



TRANSWESTERN
COMMERCIAL SERVICES

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Company Overview

- 80 M SF of commercial real estate with over 200 clients
- Third-party property managers
- A decade of strong focus on energy management



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Four Pillars of Success

- Top-level organizational commitment

- Energy Team
 - Regional Senior Vice Presidents
 - Super Chiefs
 - Property Manager & Building Engineers



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Pillars of Success (cont)

- Standard Operating Procedures
 - Benchmark using Portfolio Manager
 - Training and monthly updates
 - Utility analysis spreadsheet & incentives
 - Energy audits
 - Exclusively purchase ENERGY STAR products
 - Consistent, regular communication on leading edge of practices & technologies
 - Apply for ENERGY STAR Labels



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Pillars of Success (cont)

- Communicate to Tenants & Stakeholders
 - Display the ENERGY STAR PLAQUE
 - Tenant counsel meetings
 - Leasing flyers
 - New business and marketing materials
 - Due diligence