



BETTER
BUILDINGS
PARTNERSHIP





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MAJOR LEASING STEPS

1. Landlord **buys / owns** site either proposed or existing building
2. Landlord **engages Leasing Agents** and Marketing team
3. Landlords team **identify potential tenants**, their space and occupancy requirements, rent profile, corporate drivers
4. **Tenant (and/or Tenant Rep) inspects the building** or development plans
5. A **lease proposal** is issued including an INCENTIVE, \$\$\$
6. Sign **Heads of Agreement (HOA)** (key parameters of the deal)
7. Enter into **Agreement for Lease (AFL)** if new development or **Lease** if existing building
8. Owner pays **incentive** – parties negotiate to determine cash, fitout contribution or rent free
9. Tenant engages consultancy team and **design / document fitout**
10. Landlord **approves fitout**, Tenant **commences fitout**
11. Tenant **occupies** premises
12. **Make good** or refurbishment / renewal at lease END



What is the cost of being waste conscious?



Are conflicts of interest causing excessive waste?



Who is involved...many hands, many varying interests

Who is involved	Owners Team – Base Building	Tenants Team - Fitout
1.	Owner and Development Team	Tenant
2	Owners Leasing Agent and Marketing	Tenant Representative
3	Project Manager	Project Manager
4	Lawyers	Lawyers
5.	Architect – base build	Architect - fitout
6.	Design Consultants (services, structure, ESD)	Fitout Design consultants (services, structure, ESD)
7.	Builder	Builder
8.	Private certifier	Private Certifier
9.	Commissioning agent	Commissioning Agent
10.	Demolition contractor	Demolition contractor



**They are
experienced
PROFESSIONALS**

www.OfficeFinder.com

Get the right advice! It makes a big difference.



Can you.....





What are the consequences of conflicted interests? How do we align industry? Who gets the savings?

- If owner provides incentive, tenant gets the \$\$ benefit? How do we incentivise the key players?
- Tenant thinks the base builder will rip them off, even if open booked?
- Tenants consultants protect their own role and commission?
- Are the landlords green initiatives being delivered? Are tenant commitments being followed through? Is moving to a green building enough?
- Auditing and benchmarking – who follows up the green initiatives?
- Standardisation of “worlds best practices”, who sets the standards? Is industry competition preventing the best outcomes?
- Architectural “aesthetic” outcomes versus sustainable outcomes?



Benefits of alignment and coordinated approach.....

- Knowledge sharing and capture
- Time savings
- Team approach
- Outcome that benefits everyone – except those cut out of process due to better efficiency
- Great productivity
- Less waste
- Better quality and design outcomes
- Common goals and initiatives are delivered, not promised then forgotten
- WIN- WIN for all involved

