Webinar

ESG Innovators in Real Estate

Date: February 02, 2023

00:00:00 --> 00:00:02:	Another reason why we have these, you know, types of.
00:00:02 --> 00:00:03:	Yes, absolutely.
00:00:09 --> 00:00:12:	Hello everyone, welcome. We'll wait for some folks to trickle
00:00:12 --> 00:00:12:	in.
00:00:24 --> 00:00:27:	I'll give it about 2 minutes. I see our participant
00:00:27 --> 00:00:30:	numbers jumping up. Thank you for joining us.
00:00:57 --> 00:01:00:	All right. Welcome everyone. It's one O 2, so we'll
00:01:00 --> 00:01:03:	get started here. My name is Kara Kochanek with you
00:01:03 --> 00:01:06:	Ali, and welcome to UL i.e SG Innovators and real
00:01:06 --> 00:01:09:	estate webinar. A few items to talk about before we
00:01:09 --> 00:01:13:	jump into the webinar content. There will be a recording
00:01:13 --> 00:01:16:	of today's session and it will be shared along with
00:01:16 --> 00:01:19:	all of the presenters. Contact info. There will also be
00:01:19 --> 00:01:23:	a post session survey that we strongly encourage you to
00:01:23 --> 00:01:25:	fill out. It's the best way we can get feedback
00:01:26 --> 00:01:27:	on a type of programming.
00:01:27 --> 00:01:30:	And we offer through UI and the Green Print Center
00:01:30 --> 00:01:34:	for building performance. Green Print is a worldwide alliance of
00:01:35 --> 00:01:39:	leading real estate owners, investors and strategic partners committed to
00:01:39 --> 00:01:44:	improving the environmental performance of the global real estate industry.
00:01:44 --> 00:01:48:	Today, we're going to focus on innovative technologies and services
00:01:48 --> 00:01:53:	that are driving sustainability with present presentations from our green
00:01:53 --> 00:01:57:	print innovation partner program. This program is an exclusive.
00:01:57 --> 00:02:01:	Opportunity for the technology and service providers to engage with

00:02:01 --> 00:02:06: green print real estate members in advancing sustainability across their
00:02:06 --> 00:02:10: portfolios and to support the overall greenprint goal of reducing
00:02:10 --> 00:02:13: carbon emissions and increasing building value. The goal of the
00:02:13 --> 00:02:17: session today is really a sharing session. So it's for
00:02:17 --> 00:02:21: the GREENPRINT members to share the impact that their innovation
00:02:21 --> 00:02:24: partners are having on their sustainability programs and then for
00:02:25 --> 00:02:28: the innovation partners themselves to share more about how their.
00:02:28 --> 00:02:32: Technologies and services work, and to see if those solutions
00:02:33 --> 00:02:35: might work for you on on the call and the
00:02:35 --> 00:02:39: webinar and others in the real estate supply chain.
00:02:39 --> 00:02:43: So I would jump over into who our presenters are
00:02:43 --> 00:02:45: today and then we'll, I'll pass it off to our
00:02:46 --> 00:02:48: presenters and at the end we'll have a Q&A. If
00:02:49 --> 00:02:53: you have questions during the discussion or presentation, please just
00:02:53 --> 00:02:55: put them in the chat or the Q&A box and
00:02:56 --> 00:02:58: we'll address them at the end of the webinar.
00:02:59 --> 00:03:03: So starting us off is a Alexis Sofianos scenario, yarish
00:03:03 --> 00:03:07: from Isuzu and Melissa Rodriguez at Jared Lynch. And they're
00:03:07 --> 00:03:10: going to be talking about using data to address housing
00:03:10 --> 00:03:14: inequality. Next we'll have John Kovach with Siemens and John
00:03:14 --> 00:03:19: Mcnicholl at the Pennsylvania Convention Center Authority, and they will
00:03:19 --> 00:03:22: be speaking about investing in sustainability.
00:03:23 --> 00:03:26: And then lastly, we will have David Blair and Jeremy
00:03:26 --> 00:03:31: Lowe at Transparent Energy and Michael Ashworth and Mckisson talking
00:03:31 --> 00:03:36: about renewable energy procurement. Again, questions we will address after
00:03:36 --> 00:03:39: the presentation. And now I will pass it over to
00:03:39 --> 00:03:44: our first presenters and innovation partners, Alexis, Ariel and Melissa.
00:03:46 --> 00:03:48: Thank you, Cara. Then we can toggle to the next
00:03:48 --> 00:03:51: slide. Excited to talk to everyone today about a Susu.
00:03:51 --> 00:03:55: We are a financial technology platform whose vision is to
00:03:55 --> 00:03:58: bridge the racial wealth gap through the power of data
00:03:58 --> 00:04:01: with a mission to dismantle barriers to housing for working

00:04:01 --> 00:04:05: families. We were founded in 2018 and have been growing
00:04:05 --> 00:04:08: rapidly since, and we'll walk through more practically how we
00:04:08 --> 00:04:12: work with owners, operators, investors and other stakeholders in multifamily
00:04:13 --> 00:04:15: real estate to not only build more financially.
00:04:15 --> 00:04:20: Resilient renters and communities but also improve property and portfolio
00:04:20 --> 00:04:23: performance. Before we get into that, if we can go
00:04:23 --> 00:04:26: to the next slide, talk about why we do what
00:04:26 --> 00:04:29: we do, why we have the mission that we do.
00:04:29 --> 00:04:33: Historically the housing finance structure in America has while one
00:04:33 --> 00:04:36: been one of wealth and opportunity. The flip side of
00:04:36 --> 00:04:40: that is that there is also been persistent inequity and
00:04:40 --> 00:04:44: and exclusion whether that be through redlining, deed restrictions or
00:04:44 --> 00:04:46: other discriminatory practices.
00:04:46 --> 00:04:50: With the past, those past practices continue to linger and
00:04:50 --> 00:04:54: persist in not just today's housing finance system, but the
00:04:54 --> 00:04:58: the, the, the patchwork of America today. And so examples
00:04:58 --> 00:05:02: of that are the homeownership gap or the wealth and
00:05:02 --> 00:05:07: income disparities, particularly between different different races of individuals across
00:05:08 --> 00:05:11: America and also within the credit building space, which is
00:05:12 --> 00:05:15: where a Sue Sue plays, so doing a double click
00:05:15 --> 00:05:16: on credit building.
00:05:16 --> 00:05:20: On the next slide, the reason why ISUSU focuses and
00:05:20 --> 00:05:24: and very much launched our platform with the focus on
00:05:24 --> 00:05:28: financial identity and credit building is because today less than
00:05:28 --> 00:05:32: 10% of America's 80 + 1,000,000 renters in the US
00:05:32 --> 00:05:36: have their rental payments or their monthly housing payments benefit
00:05:36 --> 00:05:40: their credit score. On the flip side, homeowners have their
00:05:41 --> 00:05:45: mortgage payments benefiting their credit score every single month. And
00:05:46 --> 00:05:47: So what that means is.
00:05:47 --> 00:05:50: When you look at the credit score data between a
00:05:50 --> 00:05:54: potential homeowner or a home buyer and one of a
00:05:54 --> 00:05:57: renter, there's on average 100 point delta in those credit
00:05:57 --> 00:06:01: scores. And that delta unfortunately widens when you layer in
00:06:01 --> 00:06:05: race. And so from the renter impact or the consumer
00:06:05 --> 00:06:08: impact, what that means is higher interest rates, lack of

00:06:08 --> 00:06:13: inclusion or or exclusion from certain financing capabilities, leasing and

00:06:13 --> 00:06:17: financing a vehicle, acquiring a credit card or or purchasing

00:06:17 --> 00:06:18: a home or.

00:06:18 --> 00:06:21: Financing and education. And so a Susu addresses that and

00:06:21 --> 00:06:24: and intends to, to flip that script. And so more

00:06:24 --> 00:06:28: practically, on the next side, it's a great illustration of

00:06:28 --> 00:06:31: what we had assumed. Do we have 3 core products

00:06:31 --> 00:06:35: within our ecosystem that all of our, again, multifamily owners,

00:06:35 --> 00:06:39: operators, investors and other stakeholders take advantage of. And the

00:06:39 --> 00:06:42: first is rent reporting. So when life is going well

00:06:42 --> 00:06:45: and renters are paying their rent on time and in

00:06:45 --> 00:06:49: full every month, we report those rental payments.

00:06:49 --> 00:06:52: All three credit bureaus, it helps build, establish and grow

00:06:52 --> 00:06:56: a renters credit score and an area will walk through

00:06:56 --> 00:06:59: the the impact we've had in terms of newly established

00:06:59 --> 00:07:03: credit scores which is really astounding. And from the property

00:07:03 --> 00:07:07: performance perspective, it helps drive on time rental payments and

00:07:07 --> 00:07:11: improve collections. That's when life is going well, when life

00:07:11 --> 00:07:14: is not going well. The second piece of our puzzle

00:07:15 --> 00:07:17: is our rent relief option and so if a renter

00:07:17 --> 00:07:19: in an exclusive community.

00:07:19 --> 00:07:23: Experience a short term financial shock. They can apply for

00:07:23 --> 00:07:26: up to three months of rent relief through our sister

00:07:26 --> 00:07:29: 501C3 who we've partnered with. That's that rent relief is

00:07:29 --> 00:07:33: 0% interest, zero fees wired directly to property management. And

00:07:33 --> 00:07:37: so why that's important is from the renters perspective, it's

00:07:37 --> 00:07:40: eviction prevention. It keeps a roof over their head and

00:07:40 --> 00:07:44: it promotes housing stability and housing security. From the owner

00:07:44 --> 00:07:47: operator perspective it's a direct infusion of cash flow and

00:07:47 --> 00:07:49: a direct reduction of property.

