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Stefan Ciotlos
Trish Clarry

FEATURED SPEAKERS

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Nicholas Eisenberger
Randy Knox III
Gary Saulson

PRESENTERS

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Anne Auger
Lori Augustin
Philip Bastow
Sheila Brown
Paul Cameron
Mark Chapman
Don Crichton
Chris Corps
Constantine Eliadis
Patrick Fancott
Paul Finkbeiner
Matt Grace
Cheryl Gray
Pamela Green
Rob Hannah
Celia Hitch
Doug Hitchcox
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Matthew Kiernan
Jim Lord
Ed Lowans
Vivian Manasc
Jason Manikel
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Stephen Taylor
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Chris Tyrrell
Doug Webber
Jonathan Westeinde
Suzanne Wiltshire
Dathe Wong



Green Real Estate

April 3, 2008

Metro Toronto Convention Centre
North Building



Trends, Strategies, Challenges and Opportunities in Greening New and Existing Buildings

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Best Practices and Strategic Information for Owners, Developers, Investors, Managers and Tenants

- *The Business Case For Green Real Estate Grows Stronger*
- *Lessons Learned from First Generation of Green Buildings*
- *Does a Green Building Really Cost More?*
- *Greening Retail Real Estate: ROI for Retailers and Landlords*
- *The Most Recent Experiences with Green Office Buildings*
- *Leading the Way: Lessons Learned from Global Markets*
- *Certification & Rating Systems: How Are They Now Working?*
- *How to Measure & Manage Your Carbon Footprint?*
- *Using Benchmarks to Measure the True Value of Green*
- *Why Net Zero Energy Buildings Now Make Real Sense*
- *Practical Strategies for Greening Existing Buildings*
- *How Are Capital Markets & Investors Pricing the Value of Green?*
- *Pushing the Building Envelope, Lighting and HVAC Systems*
- *How to Take Advantage of Incentives, Programs & Resources*

Major Trends, Issues, Strategies and Opportunities will be Addressed

The **Green Real Estate** conference will provide a high-level discussion and strategic update on the economics, benefits, and value of green buildings, along with some of the best practices that design, construction and development teams are using to create these types of properties. Developers, investors, shareholders and lenders will learn how sustainable value is created by improving building performance, or potentially lose market share. Real estate brokers and valuers must also become more strongly aware of this approaching major shift and trend. The program will address the key trends from the perspective of investors, developers, owners, tenants, building users, design and construction professionals, and the market. The emphasis will be on practical strategic information that can be applied to real market and project conditions.

GREENER BUILDINGS ARE NOW “THE NEW NORMAL”

Interest and market activity in greener new and existing buildings in Canada continues to grow to higher levels and is quite beyond the effect of any government climate change policy. Mounting evidence is supporting the contention that greener buildings can command higher rents and asset value, enhance occupant health and well-being, improve employee productivity, attract tenants more quickly, reduce tenant turnover, and cost less to operate and maintain.

Green buildings provide many other financial benefits that conventional buildings do not. These attributes include energy and water savings, reduced waste, improved indoor environmental quality, greater employee comfort and productivity, and lower operations and maintenance costs.

With the growing market acceptance of greening new and existing buildings across North America, the business case is getting stronger to justify these types of projects, developments, investments, and expenditures.

THE BOTTOM LINE ON GREEN BUILDINGS MAY BE AS SIMPLE AS THIS:

- If we have personal and anecdotal evidence that a thermally comfortable, well-lit, properly ventilated workplace, preferably with some daylight, is likely to have a positive effect on our well-being and our morale, and therefore would inspire greater work performance and
- Sustainable physical elements, such as adequate air exchange, produce any positive benefits in employee health and well-being and
- We can build office buildings to a higher standard with these features at little or no extra cost then
- Why shouldn't we do so?

Register online at www.realestateforums.com/greenestate/register.html

**FULL REGISTRATION:**

Up to March 14: \$395 + \$19.75 GST

After March 14: \$445 + \$22.25 GST

5% GST as indicated above.

All registrations include continental breakfasts, morning and afternoon refreshments, luncheon refreshments, luncheons and an afternoon reception.

