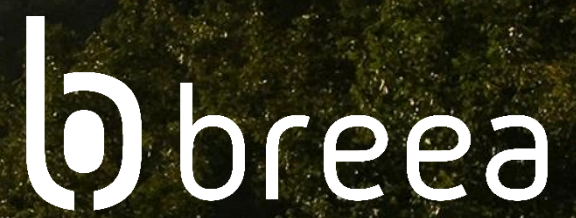




# Trusted ESG Advisors

Transitioning real estate portfolios to a lower carbon future







Passionate. Dependable. Trusted.

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We are breea, a boutique ESG advisory company that advises sophisticated real estate portfolios on corporate responsibility and the transition to a lower carbon future. After establishing our careers in large consulting firms supporting the early institutional adopters of sustainability in real estate, we wanted to chart a new path. With a renewed focus on exceptional service and dependability, we created breea in 2015 to provide a more personal, accessible, and tailored client experience. ESG is a marathon where the finish line is a moving target. We strive to develop long-term partnerships with our clients to help them navigate through each checkpoint as goals are achieved, expanded, and the ESG landscape evolves.



# CORPORATE ESG STRATEGY

*Transforming ESG challenges and risks into opportunities for market differentiation and financial success through investor engagement*

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All successful ESG strategies begin with top-down support and the needle only moves with buy-in from all levels of an organization. ESG initiatives must be inclusive, engaging, and present valuable opportunities for organizational growth and financial success. We design tailored ESG strategies that meet organizations where they are in their ESG journeys and chart a path for continual improvement and long-term success.

A successful partnership begins with us listening to better understand your challenges, risks, and goals. Through collaboration with key stakeholders from your board room to the boiler room, we execute impactful ESG strategies that are actionable, measurable, and aligned with leading industry standards and global climate science.







## INVESTOR REPORTING & RECOGNITION

- GRESB Reporting
- Annual ESG Reporting & Framework Alignment  
*(TCFD, GRI, UN SDGs, SASB)*
- ESG Aggregator Framework Support  
*(Sustainalytics, MSCI, ISS, CDP, UNPRI)*
- Regulatory Readiness Planning *(SEC, CA SB-253)*
- Third-Party ESG Data Verification  
*(Limited Assurance)*

## ESG STRATEGY DEVELOPMENT & EXECUTION

- ESG Strategy Development/Refinement
- Resiliency & Climate Risk Planning
- Net Zero & Decarbonization Strategy Development
- Health and Well-Being Program Development
- Science-Based Target Setting *(SBTi)*
- Market & Peer Analysis
- Operations & Maintenance Strategy



# BUILDING CERTIFICATIONS

*Ultimately, a green/healthy building certification is the output of having a sound ESG strategy*

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Third-party building certifications validate the sustainability and health of an asset and add credibility to an organization's ESG initiative. They remain an important performance metric for the investment community and help strengthen performance in leading industry reporting standards such as GRESB. Obtaining a certification should be more than checking a box. While we work hard to minimize the burden on your team, we also seek out valuable opportunities to improve asset performance. We can help you identify certification options that provide the most value to your organization and stakeholders.





# TECHNICAL SERVICES

*From the board room to the boiler room, we collaborate across organizations to drive progress and move the needle*

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Strong technical expertise is a prerequisite for continual performance improvement. Identifying technical opportunities on paper is just the beginning. Collaborating with building designers and operators to optimize building performance is a critical component of the transition to a lower carbon future. Our technical experts support the full lifecycle of projects and initiatives to fully capture the value of your investment.

⑥ Net Zero Design Strategy

⑥ Operational Assessments  
(ASHRAE Levels I, II, III)

