

# Model Green Lease Workshop

## ANATOMY OF A GREEN LEASE



- Commissioning
- Energy Use & Carbon Credits
- Green Cleaning Specifications
- Overcoming Split Financial Incentive

### Educational Seminar Series Brought to You by

- Corporate Realty, Design & Management Institute
- The Model Green Lease Task Force
- IFMA Corporate Real Estate Council

### 2010 Schedule

Los Angeles	JAN 28
Atlanta	FEB 03
Kansas City	APR 29
Cincinnati	MAY 11
Philadelphia	MAY 12
Austin	TBA
Charlotte	TBA
Dallas	TBA
Denver	TBA
New York	TBA
Raleigh/Durham	TBA
San Diego	TBA
San Francisco	TBA
Silicon Valley	TBA
St. Louis	TBA
Tampa	TBA
Washington DC	TBA

Continental Breakfast & Registration 7:45am - 8:30am  
 Program 8:30 am to Noon

### Tickets

At the Door	\$129
Advance	\$109
IFMA Members	\$ 89

### Earn Educational Credits

AIA: 3 LU's (HSW, SD)  
 BOMI: 3 CPDs  
 CoreNet: 3 CPD's  
 IFMA: 3 CFM Points  
 IIDA: Pending  
 USGBC: 3 LEED AP CE hours  
 3 PDH hours Available

### Register Now

[www.squarefootage.net](http://www.squarefootage.net)

### Learn the 10 Essential Elements of Green Leases

Modifying an existing lease doesn't work concluded a national task force of attorneys, building owners, corporate tenants, brokers, and green building consultants. So, this task force started with a blank sheet of paper and a straightforward goal: Create a lease document that encourages more green office buildings, by maximizing the return on investment for green buildings, and providing a healthy and productive workplace.

Discover how the Model Green Lease template addresses the 10 essential elements. See how it works with key building rating systems including ASHRAE, Energy Star, Green Globes, and LEED. Understand how it can be used in new and existing buildings even if you are not seeking certification. Learn how it provides economic incentives for both the tenant and landlord to operate in an energy efficient manner. Recognize the provisions needed for an effective green lease – everything from environmental performance reports to such key issues as IAQ, energy use, carbon credits, recycling, insurance, operating costs, tenant improvements, green cleaning specifications, and building regulations.

### Find Out How to Overcome the Biggest Obstacles to Green Leases

Collectively, Model Green Lease Task Force members have negotiated hundreds of office building leases. See how the Task Force used their experience to resolve the issue of the split financial incentive in a fair and equitable manner. Understand how landlords can keep or attract tenants in tough economic times while maximizing building value. See how tenants will get the benefit of being in a green office building.

See what's behind the work letters that need to be in every green lease whether the buildout of the space is landlord controlled, tenant controlled, or a turnkey project.

### Learn Why it's the De Facto Green Lease Template of Choice

By redesigning the traditional lease to put the economic incentives in the right spots, the Model Green Lease is now the lease template of choice for green lease agreements from the U.S. to Australia to Dubai. Now everybody can get the economic and environmental results they want. Preliminary estimates show that adopting the structure of the Model Green Lease, with suitable construction and operating standards can cut energy use by 30 to 50 percent over comparable office buildings.

### Quiz the Green Leasing Faculty

See how some of the nation's top professionals navigate the green leasing mine field, and overcome the roadblocks and deal-killers. This lively interactive session is ideal for getting your questions answered.

### Seminar Leader with 40 Million Square Feet of Real Estate Experience

Alan Whitson, RPA, is one of the nation's most charismatic, knowledgeable speakers on green buildings. Whitson is the seminar leader for the celebrated Turning Green into Gold® educational programs, chair of Model Green Lease Task Force, and a member of Practising Law Institute faculty. The breadth of Whitson's experience includes asset management, corporate facilities, real estate development, and brokerage. As manager of planning and construction for a major Fortune 500 company, he was responsible for 2,000 construction projects a year.

### Who Should Attend

- A&D Community* Architects, Designers, Engineers, Tenant Improvement Contractors
- Transaction Community* Accountants, Attorneys, Commercial Real Estate Brokers, Appraisers, Lenders
- Tenant Community* CFO, Corporate Real Estate Executives, Facilities Managers
- Ownership Community* Developers, Office Building Owners, Real Estate Investors, Bldg/Property Managers, Asset Managers, Pension Fund Advisors, Investment Managers

### What Attendees Say About Model Green Lease Seminar

- Alan Whitson reinvents the term expert every time he presents. Whether it is about green building imperatives, green real estate marketing, or some niche in between, he consistently brings deep clarity to complex subjects.

