

Financing High Performance Buildings

- **Valuation Appraisal**
 - Performance - energy, utilities, environmental quality
- **First Cost/Operating Costs = Disincentives**
 - Split incentives, cost to value
- **Triple bottom line**
 - Economic Social Environmental
- **Encourage innovation**
 - Risk averse. metrics.
- **Real Estate Market Transformation**
 - standard commercial lease
 - pass-throughs - utilities
 - how to market
 - brokers
 - tenant expectations
- **Market Sectors**
 - Government
 - Institutional
 - Corporate
 - Speculative
- **Building Types**
 - Commercial
 - Residential - single/multifamily, sale/rental
 - Hospitality
 - Educational/Institutional
 - Industrial
- **Stakeholders**
 - Lenders/Investors
 - Owners
 - Tenants
 - Employees/Occupants
 - Government
 - Risk Management Industry