00:07:49 --> 00:07:53: Add that, so again aligning interest both socially and economically

00:07:53 --> 00:07:57: to keep renters in their homes, but keep property performance

00:07:57 --> 00:08:01: healthy and thriving. And then lastly is our SG reporting

00:08:01 --> 00:08:04: said simply, we help capture and quantify the S piece

00:08:04 --> 00:08:07: of ESG for our multifamily partners. And So what that

00:08:07 --> 00:08:11: means is being able to show renters the number of
00:08:11 --> 00:08:14: renters in a property or a portfolio who are enrolled
00:08:14 --> 00:08:17: who have seen an improvement in their credit score and
00:08:17 --> 00:08:19: able to capture and quantify the.
00:08:19 --> 00:08:22: Exact point increase at that property is seen on average
00:08:23 --> 00:08:26: the number of credit scores established for the very first
00:08:26 --> 00:08:29: time through our platform. So a previously credited invisible renter
00:08:30 --> 00:08:33: now has a prime credit score which opens financial doors
00:08:33 --> 00:08:35: for them and we can also capture and quantify our
00:08:35 --> 00:08:39: rent relief data. So how many evictions are being prevented,
00:08:39 --> 00:08:41: the cot which which come with a cost to the
00:08:41 --> 00:08:44: direct influx of cash flow at the property and portfolio
00:08:44 --> 00:08:47: level and then we can take that a step further
00:08:47 --> 00:08:49: and connect an additional dot, so post a susus.
00:08:50 --> 00:08:53: Um, implementation across a port or portfolio of community or
00:08:53 --> 00:08:56: a property, we can show after our services have been
00:08:56 --> 00:09:00: launched for renters, whether those renters are establishing credit for
00:09:00 --> 00:09:03: the very first time or growing their credit score with
00:09:03 --> 00:09:07: issues platform. What are they then going and doing overwhelmingly,
00:09:07 --> 00:09:10: which is really great to see is residents are for
00:09:10 --> 00:09:13: the very first time being able to lease or purchase
00:09:13 --> 00:09:16: a vehicle. That's economic mobility, that's getting to a better
00:09:16 --> 00:09:20: job, that's getting your kids to a better school district.
00:09:20 --> 00:09:22: And so on and so forth. We also see a
00:09:22 --> 00:09:25: lot of folks qualifying for a mortgage for the very
00:09:25 --> 00:09:28: first time or being able to finance their education. So
00:09:28 --> 00:09:31: really it's connecting those dots and the ability to tell
00:09:31 --> 00:09:34: that story, whether it be for EG reporting social impact
00:09:35 --> 00:09:37: or other purposes both internally and externally.
00:09:38 --> 00:09:40: And so with that, I will pass it over to
00:09:40 --> 00:09:43: my colleague Ariel, who who overseas ESG for us here
00:09:43 --> 00:09:46: at Azusa to walk through our impact at a high
00:09:46 --> 00:09:49: level, but then more granularly with our partner Gyre Ledge.
00:09:51 --> 00:09:54: So Azusa was stands for if you want to go
00:09:55 --> 00:09:58: fast, go alone, but if you want to go far,
00:09:58 --> 00:10:02: go together. And so this impact that we have is
00:10:02 --> 00:10:07: really a representation of all of our partners. So Azusa
00:10:07 --> 00:10:11: is going over 3.5 million units across the United States,
00:10:11 --> 00:10:16: which is really exciting. And collectively we were able to

00:10:16 --> 00:10:21: impact more than 1,000,000 renters and be able to serve.
00:10:21 --> 00:10:26: Families in various ways. And so through the rent reporting,
00:10:26 --> 00:10:31: we've actually prevented 3000 families from becoming evicted. We've been
00:10:31 --> 00:10:36: able to establish more than 45,000 credit scores, people going
00:10:36 --> 00:10:40: from credit invisible to having credit and being able to
00:10:40 --> 00:10:45: unlock capital. Additionally, through our rent reporting, we see on
00:10:45 --> 00:10:50: average a 30 point increase in credit scores helping to
00:10:50 --> 00:10:52: move people from subprime.
00:10:52 --> 00:10:55: The prime which as Alexis was saying really helps with
00:10:55 --> 00:11:00: economic mobility. Additionally, we we work with various housing including
00:11:00 --> 00:11:06: affordable class, A single family, single family student housing, manufactured
00:11:06 --> 00:11:09: housing and more. So I'm really excited to pass it
00:11:09 --> 00:11:13: over to Melissa, one of our partners at Jair Lynch
00:11:13 --> 00:11:16: on the next slide to talk about the impact we
00:11:16 --> 00:11:17: have together.
00:11:17 --> 00:11:20: Hi everyone. My name is Melissa. I am the resident
00:11:20 --> 00:11:24: engagement manager at Gyre Lynch and it's an absolute, absolute
00:11:24 --> 00:11:27: pleasure to be here to speak about our company, our
00:11:28 --> 00:11:31: partnership with the Zoo Zoo and the positive impact that
00:11:31 --> 00:11:34: we currently have on ESG. For those of you who
00:11:34 --> 00:11:38: are unfamiliar, JIRA Lynch real estate partners is located in
00:11:38 --> 00:11:41: Washington DC We are a real estate investment and development
00:11:41 --> 00:11:46: firm that focuses on creating extraordinary places for extraordinary people.
00:11:47 --> 00:11:52: Our current multifamily portfolio includes communities throughout DC, Maryland, Virginia
00:11:53 --> 00:11:56: and most recently Atlanta. We have a focus on attainable
00:11:56 --> 00:12:01: housing, ensuring that we combine our social responsibility with our
00:12:01 --> 00:12:03: sound economic development.
00:12:04 --> 00:12:07: When it comes to ESG in our company, we believe
00:12:07 --> 00:12:12: that DEI, sustainability, health and Wellness are all vital building
00:12:12 --> 00:12:13: blocks of prosperity.
00:12:14 --> 00:12:17: Our dedication to being a catalyst of positive change is
00:12:17 --> 00:12:21: reflected in our companies EG Committee, otherwise known as the

00:12:21 --> 00:12:22:	Green Team.
00:12:23 --> 00:12:27:	This team combines our company's core service and leadership groups
00:12:27 --> 00:12:30:	and we are responsible for ensuring that our SG policies
00:12:30 --> 00:12:34:	are embedded in the work throughout our growing portfolio and
00:12:34 --> 00:12:36:	in our day-to-day operations.
00:12:37 --> 00:12:41:	Our main focus for our companies Green Team. I am
00:12:41 --> 00:12:45:	the social officer and I am committed to dismantling barriers
00:12:46 --> 00:12:51:	that are often encountered by attainable housing, communities and residents.
00:12:51 --> 00:12:53:	By doing so, we have.
00:12:54 --> 00:12:57:	Impacts categories that could be seen on the right hand
00:12:57 --> 00:13:00:	side of the slide and they act as an umbrella
00:13:00 --> 00:13:04:	to more specific and intentional service areas that support the
00:13:04 --> 00:13:08:	social, physical and health mental well-being, financial well-being and mental
00:13:08 --> 00:13:12:	well-being of our residents. The dedication that we have across
00:13:12 --> 00:13:17:	these impacts categories speaks to the underserved communities and our
00:13:17 --> 00:13:20:	firm's core values. If there is more to learn about
00:13:20 --> 00:13:23:	our company or if you would like to download our
00:13:23 --> 00:13:24:	SG policy, you.
00:13:24 --> 00:13:26:	Can visit the link provided or contact me or my
00:13:26 --> 00:13:28:	colleague Tony and directly.
00:13:29 --> 00:13:31:	We can go to the next slide to speak about
00:13:31 --> 00:13:35:	our wonderful partnership with the Zuzu in conjunction with our
00:13:35 --> 00:13:39:	investment partners at Nuveen. Isuzu has been implemented at ten
00:13:39 --> 00:13:44:	of our attainable housing properties across our portfolio. This program
00:13:44 --> 00:13:48:	allows our residents to build their credit scores and achieve
00:13:48 --> 00:13:52:	positive financial health by reporting on time rental payments. For
00:13:52 --> 00:13:56:	those who may be faced with financial challenges, Isuzu offers
00:13:56 --> 00:13:59:	residents and opportunity to access rent relief funds.
00:13:59 --> 00:14:03:	By providing them with interest free loans to better understand
00:14:03 --> 00:14:06:	the impact felt across our portfolio, I'll turn it back
00:14:06 --> 00:14:09:	over to our friends at Isuzu to dive deeper into
00:14:09 --> 00:14:11:	the data that is provided on the slide.

00:14:12 --> 00:14:17: Thank you so much, Melissa. We are extraordinarily grateful for

00:14:17 --> 00:14:21: our partnership which are Lynch and just the impact that

00:14:21 --> 00:14:24: they have through Melissa and Tony Ann and the entire

00:14:24 --> 00:14:28: company. So through this partnership that we have together as

00:14:29 --> 00:14:32: mentioned with Nuveen as a partner, we are serving over

00:14:32 --> 00:14:36: 1500 units, nearly 2000 people. And what we're seeing is

00:14:36 --> 00:14:40: that from people are truly moving this chart at the

00:14:40 --> 00:14:43: bottom, they're moving from poor credit scores.

00:14:43 --> 00:14:47: Into good and excellent. So not only are we helping

00:14:47 --> 00:14:51: renters unlock capital be able to increase their credit score,

00:14:51 --> 00:14:57: but really creating opportunities for healthier, happier lives. And additionally,

00:14:57 --> 00:15:01: through our rent relief, we have been able to prevent

00:15:01 --> 00:15:06: 52 evictions serving with over $120,000 specifically to these renters

00:15:06 --> 00:15:10: highlighted above. So thank you so much for listening and

00:15:10 --> 00:15:14: if you have any questions, please feel free to reach

00:15:14 --> 00:15:14: out to the.

00:15:14 --> 00:15:17: Access, Melissa and our team. We would love to hear

00:15:17 --> 00:15:18: from you.

00:15:21 --> 00:15:24: Great, thank you. It is so amazing to hear about

00:15:24 --> 00:15:26: all the impacts that you all have had and I'm

00:15:26 --> 00:15:29: sure that will be increasing in the in the future.

00:15:29 --> 00:15:32: So right now we'll hold all questions for that first

00:15:32 --> 00:15:36: presentation and we'll move right into investing in sustainability with

00:15:37 --> 00:15:37: John and John.

