



SOL VISTA

Skywalk CASE STUDY

Courtyard Capitol Hill at Navy Yard

Background

Located in the historic Navy Yard district in Washington, DC, **The Courtyard Capitol Hill/Navy Yard** hotel engaged **SOL VISTA** in 2014 to identify opportunities for energy cost savings.

While the building is relatively new, its design, equipment, and operations closely resemble that of its Courtyard peers in urban and suburban areas across the US. After an energy and operational assessment, SOL VISTA determined that the hotel would benefit enormously from over 20 recommendations to reduce ongoing utility costs.

Enrolling in Skywalk

After undergoing efficiency improvements, the hotel subscribed to SOL VISTA's **Skywalk** platform to proactively track and maintain its electricity, gas, and water use and costs.

Skywalk has provided hotel staff with the tools to manage its utility cost budget, reduce ongoing utility expenses, catch erroneous utility charges, and comply with local benchmarking laws.

- **Building Type:** Hotel
- **Name:** Courtyard Washington Capitol Hill/Navy Yard
- **Location:** Washington, DC
- **Brand:** Courtyard (Marriott International, Inc.)
- **Rooms:** 204
- **Enrolled in Skywalk:** 2015
- **Other:** 2016 TripAdvisor Green Partner



How has Skywalk helped?

"SOL VISTA's Skywalk platform helped us gain the TripAdvisor Green Partner Award, but more importantly, it has driven significant cost savings without sacrificing customer service."

- Nick Jette, VP of Asset Management, Chesapeake Lodging Trust



1. UTILITY BILLING CORRECTION

Skywalk caught an erroneous change of electricity supplier by the utility, and our team worked with the hotel to recover over \$20k in utility bill credits.

2. OPERATIONAL RECOMMENDATIONS

Skywalk Advisor has alerted hotel staff to utility use values beyond normalized levels, allowing the site to take appropriate actions to reduce consumption.

3. ADVANTAGEOUS ENERGY SUPPLY

Skywalk flagged the hotel's expiring electricity and gas contracts, and negotiated lower rates with better terms on the hotel's behalf.

4. BENCHMARKING COMPLIANCE

Skywalk automatically updates the hotel's ENERGY STAR Portfolio Manager account and handles annual benchmarking compliance submissions. This saves the hotel significant time and the potential of being fined up to \$300/day for non-compliance.

5. ONGOING SAVINGS

Savings generated from SOL VISTA's Skywalk platform have totaled over \$33k (almost 10% of annual utility spend), providing substantial ROI for the hotel.





Skywalk, SOL VISTA's proprietary SaaS platform, empowers commercial building and portfolio owners, managers, and engineers to improve the performance and profitability of their building(s).

SOL VISTA

8070 Georgia Avenue | Suite 401
Silver Spring, MD 20910
(800) 804-0628 | www.solvista.com

Savings Realized

Numbers verified by Skywalk:

- Utility Costs:  **\$8,000**
- Utility Credits:  **over \$20,000**
- Electricity Use:  **4%**
- Gas Use:  **8%**

Environmental Impact

The Courtyard reduced greenhouse gas emissions equivalent to:



127,053 miles/yr. driven by the average passenger vehicle



56,556 lbs of coal burned