



**Twinning Project IL/11**  
**Implementation and Strengthening the Environmental Framework for**  
**IPPC, Resource Efficiency and Eco-Management in Israel**



# **Energy Management**

# **Hotel Sector**

## **Training Workshop on Energy Management Guidances**

**Tel Aviv, March 15th 2017**



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**Senior Expert**  
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**Sustainable Development**  
**Germany**



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Workshop Energy Management in Hotels

- Agenda
- 10:00 Welcome – Address
- 10:05 Horizontal Energy Management Guidance ('mini' EnMS)
- 10:30 EnMS- Implementation Tool
- 11:00 EnMS)– Self Assessment Tool as internal Audit
- (Save costs and external administrative efforts)
- 11:30 Break
- 12:00 Vertical Guidance on the Hotel Sector (Practical Example)
- 12:45 Interactive Application on Hotels and Discussion
- 13:15 Final Discussion and Conclusions
- 13:45 Conclusion
- 14:15 End of the Workshop



Rainer Feld  
Energy Management  
Hotel Sector  
Tel Aviv, March 15, 2017

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## Example – Grand Hotel





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Status  
before  
Implementing

| Level              | Energy Policy   | Organising   | Training   | Performance Measurement   | Communication  | Investment   |
|--------------------|---|--|--|---|--|--|
| 4                  | Energy Policy, Action Plan and regular reviews have active commitment of top management | Fully integrated into senior management structure with clear accountability for energy consumption | Appropriate and comprehensive staff training tailored to identified needs, with evaluation | Comprehensive performance measurement against targets with effective management reporting | Extensive communication of energy issues within and outside of organisation      | Resources routinely committed to energy efficiency in support of organisational objectives |
| 3                  | Formal policy but no active commitment from top management                              | Clear line management accountability for consumption and responsibility for improvement            | Energy training targeted at major users following training needs analysis                  | Weekly performance measurement for each process, unit, or building                        | Regular staff briefings, performance reporting and energy promotion              | Same appraisal criteria used for energy efficiency as for other cost reduction projects    |
| 2                  | Un-adopted policy   | Some delegation of responsibility but line management and authority unclear                        | Ad-hoc internal training for selected people as required                                   | Monthly monitoring by fuel type   | Some use of organisational communication mechanisms to promote energy efficiency | Low or medium cost measures considered if short payback period                             |
| 1                  | An unwritten set of guidelines  | <b>Informal, mostly focused on energy supply</b>   | <b>Technical staff occasionally attend specialist courses</b>                              | <b>Invoice checking only</b>  | Ad-hoc informal contacts used to promote energy efficiency                       | Only low or no cost measures taken   |
| 0                  | <b>No explicit energy policy</b>  | <b>No delegation of responsibility for managing energy</b>   | <b>No energy related staff training provided</b>   | No measurement of energy costs or consumptions  | <b>No communication or promotion of energy issues</b>                            | <b>No investment in improving energy efficiency</b>  |
| <b>Input Score</b> | 0   | 0/1  | 0/1  | 1   | 0  | 0  |



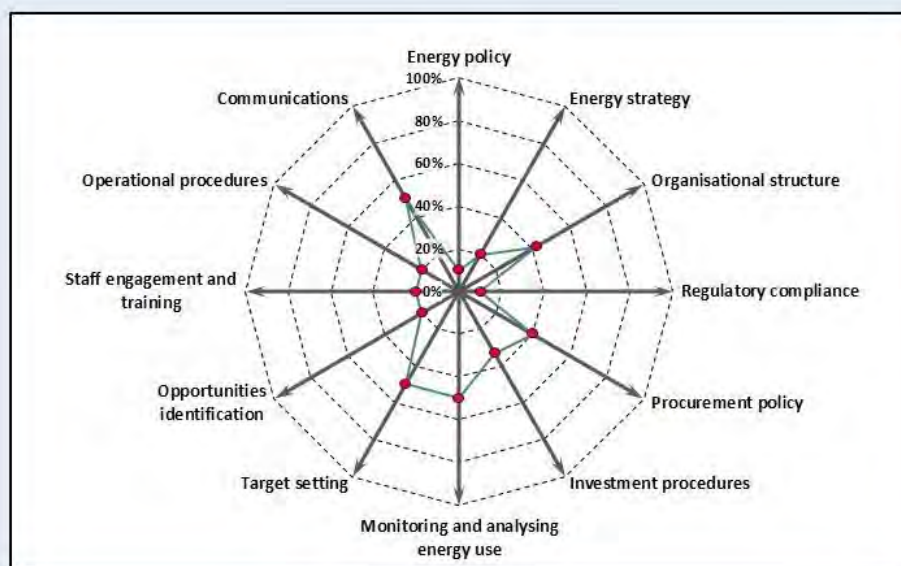


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# System before implementing

