



Our customers experience reduced energy consumption and expense in their properties.

Bay Gardens Inn, Rodney Bay St. Lucia
 Electricity Usage Analysis
 Installation of GEM Link® Wireless Occupancy Sensors



Test period	Energy usage KWH	Rate	Charges	Occupancy	Room nights		usage per night (kwh)	Per room night charge	
					Sold	To sell			
Comaprison to prior year									
December 31st 2016	23176	0.828	\$ 19,189.73	69%	710	1023	32.642	\$ 27.03	
December 31st 2017	20336	0.828	\$ 16,838.21	76%	781	1023	26.038	\$ 21.56	
	(2,840.00)	-	\$ (2,351.52)	7%	71	0	-6.604	\$ (5.47)	
Results							-20%		

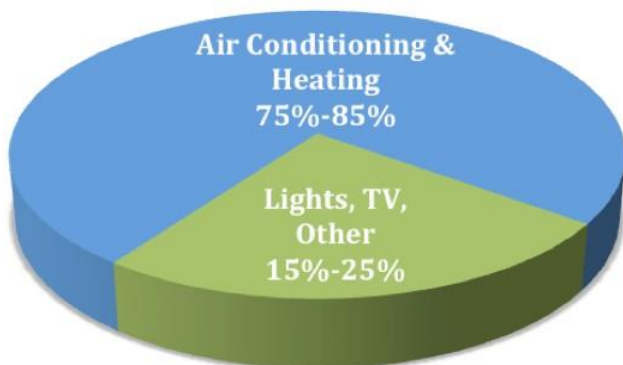
Owners Explanation

Review of the electricity charges for the month of December revealed a per room night decrease of 20% (6.604kwh) when compared to the same period prior year. Given that 71 more room nights were sold in the current period, it is commendable that a decrease was still seen. This translated into cost savings of \$5.47 per room night.



About the Property:

Bay Gardens Inn is a 32 room inn located in Rodney Bay, St. Lucia. The guest rooms are standard rooms with a small mini-fridge and a balcony door operating 12,000 BTU Lennox Inverter Mini-split AC units. The properties laundry facility is responsible for the 32 rooms at the Inn as well as all 79 rooms of the sister property Bay Gardens Hotel that is located next door. The property also operates one swimming pool.



Guestroom Energy Facts

Heating and cooling is the largest guestroom expense that hotels incur, consuming up to 85% of room energy. On average, guests only occupy rooms about 35% of their stay, but often leave air conditioner or heat on the remaining 65% of the time while they're out of the room.

No Control

Bay Gardens Inn LUCELEC Utility Bill – March 2017

St. Lucia Electricity Services Limited
 P.O. Box 230, Sans Souci, Castries, St. Lucia, WI | Phone: 758-457-4400 | Fax: 758-457-4409
 Email: lucelec@cwadw.lc | Website: www.lucelec.com

INVOICE # 3450057
TAX INVOICE
LUCELEC VAT T.I.N: 0177467

PAST DUE
 PAY IMMEDIATELY
 IGNORE IF PAID

Billing Summary	
Previous Balance	\$ 37,839.24
Payment(s) as at 2017/04/06	\$ -18,755.56
Balance Brought Forward	\$ 19,083.68
Current Charge(s)	\$ 18,926.42
Total Amount Due	\$ 38,010.10

Account No: 2078334 **Deposit: \$0.00**
Bill Date: 2017/04/11 **Interest to Date: \$0.00**

Tariff: Electric Hotel Low Tension **Service Address: Rodney Bay** **LOC ID: 3012992**

Meter and Usage Information						
Meter No.	From Date	To Date	Days	Previous Read	Current Read	Read Type
12#2-00507	2017/03/09	2017/04/08	30	209187	232045	RR

Monthly Usage (kWh)

Billing Details	
Usage (22858 kWh @ 0.8030)	\$ 18,354.97
Fuel Surcharge (22858 kWh @ 0.0250)	\$ 571.45
Subtotal	\$ 18,926.42
VAT on Electric (0%)	\$ 0.00
Total Current Charge	\$ 18,926.42

LUCELEC MESSAGES

Your account is past due and can be disconnected if not settled immediately. Please make payment directly at LUCELEC offices and not to Collection Agencies for the following amount: \$ 19083.68
 Don't overload outlets or extension cords; this could damage the electrical system in your house which can result in a fire.

