



## UGL Unicco Helps Glenborough Drive Down Energy Costs

### *Electrical usage significantly reduced in D.C. portfolio...*

Glenborough, LLC brings three decades of experience to the real estate investment and management industry. It has acquired, manages, leases and develops high-quality office properties in northern and southern California, Denver and Washington, D.C. Glenborough currently has over \$2.5 billion of assets under management, including core, value-add and development properties.

Glenborough invests in its assets to deliver value over the long term. It embraces sustainability for the environmental benefits, the benefits that it brings its tenants and for the returns that it delivers to its investors. Glenborough seeks innovative, cost-effective solutions and like-minded partners that can deliver services to enhance the portfolio.

Since energy management is a corporate-wide goal, sustainability was one of the objectives when Glenborough issued a request for proposals for operations & maintenance (O&M) services covering its Washington, D.C. portfolio. The portfolio includes six Class-A office properties in D.C., Maryland and Virginia. They were interested in a services company that could help them further their goals and found that UGL Unicco's green services approach differentiated it from the competition. Explained Glenborough General Manager D.C. Portfolio James Griffin, "UGL Unicco offered up energy savings in their proposal. They promised to deliver results."

### **Attention to Detail Drives Sustainability**

With its strong interest in energy savings, Glenborough turned to UGL Unicco towards the end of 2008 for O&M services. Glenborough was already investing in upgrades in the D.C. portfolio; it was putting into place a complete lighting retrofit, moving to T8 fluorescent bulbs and ballasts at two of the portfolio properties.

#### **PROJECT SUMMARY**

**Customer:** *Glenborough, LLC*

**Industry:** *Commercial Real Estate*

**Situation:** *Client sought O&M partner with expertise in sustainable resource management*

**UGL Unicco service:** *Operations & Maintenance services – energy management consulting, project management*

**Results:** *Substantial energy savings across Glenborough's six-property D.C. portfolio*



1100 17th St. Washington, D.C.

UGL Unicco, under the direction of Account Manager Donald Winterton, immediately joined Glenborough's effort employing its comprehensive portfolio approach to O&M. Dramatic improvements were quickly seen in operations performance along with significant savings in energy. Winterton designed a program that concentrates on finding savings through changes in daily operations and short-payback investments.

Building design and prior maintenance and repair errors are also being addressed. Storage rooms and elevator closets, for instance, had hard-wired (always on) lighting but lacked required emergency lighting. These areas were retrofitted with in-room light switches recovering totally wasted energy expenditures. The emergency lighting was also brought into compliance. Older motion sensor controls were updated to be more efficient and convenient for occupants and less likely to be

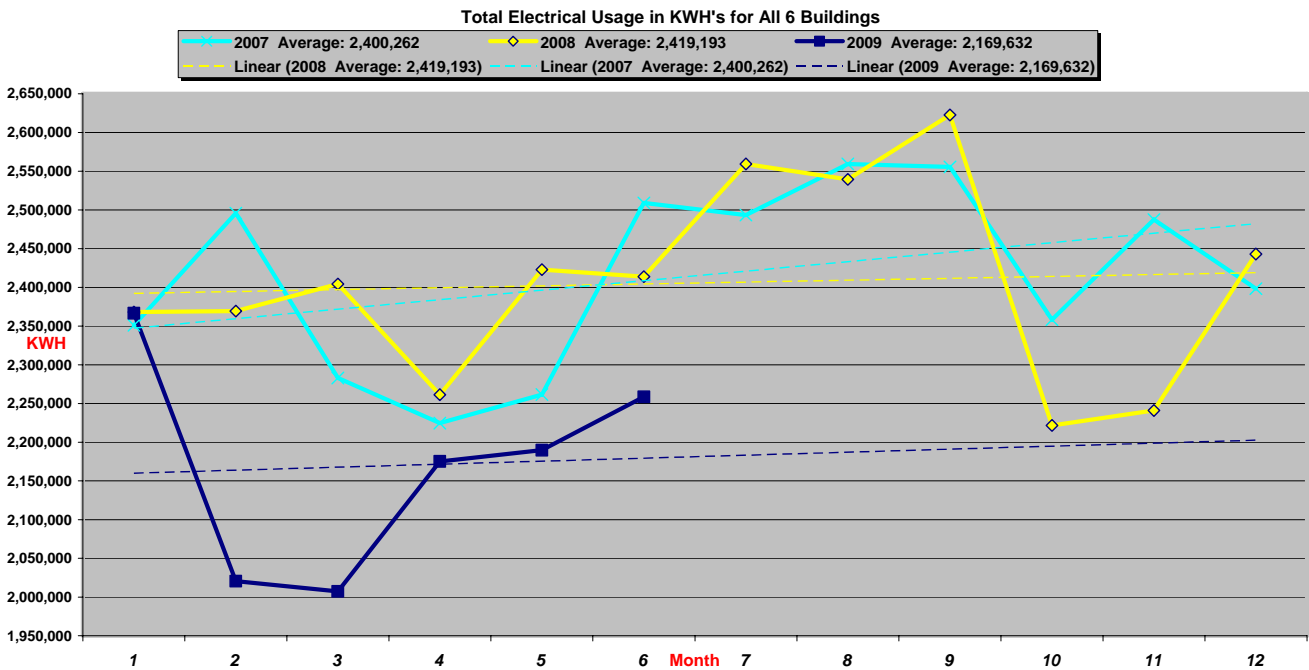
overridden. Additional savings opportunities are discovered every day.

