# GreenHospitality.ie

## *Reducing Costs, Reducing Impact, Improving Competitiiveness*

# Services, Supports & Packages

*- Supporting Cost Saving through Resource Efficiency – Energy, Water, Food Waste, Landfill Waste, Raw Materials*
*- Delivering Environmental Management Systems to maintain efficiencies and savings*
*- Promoting certification to gain competitive edge*

*Valid to 31/12/2016*

# [www.greenhospitality.ie](www.greenhospitality.ie)

## Supported By:

**GreenHospitality.ie (GHP.ie)** is the Irish Hospitality, Travel & Tourism Resource for Sustainable and Responsible Tourism.  GHP.ie's objective is to support the Irish Hospitality sectors drive to minimise its costs by; pricing and using energy wisely, selecting the correct equipment and controls to manage the use of energy and water and to prevent waste, wherever possible, and correctly minimise, separate and dispose of waste streams.

GHP.ie also offers an internationally recognised environmental certification programme that enables businesses gain competitive advantage by promoting their responsible credentials, as well as using it to maintain the cost savings introduced through better resource efficiencies.   Certification is optional though strongly recommended.

Businesses can avail of any of the GHP.ie Services, or combination of services, depending on what their immediate requirements are.  Or, they can join up to our membership programme which provides for a more medium term engagement - which could also lead to certification.


## Engaging with GreenHospitality.ie

There are a number of ways of engaging with us;

**A La Carte** – select any of our individual services – ideal for any business that has a specific requirement.

**GREENStart** – GREENStart is recommended for businesses new to Resource Efficiency and is designed as an initial Resource Efficiency assessment of your business.  It includes:  Benchmarking – Energy, Water, and Waste plus an Electricity Data Analysis.  This is followed by an onsite visit and review where we assess the actual opportunities available to the business – focusing on No and Low Cost proposals.  GreenStart delivers a performance review report and proposed action plan and we aim to identify at least €1,000 worth of no cost solutions.

At this point we will also make a next step engagement proposal with GHP.ie – *GREENSave* – We assess what we feel will best suit your needs and business and put forward a proposal.  This could be a Resource Efficiency membership package or a deeper engagement if we feel we could give extra value to your business.  Having the GREENStart review to hand will enable you to decide on your next step.

**GHP.ie Resource Efficiency Member** – become a member and gain access to our website, resource tools and information and access to our certification programme.  Other supports can be added at any time.  There are a number of packages available here that can include site visits.  This is ideal for a business that is confident about its existing approach to Responsible Business Management and does not require third party support. *(Minimum requirement to maintain certification)*

# Range of GreenHospitality.ie Supports/Programmes

**GREENStart**
Our initial consulting service which provides on-site visit(s) designed to identify specific cost saving opportunities within energy, water and waste.  This service includes an initial benchmarking to identify the current business's performance and an MRSO electricity consumption profile.   *(This service will include specific analysis of a properties opportunities relating to – Lighting, M&T, Electricity Supply Optimisation, Electricity Demand Side Management, Energy Directive Credits opportunities, etc.)*

**GREENSave**
This service follows on from the GREENStart service and will be a bespoke programme for each business with defined projected deliverables.  These could consist of cost savings, employee awareness, green marketing, certification advice & support and would normally include energy optimisation, demand side management and energy credit support and guidance.

GHP.ie will agree the fee structure of any GREENSave proposal with each business with clear deliverables required by both GHP.ie and the business within an agreed timescale.  This will ensure both parties are committed to the plans set out.


*A GREENSave proposal* could include any of the following:

**GREENEnergy**
*Procurement –* we assess the prices you are paying for Energy and Waste and can support an application for alternative pricing
*Lighting –* we assess the potential to make savings by switching to more energy effective lighting
*Equipment –* we assess opportunities to manage equipment better and potential replacement or new technology/equipment
*Grant Aid –* we assess the level of grant aid available for energy efficiency projects and lead the application process

**GREENMonitor**
Monitoring and Targeting (M&T) is a vital step to enable any business achieve deep savings and control over the medium to long-term – especially with energy and water.  We work with preferred suppliers to start you off on this process with the potential to build an internal M&T system that provides useful and timely information.

**GREENTrack**
Our benchmarking programme where businesses benchmark their energy, waste and water for a specified year and then monitor their consumption on a monthly basis.  Benchmarking is the minimum a business should be implementing.  A benchmark report is required to be submitted annually for GHP.ie certified members

**GREENDSU**

We identify income opportunities for your business to use your generator to support the electricity network.  This can result in annual payments directly to the business. (Based on average electricity load)  *This is a GHP.ie individual service*.

