Smart Leasing: Conversations about Energy Efficiency

Smart Leasing refers to any activity that better aligns the interests of tenants and landlords to achieve high performance, healthy, and energy-efficient buildings.

Smart Leasing encourages all stakeholders in the leasing process to have conversations about energy efficiency, sustainability, and building performance during the pre-lease and site selection process, lease negotiation and build-out, and occupancy and operations.

Win More Work

Architects, designers, and space planners conversant in smart leasing site selection and build-out processes are sought out as credible advocates and can demonstrate additional value to their clients by presenting energy-efficient options that align with their sustainability goals and offer creative solutions to sustainability challenges. According to a feasibility study done by the U.S. Department of Energy, commercial tenants who invest in energy-efficient technologies can save between 10 to 20 percent or even more in energy expenses over the lifetime of their lease.

Smart Leasing steps for Architects, Designers and Space Planners:

- Share information and resources with tenants to explain how selecting energy and cost-efficient options can increase employee retention and reduce utility costs.
- Share information and resources with landlords to explain how selecting energy and cost-efficient options can improve net operating income and increase tenant retention.
- Align site selection and build-out processes with landlord and tenant sustainability goals and interests to overcome the split incentive.

Resources to learn more:

- Department of Energy’s Better Buildings Initiative: Building Envelope Technology Research Team
- Environmental Protection Agency’s ENERGY STAR®: Build out for Top Performance
- National Institute of Building Sciences (NIBS):
  1. National Performance Based Design
  2. Whole Building Design Guide
- U.S. GSA: Office of Federal High-Performance Green Buildings