

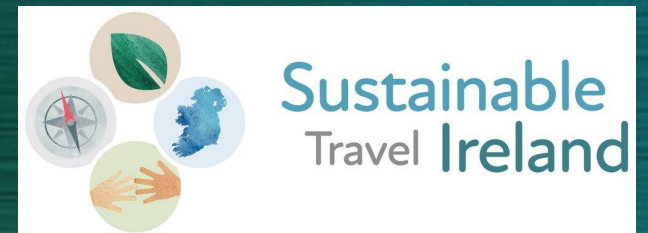
Sustainable Travel Ireland

The Sustainability Journey for The Killarney Park
& The Ross Hotels

Marcus Treacy

mtreacy@killarneyparkhotel.ie

Twitter @treacy_marcus





The Killarney Park

5 Star Hotel

Member of Leading Hotels of the World

67 Bedrooms

The Park Restaurant

The Garden Bar

8 Treatment Room Spa

Health & Fitness Center

Team of 110 People

Approx. 6,000 Square Meters

Built in 1992



The Ross

4 Star Boutique Hotel

29 Bedrooms

The Lane Bar

The Cellar Restaurant

The Little Shop of Lovely Things

Team of 45 People

Approx. 2,500 Square Meters

Fully Rebuilt in 2007

Why Did we want to become A Sustainable Business?

- It is much more Profitable.
- To Protect our business to ensure future Growth.
- Customers are starting to demand it.
- Business Stakeholders demand it:
 - Prospective Employees
 - Business Partners i.e. Travel Agents / OTA's
 - Suppliers
- It's the 'Right Thing to Do'

With so many good reasons why are businesses slow to change...?



In order to Drive Sustainability in a Business....

- Must be a Core Value Vs “a thing we need to be part of....”
- A Passion for Sustainability.
- Lead by a Decision Maker. The Drive of Sustainability will suffer if there is too much delegation.
- Driver needs to accept that it's a ‘Never Ending Journey.’

Knowledge is Power



Key Pillars of Sustainability in our Business

- Energy
- Single Use Plastic (SUP)
- Water
- Waste
- Procurement
- Community / Killarney

Energy

Green Our Current Energy

- Project 1 - 100% Green Renewable Electricity www.heg.ie
- Project 2 - 100% Green Renewable BioLPG www.calorgas.ie/about-us/biolpg
- Worked with Horizon Energy from Cork to enable us to get access to Green Electricity.
- Long Standing Customers of Electric Ireland
- Long standing customer of Calor Gas.
- For our company this was Cost Neutral.



Reduce our Energy Consumption

Project 3 – LED Lighting

We worked with eLight and our local Electrician to convert both hotels to LED.

Grant Aid was available to do the work.

Capital Cost of €50,000

Annual Saving of €20,000



Project 4 – The EscoPod

Currently we are working with a Killarney company to install The EscoPod. Deliver Hot Water & Electricity to The Killarney Park.

Essentially a CHP run on BioLPG.

Straightline Energy Solutions

John O'Leary john@straightline.eco

Capital Cost of €200,000

Annual Saving of €65,000

Project 5 – Education

Creating a culture of Sustainability is difficult.

Educating our Team on Zero Waste and Reducing consumption is a daily task.

In 2021 all employees will carry out Sustainability Training with me, twice per year.

Annual Savings of €10,000

Single Use Plastic (SUP)

Single Use Plastic - Toiletries

- Project 6 – Eliminate Single Use Toiletries – Replace with Bulk Refillable
- Installed Voya 250ml Toiletries.
- Worry about resistance from our Housekeeping Teams which never happened.
- Embraced by Customer & Our Team
- Visually showed our customers that we wanted to change.
- Partnered with Clean The World who take what waste we do have and recycle it and re-use Soap.
- Capital Cost of €8,000 & Annual Saving of €10,000



Clean the World[®]
— FOUNDATION —

VOYA
ORGANIC LUXURY FROM THE SEA

Single Use Plastics - Consumables

Project 7 – F&B Consumables

F&B Consumables were high usage items and in the face of customers.

Items such as Straws, Coasters, Stirrers, Cocktail Picks, Sandwich Picks, To-Go Coffee Cups & Lids etc.

Very easily replaced for a premium price.

It covered the additional costs in that items were reusable for the most part.

Project 8 – Room Consumables

Room Consumables also are Guest Front Facing items.

Items such as Toothbrush, Shower Caps, Razor, Bin Liners, Laundry Bag.

Savings associate by making us realize that all items weren't necessary needed.

Annual Saving of €2,000

Project 9 – Cling-Film

Do you know how much Cling-Film a professional Kitchen uses in 12 Months?