| Characteristic  | Score     |            | % score    |
|---|-----------|------------|------------|
|   | Actual    | Max        |            |
| <b>Management Commitment</b>                                      | <b>8</b>  | <b>32</b>  | <b>25%</b> |
| <i>Energy policy</i>  | 1         | 10         | 10%        |
| <i>Energy strategy</i>  | 2         | 10         | 20%        |
| <i>Organisational structure</i>                                   | 5         | 12         | 42%        |
| <b>Regulatory Compliance</b>                                      | <b>1</b>  | <b>10</b>  | <b>10%</b> |
| <i>Regulatory compliance</i>                                      | 1         | 10         | 10%        |
| <b>Procurement and Investment</b>                                 | <b>8</b>  | <b>22</b>  | <b>36%</b> |
| <i>Procurement policy</i>   | 4         | 10         | 40%        |
| <i>Investment procedures</i>                                      | 4         | 12         | 33%        |
| <b>Energy information systems &amp; identifying Opportunities</b> | <b>14</b> | <b>34</b>  | <b>41%</b> |
| <i>Monitoring and analysing energy use</i>                        | 7         | 14         | 50%        |
| <i>Target setting</i>   | 5         | 10         | 50%        |
| <i>Opportunities identification</i>                               | 2         | 10         | 20%        |
| <b>Culture &amp; Communications</b>                               | <b>9</b>  | <b>30</b>  | <b>30%</b> |
| <i>Staff engagement and training</i>                              | 2         | 10         | 20%        |
| <i>Operational procedures</i>                                     | 2         | 10         | 20%        |
| <i>Communications</i>   | 5         | 10         | 50%        |
| <b>GRAND TOTAL</b>  | <b>40</b> | <b>128</b> | <b>31%</b> |

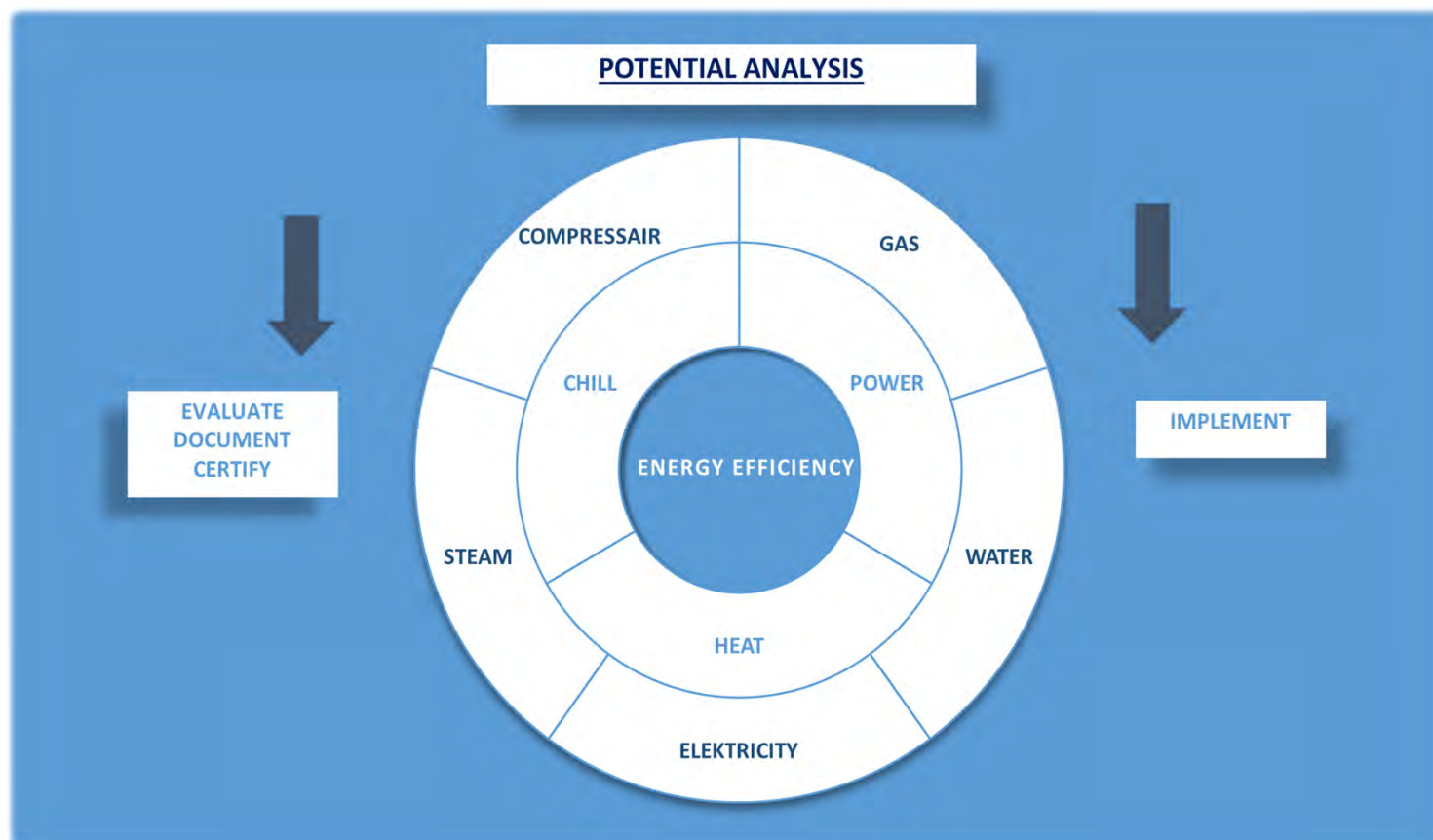


|                 |                        |
|-----------------|------------------------|
| Organisation:   | GRAND HOTEL (EXAMPLE)  |
| Date completed: | Samstag, 28. Juni 2014 |
| By:             |                        |



