -- lobby, bar, pool, kitchen, restaurants, guest rooms, elevators... even the garage. Working with the Pebblebrook Asset Manager and coordinating onsite visits with the Mondrian GM and Chief Engineer, the SOL VISTA team developed a list of recommended conservation measures with projected financial savings for each.

Energy efficiency was one criteria. But *equally* important was whether recommendations met the artistic vision of the hotel and the luxury comfort level expected by its upscale guests. "We involved the various interior designers in our recommendations," explains Zack Moore, SOL VISTA co-founder and team leader on the Mondrian energy project.

In addition to the on-site review, the energy and water audit included analysis of 24 months of historical utility consumption records to identify trends and anomalies. Using the Skywalk technology platform, all utility data was aggregated and normalized automatically, facilitating analysis and comparisons of previously disjointed data. Adjusting for seasonality and occupancy rates was another important step. This data was then used to benchmark Mondrian energy usage against similar hotels.

The team also researched utility company incentive programs, uncovering opportunities to gain financial compensation for certain proposed energy investments or retrofits.

A comprehensive final report contained very specific recommendations for water, gas, and electricity consumption in both low-cost and capital-intensive categories. Each included estimated costs and ROI.



*"The report was highly detailed and the metrics for savings were well-documented. The owners agreed to more than 90 percent of the recommendations.*

*- Phil Quintanilla, Chief Engineer, Hotel Mondrian L.A.*

## implemented recommendations

SOL VISTA was retained to handle the project management for the energy upgrades and retrofits. It took approximately six months to complete the task list. The company used separate crews based on the expertise needed: water, electricity, and HVAC.

Here is a selected sample of some of the implemented projects:

### gas

#### SKY BAR PATIO

The Mondrian Sky Bar patio is a favorite gathering spot year-round -- for celebrities and celebrity-watchers alike. During the cooler months, it was heated by 35 expensive portable patio heaters using bottled propane. SOL VISTA recommended replacing those with an underground gas line that was then connected to natural gas heaters, saving significant costs and eliminating the maintenance previously required to constantly replace empty tanks.

#### CONTRACT PROCUREMENT

SOL VISTA also handled the gas procurement contracts for the hotel. Using the historical consumption analysis produced by the Skywalk platform to understand usage needs, the team sought competitive bids. In one month, a new supplier was identified offering prices that were 13 percent lower than current rates.

### electricity

#### GUESTROOMS

SOL VISTA recommended implementation of wireless, networked thermostats. Connected to the guest registration system, the thermostat automatically turns on cooling or heating in the assigned room upon check-in. These also allow guestroom temperatures to drift within a pre-defined range to save HVAC runtime while guests are not in their rooms, further eliminating unnecessary cooling or heating.

#### LOBBY

The 200+ incandescent bulbs surrounding the all-glass elevator cabin were replaced with LED light bulbs. "The initial LED bulbs we installed were considered 'too bright' by their lighting consultant," explained Mark Foster, SOL VISTA project director. "We actually ended up having a manufacturer prototype some bulbs that weren't even sold on the market yet. That's how important even the color of light emitted was to the overall ambiance and how we responded to their design needs."

**ELECTRICITY USAGE DECREASED BY 17% FROM ALL THESE CONSERVATION METHODS**

## water

### GUESTROOMS

Two projects were implemented in the guest rooms to address water conservation: bathroom lavatory faucets and water closets. The current faucet aerators (which mix air into the water creating a weak, frothy stream) were replaced with laminar flow aerators. Those reduce water use by creating a sheeting effect with the water stream... but do so in a more satisfactory way. The toilets received a special valve that regulated the tank during refill, preventing water from needlessly draining. Together, the measures reduced water use by 18% over prior levels.

## incentive

### administration

#### LED LIGHTING / THERMOSTATS

SOL VISTA understands the various incentive programs offered by utility companies and municipalities across the country for energy-saving investments. A number of opportunities for cash incentives were identified and pursued for the Mondrian. The SOL VISTA team handled all application preparation and arranged all the necessary on-site inspections. From these efforts, The Mondrian collected over \$50,000 in incentives from the local utility.

## the savings... and what came next

The Mondrian realized significant cost savings from the SOL VISTA recommendations and implementations. These include: utility savings of **21%**; energy usage reduction of **17%**; lower gas rates (**13%**); and reduced water usage (**21%**).

Today, Chief Engineer Phil Quintanilla relies on the Skywalk platform to monitor monthly energy and utility costs and consumption for inconsistencies that might signal a potential problem. Recently, Skywalk helped the engineering team quantify the potential ongoing impact from a hot water leak that was discovered and fixed, preventing unnecessary costs from hitting the bottom line.

"The Skywalk analytics save our team time and point them in the right direction to investigate and control situations before they become problems and create unwanted costs. It allows us to be proactive instead of reactive," explained Mr. Relecker, Mondrian General Manager.

*"Energy costs money, and if there are ways to save continuously through smart consumption methods or through early detection of potential problems, it makes a positive impact on our **bottom line** and **profitability**."*

- Norbert Relecker, General Manager, Hotel Mondrian L.A.

**SOL VISTA** helps hotels quickly and continuously reduce utility expenses through a unique combination of onsite services and performance data analytics software. At more than **150** hotels, including many well-known brands and properties, we have successfully delivered actual utility cost savings of **20** to **50** percent.