Courtyard®
LEEDs the way

Become a part of Marriott’s groundbreaking LEED Volume Program
A groundbreaking opportunity for Courtyard® owners and franchisees, Marriott International® has revolutionized the LEED certification process, joining the U.S. Green Building Council’s (USGBC) LEED Volume Program. Partnering with the USGBC, Marriott’s Architecture and Construction Division (A&C) has developed a pre-approved design approach for the Courtyard brand, simplifying LEED certification for a sustainable future.

Marriott International realizes the benefits of green - Our guests expect it and our investors value it. Designing an environmentally conscious prototype, we’re making history.

An exciting venture for the company and our owners and franchisees, Marriott’s LEED Volume Program is creating innovative prospects.
One of the very first institutions to commit to implementing green building on this caliber, Marriott’s innovative LEED Volume Program assists Courtyard owners and franchisees to earn LEED certification and find savings in going green. Although project variables are many, we’ve estimated significant savings.

Combining these numbers with state and local incentive programs, as well as energy and water savings generated from operating a high-performance building, the potential return of building a LEED-certified hotel under Marriott’s Volume Program is compelling:

• 15-25% reduction in energy consumption (from current ASHARE codes)

• 10-20% reduction in water consumption generated from state-of-the-art fixtures in water closets, showers and lavatories

• Increased efficiency within the building’s walls, roof and windows

• Lighting controls, including LED lighting, low-mercury content fluorescent lamps, occupancy sensors, daylight controls, and time clocks reduce energy consumption

saving investors up to $100K in design and documentation fees, Marriott’s LEED Volume Program is a cost-effective solution to going green

Disclaimer: Operating costs vary from hotel to hotel based on a variety of factors, including quality of construction, size, location, and operational constraints. Estimates of savings or reduction in expenses are based on commonly used industry formulas on hypothetical operating models.
Creating a LEED-certified prototype, Marriott is taking the guesswork out of green design. Providing Marriott owners and franchisees with the valuable documentation needed to successfully execute LEED’s complex requirements, we have captured a cost-effective, timely approach to LEED - And it’s all pre-approved by the USGBC.

Our teams of LEED-accredited professionals, including interior and architectural designers, project managers, as well as purchasing representatives are dedicated to Marriott’s innovative LEED Volume Program. Collaborating closely with your project team from start to finish, we want to make history together.

Key Owner / Franchisee Benefits:

• Provides a clearly defined road map to achieve LEED certification at a competitive cost

• Offers owners and franchisees a single point of contact throughout the LEED certification process

• Significantly reduces risks by providing a pre-determined LEED design applicable to all U.S. geographies

• Provides documentation of LEED intent when promoting development and / or pursuing permitting

According to a recent survey in *Conde Nast Traveler*, 87% of participants said it is important that a hotel be environmentally friendly.
**key contacts**

Karim Khalifa, Senior Vice President, CFRST Design and Project Management
Mr. Khalifa, Senior Vice President of Design and Project Management, oversees product development, new build construction, and renovation for Marriott’s Select Service and Extended Stay lodging brands. A member of Marriott International’s Executive Green Council, Karim is a green advocate for the company and actively participates on many green panels at leading industry events. As Senior Vice President of Design and Project Management, Karim works with an operating budget of $10M and a staff comprised of more than 60 professionals.
Contact: 301.380.5579, karim.khalifa@marriott.com

Deborah Huguely, Vice President, Product Development
Outstanding leadership skills and remarkable design talent allow Deborah to continually deliver creative and financially successful products that meet the goals of Marriott owners and franchisees. As Vice President of Product Development for Marriott International, Deborah leads the creative and innovative effort behind Marriott’s groundbreaking LEED Volume Program. She is also responsible for all product development decisions for Marriott’s Select Service and Extended Stay brands, including Courtyard, Fairfield Inn & Suites®, Residence Inn®, SpringHill Suites®, and TownePlace Suites®.
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Rob Reinders, Vice President, Franchise Projects
Rob Reinders, Vice President of Franchise Projects for Marriott Architecture and Construction (A&C), oversees design and project management for Marriott’s Select Service and Extended Stay brands. Managing an ongoing pipeline of several hundred projects simultaneously, including 100+ new construction and several hotel openings a month, Rob has seen the successful completion of more than 1,000 projects in his 22+ years with the company. A licensed architect, Rob’s extensive knowledge and expertise is supported by his powerful passion for design.
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Jefferson Thomas, Senior Design Manager
Taking a leading role in Marriott International’s green initiatives, Jefferson is responsible for the development of Marriott’s LEED Volume Program, working in conjunction with the U.S. Green Building Council (USGBC). A LEED accredited professional and registered architect, Jefferson has been instrumental in providing design expertise to Marriott projects targeting LEED certification. Sharing his technical understanding and knowledge of green design, Jefferson has spoken at several leading industry conferences and events.
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Marriott aspires to be the global hospitality leader that demonstrates how responsible hospitality management can be a positive force for the environment and create economic opportunities around the world, and by our example, inspire personal action in the communities where we live and work.
For additional information on Marriott Green, access www.marriott.com