

HOTEL ENERGY TRANSFORMATION

FULL SERVICE

THE PROPERTY

- 475-room full service hotel
- Flagged with major brand
- 30,000 SF of meeting space
- Two restaurants
- Three kitchens

BUSINESS CHALLENGES

- US\$575k utilities costs exceed 3.3% benchmark
- Electricity costs increased US\$62k from 2017 to 2019, and exceeded budget by US\$38k in 2019
- No EV charging stations
- Brand requires 25% decarbonization
- Limited capital for PIP renovation

TECHNOLOGY SOLUTIONS

- Capstone C1000 Microturbine
- Combined Heating & Power
- 330 SF Solar Carport
- 25 "Level 3" EV Charging Stations
- In-Room Smart Thermostats
- Window Treatments
- Outdoor Lighting Solutions



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GOVERNMENT INCENTIVES

- REAP Incentive
- Bonus Depreciation (Tax Reform Bill)
- Investment Tax Credit (ITC)

FINANCING OPTIONS

- Low-interest financing for renewable energy and sustainability initiatives
- No upfront capital required

YEAR ONE CASH FLOW

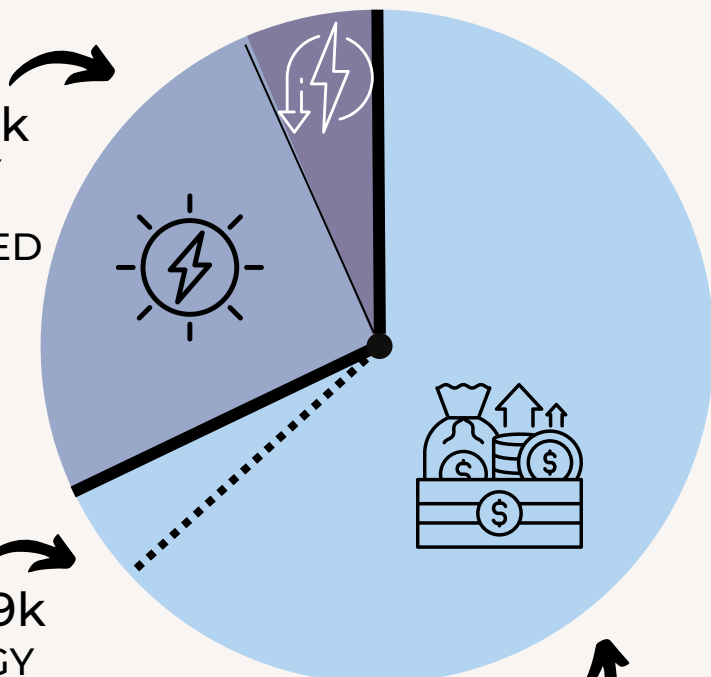
US\$506k

ENERGY COSTS
ELIMINATED

US\$991k

INCREMENTAL REVENUE
MINUS REMAINING COSTS

US\$506k
ENERGY
COSTS
ELIMINATED



US\$69k
ENERGY
COSTS
REMAINING

US\$1.06M
REVENUE



Combined Heating and Power (CHP), Smart Thermostats, Lighting, Window coating/sealants

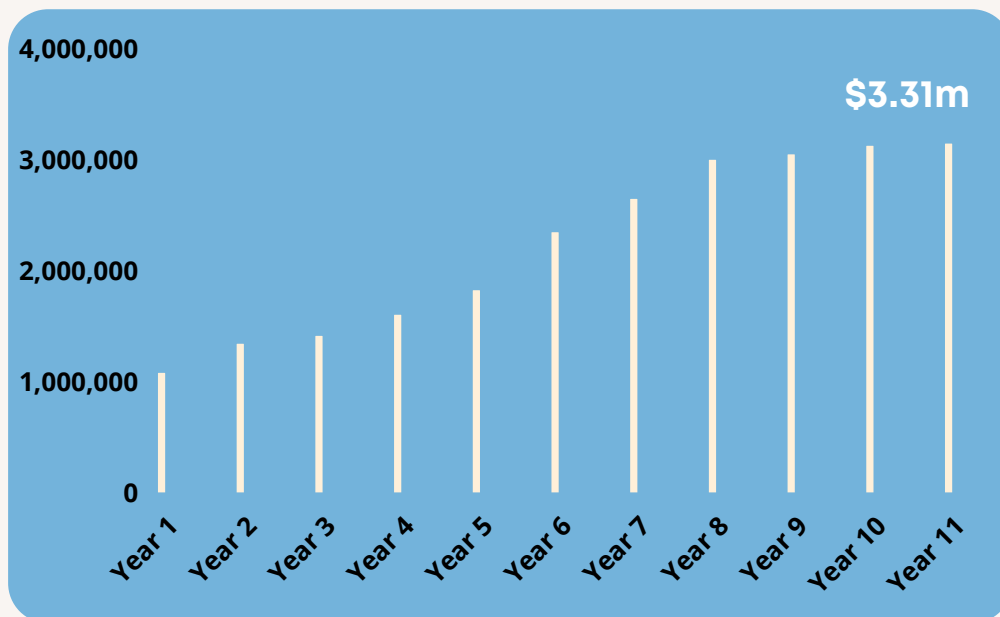


330 SF carport produces 1.3 million kWh annually, ultra-low emission Capstone Microturbine replaces remaining needs



Fee-based premium parking under solar carport shelters vehicles from elements, and earns over US\$530k in Year 1, EV charging revenues and sale of excess power capacity to local businesses

ELEVEN YEAR RETURN-ON-INVESTMENT

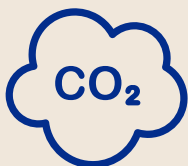


**CASH FLOWS &
GOVERNMENT
INCENTIVES**

US\$29.2M

Start-Up Government
Incentives not
displayed in cash
flows

ENVIRONMENTAL KEY PERFORMANCE INDICATORS



11,083
Metric Tons
Avoided

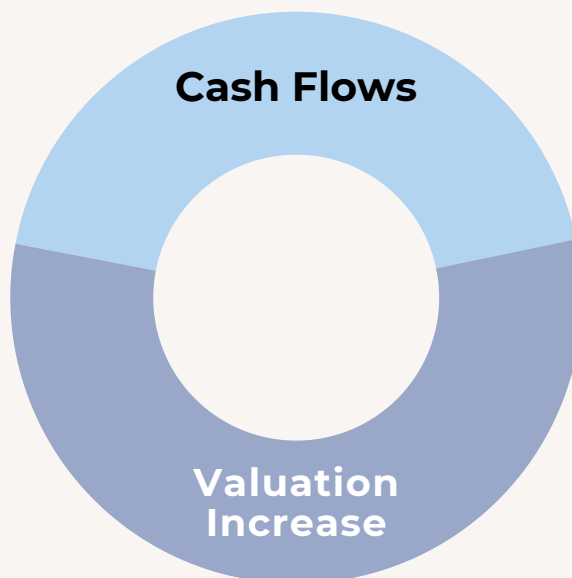


19,516
Trees
Planted



**HOTEL REAL ESTATE
VALUE INCREASE**

US\$37.6M



**INVESTOR KEY
PERFORMANCE
INDICATORS**

Net Present
Value

US\$32.2M

43.7%

Internal Rate
of Return