

# Financial Valuation of Green Buildings

June 10, 2011, Bucharest

This half-day workshop is designed to equip real estate developers and investors, valuers, financiers, facility managers, architects, engineers, project managers and other stakeholders with a better understanding of the ways in which sustainability affects the level or risk, and subsequently the value, associated with a green building. The trainers will highlight the key business case value factors for the various stakeholder groups and will explain how sustainable buildings provide benefits in each instance.

## **The workshop will be interactive and we will:**

- Discuss voluntary and mandatory green building certifications;
- Analyze latest research on green building valuations and market trends;
- Examine the occupancy rates, rental premiums for green workspaces;
- Analyze costs, risks and benefits of incorporating sustainability initiatives in buildings;
- Discuss legislative requirements and green incentives by the government;
- Include relevant case studies;
- Facilitate greater collaboration between real estate developers and investors, valuers, facility managers, real estate consultants, architects, engineers, project managers, and other solution providers for exemplary green construction projects.

This course is a required course for those seeking the "Romania Green Building Professional" certification.

## **Location**

RoGBC office – Ialomicioarei street no. 21, district 1, Bucharest

**Map is available here**

## **Agenda**

9:00 am | Coffee and registration

9:30 am – 3:30 pm | Training \*

\* Lunch and Coffee Breaks will be provided.

## **The prices for attending this course**

- RoGBC member | individual - 125 Euro
- Non-member | individual - 195 Euro

**For discounts and the course program please click here.**

**For registration to this course only, please click here.**

# Trainers Profiles

## Financial Valuation of Green Buildings

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### Steven Borncamp

BA in Economics, MA in International Relations - founder & managing director of SOPOLEC, a founder and president of the Romania Green Building Council from 2008 to present, Chairman of Build Green Central Eastern Europe

Mr. Borncamp holds a Bachelor in Economics from the University of California/ San Diego and holds a Masters in International Relations from Tufts University's Fletcher School of Law and Diplomacy. He was an early advocate of sustainable development and socially responsible business having joined in 1993 the First Affirmative Financial Network - one of the pioneering investment companies in the field.

Mr. Borncamp founded SOPOLEC in 2005, an innovative business and technology consultancy company dedicated to supporting and growing environmentally responsible businesses. Through prior work at SOPOLEC and KPMG Consulting / BearingPoint he has provided strategic advice and managed complex business and technology projects for leading companies across the Central and Eastern European region and throughout the United States.

Mr. Borncamp led the team that organized the Romania Green Building Council, two "Build Green Central Eastern Europe" conferences in Bucharest and Budapest and numerous other green building initiatives for the region. He has worked to create a comprehensive and proficient marketplace of green building solution providers, and developed and launched building projects including three exemplary green building demonstration projects.

### Florin Furdui

ASEBUSS, EMBA in Finance, Marketing, HR, International Management, Statistics - Country Manager of Portland Trust Romania

Mr. Furdui holds a Bachelor Degree of Science at the University of POLITEHNICA/ Bucharest and graduated the ASEBUSS EMBA in Finance, Marketing, HR, International Management, Statistics.

As the Country Manager for Portland Trust Romania, Mr. Furdui is responsible for all operations and development activity of the company in Romania. The company was established in 1997 to develop premium institutional and commercial real estate assets throughout Central Europe. He is currently overseeing a LEED certification of an existing building in Portland Trust's portfolio that recent was sold for 100 million Euros. Mr. Furdui has extensive business, management, technology, and real estate with prior experience at the board level in the banking, communications, and Information Technology.

Mr. Furdui and Portland Trust are active members of the Romania Green Building Council.

## Paul Rinder

BA in Urban Planning and Civil Engineering, MA in Integrated Urban Planning - BREEAM Assessor - Project Manager at Aquarius Grup.

Mr. Rinder holds a Bachelor Degree of Urban Planning and Civil Engineering from the National Institute of Applied Sciences-INSA, Lyon, France and a Masters degree in Integrated Urban Planning at the University of Architecture and Urbanism “Ion Mincu”, Bucharest.

Mr. Rinder is a Project Manager at Aquarius Grup, a company with extensive regional experience in the sector of construction project management and cost control. He has strong local experience in construction project management, having worked on more than 200 000 sqm of cumulated built area of real estate development projects in Bucharest.

Mr. Rinder is also a BREEAM Assessor, currently involved in the post construction stage assessment of a 30 000 sqm class A office development in Bucharest, which is proposed for certification with a BREEAM “Very Good” green building rating.

Mr. Rinder and Aquarius Grup are active founding members of the Romania Green Building Council.

## Randy Tharp

MSc in Architecture & Business Administration - International Project Director for Epstein Architecture and Engineering

Mr. Tharp holds Bachelor of Science, a Masters of Architecture and a Masters of Business Administration from the University of Michigan and is a registered architect in the US. He currently is the international project director for Epstein, responsible for their global construction and design-build projects and locally for Epstein’s local Romanian company Epstein Architecture and Engineering. Epstein is one of the world’s leading firms in the area of sustainable design having completed over 11 million sq ft of LEED certified projects.

Mr. Tharp has extensive experience in the design and construction of office, research/development, logistics, manufacturing and food processing facilities. During his career he has been directly involved in the construction of over 1.5 million sqm of buildings. His areas of expertise are in leading project design, design-build projects, value engineering, and fast-track construction.

In Romania, Mr. Tharp has local construction experience on the Cameron Ploiesti Manufacturing plant, which contains several sustainable design features, and he is currently directing the design/construction of the 32,000 sqm Lufkin Industries manufacturing campus located also in Ploiesti.

# Agenda

## Financial Valuation of Green Buildings

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**9:00 am – 9:30 am | Registration & Welcoming Coffee**

**9:30 am – 10:45 am | Training**

### Introduction

Trainer | Steven Borncamp

### Background

First... how do we define “green”?

General benefits and essential green attributes

Roles and motivations of project players

### Market Trends

Business Drivers

Local, Regional and International Market Trends

Green Finance, Green Mortgages

Environmental Accounting, REDD

### Demonstrating Value

Influencing the important green building decisions with proper analysis

consummate

**10:45 am - 11:00 am | Coffee Break**

**11:00 am - 12:00 am | Training**

### Green Building Certification

Trainers: Steven Borncamp | Paul Rinder

### Certification basics?

What certifications are driving the market?

What are the costs of the certifications?

## **Financial Aspects - How do Certifications affect**

Occupancy Rates, Rental Premiums, Valuation

Costs considerations and risk analysis and mitigation

### **Work Group**

Question and Answer... How effective will a certifications and energy certificates be in changing valuations in Romania?

## **12:00 am – 1:00 pm | Lunch**

## **1:00 pm – 2:30 pm | Training**

### **Case Studies**

Trainers | Steven Borncamp, Randy Tharp

### **Local and Regional Examples**

Office | Industrial | Retail

### **Workgroup**

- Are these studies indicative of current market? How will the market evolve?
- Discuss results

## **2:30 pm – 2:45 pm | Coffee Break**

## **2:45 pm – 3:30 pm | Training**

### **More Case Studies / Wrap up**

Trainers | Steven Borncamp, Florin Furdui

### **Local and Regional Examples**

Office

### **Workgroup**

- What needs to be done in different stakeholder groups to move forward?  
Discuss results