REFUNDS & SUBSTITUTIONS:

Refunds will be provided for cancellations in writing prior to Wednesday, March 26, with a processing fee of \$75. We regret that refunds cannot be offered after that date. However, delegate substitution for the day is permitted.

HOTEL ACCOMMODATION:

For the convenience of out-of-town registrants, a block of rooms has been set aside at the InterContinental Toronto Centre at a special rate of \$199. Call 416-597-1400 or 1-800-327-0200 and ask for the Green Real Estate special rate. To guarantee room availability at the special rate, reservations must be made no later than March 6, 2008.

DEADLINE TO REGISTER:

Wednesday, March 26, 2008

Advance sales only. There will be no sales at the door.

Greening the Conference

Building upon York Communications/MMPI Canada's experience in producing Construct Canada/PM Expo and The Real Estate Forum as a Zero Waste Event, plans are to take the **Green Real Estate** conference to an even higher level by implementing a strategy of "Best of Class Environmental Practices".

**AMONG THE STEPS THAT WILL BE TAKEN:**

1. The **Green Real Estate** Conference will be produced as a Zero Waste Event with the goal of 100% diversion of all glass, plastic, paper, cardboard and other recyclables from landfill.
2. The Intercontinental Toronto Centre Hotel has an environmental program that includes a sheet and towel reuse and practices energy efficient procedures.
3. Any unserved food from the conference will be donated to Second Harvest, a local charity.
4. Food waste will be composted and provided to local farms for fertilizer.
5. Paper consumption will be reduced by eliminating onsite programs, and the registration portfolio.
6. Bulk water stations will be offered instead of bottled water, reducing the use of plastic bottles.
7. China and linen will be used for meal functions.
8. Printing, food and beverage will be sourced locally where possible.
9. Name badges will be collected and reused.
10. Communication with attendees and sponsors will be primarily via email. Any printing will be on FSC paper. A carbon credit will be purchased as an offset.

All electrical power used by the conference will be offset with an equivalent purchase of 100% green, emission-free and renewable electricity from a local supplier Bullfrog Power. As a result, renewable electricity that is certified under Environment Canada's EcoLogo program will be added to the grid. The mix is 20% wind and 80% low impact hydro from local Ontario facilities. Replacing conventional electricity with green electricity for the conference will reduce carbon emissions, NO_x (nitric oxide) emissions and SO_x (sulphur dioxide) emissions by 30 tons. NO_x and SO_x contribute to the formation of smog.

Conference attendees and York Communications/MMPI Canada will be able to procure quality carbon off-sets credits necessary to make the event carbon neutral. The carbon offsets of CO₂ emissions will be good for the climate while offsetting at least 60% to each other type of emissions (NO_x and SO_x) will be good for everyone's health.

Participants will be able to offset their individual carbon footprint for the conference at an average cost of \$10 per person. A link on this conference website will allow all attendees to log on and make their offset donation online. All offset participants will be identified by a special stamp on their conference badge.

Carbon Offset Sponsor



The Program

7:15 A.M.
Registration.
Continental Breakfast.

8:00 A.M.
Opening Remarks:
Conference Co-Chairs

Stefan Ciotlos, Executive Vice President & Executive Managing Director, CB Richard Ellis Limited
Trish Clarry, Director, Real Estate Strategy, TELUS Communications Corporation

8:10 A.M.
KEYNOTE PRESENTATIONS:

The Ongoing Evolution of Greener Real Estate in a Global Context



Understanding and Maximizing the Value of Sustainability: Why Are Organizations Increasing Their Pursuit of Environmental Excellence, Energy Innovation, and Corporate Responsibility?

In an age of increasingly scarce natural resources, growing global needs, and rising transparency demands, organizations are recognizing new responsibilities which can also lead to new opportunities by creating better products and services, more productive workplaces, deeper connections to customers, and greater brand value. The opening presentation will examine this significantly growing trend on how organizations are learning to harness sustainability to drive corporate growth and achieve long-term competitive advantage. Senior executives are realizing that integrating sustainability as an integral part of their enterprise's culture is not just about doing the right thing - it's also a winning strategy that spurs innovation, generates wealth, creates employment and leaves a positive legacy for our planet and our future. Real estate owners and developers need to understand the implications of this trend and what is driving and shaping the greening of the corporate agenda worldwide.

