



The Dana Hotel on Mission Bay

A Local Energy Efficiency Jewel



Out with the Old

The Dana Hotel completed a \$20-million renovation expansion in 2004, which upgraded the 197 original guest rooms to more modern furnishings and equipment. Over the last year, the Carrier air conditioning units which were installed in the guest rooms during the had become noisy and inefficient, which could begin to negatively affect the high level of customer service they offer to their guests. The Dana had already implemented other energy-saving measures to provide a more enjoyable experience to their patrons and help lower their overall operating costs. After having previously worked with the management and facilities team at a sister property, Pacific Energy knew The Dana would be an ideal candidate for the Premium Efficiency Cooling Program.

Beginning in December of 2012, replacement of the older PTAC units began. The new units were retrofitted with the Telkonet Smart Energy™ (TSE) system. This system offers significant savings in energy and operating costs due to its Recovery Time™ (RT) technology. This patented system has the capability to adjust and maintain a room's temperature based on occupancy and the environmental characteristics such as window placement, weather conditions and the occupant's preferred temperature settings. Each room is equipped with its own Energy Management Sensor which communicates wirelessly to the Energy Management Thermostat in the room, which will automatically adjust the temperature of the room based on occupancy.

The Dana's Chief Engineer, Lalo Espinoza, who has been at the hotel for over 18 years, is very satisfied with this upgrade. Now that the system is entirely digital and wireless, overseeing the facility and its constant day-to-day needs has become more manageable and efficient. The system transmits an alert to his computer when a problem arises in a specific room and allows for a quick resolution – most of the time, without having to enter the room or disturb the guest. "I like that I can see what's going on with each guest room when I'm not even on the property," says Espinoza of the remote access system.

Kevin Konopasek, General Manager of The Dana Hotel is also very enthusiastic about the addition of the TSE system and says "It has already proven to be extremely beneficial not only in terms of energy and cost savings, but from a guest service standpoint as well." He notes that one really great feature the system offers is the ability to create VIP profiles for their guests. This allows the staff to enable the thermostat settings in a specific room prior to a guest's arrival, which will create a more comfortable and welcoming environment when they arrive. He added that this feature has significantly contributed to The Dana being able to offer a much more enjoyable experience for their patrons, which will likely contribute to return business and referrals. "We are extremely pleased with what we've seen so far," explains Konopasek and adds that in the next few years, they'll be interested in working with the Premium Efficiency Cooling Program again to retire the older PTAC units in the expansion portion of the property when those units are eligible. The Dana's retrofit project will yield an estimated annual savings of 82,054 kWh, and demand reduction of 35 kW.



Did You Know?

The California Hotel & Lodging Association states that electricity use accounts for up to 70% of the utility costs of a typical hotel.

Pacific Energy is a factory-authorized installer of Telkonet Smart Energy™ guest room controller systems. These controllers provide hotels with the potential for significant energy and cost savings by reducing energy usage up to 30% by automatically adjusting a room's temperature to maintain guest comfort.

The Premium Efficiency Cooling Program offers incentives and direct installation of controllers to assist hotels in the SDG&E® service area to increase energy efficiency and reduce operating costs. Incentives are also available for retiring inefficient Packaged Terminal Air Conditioners (PTACs) and Packaged Terminal Heat Pumps (PTHPs) and replacing them with premium efficiency units.

Contact Conservation Services Group to learn more about the program and how you can save on energy costs for your business.

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