⑥ EV Charging Deployment Strategy

⑥ Solar/Battery Storage Analysis

⑥ Utility Benchmarking

⑥ Indoor Air Quality (IAQ) Testing,  
Monitoring, & Reporting

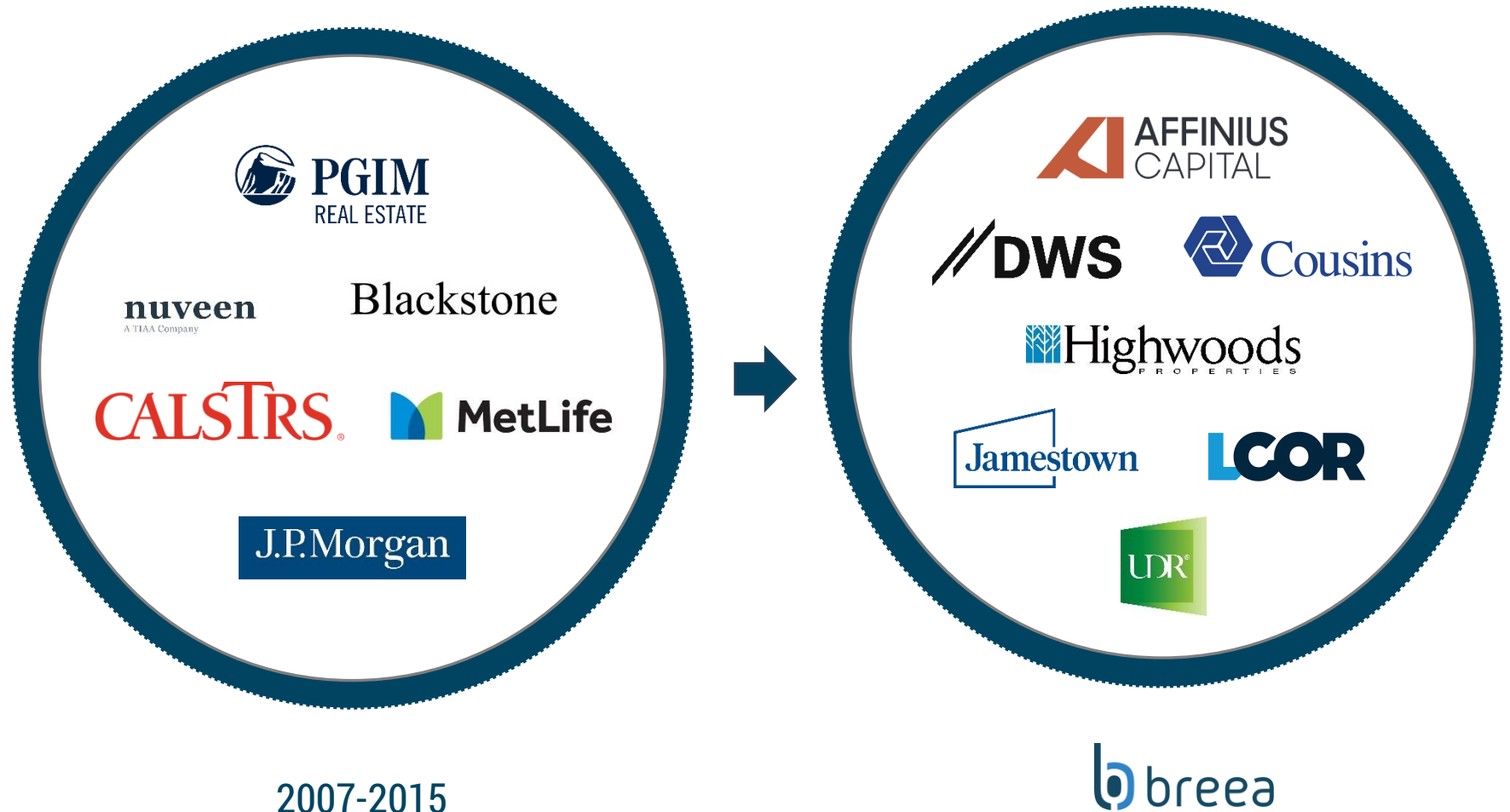
⑥ Daylighting Analysis

⑥ Life Cycle Analysis



# OUR ESG JOURNEY

*From supporting the early institutional adopters of sustainability as leaders in large consulting firms to the founding of breea for accelerating the adoption of ESG factors across the real estate industry*



# What is ESG in Commercial RE?

- Framework that assesses how a commercial RE portfolio manages risks and opportunities.
- Key ESG factors
  - Environmental: Carbon footprint, energy and water usage, waste management, biodiversity, climate resiliency, pollution
  - Social: Employee health & wellness, tenant engagement, community impacts, supply chain, human capital development, health & safety, DEI
  - Governance: Corporate governance, management structure, risk management, transparency, business ethics, board diversity





Q. What role does technology play in ESG integration, and what tech solutions do you recommend?

# Largest Proptech Segments



## **Tenant Experience**

Landlords are vying for tenant loyalty.



