WORKSHEET 4.13

Multi-Site Certification Across Climates

Subchapter 4.13 · case in the book: Split

Take your group's reported improvement and break it into one line per property. Now find the site that went backwards, and then find out when an auditor last stood in it. If the answer to the second question is never, you have nine certified hotels and eight audited ones, and the ninth has been travelling on the others' evidence.

This worksheet turns the tools of the subchapter into a form you can fill in. The texts come from the book; the empty columns are for your own property. Adapt it before use: an unadapted checklist is exactly what the book warns against.

Practical application: what to do in your property

Step (from the book)	Done?	What we found / owner
Decompose every reported group figure by site, and hold it ready on the day.		
Stratify the sample by energy profile, and propose the stratification yourself.		
Begin each site's energy review at the site, with an open question and a meter board.		
Fit the normalisation per site, with its own variables and base temperature.		
Record the central function's annual verification of each site, one page each.		
Put any newly acquired site first in the internal audit programme.		
Ask the body to include a newly added site in the next external sample.		
Check every finding against the other sites before defending it as local.		
Confirm that no site has an energy type sitting outside its system.		
Watch the components, not the total: a falling site inside a rising group is a management problem first.		

These steps are the book's method, not requirements of ISO 50001. Evidence can take whatever form suits the property; a separate document is needed only where an applicable requirement, or the property's own system, makes it necessary.

Verification Pact: what is believed, tested against the standard

What is commonly believed	What actually holds	Our position
«Nine hotels, one system, one certificate.»	Yes, where a central function holds real authority, every site was internally audited before certification, and the programme keeps covering them.	

What is commonly believed	What actually holds	Our position
«The auditor samples three of nine, so six are covered.»	The sample verifies the system. It cannot verify the demonstration: a building's performance is produced by that building.	
«The group improved four point one per cent.»	Decompose it. An aggregate is an average of results and an average of errors, and the smallest site can fall by a seventh without moving it.	
«Our sites are all hotels, so they are similar.»	Similar in activities, which is why one certificate is possible. Not similar in energy profile across four climates, which is why the sample has to be stratified.	
«The group template covers every site.»	Then the template decides what is significant, and the one use that exists at a single property has no line to appear on.	
«One degree-day model for the whole group.»	One base temperature across a coastal season, a continental January and a mountain winter is right in one profile and manufacturing numbers in the others.	
«The new hotel was added by extension.»	On documents, properly. Nobody has been. Send somebody before the auditor selects it, or before three years pass.	
«That finding belongs to the site where it was found.»	Your body is obliged to consider it systemic, and a major at one property can hold the certificate for all nine.	

Common mistakes: a self-check

Mistake (from the book)	Present here?	Action / owner
Sampling as though energy performance transferred between buildings.		
Accepting a group aggregate as the demonstration without decomposing it.		
Issuing a prefilled template that determines what is significant at each site.		
Applying one normalisation model across several climates.		
Leaving a site added by extension unvisited for a whole cycle.		
Drawing the sample from the population rather than from profile groups.		
Defending a finding as local before checking it against the other sites.		
Running a central function that consolidates returns instead of verifying them.		

Mistake (from the book)	Present here?	Action / owner
Overlooking an energy type that exists at only one property.		
Reacting to all of it by decentralising, and losing the only advantage of the arrangement.		

Operative synthesis

- **Multi-site certification rests on a central function with real authority, one system, and internal audits that have reached every site. Those conditions are about the system, and a well-run group meets them. What no condition in the arrangement addresses is that energy performance is produced by a building, and that what is observed at one property supports nothing about another standing in a different climate on different plant.**
- **So the rule to carry out of this subchapter is that the sample may verify the system and cannot verify the demonstration. The method travels between sites: the review procedure, the data collection plan, the form of the normalisation, the competence framework. The result does not, and neither do the significant energy uses, the relevant variables, the baseline or the operating criteria. Each of those has to be established where it lives.**
- **Two practices follow, and both are cheap. Stratify the sample by energy profile rather than drawing it from the population, and accept that this raises the sample and the cost, because the alternative is a certificate the group will describe as covering nine hotels when it has tested the performance of three. And give the central function a verification duty rather than a consolidation duty: a page a site, each year, recording what was tested and challenged, which is what makes a small sample defensible and is the first document an audit team will want.**
- **The decomposition is the instrument that makes all of it visible, and it costs eleven seconds. An aggregate is an average of results and an average of errors, and the smallest property in a group can lose a seventh of its performance without disturbing the total by much more than a tenth of a point.**
- **In Split the group had done nearly everything right: real central authority, honest arithmetic, eight of nine sites visited in three years, and a reported improvement that was correct. What it did not have was a method that could see an energy use existing at one property only, or a sample that distinguished four climates, or an auditor's footprint on the ninth site. A reverse osmosis unit on an island, running through the afternoon peak into a cistern, was a third of that property's electricity and appeared in no line of its energy review. The next subchapter stays with change of this kind but brings it inside a single cycle: the wing refurbished, the laundry outsourced, the spa let and the floor closed for a season, each of them moving a boundary or invalidating a baseline, each requiring notification, and one of them reported late.**

Action plan for our property

Action	Owner	Due	How we will know it worked

Source: Francesco Dore, The Helm and the Lens, Volume 4b «The Lens», subchapter 4.13. Edizioni Effedore, 2026. Clause references are paraphrased; this sheet does not reproduce the text of ISO 50001, ISO 50003 or ISO/IEC 17021-1. It is not legal advice: energy law is that of the place where the property operates.