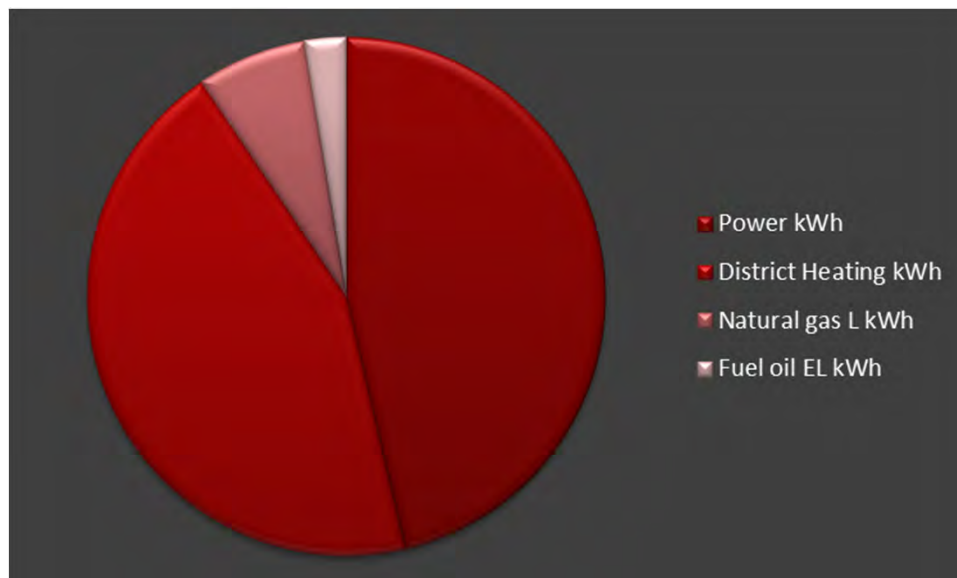


## The potential analysis process in a Mini - EnMS





## Power and district Heating are main energy sources



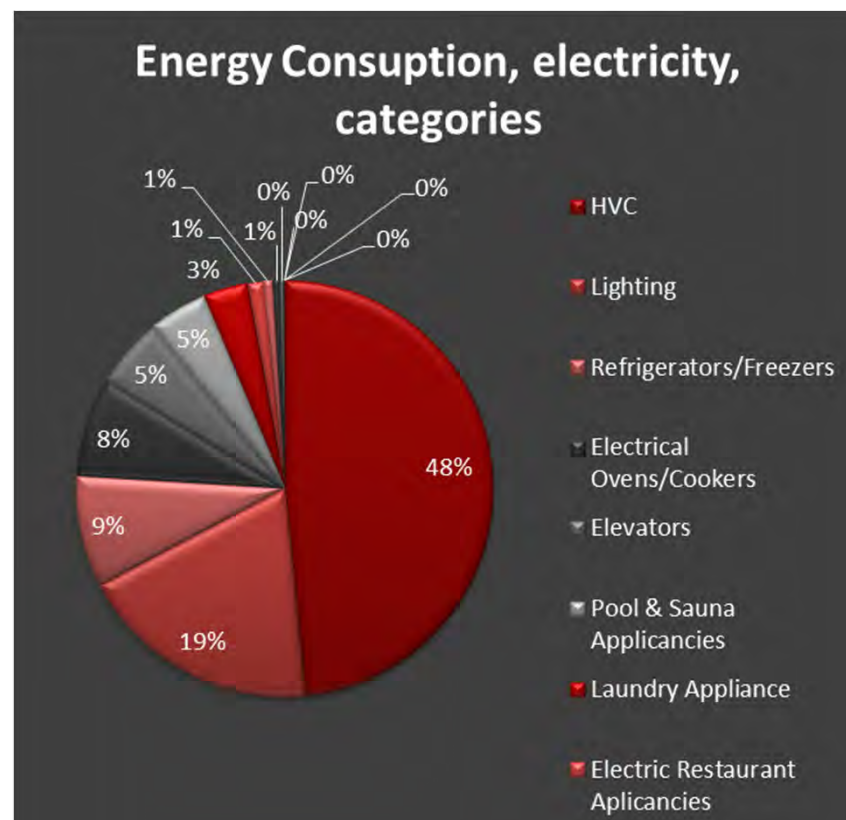
| Fuel             | Unit | Annual consumption | Annual energy consumption according to inventory | Parity |
|------------------|------|--------------------|--|--------|
| Power            | kWh  | 3.100.010          | 3.087.841  | 100%   |
| District Heating | kWh  | 2.957.630          | 2.950.826  | 100%   |
| Natural gas L    | kWh  | 457.301            | 433.914  | 105%   |
| Fuel oil EL      | kWh  | 174.026            | 178.764  | 97%    |