Nicholas Eisenberger, Managing Principal, Green Order, New York



The European Experience: One Generation Ahead of North America?

Europe is clearly recognized to be at the vanguard of sustainable design and construction practices and a leader in the adoption of carbon neutral strategies as an acceptable mainstream element of corporations, government and the general public. From significant achievements in generating and using cleaner renewable energies, to the evolution of green roofs and other building technologies and practices, European real estate owners, developers and investors have worked in tandem with the architectural, engineering and construction professionals to create innovative projects, properties and communities. Corporate sustainability has been recognized as a basic responsibility that has permeated within all levels of the private and public sectors. The presentation will examine some of the European trends and their application and transmittal to the North American market.

David Cook, Partner, Behnisch Architekten, Germany

The U.S. Experience: What Can Canadians Learn from Our Neighbours?

In the 1990s, not many people had heard of the terms "green building" or "high performance buildings" in Canada. But the trend had already been gaining momentum in the United States. Today, green building has become a \$20 billion industry in the U.S. What has been at the forefront of this rapid market transformation? Why are major U.S. financial institutions, corporations and developers committed to green buildings as a way to realize their environmental goals? What have been the key factors responsible for the acceptance, development, implementation, and acceleration of green-building practices in the United States? Why are institutional investors among the strongest advocates for green investment and see this as a sound business proposition? What tangible results have been offered on the quantifiable value of high performance buildings, and how green valuation can improve everyone's bottom line?

Gary Saulson, Senior Vice President, Real Estate, PNC Bank, Pittsburgh

9:15 A.M.
PANEL DISCUSSION:

What Lessons can Canadians Learn from Global Markets & Trends that are Leading the Way?

MODERATORS:

Stefan Ciotlos, Executive Vice President & Executive Managing Director, CB Richard Ellis Limited
Trish Clarry, Director, Real Estate Strategy, TELUS Communications Corporation

PANEL:

David Cook, Partner, Behnisch Architekten, Germany
Nicholas Eisenberger, Managing Principal, Green Order, New York
Gary Saulson, Senior Vice President, Real Estate, PNC Bank, Pittsburgh
Jonathan Westeinde, Managing Partner, Windmill Development Group

9:40 A.M.
MORNING REFRESHMENTS

Photo courtesy of: Tremco Roofing



10:10 A.M.

CONCURRENT SESSIONS (Select A1, A2 or A3)

Session A1

Case Studies on the Real Costs of Green: Lessons Learned from the First Generation of Buildings

While interest and activity in developing green buildings in Canada is at an all time high, the availability of data bases to measure the success of the projects is still relatively small. This session will examine of the experiences and some of the results to-date from the earliest adopters of green building, green development and high performance buildings in Canada. What can we learn from projects that were undertaken over the past five years? What is the real difference between building green and conventional design and construction? The discussion will also provide some valuable insights with respect to what you should do - and not do - when planning, designing, and constructing green buildings. Reference will also be made to some U.S. experiences where the market has been trending ahead of Canada over the past ten years and beyond.

MODERATOR:

Sheila Brown, *Practice Leader, Sustainable Buildings Solutions*

PANEL:

Ron Kato, *Associate, Larry McFarland Architects Ltd., Vancouver*

Vivian Manasc, *Principal, Manasc Isaac Architects, Edmonton*

Dermot Sweeny, *Principal, Sweeny, Sterling, Finlayson & Co Architects, Toronto*



Session A2:



How Are The Most Recent Experiences with Green Office Buildings: What Are Developers, Owners and Tenants Learning?

