

Proposal for

Savannah Arena

Sustainability Management Services

Proposal for Sustainability Master Planning, Program Development and Implementation Services

April 2019



Efficiency and Sustainability Programming

Phase 1 Services Summary

- Establish Owner/Project Sustainability Goals
- Manage early-design modeling effort to establish efficiency targets
- Manage selection and sustainability scope of design and construction subconsultants to deliver sustainability goals and measurable project savings (architect, civil engineer, landscape architect, energy modeler, commissioning authority)
- Integrate sponsor and PR initiatives with sustainability program and goals
- Establish the sustainability Game Plan
- Establish Sustainability story line for incorporation into program initiatives and integration with PR and stakeholder communication.



JLL Sustainability Process

To deliver a successful implementation of the Savannah Arena Sustainability, JLL Sustainability will deploy a holistic Sustainability Program that provides the project a cost-effective, return-oriented platform for evaluating and implementing sustainability initiatives.

Sustainability Project Evaluation

- Starts at project inception
- Understand Ownership project requirements
- *Answer the Question:* How can sustainability initiatives aid these project requirements?

Establish Goals

- Establish specific, measurable goals to target in next steps of process
- Lead Sustainability Charrette
- Kick off Energy Modeling process
- Establish Metrics for Achievement
- Target Resource Efficiency
- Target Reduced Environmental Impact
- Target Occupant Health and Productivity

Project Ideation

- Develop efficiency (Energy and Water) performance bundles
- Establish project list that realizes operational efficiencies simultaneously with sustainability improvement
- Target projects that offer ongoing savings
- Refer to established goals: Do these projects realize the goals we have set for the project?

Develop Operating Expense-Reducing Projects

- Run updated energy model(s)
- Complete preliminary budgeting of projects developed in earlier phases
- Leverage iterative energy modeling – evaluate energy performance – cost/payback and ROI
- Complete Individual project sensitivity analysis
- Benchmark each potential project against baseline
- Forecast ongoing operational savings
- Complete advanced return on investment analysis

Project Implementation

- Make Energy Conservation Measure (ECM) recommendations
- Receive Owner decision/approval of sustainability projects
- Implement approved projects in each sustainability category
- Continue ongoing measurement and tracking of project cost and success

Sustainability Achievement

- Communicate achievement
- Evaluate overall cost, sustainability impact, and operational savings for incorporation into CSR reporting

Sustainability Services

Efficiency and Sustainability Programming
Sustainability Master Planning Integration & Program Development
Sustainability Project Implementation

Executive Summary

The JLL Energy and Sustainability Services team proposes to build, manage, and execute a comprehensive sustainability consulting program for Savannah Arena. This strategic approach is paramount to making the project a success from three key perspectives: marketplace positioning, cost management, and long-term value creation.

The Savannah Arena Sustainability program will differentiate your product in the marketplace, appealing to new tenant, consumer, and occupant demands. The program will drive lower long-term energy costs and position the project as a recognized leader in sustainability, occupant wellness, and environmental stewardship.

LEED Certification is a quality program, and is undoubtedly the recognized brand in built environment sustainability achievement. But approached as a label and as the only answer to the question of sustainability, projects miss the opportunity of an approach that can deliver design and construction savings, more efficient operations, and more valuable assets.

The following recent project examples highlight the JLL Energy and Sustainability Services (“JLL Sustainability”) approach, and the value created as a core part of the Project Management team. As with all PDS services, JLL Sustainability consistently delivers project savings well in excess of our services fees, within both the design and construction phases. Beyond the long-term returns generated by sustainable initiatives and efficient operations, JLL Sustainability approaches each project with the target to find project design and construction savings more than our proposed fee.

Put simply, at the time of project completion, the JLL Sustainability team will deliver **upfront project savings in excess of \$200,000**.

Atlanta Braves SunTrust Park and Battery

- The Braves energy and water efficiency efforts will deliver more than \$250,000 savings per year.
- Delivering 18% energy savings and 200,000 gallons of rainwater recycled each annually.

NCR Midtown World Headquarters

- Designed to deliver 80%+ net water offset annually, which alone will save more than \$100,000 per year.
- Water analysis and design solutions were holistic, encompassing process water (cooling tower make-up), often the single largest driver of high-rise water usage, domestic water, and irrigation water.

Mercedes-Benz USA Headquarters

- MBUSA will save approx. \$90,000 per year in energy costs due to our comprehensive design review, energy modeling management, and overall sustainability program.
- JLL Sustainability process improved design energy efficiency by 15%.

Interface World Headquarters

- Managing comprehensive sustainability management services
- Program will achieve LEED *VERSION 4 PLATINUM* Certification and WELL Building Standard *Gold* Certification.

