

LIVE WEBINAR

ASSET-POWERED ACHIEVEMENTS

Implementing site-level initiatives that drive NOI,
reduce energy, & accomplish ESG goals



OUR SPEAKERS



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LivCor



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CRO of ESG
Conservice ESG



HEY THERE! MEET LIVCOR

We're a Blackstone portfolio company and premier multifamily asset management group that believes in exceeding expectations and real, serious fun—committed to creating great places to live, work, and grow.

Established: 2013

Number of employees: 320+

Headquarters: Chicago, IL
(*Willis Tower*)

Portfolio: 400+ Class A and B Properties comprising more than 150,000 units across the US

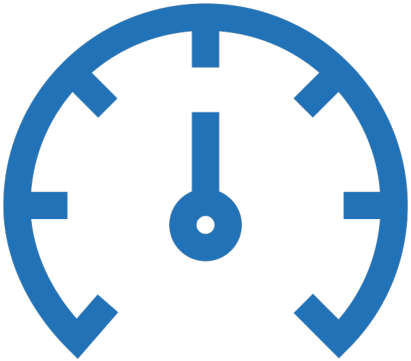
LIVCOR GOALS



- Current goals
 - Reduce common area GHG emissions by 15%
 - Within 3 yrs. of 2021+ acquisitions
- Future goals



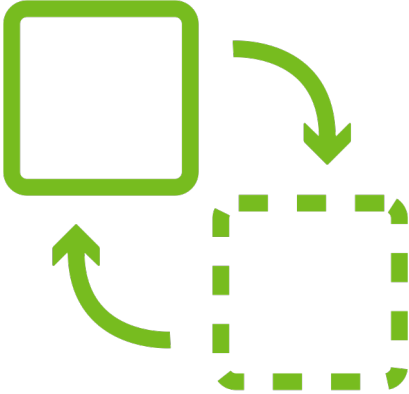
LIVCOR'S PROCESS



MEASURE



REDUCE



REPLACE

MEASURE

- Collect consumption (Conservice & other vendor)
- Create baseline (RE Tech)
- Internal QC
- Internal progress tracker to 15% GHG reduction



REDUCE



- Path to 15% reduction begins during due diligence
 - ESG quick wins
 - LEDs*
 - HVAC replacement*
 - VFD pool pumps
 - Decarb vendors provide additional recommendations to achieve 15%
- Track GHG saving estimates internally to QC and be proactive
- Improve ROI via incentives

* portfolio-wide vendor



REPLACE



- On-site renewable energy
 - Rooftops when roof is due for replacement
 - Carports



CHALLENGES OPPORTUNITIES

- Automate, automate, automate!
- Utilize portfolio-wide vendors
- Procurement



SUCCESS STORIES

- ENERGY STAR certification
- GRESB scores



G R E S B

COMMON PROBLEM: MOST ASSET-LEVEL ESG WORK IS LEAVING MONEY ON THE TABLE

Sub-optimal results



Missed opportunities

What everyone knows:

- Asset-level sustainability investments are good for the planet, increase NOI, and improve property values.

What everyone doesn't know:

- An ad hoc approach to asset-level projects results in slow progress and many missed opportunities.
- It's a slog to get effective, measurable asset-level ESG programs started and generate the early and ongoing impact required to satisfy stakeholder expectations.
- You need to secure quick wins to demonstrate that your ESG program is real and underway.

3 KEYS TO SUCCESS FROM PEER BEST PRACTICES (DON'T REINVENT THE WHEEL)

Manage Centrally

- Corporate sets direction, construction and property mgmt. partner to execute
- Establish a strategy, playbook, standards, and processes that apply across the portfolio
- Reduce the number of solution providers
- Use a program manager that acts and feels like part of your team