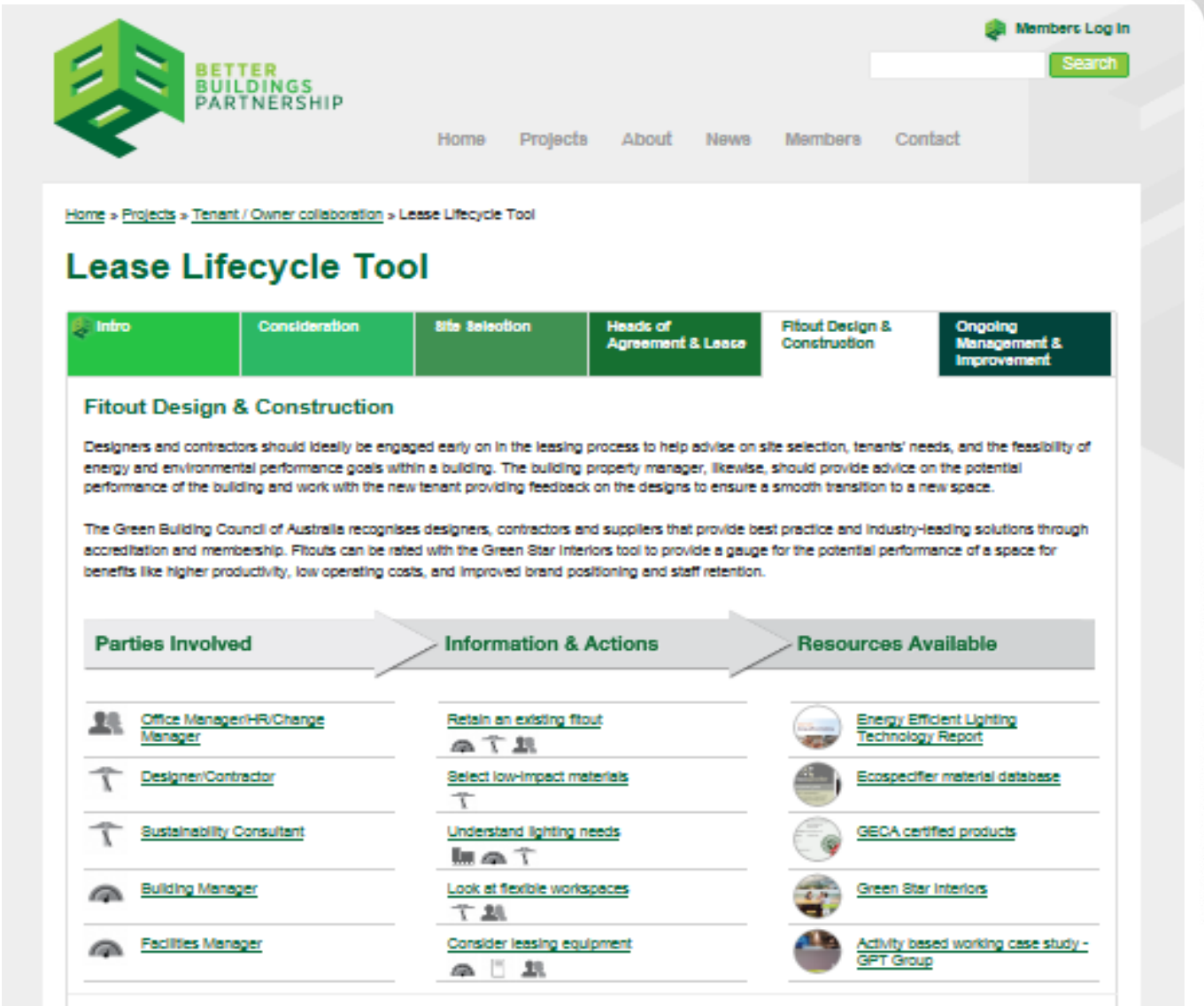


You can chose to ignore it.....BUT



There are
resources to
guide you...

www.sydneymbetterbuildings.com.au



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Lease Lifecycle Tool

Intro Consideration Site Selection Heads of Agreement & Lease Fitout Design & Construction Ongoing Management & Improvement

Fitout Design & Construction

Designers and contractors should ideally be engaged early on in the leasing process to help advise on site selection, tenants' needs, and the feasibility of energy and environmental performance goals within a building. The building property manager, likewise, should provide advice on the potential performance of the building and work with the new tenant providing feedback on the designs to ensure a smooth transition to a new space.

The Green Building Council of Australia recognises designers, contractors and suppliers that provide best practice and industry-leading solutions through accreditation and membership. Fitouts can be rated with the Green Star Interiors tool to provide a gauge for the potential performance of a space for benefits like higher productivity, low operating costs, and improved brand positioning and staff retention.

Parties Involved	Information & Actions	Resources Available
 Office Manager/HR/Change Manager	Retain an existing fitout  	 Energy Efficient Lighting Technology Report
 Designer/Contractor	Select low-impact materials 	 Ecospecifier material database
 Sustainability Consultant	Understand lighting needs  	 GECA certified products
 Building Manager	Look at flexible workspaces  	 Green Star Interiors
 Facilities Manager	Consider leasing equipment  	 Activity based working case study - GPT Group



Q: What is a Green Lease?