## HVC is the largest consumer of electricity

| Energy use by Categories          |                       |                       |
|-----------------------------------|-----------------------|-----------------------|
| Electricity Consumption           |                       |                       |
|                                   | Energy Usage kWh_el/a | Installed Power kW_el |
| HVC                               | 1.495.597             | 440                   |
| Lighting                          | 582.744               | 161                   |
| Refrigerators/Freezers            | 267.218               | 145                   |
| Electrical Ovens/Cookers          | 239.133               | 65                    |
| Elevators                         | 167.731               | 96                    |
| Pool & Sauna Applicancies         | 141.129               | 46                    |
| Laundry Appliance                 | 105.081               | 78                    |
| Electric Restaurant Aplicancies   | 39.287                | 40                    |
| Gas Ovens/Cookers                 | 22.031                | 7                     |
| IT                                | 15.501                | 8                     |
| Housekeeping/ Garden Aplicancies  | 8.886                 | 90                    |
| Maintainance / Garage Aplicancies | 3.259                 | 5                     |
| Compressors                       | 128                   | 1                     |
| Guest Aplicancies                 | 69                    | 123                   |
| Heating                           | 44                    | 2                     |
| <b>Total</b>                      | <b>3.087.841</b>      | <b>1.306</b>          |





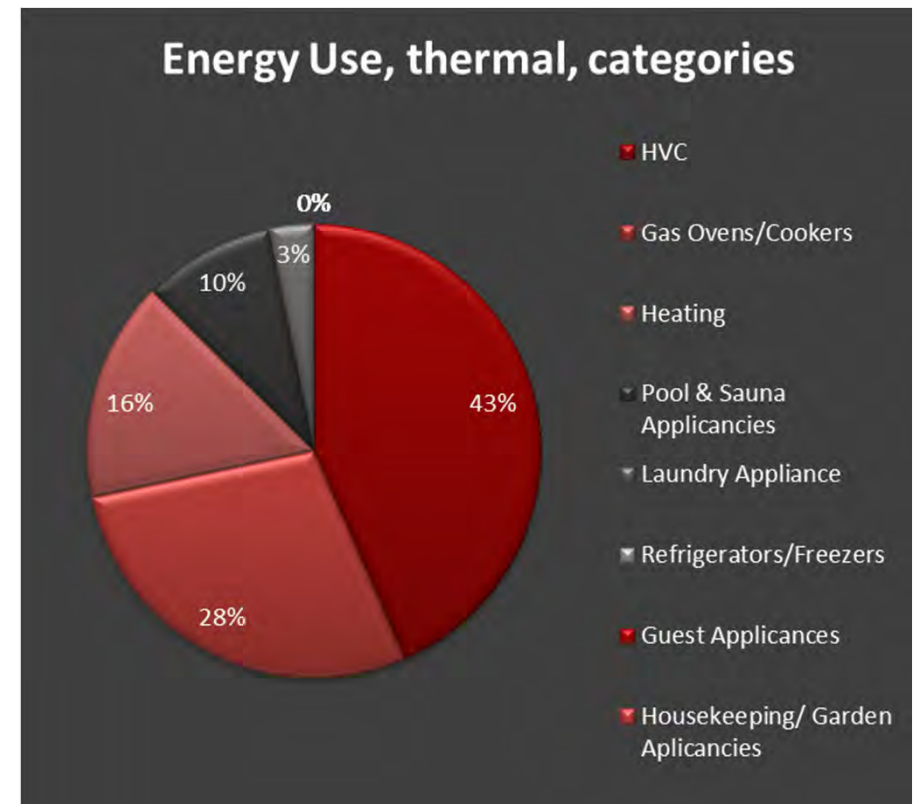


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## and thermal Energy

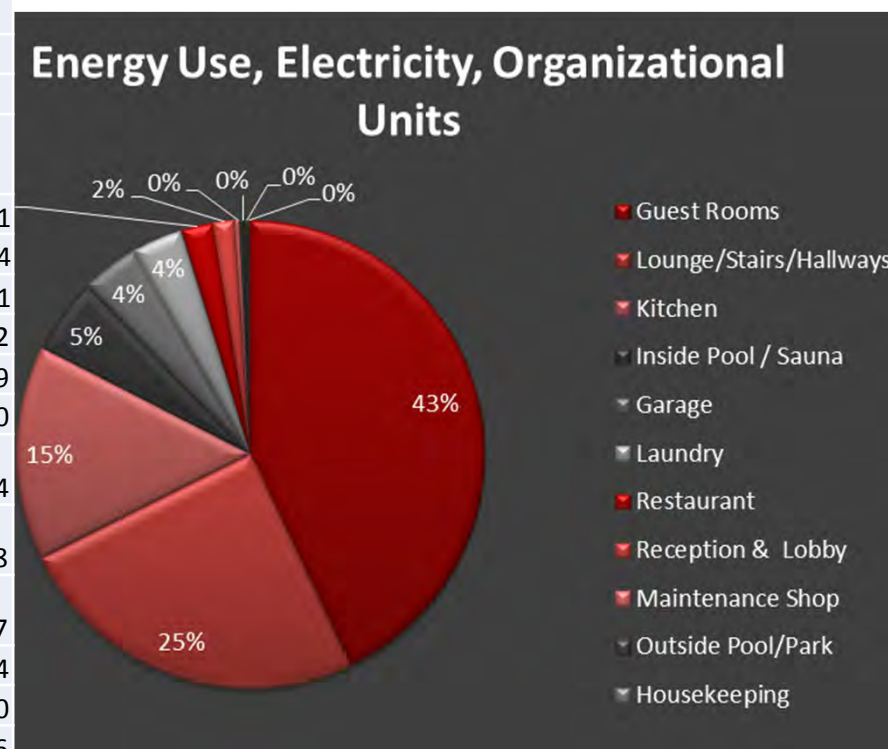
| Thermal Usage                        | Installed Power<br>kWh_th | Energy Usage<br>kWh_th |
|--------------------------------------|---------------------------|------------------------|
| HVC                                  | 69                        | 2.976.683              |
| Gas Ovens/Cookers                    | 45                        | 426.858                |
| Heating                              | 25                        | 55.500                 |
| Pool & Sauna Applicancies            | 15                        | 98.611                 |
| Laundry Appliance                    | 5                         | 7.056                  |
| Refrigerators/Freezers               | -                         | -                      |
| Guest Applicancies                   | -                         | -                      |
| Housekeeping/ Garden Aplicancies     | -                         | -                      |
| Elevators                            | -                         | -                      |
| IT                                   | -                         | -                      |
| Compressors                          | -                         | -                      |
| Maintainance / Garage<br>Aplicancies | -                         | -                      |
| Lighting                             | -                         | -                      |
| Electric Restaurant Applicancies     | -                         | -                      |
| Electrical Ovens/Cookers             | -                         | -                      |
| <b>Total</b>                         | <b>159</b>                | <b>3.564.708</b>       |





