

Master Speaker Session: The Business Case for Zero Energy



Micah Brill, ULI Greenprint Center



Michael Barnard, Oxford Development Company



Angelica Ciranni, Green Building Alliance



Alex Dews, Green Building United



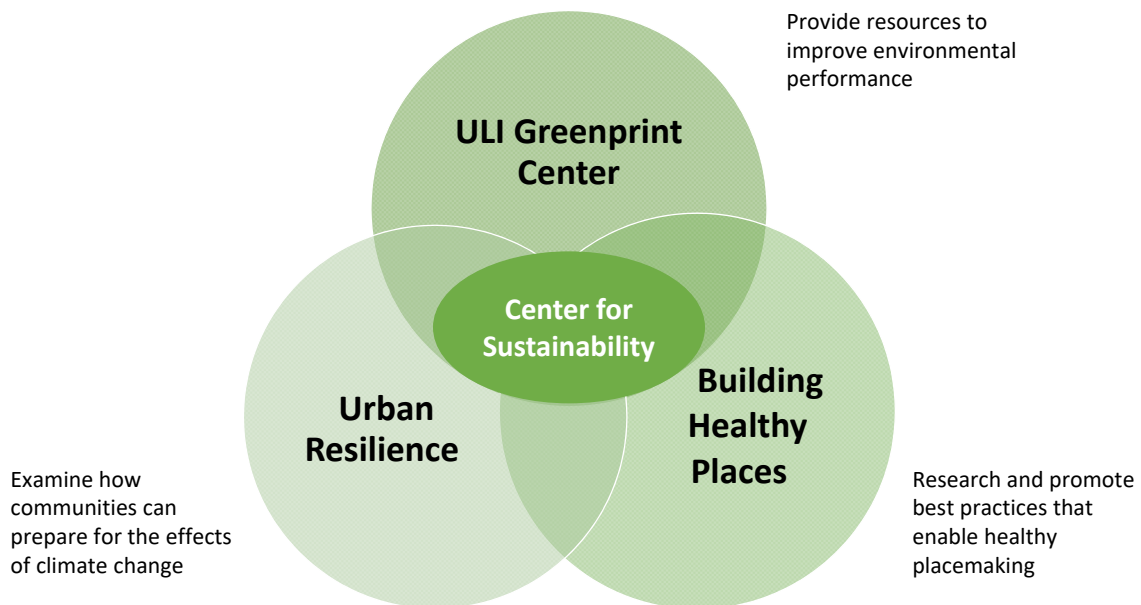
ULI Greenprint Center





- The Urban Land Institute (ULI) was founded in 1936 and now has more than **40,000 members worldwide**
- The mission of ULI is to provide leadership in the responsible use of land and in **creating and sustaining thriving communities**
- ULI is active globally through **71 district and national councils**
- **10 Centers and Initiatives** focused on various RE topics

Sustainability Landscape at ULI





“By the industry, for the industry”

- Founded in 2009, Greenprint is a worldwide alliance of **leading real estate owners and financial institutions** committed to improving the **environmental performance** of buildings
- The **mission** is to lead the global real estate community toward **value-enhancing carbon reduction strategies**
- Greenprint is a member driven nonprofit with the **goal of reducing greenhouse gas emissions by 50% by 2030**

ULI Greenprint Members

2030
DISTRICTS
NETWORK

CommonWealth
partners

Granite

KILROY
REALTY
CORPORATION

PROLOGIS

Bentall
Kennedy

Deutsche
Asset Management

GROSVENOR

LaSalle
INVESTMENT MANAGEMENT

PGIM

Rudin Management Company, Inc.

Berkshire
COMMUNITIES

FIRST WASHINGTON
REALTY, INC.

HEITMAN
A REAL ESTATE INVESTMENT MANAGEMENT FIRM

MILLER CAPITAL ADVISORY, INC.

BLACKROCK

GID

Hines

Invesco

THE
NET
GROUP

SAVANNA

CalPERS

GI PARTNERS

JAMESTOWN

PARAMOUNT
GROUP, INC.