The benefits of building green include not only savings from reduced utility costs and lower operations and maintenance expenses, but also enhanced occupant productivity and health. Four of the attributes associated with green building design have been positively and significantly correlated with higher levels of productivity (increased ventilation control, more lighting control, greater temperature control and increased daylighting). Using case studies of various green office buildings, this panel will examine the latest field evidence concerning the apparent benefits for people who work in green environments and the business case related to such projects. The speakers will also discuss the experiences to-date of the landlords and tenants with high performance office buildings. How competitive is a greener building in a market dominated by older conventional properties? What are the implications on leases in the green building? What were the primary reasons that led to the decision to develop a green office building? What are some of the major high performance features of office buildings being developed today? What have we learned about the effectiveness of some of the early technologies and practices? Can the developer/owner expect an appropriate ROI on this added cost? Are tenants and residents prepared to pay more for this type of space or accommodation? The results of a survey of over 800 office tenants on environmental issues and trends will be examined.

MODERATOR:

Doug Hitchcox, *Vice President, Office Leasing Division, Sustainability Practice Group, Cushman & Wakefield LePage*

PANEL:

Celia Hitch, *Counsel, Lang Michener LLP*

Jim Lord, *Principal, Ecovert Corporation*

Sandy McNair, *President, Altus InSite*

Dathe Wong, *Associate, Stantee Architects Ltd.*

Session A3

How to Measure & Manage Your Carbon Footprint? What are the Cost Benefits of Carbon Trading to a Real Estate Company?

Carbon neutrality and carbon footprinting are two of the hottest topics in the green movement. Companies are evaluating what action they can take to reduce GHG emissions, and pursue a carbon neutral or "greening" strategy across their organization. As organizations begin to pursue a measurable footprint or carbon neutral status, they must begin by defining what will be calculated and how required components will be measured. The first part of this session will examine this growing trend in carbon neutrality and how it is being applied within the current state of green building practice. Learn about the key steps in developing a carbon neutral initiative; the challenge in defining carbon offsets; how to develop a carbon baseline/inventory; and how to ultimately integrate this as part of your strategy as a real estate company.

The second part of this session will briefly examine the innovative and evolving carbon market. While it works like a traditional commodity market, what is being bought and sold does not exist. The trade is not actually in carbon and in not-carbon but in certificates establishing that so many tones of carbon dioxide have not been emitted by the seller and may therefore be emitted by the buyer. The purpose of the market has been to establish a price for carbon and to encourage efficient GHG emission reductions by allowing companies which would find it expensive to cut emissions to buy credits more cheaply. To what extent are building owners participating in carbon trading?

PANEL:

Don Pinchin, *President, Pinchin Environmental Ltd.*

Patrick Fancott, *Manager, Climate Change GHG, Pinchin Environmental Ltd.*

Dave Rogers, *Director of Carbon Markets, Front Street Capital*



Register online at www.realestateforums.com/greenestate/register.html

11:15 A.M.
CONCURRENT SESSIONS
(Select B1, B2 or B3)

Session B1

How Are Energy and Environmental Technologies, Strategies and Practices Being Used in Higher Performance Buildings? How Far Can You Push the Limit?

Since energy can represent 40% or more of the operating expenses of a building, it is a substantial cost that can be reduced through energy efficiency and related measures that are a fundamental part of green building design. Research has shown that green buildings, on average, use 30% less energy than conventional structures, have lower electricity peak consumption, are more likely to generate renewable energy on-site, and may purchase grid power generated from renewable energy sources. This session will examine some of the very latest environmental features and energy related strategies, practices and technologies that can be implemented in the design, construction, renovation and operation of greener buildings. Case studies will be used to discuss and demonstrate practical strategies.

MODERATOR & SPEAKER:

Andrew Pride, Vice President, Minto Green Team

PANEL:

Mark Chapman, President, Zero Carbon
Matt Grace, Sustainable Building Consultant, Enermodal Engineering
Suzanne Wiltshire, President, SelectEnergy Solutions



Session B2

Why Net Zero Energy Buildings Now Make Economic and Practical Sense: Going Well Beyond LEED

Imagine a facility that generates enough energy to meet its own needs. This session will provide details on the Net-Zero Energy approach to a building. The presentation will explain energy and exergy, and how these concepts apply to Net-Zero Buildings. The principle of this approach to building design and construction is simple - any energy we use, we should recycle and keep reusing it. True human comfort will be defined and examined, including its influence on sustainable buildings. All of these concepts and theories will be applied and described in ten case study examples.

