



Commercial Real Estate & Hospitality Sector Meeting

Moderators: Jake Dowling, JDM Associates, Jen Singer, ICF
May 7th, 2014

Agenda

- 4:00 Welcome & Introduction from Account Managers
- 4:05 BBA Housekeeping
 - New Fall Sector-wide Call
 - Outgoing/Incoming Steering Committee
 - New BBC Implementation Models
 - Website Highlighted Activities
- 4:15 Member Introductions
- 4:30 Facilitated Discussion on Industry Trends
- 4:50 Summit Sessions of Interest
- 5:00 Adjourn

Better Buildings Alliance Programmatic Updates

- **New schedule for meetings:** There will be one sector-wide call per year and two Steering Committee calls. The first sector-wide call will be in Fall 2014.
- **Contact Jen or Jake** if you are interested in joining the sector Steering Committee
- **See the Commercial Real Estate & Hospitality sector webpage** for resources and updates on activities: <http://www4.eere.energy.gov/alliance/sectors/private/commercial-real-estate-hospitality>
- **New Better Buildings Challenge Implementation Models** are being created continuously. Sector relevant Implementation Models:
 - HEI Hotels & Resorts : [“Chasing Quarters with Energy Set-Points”](#)
 - Prologis: [“Accessing Tenant Utility Data in Triple-Net Leased Buildings”](#)
 - Shorenstein Properties LLC: [“Student Fellowships To Kickstart In-House Energy Programs”](#)
 - The Tower Companies: [“Leveraging Green Leases to Reduce Energy and Water Use”](#)
- **All session presentations will be available online** following the Summit



Technology Solutions Teams

Energy Management & Information Systems, Food Service, Laboratories, Lighting & Electrical, Plug & Process Loads, Space Conditioning, Refrigeration



Market Solutions Teams

Financing, Leasing & Split Incentive, Data Access, Workforce Development, Appraisals & Valuation



Public Sector Teams

Energy Savings Performance Contracts, Community Strategic Energy Planning, Finance Strategies, Data Management Approaches

BBC Implementation Model: HEI Hotels & Resorts

HEI HOTELS & RESORTS



Implementation Model: Chasing Quarters With Energy Set-Points

ORGANIZATION TYPE

Hospitality

BARRIER

Lack of standard operating procedure for key energy set-points for HVAC systems, Domestic Hot Water and Food & Beverage areas at managed properties

SOLUTION

Partner with chief engineers and hotel department heads at each facility to develop and certify building-specific temperature set-points

Implement portfolio-wide standard operating procedures for set-point maintenance

OUTCOME

Realize energy and cost savings without comprising guest comfort

BBC Implementation Model: Prologis



Implementation Model: Accessing Tenant Utility Data In Triple-Net Leased Buildings

ORGANIZATION TYPE

Commercial Real Estate

BARRIER

Lack of access to tenant utility data in triple-net leased buildings

SOLUTION

Depending on property location:

1. A clause in tenant lease language requiring utility data to be shared at the landlord's request; or
2. A utility authorization step added to the tenant move-in process
3. Coordination with local utilities to access whole-building data

OUTCOME

By gaining visibility into whole building energy consumption, Prologis can enhance its collaboration with customers to improve building energy efficiency and address energy disclosure regulations

BBC Implementation Model: The Tower Companies

THE TOWER COMPANIES



Photography by Ron Blunt

Implementation Model: Leveraging Green Leases To Reduce Energy And Water Use

ORGANIZATION TYPE

Commercial Office and Residential Real Estate

BARRIER

- Limited access to energy use data in commercial leased space
- Limited control over energy use and plug load within leased space

SOLUTION

Inclusion of green appendix in standard lease agreement offered to new and renewing tenants.

