



LEED VOLUME PROGRAM: TESTIMONIAL



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SENIOR DESIGN MANAGER**

MARRIOTT HOTELS

LEED Volume Program Testimonial

Marriott Hotels continues green tradition while keeping costs down

WITH 18 BRANDS AND 3,400 LODGING PROPERTIES in 70 countries and territories, Marriott International is a premier global hospitality-management organization.

One of its long-standing priority initiatives involves working to create a greener, more sustainable environment through their operations and building practices. In fact, Marriott built North America's first LEED-certified hotel. But for a multinational company that develops hundreds of new construction projects each year, achieving one-off LEED certification can be daunting. Not only does each project require the buy-in of franchise owners and operators, but it also comes with its own individual set of building needs, standards and criteria. That's why when Marriott first heard about the LEED Volume Program, they knew it was a solid organizational fit.

According to Marriott Senior Design Manager Jefferson Thomas, "The Volume Program made LEED certification a viable option. Our owner and operators had the desire to build LEED certified hotels and Volume made it easy and cost effective. Because Volume comes with a pre-approved list of tasks and goals, the entire design and construction process is precisely defined. There's no guesswork. Team members, in all disciplines, understand their responsibilities and what they must do in order to meet them."

THAT CLARITY PAYS DIVIDENDS. As Thomas notes, "Compared to a one-off LEED certification, the Volume Program saves our owners about \$100,000 in soft costs and six months of design time. The operational savings in energy and water consumption of 25% sets the break-even point including all construction costs at five to six years. Factoring in Federal and State incentives can cut that time frame down to one year. The net-net: Marriott owners and operators realize the benefits of building green up front, plus they earn an operational ROI for the rest of the building's life."

"I believe the momentum will increase quickly. Owners who were hesitant are now rethinking," Thomas says. "As high-performance building becomes the norm, those who do not construct to LEED standards today will quickly find their properties outdated tomorrow."

Thomas concludes, "It's about striking a balance between a building's cost and its overall value to the guest experience. With more people asking about sustainable practices *before* selecting a hotel, we believe that the LEED Volume approach will give us a strong competitive edge."

The company has plans to certify 300 hotels through the LEED certification system in the next five years.

TO LEARN MORE ABOUT MARRIOTT INTERNATIONAL, visit: www.marriott.com

TO LEARN MORE ABOUT THE LEED FOR VOLUME PROGRAM, visit: www.usgbc.org/leedvolume



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Marriott Courtyard in Portland, Ore.



Marriott Courtyard in Chevy Chase, Md.

ABOUT THE LEED VOLUME PROGRAM

The LEED Volume Program is for organizations planning to certify a large number of new-construction projects or existing buildings. It works by establishing verifiable guidelines that, without compromising LEED's rigorous benchmarks standards, streamline the certification process.