**UGL Unicco Recommends Upgrades**

The two companies have developed an energy savings partnership that gradually and cost-effectively upgrades the portfolio. Major upgrades and retrofits are often identified by UGL Unicco and undertaken on its recommendation. Once an opportunity is found, UGL Unicco engineers research new technologies and potentials savings. Winterton projects the ROI for Griffin so he can evaluate the short-term and long-term hard dollar paybacks. “We make the decision based on a quantitative analysis of the project and the return,” he explained. “For most projects, we’re really looking for paybacks within the current fiscal year.”

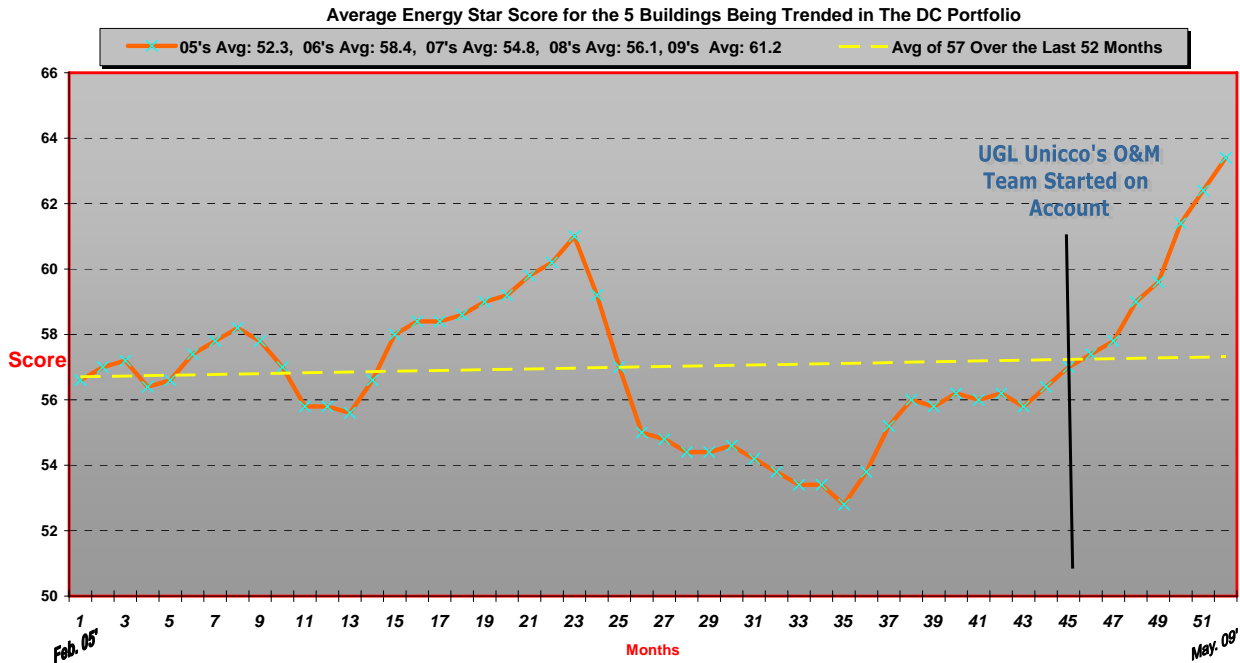
Since UGL Unicco started, the staff has completed a number of projects. For instance, they replaced pneumatic Variable Air Volume (VAV) controls with Direct Digital Controls (DDCs) at one of the buildings. Glenborough is also replacing older compressors with newer, high-efficiency Turbocor units.

The net effect of these and other projects is substantial electrical savings across the portfolio (See chart below) with a trend line of 250,000 KWH savings per month.



In addition to the hard-dollar energy savings, some aspects of the return are tougher to quantify but still real. Explained Griffin, “Cost savings can relate to engineering time. If engineers control building comfort from a computer in the penthouse, rather than adjusting controls at any of a hundred locations in the building, their time is better spent on more productive work - that’s worth dollars.”

The results are translating into improvement in industry-standard measurements, as well. (See chart below.) The ENERGY STAR performance for the entire portfolio is on the rise. This is reflected by the fact that the 46-year old building at 1100 17th St. recently became the first building in the Glenborough D.C. portfolio to receive the ENERGY STAR designation from the U.S. Environmental Protection Agency and the U.S. Department of Energy.



After just over six months, the Glenborough/UGL Unicco relationship is off to a great start. Substantial savings have been realized and the two organizations have established a services relationship that delivers results across the board.

The challenge is to innovate in such a way that all of the metrics continue to improve. "We've seen tremendous progress over a very short time period," said Griffin. "We're careful to measure off of the baseline. We have to gather the data and map it out in a meaningful way in order to bring it to the bottom line. So we're constantly working with UGL Unicco figuring out where we've come so far in order to keep adjusting and raising our goals and continually improve."