



MORE COMFORT. LESS COST.

GUESTS LOVE THE CONVENIENCE OF MARRIOTT'S ENERGY-EFFICIENT IN-ROOM HEATING AND COOLING

PROJECT-AT-A-GLANCE

Equipment installed

- 30 packaged terminal heat pumps

Financial analysis

- \$6,000 cash incentives
- \$3,000 estimated annual utility bill savings
- \$22,000 project costs

Estimated annual energy savings

- 39,000 kWh

Benefits

- Lower energy usage and overhead costs
- More comfortable guest rooms
- Increased reliability of in-room space conditioning

Managers at the Courtyard by Marriott and TownePlace Suites hotels in Hillsboro identified an opportunity to save energy and improve guest comfort by swapping out the old and unreliable in-room packaged terminal heat pumps (PTHPs) with modern, energy-efficient models.

PTHPs are heating and air conditioning units in each room that maintain a comfortable environment for guests. The older, inefficient PTHPs had started to cause problems as they aged. Many of the units were malfunctioning and required frequent maintenance to stay operational. Guests also reported the poor design of the units made them difficult to use.

BRE Hotels & Resorts, the company that owns the two Marriott-branded properties, received \$6,000 in cash incentives from Energy Trust of Oregon for the PHTP purchases to help reduce the out-of-pocket cost. "With Energy Trust, we were able to procure more units at once," said Errol Thomas, general manager of the Courtyard by Marriott.

To Thomas' surprise, he received a lot of positive feedback from guests regarding the PTHPs. "I didn't think that new PHTP units would make that much of a difference to a hotel room, but people absolutely love them," said Thomas.

"The new units are super easy to use and work really, really well."

Thirty PTHPs were installed at the TownePlace Suites and Courtyard by Marriott properties. Thanks to the superior efficiency of the installed equipment, the two properties will save a combined \$3,000 on utility bills every year.



The incentives made it a lot more economically feasible to do these upgrades because they can be pretty pricey.



Errol Thomas, general manager, Courtyard by Marriott



Learn more about incentives for Oregon businesses by visiting energytrust.org/lodging.

Email existingbuildings@energytrust.org or call **1.866.605.1676** to get in touch with a team member today.

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