



Putting Green Leasing Into Practice

Better Buildings Summit
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Panel Discussion

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Our Goal

- Address the split incentive
- Set a standard for green leasing
- Expedite adoption of energy-aligned lease clauses
- Recognize success
- Transition to standard lease form



Program Overview

- A new recognition program for tenants, landlords, and brokers that highlights
 - Those who implement green leasing
 - The growing adoption of green leasing
 - The critical components of a green lease
 - The tools and resources available to the market
- To apply
 - Complete application at www.greenleaseleader.com
 - Provide examples of executed leases
 - Applications accepted on a rolling basis
 - Winners announced at industry events and through media outreach
- For More Information
 - www.greenleaseleader.com or call Andrew Feierman (202) 525-2883 x301



ENERGY MANAGER TODAY

Program Requirements – Landlords/ Brokers

- Submit an organizational narrative and 2 executed leases
- Prerequisite: Tenant cost recovery clause that can be used for energy efficiency-related capital improvements.
- At least 3 of the following:
 - Requiring the disclosure of monthly utility data for the purpose of whole building energy benchmarking
 - Minimum standards or specifications for tenant improvement or build-outs
 - Sustainable operations and maintenance rules and regulations
 - Submetering of tenant space or separate metering of tenant plug load and equipment
 - Energy management best practices for building operations



www.greenleaseleaders.com

Program Requirements – Tenants

- Submit an organizational narrative and 2 executed leases
- Prerequisite: Developing energy-efficient build-out specifications.
- At least 3 of the following:
 - Disclosing monthly utility data
 - Request building energy consumption information and ENERGY STAR score
 - Site selection language that prioritize green certifications
 - Installation of submetering within the tenant space
 - Language to encourage energy efficient improvements to be implemented in the building



*Innovators creating
sustainable landlord-tenant
relationships*

2014 Green Lease Leaders

- 14 Companies...
...who own or manage over **400 million** square feet

- National Retailers



- Flagship Buildings



2014 Green Lease Leaders

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 KIMCO[™]
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Regency[®]
Centers.

EMPIRE STATE
REALTY TRUST


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Real Estate at the Highest Grade[™]

 THE TOWER COMPANIES
Transcend.

LIBERTY
PROPERTY TRUST


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BrandywineRealtyTrust

KILROY
REALTY
CORPORATION



Driving Adoption of Green Leasing

Better Buildings Alliance is developing new tools:

- Fact Sheets
- Best Practices for Green Leasing
- Sample building rules & regulations
- Talking points describing the benefits of green leasing for engaging attorneys/counsel
- Pilot a new tenant sector of BBA

Topics for Further Discussion

- Driving Tenant Demand
- Broker Education and Engagement
- Broker selection and Asset Manager Engagement
- Advisory Services
 - Site Selection
 - Tenant Build-Out

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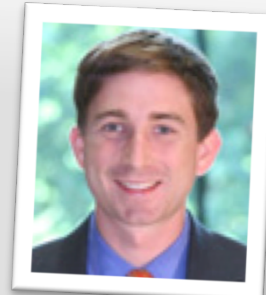
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