## Guest Rooms are the largest users of electrical Energy

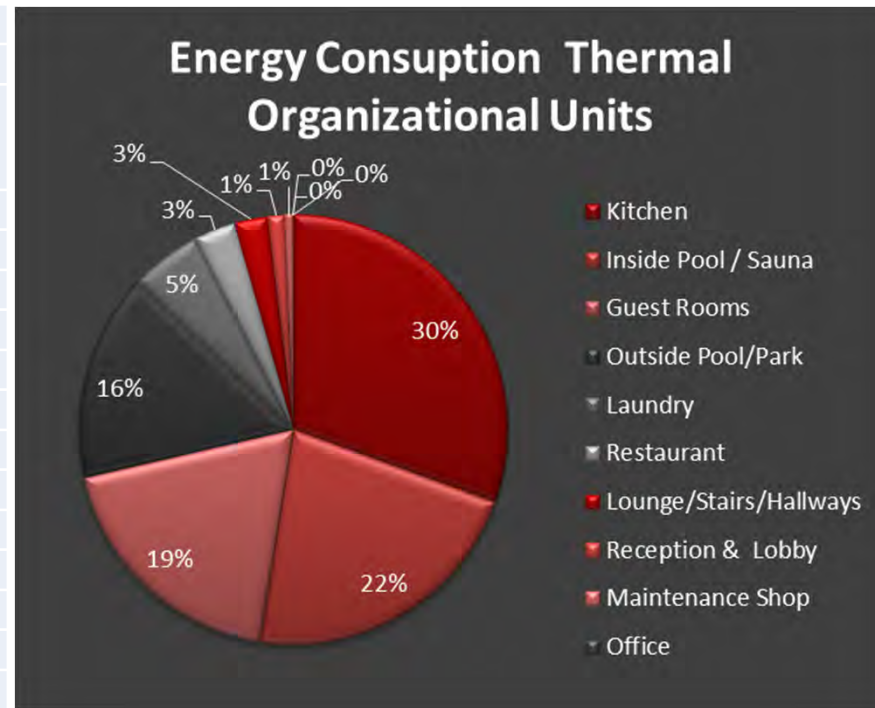
| Energy use by units    |                       |                       |
|------------------------|-----------------------|-----------------------|
| Organizational Units   | Energy Usage kWh_el/a | Installed Power KW_el |
| Guest Rooms            | 1.326.194             | 591                   |
| Lounge/Stairs/Hallways | 762.828               | 204                   |
| Kitchen                | 458.670               | 171                   |
| Inside Pool / Sauna    | 163.480               | 52                    |
| Garage                 | 122.611               | 29                    |
| Laundry                | 106.652               | 80                    |
| Restaurant             | 68.357                | 44                    |
| Reception & Lobby      | 45.916                | 8                     |
| Maintenance Shop       | 11.219                | 7                     |
| Outside Pool/Park      | 9.355                 | 74                    |
| Housekeeping           | 7.510                 | 40                    |
| Office                 | 5.049                 | 6                     |
| <b>Total</b>           | <b>3.087.841</b>      | <b>1.306</b>          |





## and thermal Energy

| Organizational Units   | Installed Power kW_th | Energy Consumption kWh_th/a |
|------------------------|-----------------------|-----------------------------|
| Kitchen                | 49                    | 426.969                     |
| Inside Pool / Sauna    | 35                    | 123.264                     |
| Guest Rooms            | 30                    | 2.935.296                   |
| Outside Pool/Park      | 25                    | 55.500                      |
| Laundry                | 9                     | 8.705                       |
| Restaurant             | 5                     | 6.344                       |
| Lounge/Stairs/Hallways | 4                     | 6.989                       |
| Reception & Lobby      | 2                     | 437                         |
| Maintenance Shop       | 1                     | -                           |
| Office                 | -                     | -                           |
| Garage                 | -                     | 1.205                       |
| Housekeeping           | -                     | -                           |
| <b>Total</b>           | <b>159</b>            | <b>3.564.708</b>            |