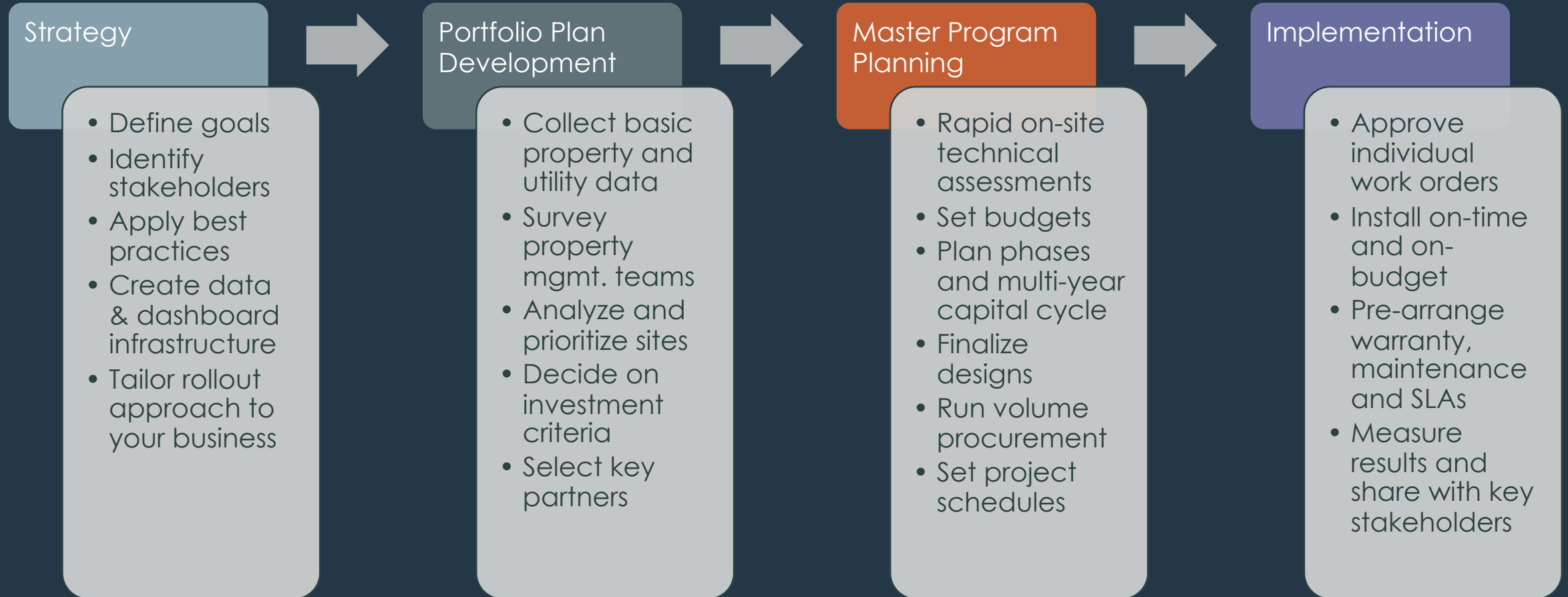
Do it Fast AND Right

- Assess and prioritize rapidly and with purpose – avoid analysis paralysis
- Ensure providers take a hands-on approach to project execution
- Stay highly organized and leverage volume buying power or the program won't scale
- Compare options apples to apples and look at total cost of ownership

Make it Measurable

- Set up data infrastructure that measures, records, and centralizes key data points
- Track data about the process, not just the results
- Record context info collected from tenants and property teams
- Data tells stories – share it with key internal and external stakeholders

ASSET-LEVEL PROGRAM DEVELOPMENT IS STRATEGIC AND CROSS-FUNCTIONAL



SUCCESSFUL ASSET-LEVEL PROGRAMS ARE ORGANIZED AND MEASURABLE



Quickly see upgrade status across the portfolio and prioritize future projects



Access real-time status updates on projects, quotes, and audits



Easily track program history and showcase sustainability efforts and project results

		YEAR-TO-DATE	PREVIOUS YEAR	CUMULATIVE
KILOWATT-HOURS SAVED	⚡	498.34K	8.60M	18.1M
THERMS SAVED	🔥	6.83K	619.82	8.68K
GALLONS SAVED	💧	2.05M	185.89K	2.60M
CO ₂ METRIC TONS SAVED	🌱	373.76	8.91K	13.6K
DOLLARS SAVED	💰	\$101K	\$1.29M	\$3M
PROJECTS COMPLETED	🏗️	8	20	45
TREES PLANTED	🌳 ONE TREE PLANTED	114	1.96K	2.08K

BENEFITS OF A STRATEGIC, CENTRALIZED, AND MEASURABLE ASSET-LEVEL PROGRAM



Rapid impact

- Get wins on the board quickly
- Move through large building portfolios in timeframes that match your ESG targets / investor expectations



More valuable properties

- Consistent selection of solutions that endure, increase tenant satisfaction, and make properties more competitive
- Projects align with corporate objectives



Grow & protect the business

- Measurable ESG progress helps maintain access to capital
- Stay ahead of tenant demands and generate new revenue
- Develop expertise faster than competitors



Better use of team resources

- Relieve your team of the slog of collecting data, assessing and prioritizing opportunities, piecing together business cases, and managing dozens of projects and vendors

WHICH ASSET-LEVEL INVESTMENTS ARE TYPICALLY ACCRETIVE?

