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Tenant Engagement

Take the next step to improve building practices and increase energy efficiency by having a relationship with your tenant/landlord. Leased spaces in commercial buildings account for approximately 50% of energy usage according to a study by National Resource Defense Council (NRDC). The energy use in a building can be partitioned and attributed to several different uses. For instance, common areas (such as atriums, lobbies, and garages), tenant spaces and mechanical rooms. Depending on leasing structures, the combined effort of both the tenant and the landlord are required to effectively reach better sustainable practices.

Energy Star and the US Department of Energy have put together a study discussing the challenges as well as solutions to tenant engagement. Some challenges include:

- Time and process of Leasing
- Understanding of Financial benefits by both landlord and leaser
- Small Tenants
- “Split-Incentive” - Who reaps the financial benefits of the investment in energy efficiency?
- Inability to collect tenant consumption data



Tenant education sessions are a great way to collaborate and overcome challenges as a property manager

The study also looks at ways to overcome these challenges and goes into detail on a number of ways to make the tenant/landlord experience positive. Through increased education and awareness materials along with the collection of tenant specific energy data, the study discusses several uptake measures for both landlord and tenant. Some solutions detailed in the study to address landlord/tenant challenges include:

- Submetering of tenants
- Comparing energy efficient technologies
- The business case
- Low-cost energy simulation models
- Improving leasing language and broker engagement
- Creating of a federal tenant space recognition system

As a landlord and as a tenant, have a look at the full study and invest in the next generation of energy efficiency as the “low-hanging fruit” won’t be there much longer. Take proactive steps to be an industry leader in the combat against climate change and think green into the future!

Energy Efficiency in Separate Tenant Spaces – A Feasibility Study

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