## Panning investments to save energy

| No | Action / Investment                 | General         |                 |                         | Interest                       | Amortisation     | Plan-<br>ned |
|----|-------------------------------------|-----------------|-----------------|-------------------------|--------------------------------|------------------|--------------|
|    |                                     | Invest-<br>ment | Saving<br>per a | Technical<br>usage<br>a | Return of<br>investment<br>%/a | Cash return<br>a | Priority     |
|    |                                     |                 |                 |                         |                                |                  |              |
| 1  | Run potential analysis              | 1000            | 1200            | 3                       | 120%                           | 0,8              | <b>B</b>     |
| 2  | Change behavior of staff            | 12000           | 14000           | 3                       | 117%                           | 0,9              | <b>A</b>     |
| 3  | Implement Guestroom Heating control | 25000           | 8500            | 5                       | 34%                            | 2,9              | <b>C</b>     |
| 4  | Coolers and Heaters (Maintainance)  | 15000           | 4000            | 4                       | 27%                            | 3,8              | <b>C</b>     |
| 5  | Change oil heating to gas           | 9000            | 1000            | 10                      | 11%                            | 9,0              | <b>D</b>     |





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Status after implementation

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| 1                  | An unwritten set of guidelines   | Informal, mostly focused on energy supply  | Technical staff occasionally attend specialist courses                                     | Invoice checking only   | Ad-hoc informal contacts used to promote energy efficiency                       | Only low or no cost measures taken   |
| 0                  | No explicit energy policy  | No delegation of responsibility for managing energy  | No energy related staff training provided  | No measurement of energy costs or consumptions  | No communication or promotion of energy issues                                   | No investment in improving energy efficiency   |
| <b>Input Score</b> | 4  | 3  | 3  | 2   | 3  | 2  |



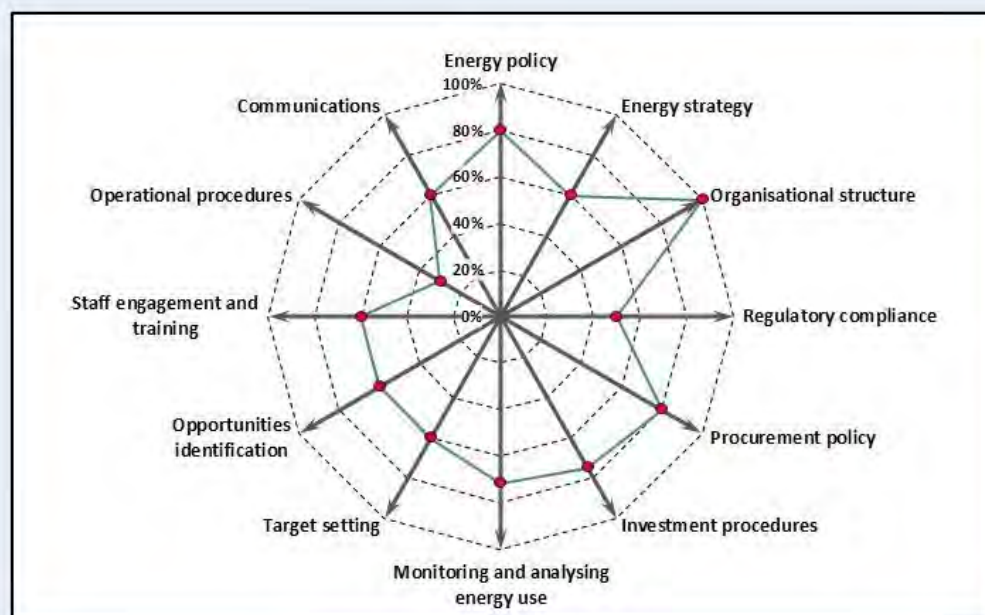


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# EnMS after implementing

| Characteristic  | Score     |            | % score    |
|---|-----------|------------|------------|
|   | Actual    | Max        |            |
| <b>Management Commitment</b>                                      | 26        | 32         | 81%        |
| <i>Energy policy</i>  | 8         | 10         | 80%        |
| <i>Energy strategy</i>  | 6         | 10         | 60%        |
| <i>Organisational structure</i>                                   | 12        | 12         | 100%       |
| <b>Regulatory Compliance</b>                                      | 5         | 10         | 50%        |
| <i>Regulatory compliance</i>                                      | 5         | 10         | 50%        |
| <b>Procurement and Investment</b>                                 | 17        | 22         | 77%        |
| <i>Procurement policy</i>   | 8         | 10         | 80%        |
| <i>Investment procedures</i>                                      | 9         | 12         | 75%        |
| <b>Energy information systems &amp; identifying Opportunities</b> | 22        | 34         | 65%        |
| <i>Monitoring and analysing energy use</i>                        | 10        | 14         | 71%        |
| <i>Target setting</i>   | 6         | 10         | 60%        |
| <i>Opportunities identification</i>                               | 6         | 10         | 60%        |
| <b>Culture &amp; Communications</b>                               | 15        | 30         | 50%        |
| <i>Staff engagement and training</i>                              | 6         | 10         | 60%        |
| <i>Operational procedures</i>                                     | 3         | 10         | 30%        |
| <i>Communications</i>   | 6         | 10         | 60%        |
| <b>GRAND TOTAL</b>  | <b>85</b> | <b>128</b> | <b>66%</b> |



|                 |                           |
|-----------------|---------------------------|
| Organisation:   | GRAND HOTEL (EXAMPLE)     |
| Date completed: | Dienstag, 7. Februar 2017 |
| By:             |                           |





## Prioritize

- Priority A: Significant energy use – important cost savings – ROI < 1 year
- Priority B: significant cost savings – ROI < 1 year
- Priority C: Significant energy use – important cost savings – ROI < 3 year
- Priority D Significant energy use – expected cost savings that improve cash flow





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To check your model – do the parity check!

