



News Release

FOR IMMEDIATE RELEASE

System Upgrades Improve Efficiency and Decrease Utility Costs at The Historic Oxford Hotel – Denver Hotel Improvements Reduce Average Monthly Electricity Costs 47 Percent –

Denver, Colo., Nov. 2, 2009 — Building on a long history of using the latest infrastructure systems, the owners and operators of Denver's first hotel, The Oxford Hotel, recently completed upgrades on the building that improve energy efficiency while decreasing average monthly utility costs by 47 percent.

In addition to the utility cost savings the systems generated, Sage Hospitality Resources — which owns and operates The Oxford Hotel — also benefited from a \$34,000 rebate from Xcel Energy, a leading combination electric and natural gas company.

The improvements are part of an extensive energy efficiency, conservation and sustainability program undertaken by Sage Hospitality Resources. Located in the historic LoDo district (lower downtown) in Denver, the luxury boutique hotel is listed on the National Register of Historic Places.

First opened in 1891 and recently renovated, the 80-room Oxford Hotel needed improvements to replace aging equipment and to maintain temperature and humidity. Stable environmental conditions are required to preserve the hotel's extensive collection of 19th and 20th century paintings of the American West.

The Oxford Hotel has always been on the forefront of new technologies. Even in its earliest days, the hotel maintained its own power plant with an advanced system of steam heating, electricity and gas lighting.

The infrastructure systems needed to be upgraded without compromising the hotel's originality and charm while providing system redundancy and increasing energy efficiency. In order to help stimulate the state's economy, ownership at The Oxford Hotel insisted on collaborating with a Colorado manufacturer — in this case, Trane — to complete the improvements.

"Sage Hospitality Resources is dedicated to providing an excellent guest experience and to preserving the integrity and historic charm of The Oxford Hotel. We're pleased that these upgrades achieve all our goals while saving significant costs and creating a more environmentally friendly and sustainable property," said Walter Isenberg, president and chief executive officer of Sage Hospitality Resources.

In recognition of the importance of these upgrades and of the owners' commitment to efficient and sustainable energy usage, to operational efficiency and to environmental responsibility, The Oxford Hotel will receive the "**Trane Energy Efficiency Leader in Lodging Award.**"

Details of the award presentation:

- Scott Krull, western territory vice president, Trane, will present the award to Isenberg
- The awards presentation will be at **noon** on **Nov. 5** in the Sage Conference Room at **The Oxford Hotel**, 1600 17th St., Denver, Colo. 80202

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Customized Upgrades Improve Bottom Line

After a thorough building assessment, Sage Hospitality Resources management selected energy conservation measures that will best meet their business objectives of improving energy efficiency and decreasing utility costs to improve the bottom line. Their objectives also included improving indoor air quality and maintaining consistent temperature and humidity. Improvements were started in February 2009 and completed in April 2009.

New systems included two highly efficient chillers as well as a building automation system to optimize operation of the overall heating, ventilation and air conditioning (HVAC) system. Management used creativity and innovation to install the chiller systems in a basement not originally designed to accommodate such an advanced system: disassembling the entire system in advance and reassembling it onsite. Throughout the process, great care was taken to avoid guest inconvenience.

Two chilled water systems were included to ensure uninterrupted service, and each includes dual compressors for added flexibility and system redundancy. During high demand, the backup chiller and secondary compressors run as needed. To boost efficiency, a plate-and-frame heat exchanger was installed in the chilled water system to provide free cooling during winter months — without the need to operate the new electric chillers.

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About the Oxford Hotel

Listed on the National Register of Historic Places, The Oxford Hotel is a luxury boutique hotel located in the historic downtown Denver district known as LoDo (Lower Downtown). This 80-room, historic hotel boasts rooms with the finest amenities, as well as 24-hour room service, three on-site dining rooms and a fitness center. The hotel's meeting and event spaces can accommodate groups from six to 250.

About Sage Hospitality Resources

Founded in 1984, Sage Hospitality Resources has strategically grown into one of the largest privately held hotel management and development companies in the nation and is recognized as a leading innovator in the field. During the past eight years, the Denver, Colo.-based firm has completed more than \$600 million in acquisitions and development projects using some of the most innovative financing structures in the industry. Sage Hospitality's comprehensive management portfolio includes major international brands as well as independent boutiques and hotels, including The Oxford Hotel. For more information, please visit www.sagehospitality.com.

About Trane

Trane, a business of Ingersoll Rand - the world leader in creating and sustaining safe, comfortable and energy efficient environments - improves the performance of homes and buildings around the world. Trane solutions optimize indoor environments with a broad portfolio of energy efficient heating, ventilating and air conditioning systems, building and contracting services, parts support and advanced controls for homes and commercial buildings. For more information, visit www.Trane.com.

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