We’ll be starting in just a few minutes….

Tell us…please send your response to the webinar organizers via the question box:

How are you involved in Better Buildings?
- BBA Partner
- BBC Partner
- Both BBA and BBC
- Neither – Just Gathering Info
- Other (please specify)
Better Buildings Alliance
Annual Open House Webinar

Tuesday, September 19, 2017
2:00 PM - 3:00 PM ET
Agenda

2:00 Welcome and Introductions
2:05 Better Buildings Alliance Overview and Program Updates
2:15 Sector Priorities and Activities
2:35 Technology and Market Solutions Opportunities
2:55 Get Involved
3:00 Conclude
Welcome & Introductions

Better Buildings Team Members on Today’s Call:

Holly Carr  
DOE  
BETTER BUILDINGS PARTNERSHIPS, RETAIL LEAD

Cindy Zhu  
DOE  
COMMERCIAL REAL ESTATE, HOSPITALITY LEAD, MARKET SOLUTIONS

Nate Allen  
DOE  
HEALTHCARE, HIGHER EDUCATION LEAD

Jordan Hibbs  
DOE  
TECHNOLOGY SOLUTIONS LEAD

Zach Abrams  
ICF  
RETAIL ACCOUNT MANAGER

Jake Dowling  
JDM  
COMMERCIAL REAL ESTATE ACCOUNT MANAGER

Samantha Stafford  
JDM  
HEALTHCARE AND HOSPITALITY ACCOUNT MANAGER

John Jameson  
ICF  
HIGHER EDUCATION ACCOUNT MANAGER

Cecilia Govrick  
ICF  
Incoming FOOD SERVICE AND GROCERY ACCOUNT MANAGER
Alliance Steering Committees

Better Buildings Alliance Steering Committee Chairs, 2017-2018

Kat Benitez
Northwestern University
HIGHER EDUCATION

Ken Hansen
University of Nebraska Medical Center
HEALTHCARE

Richie Stever
University of Maryland Medical Center
HEALTHCARE

Eric Duchon
Cushman & Wakefield
COMMERCIAL REAL ESTATE

Chris Magee
MGM Resorts International
HOSPITALITY

Jim McClendon
Walmart
RETAIL, FOOD SERVICE, AND GROCERY
Better Buildings
Program Updates
Better Buildings Alliance is a FORCE…

- 215 Partners & Affiliates
- Representing 11.1 Billion SF of commercial real estate
- 13% of total U.S. commercial buildings
Welcome to the FORCE!
…master the FORCE!

- Join a technology campaign
- Host a technology field verification
- Set a corporate energy reduction goal
- Help develop a new energy efficiency resource
- Guide DOE’s energy work
- Share your story
New Solutions from Alliance Partners

- **Welltower™** – Implementation Model: Green Arrow Building Certification
- **University of South Alabama Medical Center** – Showcase Project: USA Medical Center Campus
- **Life Time Fitness** – Solution at a Glance: Small Changes to Steam Room Operations Garner Big Energy Savings
- **RILA** – Implementation Model: Best Buy’s Exploratory Analysis Uncovers Energy Savings Opportunities
Better Buildings Solution Center: 1400+ Solutions

Proven Solutions for:
- Large and small buildings
- All sectors
- Specific building types

Search by:
- Your energy efficiency barrier
- Technologies
- Your sector
- Your city or state

betterbuildingssolutioncenter.energy.gov
BACK TO SCHOOL:
INCLUDING ENERGY EFFICIENCY IN K-12 CLASSROOMS
Tuesday, September 12, 2017 | 3:00 - 4:00 PM ET

YEAR OF THE LEASE:
NEW TOOLS FOR LEASED SPACE ENERGY EFFICIENCY
Tuesday, October 3, 2017 | 3:00 - 4:00 PM ET

2 FOR 1:
ENERGY EFFICIENCY AND WATER SAVINGS ARE A COMBO DEAL
Tuesday, November 7, 2017 | 3:00 - 4:00 PM ET

BIG RESULTS IN SMALL PLACES:
EXPLORING THE UNTAPPED ENERGY EFFICIENCY POTENTIAL OF SMALL DATA CENTERS
Tuesday, January 9, 2018 | 3:00 - 4:00 PM ET

TAKING CONTROL:
BEST PRACTICES IN ENERGY DATA MANAGEMENT & TOOLS FOR SUCCESS
Tuesday, February 6, 2018 | 3:00 - 4:00 PM ET