SONAE SIERRA

CLARION PARTNERS




GLL
REAL ESTATE PARTNERS



JONES LANG
LASALLE

PARKWAY
PROPERTIES, INC.

TISHMAN SPEYER



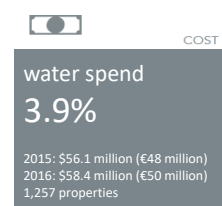
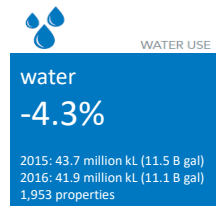
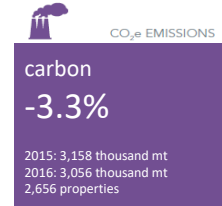
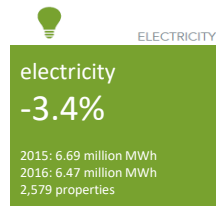
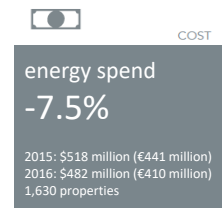
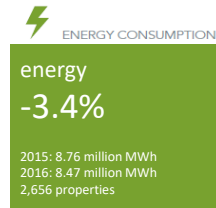
 <p>Data & benchmarking</p>	 <p>Knowledge Sharing</p>	 <p>Tenant Engagement</p>	 <p>City Networks</p>	 <p>Strategic Partnerships</p>
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	<p>Environmental & Asset Data Capture</p>	<ul style="list-style-type: none"> • Property characteristics • Certifications & ratings • Projects • Energy, water, waste
	<p>Data Quality Review</p>	<ul style="list-style-type: none"> • Variance checks • Multi-stakeholder data entry & review • GHG protocol calculation methodology • Auditability
	<p>Reporting</p>	
	<p>Analysis & Benchmarking</p>	<ul style="list-style-type: none"> • Data normalization • Online dashboards • Benchmark properties, funds, & portfolios • Track progress toward goals

Real Results

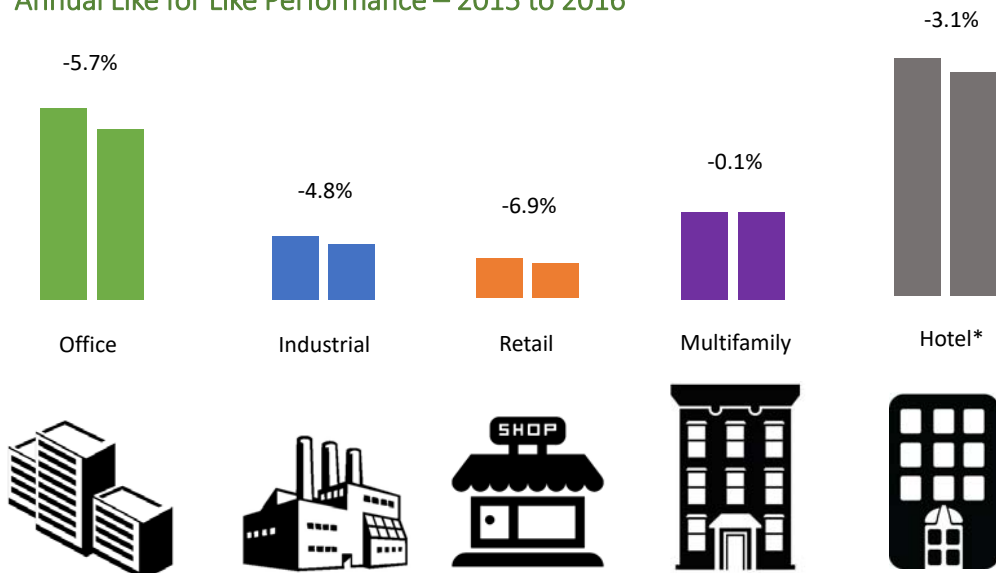
Annual Performance – 2015 to 2016

This past year, Greenprint members achieved strong reductions and realized an annual utility cost savings of **\$36 million equal to over \$500 million in property value creation**



