



# Go Green. Make Green.

We deliver energy & sustainability services for commercial property owners and users – to increase NOI and lower operating costs.

## Energy & Sustainability

We have expanded beyond traditional real estate services to deliver profitable sustainability solutions.

### Increase your profits

We focus on sustainability initiatives with the greatest economic benefits.

- Energy efficiency: save money by changing behavior and retrofitting buildings with efficient technologies
- Renewable energy: make energy with solar, wind, and geothermal
- LEED & Energy Star: increase marketability and reduce costs through building certification

### Turnkey sustainability solutions

We help clients manage the entire process from start-to-finish by providing:

- |                   |                           |
|-------------------|---------------------------|
| ■ Benchmarking    | ■ Competitive Procurement |
| ■ Energy Audits   | ■ Project Management      |
| ■ Solution Design | ■ Finance and Incentives  |

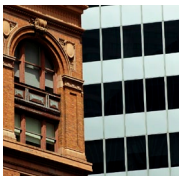
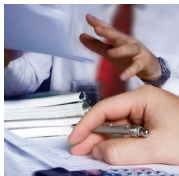


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Energy Audits

Efficiency  
Retrofits

Solar & Wind  
Renewables

LEED &  
Energy Star

Sustainability  
Advisory

Due Diligence

Asset  
Repositioning



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Profitable Sustainability for  
Commercial Real Estate

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# Energy Audits

# Want to discover hidden value in your buildings?

Learn how an energy audit can help your company lower operating expenses, capture incentives, and increase building value.

Energy audits identify and quantify sustainability initiatives – and are the first step to capturing hidden annuities from cost savings and increasing building values.

## Why get an Energy Audit?

To reduce energy costs, a building owner or user must:

- Know how existing equipment and processes are impacting energy costs
- Know which changes will most effectively increase cash flow and savings

## Better Audit, Better Results

Our energy audits stand out and deliver more value:

- Unbiased – we don't represent a product manufacturer, installer, or utility
- Comprehensive – our audits include energy efficiency, renewable energy, and water
- Actionable – we present findings in financial terms that business managers understand, and can execute the work from start-to-finish

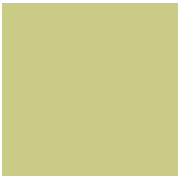


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Efficiency Retrofits



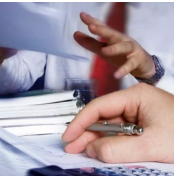
Solar & Wind Renewables



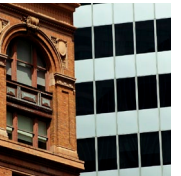
LEED & Energy Star



Sustainability Advisory



Due Diligence



Asset Repositioning



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## Energy Efficiency

You can save energy by altering behavior, timing, and technology. Most buildings offer opportunities for low- or no-cost improvements to reduce costs. Beyond quick wins, there are currently an unprecedented number of government and utility incentives to pursue building retrofits.

### Energy Efficiency Opportunities

Every business and property is unique. We tailor solutions to fit your needs.

- HVAC, motors, and drives
- Lighting
- Building controls / energy management systems
- Awareness, policies and procedures
- Building envelope

### Turnkey Energy Efficiency Solutions

From start-to-finish, we collaborate with clients to realize energy savings.

- Initial Assessment
- Energy Audit
- Solution Design
- Competitive Procurement
- Finance and Incentives
- Monitoring & Verification

# Is your building eating your profits?

Learn how to reduce operating expenses through energy conservation measures that increase NOI and building value.



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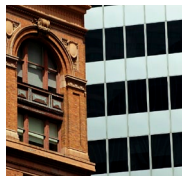
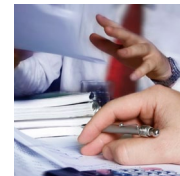
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## Solar & Wind Renewables

# Want to profit from renewable energy?

We make it happen. Learn how we help property owners and users design, install, and finance solar and wind projects.

In select markets, solar projects generate high financial returns for building owners and users. We deliver turnkey solar solutions, from start-to-finish.

### Why Go Solar?

- Reduce energy costs
- Increase property value
- Capture financial incentives
- Attract and retain tenants
- Hedge against utility rate increases
- Demonstrate environmental stewardship

### We Deliver Turnkey Solar Solutions

- Initial Feasibility Analysis
- On-Site Inspection
- Design/Engineering
- Project Finance & Incentives
- Competitive Procurement
- System Installation
- Monitoring & Maintenance



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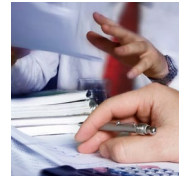
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# LEED & Energy Star

## Does your building stand out from the crowd?

Learn how LEED and Energy Star can help differentiate your property to increase occupancy, rents, and building value while lowering operating expenses.

LEED and Energy Star are internationally recognized green building certifications. These designations help building owners differentiate properties and attract tenants by demonstrating environmental leadership and delivering energy savings. Many markets offer incentives to owners that elect to improve and certify their buildings.

### Higher Financial Performance

- Reduce operating expenses
- Charge higher rents
- Increase occupancy
- Capture financial incentives
- Meet government mandates

### Better Marketing

- Differentiate from peers
- Attract environmentally conscious tenants
- Stand out in listing services
- Increase liquidity (decrease time on market)

We deliver LEED and Energy Star certification in a cost-effective manner. Talk to us about opportunities for your properties.



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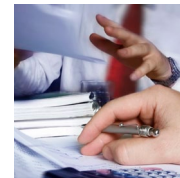
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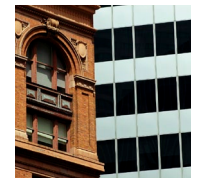
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Sustainability Advisory

Fred knows sustainable real estate. Fred is the NAI Sustainability team, at your service. He is equal parts executive, engineer, building tradesman, and educator.

### Fred Knows Sustainable Buildings

Meet Fred, Your Sustainability Guy. Fred provides pragmatic, credible, and unbiased professional services to help your company pursue profitable sustainability.

### Fred Saves Your Company Money

- He knows energy efficiency and renewable energy
- Works as a "fractional staff member" but without the overhead
- Represents your business interests – not those of a product manufacturer, installation company, or utility
- Will reduce your energy consumption in the most cost-effective manner possible
- Enables your staff to facilitate energy efficiency throughout the company



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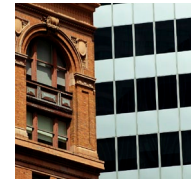
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# Due Diligence

## Don't leave money on the table.

Buying or selling a building? Learn how an energy audit during the process can result in significant savings over the life of your investment.

### For Buyers

- Benchmark acquisition targets to peers
- Understand utility-related OPEX and CAPEX
- Research financial incentives for retrofits
- Identify value-add opportunities
- Negotiate a better deal

### For Sellers

- Make low-cost improvements to increase NOI
- Capture the future value of energy savings
- Market value-add opportunities to buyers

### For Lenders

- Understand utility-related OPEX and CAPEX
- Reduce default risk
- Allocate capital to green building improvements



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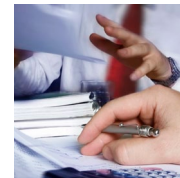
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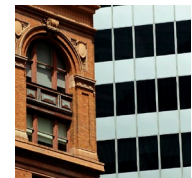
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