FINANCING 2.0:
NAVIGATING 3RD-PARTY FINANCING FOR EFFICIENCY AND RENEWABLES
Tuesday, March 6, 2018 | 3:00 - 4:00 PM ET

LAB PARTNERS:
HOW TO LEVERAGE DOE NATIONAL LABORATORIES
Tuesday, December 5, 2017 | 3:00 - 4:00 PM ET

BUILDINGS THAT REBOUND:
RESILIENCE STRATEGIES FOR COMMERCIAL BUILDINGS AND COMMUNITIES
Tuesday, April 3, 2018 | 3:00 - 4:00 PM ET
Better Buildings Webinar Series

YEAR OF THE LEASE:
NEW TOOLS FOR LEASED SPACE
ENERGY EFFICIENCY

Tuesday, October 3, 2017 | 3:00 - 4:00 PM ET

Learn about new developments for furthering energy and water savings in leased spaces, including new programs from EPA and the latest enhancements to Better Buildings efforts.
Better Buildings Sector Updates
### Commercial Real Estate Sector

**53 Partners**

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**6.5 Billion sq. ft.**

**41% Of total market floorspace**

**Sector Lead:** Cindy Zhu, DOE – cindy.zhu@ee.doe.gov
2017 CRE Sector Resources and Accomplishments

- Aquicore Map of United States Submetering Laws

- Green Lease Leaders Expansion

- In Progress! Green revolving fund primer for building owners
2018 CRE Sector Priorities

- Strategies for Class B & C Buildings
- Combining Renewables, Storage & Energy Efficiency
- Tenant-level Submetering
- Connecting Energy Performance with Health & Wellness
Retail, Food Service, and Grocery Sector

49 Partners

2.7 Billion sq. ft.

19% Of total market floorspace

PARTNERS
- adidas
- Arby’s Restaurant Group, Inc.
- Army & Air Force Exchange Service
- Belk, Inc.
- Best Buy
- BJ’s Wholesale Club, Inc.
- Boston Market
- CEFCO Stores
- Chipotle Mexican Grill
- CKE Restaurants Holdings, LLC
- Costco Wholesale Corporation
- Crate & Barrel
- Dunkin’ Brands
- Einstein Noah Restaurant Group
- Food Lion
- Giant Eagle, Inc
- H&M
- Hannaford
- Harris Teeter
- JC Penney
- Kohl’s Department Stores
- Lamey-Wellehan Shoes
- Life Time Fitness
- Lowe’s
- Luxottica North America
- Macy’s
- McDonald’s Corp
- Panda Restaurant Group, Inc.
- Petco
- PetSmart
- Publix
- Red Robin Gourmet Burgers
- REI
- Safeway
- Sears
- Shari’s Café & Pies
- Staples
- Starbucks Coffee Company
- SUPERVALU
- Target
- The Home Depot
- The Wendy’s Company
- Ulta Inc.
- Walgreens Co.
- Walmart
- Wawa
- Weis Markets
- Whole Foods Market
- Yum! Brands

BOLDED partners are in the Better Buildings Challenge

Sector Lead: Holly Carr, DOE – holly.carr@ee.doe.gov
2017 RFSG Sector Resources & Accomplishments

- **RFSG Reverse Pitch Session** with Manufacturers at the 2017 Better Buildings Summit.
- **Webinar** and blog article on supply chain energy efficiency
- **Interior Lighting Campaign** expansion to include high & low bay, suspended linear categories
- **Green Lease Leaders** enhancements coming soon!
2018 RFSG Sector Priorities

- Workforce Training and Development
- Track and Interpret EMIS Data
- Explore Opportunities for Advanced Refrigeration Technologies
## Healthcare Sector

### Partners

- Abbott Northwestern Hospital
- **Ascension**
- Beaumont Health System
- Bon Secours St. Francis Health System
- Broward Health North
- Catholic Health Initiative
- CentraCare Health
- Cleveland Clinic Foundation
- DaVita
- Defense Health Agency
- Gundersen Health System
- **Hackensack University Medical Center**
- HealthSouth
- Hospital Corporation of America (HCA)
- Inova Health System
- Kaiser Permanente
- Legacy Health
- Lincoln Harris
- Mayo Clinic
- **NewYork-Presbyterian Hospital**
- North Shore-Long Island Jewish Health System
- Oregon Health & Science University (OHSU)
- Providence Health & Services
- Southwestern Vermont Health Care
- Summa Health System
- U.S. Department of Veterans Affairs (VA)
- University of Maryland Medical Center
- University of Nebraska Medical Center
- University of South Alabama Medical Center
- University of Utah Health Care
- UPMC: University of Pittsburgh Medical Center
- UW Health
- Veterans Health Administration
- Welltower
- Westchester Medical Center