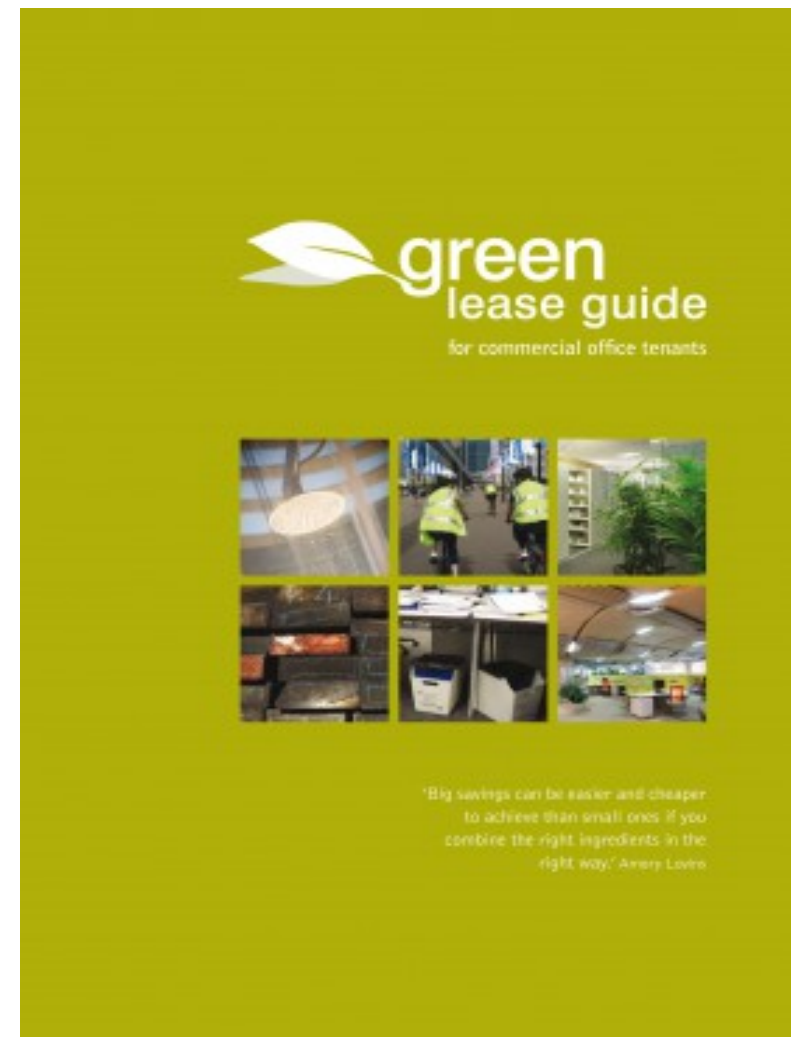
A: A lease between the landlord and tenant of a “green building” or a conventional building that is proposed to be refurbished as a “green building”

Q: what is a Green building?

A: is a building designed and operated to achieve some or all of the following

- reducing energy use or using renewable energy
- water sensitive design ie grey water or black water recycling
- healthy indoor environment quality (IEQ)
- integrated waste management practices

Source: www.yourbuilding.org





healthier workplace
smarter business
a better environment



INVESTA

At Investa, we care about our tenants and their working environments. We want to help you reduce the environmental impact of your office space.

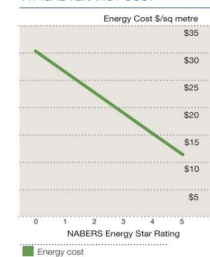
BENEFITS FOR YOU, THE TENANT

The EcoSpace offering is designed to help you:

- Reduce your energy bills. For example, improving a tenancy NABERS Energy rating from 0 to 5 Stars could reduce energy bills from over \$30/m² to around \$12/m² per annum.²
- Improve employee health and wellbeing and therefore productivity.
- Enhance your brand and company reputation with staff and clients.

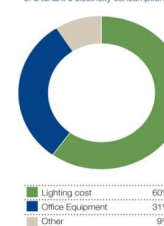
The EcoSpace efficient lighting and controls are essential to create an energy efficient tenancy and can help you achieve an efficient NABERS rating. Together with smart choices on equipment and office management, you can aim to achieve a 5 star NABERS Energy rating for your office space. Ask us how.

NABERS ENERGY STAR RATINGS
TYPICAL TENANCY COST



ENERGY COST

Lighting typically represents 60% of a tenant's electricity consumption



'Rigby Cooke is keen to demonstrate our commitment to the environment and reducing greenhouse gas emissions. We saw the EcoSpace with energy efficient lighting offered by Investa as an effective way of achieving this. We also benefited by signing up to an Investa Green Lease.'

Philip Gleed, Managing Partner, Rigby Cooke

FEATURES

All Investa EcoSpace tenancies include:

- 1 Energy efficient lighting and controls**
Investa installs high-efficiency, low-glare T5 office lighting. Through a Sustainability Incentive in our Green Lease, Investa funds the installation of lighting controls which ensure lights turn off when not required.
- 2 Low emission paints**
Traditional paints contain volatile organic compounds (VOCs) which can be harmful to human health. Investa uses only low VOC paints when we refurbish the offices we lease.
- 3 Low emission carpet tiles**
Investa uses low VOC carpet tiles which are fully recyclable and, in many cases, include a high proportion of recycled materials.
- 4 Waterless urinals**
Investa buildings have waterless urinals, reducing a building's total water use by up to 20%.¹
- 5 Other environmental commitments through the Green Lease Schedule**
The Green Lease Schedule offers the opportunity for both your organisation and Investa to make further environmental commitments. To assist you in the process, Investa provides you with detailed information on how to design and manage your office to minimise its impact on the environment.