## **Coworking**

Tenants are demanding a short-term leasing model and Landlords are capitalizing on it.



## **Data & Analytics**

The adoption of new technology is generating advanced analytics on real estate data aimed at enhancing returns.



## **Construction Technology**

"ConTech" provides innovative, safety driven and cost-effective site solutions to engineers and contractors.



# Proptech ESG Solutions

- Improving operational efficiency & smart buildings
  - Enhanced BMS controls & continuous Cx (e.g., predictive analytics)
  - Preventative maintenance
  - IAQ monitoring & management
- ESG data management
  - Utility management software (e.g., Conservice, Yardi, etc.)
  - ENERGY STAR Portfolio Manager
  - Holistic ESG data management platform (e.g., Measurabl)
- Tenant engagement
  - Improve occupant comfort
  - Tenant communications
  - Workorder management



Q. Are there challenges that should be anticipated when implementing ESG practices?



# ESG Practices- Implementation Challenges

- Finding the most appropriate solutions for your organization
- ESG alphabet soup
- Moving target
- Data access & management
- Resistance to change
- Changing investor preferences



**Q. What do different tiers of LEED certification look like?  
What does a building need to do to receive a Platinum  
certification?**



# LEED v4.1 O+M Certification

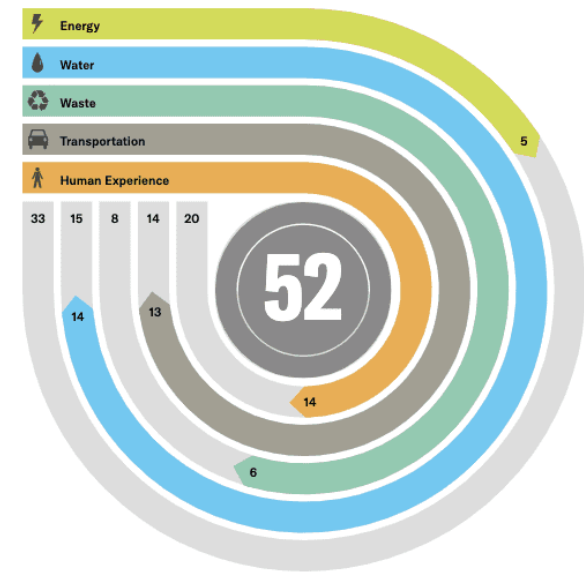
Categories	Points	Certification Levels	Points
Energy	33	Basic	40-49
Water	15	Silver	50-59
Waste	8	Gold	60-79
Transportation	14	Platinum	80+
Human Experience	20		
Base Score	<u>10</u>		
	100		

# LEED v4.1 O+M Performance Data Requirements

- Energy: 12 consecutive months of utility bills.
- Water: 12 consecutive months of utility bills.
- Waste: Monthly waste diversion data or results from an annual waste audit.
- Transportation: Administer an annual survey to building occupants to determine how they get to/from work.
- Human experience
  - Administer an annual survey to building occupants to determine how satisfied they are with the building environment.
  - Perform annual indoor air quality (IAQ) testing to measure interior carbon dioxide (CO<sub>2</sub>) and total volatile organic compound (TVOC) concentrations.

