

2024 Supporting Partners Kickoff

October 5, 2023



GREEN LEASE LEADERS

CREATING SUSTAINABLE LANDLORD-TENANT RELATIONSHIPS

Agenda

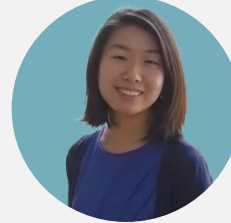
- Meet your Green Lease Leaders team!
- Supporting Partners Program Update
- Green Lease Leaders Application Overview
- Updated & New Resources
- Application Timeline
- Q&A

GREEN LEASE LEADERS

CREATING SUSTAINABLE LANDLORD-TENANT RELATIONSHIPS



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Supporting Partners Program Update

For more resources or information about the program, visit: www.greenleaseleaders.com

Supporting Partners Program Update

What is the Supporting Partners program?

IMT seeks to engage organizations who are not typically able to be a Green Lease Leader to promote green leasing education and awareness. By becoming a Supporting Partner, your organization agrees to support the GLL program. You will be recognized as a leading expert on green leasing as a recognized partner.

How do I become a supporting partner?

1. Fill out [Supporting Partners form](#) and select level of commitment. There are three tiers: Friend, Teammate, and Champion.
2. Adhere to the Communications Plan and Timeline provided by IMT.
3. Share evidence of required social media engagement, direct referrals or additional promotion by Feb 19, 2024.



Supporting Partners Program Update

What are my responsibilities as a supporting partner?

Responsibilities	Friend	Teammate	Champion
Minimum number of referrals* to GLL or promotion of GLL events	5	10	15
Minimum number of social media posts (<i>IMT will provide materials</i>)	3	3	3
Minimum number of direct engagement* or additional promotion	0	10 OR promote GLL at 1 webinar/conference session	20 OR host 1 GLL training session at a conference/webinar; consultants host a session for their clients

**Referral: this can be part of an email blast/other forms of group outreach to multiple potential GLL applicants*

***Direct engagement: this can include a personalized email sent to one potential GLL applicant*

Supporting Partners Program Update

Supporting Partners Benefits

- National recognition of your company's green leasing expertise
- Official Supporting Partner of Green Lease Leaders logo
- Logo placement on GLL website
- Company recognition at annual Department of Energy Better Buildings Summit
 - 400+ attendees every year
- Opportunity to stand out from your peers and gain more business to assist companies on their green leasing journey
- Happy Hour invitation to connect with industry-leading Green Lease Leader awardees
- Invites to workshops, webinars, and case studies



Supporting Partners Program Update

How will IMT support you?

- Host a kick off session for all supporting partners
- Materials IMT will provide:
 - Overview of Supporting Partners responsibilities
 - Social media posts
 - GLL Communications Plan and Timeline, which will outline the GLL application cycle and expected social media engagement and direct referrals or additional promotion
 - Referral email template language
 - Package of GLL materials to use in engagement (such as case studies, performance-based leasing resources, GLL program information)
- Available to answer questions

Event & Communications Calendar

Supporting Partner actions requested during the 2024 Green Lease Leaders application cycle

October 2023

- **Oct. 2:** Announce on social media that application is open
- **Oct. 11:** Share Green Lease Leaders kickoff webinar recording and upcoming office and application hours

January 2024

- **Jan 3:** Share a reminder that Green Lease Leaders program cycle is open, with one month left to submit your applications.

February 2024

- **Feb 1:** Share that the Green Lease Leaders application portal will close in 2 weeks (Feb 16)
- **Feb 19: Green Lease Leaders will ask all Supporting Partners to provide evidence of GLL promotion by this date**

March 2024

- **Mar 27:** Promote 10 Years of Green Lease Leaders Celebration and Workshop



Green Lease Leaders Application Overview

For more resources or information about the program, visit: www.greenleaseleaders.com

Overview of Green Lease Leaders Program

- Started in 2014 as a partnership between the Department of Energy and IMT
- Sets the standard for green leasing
- Recognition is valid for 3 years
- Three application types: Landlord, Tenant, and Teams
- Within each application type, there are three levels of recognition: Silver, Gold, and Platinum



Silver level recognizes the establishment of foundational policies and business practices that encourage reduced energy and water consumption in leased spaces



Gold level builds on Silver level achievements, and recognizes execution of green leases and utility-efficient tenant fit-outs

