

Sustainable Solutions Corporation

LEED EB: O&M Certification Services

The Business Case for LEED EB: O&M Certification

The LEED for Existing Buildings: Operations & Maintenance Rating System is designed to help building owners and managers maximize operational efficiency while minimizing environmental impacts. Forward-thinking companies understand the significance of sustainability in the current marketplace and recognize that integrating sustainability – and LEED certification – into existing buildings can create value and contribute to bottom line growth.

Benefits of LEED EB: O&M Certification:

- Generate cost savings for energy and water, typically 10% to 25%
- Reduce carbon footprint from associated utility savings
- Streamline and improve property programs and policies
- Allow renegotiation of vendor contracts to include high value services such as integrated pest management and green cleaning
- Take advantage of financial incentives for retrofitting existing buildings
- Improve Productivity – Studies conducted by the U.S. Department of Energy report productivity gains of up to 16% in green buildings



Industry thought leaders and financial experts recognize **sustainability** as a key driver in the commercial real estate market. The overwhelming consensus is that improved environmental performance and resource efficiency are directly related to premium rental rates and increased tenant attraction and retention.

"At Hines, we specialize in Class A space, and we've reached the point where clients don't think it's Class A unless it's green," said Jerry Lea, the Executive Vice President of the real-estate investment and management firm. - *The Brilliant Economics of Green Building* – **Forbes**

"LEED rental premium is \$11.33 per sq.ft. with 4.1% higher occupancy rate."
- (CoStar Study Finds EnergyStar, LEED Bldgs. Outperform Peers, 2010)



Why Choose SSC?

Utilizing over 10 years of practical experience, SSC provides a "turn-key" LEED certification service from feasibility analysis, program and policy development, through final certification. Our integrated approach and optimized 'Critical Path Method' Performance Period ensures project coordination and efficiency, reducing total project costs and schedule. While the ultimate goal is LEED certification, SSC's focus is on developing effective policies and programs that meet LEED requirements and, more importantly, deliver the greatest bottom line results.

To learn more about the value of LEED EB: O&M Certification Services, contact:

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Portfolio Management

Our vast experience with managing our clients' building portfolios gives SSC the knowledge to effectively utilize the LEED Volume Program. The LEED Volume Program for Operations and Maintenance offers a streamlined approach for organizations pursuing certification of at least 25 existing buildings. By implementing environmentally preferable programs across an entire portfolio, sustainability efforts can be focused and coordinated to achieve maximum financial benefits.

Case Study

SSC developed a practical LEED EB: O&M program designed to ensure long-term continuous performance improvement for the two Summit Buildings, which together represent 290,900 sq. ft. of Class A office space. Both buildings achieved LEED for Existing Buildings Silver certification.

The program and policy improvements implemented in the Summit Buildings resulted in reduced environmental impacts and significant cost savings. Initiatives to reduce water consumption resulted in savings of over 30%. Optimizing energy intensive systems, such as HVAC and lighting, significantly decreased energy demand while enhancing occupant comfort.

Additional Project Highlights:

- Overall, the water, waste and energy efficiency measures resulted in a total savings of \$100,000+ annually.
- Summit I and II are ENERGY STAR certified buildings, contributing to more energy efficiency and increased cost savings.
- A building waste audit assisted with source reduction of waste and increased the overall building recycling rate to over 50%.
- Client sold properties in 2011 for \$50.5 million—a 15% increase over the 1999 purchase price.

The Client's Perspective –

“We view LEED certification as the natural culmination of the efforts devoted to our Sustainable Buildings and Operations Program, which not only helps us attract and retain tenants, but also illustrates our ongoing commitment to sustainability.”

Doug Morris, Vice President, Regional Manager



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