**GREENFood**

We assess the level of food waste being created and offer a bespoke service to support the business in implementing deep changes to the food production culture and operation – leading to substantial reductions in costs and improved profitability. *This is a GHP.ie individual service*

**GREENCheck**

Our ½ day site visit service which can be tailored to whatever needs the business has.  This could include; Certification Implementation training, staff training, project review support, senior management briefing, deep reviews of RE issues within the business, etc.

**GREENWashroom**

Our recognition programme for public toilets that have adopted a Responsible Approach to managing these areas.  This programme provides a consumer awareness/education opportunity. *(Under development)*

**GreenTravel.ie**

This is our online marketing programme for sustainable and responsible tourism businesses.  It is open to all businesses that have achieved a recognised Responsible or Sustainable tourism accreditation or membership and also operates a recognition programme for all hospitality businesses that wish to have their sustainable credentials recognised but do not wish to go through the challenges of a certification programme.

**GreenHospitality.ie - Certification**

This is our internationally recognised Hospitality Certification Programme.  Our Eco-label is a 1$^{st}$ step for the built or natural environment. Our GreenHospitality.ie Award (Silver, Gold, Platinum) builds on the Eco-label whilst supporting sustainability and savings within the business.

Certification is a target to be agreed between GHP.ie and the member.

*Certification.*  It is important to note that by becoming a member of GHP.ie there is no requirement to achieve certification.  This is an optional decision which each business will decide on.  Some will wish to use the certification model as a tool to support changes within the business; others will focus initially on achieving cost savings – GHP.ie will offer whatever support/guidance the business wishes.

# Certification

**GreenHospitality.ie - Certification**
This is our internationally recognised Hospitality Certification Programme.  It is designed to complement a Resource Efficiency Programme and implemented properly will ensure that efficient practices implemented will maintain their cost saving aspect over the medium to long term.

It is also designed to allow certified members use it to promote their Environmental, Responsible and Sustainable Environmental credentials to the marketplace – delivering a competitive advantage.

The programme is criteria based and is separately audited to ensure compliance.  It is a multi-staged certification programme with our Eco-label as the 1$^{st}$ step for the built environment or Eco-tourism label for the natural environment.

Our *GreenHospitality.ie Award* (Silver, Gold, Platinum) requires in-depth work by businesses but the results will allow any business embed sustainability within their business, secure cost savings and provide an excellent platform to promote their green credentials to a discerning marketplace – that is increasingly demanding responsible actions from the hospitality sector.

Certification is a target to be agreed between GHP.ie and the member.  GHP.ie Members also receive specific discounts from other GHP.ie services.

**GHP.ie Engagement -  Key Benefits**.  By becoming a GHP.ie Resource Efficiency Member you are entitled to the following benefits;
- Access to the GHP.ie Resource Database and regular information updates

- Access to all GHP.ie Tools, Templates, Checklists, etc.

- Discounted or Free access to GHP.ie training, workshops, conferences, etc.

- Access to the full GHP.ie Certification model and criteria

- Annual benchmarking review

- Access to GHP.ie Green Supplier discounts

   **Certified GHP.ie Members** have the following added benefits;

- Use of the GHP.ie Certified Logo allowing for national/international promotion – competitive advantage

- Free Entry to GreenTravel.ie – GHP.ie's online travel & tourism website


*For more information contact us directly or logon to our website at*
*www.greenhospitality.ie*

## A la Carte Costs

| | GHP.ie Members | Non Members |
|---|---|---|
| GREENTrack Benchmark Review | €500 | €750 |
| GREENStart | €995 | €995 |
| GREENCheck – Additional Site visit & Review - from | €600 | €850 |
| Annual Conference | € 75 | € 95 |
| GreenTravel.ie Listing (Recognised Business) *(Minimum actions required)* | Included | €65-195 |
| Certification Application/Audit *(Verification Recurring every 3 years - Included within Ruby Packages)* | €500/600 | N/A |
| Micro Businesses Award Application/Audit *(Recurring every 3 years)* | €395 | N/A |

*To become certified a business must implement the criteria required and make an application together with the relevant fee, if applicable.*

# GHP.ie Resource Efficiency Membership Packages

## *Select a Membership Package and commence saving before you start!*

**GREENStart** – ideal for businesses new to sustainability or for current Standard RE members who require a deep review and site visit.  For any business that spends in excess of €75,000 per annum on Energy, Water and Waste combined, GHP.ie recommends that an initial GREENStart package is booked

## Standard – Resource Efficiency (RE) Membership

This is our general resource efficiency membership programme.  It provides access to all regular GHP.ie services and benefits and access to our a la carte services at the member rate.  Includes access to the benchmarking service, all the GHP.ie Resources, tools, templates, etc. and discounted programme costs.