St. Lucia Electricity Services Limited
 P.O. Box 230 Sans Souci, Castries, St. Lucia, WI | Phone: 758-457-4400 | Fax: 758-457-4409

BAY GARDENS INN
RODNEY BAY
P.O. BOX 1892
GENERAL P.O.

Please present this portion with your payment
CURRENT CHARGE(S) & FEES DUE BY: 2017/05/09

Account No: 2078334
Total Due \$38,010.10

Payment Enclosed

Total kWh Used: 22,858 kWh (No Control)

GEM Link® Control

Bay Gardens Inn LUCELEC Utility Bill – March 2018

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 Email: lucelec@cwadw.lc | Website: www.lucelec.com

INVOICE # 4240657
TAX INVOICE
LUCELEC VAT T.I.N: 0177467

PAST DUE
 PAY IMMEDIATELY
 IGNORE IF PAID

Billing Summary	
Previous Balance	\$ 33,660.09
Payment(s) as at 2018/03/13	\$ -17,646.26
Balance Brought Forward	\$ 16,013.83
Current Charges	\$ 15,724.48
Total Amount Due	\$ 31,738.31

Account No: 2078334 **Deposit: \$0.00**
Bill Date: 2018/04/10 **Interest to Date: \$0.00**

Tariff: Electric Hotel Low Tension **Service Address: Rodney Bay** **LOC ID: 3012992**

Meter and Usage Information						
Meter No.	From Date	To Date	Days	Previous Read	Current Read	Read Type
12#2-00507	2018/03/08	2018/04/07	30	484409	500421	RR

Monthly Usage (kWh)

Billing Details	
Usage (18012 kWh @ 0.8030)	\$ 14,949.96
Fuel Surcharge (18012 kWh @ 0.0430)	\$ 774.52
Subtotal	\$ 15,724.48
VAT on Electric (0%)	\$ 0.00
Total Current Charge	\$ 15,724.48

LUCELEC MESSAGES

Your account is past due and can be disconnected if not settled immediately. Please make payment directly at LUCELEC offices and not to Collection Agencies for the following amount: \$ 16,013.83
 Assume that all overhead wires are energized at all voltages. Never assume that a wire is safe to touch even if it is down or appears to be insulated.

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BAY GARDENS INN
RODNEY BAY
P.O. BOX 1892
GENERAL P.O.

Please present this portion with your payment
CURRENT CHARGE(S) & FEES DUE BY: 2018/05/07

Account No: 2078334
Total Due \$31,738.31

Payment Enclosed

Total kWh Used: 18,012 kWh (GEM Link® Control)