Topics covered will include: designing buildings that anticipate future global trends, harnessing free energy of the environment, exergy, microclimate analysis, advanced building energy/thermal comfort modeling, and integrated building systems design for Net-Zero Energy construction. You will learn why building structures with a net-zero energy strategy have become very viable in Canada - all it takes is a practical approach in the art of design - and why we are a generation ahead of the United States, but a generation behind Europe in this approach. The technology also positions Canada very well in its goal to reach the 2030 Challenge.

SPEAKERS:

Jason Manikel, Project Manager, Cobalt Engineering
Stephen Pope, Sustainable Building Design Specialist, Natural Resources Canada

Session B3

Practical Strategies for Greening Existing Buildings: Case Studies

Most new developments in today's market are being designed with LEED certification or some high performance metric in mind. However, new construction only represents about 1% of the building stock. What are the options for the remaining 99% of buildings with respect to enhancing their energy and environmental performance in general? What steps should owners and managers of existing buildings take to improve the operational efficiencies of their properties and to ensure that their space remains competitive in the market? This session will examine specific operations and capital strategies that you can take to achieve these goals and objectives that can lead to ongoing improvements in your energy, water, and waste efficiency, and your building's overall environmental management and performance. The session will also examine some practical experiences in determining a greening strategy for your existing building including the cost implications of this decision. What can be practically done if the building is 20 years old? 35 years old? 50 years old? At what point is it more cost effective to retrofit the building or develop a green building from scratch? Case studies will be used where possible.

PANEL:

Lori Augustin, Environment Manager, Sustainability, SNC-Lavalin ProFac Inc.
Don Crichton, Vice President, Practice Leader-Workplace Solutions, HOK Canada
Randy Knox III, Director, Real Estate, Facilities and Security, Adobe Systems Incorporated
Ed Lowans, Senior Environmental Design Consultant, Halsall Associates

12:15 P.M.
INFORMAL LUNCHEON AND REFRESHMENTS

LUNCHEON:

Brookfield Properties



REFRESHMENTS:



Register online at www.realestateforums.com/greenestate/register.html

1:20 P.M.

CONCURRENT SESSIONS (Select C1, C2 or C3)

Session C1

How Are Capital Markets, Investors and Developers Pricing the Value of Green?

In the course of the debate about the value of green, it is interesting to see that some major institutional investors are among the strongest advocates for green investment and see this as a sound business proposition. Why is that the case? What do we now know about how the value of sustainability is created and can be applied to the pricing of an asset?

What are some of the common myths and fallacies about this question? Can owners and investors in properties and portfolios with superior environmental and energy efficiency achieve significantly higher NOI gains? Will they attract a financial premium associated with enhanced green property valuations? Will greener buildings provide a superior risk-adjusted financial return at the portfolio or REIT level? How are all these trends viewed from the perspective of the developer, the institutional or private equity investor, and the lender? What premium if any can be assigned to buildings that have attained different levels of LEED certification or ratings? The creation of investment funds targeted at acquiring and developing greener real estate assets will also be discussed.

MODERATOR:

Matthew Kiernan, *Founder & Chief Executive, Innovest Strategic Value Advisors*

PANEL:

Rob Hannah, *President & CEO, TSG Real Estate, LLC*
David Ogden, *President, ISG Capital Corporation*
Stephen Taylor, *President & COO, Morguard Investments Limited*



Session C2

Higher Performance Buildings: How Far Can You Push Your Building Envelope, Lighting and HVAC Systems

High performance buildings maximize operational energy savings; improve comfort, health and safety of occupants and visitors; limit detrimental effects on the environment; and have low short-term and long-term life-cycle costs. An all-inclusive team approach is required to the design of such a building and its various systems. The team should include not only the architects, engineers, occupants and owners, but also specialists in indoor air quality, materials, energy, costs, etc. This design process also takes into consideration the interaction of the whole building structure and systems, and its context. For example, a building that uses extensive daylighting techniques will reduce the amount of heat given off by lighting fixtures, thus allowing a smaller air conditioning system to be used.