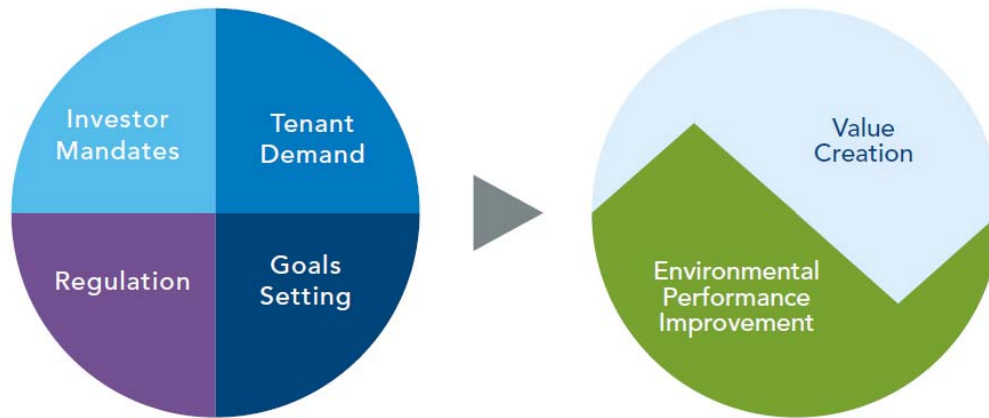
Volume 8 Data Analysis and Benchmarking:

Annual Like for Like Performance – 2015 to 2016



Knowledge Sharing

Environmental Performance Market Drivers

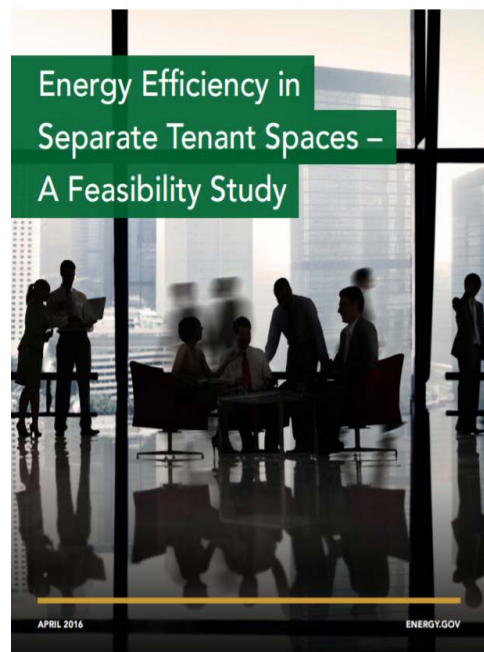


Energy Efficiency in Tenant Spaces

- Over 50% of energy used in commercial office buildings is consumed by tenants
- Increasing market pressures for both tenants and landlords
- NRDC explored most effective way to improve tenant energy efficiency
- Energy Efficiency Improvement Act of 2015 mandates creation of a tenant space recognition program ("Tenant Spaces")

U.S. DEPARTMENT OF
ENERGY | Energy Efficiency & Renewable Energy

Energy Efficiency in Separate Tenant Spaces – A Feasibility Study



ULI's Tenant Energy Optimization Program

A returns-driven 10-step process to embed energy efficiency decisions into the design and construction of tenant spaces



It generates an attractive return on investment (ROI)

Tenants using this process typically have experienced energy savings of **30% to 50%** and payback periods under **3 to 5** years



It provides a competitive edge for all stakeholders

Enhanced ability to **attract, retain, and motivate** workers who are **healthier, happier, and more productive**



It is scalable and replicable

The process can provide **energy and financial savings** whether the tenant leases 2,500 or 250,000 square feet.

TenantEnergy.ULI.org



Thank You

Michah.Brill@uli.org



ULI Greenprint Center
for Building Performance



**Urban Land
Institute**