

Mandarin Oriental, Washington, D.C.

Merging Luxury and Eco-Consciousness



Mandarin Oriental, Washington, D.C.

Overview

- Ranked as one of the top 100 hotels in the world by *Institutional Investor magazine*
- 400+ rooms and suites, the only Forbes Four-Star Spa in D.C., and CityZen, the only AAA Five-Diamond Restaurant
- Long-term sustainability goals

The Business Case for 'Green'

- Green power purchase is driven by:
 - Individual customer demand for environmentally friendly accommodations
 - RFPs with green component, “Green Meetings”
- Satisfied internal sustainability goals
- Positive press

Environmental Impact

- Emissions avoided equivalent to taking 1,685 cars off the road for one year, or planting 29,906 trees

100% Wind Power	11,000 MWh	Eliminates the environmental impacts of 1,551 cars off the road for one year
50% Carbon Offsets	265,360 therms	Eliminates the environmental impacts of 144 cars off the road for one year

Green Marketing Tools



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WGES - Brightline Media

**- Merging Eco-Friendly with Luxury -
Washington Gas Energy Services Provides Green Energy Products to
Mandarin Oriental, Washington D.C.**

Herndon, VA and Washington, D.C. – Washington Gas Energy Services (WGES), today announced that it will support the decision of Mandarin Oriental, Washington D.C. to further reduce its carbon footprint by providing the hotel with WGES CleanSteps® Carbon Offsets matched to the hotel's natural gas use, and WGES CleanSteps® WindPower. The purchases are equivalent to taking 1,685 cars off the road for one year or planting 29,906 trees.

The purchase of WGES CleanSteps® WindPower and WGES CleanSteps® Carbon Offsets reflects the hotel's strategy to improve its environmental performance through reduced greenhouse gas emissions from energy use. As part of their sustainability initiatives, the hotel also optimizes water use, minimizes waste and educates guests and the general public about its continuing effort to be a steadfast steward of the environment.

"Luxury, legendary service and sustainability are integral elements of our business model," said General Manager Amanda Hyndman at Mandarin Oriental, Washington D.C. "Reducing our environmental impact from our electric and gas use is just one of the many actions that we employ to fulfill our commitment to sustainability efforts. Further, it demonstrates that the hotel is environmentally aware, presented in a manner that is seamless to our discriminating guests."

All of the wind power supplied by WGES to the Mandarin Oriental, Washington D.C. is Green-e Energy certified by the Center for Resource Solutions. The certification ensures that the power provided is sourced from new, renewable generators that meet strict environmental and consumer protection standards. The intermodal carbon offsets, matched with WGES

- Release on Earth Day and garnered significant media attention, not including the impressions from MOWAS' distribution, which also included PBS mention

- Release Views: 2,151
- Headline Impressions: 1,526

THE WALL STREET JOURNAL

The New York Times

Bloomberg
Businessweek

Forbes
.com

MarketWatch
by DOUGLASS

CNBC
FIRST IN BUSINESS WORLDWIDE

Green Marketing Tools

- Customized posters
- Window decals throughout hotel
- EPA Green Power Partnership Member

