

## Telkonet SmartEnergy™

### Lodge Alley, Charleston, South Carolina



Type of building	Timeshare resort
Location	Charleston, South Carolina
Year built	Late 1700's
Number of buildings	4 buildings
Number of stories	2 to 4
Number of units	85 units
Installation date	July 2003

James Badia, general manager of the Lodge Alley Inn in Charleston, South Carolina had a major service problem on his hands. Frequently, timeshare owners would check in to their rooms, crank up the air conditioner and then leave for their daily activities.

"We definitely had issues with saving energy," said Badia. "Our HVAC systems were on overload most of the time, and during the summer months, it got even worse. We knew the bulk of our energy cost could directly be attributed to the heating and cooling of rooms."

But Badia had another problem with his HVAC systems that overshadowed the high energy costs. Often times owners would turn down the air conditioning too low and the system would seize. This would result in increased service calls from the maintenance crew, increased costs for contracted service repairs and most concerning for Badia, inconvenience for his owners.

The Lodge Alley Inn, owned and operated by Bluegreen Corp., is one of Charleston's best-known landmarks. Dating back to the 1700s, it exudes the warmth of a more gracious age. Located at the heart of Charleston's historic district, its oiled pine floors, thick Oriental carpets, and intimate parlors with fireplaces reflect Charleston's European heritage. The resort also boasts the High Cotton Restaurant and lounge as well as an open-air courtyard. The inn features studios, one and two bedroom suites, many with kitchens, fireplaces and Jacuzzis.

The energy management system installed in the inn was the traditional, common thermostat usually found in residential properties. Although the systems were familiar and comfortable for the owners to use, they were impractical for commercial purposes. After a meeting with other Bluegreen resort managers, Badia contacted Energy Savers, an energy services company located in Satellite Beach, Florida, for help.

After assessing the challenges the Lodge Alley Inn faced with its current energy management system, Angela Grimm and Steve Delashmutt of Energy Savers recommended a wireless thermostat and occupancy sensor from Smart Systems that would save energy and eliminate the problem of 'freezing up' the HVAC systems.

"We have successfully recommended Smart Systems' energy management systems to many of Bluegreen's resort properties across the nation, and we thought it would be a perfect solution for Lodge Alley," stated Energy Savers' President, Steve Delashmutt. "This system is ideal for resort and timeshare properties because it heats and cools rooms more efficiently. It also has programmable setpoints so that owners can't set it too high or too low."

While there are a number of worthwhile programmable thermostats and energy management systems available, Smart Systems' wireless thermostats and occupancy sensors were an ideal fit for the Lodge Alley Inn. The

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**James Badia, General Manager, Lodge Alley Inn**

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patented system incorporates a Packaged Terminal Air Conditioner (PTAC) controller or smart thermostat that wirelessly communicates with an unobtrusive occupancy sensor to monitor and adjust to conditions such as changing weather, room temperature and HVAC efficiency. The system automatically tracks room occupancy to optimize temperature settings for room-by-room savings by relaxing the temperature when a room is empty and then recovering to owners’ temperature set-points within minutes of their return. This automated process of relaxing the HVAC unit in an unoccupied area, is especially beneficial for timeshares and hotels to realize maximum energy savings. Because the equipment is wireless, it is installed within a relatively short amount of time resulting in minimal downtime of rooms. Smart Systems’ thermostats include programmable parameters that allow owners to adjust room temperatures

between a set range, as dictated by management.

“We looked at several different energy control systems, and Smart Systems’ products stood out above the rest,” said Badia. “These units are simple to use and include programming so our owners cannot set the thermostat too low and disrupt the HVAC system. The fact that the systems are wireless were great for us because it was much quicker and easier to install, which meant less disruption for our owners.”

In July of 2003, Lodge Alley Inn installed Smart Systems’ energy management systems in all of its 93 rooms. Over the course of six months, the smart thermostats have saved Lodge Alley Inn 42 percent in HVAC runtime savings.

“In addition to the energy savings, the best part about these systems is the savings we are seeing from reduced service calls,” said Badia. “Every time we had an HVAC unit freeze up we would have to call in an outside repair service to fix it. With the Smart Systems’ thermostats, we don’t have to worry about that anymore.”

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