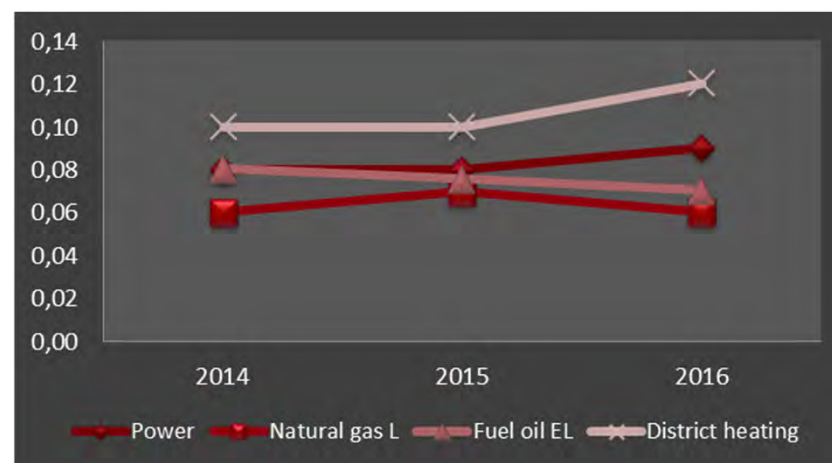
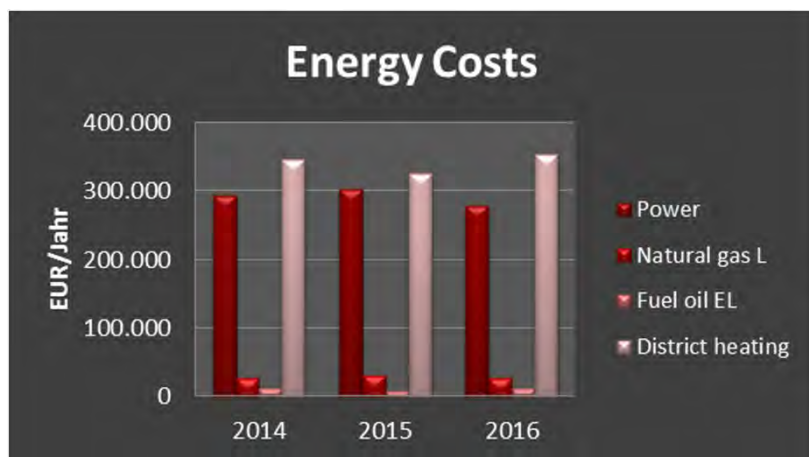
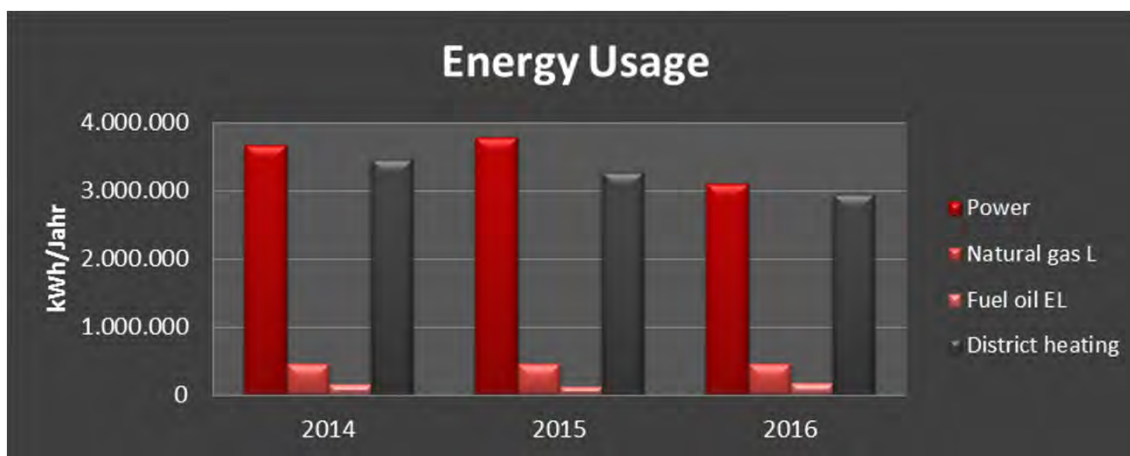
| Fuel             | Unit | Anual consumption | Anual energy consumption according to inventory | Parity      |
|------------------|------|-------------------|---|-------------|
| Power            | kWh  | 3.100.010         | 3.087.841                                       | <b>100%</b> |
| District Heating | kWh  | 2.957.630         | 2.950.826                                       | <b>100%</b> |
| Natural gas L    | kWh  | 457.301           | 433.914   | <b>105%</b> |
| Fuel oil EL      | kWh  | 174.026           | 178.764   | <b>97%</b>  |







