



Laying the Groundwork: Fundamentals
for a Successful Energy & Water Strategy



Presented By:





Housekeeping



- Webinar will be Recorded
- Attendee Lines will be Muted
- Submit Questions During Session via the Chat Box
- Q&A Session at the End of Webinar



Moderator



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Speakers



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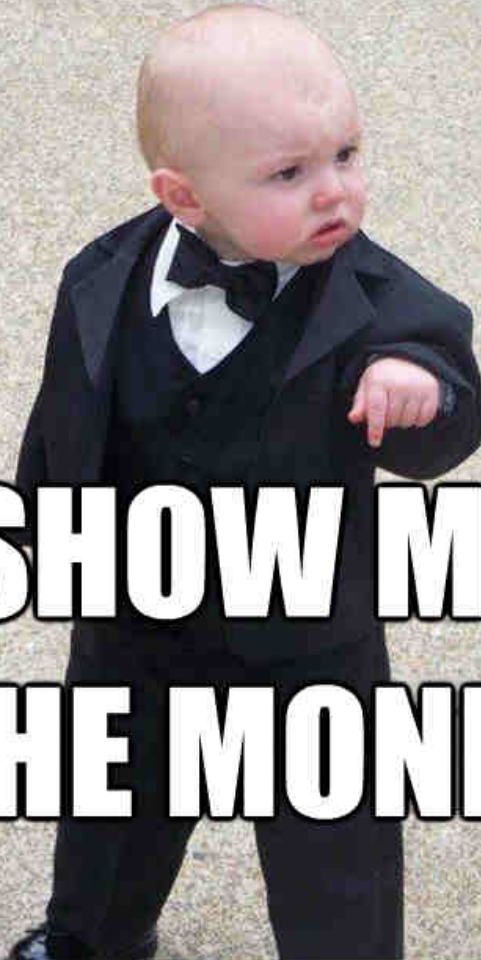
- **How to Craft Leases to Align Landlord and Tenant Interests**
- **Operations & Maintenance Practices to Support Smart Retrofits**
- **How to Get the Data to Support Budgeting Conversations**
- **How to Fit within the Overall Investment Strategy**

3 Fundamentals of an Energy Efficiency Project

1. Investment Path
2. Green Leasing
3. Disclosure

Investment Path

ALRIGHT HIPPIES



**SHOW ME
THE MONEY**



Green Leasing



Broker



Disclosure



Transparency
is The New
Green.

Key Technical Elements



Investigation → Analysis → Planning

Investigation



Investigation



Investigation



Analysis



Analysis



Analysis

$A = \pi r^2$
 $C = 2\pi r$

$V = \frac{1}{3} \pi r^2 h$

$V = \pi r^2 h$

	30°	45°	60°
sin	$\frac{1}{2}$	$\frac{\sqrt{2}}{2}$	$\frac{\sqrt{3}}{2}$
cos	$\frac{\sqrt{3}}{2}$	$\frac{\sqrt{2}}{2}$	$\frac{1}{2}$
tan	$\frac{\sqrt{3}}{3}$	1	$\sqrt{3}$

$\int \sin x dx = -\cos x + C$
 $\int \frac{dx}{\cos^2 x} = \tan x + C$
 $\int \tan x dx = -\ln|\cos x| + C$
 $\int \frac{dx}{\sin x} = \ln \left| \frac{x}{2} \right| + C$
 $\int \frac{dx}{a^2 + x^2} = \frac{1}{a} \arctan \frac{x}{a} + C$
 $\int \frac{dx}{x^2 - a^2} = \frac{1}{2a} \ln \left| \frac{x-a}{x+a} \right| + C$

$\tan(\theta)$

θ/rad

$ax^2 + bx + c = 0$
 $a(x^2 + \frac{b}{a}x + \frac{c}{a}) = 0$
 $x^2 + 2\frac{b}{2a}x + (\frac{b}{2a})^2 - (\frac{b}{2a})^2 + \frac{c}{a} = 0$
 $(x + \frac{b}{2a})^2 - \frac{b^2 - 4ac}{4a^2} = 0$

Planning



Planning



Planning



Planning



Key Takeaways



- **Start with the easiest projects in order to build credibility. There is no official right way to get this done.**
- **Measure what you accomplish and publicize the results**
- **Show gratitude to the people whose lives you disrupted by getting this done. Very important to conserve and earn political capital.**
- **Understand everything about the equipment you have, and why it was installed in the first place.**
- **Understand exactly what you must provide per the lease**
- **Start your talks about rebates and retrofit early and often.**

Questions?



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SVP, Sustainability
Kilroy Realty



Wayne Alldredge,
Energy Technical Advisor
LA Better Buildings Challenge

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July Webinar Topic:
*Drinking Water Should be For Drinking:
Saving 20% Water in Your Building*



Maureen Erbeznik
Water Technical Advisor,
LABBC