00:15:39 --> 00:15:43: Good afternoon. Thanks very much. And and I'm, I'm blown

00:15:43 --> 00:15:46: away by the presentation that preceded us. So we'll try

00:15:46 --> 00:15:49: and hold up to a very high standard. Thank you

00:15:49 --> 00:15:52: all for that presentation. I was really riveted by it.

00:15:53 --> 00:15:56: And then absolutely, absolutely going to reach out and learn

00:15:56 --> 00:16:00: more. So my name is John Mcnicholl. I'm the President

00:16:00 --> 00:16:04: and CEO of the Pennsylvania Convention Center Authority located here

00:16:04 --> 00:16:08: in Philadelphia, in the heart of Philadelphia, the heart of

00:16:08 --> 00:16:09: the NFC Championship.

00:16:09 --> 00:16:13: Without the Eagles. I apologize to folks from other towns,

00:16:13 --> 00:16:16: but we don't get to brag very much, so we're

00:16:16 --> 00:16:19: going to brag about that. I John, do you want

00:16:19 --> 00:16:20: to say hello real?

00:16:20 --> 00:16:24: Fast hi, I'm John kovach. I have responsibility for our
00:16:24 --> 00:16:29: energy and performance services business, for Siemens, for the American
00:16:29 --> 00:16:29: zone. So.
00:16:30 --> 00:16:33: So we can advance to the next slide where I'll
00:16:33 --> 00:16:37: just talk briefly about the Pennsylvania Convention Center at the
00:16:37 --> 00:16:39: facility itself and how it's structured. We're a.
00:16:39 --> 00:16:44: Taxpayer funded to Pennsylvania Convention Center is owned by the
00:16:44 --> 00:16:48: PAX Taxpayers of the Commonwealth of Pennsylvania. We're one of
00:16:48 --> 00:16:52: the largest convention centers in the Northeast corridor of the
00:16:52 --> 00:16:56: United States. We welcome a little over 1,000,000 people a
00:16:56 --> 00:17:00: year attending conferences and conventions here at our center. We
00:17:00 --> 00:17:04: are located in the heart of Center City, which makes
00:17:04 --> 00:17:07: it somewhat unique. We occupy about five as city square
00:17:08 --> 00:17:10: blocks right down in downtown.
00:17:10 --> 00:17:13: Center City Philadelphia about a block away from City Hall
00:17:13 --> 00:17:17: which is fairly unique for a building of our size
00:17:17 --> 00:17:20: and the Convention Center that the building itself is about
00:17:21 --> 00:17:24: 2,000,000 square feet of which about 60% of it is
00:17:24 --> 00:17:28: sellable space to our customers. So substantial size of facility
00:17:28 --> 00:17:31: with a lot of moving parts and mechanicals. But more
00:17:31 --> 00:17:36: importantly we're really consider ourselves to be an economic engine
00:17:36 --> 00:17:40: which drives the entire hospitality industry here in our great
00:17:40 --> 00:17:41: city of.
00:17:41 --> 00:17:45: Philadelphia, the Convention Center's job is to bring people here
00:17:45 --> 00:17:50: from international destinations domestically, regionally and then to stay in
00:17:50 --> 00:17:54: our hotels and use our restaurants and enjoy our historic
00:17:54 --> 00:17:58: Philadelphia and our museums and the arts and culture in
00:17:58 --> 00:18:02: the city. And then that drives the economy to the
00:18:02 --> 00:18:06: tune of about $750,000,000 a year in economic impact. So
00:18:06 --> 00:18:09: we're a major player in our local and regional economy,
00:18:10 --> 00:18:11: in fact, hospitality.
00:18:11 --> 00:18:15: Travel and tourism, but hospitality specific jobs really are the
00:18:15 --> 00:18:19: number 2 employer now in our region only to healthcare
00:18:19 --> 00:18:23: and education. So we are a significant player. And it's
00:18:23 --> 00:18:27: also important probably to note that times have changed in
00:18:27 --> 00:18:30: our industry. We'll talk a little bit about the some

00:18:30 --> 00:18:33: of the impacts of the pandemic and what it's had
00:18:34 --> 00:18:37: on the travel and tourism industry, but I dare say
00:18:37 --> 00:18:41: that there's been no industry that was impacted more significantly.
00:18:42 --> 00:18:45: And had a greater lasting effect in terms of the
00:18:45 --> 00:18:48: recovery curve than the pandemic did on on our industry.
00:18:48 --> 00:18:52: So coming out of the pandemic we realized that we
00:18:52 --> 00:18:55: were going to be in a very competitive environment and
00:18:55 --> 00:18:59: and needed to keep pace with that. So the Pennsylvania
00:18:59 --> 00:19:03: Convention Center as I said, it's a taxpayer funded organization,
00:19:03 --> 00:19:07: we're a pseudo governmental authority, but our charge comes not
00:19:07 --> 00:19:10: only from our Board of Directors but also from our
00:19:10 --> 00:19:12: city and it comes from.
00:19:12 --> 00:19:15: Our state as well. So the commitment that I'm going
00:19:15 --> 00:19:18: to talk about today to sustainability and the efforts that
00:19:18 --> 00:19:22: we've taken to make the facility great, really our top
00:19:22 --> 00:19:24: down to us and then we hope that we'll be
00:19:24 --> 00:19:28: done here at the Convention Center drives additional investment and
00:19:28 --> 00:19:32: dedication and commitment to the same principles and the same
00:19:32 --> 00:19:35: culture that we've tried to adopt here at the Pennsylvania
00:19:35 --> 00:19:38: Convention Center. If you can move to the next slide
00:19:38 --> 00:19:41: that's great. So our goal was really in in all
00:19:41 --> 00:19:42: of this was to.
00:19:42 --> 00:19:46: Improve obviously the facility operations that deal with that as
00:19:46 --> 00:19:49: best we could to get as many guaranteed savings in
00:19:49 --> 00:19:53: place as we could from the capital investments that we
00:19:53 --> 00:19:56: intended to make. But to really focus on the customer
00:19:56 --> 00:20:00: experience, whether they be our employees, whether they be visitors
00:20:00 --> 00:20:04: to the center, keep it as safe, comfortable environment for
00:20:04 --> 00:20:08: folks and a very positive experience throughout. Part of our
00:20:08 --> 00:20:12: commitment is not only to sustainability, but will also touch
00:20:12 --> 00:20:12: on the DI.
00:20:13 --> 00:20:16: Component in the fact that we are fully committed and
00:20:17 --> 00:20:21: have been in 2011, we expanded the Convention Center. It
00:20:21 --> 00:20:25: was originally built in 1993 and then we virtually doubled
00:20:25 --> 00:20:28: the size of it in 2011. And we set records
00:20:28 --> 00:20:33: for WM DBE participation on just the construction portion of
00:20:33 --> 00:20:37: that project. It was $789 million project, the largest public

00:20:37 --> 00:20:42: works project in the history of the Commonwealth of Pennsylvania
00:20:42 --> 00:20:43: at the time.
00:20:43 --> 00:20:47: And it achieved record numbers and that minority participation on
00:20:47 --> 00:20:50: the actual construction, which isn't as as many of you
00:20:50 --> 00:20:53: will appreciate, it's not an easy thing entirely to do
00:20:53 --> 00:20:56: because you really have to do a lot of very
00:20:56 --> 00:20:59: aggressive outreach and we and we had a great program
00:20:59 --> 00:21:02: in place and we're very happy with the results that
00:21:02 --> 00:21:05: we achieved. And then of course we want to position
00:21:05 --> 00:21:09: the Convention Center at the forefront of the hospitality industry
00:21:09 --> 00:21:12: so we can drive a lot of our local partners
00:21:12 --> 00:21:13: like our hoteliers and our.
00:21:13 --> 00:21:17: Restaurant and lodging folks to follow suit and do what
00:21:17 --> 00:21:21: we had done in those areas. So let's Fast forward
00:21:21 --> 00:21:24: to trying to be respectful of time and.
00:21:25 --> 00:21:27: Might only because I'm so passionate about so many of
00:21:28 --> 00:21:30: these issues, I could talk well beyond our allotted 10
00:21:30 --> 00:21:30: minutes.
00:21:32 --> 00:21:35: We have an obligation to put forth A5 year capital
00:21:35 --> 00:21:39: budget plan. And so every year we're refreshing that plan,
00:21:39 --> 00:21:43: looking at the facility and trying to accomplish what we
00:21:43 --> 00:21:47: can accomplish. My budget rolls up to the Budget Secretary
00:21:47 --> 00:21:50: and Harrisburg, PA, our state capital. So every year that's
00:21:50 --> 00:21:54: being reviewed and I'd like to believe that we've done
00:21:54 --> 00:21:57: a good job of fiscally managing the authority here and
00:21:58 --> 00:22:01: we had accrued some capital reserves enough that we were
00:22:01 --> 00:22:03: able to take a good hard look at.
00:22:04 --> 00:22:09: Accelerating some of our sustainability efforts with really major capital
00:22:09 --> 00:22:12: investment. So back in 2016 to 2018 we started mapping
00:22:12 --> 00:22:16: out against that five year plan what are some of
00:22:16 --> 00:22:20: the really substantial meaningful things that we can do to
00:22:20 --> 00:22:23: attack the the issues and some of the challenges we
00:22:24 --> 00:22:28: have on the operating side through smart and strategic capital
00:22:28 --> 00:22:31: investment. And so we went out for a RFQ at
00:22:31 --> 00:22:34: first and then we issued a subsequent.
00:22:34 --> 00:22:36: RFP and we asked for an ESCO to come in
00:22:36 --> 00:22:39: and take a look at our facility with us to
00:22:39 --> 00:22:43: do the engineering studies. And the successful bidder in that

