Net Zero Carbon Buildings are Better Buildings: Raising the Bar on Building Performance

Cliff Majersik
Who is IMT?
Cities are Incentivizing Efficiency
Added Value of ENERGY STAR

- **Rental Prices**: 6 – 14% Premium
- **Sales Prices**: 2 – 25% Premium
- **Occupancy Rates**: 3 – 10% Premium
“To prosper over time, every company must not only deliver financial performance, but also show how it makes a positive contribution to society…understand the societal impact of your business as well as the ways that broad, structural trends (such as) climate change affect your potential for growth.”

Larry Fink, BlackRock CEO

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Let’s Talk

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Extra slides for discussion
Rapid Growth in Green Financing

GREEN FINANCING VOLUME

- **2016**
  - Fannie Mae: $4.5 billion
  - Freddie Mac: $19.0 billion
  - HUD: $27.6 billion
  - Total: $8 billion

- **2017**
  - Fannie Mae: $4.5 billion
  - Freddie Mac: $19.0 billion
  - HUD: $27.6 billion
  - Total: $51 billion
Added Value of ENERGY STAR-Labeled Commercial Buildings in the U.S. Market
Efficiency is Good Business

17% lower operating expenses compared to non-green properties

28% higher NOI

Occupancy, rental, and sale premiums

Source: US DOE, 2017
Kilowatt-Hours are Not Created Equal

California hourly electric load vs. load less solar and wind (Duck Curve) for October 22, 2016

Graph showing California hourly electric load vs. load less solar and wind (Duck Curve) for October 22, 2016.