I. SUSTAINABILITY SERVICES SUMMARY

Efficiency and Sustainability Programming

- Establish Owner/Project Sustainability Goals
- Manage early-design modeling effort to establish efficiency targets
- Manage selection and sustainability scope of design and construction subconsultants to deliver sustainability goals and measurable project savings (architect, civil engineer, landscape architect, energy modeler, commissioning authority)
- Integrate sponsor and PR initiatives with sustainability program and goals
- Establish the *Savannah Arena Sustainability Game Plan*
- Establish Sustainability story line for incorporation into program initiatives and integration with PR and stakeholder communication.

Sustainability Master Planning & Program Development

- Integrate with master planning efforts for surrounding real estate development
- Review goals, metrics, and processes for achieving impactful, marketable sustainability achievements regarding project master plan
- Work in parallel with feasibility team to review sustainability planning that aligns with strategic real estate goals and recommendations

Sustainability Program Implementation

- Implement the Savannah Arena Sustainability Process developed in Programming Phase
- Evaluate potential initiatives
- Target impactful sustainability projects
- Achieving innovative workplace and real estate sustainability goals

LEED Certification Management

- Overlay LEED Certification program with Sustainability Program development and implementation
- Deliver targeted LEED BD+C (New Construction) Certification at Savannah Arena

II. SUSTAINABILITY SERVICES FEE SUMMARY

Fee Summary	
Sustainability Programming	\$87,000
Sustainability Master Planning	\$13,500
Program Management/Implementation	\$95,000
Comprehensive Services – Full Scope Discount	\$195,500

Sustainability Fee Description

The JLL Sustainability team proposes to deliver comprehensive sustainability consulting services throughout the project scope. These strategic services are key to making the project a success from a positioning/message standpoint to the marketplace.

Overall, in addition to holistic sustainability management services, this discounted program will deliver LEED consulting below market for complex, high-performance sports venues.

**Note: Other applicable third-party certification programs, such as WELL Building Standard, Fitwel, and Parksmart will be considered during Sustainability Programming Phase.*

III. SUSTAINABILITY SCOPE OF WORK

JLL Sustainability has developed a comprehensive sustainability program platform for Savannah Arena. Given the emphasis of sustainability in the built environment, a holistic sustainability message is a requirement from a leasing and project performance standpoint. These services will establish a project-specific Savannah Arena Sustainability Program.

The first step in this Program will deliver a holistic Sustainability Master Plan that establishes goals, metrics, and processes for achieving impactful, marketable sustainability achievements in all phases of the project. This plan will clearly and succinctly communicate the sustainability requirements, targets and goals for the development.

To deliver a successful implementation of the Savannah Arena Sustainability, JLL Sustainability will deploy a holistic Sustainability Program that provides the project a cost-effective, return-oriented platform for evaluating and implementing sustainability initiatives.

A. Sustainability Programming

Working in parallel with the real estate (feasibility) team and architectural master planning subconsultant, JLL Sustainability will ensure Arena sustainability plan aligns with the strategic real estate goals and recommendations of the project.

- Integrate with master planning efforts for surrounding real estate development
- Review goals, metrics, and processes for achieving impactful, marketable sustainability achievements regarding project master plan
- Work in parallel with feasibility team to review sustainability planning that aligns with strategic real estate goals and recommendations

B. Sustainability Guidelines Development

The Sustainability Consultant will work with the Owner to develop and establish Sustainability Guidelines for the entire program. These guidelines will clearly and succinctly communicate the sustainability requirements, targets and goals for the program, to be replicated and aligned for each unique project site. These Sustainability Guidelines will be provided to the project team(s) to ensure all sustainability requirements are programmed and implemented into the overall program and each development. The Sustainability Consultant will develop a defined process that will yield a Sustainability Guideline document through but not limited to the following:

- Facilitate sustainability planning sessions to discuss all potential sustainability goals and initiatives (energy efficiency, water conservation, community involvement, etc.).
- Review latest trends in sustainability as it relates to major urban mixed-use developments.
- Develop Sustainability Guidelines document.
- Develop a communication plan on how the Sustainability Guidelines will be communicated and implemented with project teams and stakeholder community.
- Work with Owner to assist with communicating Sustainability Guidelines to community groups.
- Develop an implementation plan. This implementation plan will develop a detailed outline of how this Sustainability Guideline document will be implemented into the horizontal development and vertical construction projects.
- Develop guidelines in conjunction with arena operator targeted at long-term sustainable operations, including (but not limited to) waste stream management, operational energy and water efficiency, and food service procurement.

