

# CRE Owners and Managers



## ARE YOU LOOKING TO:

**Improve your building's energy score**

**Attract high-profile tenants**

**Comply with building regulations and local laws ahead of enforcement**

**Reduce greenhouse gas emissions**

**Gain a competitive edge in leasing**

**Save money on your energy bills**

**Improve your building's valuation**



## Attract tenants and beat the competition by improving your building's performance

Give your building a competitive edge in the market for high-performing tenant spaces. Companies increasingly consider sustainability in their business decisions, and their employees want green, healthy, and modern spaces. New York commercial real estate owners and operators are responding to the increased demand with the help of NYSERDA.

NYSERDA assists owners and managers looking to improve energy efficiency of their tenant spaces through thoughtful design, proactive maintenance and operations, and actionable plans that reduce energy consumption every year of the lease agreement.

### What can an energy expert do for you?

A qualified consultant can help identify energy saving opportunities and develop a plan to implement energy efficiency measures in your tenant spaces.

#### A qualified energy consultant can help you:

- Design efficient tenant buildouts
- Seize the opportunity to improve efficiency when tenants undergo renovations
- Develop tenant design guidelines and standards
- Leverage technology for responsive building operations
- Engage tenants in high-performance leasing and energy efficiency discussions
- Develop a building energy master plan
- Estimate cost and savings of energy efficiency measures
- Identify financing and incentive options and provide technical support



**NYSERDA**



## Generating value through tenant efficiency

Building owners that have partnered with NYSERDA to improve their building operations and tenant spaces have realized significant benefits.

### Optimized energy performance and significant savings on energy bills

With tenants accounting for 40-60% of a building's total energy use, there is considerable savings potential. Savings in tenants spaces can reach 20-50% with investments paying back between 3 to 5 years.

- **Gensler's new, energy efficient space at 1700 Broadway in NYC** achieved an estimated annual cost savings of \$120,000 on their submetered consumption, with an additional \$22,000 in annual cost savings at the building level.
- **White & Case's 440,000 square feet of office space at 1221 Avenue of the Americas in NYC** yielded \$390,000 per year in projected energy savings, or \$7.7 million over the 20 year lease, with a payback of approximately one year. An additional \$7 million in annual cost savings were identified for the building.

### Compliance with local regulations

Building energy use and emissions reductions are a major focus of local regulations over the next decade. Building owners may be subject to significant financial penalties for noncompliance in the coming years. Engage your tenants about reducing their energy consumption NOW, and reap the benefits of improved benchmarking scores and lower carbon emissions.

### Tenant attraction and retention

72% of companies now have corporate sustainability goals, which makes high-performing spaces increasingly attractive to tenants looking for new office locations. Energy and sustainability terms are frequently negotiated into new leases.

- NYSERDA supports building owners and tenants in the planning stages of new leases. Designing an energy-efficient space from the start is proven to yield the most savings over the lease term. Well-designed facilities are estimated to enhance productivity by 9% and can lead to happier, more comfortable, and healthier tenants.

**Join your peers who are choosing sustainability, including the following building owners:**

- Fisher Brothers
- The Durst Organization
- Vornado Realty Trust
- Rudin Management Company
- Hines
- RXR
- Normandy
- SL Green
- ESRT



## Ready to get started?

Visit [nyserdera.ny.gov/CRE-Tenant](https://nyserdera.ny.gov/CRE-Tenant) for more information on NYSERDA's programs and how to participate.

If you have questions or need support, reach out to [commercialprograms@nyserdera.ny.gov](mailto:commercialprograms@nyserdera.ny.gov)