

# Model Green Lease

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## Feedback on Model Green Lease

As Chair of the Model Green Lease Task Force, I get questions all the time about the Model Green Lease, this time an audience member is providing the question and someone else the answers. This exchange happened during the Q&A session with the Green Lease Faculty, at the Model Green Lease Workshop – Anatomy of a Green Lease in Los Angeles on January 28, 2010. Here is the transcript of the question, and their response.

**Question:** *I have been wondering what the panelists think about the Model Green Lease, what their comments are, what they think would work, what wouldn't work? Do they think this is an effective approach? Do they have recommendations to improve it?*

**Sandra Dino, Director of Sustainability, Environetics** I appreciate that the Model Green Lease is rating system neutral. I think it's a great start. It takes a lot of the guesswork out, especially when we are shopping for spaces and it's a really good base to begin with. I like that, because that helps us protect our clients, educate them quickly, and then we can build upon that. We can really do some great projects together with it.

**Scott Steuber, Cushman Wakefield** Overall, yes. I think it's a great movement. I think it's an absolutely needed movement. It's the movement that's going to help hopefully clarify that incentive issue whether we can get both landlords and tenants working toward the cost save by structuring the rent a certain way, by treating the operating expenses in a certain way, the lease by sub-metering the building. I think it is going to be unfortunately, a little bit of time until it really permeates the industry. And I think that time frame is dependent on a couple things, and one of those things is government regulation.

As Legislature regulations start coming through — Cal Green just passed a couple weeks ago here in LA, a recent proposal that passed in New York that requires all buildings to report their performance results every decade — as that starts getting permeated through our industry — that is then going to require landlords to slip in these Model Green Leases. So for Alan and team, to have this document ready to go will save us some time in getting to where we all need to be some point.

But even with those government regulations, because especially on the these larger buildings the million square-foot buildings where there is 5000, 2000, 1000 square-foot tenants throughout, it's going to take a long time for those buildings to rollover, for those leases to rollover and for new leases

to get put in. But overall, yes, it's a great movement. It's just going to take a little time to make its way through the industry.

**Pete Roth, Partner, Allen Matkins** To me, I wouldn't view success to be wholesale implementation. I think the real value especially in the near term of the Model Green Lease is an educational tool, because it has thought through so many of these issues which are fundamental to the concept and the implementation of sustainability in buildings. I think it is going to be invaluable from that perspective.

The other thing it will do is there are clauses, and addendum and exhibits, and concepts that will be in short order, adapted. Lawyers do that. One of the reasons why the leases in New York are 150 pages long is because some lawyer read another lawyer's clause and said, oh, that's good idea. I'll just throw it in. And it's always additive. A long lease and California starts at around 40 pages whereas its New York counterpart is three times as long. It is just the nature of the beast.

But by structuring it the way Alan has, especially with the usefulness of the exhibits, I think you will see implementations of elements of it in short order into leases. It would be great if everyone just took it, and ran with it, and used it as a new basis, and tweaked it around for each particular building, and owners perspective and tenants perspective, but it's the educational tool and the ability to take a neutral point for these different concepts and use that as a framework as opposed to starting with whole cloth. Otherwise it's a very hard task for a landlord or a tenant or the brokers or their lawyers to try to identify and solve the problems that this group has already thought through and presented an option in a framework to work from.

### Footnote:

We record and transcribe the Q&A session of every Model Green Lease Workshop. The transcripts are then incorporated into the Almanac of Greening North America's Office Buildings. If you would like a copy of the Almanac please send your contact information to Laura Rossi –  
LRossi@SquareFootage.net

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