

Commercial Real Estate: Looking for Energy Solutions



Turn to an ENERGY STAR® Service and Product Provider Partner

ENERGY STAR Service and Product Providers (SPPs) have the experience and tools to implement energy-efficient strategies that are right for you. Following the U.S. Environmental Protection Agency's (EPA) Guidelines for Energy Management, a proven strategy developed from ENERGY STAR Partners' successes, SPPs can help your organization gain control of energy consumption and costs.

Energy Efficiency Benefits the Commercial Real Estate Industry, Your Tenants, and the Environment

ENERGY STAR SPPs can help building owners and managers reap the financial and environmental benefits of superior energy efficiency. Energy use is the single largest operating expense in commercial office buildings, representing approximately one-third of typical operating budgets. Energy use in commercial buildings also accounts for almost 20 percent of annual U.S. greenhouse gas emissions.

Look to the expertise of ENERGY STAR SPPs to help your organization:

- > Achieve operational excellence in your properties.
- > Reduce energy costs and operating expenses.
- > Increase asset value.
- > Enhance tenant satisfaction, attraction, and retention.
- > Increase occupant productivity and health.
- > Demonstrate environmental leadership by reducing greenhouse gas emissions that contribute to global warming.

Service and Product Provider Directory ■ www.energystar.gov/spp

ENERGY STAR SPPs can help you identify, prioritize, and implement quality projects that will improve your total energy management. Use this Directory to locate the companies that serve the commercial real estate sector to provide you with services and products that will help lower operating costs, increase tenant satisfaction, and enhance the value of your properties.

The Advantages of Energy Efficiency

Immediate gains can be achieved from improved energy efficiency, whether a building is relatively inefficient or already a top performer. You can turn pennies of savings into millions in asset value.

Recent CoStar data shows a bottom-line advantage for ENERGY STAR buildings. On average, as compared to other buildings, ENERGY STAR buildings in 2007:

- > Sold for approximately 15 percent higher prices on a per-square-foot basis.
- > Had higher occupancy rates.
- > Earned over 8 percent more in rental income per square foot.
- > Saved 10 to 20 percent in operating expenses.

ENERGY STAR® is a U.S. Environmental Protection Agency program helping businesses and individuals fight global warming through superior energy efficiency. Learn more at energystar.gov.



Work with an ENERGY STAR Service and Product Provider to:

- > **Become an ENERGY STAR Partner.** SPPs can facilitate your commitment to energy excellence by helping you become an ENERGY STAR Partner.
- > **Assess Portfolio Energy Performance.** Using EPA's Energy Performance Rating System, SPPs will work with you to evaluate your buildings' efficiency relative to similar buildings nationwide.
- > **Set Energy Performance Goals.** SPPs help you set meaningful, achievable goals for new and existing buildings.
- > **Create and Implement an Action Plan.** Using the ENERGY STAR Building Upgrade Manual, SPPs identify projects, prioritize opportunities, and establish energy efficiency plans. Recommendations begin with no- and low-cost improvements, and take advantage of capital investments and longer-term strategies that make financial sense.
- > **Calculate Financial Value.** To quantify and communicate the value of energy efficiency, SPPs will help compute potential financial returns using EPA's Building Upgrade Value Calculator.
- > **Evaluate Your Progress.** Once a project is underway, SPPs can work with you to track energy reductions and financial savings against your goals, continually reassessing strategies along the way.
- > **Get Recognition for Your Achievements.** Buildings that rate in the top 25 percent of facilities in the nation for energy performance can qualify for the prestigious ENERGY STAR label. ENERGY STAR Partners also receive benefits from joining the program. Once you are a partner, SPPs can assist you in documenting and communicating project success. ENERGY STAR Partners can gain recognition through leadership awards, publicized case studies, and more.

Service and Product Providers Making a Difference for Commercial Real Estate

Trane worked with the facility property manager at The American Center, a 25-story office tower in Michigan, to create a comprehensive strategy to improve both building operation and financial performance. The project included installation of higher efficiency boilers and chillers, variable frequency drives, a lighting retrofit, and upgrades to direct digital control and building automation systems.

Since project implementation, Trane has helped The American Center to deliver energy savings of 4.25 kBtu per square foot, which equates to \$1.23 saved per square foot. Cumulative savings total \$3 million to date.

Service and Product Provider Success Stories ■ www.energystar.gov/sppresources

Success stories illustrate best practices, lessons learned, and energy performance achievements through successful relationships between facility owners and operators and SPPs working in the Commercial and Industrial markets. Read these stories to learn more about project scope, costs, energy savings, financial returns, and other benefits which you can begin to garner today. Work with an ENERGY STAR SPP Partner to improve your energy performance and share your success with others.

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