The session will examine three major building elements of the interior and exterior of a structure: the building envelope; lighting; and the mechanical system. How can the interaction and relationship between them significantly affect the cost and performance of a new building as the end product? What have been some of the experiences in optimizing the performance of each of the three elements? What are now being recognized as the best practices in the design of and the technologies being used in building envelopes, lighting and HVAC systems? To what extent do they and should they exceed LEED protocols?

SPEAKERS:

Philip Bastow, *Vice President & Partner, The Mitchell Partnership*
Karen Pero, *President, Pero Consulting*
Mike Turner, *Partner, Manasc Isaac Architects*

Session C3



How to Take Advantage of Incentives, Programs & Resources to Facilitate Green Retrofits & New Construction

Notwithstanding the financial merits and ROI of greening new and existing buildings, public sector policies are trying to encourage and facilitate a greater amount of activity in this area as an element of their climate change strategies and demand management practices in the energy sector. This session will examine a range of existing and new innovative funding programs and incentives that are being offered to developers and building owners across the public sector: federal government departments, provincial government ministries, municipalities, utilities and other public entities. Speakers will offer details about these funding opportunities and incentive programs, and the process of how to apply and secure these funds. Case studies will be used to highlight some of the energy efficient and green measures that each funding program offers. Presentations will also include details about new programs that are just being unveiled to help asset managers with their green building plans.

MODERATOR:

Pamela Green, *Partner, Pallett Valo LLP*

PANEL:

Constantine (Taki) Eliadis, *Director of Commercial and Institutional Programs, Conservation and Sector Development Division, Ontario Power Authority*
Eleanor McAteer, *Senior Engineer, Energy Efficiency Office, City of Toronto*
Grant Miles, *ecoENERGY Initiative, Buildings Division, Office of Energy Efficiency, Natural Resources Canada (NRCan)*
Chris Tyrrell, *President, Toronto Hydro Energy Services*



Register online at www.realestateforums.com/greenestate/register.html

2:25 P.M.

**CONCURRENT SESSIONS
(Select D1, D2 or D3)**

Session D1

The Trend in Greening Retail Real Estate: Strategies, Cost Benefits & ROI for Retailers and Landlords

Environmentally-friendly design techniques, such as day-lighting, low-water use fixtures and green roofs, started increasingly being applied in retail properties in North America about five years ago. Some of the results of these early projects have been improved aesthetics and brand images, and lower energy costs. This session will focus on the experiences of developers and consultants involved in the growing trend of greening retail properties. Among the questions that will be addressed: What were the primary reasons that led to the decision to design and develop green retail projects? To what extent and why were the retailers strong advocates in the adoption of these strategies? What were the relative impacts of the costs of greening these projects? What were some of major high performance features in the properties? Case studies will also examine the anticipated cost benefits and return on investment of green retail projects from the perspective of the owner as well as the tenant.

SPEAKERS WILL INCLUDE:

Paul Cameron, Vice President Construction, First Capital Realty



Session D2

The Pros & Cons of Certification & Rating Systems: They Working? What Are Their Implications for Project Design, Management & Costs? When Will They Actually Measure Building Performance?

This session will provide an update on the two most common rating and environmental assessment and certification systems in Canada: the LEED program and BOMA Go Green Plus.

The first part of the session will focus on the various elements of LEED. What have been the experiences and results attributed with the first generation of LEED programs (Platinum, Gold, Silver and Bronze)? How has the market responded to LEED-CI as an opportunity for tenants to upgrade their own work environment? What are the goals of the LEED Canada Complete Initiative? When will it be available for market adoption? What have been the results of the office building pilot projects being conducted in tandem with the introduction of the Canadian version of LEED for Existing Buildings?

While the growth of greener new commercial buildings and workplace environments has produced a significant increase in new developments being targeted for LEED certification, many owners and managers of existing buildings have adopted the BOMA Go Green Plus Program as a metric for the environmental performance of their properties and to use it as a valuable marketing and tenant relations tool. Learn how this low cost initiative can lead to improvements in your energy, water, and waste efficiency, and environmental management. Some experiences of specific building owners will be offered as examples of how the Go Green Plus Program has been used to date.

