Real Estate Leaders Roundtable

Hosted by LeChase Construction
February 15, 2017
Agenda

• Welcoming Remarks
  • Westchester County Executive Chief of Staff George Oros
  • Business Council of Westchester President & COO John Ravitz

• Introduction to the Westchester Green Business Program

• Moderated roundtable discussion & sharing of best practices
Event Sponsors

Atlantic Westchester

Bright Energy Services
Thanks to our host!
At the table...

• WGB aims to be the leading green business resource for our local real estate industry, including your business, clients, customers and tenants

• As Westchester’s industry leaders, your involvement, endorsement, support and expertise is vital to the program’s overall success

• Westchester Green Business is growing – now offered statewide and a new website and online portal to launch this year

• Thank you for being at the table to learn more about WGB and to participate in the larger conversation of promoting sustainable business throughout NYS
What is Westchester Green Business?

Westchester Green Business (WGB) provides a customized toolkit for organizations of any size and type to become more sustainable.

4 STEPS TO CERTIFICATION

1. Survey Employees
2. Complete Required Actions
3. Perform Greenhouse Gas Emissions Inventory
4. Submit Final Presentation

EARN THE SEAL OF APPROVAL!

www.greenbusinesscertified.org
Green Action Checklist

- Organizational Commitment
- Energy
- Materials Management – Waste & Recycling
- Materials Management – Purchasing
- Transportation
- Land Use
- Water
Greenhouse Gas Emissions Inventory Tool

- Excel tool based on Greenhouse Gas Protocol and EPA guidelines
- Collect data for 2 calendar years: 2015 and 2016
  - Energy
  - Transportation
  - Waste
  - Water
  - Refrigerants
  - Green Purchasing
Westchester Green Business Members

1. Acadia Realty Trust
2. Agera Energy*
3. AKRF, Inc.
4. Allied Converters, Inc.*
5. Aris Renewable Energy
6. The Arc of Westchester*
7. Atlantic Westchester*
8. Balancing Life's Issues
9. Birdie’s Auto Spa
10. The Blue Pig Ice Cream*
11. The Bluebook Network
12. The Briarcliff Manor
13. Bright Energy Services
14. Briarcliff Office Park
15. BrightHOME Energy Solutions
16. Candela Systems
17. Carver Center
18. Cerebral Palsy of Westchester
19. County Trip Service
20. Croton Energy Group
21. Crowne Plaza White Plains*
22. C.W. Brown/LeChase Construction*
23. DeCicco & Sons
24. Dennis Noskin Architects
25. Diamond Properties*
26. Dominican Sisters of Hope
27. Eco-Bags Products
28. Encourage Yoga
29. Field Goods
30. Friends of Hilltop Hanover Farm
31. Gallin Beeler Design Studio Architects*
32. Great Eastern Energy – Harrison
33. Great Eastern Energy – Brooklyn
34. Greater Hudson Bank
35. Green Eileen
36. Green Jay Landscaping
37. Greenburgh Nature Center*
38. Greener by Design
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Annual Recognition Event & Awards Ceremony
Sustainability Trends in Real Estate
The real estate sector is responsible for 40% of global energy use, 30% of water consumption, and 30% of carbon emissions. Supporting the real estate sector to accelerate investment and the integration of sustainable practices is key.
Sustainability trends driving commercial real estate values

• Companies who want to continue to court investors, maintain stakeholder loyalty, or simply want to stay ahead of the regulatory curve, are tracking and being transparent about their corporate sustainability efforts/data.

• Companies should focus on the “why” – the fact that reporting helps them not only drive operational efficiencies but also establish stronger brands and position themselves as industry leaders.
Trend: Corporate Clean Energy

• Today, 22 of the Fortune 100 have committed to procuring 100% of their energy from renewables, and 71 have a public target for sustainability or renewable energy.

• Signals to all that we are moving toward a clean energy economy.

• When influential companies like Apple, Amazon, Unilever, and Google show leadership on renewable energy, their suppliers, customers, competitors, and the market respond.
The value proposition

• More efficient and “green” properties can:
  • reduce operating expenses
  • support efforts to achieve top of market rents
  • reduce vacancy and void periods
  • lower risk of mortgage default
  • meet the increasing needs of occupiers who are using their offices to make their employees more engaged, healthier, and productive.
Westchester Green Business provides:

• Benchmarking tools to track energy, waste, water and the direct savings associated with reduction of usage

• Program to facilitate collaboration between owners, managers and their tenants to work together toward implementing sustainable practices

• Opportunity to increase value, attract/retain tenants and support efforts to achieve top market rents
“It is such an honor to receive this certification as it depended on everyone in our office coming together to work towards a common goal, a greater cause that would benefit our community and set an example for tenants across our portfolio. Not only was this a fun and challenging process within our company, but it helped us to make connections and learn the best practices of other companies throughout the Westchester County business community.”

- Jim Diamond, CEO of Diamond Properties

**Outstanding Achievement Awards**

2016 Energy
2015 Transportation
2014 Waste Management & Green Products
2013 Achievement in Land Use
Spotlight: Diamond Properties

- **Energy:** 7,602 solar panels across 10 acres of rooftop space, enough to power 1,050 homes in New York.

- **Transportation:** EV charging stations, shuttles and incentives to take public transportation, incentives to buy hybrids, bike racks and free showers/gym memberships for employees who bike to work.

- **Waste:** Includes tenant and custodial training as well as innovative partnerships to collect electronic waste and other hazardous items.

- **Land Use:** Restored and maintained several wetlands, tree planting program, permeable pavement, white roofs, erosion prevention.
WGB Members in the Real Estate, Construction & Building Performance Sectors

• Acadia Realty Trust
• AKRF
• Atlantic Westchester
• Briarcliff Corporate Campus
• Bright Energy Services
• Bright Home Energy Solutions
• Blue Book Building & Construction Network
• Diamond Properties

• Gallin Beeler Design Studio
• Healthy Home Energy
• Hudson Gateway Association of Realtors (HGAR)
• LeChase Construction
• Reckson (a division of SL Green)
• RM Friedland
• Willdan/Genesys Engineering
Roundtable Discussion

What have we accomplished? How can we work together to move forward?
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