

Investing in Energy Efficiency: Unlocking Value for Real Estate Owners

Moderator

Helen Gurfel

executive director, [ULI Greenprint Center](#)

Discussion Leaders

Kate Brown

group director, sustainability, [Grosvenor Group](#)

James Gray-Donald

vice president, sustainability, [Bentall Kennedy](#)

Nicholas E. Stolatis

director, strategic initiatives asset management, [TIAA-CREF](#)



ULI Greenprint Center for Building Performance

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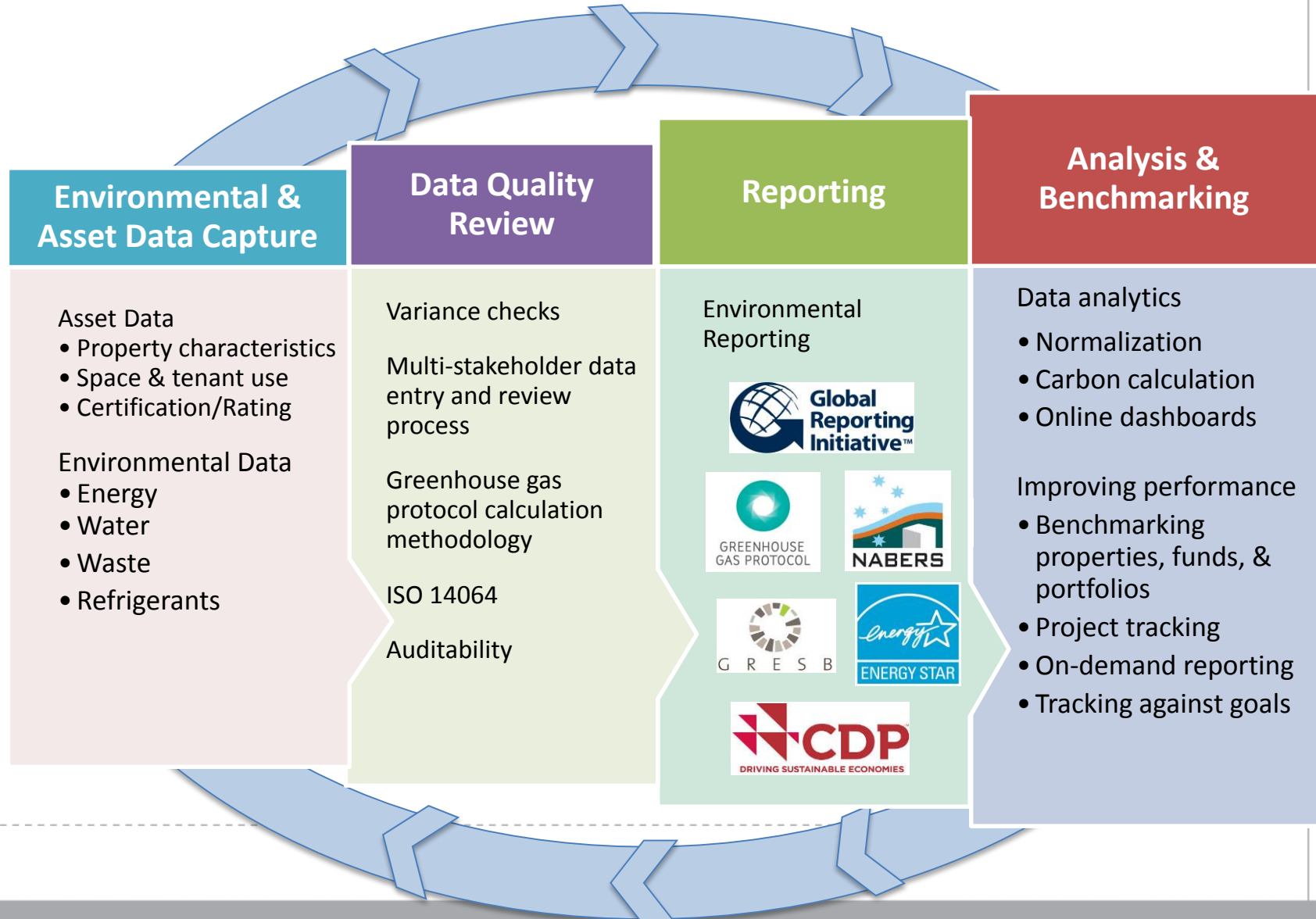
ULI Greenprint Center for Building Performance

What is the ULI Greenprint Center?

