

BROKERAGE / PROPERTY MANAGER PLEDGE

[COMPANY], in its capacity as a brokerage and property management firm, [COMPANY] hereby pledges to facilitate the collaboration of building owners and tenants to achieve cost effective energy savings throughout [COMPANY]'s portfolio of managed properties, and to proactively address energy efficiency during the property selection and lease negotiation and sales processes. In particular, [COMPANY] pledges to educate internal staff, including brokers, analysts, and asset managers, as well as client representatives, tenants, and investors, regarding:

- The 'split incentive' issue, and the potential for the attached Energy-Aligned Lease Provision (or language of similar effect or intent) to provide a solution to the problem; and
- Other opportunities for owners and tenants to collaborate to optimize energy efficiency and energy management in multi-tenant commercial properties.

Furthermore, in order to assist its clients, whether owners or tenants, in realizing the economic benefits available through energy efficiency, [COMPANY] pledges to:

- Encourage owners and tenants to incorporate the attached Energy-Aligned Lease Provision, or language of similar effect, in future lease transactions, with the intent of addressing the 'split incentive' issue wherever possible, and facilitate building owners' and tenants' implementation of energy efficiency retrofits;
- Encourage tenants to incorporate current energy performance and the potential for improved energy efficiency and indoor environmental quality (IEQ) as a material consideration in the building selection process;
- Support tenants in evaluating various energy conservation and IEQ measures early in the design phase and incorporate measures with reasonable projected returns on investment in to the build-out of their leased space;
- Encourage owners to install sub-meters to track energy usage in each tenant's leased premises wherever practical, and encourage tenants to share sub-meter data with building owners to facilitate whole building benchmarking; and
- Support building owners and occupiers in performing life cycle cost analysis of various energy conservation measures, and encourage owners and occupiers to incorporate, where feasible, cost effective energy conservation measures into the ongoing operation, maintenance and renovation of their buildings.

Signature _____

Print Name _____

Title _____

Date _____