



Northeast
Utilities

Boston Green Tourism

December 6, 2012



Benefits of Energy Efficiency

- Enhance guest comfort and satisfaction
- Reduce operating costs
 - Reducing energy expenses by just 10% is equivalent to a \$0.62-\$1.35 increase in ADR
- Improve competitive positioning
- Support corporate sustainability initiatives

Exploring Potential Opportunities

- Lighting and Lighting Controls
 - Lighting applications
 - High efficiency, specialized lighting across the property (guest rooms, restaurants, common areas, meeting rooms and exterior lighting)
 - Exit signs
 - Occupancy and daylight sensors
- HVAC Equipment and HVAC Controls
 - High efficiency HVAC equipment
 - Variable speed drives (VSD)
 - Cool Choice qualified equipment
 - Room-by-room controls
 - Improve comfort levels
 - Ensure heat and AC operate according to occupancy needs
- Kitchen Appliances and Low Flow Valves
 - High efficiency refrigeration
 - EC motors on walk-in evaporator fans
 - Compressor and case controls
 - Low-flow pre-rinse spray valves in the hotel kitchen