SPEAKERS:

Anne Auger, Vice President, Canada Green Building Council
Cheryl Gray, Senior Vice President, National Real Estate Services, Bentall Capital LP
Nancy Searchfield, National Leader, Sustainability Service, Colliers International, and Vice-Chair, Canada Green Building Council
Shirley Shea, Senior Environmental Officer, Public Works & Government Services Canada

Session D3

How Much More Does a Green Building Really Cost? Managing a Green Building Project from Design to Commissioning: Effective Strategies that Work in Containing Your Costs

Some architects, contractors and developers have long been proactive in the field of green building and have relatively sophisticated systems in place for choosing the right products and technologies during the design phase.

This panel will share how making those right choices makes a big difference in the long-term management and maintenance of the building. Learn about tools that can be used in the design and construction phases of a green development that can ensure that the project stays on budget and meets its sustainability objectives.

How can life cycle assessment, whole building design, careful commissioning and thoughtful management help assure that cost savings continue into the future? How are you setting your initial budget? What quality assurance should you use to ensure that you are getting the most out of your consultants?

Evidence is now also mounting that significantly higher first costs of green design and construction could be a myth based on outdated information. Find out whether it costs more to design and construct a greener building than a conventional new one, what may be attributable to any difference, and what the business case is for a return on that investment.

PANEL:

Scott Armstrong, Manager, Sustainable Design Services, Halcrow Yolles
Jon Taylor, Partner, GovanBrown Construction Managers
Doug Webber, Sustainability Practice Leader, Halsall Associates Limited



3:30 P.M.
ROUNDTABLE:

Reaffirming the Business Case for Green and High Performance Buildings: Where are We Heading? When will We Go Beyond Green?

A wide ranging panel discussion that will review the key conclusions reached throughout the conference as well as provide some final observations on green building activity and speculate on what new trends are emerging on the horizon.

Among the questions that will be addressed:

- What is the definitive bottom line on the costs of green projects and their corresponding ROI? Are they significantly higher than conventional development or not? Does the ROI justify any higher costs?
- What are investors saying about this trend? Since many investors have a longer term view, do they need to be sold on high performance buildings or are they already become advocates? Are they prepared to assign a “green cap rate”?

- To what extent is the market now supporting these initiatives in all the core investment product areas - office, industrial, retail, multi-unit residential, hotels - as well as the traditional public sector - schools, healthcare, research, and other institutional uses?
- What issues or challenges still need to be addressed in order to facilitate a greater increase in the greening of new and existing buildings?
- What will happen to buildings that are not greened? Will they become obsolete or will the market discount their value?
- Does the “greening of buildings” now have sufficient corporate culture?
- As organizations move towards adopting Corporate Sustainability as a fundamental element of their vision, mission and strategic plan, will the need to use LEED or rating systems become obsolete?
- Once triple bottom line accounting practices are instilled as “the new normal” in organizations, what does the future hold for green buildings? Will green become blue? Will it be so mainstream that certification and rating systems will become irrelevant? What does the future hold beyond green?

MODERATORS:

Stefan Ciotlos, Executive Vice President & Executive Managing Director, CB Richard Ellis Limited
Trish Clarry, Director, Real Estate Strategy, TELUS Communications Corporation

PANEL:

Chris Corps, President, Asset Strategics Ltd.
Paul Finkbeiner, President, GWL Realty Advisors Inc.
Dr. Warren Jestin, Senior Vice President & Chief Economist, Scotiabank
Peter Johnson, Vice President, Sustainable Business Solutions, PricewaterhouseCoopers LP
Randy Knox III, Director, Real Estate, Facilities and Security, Adobe Systems Incorporated

4:30 P.M.
CONFERENCE ADJOURNS.

