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