## GREENSave – Verification & Resource Efficiency Support

There are 3 initial packages available here that support a members RE and ongoing certification verification.  We recommend that new members with limited RE in-house skills commit to Package 3 initially and then review this after the initial period.   This will provide enhanced support.

# GHP.ie Resource Efficiency Membership Fees and Packages

| Fees & Packages | GHP.ie Membership | | | | |
| --- | --- | --- | --- | --- | --- |
| | GreenStart | Standard | GREENSave Packages – Verification & Resource Efficiency Support | | |
| | Ideal for New Members | Resource Efficiency Membership | Verification & Resource Efficiency - Package 1 | Verification & Resource Efficiency - Package 2 | Verification & Resource Efficiency - Package 3 |
| **Annual Utility Costs – per annum** | (Site Visit, Benchmark, Opportunity assessment, Review Report) | (Standard Annual Membership) | (Membership plus Site Visit & Review once every 3 years) | ( Membership plus Site Visit & Review once every 2 years) | ( Membership plus Site Visit & Review every year) |
| Under €10,000 | **Request** | **€95** | N/A | N/A | N/A |
| Under €25,000 | **Request** | **€195** | N/A | N/A | N/A |
| Under €75,000 | **Request** | **€295** | **€395** | **€495** | **€595** |
| Under €150,000 | **€995** | **€395** | **€495** | **€595** | **€695** |
| Under €300,000 | **€995** | **€495** | **€595** | **€695** | **€795** |
| Over  €300,000 | **€995** | **€595** | **€695** | **€795** | **€895** |

**VAT @ 23% will be charged.  Payment conditions apply.**

*Utility Costs – Total Costs of Energy, Water Supply/Disposal, Waste Costs- Net of VAT*

*Certification – A separate audit is required for any business to achieve any certification level.  GREENSave Package members have a verification review built in as part of each package*

*All new Standard members are required to commit to a minimum of 2 years.  All Ruby Packages require a minimum 3 year membership commitment.  All members must give 3 months' notice of membership cancellation prior to the current membership package end date – membership packages automatically renew unless cancelled. All members are bound by the GreenHospitality.ie general terms and conditions which are found in the GHP.ie website*

**GreenHospitality.ie** is the Hospitality, Travel & Tourism Resource for Sustainable and Responsible Tourism in Ireland.  GHP.ie provides Resource Efficiency Advice, support and consulting to the Tourism & Hospitality sector across Ireland.

GHP.ie also offers an Internationally Recognised certification and support programme to the whole hospitality and tourism sector which delivers a ***wide variety of benefits to participants***;

*Economic*

- Enables businesses to identify cost savings in Energy, Waste & Water
- Protects the business against increases in unit costs
- Improves efficiencies leading to further cost savings
- Can identify funding sources which can alleviate the cost of change
- Access to training, expert advice, networking, benchmarking

*Legislative*

- Ensures business applies relevant environmental legislation
- Delivers advice and guidance on new legislation
- Demystifies impact of changes in legislation – Carbon Taxes, Refrigerants, etc.

*Marketing*

- Can enable the business to attract new clients and increase revenues
- Improves the quality of service and customer engagement
- Supports the business's Corporate Social Responsibility programme
- Delivers PR opportunities, enabling the business raise its profile - *Awards*
- Improves Staff morale
- Broadens the marketing reach of the business – *e.g. Green filters in booking engines*
- Free entry to [www.GreenTravel.ie](http://www.GreenTravel.ie) – *minimum actions required*
- Supports achievement of the TripAdvisor Green Leader Programme *(where applicable)*

Tourism and hospitality businesses can implement resource efficiency or achieve certification in easy stages as the programme is designed as a step-by-step approach which allows businesses implement the standards at their own pace.  Suppliers to the sector can also achieve certification under the GHP.ie SME Eco-label.

Measurement & Monitoring are at the heart of the programme and a robust benchmarking process supports members in identifying opportunities for cost savings.  GHP.ie Members have made, and embedded, substantial savings over the years by applying the GHP.ie standards and maintaining them. Savings of from €5,000 to €100,000+ per annum have been achieved – the majority at no/low cost *(Depending on the size of the property).* The GREENTrack service supports benchmarking.

The GHP.ie team have extensive experience in this field and are available to assist members and provide Best Practice advice and guidance.

***GHP.ie support programmes focus on identifying no and low cost solutions for members. For more information on GreenHospitality.ie logon to our website*** [www.greenhospitality.ie](http://www.greenhospitality.ie)