WORKSHEET 4.4

Stage 2: Conformity, and the Question Only This Standard Asks

Subchapter 4.4 · case in the book: Da Nang

Before your stage two, take the improvement you intend to present and write beside it two other figures for the same period: the change in your occupancy and the change in your base load. If the improvement and the occupancy moved together while the base load did not move at all, you are about to present growth as performance to somebody whose whole task that week is to tell the two apart.

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
Obtain the base load for the baseline year and the reporting year, from interval data, before the audit.		
Write the change in occupancy beside the change in the indicator, and look at the two together.		
Report action plan results separately from the headline figure.		
Have at least one measure verified by a method that predates the result.		
Add one indicator that occupancy cannot move.		
As auditor, treat the opening figure as a hypothesis and ask about base load and denominator before dispersing.		
Spend the time saved on finding what the property genuinely did.		
Write down the reasoning behind the grading, not only the grade.		
Never treat a rising total as settling anything, in either direction.		

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
«Our indicator improved by nine per cent.»	And your occupancy rose by a third. The two figures are related, and only one of them is a management result.	

What is commonly believed	What actually holds	Our position
«Gross consumption rose, so we have failed.»	The property grew. The standard does not require a hotel to sell fewer rooms; it requires improvement to be demonstrable.	
«The normalisation was performed correctly.»	Almost always. The question is whether the denominator still measures the work the building does.	
«This is our first certification, so there is no history to show.»	Then show improvement on one measure, verified by a method that predates the result, and show the machinery that will do it again.	
«The system conforms in every respect.»	Which settles the first of the two conclusions stage two has to reach in this standard.	
«Improvement not demonstrated is a major nonconformity.»	Sometimes. Where the capability exists and has simply not been applied to the headline figure, it is a gap and should be graded as one.	
«We have no sub-metering, so we cannot separate.»	Base load is available from interval data at the supply meter, and it is among the most diagnostic figures in a hotel.	

Common mistakes: a self-check

Mistake (from the book)	Present here?	Action / owner
Reaching only the conformity conclusion and calling the audit complete.		
Presenting an improving intensity in a filling hotel as a management result.		
Treating a rise in gross consumption as automatically fatal.		
Never looking at base load, which is free and is among the most diagnostic figures available.		
Accepting a normalisation because the arithmetic is correct.		
Requiring a long record of improvement at a first certification.		
Certifying a system that has demonstrated no improvement of any kind.		
Grading a gap and a systemic failure identically, in either direction.		
Deciding the outcome from the figures before arriving.		

Operative synthesis

- **Stage two in this standard has to reach two conclusions and only one of them is familiar. Whether the system conforms is a question about requirements and evidence. Whether energy performance has improved is a question about a number in a building, and it is the requirement that distinguishes this standard from every other one in this series.**
- **The second conclusion is not about the direction of the total. Buildings grow, fill and extend, and a standard that treated a rising total as failure would be asking hotels to trade less. What it requires is that improvement be demonstrable, and in a building moved by weather, trade and structure as much as by management, demonstrable means separable. A property that cannot say which part of a movement belongs to it has not demonstrated improvement, whatever its figures show.**
- **In a hotel the instrument that settles this in ten minutes is base load: the consumption in the small hours of a quiet night, which occupancy touches least and which a management system moves directly. An improving ratio standing next to an unmoved base load, on comparable nights, is most often growth wearing the clothes of performance, and the presentation then has to show otherwise with evidence rather than with arithmetic.**
- **At first certification the requirement applies with its own logic. Nobody can show years that have not happened. What can be shown is improvement somewhere (one measure, verified by a method that predates the result) and a mechanism that has been exercised and can be used again. In Da Nang that was a single chiller sequencing change on a sub-metered circuit, and it was the reason a finding was graded as a gap rather than as a systemic failure, and the reason a growing hotel was certified rather than refused.**
- **The next subchapter looks at the people who have to reach that conclusion. A judgement about separability is not a documentation check, and a team without somebody who can read a normalisation, challenge a denominator and recognise a rebuilt baseline will conduct a thorough audit and arrive at the first conclusion only.**

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 4.4. 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.