

PROPERTY MANAGER PLEDGE

The undersigned organizations, in their capacity as major leasing brokers and property managers of multi-tenant commercial properties, hereby pledge to encourage and facilitate the collaboration of building owners and tenants to achieve cost effective energy savings throughout their respective portfolios of managed properties, by addressing energy efficiency during the building selection and lease negotiation processes. In particular, the undersigned pledge to work toward educating internal staff, including brokers and client representatives, regarding:

- the ‘split incentive’ issue, and the potential for the attached energy-aligned lease provision (or language of similar effect or intent) to provide a solution to the problem; and
- other opportunities for owners and tenants to collaborate to optimize energy efficiency and energy management in multi-tenant commercial office properties.

Furthermore, in order to assist their clients, whether owners or tenants, in realizing the economic benefits available through energy efficiency, the undersigned pledge to:

- encourage tenants to include the potential for energy efficiency and indoor environmental quality (IEQ) in their prospective premises as a material consideration in the building selection process;
- encourage owners and tenants to incorporate the attached energy-aligned lease provision, or language of similar effect with the intent of addressing the ‘split incentive’ issue, whenever possible in future lease transactions, in order to facilitate building owners’ implementation of central system energy efficiency retrofits;
- support tenants in considering various energy conservation and IEQ measures early in the design process for the build-out of their leased premises, and encourage them to incorporate those measures with reasonable projected payback periods (using ½ of the initial lease term as a rough guideline);
- encourage owners to install submeters to track energy usage in each tenant’s leased premises wherever practical, and encourage tenants to share submeter data with building owners to facilitate whole building benchmarking; and
- support building owners in performing life cycle cost analysis of various energy conservation measures, and encourage owners to incorporate, where feasible, cost effective energy conservation measures into the ongoing operation, maintenance and renovation of their commercial buildings.

This commitment is made to the Clinton Global Initiative, in conjunction with the CGI-America convention held in Chicago on June 29, 2011.