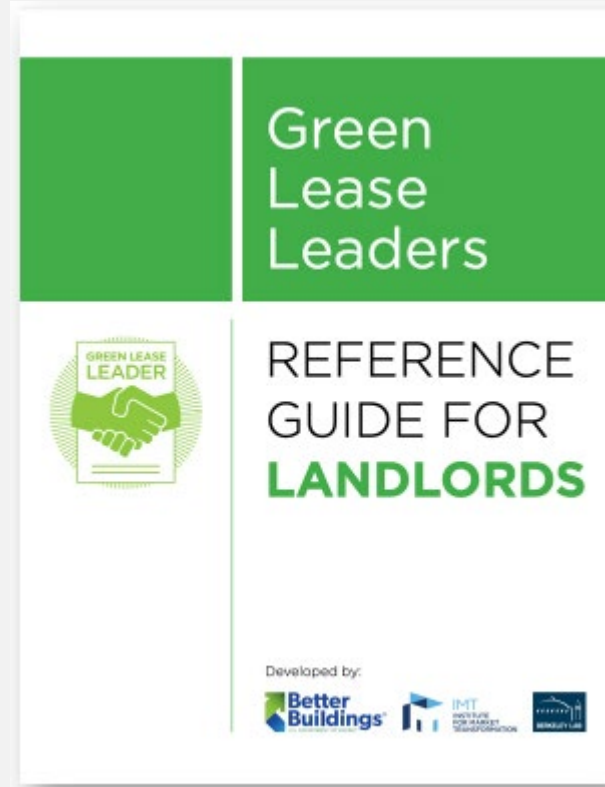


Platinum recognizes integration of environmental and social priorities and best practices into the lease and organization-wide practices


Updated & New Resources

Updated Reference Guides for Landlords and Tenants

- Includes answers to frequently asked questions from 2023 application cycle, clarify documentation needed for different leasing situations (triple N, multifamily)
- Includes updates to Platinum credits: 2024 version of Landlord Credit 13/Tenant Credit 10 is now divided into two credits:
 - Credit for Establish Social Impact Goals for Health, Diversity & Inclusion
 - Credit for Building Resilience & Climate Risk
- Tenant PR 2



Workbook Preview

 Silver Recognition Workbook								Ready to apply?		When all cells below are green, you are ready to apply
To achieve Silver recognition, you will need to fulfill 2 prerequisites and select 5 out of the 13 credits.								Minimum required to achieve recognition	2 prerequisites	0
									5 credits	0
									3 credits using Standard Lease Form	0
Instructions: 1. In Column D, choose your response from the drop down menu. 2. Review Columns F through H to make sure you have the documentation needed to apply for the prerequisite/credit. The grey cells mean that certain documentation is not accepted for the specific prerequisite/credit. For example, corporate policy is not accepted evidence for Prerequisite 2a. 3. In the "ready to apply?" chart on the righthand side of the sheet, the cells in Column L will automatically turn green when you've met the minimum requirements for application. NOTE: 3 out of the 5 credits MUST use the standard lease form as supporting evidence.										
For prerequisite or credit level guidance, please see our Landlord Reference Guide.										
Prerequisite or Credit	Eligibility	Am I pursuing this prerequisite/credit? Select your response from the drop down menu in each cell below	Evidence Required Provide one supporting evidence from each list	Do I have the evidence required?			Notes Applicants - This space is for your own use			
				Select one						
				Standard Lease Form Provide full document with applicable clauses highlighted	Corporate Policy Acceptable documentation includes ESG Policy, Sustainability Reports, or other documents that have undergone company approvals	Other				
Prerequisite 1	Provide sustainability contact and/or information	Required	- Standard lease form OR - Corporate policy OR - Welcome packet OR - Online resource			Welcome packet OR online resource				
Prerequisite 2a	Implement cost recovery clause for energy efficiency upgrades benefiting tenant	Required (Multifamily - see 2b)	- Standard lease form							
Prerequisite 2b	Multifamily - Implement energy efficiency improvements during unit turns	Multifamily applicants only	- Standard lease form OR - Corporate policy OR - Unit turn checklists			Unit turn checklists				
Credit 1	Track energy use	Option	- Standard lease form OR - Corporate policy - Standard lease form OR							

Overview
Silver
Gold
Platinum
+

Workbook Preview



Team Prerequisites & Credits

Instructions: The team application combines the Landlord and Tenant applications and is used to recognize an individual leasing transaction. You have the ability to fulfill prerequisites and credits from either or both applications to satisfy the Team application requirements. **Choose the prerequisites and credits applicable to the individual leasing transaction.** For example, if you are applying to recognize a Multifamily transaction, you may want to fulfill Landlord Prerequisite 2b. See the instructions below for additional detail. Please note that the Landlord/Tenant designation in Column A means that you will only receive one credit instead of two credits. For example, Landlord Prerequisite 2a is the same as Tenant Credit 7. Therefore, you would receive 1 credit.

Prerequisite Instructions: For all recognition levels, fulfill 2 prerequisites of your choosing.