**BOLDED** partners are in the Better Buildings Challenge

### 35 Partners

### 0.56 Billion sq. ft.

### 13% Of total market floorspace

**Sector Lead:** Nate Allen, DOE – nathaniel.allen@ee.doe.gov
2017 Healthcare Sector Resources and Accomplishments

- Welltower’s Green Arrow Building Certification
- On-site Commercial Solar PV Decision Guide for Healthcare
- Gundersen Health System Parking Ramp Solar Array
- Madera Community Hospital Ground-Mounted Solar Array
- North Shore-LIJ HS Roof-Mounted Solar Array
- UW Health BAS Optimization
- HackensackUMC Utility Financing Partnership
- University of South Alabama Medical Center Showcase Project
2018 Healthcare Sector Priorities

- Improve water management and efficiency
- Build and educate a skilled workforce
- Showcase and encourage internal engagement
Higher Education Sector

30 Partners

0.31 Billion sq. ft.

8% Of total market floorspace

PARTNERS

- Arizona State University
- Clark Atlanta University
- Colorado State University
- Community College of Allegheny County
- Cornell University
- Duke University
- Emory University
- Grand Valley State University
- Loyola University
- Massachusetts Institute of Technology
- Michigan State University
- Northwestern University
- Portland State University
- Ramapo College
- San Mateo Community College District
- Stanford University
- Tulane University
- University of California, Berkeley
- University of California, Davis
- University of California, Irvine
- University of California, Merced
- University of Colorado Boulder
- University of Hawaii at Manoa
- University of Maryland
- University of Massachusetts Medical School
- University of Miami
- University of South Carolina
- University of Utah
- University of Wisconsin
- Washtenaw Community College

**BOLDED** partners are in the Better Buildings Challenge

**Sector Lead:** Nate Allen, DOE – nathaniel.allen@ee.doe.gov
2017 Higher Education Sector Resources and Accomplishments

- EMIS Workshop & Tour @ Lawrence Berkeley National Laboratory
- Published Implementation Models on Northwestern University’s sustainNU program, UC Berkeley’s Energy Management Initiative
- Held a Campus Data Tools webinar, and continued to work with Campus Data Consortium
2018 Higher Education Sector Priorities and Proposed Activities

- Laboratory Efficiency
- Engaging Occupants through EMIS
- Energy Efficiency in Climate Action Plan Acceleration
Hospitality Sector

13 Partners

1 Billion sq. ft.

17% Of total market floorspace

PARTNERS

- HEI Hotels & Resorts
- Hilton Worldwide
- Hyatt Hotels Corporation
- IHG (InterContinental Hotels Group)
- Kelco Management & Development
- Las Vegas Sands Corp.
- Loews Hotels & Co.
- Marriott International
- MGM Resorts International
- Saunders Hotel Group
- The Kessler Collection
- The Walt Disney Co.
- Wyndham Worldwide

BOLDED partners are in the Better Buildings Challenge

Sector Lead: Cindy Zhu, DOE – cindy.zhu@ee.doe.gov
2017 Hospitality Resources and Accomplishments

- Wyndham Super 8 Ukiah Hotel
- Hilton Austin Convention Center
- Loews Vanderbilt Hotel
- Loews Santa Monica Beach Hotel
- Discussed franchisee engagement at
  - AAHOA Independent Hoteliers Conference
  - AH&LA Sustainability Committee
  - Virginia Green Travel Alliance Conference
  - AAHOA webinar
2018 Hospitality Priorities and Proposed Activities

- How to collect, interpret, and communicate data
- Technology Integration and Technical Specifications
- Providing effective tools for franchisees
Join a Technology Research Team!

- Building Envelope
- Plug and Process Loads
- Refrigeration
- Renewables Integration
- Energy Management Information Systems
- Space Conditioning
- Lighting and Electrical
Achieving Energy and Cost Savings with Advanced Air Barrier System Technologies

Findings from a field validation study of the LIQUIDARMOR CM Flashing and Sealant technology at the Homeland Security Training Center at the College of DuPage in Glen Ellyn, IL

Melissa Voss Lapsa
Oak Ridge National Laboratory
lapsamv@ornl.gov
Plug & Process Load Team

- **Plug Load Strategies for Zero Energy Buildings**

  - The U.S. General Services Administration successfully renovated the historic Wayne N. Aspinall Federal Building and U.S. Courthouse. GSA’s goals were to preserve the building’s historic features, and achieve Zero Energy Building status, and reducing plug load energy was a huge part of this.