00:22:43 --> 00:22:46: process was no stranger to us because Siemens as a
00:22:46 --> 00:22:50: company has been with the Convention Center authority since 1993
00:22:50 --> 00:22:54: since the building opened doing a lot of our building
00:22:54 --> 00:22:57: automation systems. Though, John, do you want to talk a
00:22:58 --> 00:23:02: little bit about that engagement because you were the successful
00:23:02 --> 00:23:02: bidder.
00:23:02 --> 00:23:03: On our face.
00:23:04 --> 00:23:07: Thanks John. And and as John said, you know we've
00:23:07 --> 00:23:10: been uh a partner with uh with the Convention Center
00:23:10 --> 00:23:13: since 93, so go on 30 years now, right John.
00:23:13 --> 00:23:16: And one of the things that I know was important
00:23:16 --> 00:23:19: to to the team there is that they were able
00:23:19 --> 00:23:24: to to really aggressively go after savings through the implementation
00:23:24 --> 00:23:28: of these various facility improvement measures, right. And and so
00:23:28 --> 00:23:32: really competitive pricing model with really no change order policy
00:23:32 --> 00:23:35: and and not a shared savings approach.
00:23:35 --> 00:23:39: But but maximizing the amount of savings that they could
00:23:39 --> 00:23:41: get and and take it at the center. And then
00:23:42 --> 00:23:46: another important piece was that we're both of our organizations
00:23:46 --> 00:23:49: are really perfectly aligned on you know minority women in
00:23:50 --> 00:23:54: the disability business engagement and participation. We even had numerous
00:23:54 --> 00:23:58: MW DBE events at the Convention Center to help drive
00:23:58 --> 00:24:02: that engagement locally as John mentioned before is something that
00:24:02 --> 00:24:03: that they're very.
00:24:04 --> 00:24:07: Passion about we share that passion and and really trying
00:24:07 --> 00:24:09: to increase the engagement not only the community but also
00:24:09 --> 00:24:12: participation on these projects. And then finally we were selected
00:24:13 --> 00:24:15: to do an investment grade audit of the entire facility
00:24:15 --> 00:24:17: and we conducted that in 2018. So thanks John.
00:24:18 --> 00:24:21: Yeah. And they did a great job with that and
00:24:21 --> 00:24:24: we did. We discovered a lot about ourselves. But the,
00:24:24 --> 00:24:27: the strength of the partnership leading up to that time
00:24:27 --> 00:24:30: gave us great comfort to. And my board of directors,
00:24:30 --> 00:24:33: led by Dave Master here in the city, get great
00:24:33 --> 00:24:37: comfort to understand that, you know, this was a partnership

00:24:37 --> 00:24:40:	that could last well into what are going to be
00:24:40 --> 00:24:42:	3 phases. We're going to talk about now in the
00:24:43 --> 00:24:45:	next slide, if you don't mind. So we really broke
00:24:46 --> 00:24:48:	the because of some financial constraints.
00:24:49 --> 00:24:53:	These are big projects. There's large scope involved. John, do
00:24:53 --> 00:24:57:	you remember exactly how many ECM's we had? I think
00:24:57 --> 00:24:59:	there was at least 15 or 20.
00:24:59 --> 00:25:01:	Yeah, I think it was, it was getting close to
00:25:01 --> 00:25:02:	20, right, John?
00:25:02 --> 00:25:05:	So, yeah, yeah, I think it was. And in that
00:25:05 --> 00:25:09:	first there's a ECM's or the energy conservation measures, the
00:25:09 --> 00:25:14:	specific deliverables under the ESCO agreement with Siemens and that
00:25:14 --> 00:25:17:	was phase one, you could call it low hanging fruit,
00:25:17 --> 00:25:19:	but it had a $15 million.
00:25:19 --> 00:25:22:	Price tag on it and over the course of the
00:25:22 --> 00:25:26:	year or the 20 year life of that, the project
00:25:26 --> 00:25:30:	scope, we imagine it will be recovering at least $14
00:25:30 --> 00:25:34:	million just in energy savings. Just in the savings from
00:25:34 --> 00:25:37:	the things that we did like LED lighting and it
00:25:38 --> 00:25:42:	in a building of this size 2,000,000 square feet. I'm
00:25:42 --> 00:25:46:	talking about like 500 large incandescent fixtures that got all
00:25:46 --> 00:25:49:	swapped out for LED's and then LED.
00:25:49 --> 00:25:54:	Throughout the building central plant interconnection, I mentioned that we
00:25:54 --> 00:25:57:	had two phases of construction. So we tied the East
00:25:58 --> 00:26:01:	and West ends of the building in the central Plains
00:26:01 --> 00:26:05:	together. We did AVAV system upgrades. So we were getting
00:26:05 --> 00:26:08:	much more efficiency out of that. We just a lot
00:26:08 --> 00:26:11:	of duct cleaning, but at the end of the day
00:26:11 --> 00:26:15:	that $15 million investment that we funded through capital reserves
00:26:15 --> 00:26:19:	we didn't need any financing for was going to realize
00:26:19 --> 00:26:19:	about 14.
00:26:19 --> 00:26:23:	$1,000,000 in in just the energy savings. That doesn't count
00:26:23 --> 00:26:27:	what we expect to receive back in terms of operational
00:26:27 --> 00:26:31:	savings because we'll get extended life. Of course LED's last
00:26:31 --> 00:26:35:	much longer than traditional lighting and and the like and
00:26:35 --> 00:26:40:	we're going to get through greater building automation system controls
00:26:40 --> 00:26:43:	of all of our systems where we're going to realize

00:26:43 --> 00:26:47: much more operational savings on the maintenance side as well.
00:26:47 --> 00:26:49: So that was basically phase one.
00:26:49 --> 00:26:53: Uh, a VSCO that was done in 2019, then the
00:26:53 --> 00:26:56: pandemic hits and at that point in time around 2020
00:26:57 --> 00:27:00: through 2022, we launched into phase two. But we had
00:27:00 --> 00:27:05: spent a significant amount of taxpayer dollars and a lot
00:27:05 --> 00:27:08: of our reserves and our industry shut down. So we
00:27:08 --> 00:27:12: literally had went almost to a baseline AT0 in terms
00:27:12 --> 00:27:16: of actual revenue coming in to the to the center
00:27:16 --> 00:27:20: to fuel our capital program. So we turned to our
00:27:20 --> 00:27:20: friends.
00:27:20 --> 00:27:24: Siemens and they were able to produce for us it's
00:27:24 --> 00:27:28: $7 million chance of funding for phase two and phase
00:27:28 --> 00:27:32: two was all COVID related, all health and safety related.
00:27:32 --> 00:27:36: So we did some very interesting things driven by in-depth
00:27:36 --> 00:27:40: research and a lot of consulting input. And we put
00:27:40 --> 00:27:44: in things like bipolar ionization to R&R handler systems, additional
00:27:44 --> 00:27:48: V upgrades. We did some additional duct cleaning, we did
00:27:49 --> 00:27:51: escalator and rail sanitization.
00:27:51 --> 00:27:55: Units in every escalator in the building, so ultraviolet light
00:27:55 --> 00:27:59: constantly sanitizing those units. But John talked about the offer
00:27:59 --> 00:28:01: that Siemens gave to us. Please.
00:28:03 --> 00:28:07: You know when um COVID-19 really challenging time and particularly
00:28:07 --> 00:28:11: in the Convention Center, but it did yield some unprecedented
00:28:12 --> 00:28:16: financing opportunities and we recognize together with with PEN that
00:28:16 --> 00:28:20: that's that historically low environment we take advantage of. So
00:28:20 --> 00:28:24: we were it gave us an opportunity to finance the
00:28:24 --> 00:28:27: debt at at really great levels from an interest rate.
00:28:27 --> 00:28:31: So we worked really closely with various financiers and Siemens
00:28:31 --> 00:28:33: actually has a Siemens.
00:28:33 --> 00:28:37: Financial Services is a separate entity that provides financing and
00:28:37 --> 00:28:41: we locked in a 10 year municipal lease at interest
00:28:41 --> 00:28:44: rates you know South of 2.5%. So it worked out
00:28:44 --> 00:28:47: really well. We were able to to provide the capital
00:28:47 --> 00:28:51: as needed to to do these these facility improvement

measures.

00:28:51 --> 00:28:54: So worked out well for everybody I think John.

00:28:55 --> 00:28:58: Indeed it did indeed. So Fast forward to where we

00:28:58 --> 00:29:02: are today. We're about to launch a third we're we're

00:29:02 --> 00:29:03: nearly buttoned up.

00:29:03 --> 00:29:06: I think we we've already got through most of our

00:29:06 --> 00:29:09: checklists on phase two and all the work that have

00:29:09 --> 00:29:12: been done there. So we took full advantage of the

00:29:12 --> 00:29:16: downtime during the pandemic pandemic to implement phase two. That

00:29:16 --> 00:29:19: did a lot for a spree decor here. It kept

00:29:19 --> 00:29:22: a lot of our workforce active and engaged and employed

00:29:22 --> 00:29:25: during that time. So it was not only strategic for

00:29:25 --> 00:29:28: the building and sustainability but it also sustained a lot

00:29:28 --> 00:29:32: of employment and and jobs related to the center. So

00:29:32 --> 00:29:34: now this spring coming up we are going to launch.

00:29:35 --> 00:29:37: Page 3 and phase three is going to be about

00:29:37 --> 00:29:41: more efficiencies and you know we're we're really excited to

00:29:41 --> 00:29:44: launch into that. I'll be about another $7 million process.

00:29:44 --> 00:29:47: I'm going to accelerate here for you to go to

00:29:47 --> 00:29:48: the next slide.

00:29:49 --> 00:29:52: I just wanted to make you know that that there

00:29:52 --> 00:29:56: was a major survey done by Convention Center Trade Association

00:29:56 --> 00:30:00: and sustainability ranks right at the top along with DEI

00:30:00 --> 00:30:04: efforts among the most important issues for meeting planners, our

00:30:04 --> 00:30:05: customer's next slide.

00:30:06 --> 00:30:10: Thank you. This is just one natural products. They received

00:30:10 --> 00:30:14: a platinum certification for the first trade show to achieve

00:30:14 --> 00:30:18: their event Industry Council sustainability event standards. It happened here

00:30:18 --> 00:30:21: at the Convention Center and they got full credit for

00:30:22 --> 00:30:24: the work we had done in the facility to get

00:30:24 --> 00:30:27: to that point. And you can see some of the

00:30:27 --> 00:30:30: other nice notables from that conference. Thank you.

00:30:31 --> 00:30:34: And with that, we'll look forward to answering any questions

00:30:34 --> 00:30:36: at the end. I'm sorry that we ran a little

00:30:36 --> 00:30:38: long on you, but as you can tell, this is

00:30:38 --> 00:30:40: very important to us. Thank you.