- Urban Land Institute **Greenprint** Center for Building Performance, founded in 2009
- Greenprint is a worldwide alliance of **leading real estate owners and financial institutions** committed to improving the environmental performance of buildings
- Greenprint's **mission** is to lead the global real estate community toward **value-enhancing carbon reduction strategies**
- Greenprint is a member driven **nonprofit** center within the Urban Land Institute

Greenprint Environmental Management Platform

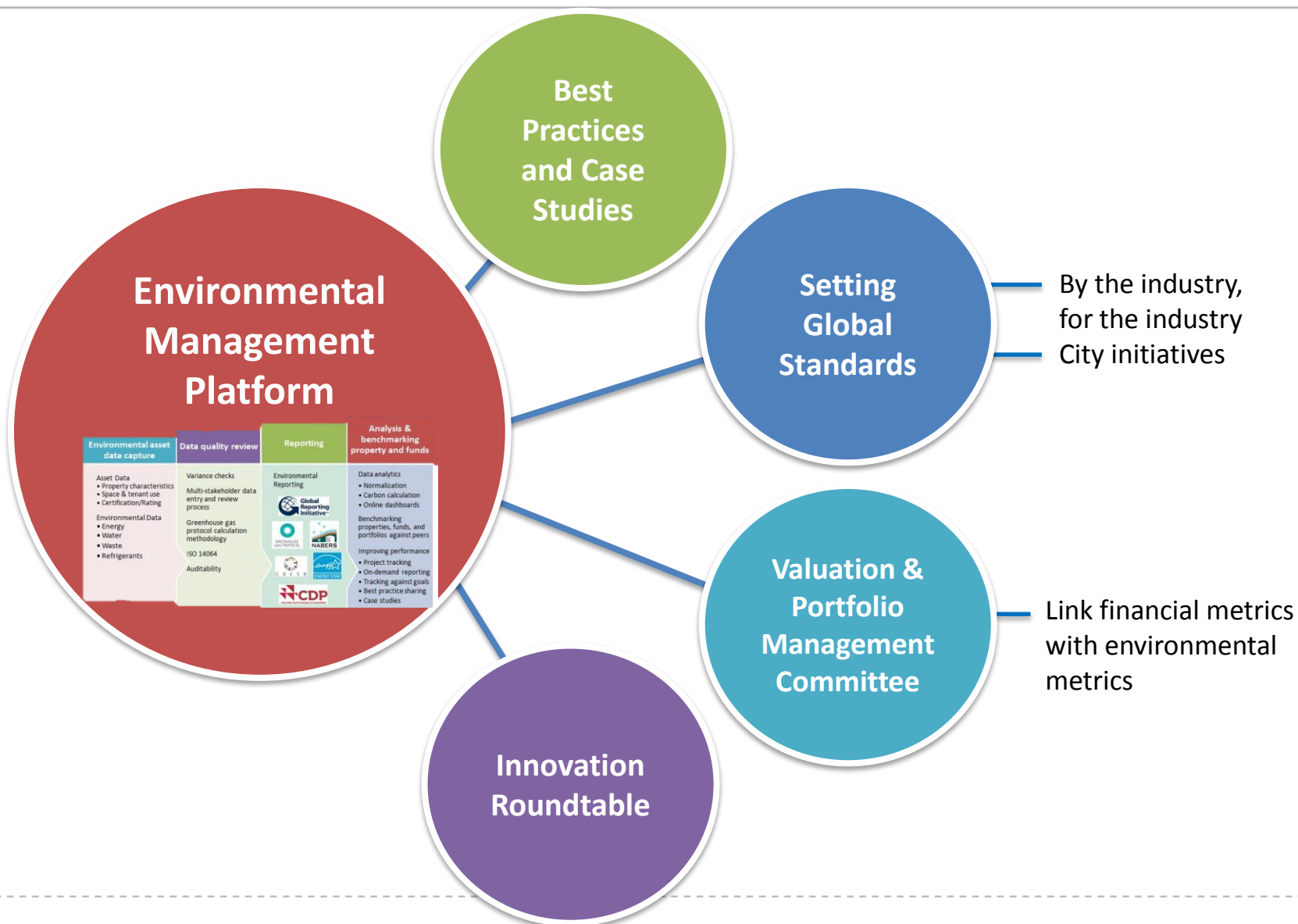
Measure, Manage, Enhance Property Value



Greenprint Membership



Greenprint Program of Work



Greenprint Performance Report™ Volume 4: Cities



SAN FRANCISCO

60 properties

173 annual kWh/m2

WASHINGTON D.C.

83 properties

192 annual kWh/m2

NEW YORK

44 properties

260 annual kWh/m2

PARIS

17 properties

183 annual kWh/m2

LONDON

165 properties

403 annual kWh/m2

FRANKFURT

15 properties

236 annual kWh/m2

TOKYO

17 properties

139 annual kWh/m2

SEOUL

4 properties

273 annual kWh/m2



Thank you

- For more information please contact me at helen.gurfel@uli.org or at 212 808 2177
- Or view our website at www.uli.org/greenprint
- To view the Greenprint Performance Report, Volume 4 <http://www.uli.org/wp-content/uploads/ULI-Documents/GreenprintPerformanceReportVolume4.pdf>

Does your company have targets?

A – No

B – Yes but internal only

C – Yes and externally disclosed

Does your company link energy performance with compensation?

A – No

B – It depends [on the manager/other goals for the year]

C – Yes, all asset managers have compensation linked to energy performance

What is the greatest barrier for your company to undertake energy efficiency retrofits?

- 1 - Uncertainty in financial return and/or environmental benefit**
- 2 - Lease structure & split incentive (tenant benefits from owner's investment in project)**
- 3- Lack of viable energy efficiency financing options**

How is your company funding energy efficiency projects?

A – We're not doing them – can't build the business case yet

B – Self-funding

C – Using incentive programmes/other sources of funding