Rois Langner
National Renewable Energy Laboratory
margarete.langner@nrel.gov
Case Study: Case Controllers & EEVs (Hannaford)
- Hannaford Supermarkets use case controllers with EEVs for their refrigeration display cases, resulting in 15-30 percent energy savings.

Case Study: Demand-Based Defrost Controller (CKE Restaurants)
- CKE Restaurants field tested an advanced demand defrost control system for walk-in coolers and freezers in their Carl’s Jr. restaurants.

Jim Young
Navigant Consulting
jim.young@navigant.com
Renewables Integration Team

- **On-Site Energy Storage Decision Guide**
  - This guide is intended for anyone investigating the addition of energy storage to a single or multiple commercial buildings.

Jay Paidipati
Navigant Consulting
jpaidipati@navigant.com
EMIS Team

- **Using EMIS to Identify Top Opportunities for Commercial Building Efficiency**
  - Overview of top energy-savings opportunities in commercial buildings and how they are identified using EIS or FDD software

- **Monitoring Based Commissioning (MBCx) Plan Template**
  - Template designed for use by building staff to help drive a thorough MBCx process

- **Characterization and Survey of FDD Tools**
  - Framework of key features used to distinguish between diverse FDD technologies, and applied to a sampling of FDD tools

- **Synthesis of Year One Outcomes in the Smart Energy Analytics Campaign**
  - Results of first year of data collected from participants in Campaign

Jessica Granderson
Lawrence Berkeley National Laboratory
jgranderson@lbl.gov
Case Study: Innovative Approach to Rooftop Unit Management & Maintenance (Arby’s Restaurant Group)

Learn how Arby's Restaurant Group's innovative approach to RTU management garnered them $287,000 and 2.9 million kWh in annual savings.

Case Study: Innovative Approach to Rooftop Unit Replacements for Schools (Fontana Unified School District)

Learn how Fontana Unified School District in southern California used grant money to install 201 high-efficiency Carrier RTUs in 30 buildings across four schools, resulting in $214,000 saved per year.
Lighting & Electrical Team

Troffer Retrofit Application Guide

Toolkit: 2016 ILC Exemplary Results
- Case Studies: Troffer Retrofits: CHRISTUS Health; CKE Restaurants; Clean Harbors; Cleveland Clinic; Northern Arizona University; Target; U.S. Toy Company; Army reserve 99th RSC; Army Reserve 9th MSC; Byron G. Rogers Federal Building (GSA); New Carrollton Federal Building (GSA)

Lighting System Specifications

High Efficiency Troffer Performance Specification
Version: 6.0
January 2017

Troffer Spec
Parking Lot Spec

Linda Sandahl
Pacific Northwest National Laboratory
linda.sandahl@pnnl.gov
Upcoming Tech Team Publications

- NREL Central Plant/HVAC Online Tool (All)
- Zero-Client Study Summary (CRE)
- AFDD Tools Overview Report (All)
- Evaluation of Airtightness Requirements Report (All)
- Data Driven Plugs Case Study (All)
Join a Better Buildings Campaign!

- **Smart Energy Analytics (SEA)**
- **Interior Lighting Campaign (ILC)**
- **Advanced RTU Campaign (ARC)**
2017 Organizations Recognized:

- Baylor Scott and White Health
- BioStar Lighting
- City of Spencer
- Cleveland Clinic
- Columbia Association
- DiVi Energy
- Grace Bible Church
- Life Time Fitness
- Staples
- Target
- The Hartford Financial Services Group
- Tutera Real Estate
- U.S. Army Reserve - 88th RSC

ILC Exemplary Project Recognition, 2017 BOMA International Conference & Exposition

2017 Recognition Highlights:

- ~600,000 troffer systems upgraded
- 52% average energy savings
- 72% highest energy savings achieved
- $13.2 million annual savings
Interior Lighting Campaign (ILC)

- New Goal: 2 million luminaire upgrades/installations by April 2018
- New lighting categories:
  - **High-bay** – Typically rectilinear (4' x 4', 4' x 6') or round replacements with mounting heights greater than 25', and often used in tall ceiling retail and warehouses.
  - **Low-bay** – Typically located in spaces where the mounting height is less than 25'. Often used in retail spaces.
  - **Suspended linear** – Typically employ suspended mounting, often mounted end-to-end in long linear runs. They are often used in retail, education, and office type spaces.