00:30:41 --> 00:30:43: Thank you so much for presenting that is it's great

00:30:43 --> 00:30:46: to see hear the progress that you've made and looking

00:30:46 --> 00:30:49: forward to hearing about phase three and certainly looking

forward
00:30:49 --> 00:30:52: to hearing you about how occupants of the of the
00:30:52 --> 00:30:55: buildings respond to all the measures that you've implemented. So
00:30:55 --> 00:30:58: looking forward to to see what you all have in
00:30:58 --> 00:31:00: the future as well. So now I will I will
00:31:00 --> 00:31:02: pass it on to our last presentation.
00:31:05 --> 00:31:08: Good afternoon everyone and thank you to you online for
00:31:08 --> 00:31:09: hosting this webinar.
00:31:10 --> 00:31:13: On behalf of Transparent Energy, we're really excited to share
00:31:13 --> 00:31:16: the innovation we're bringing to the real estate market.
00:31:19 --> 00:31:22: So a little bit about our firm. We were founded
00:31:22 --> 00:31:26: in 2009 and since then we've served over 2000 customers.
00:31:28 --> 00:31:32: In terms of procurement, over 15 terawatt hours have been
00:31:32 --> 00:31:36: procured. And most notably, we're really proud of the fact
00:31:36 --> 00:31:40: that we've done more than 3.5 million Rex procured. Actually,
00:31:41 --> 00:31:44: we just checked today and it's more like 4.6 million
00:31:44 --> 00:31:49: Rex procured. So really excited about renewable energy credits.
00:31:50 --> 00:31:55: Over $2 billion have been spent near our online platform
00:31:55 --> 00:31:59: and that's resulted in in about 120 million U.S. dollars
00:31:59 --> 00:32:03: in budget savings. So really proud of that.
00:32:03 --> 00:32:06: You know what we do is we take our best
00:32:07 --> 00:32:12: in class processes, our in-house expertise and our proprietary technology
00:32:12 --> 00:32:17: to take the complexity out of procurement power and off-site
00:32:17 --> 00:32:18: sustainability.
00:32:20 --> 00:32:24: Our mission is really to help real estate operators source
00:32:24 --> 00:32:28: the most cost effective off-site renewable solutions to help accelerate
00:32:28 --> 00:32:30: the green transition.
00:32:31 --> 00:32:32: For a more sustainable future.
00:32:36 --> 00:32:39: So just the levels that electricity really is a local
00:32:39 --> 00:32:42: market and from what you can see in this map,
00:32:42 --> 00:32:45: you can see that it varies state by state, commodity
00:32:46 --> 00:32:46: by commodity.
00:32:47 --> 00:32:51: And when we think about a strategy that employs renewables
00:32:51 --> 00:32:54: with the fact that the markets are varied state by
00:32:54 --> 00:32:58: state, we have to think about national versus regional.
00:32:58 --> 00:33:03: So for example, Green E national Rex renewable energy credits,
00:33:03 --> 00:33:09: they're available by national suppliers offering bundled and unbundled across

00:33:09 --> 00:33:10: the US.
00:33:11 --> 00:33:15: As well, virtual power purchase agreements known as VPN's are
00:33:15 --> 00:33:17: also offered across all the states.
00:33:21 --> 00:33:22: Next slide, please.
00:33:24 --> 00:33:28: So green energy can be a complex process and where
00:33:28 --> 00:33:32: that process starts really is with the commitment all of
00:33:32 --> 00:33:35: you have made on this call to reduce the carbon
00:33:35 --> 00:33:39: building values. So if you find this slide confusing, that's
00:33:39 --> 00:33:42: what it's meant to be because the process can be
00:33:42 --> 00:33:46: confusing. It can be crowded, it's complex. There are things
00:33:46 --> 00:33:50: like on site solar and on-site generation that are point
00:33:50 --> 00:33:54: solutions that you could consider. You certainly have to organize.
00:33:55 --> 00:33:59: Fly contracts and employ racks and then perhaps you look
00:33:59 --> 00:34:02: at battery storage or VPA or ABR. There's a lot
00:34:02 --> 00:34:06: of complexity and sometimes what we find is it can
00:34:06 --> 00:34:10: lead to data paralysis and unfortunately, hesitation.
00:34:11 --> 00:34:13: And what we don't want it to do is lead
00:34:13 --> 00:34:16: to increased cost and increased risk.
00:34:18 --> 00:34:19: Next slide, please.
00:34:20 --> 00:34:23: So we believe that transparent energy can be a green
00:34:23 --> 00:34:28: accelerator for off-site renewables. We think the statement walk before
00:34:28 --> 00:34:31: you run is really, really a good mission, a good
00:34:31 --> 00:34:34: mantra rather to live by. And so we suggest following
00:34:35 --> 00:34:37: our road map sequence for success.
00:34:37 --> 00:34:42: There's definitely several good strategies along the way to VPA.
00:34:42 --> 00:34:45: You don't have to jump to the end of the
00:34:45 --> 00:34:48: story and and go straight to the EPA. We think
00:34:48 --> 00:34:52: there are three stages. Stage one is partnering with the
00:34:52 --> 00:34:55: client and and what that means is we bring the
00:34:55 --> 00:34:59: road map to life and there's immediate solutions that can
00:34:59 --> 00:35:00: be employed.
00:35:01 --> 00:35:06: Stage two is defining best practice processes and using technology
00:35:06 --> 00:35:10: to make the data efficient to manage the contracts. And
00:35:10 --> 00:35:15: we have a proprietary mind digital auction that helps make
00:35:15 --> 00:35:16: it cost effective.
00:35:18 --> 00:35:22: Stage three is enhanced offsite renewables and while we're working
00:35:22 --> 00:35:25: on stage one and two, we are positioning ourselves for

00:35:25 --> 00:35:29: asset backed renewables and virtual power purchase agreements. So all

00:35:29 --> 00:35:33: of these stages are important, but they're like building blocks

00:35:33 --> 00:35:34: one after the other.

00:35:35 --> 00:35:37: On the right side you can see there's a QR

00:35:37 --> 00:35:41: code and when you receive this presentation we invite you

00:35:41 --> 00:35:43: to go and look at the buyers guide.

00:35:43 --> 00:35:47: We collaborated last year with you online and put together

00:35:47 --> 00:35:49: an off site renewable energy buyers guide.

00:35:50 --> 00:35:53: And it's basically your encyclopedia, your Google for all things

00:35:53 --> 00:35:55: off site. A lot of good information.

00:36:00 --> 00:36:03: And so just like there is stages in the process,

00:36:03 --> 00:36:07: there's a sequence for the products. We believe that begins

00:36:07 --> 00:36:12: with efficient renewable purchasing with Rex. These are the most

00:36:12 --> 00:36:15: established products. They provide annual offsets.

00:36:16 --> 00:36:20: We think it then moves to integrating asset backed renewables

00:36:20 --> 00:36:21: ABR.

00:36:21 --> 00:36:26: These are actually slices of a power purchase agreement that

00:36:26 --> 00:36:31: are combined into the supply contract from existing renewable assets,

00:36:31 --> 00:36:35: and these projects can be tied directly to the supply,

00:36:35 --> 00:36:39: showing the actual wind or solar energy that is being

00:36:39 --> 00:36:42: procured and supplied for your buildings.

00:36:44 --> 00:36:48: And then lastly, we think planning for virtual power purchase

00:36:48 --> 00:36:51: agreements is the last part of the sequence. They're project

00:36:51 --> 00:36:52: specific.

00:36:53 --> 00:36:54: They could be financially settled.

00:36:55 --> 00:36:58: And there's a lot of complexity there, so it takes

00:36:59 --> 00:37:02: time to make sure that the budget risk that it

00:37:02 --> 00:37:04: can introduce is managed properly.

00:37:05 --> 00:37:08: So I did want to distinguish between on site versus

00:37:08 --> 00:37:09: off site.

00:37:10 --> 00:37:13: At the top or the off-site solutions and that's really

00:37:13 --> 00:37:14: our focus.

00:37:15 --> 00:37:17: At the bottom of the slide or the on site

00:37:17 --> 00:37:21: solutions like on site solar and battery storage and they

00:37:21 --> 00:37:24: have their pros and cons as well. And there are

00:37:24 --> 00:37:27: a lot of good partners within the UI organization that

00:37:27 --> 00:37:30: can help with that. We think they complement each other.

00:37:30 --> 00:37:34: We certainly don't think they're mutually exclusive and all of
00:37:34 --> 00:37:38: these solutions should be considered in the ecosystem and they
00:37:38 --> 00:37:39: should be sequenced.
00:37:41 --> 00:37:44: From a start to intermediate stage into a more advanced
00:37:44 --> 00:37:44: stage.
00:37:46 --> 00:37:47: Next slide, please.
00:37:48 --> 00:37:52: So we've talked about a process, we've talked about a
00:37:52 --> 00:37:56: sequence of products and solutions, but the goal really is
00:37:56 --> 00:38:00: to have outcomes, milestones. We we hear oftentimes about Rd.
00:38:00 --> 00:38:04: maps, sustainability, Rd. maps, renewable procurement, Rd. maps.
00:38:05 --> 00:38:08: And along the way to the finish line.
00:38:09 --> 00:38:13: Every organization wants to show progress, wants to show achievements
00:38:13 --> 00:38:16: to their board of directors, to their managers, to their
00:38:16 --> 00:38:20: customers, to the community, to stakeholders. So although net zero
00:38:20 --> 00:38:23: targets might be 10 or 20 years away, we certainly
00:38:24 --> 00:38:27: don't want to wait to show progress along the journey.
00:38:28 --> 00:38:31: We believe that using the process we just described will
00:38:31 --> 00:38:34: allow milestones one through 4.
00:38:34 --> 00:38:39: So that there is efficient and cost effective solutions along
00:38:39 --> 00:38:39: the way.
00:38:40 --> 00:38:44: The first one is really just organizing procurement and that
00:38:44 --> 00:38:48: sounds easy, but as a lot of you know it's
00:38:48 --> 00:38:53: terribly time-consuming. Portfolios of buildings that have 1020, a 100
00:38:53 --> 00:38:58: or more buildings with individual contracts for supply means that
00:38:58 --> 00:39:03: managing this list with different contract end dates, different volumes,
00:39:03 --> 00:39:05: different decision makers.
00:39:06 --> 00:39:10: It's a real challenge and so getting through that first
00:39:10 --> 00:39:13: milestone is the foundation for doing the next three things.
00:39:14 --> 00:39:18: And in a moment, we'll talk about bundled rec options,
00:39:18 --> 00:39:21: but Green E National renewable energy credits.
00:39:22 --> 00:39:25: Are the first phase the first milestone that can be
00:39:25 --> 00:39:28: achieved in showing progress towards decarbonization?
00:39:29 --> 00:39:33: Asset backed renewable contracts are probably the next and what
00:39:33 --> 00:39:35: they do is they replace brown power.
00:39:36 --> 00:39:38: With existing local green power.