## Current Arc Scores

Graphic ▼





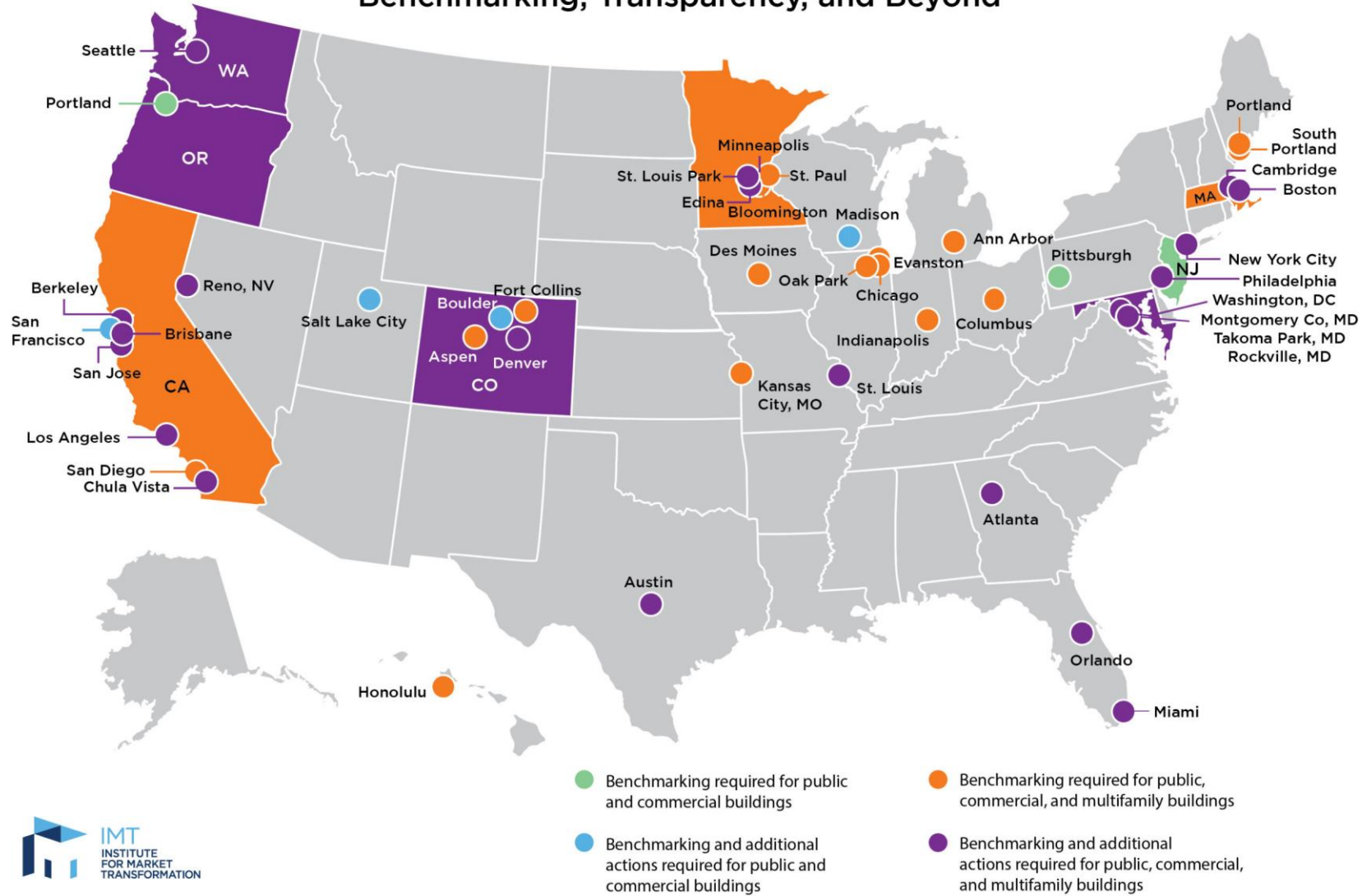
## Other Common Building Certification Options