Invested in Air-Tight (Aravan) Containers with Hugh Jordan.

Capital Cost of €10,000

Annual Savings of €10,000

Water

In House Water Filtration Machines

- Project 10 - We decided to stop buy Glass Bottles & Plastic Bottles of Water for our Customers.
- Historically Water was a large cost in the business. €15,000 per year.
- Worked with a local company based in Kerry & Cork.
- Machines provide Bottled Water for entire company.
- Minimal Charge in F&B, Complimentary in the Bedrooms.
- Annual Cost of €6,000 (Rental of Machines)
- Gone from a €15,000 cost to a €15,000 Revenue Stream. An annual saving of €30,000
- Fergal Ryan fergal@envoironmentallyfriendlywater.com Ger Wallace gwcateringequipment@gmail.com



Water Projects

Project 11 – On Site Well

Between The Killarney Park & the hotel next door we share a well which we developed in pre-2010.

The Well supplies 90% of the Water needs of The Killarney Park.

Provides the Hotel with a self-sufficient flow of Water.

Capital Cost of €70,000

Annual Saving of €35,000

Project 12 – Chemicals

Cleaning Chemicals are extremely harmful to the environment.

Worked with GreenClean to install Tersano into our Hotels. 100% Chemical Free Cleaning.

patrick.crawford@clenli.ie

www.clenlidirect.com/tersano

Annual Saving of €5,000

Project 13 – Water Fountains

Installed Ground Floor Water Stations for Guest Use. EcoFil in Dublin.

Created Logo'd Thermal Water Bottles for Sale to Guests. Work as a great Guest Amenity.

Reinforces our Sustainability Drive to the public.

Capital Cost of €10,000

Annual Savings of €10,000

Procurement

Local Supplier Procurement Policy

- Project 14 – Stepping up to Support Local Suppliers.
- Re-assess across the board where & who we buy from. Not only Food.
- Are those companies Sustainable themselves e.g. Voya Toiletries.
- Policy eradicated the words “*Where possible*” or “*When we can*” with “*We Will*”.
- Customer Trend is shooting towards “Hyper Local”
- Where does your chicken come from?
- Proven, YOU support THEM – THEY support YOU.
- Killarney Park & The Ross - Procurement Policy

Waste

Waste Measurement

- Project 15 – Learning how to Measure & Assess our Waste.
- Your waste collection provider will give you all that's Stats you require on what Waste they take from you
- In order to reduce Waste, you need to know where you currently stand.
- Most business analyze to great length what they buy & for how much.
- Waste in any business should be a key KPI with Targets & Strategy for Reduction.

Waste Reduction Projects

Project 16 – Paper Waste (PressReader)

Historically Large Daily Newspaper Order.

What do customers want today?

Reduction in over 5 Tonnes of Paper Waste Annually.

Annual Saving of €8,000

Project 17 – Refuse Area

How many of us look in our Bins?

Substantial Investment & Daily Focus on our Refuse Areas.

Created a space that is workable.

Capital Cost of €10,000

Project 18 – Compactors & Crushers

Installed Compactors for 2400L Bins & Bottle Crushers

Created additional space within our Refuse Area.

Less Bins meant less Collections but also more space & tidiness in Refuse Area.

[PEL Waste Reduction](#)

Pearce Gibbons pearce@pelmfg.com

Annual Savings of €4,000

Does it pay to be a Sustainable Company? (Only what I showed today)

Area	Capital Cost	Annual Saving
Energy	€250,000	€95,000
Single Use Plastic	€18,000	€22,000
Water	€80,000	€80,000
Waste	€10,000	€12,000
<hr/> Total	<hr/> €358,000	<hr/> €209,000

If a business has a profit
margin of 20%.

€209,000 = €1,045,000 in
Sales every year.

Community Killarney

How do we get Involved in the Local Community?

- Killarney Tidy Towns
- Kerry Parents & Friends - €1 per Stay
- 2021 – Employee Charity Day
- Killarney Hotels Sustainability Group
- The Little Shop of Lovely Things

The Little Shop of Lovely Things



The Little Shop of Lovely Things



Summary

- Being a Sustainable Business / Organization will absolutely Save you money (and more than you expect).
- Educate yourself, it will allow you to understand a whole new area of your business / organization.
- Get your Waste under control. This requires some analysis and a new way of thinking.
- Understand what's consuming your energy.
- Sustainability must be lead from the top and lived and breathed everyday.
- Sales are Vital but cost saving impacts your business for the long term.

Thank You

The Sustainability Journey for The Killarney Park
& The Ross Hotels

Marcus Treacy

mtreacy@killarneyparkhotel.ie

Twitter @treacy_marcus