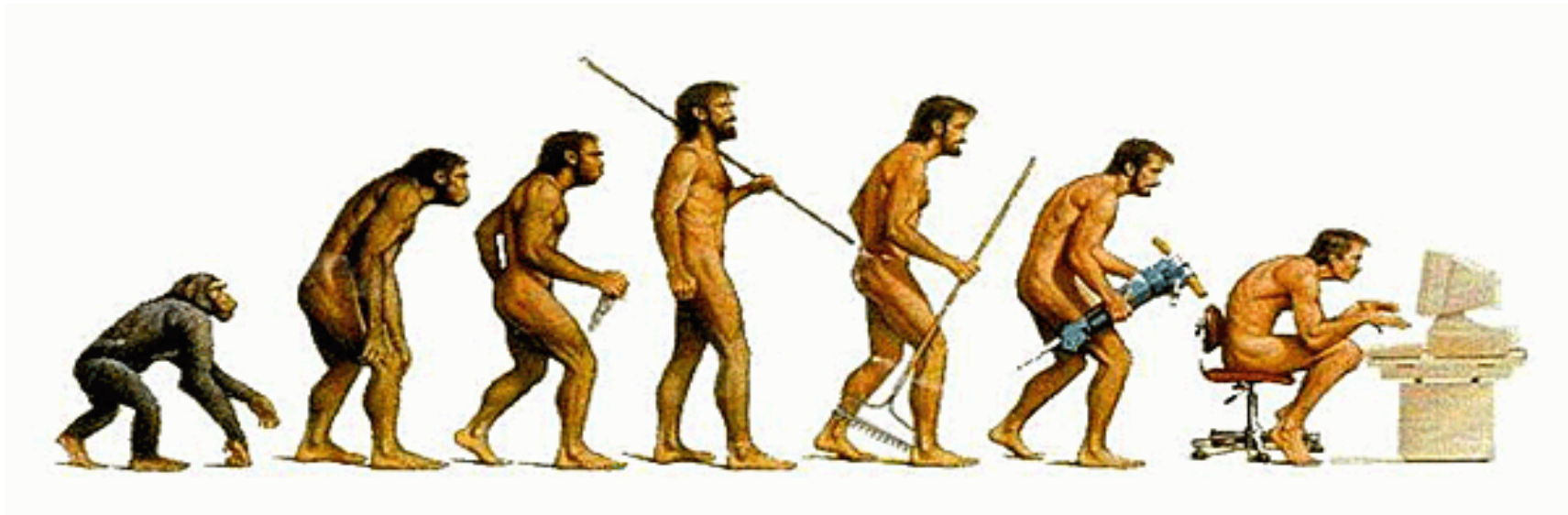
¹ Sydney Water - Waterless Urinal Fact Sheet (<http://www.sydwater.com.au>)
² Figures based on an average Melb/Syd/Bris rating scale, 1 person/14m², 54 hrs/wk operation and 14cents/kWh



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The industry has come a long way,
but there is a lot more you can do



Some ideas to think about for Waste reduction through:

- **Standardisation of procedures** and controls i.e. green lease, Tenant Fitout Guides
- **Continuity of resources**? Integrated fitout? Time saving?, \$\$ savings?, material savings
- Building Information Modelling – **BIM** – is it the answer to waste reduction?
- **Incentive** – control of fitouts, \$ driven decision making
- **Re use** and recycling of fitouts- does it have to be shiny and new?
- Green Lease Guide - **Green Lease** – value add for owners
- Commitment to **sustainability** – base build and fitout – does the tenant deliver through to occupancy? Certification of commitment
- **Waste reduction** – landlord systems utilised by tenants
- **Education** of all trades, consultants and users



What is Building Information Modelling? Is it part of the answer?

3D Design (digital IFC format) in a BIM model means:

- **Capturing /sharing of knowledge** across all contributors, base build, fitout and operations
- **Clash detection** in 3D model means better productivity, less waste, faster delivery, better quality
- **Waste minimisation** – installed once only no amendments
- **No paper** O&M manual's – information is live and accessible
- Solve **problems** before you get delayed on site – time savings



Thank you,
now over to you!!