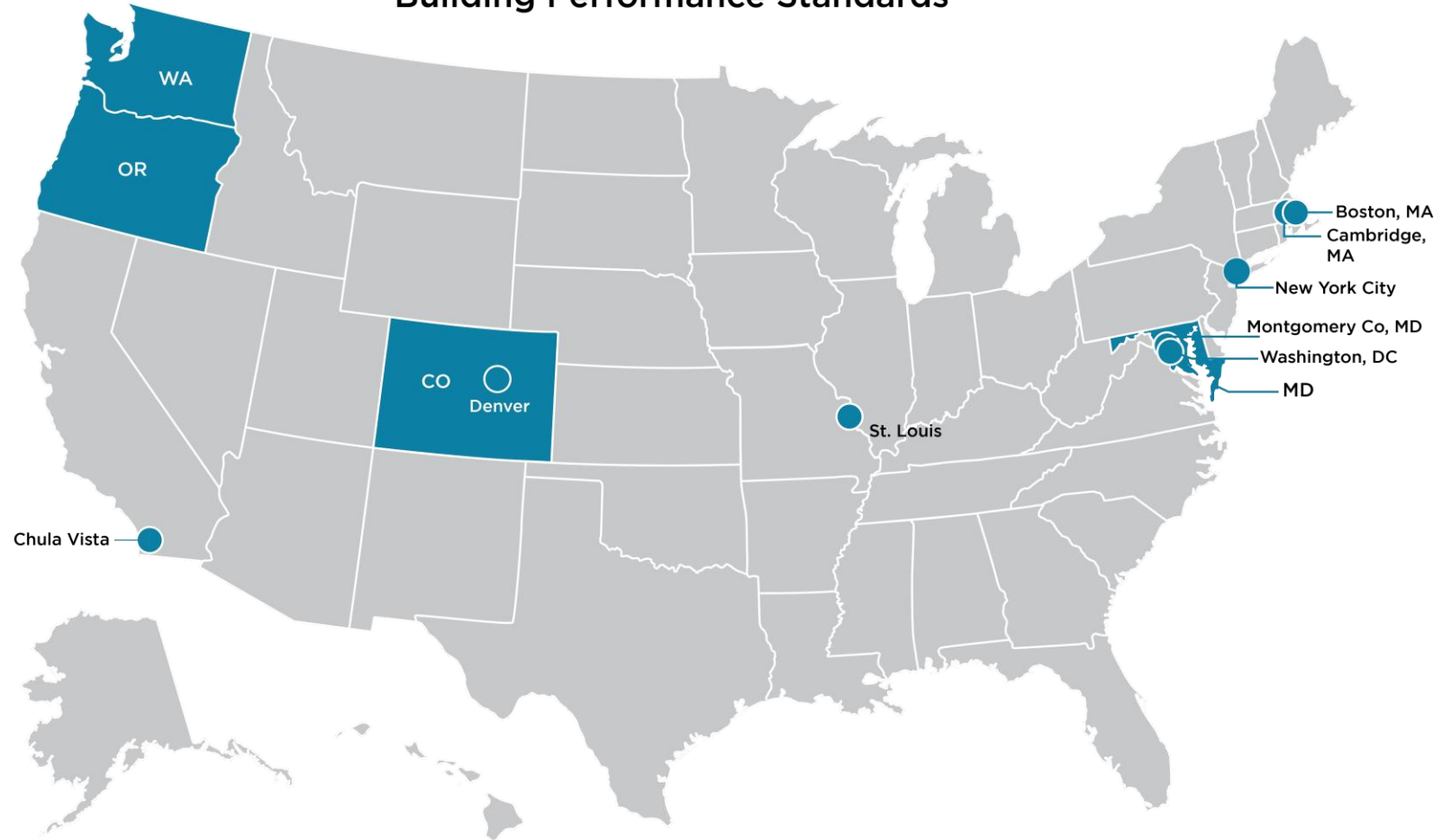
**Q. What kind of government regulations are involved with ESG?**



