



GREEN LEASING

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WHAT IS A GREEN LEASE?

Green leasing (also known as energy-aligned, high-performance, or energy-efficient leasing) aligns the financial and environmental goals of landlords and tenants to work together to save money, conserve resources, and ensure the efficient operation of buildings.

GREEN LEASING BENEFITS

- **Lower operating expenses**
- **Increased occupancy and base rents**
- **Assistance meeting corporate sustainability goals**
- **Improved employee productivity**
- **Employee attraction and retention**
- **Preparation for future regulations**

GREEN LEASES CAN REDUCE UTILITY BILLS UP TO 22% IN U.S. OFFICE BUILDINGS ALONE.

TURNING THE LEASE INTO A MORE POWERFUL BUSINESS TOOL FOR BOTH LANDLORDS AND TENANTS

Energy use affects both building owners and tenants, and yet in many commercial lease structures, the party expending capital for an energy efficiency upgrade does not benefit from the savings created by that investment. A green lease is a tool to help resolve this split incentive by creating win-win agreements for building owners and tenants that equitably align the costs and benefits of energy and water efficiency investments for both parties.

“Using our leases as a mechanism through which we can lead by example while developing and maintaining high-performance properties is good business for both us and our tenants. It not only engages tenants on sustainability, but also incentivizes landlords and tenants to work together to reduce operating expenses, save energy and water, and create healthier, more comfortable environments.”

—Jeffrey Abramson, Partner, The Tower Companies, a 2014 Green Lease Leader and 2017 Team Transaction Winner

HOW THEY RESOLVE BARRIERS TO SAVINGS

Green leases include specific language through which landlords and tenants commit to operational efficiency efforts in a building. They replace traditional rental agreement language with new standard clauses that specify who is responsible for larger projects and who benefits from the resulting savings.

“Green leasing is the foundation for all of the sustainability programs in our existing assets. Green leases allow us to successfully collaborate with our tenants to drive down operating expenses and reduce the environmental footprint of our buildings.”

—Sara Neff, Senior Vice President, Sustainability, Kilroy Realty Corporation, a 2014 Green Lease Leader and 2016 Team Transaction Winner

LEARN MORE TODAY

Contact IMT for hands-on guidance on assessing your leasing practices, expert assistance in implementing changes to boost your efficiency returns, and to learn more about how you and your company can receive recognition for your green leasing efforts.



“Receiving the Green Lease Leader designation has had a positive impact on my business. I’ve received a number of calls and emails on the recognition and have at least one new client due in part to the award. It’s also increased my awareness among the sustainability community.”

—Meade Boutwell,
Senior Vice President, CBRE,
a 2016 Green Lease Leader
and 2017 Team Transaction Winner

“For RMI to get recognized as a Green Lease Leader was an honor and it affirmed our efforts to demonstrate net zero energy leased buildings is possible and profitable. It gave us a clear channel to share our wins with others and to help the industry as a whole advance.”

—Cara Carmichael,
Manager, Rocky Mountain Institute,
a 2017 Green Lease Leader

ARE YOU A GREEN LEASE LEADER?

Your organization works hard to create efficiency-aligned leases: Get recognized for your efforts. The Green Lease Leaders program sets national standards for what constitutes a green lease, while showcasing leaders in the field who are actively and effectively using the lease as a smart tool to drive greater investment in high-performance buildings and reap energy and resource savings. To date, Green Lease Leader portfolios are activating these savings across more than 1.3 billion square feet of cumulative floor area in the commercial, industrial, and retail sectors.

ARE YOU ELIGIBLE?

Green Lease Leaders are commercial brokers or brokerage teams, commercial landlords, and commercial tenant companies who incorporate green lease language into their portfolios and demonstrate replicable solutions that can be employed by others.

Organizations may join Green Lease Leaders at three levels:

- Green Lease Leader Participants commit to completing a lease assessment, but do not qualify for formal recognition as a Green Lease Leader. However, participants do receive access to one-on-one technical assistance for updating leasing practices; access to peer networking opportunities and webinars; and support to apply for formal Green Lease Leader recognition.
- Silver-level Green Lease Leaders show best practices are in place at their organization, comply with two prerequisites, and meet at least five recognition criteria.
- Gold-level Green Lease Leaders have efficiency-aligned policies and practices in at least one executed lease, meet Silver-level prerequisites, and satisfy at least five recognition criteria. Gold-level Green Lease Leaders also commit to completing a case study with Green Lease Leader staff.

In addition, a Team Transaction recognition is available for individual transactions where landlords, tenants, brokers, asset managers, lawyers, or other parties come together to develop innovative leasing solutions that improve the efficiency of buildings.

WHAT GREEN LEASE LEADERS RECEIVE

Green Lease Leader recognition is valid for two years from the date of issue. Leaders raise their sustainability profile by being mentioned in industry publications and at industry meetings, and are formally recognized during a Green Lease Leader award ceremony. Green Lease Leaders also receive an official seal to display within their buildings and on their corporate collateral.

APPLY NOW

To learn more about the program and to apply, visit www.greenleaseleaders.