C. Sustainability Program Implementation

The Sustainability Consultant will work with the project team to set the sustainability program for the entire development process and will ensure that the Sustainability Guidelines are administered. The Sustainability Consultant will manage the sustainability programming process to include but not limited to the following:

- Review Sustainability Guidelines with key stakeholders, project team and any other consultants.
- Facilitate multiple Sustainability Programming Sessions at the program level with owner, key stakeholders and project team.
- Establish energy, water, and resource efficiency analysis process for return-oriented implementation site-wide and within each vertical project component.
- Utilize the site selection process to inform Sustainability Program efforts. Capture key components of location linkages, neighborhood patterns, and access to green infrastructure.
- Coordinate sustainability requirements for each project.
- Review progress design documents to ensure that all sustainability guidelines and programming elements are included, coordinated and implemented.
- Assist Owner and Project Team in the evaluation of sustainability options to determine ROI and Payback so that decisions can be made timely to support project schedule.
- Facilitate bi-monthly sustainability programming meetings and update meetings.
- Develop a sustainability communication plan so that the major components of the sustainability features can be communicated to community group and any other external groups.
- Develop a Tracking Plan to record and measure the sustainability programming performance compared to the Owner's Sustainability Goals.

D. LEED for Building Design and Construction (“New Construction” or “NC”) Certification Scope

The Sustainability Consultant will administer the Sustainability Program developed in sections A. and B. and manage the LEED Certification process at each applicable vertical component. Our scope of services for LEED certification is listed below. JLL will provide a thorough LEED NC Action Plan to achieve certification for each project.

PHASE I: Design Phase Development for LEED NC Certification

- Review to-date project progress and design.
- Conduct interviews with the Owner’s project management team, project design team and operations team to confirm the status of the design, design and construction objectives, and achievability of LEED NC credits.
- Develop an implementation plan and conduct a LEED charrette with project team members to discuss credit strategy.
- Evaluate all sustainability goals listed on Owner’s “Sustainability Guidelines.”
- Develop project schedule associated with achieving LEED NC Certification.
- Provide a certification roadmap that will include actionable recommendation, estimated timing, and cost for achieving certification most efficiently and economically.

PHASE II: Management of the project execution and certification submittals

Our team will coordinate the effort with the full project team to implement the initiatives required to achieve the desired LEED certification. As the team moves forward with LEED NC certification, the JLL team will be responsible for the following:

Implementation and Execution of LEED Action Plan requirements

- Oversight – Oversee the project execution and action plan to ensure that consultants, vendors, and contractors comply with USGBC requirements for developing documentation for LEED NC certification.
- Communication - Meet on a regular basis with representatives of Owner and the full Project Team to review the status of documentation required for LEED NC certification.
- Design Management – For work to be performed in order to meet LEED NC requirements, manage architectural, engineering, and other consultants for the delivery of schematic design, design development, and construction documents and specifications consistent with LEED prerequisites and targeted credit requirements. Ensure budget and schedule issues that relate to LEED credits are managed throughout design, bidding and construction. Ensure that value engineering, document reviews, and ongoing cost estimating with the general contractor incorporates LEED requirements.
- Cost Control – Manage LEED budget aggressively to avoid unbudgeted costs and escalations from project inception. Coordinate with the project manager to insure LEED requirements are incorporated into the master project budget and aggressively managed. Coordinate with contractor to ensure LEED cost are identified, tracked and managed.
- Schedule Control – Coordinate with the project team to ensure that LEED requirements are integrated into the project schedule and managed through design and construction.
- Quality Control – This process will begin with a thorough understanding of the contracts, commitments, and standards that must be met. It will continue by undertaking complete in-progress

reviews of design documents, monitoring alternatives and changes, and regularly inspecting the site for compliance with LEED standards and credit requirements.

- Construction, Bidding, and Administration – Represent Owner as its LEED consultant during bidding, construction and commissioning as required. Pre-qualify consultants and contractors and advise Owner regarding contracting requirements and selection of firms based on LEED qualifications. JLL will also assist the contractor in compiling LEED documentation for construction credits.
- Energy Modeling – JLL will provide a thorough review of the energy model report. The review will be conducted from our energy services team. As part of the review, we will provide Owner will recommendations as it relates to building systems, payback period, return on investment (ROI) and local incentives.
- LEED Commissioning – Develop the commissioning RFP, manage the commissioning bid process, manage the award of a Commissioning Agent (CxA) and oversee the fundamental and enhanced commissioning (if elected) process.
- LEED Online – JLL will manage the LEED Online portal to ensure all LEED templates are completed accurately and ensure all LEED documentation that is required is uploaded.

Phase III: Submission of documentation to the GBCI in support of certification

- Jones Lang LaSalle will prepare and submit the required documentation to the GBCI. Jones Lang LaSalle will review the final submittals to ensure accuracy of content, format alignment and completion of credit templates.
- Jones Lang LaSalle will work with the team to provide feedback as they address any comments received by the GBCI during the Design and Construction Submittal phases until certification is granted.
- Ensure that the project documentation completely closed out, and that the LEED plaque is delivered to Savannah Arena.