00:39:40 --> 00:39:43: And then the most complex, but certainly the most exciting
00:39:43 --> 00:39:48: is the virtual power purchase agreement. They cover the entire
00:39:48 --> 00:39:50: portfolio with additional green power.
00:39:52 --> 00:39:53: Next slide, please.
00:39:55 --> 00:39:58: I'd like to turn the conversation over to to David
00:39:58 --> 00:40:02: and he's going to introduce and reintroduce Michael at McKesson
00:40:02 --> 00:40:06: to share the client partner experience that we've had recently.
00:40:12 --> 00:40:13: Thank you very much.
00:40:15 --> 00:40:16: Well, said Jeremy and I, a man who needs no
00:40:16 --> 00:40:19: introduction. But I'll do it again anyway. Michael Ashworth.
00:40:19 --> 00:40:23: Is with McKesson based based over in Dallas, he's a
00:40:23 --> 00:40:26: client of ours. He's currently serving as the director of
00:40:26 --> 00:40:30: Sourcing real estate facilities and DC operations. I've had the
00:40:30 --> 00:40:34: pleasure of working with Mr. Ashworth for gosh, five years
00:40:34 --> 00:40:38: now with his previous placement employment also a large global
00:40:38 --> 00:40:42: corporation now with the McKesson team. We've really made strides
00:40:42 --> 00:40:45: in addressing some of the some of the near term
00:40:45 --> 00:40:49: goals of sustainability, but also looking at the the long
00:40:49 --> 00:40:50: term framework.
00:40:50 --> 00:40:53: Or for some of the green strategy behind behind this
00:40:53 --> 00:40:56: organization. So Michael, if you just want to touch briefly
00:40:56 --> 00:40:59: on some of these, some of these metrics here.
00:41:01 --> 00:41:01: Be grateful.
00:41:03 --> 00:41:06: Yeah, sure. So thank you David. So you know we
00:41:06 --> 00:41:09: have 76,000 employees globally and as you see we have
00:41:09 --> 00:41:12: roughly around 32 million square feet. So you can imagine
00:41:12 --> 00:41:15: you know when we talk about utilities and ESG, it's
00:41:16 --> 00:41:18: a large part of who we are and what we
00:41:18 --> 00:41:21: do as an organization and where we want to go
00:41:21 --> 00:41:23: to be a a better steward for our communities in
00:41:23 --> 00:41:27: which we serve and being in the healthcare industry that
00:41:27 --> 00:41:30: we are also making sure that we're we're doing our
00:41:30 --> 00:41:33: part there as well. One of the things that I'll
00:41:33 --> 00:41:34: say about the.
00:41:34 --> 00:41:37: Transparent energy and using them in the past few years
00:41:37 --> 00:41:40: and only just being here at McKesson, but in my
00:41:40 --> 00:41:44: previous roles their their platform is extremely easy to use.
00:41:44 --> 00:41:47: You know, going through reverse options makes a whole lot

00:41:47 --> 00:41:51: of sense and using a commodity type environment like electricity,
00:41:51 --> 00:41:54: it's it's easy to use, it's fast. I mean the
00:41:54 --> 00:41:57: the process is usually done in about 30 minutes. The
00:41:57 --> 00:42:00: suppliers like it because they can also go in there
00:42:00 --> 00:42:03: and see where they actually stand along the way and
00:42:03 --> 00:42:05: see how they can become.
00:42:05 --> 00:42:08: Competitive even throughout the life of an agreement as well.
00:42:08 --> 00:42:11: And then the other thing is that's nice is the
00:42:11 --> 00:42:15: contracts are actually completed within you know usually within 24
00:42:15 --> 00:42:18: hours time. So it truly this thing goes extremely fast
00:42:18 --> 00:42:21: and it's extremely efficient and how it operates and and
00:42:21 --> 00:42:24: in the savings world we see roughly around 10 to
00:42:24 --> 00:42:27: 20% in savings and that's compared to market and also
00:42:27 --> 00:42:30: even the existing rates that we have and in some
00:42:30 --> 00:42:32: of the the site specific agreements that we have out
00:42:33 --> 00:42:33: there.
00:42:34 --> 00:42:36: And the last few events that we did, we actually
00:42:36 --> 00:42:39: compared and actually did two events. We did one event
00:42:39 --> 00:42:41: for for the same locations, one event for Brown and
00:42:42 --> 00:42:44: one event for green. And you say, well, why would
00:42:44 --> 00:42:46: you do that? Well, we did that for a couple
00:42:46 --> 00:42:49: reasons. One of the reasons is really to really compare
00:42:49 --> 00:42:52: the pricing to see the difference between the green and
00:42:52 --> 00:42:55: the brown. Of course, we found, of course we found
00:42:55 --> 00:42:58: that this is truly parity. So there's no difference between
00:42:58 --> 00:43:00: the green and the brown. So it makes it easy
00:43:00 --> 00:43:03: decision, it makes it easy business decision. So all of
00:43:03 --> 00:43:04: our existing.
00:43:04 --> 00:43:06: Our needs we're moved over to green now when we
00:43:06 --> 00:43:09: have a situation where the Brown may have been much
00:43:09 --> 00:43:12: cheaper than the green, this is where we can have
00:43:12 --> 00:43:15: the option of going back to some of the locations
00:43:15 --> 00:43:18: say hey you know would you like to you know
00:43:18 --> 00:43:21: increase you know the pricing at least not giving them
00:43:21 --> 00:43:24: that the option of going either green or brown and
00:43:24 --> 00:43:28: making that decision business decision on their own. So in
00:43:28 --> 00:43:30: any case I over the years it's been a great
00:43:30 --> 00:43:34: relationship working with with transparent energy and also the.
00:43:34 --> 00:43:37: Want to work they do before these events is quite
00:43:37 --> 00:43:39: large and actually they they help us gather in all

00:43:39 --> 00:43:42: the necessary data to perform these events efficiently.
00:43:44 --> 00:43:45: And I'll turn it back to you David. Thank.
00:43:47 --> 00:43:51: Thank you. Thank you, Michael. So really.
00:43:51 --> 00:43:56: You know the the revolutionary technology of reverse reverse auctions
00:43:56 --> 00:44:00: isn't isn't new but this is our own proprietary software
00:44:00 --> 00:44:04: that we provide perfected in our ownership has invested millions
00:44:04 --> 00:44:09: back into the platform. So it's intuitive appreciate the kind
00:44:09 --> 00:44:12: words Michael easy to use large customers like it because
00:44:13 --> 00:44:15: in a in a busy world they can budget down
00:44:15 --> 00:44:19: to the penny per unit of kWh, MW hour whatever
00:44:19 --> 00:44:22: measure metric they find success within but.
00:44:22 --> 00:44:25: Just to briefly cover this and Jeremy feel free to
00:44:25 --> 00:44:28: chime in. We we really do three things when looking
00:44:28 --> 00:44:32: at at a bundled wrecks auction. We've got the traditional
00:44:32 --> 00:44:35: brown brown auction that will run on the open market.
00:44:35 --> 00:44:39: It usually takes about 15 minutes. All relevant blue chip
00:44:39 --> 00:44:43: financially viable suppliers will participate. If we have any issues
00:44:43 --> 00:44:47: or questions we'll they simply won't be allowed to participate
00:44:47 --> 00:44:51: on the platform, but we run that alongside usually just
00:44:51 --> 00:44:52: directly after.
00:44:52 --> 00:44:55: Uh percentage of of Rex, that auction is percentage based.
00:44:55 --> 00:44:59: The customer really can run whatever they want. What this
00:44:59 --> 00:45:01: does is it allows them to get a full sort
00:45:01 --> 00:45:04: of exploratory discovery what the market will yield in a
00:45:04 --> 00:45:07: given day at a given time. As Michael mentioned, we
00:45:07 --> 00:45:10: do all the work ahead of time. We look at
00:45:10 --> 00:45:14: things like weather, market conditions, the actual cost of the
00:45:14 --> 00:45:17: of the green Percentage 25, fifty, 75% whatever the customer
00:45:17 --> 00:45:19: wants. We run all these within a 30 to 45
00:45:20 --> 00:45:22: minute time period and Michael for instance.
00:45:22 --> 00:45:24: And look back this with this team and make a
00:45:24 --> 00:45:28: very educated decision. We've already reviewed budget, we've already covered
00:45:28 --> 00:45:31: the spectrum of pricing brown and green of what we
00:45:31 --> 00:45:34: think we can achieve. And then we do something internally
00:45:34 --> 00:45:36: where we'll look at just suppliers that offer only the
00:45:37 --> 00:45:39: Rex. Jeremy feel free to touch base on that. But
00:45:39 --> 00:45:42: these these two pieces here what the customer sees and
00:45:42 --> 00:45:44: then we also do an internal check before running these
00:45:45 --> 00:45:47: events and then 95 plus percent of our auctions result

