Addressing the Real Estate Needs of the Clean Energy Industry

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Clean Energy, Cleantech and Renewables

Nationally Produced Alternative Energy and Efficiency Measures

- Renewables
- Efficiency
- Cleantech grabbing the headlines

Colorado’s New Energy Economy
Growth of Alternative Energy

- Global energy use predicted to increase by 40% over the next 20 years
- Significant clean energy investment
- Global clean energy market forecast
  - $3.6 Trillion by 2020
- Colorado energy job growth
  - 2009 job growth 5.0% increase

Colorado’s New Energy Economy

Why Colorado is a Clean Energy Player

- Colorado is “ripe” to be a clean energy destination
  - Rich natural resources
- Strong entrepreneurial community
- Universities and National labs
- Backing of government
  - Governors Energy Office
  - Renewable energy portfolio
  - Energy efficiency standards
Resources and Transmission

Transmission Voltage

- Substation
- Power Plant
- Wind Farm (Dissipation Development Area)
- Gas Pipeline

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NAIOP
Colorado New Energy Economy

Major Firms Locating in Colorado

- Vestas
  - Hexcel
  - SGB
  - Creative Foam
  - Aluwind
- Abound Solar
- Ascent Solar
  - SMA Solar
- ConocoPhilips
- UQM
- Juwi
- Abengoa Solar

Cleantech Real Estate Requirements

Corporate Image and Functional Requirements

- Office – corporate image
  - LEED and Energy Star certification
- Industrial / Flex – functional real estate
  - Research and design
  - Manufacturing and distribution
- Location, Location, Location
  - Resource or feedstock
  - Distribution channels
  - Client
- Incentives

Low and No Cost Upgrades: ESCOs and PPAs
CBRE Solar

Turn-Key Power Purchase Agreements

• Solar with no capital outlay
  – Design, engineering, finance, construction

• Reduced electricity costs
  – 10-15% savings in Colorado

• Constant and guaranteed electricity rate
  – Fixed electricity rate for life of contract

• No maintenance expenses
  – Systems is owned and maintained by CBRE for life of contract

• Promotes sustainability initiatives
  – No cost on-site renewable energy

CRE Requirements - Wind

Commercial Real Estate Needs - Manufacturing

• Locate near the resource
  – Logistical challenge
  – Road and rail access

• Locate near transmission

• Locate near population centers

• Large and consistent power requirements

• Large scale facilities

Government Incentives and Support
CRE Requirements - Solar

- Commercial Real Estate Needs - Manufacturing
  - Clean manufacturing facility
  - Locate near the resource
  - Locate near transmission
  - Locate near population centers

Government Incentives and Support

CRE Requirements – Biofuels

- Undisclosed Biofuel Manufacturer – Northern Colorado
  - Reduced supply chain cost
  - Rail is imperative
  - Processing and storage
  - Build to suit building

Drivers: Locate Near Customers and Reduced Transportation Costs
CRE Requirements – Efficiency

Commercial Real Estate Needs – Manufacturing and R&D

• Functional industrial building
  – Corporate image
  – Office
  – R&D
  – Manufacturing
  – Power
  – Distribution

• Timing Crucial
  – Rapid expansion
  – Stimulus grants

Government Incentives and Support

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