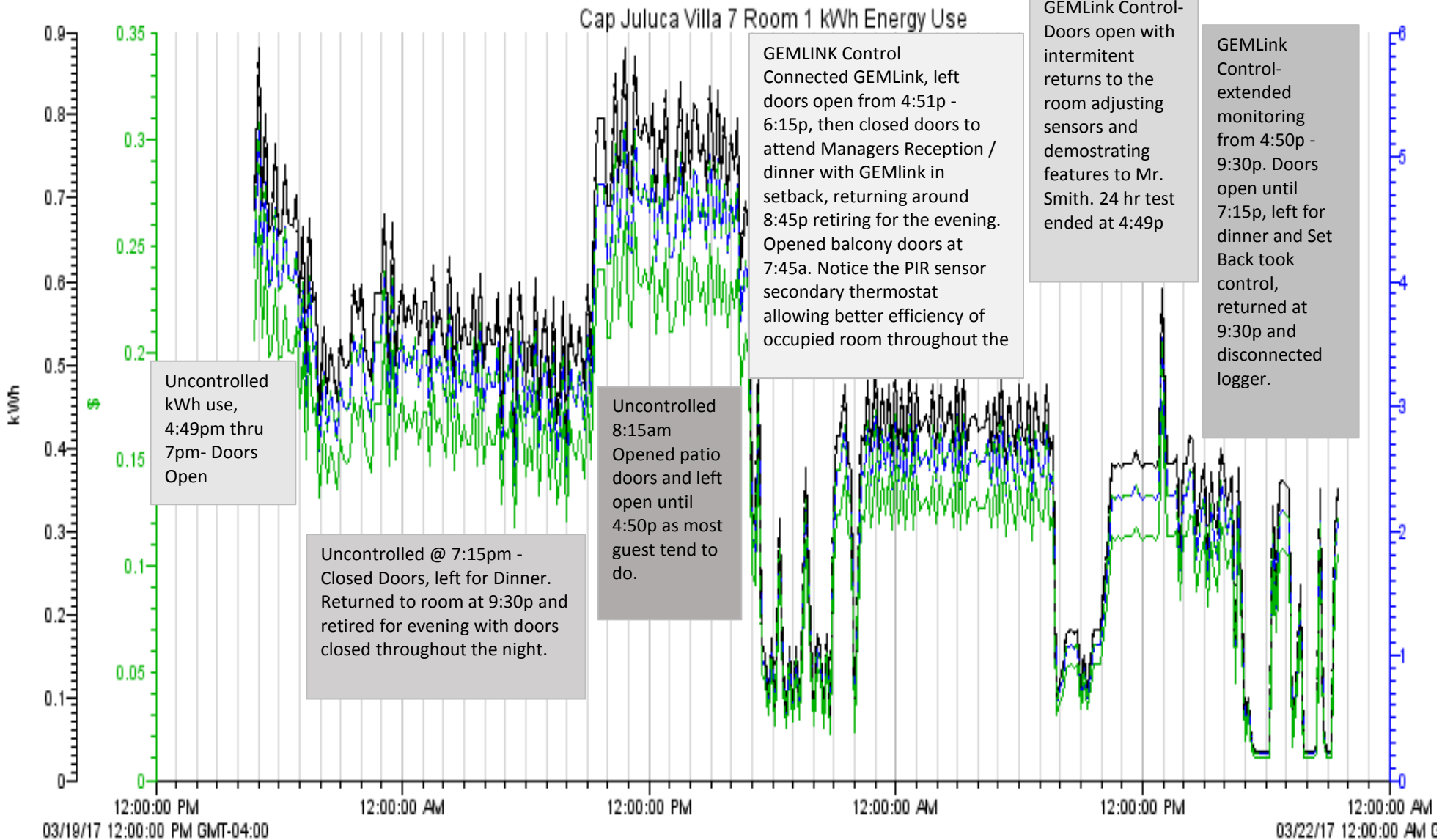
Results Summary:

Bay Gardens Inn LUCELEC utility bills comparing March 2017 (No GEM Link) and March 2018 (GEM Link).

- March 2017- total kWh 22,858 kWh
- March 2018 - total kWh 18,012 kWh

GEM Link® achieved a savings of 4,846 kWh and a 21.20% reduction in total kWh consumption for the entire property.

**“Saving Energy Saves Everything”
 while increasing profits and promoting your property
 as an environmentally responsible business**



Detailed Summary of kWh Consumption Readings of Uncontrolled and GEM Link Wireless Controlled A/C Unit

Uncontrolled kWh Energy Consumption: 89.77 kWh (24 hours)

Cost to operate "Uncontrolled" A/C unit based on 24 hour readings: \$0.35 USD per kWh x 89.77 = \$31.42

GEM Link® Wireless Controlled kWh Energy Consumption: 48.99 kWh (24 hours)

Cost to operate "GEM Link® Wireless Controlled" A/C unit based on 24 hour readings: \$0.35 USD per kWh x 48.99 kWh = \$17.15

Total Recorded kWh Energy Savings: 45.43%