High Efficiency Equipment



LED Lighting



Pumps & Motors



Low Flow Fixtures

Decarbonization Technology



On-Site Solar



EV Charging



Electrification

Building Systems



Envelope/Insulation



Smart Thermostats

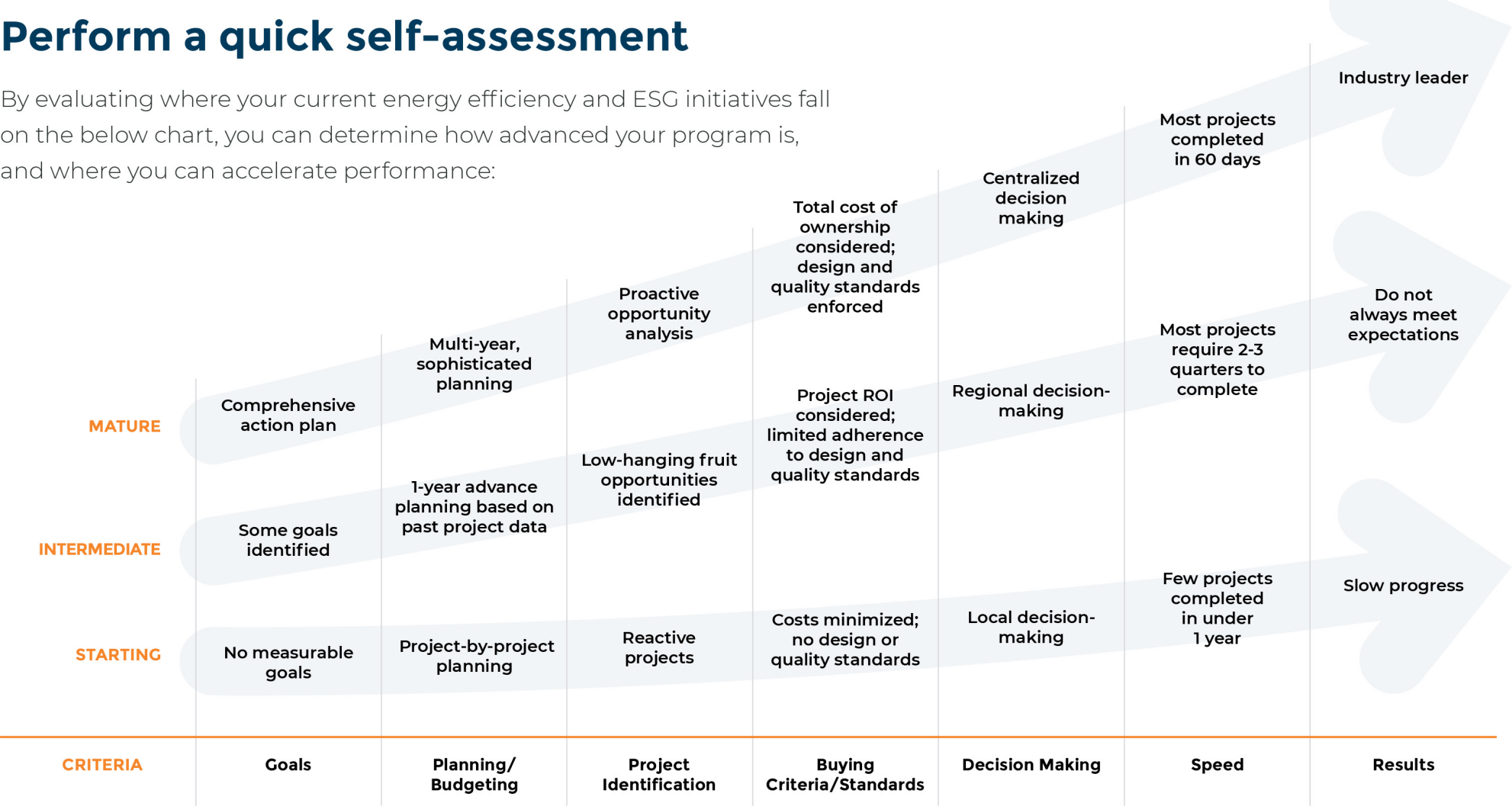


Smart Irrigation Controls

MATURITY CURVE: INCREMENTAL STEPS TOWARD ROBUST ASSET-LEVEL ESG PROGRAMS

Perform a quick self-assessment

By evaluating where your current energy efficiency and ESG initiatives fall on the below chart, you can determine how advanced your program is, and where you can accelerate performance:



LIVCOR ASSET-LEVEL PROGRAM EXAMPLE

- Scale of one asset-level program
 - 220+ asset-level upgrade projects completed or underway
 - 350+ on-site technical assessments completed or underway
 - 150,000+ light fixtures replaced
- Successful strategies
 - Methodical transition from ad hoc to centralized: build the process and teams for 1-2 major asset-level initiatives at a time
 - Limit number of service providers: to streamline data collection and extend the reach of LivCor team members to manage greater scale
 - Continuously improve and adapt: refine process and standards, change internal owners every cycle as program matures

WHY ESG?



Attract investors



Comply with requirements



Foster community engagement



Improve risk assessment



Evaluate opportunities



Engage stakeholders



Define, structure, & track goal progress



Support acquisition strategy



Boost financial performance



Increase transparency

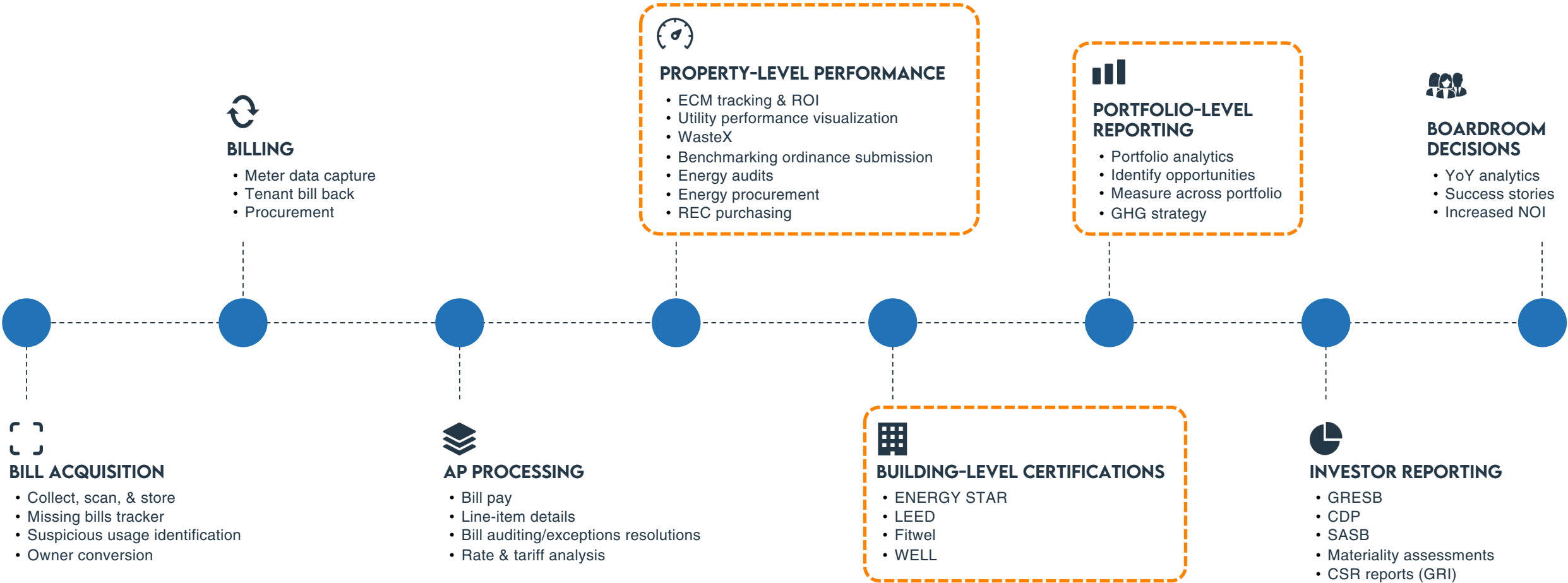


Diversify outreach



Contribute to environmental impact

THE BILL-TO-BOARDROOM JOURNEY



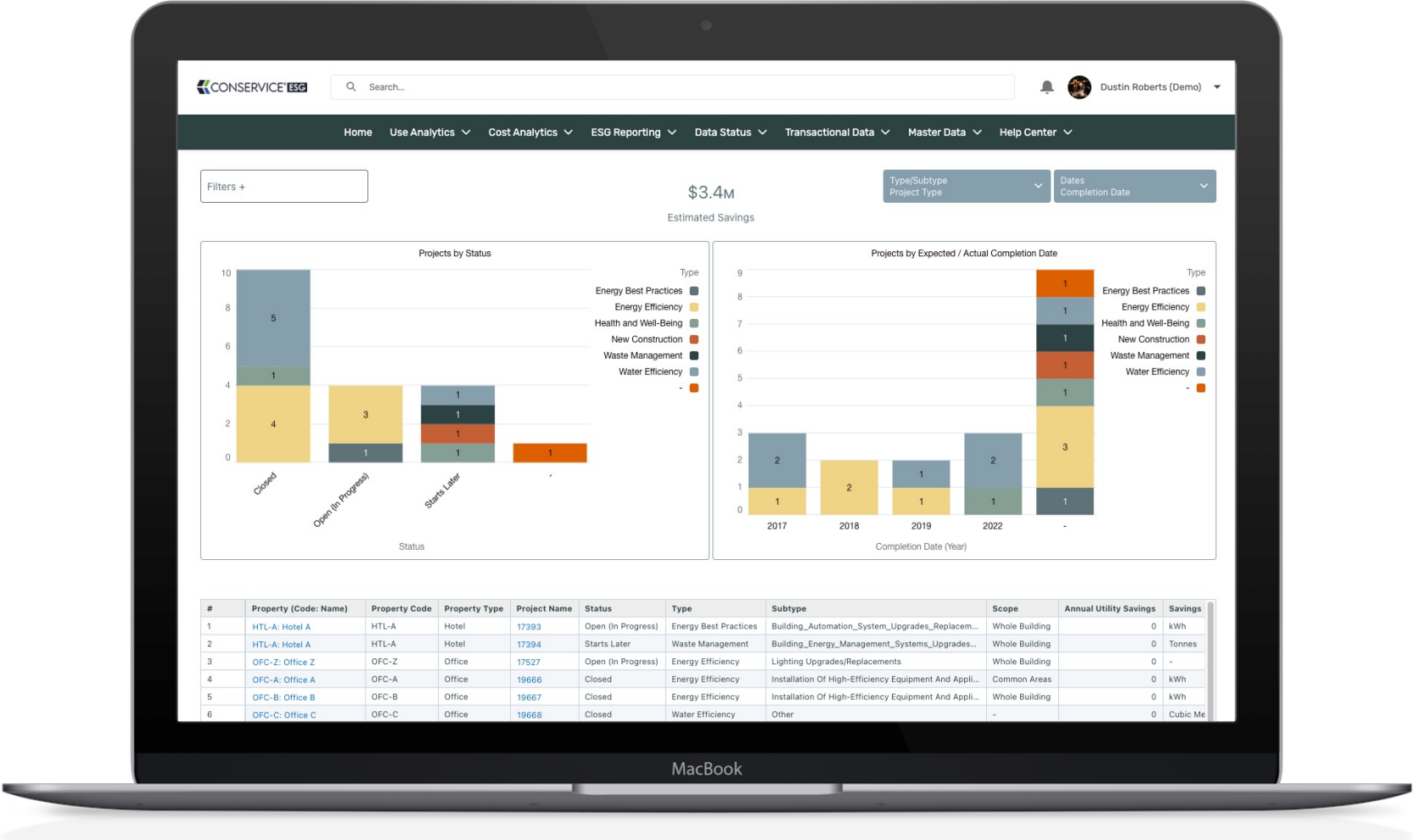
HOW TO USE THE DATA



SCALABLE PORTFOLIO-WIDE IMPLEMENTATION

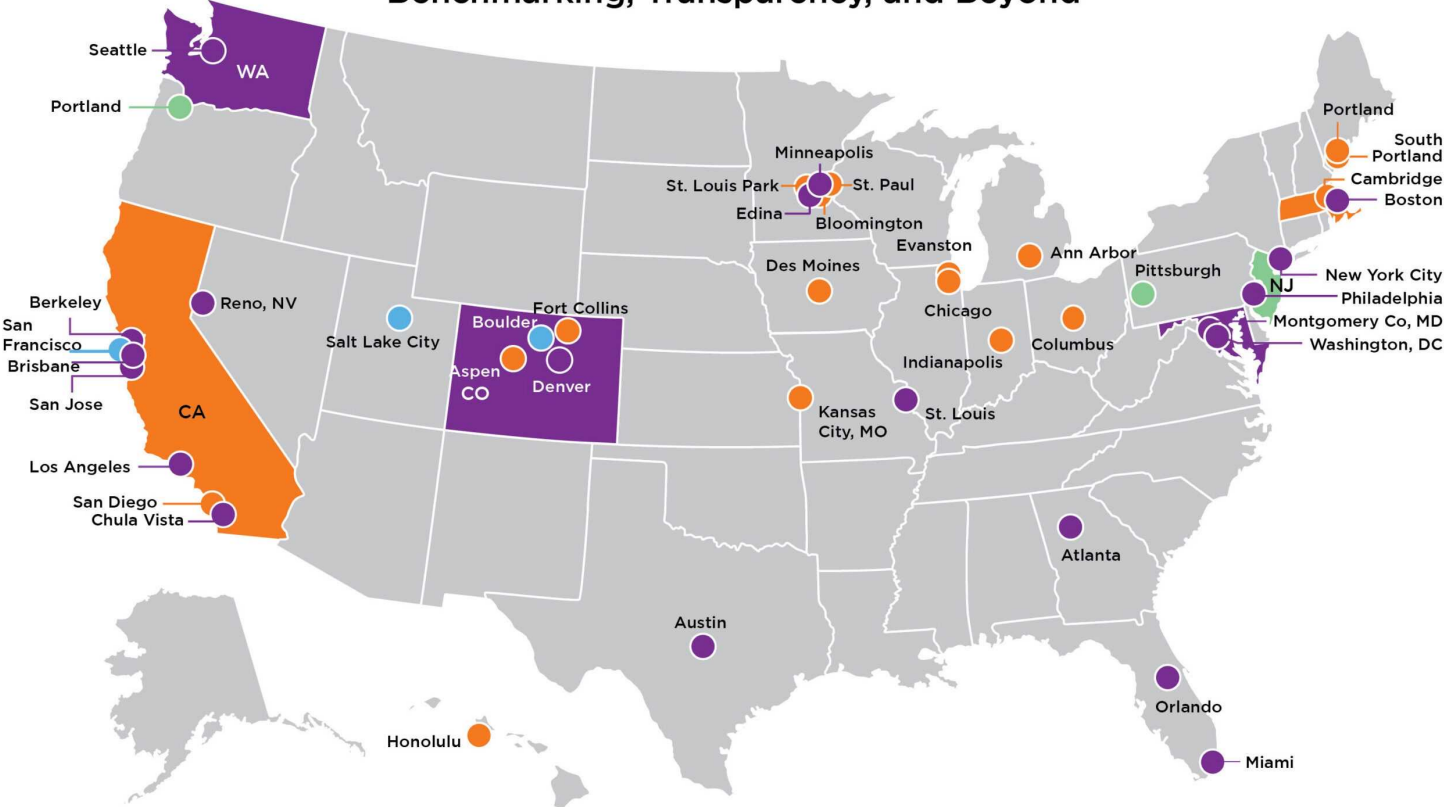


PROJECT IMPACT TRACKING



BENCHMARKING COMPLIANCE

U.S. City, County, and State Policies for Existing Buildings: Benchmarking, Transparency, and Beyond



- Benchmarking required for public and commercial buildings
- Benchmarking required for public, commercial, and multifamily buildings
- Benchmarking and additional actions required for public and commercial buildings
- Benchmarking and additional actions required for public, commercial, and multifamily buildings



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ENERGY STAR



ENERGY STAR Score

75+



ENERGY STAR Certification



LEADERSHIP



POLICIES



REPORTING



RISK
MANAGEMENT



STAKEHOLDER
ENGAGEMENT



DATA MONITORING
& REVIEW



ENERGY



WATER



WASTE



TARGETS



RISK
ASSESSMENT



BUILDING
CERTIFICATIONS



GHG



ESG
REQUIREMENTS



MATERIALS



TENANTS &
COMMUNITY



RESILIENCE



EFFICIENCY
MEASURES



QUESTIONS?

GET IN TOUCH!



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