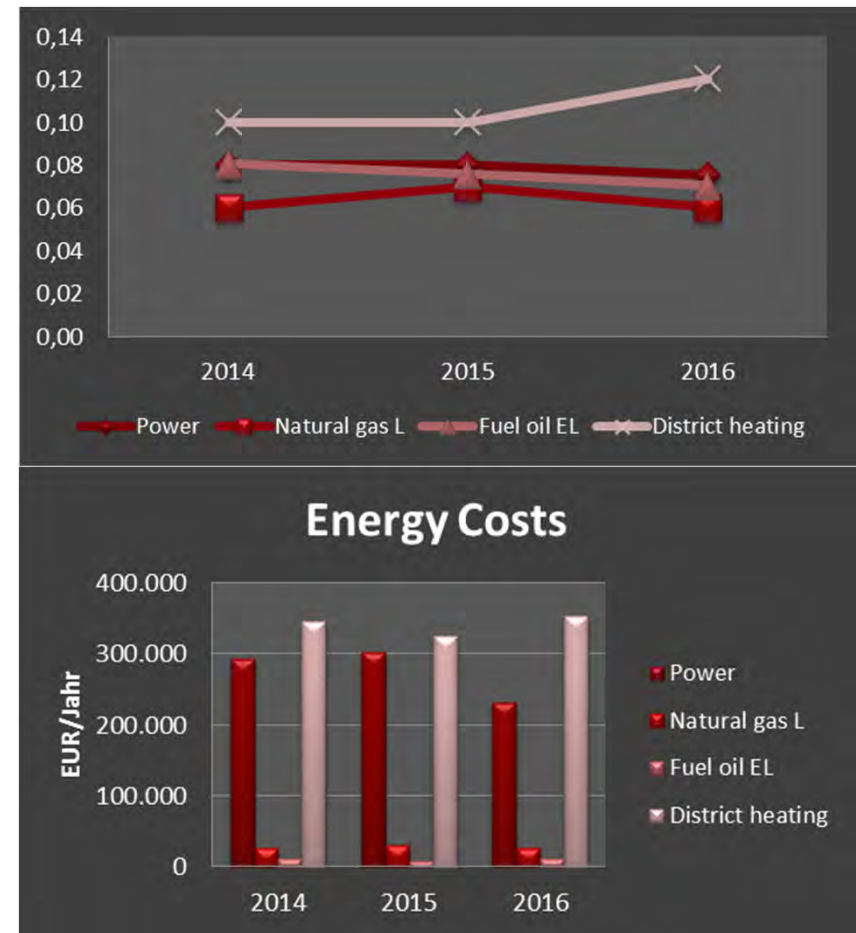
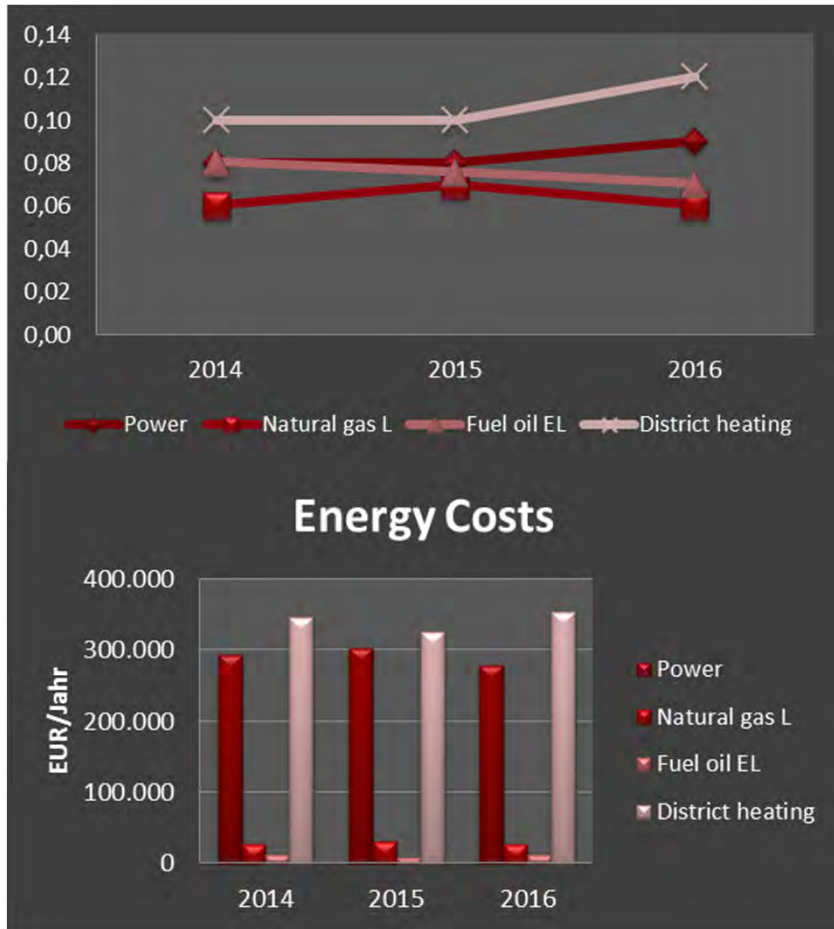
# The result Energy consumption – Energy cost – specific Cost





# Finally – using regenerative power (e.g. from solar panels) directly reduces your energy cost

E.g. 10% Energy from solar





## Conclusion

- The mini Energy Management helps Hotels to reduce costs
- It helps to implement energy efficiency measures
- It is the basics for an energy audit (EN 16247)
- And can be expanded to an EnMS according to ISO 50001
- However for many organization a mini EnMS will be sufficient

