

TED DARNALL
PRINCIPAL & COO

## Dear

I just wanted to take a minute to thank you for exceeding our energy conservation goal of 3.5% in the month of December. I realize that an energy conservation culture is built over time by a passionate leader, who encourages team participation and leads by example. Thank you for being your hotel's energy leader; I'm confident that you are as proud of your results as I am.

I assume your success has come with the help of your Fab 4 and Buzz Committees. I believe encouraging all associates to participate with energy saving practices is how we will continue to grow our energy savings.

Well done to you and your team, and as always, please pass along my personal thanks to every member of your team that contributed to this outstanding success.

Best.