Type		Silver	Gold	Platinum
Landlord	Landlord Prerequisite 1: Provide sustainability contact and/or information	Option - Choose 2 prerequisites	Option - Choose 2 prerequisites	Option - Choose 2 prerequisites
Tenant	Tenant Prerequisite 1: Provide sustainability contact and/or information	Option - Choose 2 prerequisites	Option - Choose 2 prerequisites	Option - Choose 2 prerequisites
	Landlord Prerequisite 2a: Implement cost recovery clause for energy efficiency upgrades benefiting tenant			
Landlord/Tenant	Tenant Credit 7: Accept cost recovery for efficiency upgrades benefiting tenant	Option - Choose 2 prerequisites	Option - Choose 2 prerequisites	Option - Choose 2 prerequisites
Landlord	Landlord Prerequisite 2b: Multifamily - Implement energy efficiency improvements during unit turns	Multifamily applicants only	Multifamily applicants only	Multifamily applicants only
	Landlord Credit 8: Require minimum efficiency fit-out for tenants			
Landlord/Tenant	Tenant Prerequisite 2: Require minimum energy efficiency fit-out	Option - Choose 2 prerequisites	Option - Choose 2 prerequisites	Option - Choose 2 prerequisites

Credit Instructions: For Silver and Gold, fulfill 5 credits of your choosing. For Platinum, fulfill 3 credits out of Landlord Credits 10 - 13 or Tenant Credits 9 - 11 of your choosing and 4 additional credits of your choosing.

Type		Silver	Gold	Platinum
Landlord	Landlord Credit 1: Track energy use	Option	Option	Option
Tenant	Tenant Credit 1: Track energy use across leased spaces	Option	Option	Option
Landlord	Landlord Credit 2: Track water use	Option	Option	Option
Tenant	Tenant Credit 2: Track water use across leased spaces	Option	Option	Option
Landlord	Landlord Credit 3: Disclose energy performance to tenant/resident annually	Option	Option	Option
Tenant	Tenant Credit 3: Request energy performance score from landlord annually	Option	Option	Option
Landlord	Landlord Credit 4: Disclose water performance to tenant/resident annually	Option	Option	Option
Landlord	Landlord Credit 5: Ensure brokers or leasing agent(s) have energy training	Option	Option	Option
Tenant	Tenant Credit 4: Ensure transaction management team receives energy training	Option	Option	Option
Landlord	Landlord Credit 6: Implement landlord energy management best practices	Option	Option	Option
Tenant	Tenant Credit 5: Implement tenant energy management best practices	Option	Option	Option
	Landlord Credit 7: Require tenants to purchase renewables if offered by landlord and competitively priced			
Landlord/Tenant	Tenant Credit 6: Purchase renewables if offered by landlord and competitively priced	Option	Option	Option
Tenant	Tenant Credit 8: Include Environmental Social Governance requests in Site Selection Questionnaire	Option	Option	Option
Landlord	Landlord Credit 9: Establish a tenant/resident energy efficiency engagement and training plan	Option	Option	Option
Landlord	Landlord Credit 10: Energy transparency	Option	Option	Fulfill 3 credits of your choosing
	Landlord Credit 11: Establish a whole building performance reduction goal in carbon or energy use intensity (EUI) units			
Landlord/Tenant	Tenant Credit 9: Commit to actively contributing to a whole building performance reduction in carbon or energy use intensity (EUI) units	Option	Option	
Landlord	Landlord Credit 12: Establish social impact goals for health, wellness, diversity and inclusion	Option	Option	
Tenant	Tenant Credit 10: Establish social impact goals for health, wellness, diversity and inclusion	Option	Option	
Landlord	Landlord Credit 13: Establish impact goals for building resilience and climate risk	Option	Option	
Tenant	Tenant Credit 11: Establish impact goals for building resilience and climate risk	Option	Option	

Overview

Silver

Gold

Platinum

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New Assistance Options for 2024

Application Reviews

- Discuss your comments and feedback with a member of the GLL team
- Sign up for a timeslot on the GLL website
- Applications must be completed no later than 48 hours before call time
- The goal is for any required changes to be very clear so you can make the changes and resubmit your final application

Office Hours

- Bring your questions to an Office Hours session
- Your questions will help others!
- Can discuss live with the team so you can apply with confidence

Apply Early to Announce Early!

- Once you receive your award notification you can announce your GLL recognition early in materials such as quarterly earnings, ESG Reports, GRESB, or other industry announcements
- **We ask that any press releases be embargoed until April 4, 2024**



Application Timeline

October 2023	November 2023	January 2024	February 2024	March 2024	April 2024
<p>Oct 2: Application portal launches</p> <p>Oct 5: Kickoff webinar</p> <p>Oct 20: Office hours, 2pm ET</p> <p>Oct 20: Deadline for Application Review Round 1 Sign Up</p>	<p>Nov 3– Nov 17: Application Review Round 1 Calls</p> <p>Nov 9: Office hours, 1pm ET</p>	<p>Jan 11: Office hours, 3pm ET</p> <p>Jan 12: Deadline for Application Review Round 2 Sign Up</p>	<p>Jan 12 – Feb 9: Application Review Round 2 Calls</p> <p>Feb 16: Application portal closes</p>	<p>Feb 19 – Mar 4: Green Lease Leaders recipients notified</p>	<p>April 2: 10 Years of Green Lease Leaders Celebration and Workshop</p> <p>TBD: Official Green Lease Leaders announcement at Better Buildings Summit</p>



Questions?

For more resources or information about the program, visit: www.greenleaseleaders.com