

Smart Leasing – LEED – WELL

Introduction

Smart Leasing aligns the incentives for tenants and landlords to pursue sustainability and green building certifications. Smart Leasing is not itself a certification but can be a key tool as you pursue LEED, WELL, or other sustainability designations. See the table below to compare.

Factors	Smart Leasing	LEED	WELL
Program type	Voluntary stakeholder engagement and recognition program	Green Building Rating System (emphasis on energy and environmental impacts)	Green Building Rating System (emphasis on occupant health, wellness, and experience)
What it provides	Connects participants to tools, training, resources that demonstrate how to align the interests of tenants and landlords to achieve high performance, healthy, and energy efficient buildings.	Credibility and accreditation via third party certification for overall building sustainability based on factors including design, construction, maintenance and operation	Credibility and accreditation via third party certification based on occupant health and comfort criteria
Goal	To encourage conversation and collaboration amongst tenants, owners, and service providers and promote activities that improve overall building sustainability and occupant health in leased spaces.	To provide a framework for reducing a building’s impact on the environment by measuring implementation of sustainable business practices focused on energy and water management, construction materials, indoor air quality, and waste control.	To provide a framework for improving building occupants’ experiences and health and wellness outcomes by measuring implementation of standards and optimizations focused on air, water, nourishment, light, movement, thermal comfort, sound, materials, and mind.
Cost to Participate	FREE	\$2,500 - \$25,000 (Depends on building size)	\$1,500 - \$10,000 (Depends on building size)
Who can participate	Tenants, Building owners, Property Managers, Brokers, Attorneys, Architects, Designers, Space Planners	Tenants, Building Owners	Tenants, Building Owners
How they complement each other	Provides tools, training, and resources that support the adoption of best practices that align with LEED and WELL requirements.	Provides structure that can be used to guide implementation of smart leasing clauses and practices that focus on reducing energy, water, and waste,	Provides structure that can be used to guide implementation of smart leasing clauses practices that focus on improving occupant health and well-being.

See [this resource](#) for more information on how utilizing the Smart Leasing Best Practices can enable your LEED or WELL certification process.