

## Master Speaker Session: The Business Case for Zero Energy



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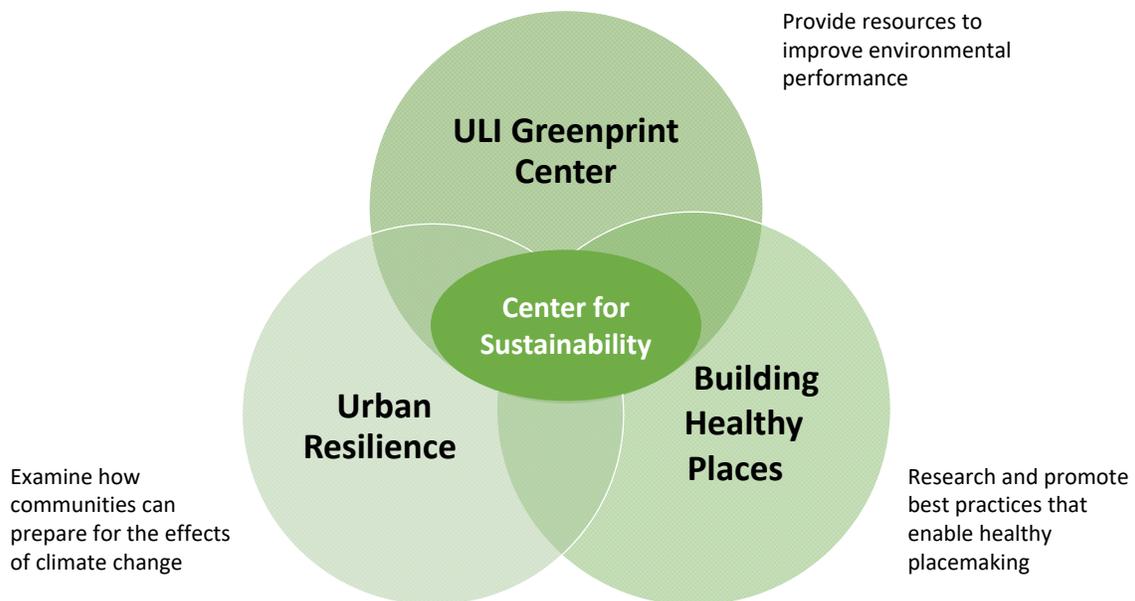
# ULI Greenprint Center





- 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**

**G I D**

**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**



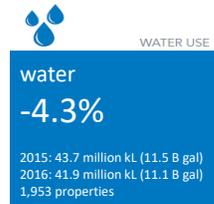
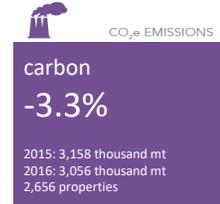
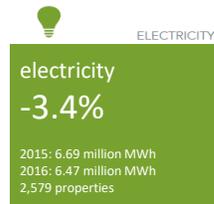
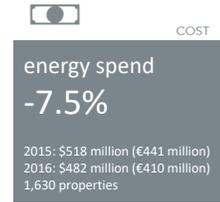
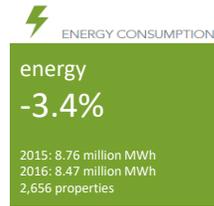
 <p>Data &amp; benchmarking</p>	 <p>Knowledge Sharing</p>	 <p>Tenant Engagement</p>	 <p>City Networks</p>	 <p>Strategic Partnerships</p>
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	<p>Environmental &amp; Asset Data Capture</p>	<ul style="list-style-type: none"> <li>• Property characteristics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

# Real Results

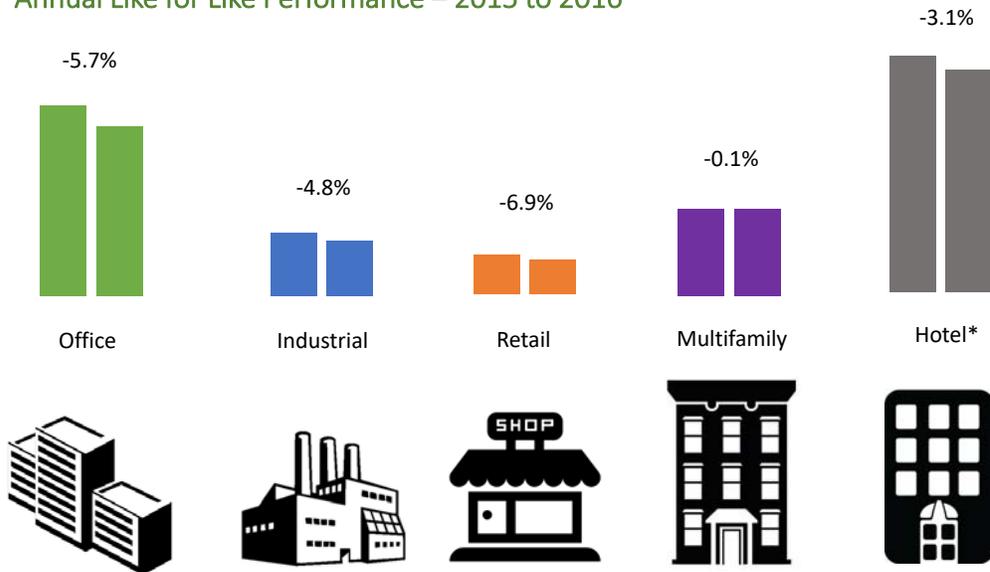
## Annual Performance – 2015 to 2016

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**



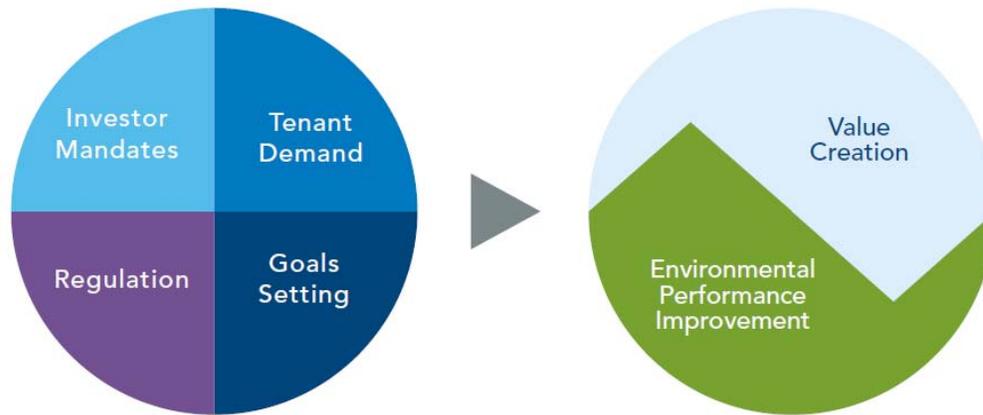
# Volume 8 Data Analysis and Benchmarking:

## 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](http://TenantEnergy.ULI.org)



**Thank You**

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ULI Greenprint Center  
for Building Performance



**Urban Land  
Institute**