OUTCOME

- More complete portfolio-wide energy benchmarking thanks to tenant energy use reporting
- Reduced energy and water use in tenant spaces across commercial portfolio

BBC Implementation Model: Shorenstein Properties, LLC

SHORENSTEIN



Implementation Model: Student Fellowships To Kickstart In-house Energy Programs

ORGANIZATION TYPE

Commercial Real Estate Management

BARRIER

No dedicated position for coordinating energy efficiency and sustainability initiatives across the real estate portfolio

SOLUTION

Annual summer fellowship program provides analytic and strategic support to accelerate energy efficiency investment and communicate the value of sustainable investments

OUTCOME

Momentum and value of fellowship program drove creation of a full-time Sustainability Program Manager position and formal sustainability program at the company, with associated initiatives contributing to significant portfolio-wide energy use reduction

Welcome Better Buildings Alliance Members!

71 organizations
7 billion square feet
12 Better Buildings Challenge Partners

AtSite
Bank of America
Big Rock Partners
Calvert Group
Cassidy Turley
CBRE
CC Frost Properties
Colliers International
Community Services Agency & Development Corporation
Core Properties
Corporate Office Properties Trust
Cox Enterprises
Cushman & Wakefield
Dacra Development
Denver West
Edens & Avant
First Potomac Realty Trust
Forest City Enterprises, Inc.
Glenborough
Green Leaf Inn
H&R Block
HAL Real Estate Investments
Hilton Worldwide
Hines
Hyatt Hotels
IBM
InterContinental Hotels Group
Jones Lang LaSalle
Kilroy Realty
Kimco Realty
Liberty Property Trust
Living City Block
Marriott International

MC Realty Group
Mesa Lane Partners
MGM Resorts International
Newmark Grubb Knight Frank
Global Corporate Services
Opus
Parmenter Realty Partners
Principal Real Estate Investors
Prologis
Prudential Financial
Regency Centers
Rosemont Realty
RREEF Real Estate
Ryan Companies US
Saunders Hotel Group
Schaad Companies
Sharpe Properties Group, LLC
Simon Property Group, Inc.
Stream Realty Partners, L.P.
Sunset Development Company
The JBG Companies
The Malcom Bryant Corp.
The PNC Financial Services Group
The Related Companies, L.P.
The Walt Disney Co.
The Westfield Group
Tishman Speyer Properties
Transwestern
Twentieth Century Fox Film Corp.
USAA Real Estate Company
U.S. General Services Administration
U.S. Navy CNIC Facilities and

Acquisitions
Vornado Realty Trust
Webster Development, LLC
Winstanley Enterprises
Wright Runstad & Co.
Wyndham Worldwide

Affiliated Organizations

American Hotel & Lodging Association
American Society of Heating, Refrigerating, and Air-Conditioning Engineers (ASHRAE)
BOMA International
Green Parking Council
Green Sports Alliance
Illuminating Engineering Society of North America (IES)
International Facility Management Association (IFMA)
International Council of Shopping Centers
Institute for Market Transformation
NAIOP (Commercial Real Estate Development Association)
National Association of Real Estate Investment Trusts (NAREIT)
National Multi Housing Council
Sustainability Roundtable Inc.
The Bullitt Foundation
The Real Estate Roundtable

Members in Bold have taken the Better Buildings Challenge

Let's have a little fun with space densification



Comfort and satisfaction of your tenants – the customers



Comfort and satisfaction of your tenants – the customers



Known in some circles as “BFF urinals.”

Comfort and satisfaction of your tenants – the customers



Industry Trends

- Aging Workforce
- Workforce Training
- Workplace Densification
- Voluntary Reporting
- Data Access
- Tenant and Occupant Engagement
- Others?

Summit Sessions of Interest: Thursday

- 9:45
- Using Whole-building Data for Decision-making (Columbia 3)
 - A Lot with a Little: Leveraging Outside Resources to Augment Your Energy Management Program (Fairchild)
- 11:15
- Putting Green Leasing into Practice (Columbia 3)
 - Myth-busting Deep Energy Retrofits: Why a Whole Building Approach is Right for Your Building (Columbia 1+2)
- 1:30
- Tying Energy Efficiency to Compensation and Performance Reviews (Columbia 4)
 - Energy Data Access: Helping Building Owners Obtain Whole-Building Energy Data (Columbia 1-2)
- 3:30
- Getting Traction in Market Transactions (Fairchild)
 - Getting to Zero: The How (and Why) of Net Zero Energy Buildings (Columbia 1+2)