



Maryland Green Registry MEMBER

The Maryland Green Registry promotes and recognizes sustainable practices at organizations of all types and sizes. Members agree to share at least five environmental practices and one measurable result while striving to continually improve their environmental performance.

SOL VISTA



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Energy Efficiency Solutions and Technology

Member since April 2015

Management and Leadership

Environmental Policy Statement

SOL VISTA helps hotels quickly and continuously reduce utility expenses through a unique combination of onsite services and performance data analytics software. We also extend the benefits of our energy management solutions to our internal office environment practices. The SOL VISTA corporate culture is centered around promoting and supporting environmentally friendly energy conservation policies. Our operations manual clearly defines a range of procedures and recommended practices, such as:

- *Staff-wide commitment to recycling*
- *Enter/Exit procedures for setting the thermostat for minimize energy usage when the office is not occupied*
- *Enter/Exit procedures for lights and plug-loads to minimize energy usage when the office is not occupied*
- *Monitoring energy use at each work-station using an energy monitor*
- *Setting staff computer monitors to low-energy use, eco-friendly settings*

Environmental Team

SOL VISTA's team members are committed to sustainability and take environmental considerations into account every day in our office, with our energy partners, and at our hotel client properties. Our mission is to make hotels energy efficient by reducing waste and consumption without negative impact to the guest experience and comfort. By doing so, we improve both energy savings and hotel profitability. Our vision is to make environmental sustainability business-as-usual

in the hotel industry. Our team often includes third-party partners in the energy and engineering sectors. Our hotel client engagements, conducted in conjunction with such partners, range from conducting energy and water audits to identifying and implementing both short and long-time hotel equipment and infrastructure improvements/replacements that yield significant energy savings. We work side by side with the hotel operations personnel to ensure timely and expert energy project implementations. Our technology platform provides ongoing energy monitoring and visibility into potential future cost drivers, ensuring that hotels have an early alert system that enables them to prevent unnecessary energy waste.

SOL VISTA's work makes an environmental difference: Every kilowatt, therm, or gallon of water saved at one of our properties reduces the world's resource needs and helps combat GHG emissions.



Environmentally Preferable Products and Services

SOL VISTA helps hotels quickly and continuously reduce utility expenses through a unique combination of onsite services and performance data analytics software. We impart years of energy consulting, real estate investment, hotel operations, and software experience to each new engagement. Our energy management solutions have enabled more than 150 hotels to:

- *Lower energy and water costs by 15-50 percent while maintaining guest comfort*
- *Save an average of 20 percent on current energy expenditures through competitive procurement*
- *Comply with energy benchmarking mandates*
- *Gain recognition for your sustainability efforts*
- *Increase hotel profitability and value*

Our onsite services leverage Skywalk, our proprietary SaaS platform, to transform energy and water data into results that significantly reduce utility consumption and supply costs.

Our Energy management and improvement services include:

- *Energy & Water Audits, in which our onsite inspection teams identify ways to cut utility waste;*
- *Retrocommissioning, in which our teams find and correct problems related to water, gas, and electric infrastructure equipment and systems;*
- *Energy Project Management, in which our teams handle both small to large-scale retrofits and upgrades, from LED lighting to central plant overhauls;*

- *Incentive Administration, in which we identify sources of and secure payments of cash rebates for installing various energy efficient equipment; and,*
- *Energy Procurement, in which we renegotiate better utility rates for our hotel clients.*

At more than 150 hotels, including many well-known brands and properties such as Hilton, Westin, Marriott, and Hyatt, we have successfully delivered actual utility cost savings of 20 to 50 percent.

*At the **Doubletree Bethesda**, SOL VISTA cut energy use by 10%, raised ENERGY STAR score by 10 points, and secured \$100,000 for the hotel in energy incentives. At **TBC Properties in MD** (Best Western Annapolis and SpringHill Suites Annapolis) SOL VISTA delivered a 20-25% reduction in utility use/cost at these two sites.*

SOL VISTA is committed to providing its energy efficiency solutions to its home state of Maryland and currently works with 14 different properties in the state. Our national client list can be found here:

<http://www.solvista.com/clientlist.html>

Waste

Solid Waste Reduction and Reuse

SOL VISTA endeavors to eliminate unnecessary waste and to recycle materials in an environmentally responsible manner. Our team members reduce waste and promote reuse in the following ways:

- *Send reports and information electronically via email or other electronic methods instead of by paper and mail*
- *Electronic file storage (via Microsoft SharePoint cloud storage)*
- *Post company announcements electronically*
- *Print or copy on both sides of paper*
- *Reuse toner cartridges when possible and refill them instead of purchasing new ones.*
- *Reuse dishware, glassware, and other eating utensils*
- *Use a re-usable filtered water pitcher instead of bottled water*

Recycling

SOL VISTA's operations manual states that all team members must engage in sustainable recycling practices. There are approximately 6 recycling

containers placed throughout the office for our staff. We bring all recycling bins outside our suite at the end of each day; the recycled materials are then properly processed by the building's custodial staff. We also work with various local and county organizations to safely and properly recycle any electronic equipment.

Energy

Energy Efficiency

SOL VISTA has installed energy use monitors (http://www.belkin.com/consERVE/user-guide/WEB_F7C005_10MS041_ConserveInsight.pdf) at each team member's work-station so we may determine how much energy is used and then devise a strategic plan to keep energy use to a minimum. See the Policy Statement section above for more ways that SOL VISTA's strives to improve energy efficiency in our office.

Transportation

Employee Commute

At SOL VISTA, we encourage all team members to take environmentally friendly methods of transportation to and from our office as well as to and from on-site meetings and other events. Currently, one-half of office team members either walk, bike, or take sustainable transit to the office. Additionally, one-half of our team members live within 0.5 miles of our Silver Spring, MD office. Our office is located just 3 blocks from a WMATA metro stop and many of our partners commute to our headquarters using public transportation.

Efficient Business Travel

While traveling on business, SOL VISTA encourages its team members to observe the following energy-efficient procedures:

- Booking of green hotels
- Travel to and from business locations using sustainable transit options
- Combining more than one site visit into one trip if the locations are close by, thereby reducing gallons of fuel needed.

SOL VISTA has also invested in a Polycom teleconference system that allows our team members to virtually communicate with property and facility staff across the country and offer them energy efficiency solutions without on-site travel. This technology alone saves huge amounts of energy, gasoline, and travel miles,

resulting in notable reductions of carbon dioxide and other greenhouse gas emissions.

Other



SOL VISTA is a Montgomery County Certified Green Business (<http://www.mcgreenbiz.org/directory/>). In addition we are allied closely with environmental organizations such as the Association of Energy Engineers (AEE), U.S. Green Building Council (USGBC) and ENERGY STAR. SOL VISTA believes businesses benefit financially by continually improving their management of energy resources, and the environment benefits from reduced levels of related pollution. We are proud to offer services and products that can assist businesses who have committed to the goals of ENERGY STAR.

SOL VISTA has received the following awards for its commitment to sustainability and energy efficiency services:

- 2014 Incubator Company of the Year for Maryland, Energy and Environment Category
- 2013 Incubator Company of the Year for Montgomery County, MD
- U.S. Department of Energy Better Buildings Challenge Showcase Property for Hotel Monaco DC:
<https://www4.eere.energy.gov/challenge/showcase/district-of-columbia/hotel-monaco>



Help build a greener, more sustainable Maryland through voluntary practices that reduce environmental impacts and save money.

Learn more at green.maryland.gov