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• The Business Case for Green Real Estate Grows Stronger • GREEN BUILDINGS A HIT WITH OWNERS AND OCCUPANTS • Major Lessons Learned from First Generation of Green Buildings • Green Construction Draws Interest • BUILDERS APPLY “GREEN BUILDING” STANDARDS • Energy Conservation is a Major Benefit of Green Buildings • FIRST LEED PLATINUM CARBON NEUTRAL BUILDING! • Tenants Strongly Favour Greener Buildings • FACTS PROVE THAT A GREEN BUILDING DOES NOT ALWAYS COST MORE • Green-Friendly Design the Way of the Future • MORE RETAILERS AND LANDLORDS ARE GREENING SHOPPING CENTRES • Evidence Mounting that Green Buildings Lead to Higher Productivity for Occupants • 2000 Green Buildings in India by 2012 • LOCAL OFFICIALS FOSTER ENERGY-EFFICIENT BUILDING • More Developers See the Financial Benefits of Eco-Friendly Building • BENCHMARKS ARE EMERGING TO MEASURE THE TRUE VALUE OF GREEN • Plan to Make Green Model Code for the Nation • READY TO ENACT TIGHTER GREEN BUILDING STANDARDS • Net Zero Energy Buildings Starting to Make More Sense • CAPITAL MARKETS & INVESTORS ARE STARTING TO PRICE THE VALUE OF GREEN • Green Building Market Sees Growing Popularity in All Areas • A WORLD OF GREEN BUILDINGS, ONE CITY AT A TIME • “Green Buildings” May Get Tax Breaks.

Supporting Organizations



Register online at www.realestateforums.com/greenestate/register.html

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Advance sales only. There will be no sales at the door.

DEADLINE TO REGISTER: Wednesday, March 26, 2008

1. REGISTER ON-LINE:

Easy On-line Registration! Use VISA, Mastercard or AMEX, and register on-line at www.realestateforums.com. Click on "Green Real Estate" and proceed from there. It's quick, easy, and convenient!

2. REGISTER BY FAX:

Use VISA, Mastercard or AMEX, and fax your completed registration form to (416) 512-1077.

3. REGISTER BY MAIL:

Send the completed registration form with payment to:

York Communications
 10 Alcorn Avenue, Suite 100,
 Toronto, ON M4V 3A9

ANY QUESTIONS?

Call (416) 512-3807 or visit www.realestateforums.com and select "Green Real Estate"



PLEASE TYPE OR PRINT LEGIBLY

Registration form will not be processed unless completed in full. For additional registrations from the same organization, please photocopy this form. To receive confirmation by e-mail, you must register by Wednesday, March 26, 2008.

First Name: _____

Surname: _____

E-mail Address: _____

Title: _____

Company/Organization: _____

Full Mailing Address: _____

City: _____ Province: _____ Postal Code: _____

Telephone: () _____ Fax: () _____

For those real estate brokers who wish to receive RECO credits you must indicate your RECO registration number here → _____

Please check the most appropriate description of your organization:

- 01 Real Estate & Property Management
- 02 Building Owner / Developer / Investor
- 03 Facility Management
- 09 Asset Management
- 10 Real Estate Broker
- 11 Financial Services
- 12 Government
- 15 Architectural
- 16 Engineering
- 17 Contractor / Subcontractor / Construction Management
- 05 Other (specify) _____

IMPORTANT:

Please review the concurrent sessions throughout the program. Indicate the sessions you would like to attend by **circling your choices below**. As space may be limited, seating will be on a "first come, first served" basis.

- 10:10 a.m. **A1** or **A2** or **A3**
- 11:15 a.m. **B1** or **B2** or **B3**
- 1:20 p.m. **C1** or **C2** or **C3**
- 2:25 p.m. **D1** or **D2** or **D3**

Payment Information

Please **circle** your payment amount below.

	Up to March 14	After March 14
Full Registration:	\$395.00	\$445.00
5% G.S.T.:	\$19.75	\$22.25
TOTAL:	\$414.75	\$467.25

Rates include 5% GST (#125925289 RT0001)

Cheque enclosed (Please make cheque payable to "Green Real Estate")

VISA **Mastercard** **AMEX**

Card Number: _____ Expiry Date: /

Name on the Credit Card: _____

Signature (must be signed to be valid): _____

(NOTE: "MMPC Expositions ULC" will appear on your credit card statement)

WEBSITE: www.realestateforums.com

MAIL: York Communications, 10 Alcorn Ave., Suite 100, Toronto, ON M4V 3A9

FAX: (416) 512-1077 or 1-800-353-3094

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