# U.S. City, County, and State Policies for Existing Buildings: Benchmarking, Transparency, and Beyond



## U.S. City and State Policies for Existing Buildings: Building Performance Standards

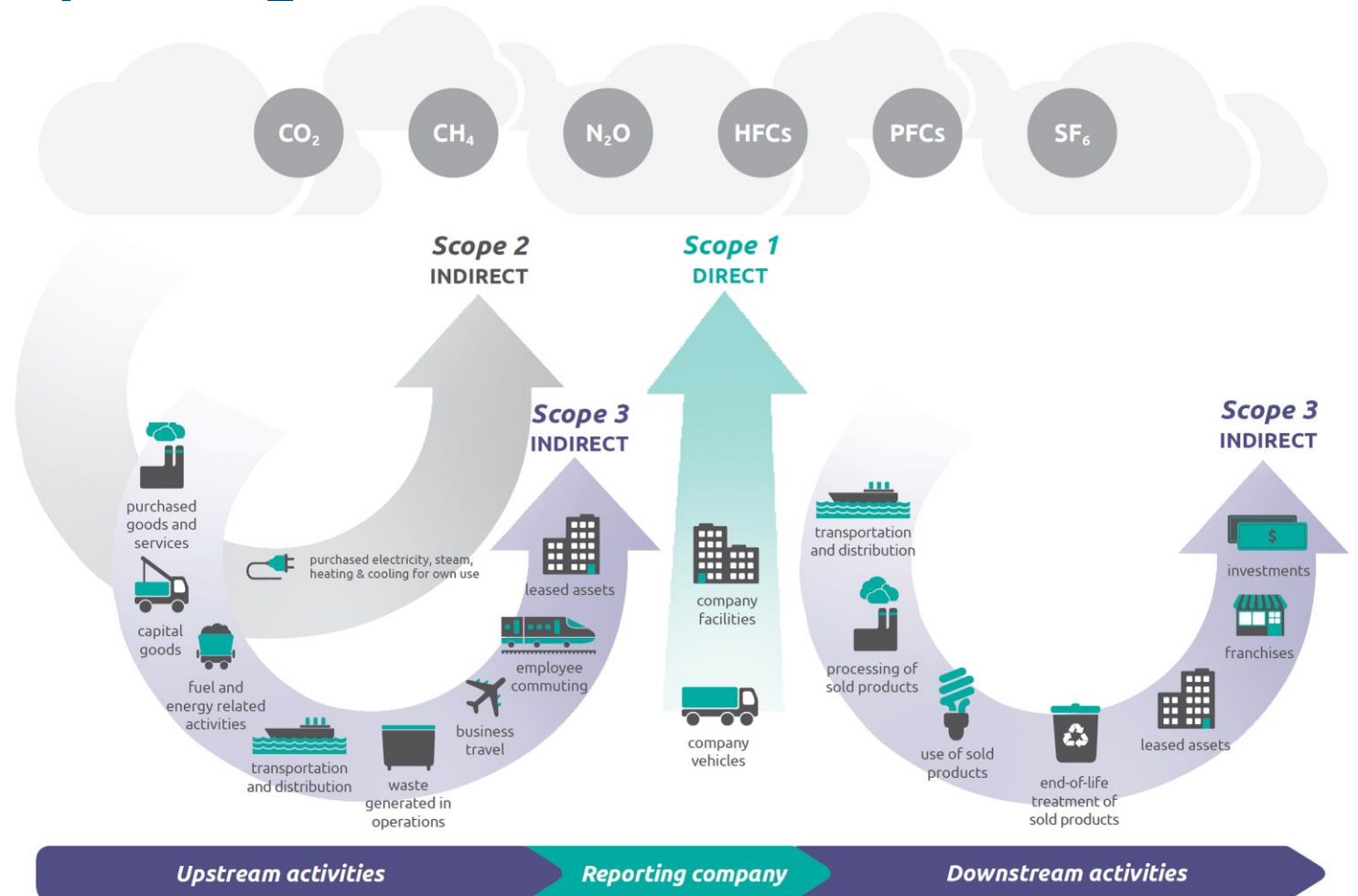


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# ESG & Climate Risk Reporting

- Proposed SEC Mandatory Climate Disclosure Rule
- California Senate Bill-253 (SB-253)



Q. How does Charlotte or NC as a whole rank in ESG efforts?





## 2023- Cites With Most Certifications

Rank	Metro Area	Building Count	Last Year's Rank
1	Los Angeles	748	1
2	Washington DC	555	2
3	Atlanta	376	3
4	San Francisco	343	4
5	New York	256	6
6	Riverside	230	18
7	Denver	230	8
8	Dallas	221	5
9	Chicago	221	7
10	Boston	205	10

19	Charlotte	105	19
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Q. What is your advice on pursuing ESG (i.e., certifications, general expertise, etc.) for an emerging professional in the industry?

## Alphabet Soup of ESG in Real Estate

*Last Revised: August 2023*

*A Living Guide*





# Q & A