- 2018 Plans:
  - Awards in Spring 2018 – stay tuned!
  - More information: [https://interiorlightingcampaign.org/whats-new](https://interiorlightingcampaign.org/whats-new)
Smart Energy Analytics (SEA) Campaign

Spring 2017 organizations recognized:

- MGM Resorts International
- Emory University
- Salt Lake City
- Sprint in partnership with CBRE
- University of California, Davis

Smart Energy Analytics (SEA) Campaign

- **Fall 2017 Recognition**
  - National Conference on Building Commissioning. October 16-18, Salt Lake City
  - Smart Cities Conference. October 3-5, Washington, DC

- **2018 Plans**
  - Recruiting participants
  - Awards in Spring 2018 – stay tuned!
  - Visit [Smart Energy Analytics Campaign](#) website
Spring 2017 organizations recognized:
- Fontana Unified School District
- Giant Tiger Stores Limited
- H&M
- The Healthy Way of Life Company
- Target Corporation
- Ulta Beauty
- CLEAResult
- Xcel Energy Colorado

2018 Plans
- Recruiting participants
- Awards in Spring 2018 – stay tuned!
- Visit the Advanced Rooftop Unit Campaign website
Technology Field Verification Opportunities

- **EdgePower** -- PV Forecasting, Storage and Load Control
  - [Site Criteria](#)
- **Seventhwave** -- Integrated Controls Package for High Performance Interior Retrofit
  - Official site criteria coming soon
EdgePower -- PV Forecasting, Storage and Load Control

- EdgePower won a SunShot grant to test a controller that optimizes solar PV, building load, and energy storage to manage energy costs.
EdgePower: Who are we looking for?

**Must Have**
- >50 kw solar PV
- Sizable, controllable loads and willingness to adjust setpoints
- Room for storage (12’ x 4.5’ x 2.5’)
- Semi-routine occupancy schedule
- 12+ months of 15 minute load data

**Nice to Have**
- Demand charge > $12/kW that are > 35% of bill
- Access to sub-meter data
- 7 or months of cooling season

**Benefits**
- Free storage
- Reduced demand charges
- Early access to tech
Seventhwave - Integrated Controls Package for High Performance Interior Retrofit

- **Where:** Focus on Xcel Energy territory MN, CO, NM, secondarily in other Midwestern states
- **What:** Office or outpatient healthcare tenant spaces
- **How big:** 3000-10,000 ft² tenant spaces with access to daylight
- **Prefer:** Direct digital control of HVAC units
- **Why?** Test out innovative energy reduction solution for leased space
Better Buildings
Market Solutions
Updates
Market Solutions: Energy Factors in Appraisals

Results

- Achieved IDECC certification for Energy Matters!
- Case study: Applying Energy Data Tools to Inform the Valuation of Commercial Buildings

What's Next

- Asynchronous online training
- Property specific case studies
- Lender Engagement
- Case study on partners pursuing green appraisal policies

Get Involved

- Host or participate in Energy Matters!
- Publish a case study
- Update Scope of Work with Appraisal Management Companies
- Talk with Lenders
Market Solutions: Energy Factors in Commercial Mortgages

Results

- Energy Factors Affect Default Risk

Get Involved

- Learn more during webinar with NIBS on 9/28/17
Market Solutions: Linking High Performing Buildings and Financial Performance

Results

• Pilot Research Paper

What’s Next

• Workshop with academics in October

Get Involved

• Share lease level data for analysis
Results

• Enhancements to Green Lease Leaders criteria, website, technical resources

What’s Next

• Webinar and website launch on October 3

Get Involved

• Join as a participant or supporter
• Apply for recognition
How will you master the force of the Alliance?

**POLL:** How would you like to engage with the Alliance this year?
- Join a technology campaign
- Host a field verification
- Help develop a new resource
- Share your story in a case study
- Other? Please share in the Question box!
Many ways to stay informed!

Follow us on social media!
- Twitter: @BetterBldgsDOE
- LinkedIn
- YouTube

Sign up for newsletters!
- **Beat Blog** (weekly posts)
  - Interviews/Q+As, follow-up pieces from partner events and press releases; solution deeper dive
- **Bulletin**
  - Monthly digest of new solutions, partners, news, events
- **Get Involved**
  - Monthly call to action email listing events, webinars, ways to participate with Better Buildings
- **Top-10 Solutions**
  - Monthly top ten viewed solutions

Participate in **monthly webinar series**

Check out the **newsroom** for press on events highlighting partner accomplishments
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<th>SECTOR</th>
<th>DOE LEAD</th>
<th>ACCOUNT MANAGER</th>
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<td>Commercial Real Estate</td>
<td>Cindy Zhu</td>
<td>Jake Dowling, JDM</td>
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<td>Retail Sector Lead</td>
<td>646-334-1174</td>
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<tr>
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<td>Market Solutions</td>
<td>Cindy Zhu</td>
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Questions?