



# GreenHospitality.ie

*Reducing Costs, Reducing Impact,  
Improving Competitiveness,  
Embedding Sustainability*

**Services, Supports  
& Packages**

**[www.greenhospitality.ie](http://www.greenhospitality.ie)**

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*Supported by*



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**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 improve its Sustainability by providing a certification programme and support to minimise its costs through better Resource Efficiency by; - Pricing and using **energy** wisely, - Selecting the correct equipment and controls to manage the use of **energy** and **water** and to prevent losses, wherever possible, and - Correctly minimise, separate and dispose of **waste streams**.

## Certification

GHP.ie offers an internationally recognised environmental certification programme – **The GreenHospitality.ie 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.

**Recognition** – for smaller businesses and activities we operate our **GREENMark** recognition programme which allows them to promote their sustainable business approach. Our **GreenTravel.ie** website allows provides a marketing platform for all recognised sustainable hospitality businesses

## Consulting and Support – Resource Efficiency

Businesses can avail of a number of resource efficiency support services through our Consulting Service – **Green Trading Company (GTC)** – to assist in identifying opportunities, securing grant aid/financial support for projects, join one of the GTC programmes, or any combination of services, depending on what their immediate requirements are.

## Resource Efficiency Support and Certification

The most beneficial support GHP.ie can offer to businesses is a combination of Resource Efficiency Support and advice linked to potential certification.

This is a combination of our **GREENStart** offer initially followed by annual support through our **GREENSave** package. This annual support includes a site visit and review with the business of ongoing energy, water and waste management performance and opportunity review for the following year.

With Energy, Water and Waste costs set to increase steadily in future years this is an investment in a support service that will bring expert advice and guidance to this large cost area.

Businesses are not required to become certified to avail of our annual support package – though we recommend it as a tool designed to support ongoing cost saving and as a CSR tool.



## **GreenHospitality.ie - Certification - Eco-label, Award & CSR Programme**

This is our internationally recognised Environmental Certification Programme. Our Eco-label is a 1<sup>st</sup> step for the built or natural environment. Our GreenHospitality.ie Award (Silver, Gold) builds on the Eco-label whilst supporting sustainability and savings within the business. Our CSR Mark of Good Practice enables businesses combine their environmental and social programmes into an easily promotable standard.

**Certification.** It is important to note that by engaging with 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.

Our **GreenHospitality.ie Award** (Silver, Gold) 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. *(An audit is required to secure Silver or Gold Certification)*

**CSR Mark of Good Practice** - *This is under development – 2018 pilot.* Our **Corporate Social Responsible Mark of Good Practice** is based on the Global Sustainable Tourism Councils sustainability criteria along with the GHP.ie Award criteria together with a strong local social engagement by the hotel. It is designed to align with the principles espoused by Business in the Community and with programmes promoted by the Irish Hospitality Institute and the Irish Hotels Federation.

**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.
- Annual Electricity Consumption analysis (MCC10 members only)
- Annual Benchmarking Review

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

- Use of the GHP.ie Certified Logo allowing for national/international promotion
- Free Entry to GreenTravel.ie – GHP.ie’s online travel & tourism website

**Specific Conditions:** Certification to any of the GHP.ie standards requires either on-going verification through an annual site visit or a formal site visit and audit once every three years. Once certified members will be required to subscribe to one of our three GREENSave membership packages – see panel.

Certified members are required to commit to a minimum of three years membership  
GHP.ie Award initial certification audits will be charged for.

**For more information contact us directly or logon to our website at [www.greenhospitality.ie](http://www.greenhospitality.ie)**



## GreenHospitality.ie – Recognition – GREENMark

The **GREENMark by GreenHospitality.ie** is our recognition programme to enable businesses and other activities to be able to be recognised for their sustainable activities – where certification is either too onerous, costly or not relevant.

The GREENMark will be available as follows;

- Small Hospitality Businesses
- Restaurants and Pubs
- Green Destinations
- Greener Festivals
- Eco-Friendly Toilets
- Other sub-sectors as required

More information is available on our website – [www.greenhospitality.ie](http://www.greenhospitality.ie)

## GreenHospitality.ie – Recognition – GreenTravel.ie

GreenTravel.ie is Irelands Sustainable Hospitality website where we bring together all sustainable businesses across Ireland – either certified or recognised for their sustainable activities.

It is open to all businesses that have achieved a recognised Responsible or Sustainable tourism accreditation or membership from any provider across Ireland – a list is available. A listing fee is required – except for GHP.ie Certified or GREENMark businesses.

Have a look at our website [www.greentravel.ie](http://www.greentravel.ie)

## GreenHospitality.ie – Training

We deliver regional workshops every year which are free for members to attend.

We also identify to members through our website and newsletter other training courses that support sustainability.

We are in the process of developing an **Online Induction Programme – An Introduction to Sustainability within the Hospitality Sector** – which is expected to be launched during 2018.

In recent years we have run an annual conference designed to bring speakers of note together to share their sustainable message for members and the sector. We intend to move this to an every second year basis from 2018.

Members can of course engage directly with GreenHospitality.ie to receive on-site training for employees.



## **GREENStart – Your First Step**

We recommend that any business commencing engagement with GHP.ie starts with a GREENStart service. This will allow us to visit your business and understand how it operates and what challenges and opportunities you have.