00:45:47 --> 00:45:50: in award day of again not to be repetitive because
00:45:50 --> 00:45:52: all the works done ahead of time the attorneys asked
00:45:53 --> 00:45:53: their questions.
00:45:53 --> 00:45:57: We review the market, the customers are calm, cool, collected.
00:45:57 --> 00:45:59: We even will show what we believe based on the
00:45:59 --> 00:46:02: other however many 100 auctions we've run, what the Brown
00:46:02 --> 00:46:05: and green pricing, what we can achieve through the platform
00:46:05 --> 00:46:08: and so there's no sticker shock, there's no surprises. The
00:46:08 --> 00:46:11: pre auction call comes before the actual auction about a
00:46:11 --> 00:46:14: week ahead. That's really where we know what's going to
00:46:14 --> 00:46:17: happen and then the auction is simply a formality. But
00:46:17 --> 00:46:19: it has been a pleasure to work with Michael these
00:46:19 --> 00:46:22: years. I appreciate the kind words and and and and
00:46:22 --> 00:46:23: onward and upward with McKesson.
00:46:24 --> 00:46:27: Jeremy, feel free to to add to that if if
00:46:27 --> 00:46:28: if you want.
00:46:28 --> 00:46:30: Yeah. I'll try to wrap it up so we can
00:46:30 --> 00:46:33: move to Q&A. Really what you're seeing here are.
00:46:34 --> 00:46:38: 2 graphs and they're screenshots from our live auction. And
00:46:38 --> 00:46:41: what we're trying to show you here is we have
00:46:41 --> 00:46:44: a very deep reach into the market in terms of
00:46:45 --> 00:46:45: suppliers.
00:46:46 --> 00:46:49: Now we've had to redact the names of those suppliers,
00:46:49 --> 00:46:52: but you can see in many cases there's five to
00:46:52 --> 00:46:55: 10, we'll even do more than 10 in auction. So
00:46:55 --> 00:46:59: in any given auction situation we might receive up to
00:46:59 --> 00:47:02: 300 bids from top suppliers. And we we put quotes
00:47:02 --> 00:47:06: here very conservatively of savings between 5 and 10% and
00:47:06 --> 00:47:10: that's, that's very conservative. That's from the beginning of the
00:47:10 --> 00:47:13: auction to the end result. But you heard Michael say
00:47:14 --> 00:47:14: 20%.
00:47:14 --> 00:47:17: So that's certainly a very great outcome as well. One
00:47:17 --> 00:47:20: of the things we really want to stress is that
00:47:20 --> 00:47:23: when we work with our partners and clients, we're in
00:47:23 --> 00:47:24: their office in person.
00:47:25 --> 00:47:30: We're watching the digital auction with the sustainability manager, the
00:47:30 --> 00:47:32: procurement manager, the CFO.
00:47:32 --> 00:47:35: They're saying prices being bid down.
00:47:35 --> 00:47:39: We take such a granular approach that the price compression

00:47:39 --> 00:47:41: allows for bid discovery.
00:47:42 --> 00:47:45: And we're done in about 15 or 20 minutes. That
00:47:45 --> 00:47:50: is very different than the lived experience of most procurement,
00:47:50 --> 00:47:55: most sustainability procurement operators. Oftentimes it's a crazy day, maybe
00:47:55 --> 00:47:58: two days or three days of trying to get bids
00:47:58 --> 00:48:02: apples to apples following up with contracts. We we we
00:48:02 --> 00:48:06: provide the easy button and and that's what we're trying
00:48:06 --> 00:48:07: to do.
00:48:08 --> 00:48:11: So this message right here from this slide is that
00:48:11 --> 00:48:15: cost effective, efficient and in granular approach.
00:48:16 --> 00:48:18: And we believe that when we talked about today our
00:48:19 --> 00:48:20: effective tactics.
00:48:20 --> 00:48:23: To your road map strategy. We want to help bring
00:48:23 --> 00:48:26: it to life. We want to take planning and strategy.
00:48:26 --> 00:48:30: To launching and showing results. So with that, we'll turn
00:48:30 --> 00:48:33: it back to you Kara and happy to answer questions.
00:48:34 --> 00:48:38: Great. Thank you. Great presentations all around. What I think
00:48:39 --> 00:48:42: is really interesting and to lead off our Q&A is
00:48:42 --> 00:48:45: that you know we talked, you all shared progress up
00:48:45 --> 00:48:49: to date obviously. But I think the impact that you
00:48:49 --> 00:48:52: shared today can only grow bigger. And I really wanted
00:48:52 --> 00:48:56: to start that question and answer out with a question
00:48:56 --> 00:49:00: for the first presenters and I know we already answered
00:49:00 --> 00:49:03: this question in the chat, but it was asking about
00:49:03 --> 00:49:05: is the technology.
00:49:05 --> 00:49:08: Available for small commercial and I know that you all
00:49:08 --> 00:49:12: answer that it's just currently residential, but are there any
00:49:12 --> 00:49:16: other plans to expand the isusu technology beyond residential? We
00:49:16 --> 00:49:19: can answer that question 1st and then we'll go right
00:49:20 --> 00:49:22: into some of the Q&A's from from the group.
00:49:24 --> 00:49:26: Sure. I could take that one, Kara. So because we
00:49:26 --> 00:49:30: focus predominantly on the consumer side, to have a credit
00:49:30 --> 00:49:33: score, you have to be an individual. And so for
00:49:33 --> 00:49:37: that reason other commercial industries don't work with our current
00:49:37 --> 00:49:39: model. So no plans for that yet, but we do
00:49:39 --> 00:49:43: have other exciting ideas on our road map to continue
00:49:43 --> 00:49:46: to be that one stop shop for financial inclusion, identity
00:49:46 --> 00:49:50: and wealth building for both renters and property owners of

00:49:50 --> 00:49:51: multifamily going forward.
00:49:53 --> 00:49:54: Great. Thank you.
00:49:55 --> 00:49:58: And then I'll hop right into our Q&A here. The
00:49:58 --> 00:50:01: first question is from one of our attendees, our Escos
00:50:01 --> 00:50:05: only relevant for public sector buildings or can the private
00:50:05 --> 00:50:07: sector also benefit from this mechanism?
00:50:10 --> 00:50:12: John, do you want to chime in on that?
00:50:13 --> 00:50:16: Yeah, you bet. You know we do um, so both
00:50:16 --> 00:50:19: for ESCO and energy as a service we work with
00:50:19 --> 00:50:23: both both public and private entities. So there are there
00:50:23 --> 00:50:28: are statutes that that govern for public entities in different
00:50:28 --> 00:50:32: states, but we can, we will do performance contracts and
00:50:32 --> 00:50:37: energy savings contracts with with really a multitude of customers
00:50:37 --> 00:50:37: so.
00:50:38 --> 00:50:38: Yeah.
00:50:41 --> 00:50:45: Great. Thank you. Next question is.
00:50:46 --> 00:50:50: Since renewable energy credits are not actually being used by
00:50:50 --> 00:50:53: the purchaser, but purchased to offset their carbon usage, would
00:50:53 --> 00:50:57: this incentive also be offered by the government for other
00:50:57 --> 00:50:59: environmental causes such as clean water?
00:51:00 --> 00:51:03: Noting that construction and manufacturing uses a lot of water
00:51:03 --> 00:51:03: globally.
00:51:08 --> 00:51:12: Yeah, I'll start with that answering this question and invite
00:51:12 --> 00:51:16: John and John to also opine with regard to construction.
00:51:17 --> 00:51:22: But yes, renewable energy credits are focused specifically on power
00:51:22 --> 00:51:25: electricity. One rack is equal to 1 Meg one hour.
00:51:26 --> 00:51:30: And CRS verifies the qualifications. They call them attributes of
00:51:30 --> 00:51:34: their renewable energy credit, whether it be solar or wind,
00:51:34 --> 00:51:38: in some cases hydro. But the quality of the project
00:51:38 --> 00:51:41: is very important. It must be very efficient and it
00:51:41 --> 00:51:45: can't be terribly old. So the vintage of the particular
00:51:45 --> 00:51:46: wreck is important.
00:51:47 --> 00:51:51: And as these reps are purchased, they were also retired.
00:51:51 --> 00:51:55: And so that's the process for renewable energy credits. We
00:51:55 --> 00:51:59: don't focus on water today at transparent, but I certainly
00:51:59 --> 00:52:03: think that public and private policymakers will look at other
00:52:03 --> 00:52:05: credits in the water industry as well.
00:52:06 --> 00:52:08: John and John, you have any thoughts on that?

00:52:11 --> 00:52:15: I mean Jeremy, honestly I think he handled you answered

00:52:15 --> 00:52:18: it perfectly. So you know if and also if you're

00:52:18 --> 00:52:21: looking from a incentives perspective.

00:52:22 --> 00:52:26: I I think the the new Inflation Reduction Act has

00:52:26 --> 00:52:30: a number of new incentives that can drive, not for

00:52:30 --> 00:52:33: not that I know for water, but for a number

00:52:33 --> 00:52:38: of different technologies that make those projects make fiscal sense

00:52:38 --> 00:52:42: when in the past they haven't. So if it's something

00:52:42 --> 00:52:47: we were looking to do a sustainability project, strongly recommend

00:52:47 --> 00:52:52: looking further into some of the direct pay attributes.

00:52:52 --> 00:52:55: Which which help um, you no longer have to be

00:52:55 --> 00:52:58: you know have have a tax basis. So it really

00:52:58 --> 00:53:01: helps for public entities with the IRA. So not water

00:53:01 --> 00:53:04: specific but I'll add that Jeremy answer the water piece

00:53:04 --> 00:53:07: perfectly. So nothing else to add there.

00:53:08 --> 00:53:11: Only thing I would add is it maybe it's outside

00:53:11 --> 00:53:15: the rec world, although we've taken pretty good advantage of

00:53:15 --> 00:53:18: that in the past. But there's also the demand response

00:53:18 --> 00:53:22: programs that are available out there and something probably where

00:53:22 --> 00:53:25: everyone worth at least looking at. In fact last month

00:53:25 --> 00:53:28: I just entered into a new contract for a short

00:53:28 --> 00:53:32: term voluntary demand response that will probably save $350,000 this

00:53:32 --> 00:53:36: year just by making ourselves available to power down for

00:53:36 --> 00:53:38: brief periods and we're talking about.

