

August 19, 2004

WINDSOR CAPITAL
GROUP, INC

To Whom It May Concern:

Energy Management System Solutions (EMSS) of Anaheim, California installed the EMSS Hotel Room energy management system in our Santa Ana and Brea Embassy Suites, located in California. These properties are full service hotels with 300 and 229 rooms. The installations took place in 2000 and 2001 and have been operating successfully since that time.

The EMSS hotel installation was part of a two year Edison Energy Rebate program where the building electric meter was used to measure energy use and reductions. As a result of these installations, the Southern California Edison Company approved the rebate payment on the kWh reduction for the two year average as follows:

- Santa Ana Embassy Suites .300 room hotel 2-Year Average: 556,378 kWh reduction
Average daily room reduction was 5.1 kWh or a reduction of 3.7 hours of central chiller / HVAC operation.
- Brea Embassy Suites .229 room hotel 2-Year Average: 507,405 kWh reduction
Average daily room reduction was 6.1 kWh or a reduction of 4.1 hours of central chiller / HVAC operation.

As it was demonstrated, a high percentage of electric energy is used for air conditioning the guest rooms in a hotel environment. This system has controlled our costs and consumption, and helped us abate some of the enormous rate increases we have experienced from our supplier.

We had attempted energy management through implementation of employee incentives and as part of the inspection process and had no success. We know that a vacant guest room, with HVAC uncontrolled is our most significant challenge. As a secondary benefit to the energy savings there will be a benefit on maintenance costs and equipment life because they are running fewer hours daily. The control of the vacant room was our key emphasis, and has been our success.

The EMSS technology controls the room environment in the absence of the guests, and returns that control to the guest when it is occupied. Because these savings were monitored and verified by the utilities we were able to confirm the systems effectiveness. Needless to say the savings for these properties have been significant.

Sam Sansone
Vice President Operations Support
Windsor Capital Group Hotels

WINDSOR CAPITAL GROUP, INC.

3000 Ocean Park Blvd., Suite 3010, Santa Monica, CA 90405-3024
(310) 566-1100 • FAX (310) 566-1199