Should the business wish to commence certification we will include one year's GHP.ie membership – otherwise it is the ideal start to engagement with us through the Green Trading Company.

The GREENStart service includes the following;

- Benchmarking – Energy, Water, and Waste
- Site Visit – a half day site visit including an overnight stay for accommodation providers
- Review report including a Benchmarking Analysis with a focus on energy costs, Identification of Energy, Water & Waste efficiency opportunities, Energy project grant aid opportunities and other sustainability and cost saving opportunities that we can see.

Our initial focus is on No and Low Cost proposals and we aim to identify at least €1,000 worth of no cost solutions for the business – which would make the cost of the service free.

Following this review we will make a next step engagement proposal, if relevant. We assess what we feel will best suit your needs and business and put forward a proposal. This could be a GHP.ie certification approach coupled with Green Trading Company support 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.

**The cost of a GREENStart service is from €995**

### **GHP.ie A la Carte Costs**

	<b>GHP.ie. GTC Members</b>	<b>Others</b>
GREENStart - from	€995	€995
GreenTravel.ie Listing (Recognised Business) (Minimum actions required)	Included	€65-295
Certification - Award/Audit	€500-600	N/A



## **Green Trading Company – Support Services**

The Green Trading Company (GTC) delivers consulting and other services to businesses. Businesses can choose to work with us solely from a consulting aspect and focus on cost saving through better management of Energy, Water and Waste or select specific services.

### **GREENEnergy**

GTC has an in-depth knowledge of how energy is use/misused within the hospitality sector and can provide expert independent advice to businesses – free from specific suppliers or products. With energy costs set to rise over the next decade and varied and complicated grant aid and support packages available we help businesses identify the most cost effective approach to energy management.

We specialise in securing Grant Aid for Lighting and Energy Efficiency Projects which can include – New Heating systems, Hot water boilers, BMS upgrades, Variable Speed Drives for pumps and motors, metering and sub-metering systems, Combined Heat & Power plans, Heat Pumps, Biomass, Solar PV systems, Heat exchangers, chillers, air conditioning, leisure centre improvements, equipment replacement, etc.

If your business is planning to make any capital expenditure on any energy related projects you should contact us first to support and advise you on your plans – to maximise your savings and grants.

### **GREENStart**

Our ½ day site visit service which can be tailored to whatever needs the business has. The initial recommended service is explained on the preceding page. Other uses could be to support the business in any of the following; Certification Implementation training, Staff training, Project review support, Senior management briefings/training, Deep reviews of RE issues within the business, etc.

### **GREENClean**

We have identified a methodology to remove up to 95% of all Cleaning Chemicals from hospitality businesses which will lead to a much healthier environment for customers and employees – and reduce costs typically by 50% plus.

### **Clean the World**

We have partnered with Clean the World (CTW) to bring their world class CSR programme to the Irish Hotel Sector. CTW collects all used bedroom toiletries (Soaps, shampoos, lotions, etc.) and turns them into Hygiene Packs for disadvantaged communities across the world.

There is a cost associated with this programme but members of GHP.ie, IHI, Repak and the IASI receive a discount.

***More information about all these services can be found in the GreenHospitality.ie website under Services***



## GHP.ie Membership Fees and Packages

	<b>GREENStart</b>	<b>GHP.ie Membership &amp; GTC Support – Annual Fees</b>			
		<b>Standard</b>	<b>GREENSave – Audit, Verification &amp; Support Packages For Certified Businesses</b>		
	<b>Resource Efficiency Review</b>	<b>Membership</b>	<b>Standard Package</b>	<b>Annual Package – GHP.ie or GTC</b>	<b>CSR Mark of Good Practice Package</b>
<b>Utility Costs</b>	<i>(Site Visit, Benchmark, Opportunity assessment, Review Report)</i>	<i>(Standard Annual Membership)</i>	<i>(Membership plus Audit once every 3 years)</i>	<i>(Membership plus Annual Verification and/or Review Site Visit)</i>	<i>(Membership plus Annual Verification and Review Site Visit)</i>
Under € 75,000	<b>€995</b>	<b>€295</b>	<b>€495</b>	<b>€795</b>	<b>€1,500</b>
Under €150,000	<b>€995</b>	<b>€395</b>	<b>€495</b>	<b>€795</b>	<b>€1,500</b>
Under €300,000	<b>From €995</b>	<b>€495</b>	<b>€695</b>	<b>€895</b>	<b>€1,500</b>
Over €300,000	<b>From €995</b>	<b>€595</b>	<b>€695</b>	<b>€895</b>	<b>€1,500</b>

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

*Utility Costs – Total Annual Costs of Energy, Water Supply/Disposal plus Waste Costs ( Net of VAT)*

*Certification – A separate audit is required for any business to achieve Award certification level.*

*All GREENSave 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*

*It is expected that accommodation providers on any GREENSave or GREENStart package will also provide overnight accommodation for each site visit to enable a thorough property assessment.*



**GreenHospitality.ie** is the Hospitality, Travel & Tourism Resource for Sustainable and Responsible Tourism in Ireland. GHP.ie provides Environmental Certification and - through the **Green Trading Company** - Resource Efficiency Advice, support and consulting to the Tourism & Hospitality sector across Ireland.

Our Internationally Recognised certification programme 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 them implement the standards at their own pace.

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 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 through the Green Trading Company 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)