00:53:38 --> 00:53:43: 51015 minute periods to avoid brownouts or blackouts during peak

00:53:43 --> 00:53:47: demand. So look for those opportunities as well because they

00:53:47 --> 00:53:50: could be you could be richly rewarded if that now

00:53:50 --> 00:53:54: that's where very large facility but there's no cap on

00:53:54 --> 00:53:57: you know your size. If you have to operate any

00:53:57 --> 00:54:00: kind of facility of any size with any kind of

00:54:00 --> 00:54:04: draw then you're likely to be eligible and participate in

00:54:04 --> 00:54:06: something along those lines.

00:54:06 --> 00:54:08: And and to to John's point.

00:54:08 --> 00:54:11: There I mean the opportunities for demand response and returns

00:54:11 --> 00:54:13: on that is really is is good as I can

00:54:13 --> 00:54:16: remember. So don't I would I would take a look

00:54:16 --> 00:54:18: at that if you if you think you have an
00:54:18 --> 00:54:20: opportunity to take advantage of it.
00:54:23 --> 00:54:26: Great, thank you. And the next question is for Sue.
00:54:26 --> 00:54:29: Sue, but also a little bit of a hint that
00:54:29 --> 00:54:32: I I mentioned earlier is how are how is tenant
00:54:32 --> 00:54:35: data being gathered when I asked John you about you
00:54:35 --> 00:54:39: know occupant comfort or what they thought about the the
00:54:39 --> 00:54:43: sustainability attributes that have been added to the facility. But
00:54:43 --> 00:54:47: this question is wondering how a Susu gathers resident outcome
00:54:47 --> 00:54:51: data outside of the quantifiable metrics as you mentioned rental
00:54:51 --> 00:54:52: assistance and.
00:54:52 --> 00:54:56: Credit scores, are there other, is there other data that
00:54:56 --> 00:54:59: you are collecting, is it through tenant surveys? And I
00:54:59 --> 00:55:02: think this really hits on the the SES that you
00:55:02 --> 00:55:04: mentioned in your presentation.
00:55:06 --> 00:55:08: Yeah, absolutely. Happy to take that one. So a zoo
00:55:09 --> 00:55:11: zoo, as Alexis mentioned, we do report to all three
00:55:12 --> 00:55:16: credit bureaus, so TransUnion, Experian and Equifax. And through those
00:55:16 --> 00:55:19: partnerships, we actually are able to get data back from
00:55:19 --> 00:55:23: the credit bureaus, analyzing that and putting together comprehensive insights
00:55:23 --> 00:55:26: so that it could enhance your SG story and be
00:55:26 --> 00:55:29: able to leverage that data in your Investor reports and
00:55:29 --> 00:55:32: other ESD reporting. So, yeah, the way we collect it
00:55:32 --> 00:55:35: is in partnership with the credit bureaus.
00:55:36 --> 00:55:39: But you haven't sent out any tenant surveys or any
00:55:39 --> 00:55:41: any direct contact to tenants thus far?
00:55:42 --> 00:55:45: Yeah. So the the way that we collect testimonials from
00:55:46 --> 00:55:49: the rent relief side of the house is through tenant
00:55:49 --> 00:55:53: surveys and contacting the renters, but we don't actually contain,
00:55:53 --> 00:55:57: we don't actually do credit, excuse me, tenant surveys to
00:55:57 --> 00:56:00: gather data to provide in that impact report that you
00:56:00 --> 00:56:03: all would receive through our partnership.
00:56:03 --> 00:56:07: OK, great. Thank you. This next question is for McKesson
00:56:07 --> 00:56:11: and Transparent Energy. How did the project divert 75% of
00:56:11 --> 00:56:15: new construction waste from landfills? Are there any key measures
00:56:15 --> 00:56:19: that you implemented that you could share with us?
00:56:28 --> 00:56:29: Michael, are you still on the call?

00:56:32 --> 00:56:34: Yes, if you could repeat the question, please.
00:56:34 --> 00:56:38: Sure. It the question is just asking how did you
00:56:38 --> 00:56:43: hit that 75% construction waste diversion from from the projects,
00:56:43 --> 00:56:46: if there's any specific measures or strategies?
00:56:48 --> 00:56:51: We look at Umm, you know, everybody's goals, you know,
00:56:51 --> 00:56:54: in terms of ESG of course are in my previous
00:56:54 --> 00:56:56: life, our goal is to be, you know, top on
00:56:56 --> 00:56:59: the barons list of, you know, number one and we
00:56:59 --> 00:57:02: all know who that is, right to Best Buy. So
00:57:02 --> 00:57:04: we try to take some of the things that they
00:57:04 --> 00:57:07: do in far as recycling and all that stuff, whether
00:57:07 --> 00:57:11: it's our construction projects or anything else, we take our,
00:57:11 --> 00:57:11: our.
00:57:13 --> 00:57:13: Our.
00:57:13 --> 00:57:16: Recycling very serious in terms of you know who do
00:57:16 --> 00:57:19: we use for for our waste disposal, whether it's medical
00:57:19 --> 00:57:22: waste or even our construction wise. Hopefully that answers your
00:57:22 --> 00:57:22: question.
00:57:25 --> 00:57:28: No, great. Thank you. And I just wanted to make
00:57:28 --> 00:57:31: a quick note here that we do have two minutes
00:57:31 --> 00:57:34: left. So I wanted to do a quick final round
00:57:34 --> 00:57:37: Robin to ask you all if you wanted to share
00:57:37 --> 00:57:41: any final challenges that you faced when trying to innovate
00:57:41 --> 00:57:44: in the market or if there are any industries that
00:57:44 --> 00:57:48: you want to collaborate or work with more in 2023.
00:57:48 --> 00:57:50: So we can do, we can start with Isuzu and
00:57:50 --> 00:57:54: Jr. Lynch and then move around pretty quickly here like
00:57:54 --> 00:57:55: a 32nd.
00:57:56 --> 00:57:56: Take.
00:57:59 --> 00:58:02: I'm happy to start it off for their lynch. I
00:58:02 --> 00:58:05: believe that one of the challenges that we're seeing across
00:58:05 --> 00:58:09: the board as it pertains to CSG innovation and reporting
00:58:09 --> 00:58:13: is the lack of universally accepted frameworks of the principles
00:58:13 --> 00:58:17: by which CRE firms can collectively operate these organizations. There
00:58:17 --> 00:58:21: are organizations out there which we have joined such as
00:58:21 --> 00:58:25: the Multifamily Impact Council that are bringing companies together from
00:58:25 --> 00:58:29: a wider range of different backgrounds and they're able to
00:58:29 --> 00:58:29: then.

00:58:29 --> 00:58:34: Advance the efforts towards creating framework that is more generalized
00:58:34 --> 00:58:37: and standardized across different companies.
00:58:41 --> 00:58:41: Anyone.
00:58:41 --> 00:58:45: Else from the Azure perspective, it really aligns with what
00:58:45 --> 00:58:48: Melissa just said is working with those frameworks and making
00:58:48 --> 00:58:51: sure that a zuzu is able to provide you the
00:58:51 --> 00:58:54: comprehensive data necessary so that when you guys do your
00:58:54 --> 00:58:57: reporting, it's easy and seamless. So just making sure that
00:58:57 --> 00:59:01: we're attuned and keeping keeping close connections with those frameworks.
00:59:04 --> 00:59:06: Great. Anything else? We are at the top of the
00:59:06 --> 00:59:08: hour, but any final comments?
00:59:08 --> 00:59:10: I would just say this is a this is David
00:59:10 --> 00:59:13: Blair. I would just recommend some of this can be
00:59:13 --> 00:59:17: overwhelming. We really live in a revolutionary time. The the
00:59:17 --> 00:59:20: 70s, eighties, 90s were kind of false starts but we
00:59:20 --> 00:59:23: are really in it. You watched the Super Bowl go
00:59:23 --> 00:59:25: chiefs here in a week. It's no longer just one
00:59:25 --> 00:59:29: small group doing electric cars. All major car companies, the
00:59:29 --> 00:59:32: EV's are here. These these products are here. It's time
00:59:32 --> 00:59:34: and as as Michael did.
00:59:34 --> 00:59:37: We face some challenges getting some of these things arranged,
00:59:37 --> 00:59:40: but just start. We're here to help you organize your
00:59:40 --> 00:59:43: strategy. If you sit back and you're waiting for the
00:59:43 --> 00:59:46: perfect day where everything aligns and you have this beautiful
00:59:46 --> 00:59:49: green plan, the day will never come. It's growing, it's
00:59:49 --> 00:59:52: evolving in real time. Just start small and groups like
00:59:52 --> 00:59:55: ours can help you along the way. Create that goal
00:59:55 --> 00:59:57: and make sure that you're part of the new energy
00:59:57 --> 01:00:00: normal as as it were. That's my that's my take.
01:00:00 --> 01:00:03: Care. One last thing too is.
01:00:04 --> 01:00:07: There's a number of different model even if your CapEx
01:00:07 --> 01:00:10: constrained, there's models out there that allow you to to
01:00:10 --> 01:00:13: enact the, you know, the initiatives that you want to
01:00:13 --> 01:00:16: enact either through as a service or or other financial
01:00:16 --> 01:00:18: models. So don't just view CapEx constraints as a as
01:00:18 --> 01:00:21: a reason to not move forward kind of piggyback on,
01:00:21 --> 01:00:22: on David's comment so.

01:00:23 --> 01:00:27: I really appreciate John and David your final comments there
01:00:27 --> 01:00:29: and and with that you know a note that we
01:00:29 --> 01:00:33: we learned today and shared about a few singular projects
01:00:33 --> 01:00:34: and impact.
01:00:34 --> 01:00:37: They've had, but I'm really looking forward to see how
01:00:37 --> 01:00:40: they progress and what other projects we talk about as
01:00:40 --> 01:00:44: our innovation partner program progresses. So stay tuned for that.
01:00:44 --> 01:00:48: We will be sharing the recording, a transcript and the
01:00:48 --> 01:00:50: slides. Feel free to reach out to me or Ben
01:00:50 --> 01:00:54: with any questions. And I really appreciate everyone participating and
01:00:55 --> 01:00:57: attending today. Thank you all very much.
01:00:58 --> 01:00:59: Thank.
01:00:59 --> 01:00:59: You.
01:00:59 --> 01:01:00: Thank you.
