



1511 Wisconsin Avenue, NW
Washington, DC 20007

Telephone 202-338-3131
Fax 202-338-2800
Email info@capitalmarketspartnership.com
Web www.capitalmarketspartnership.com
Blog www.sustainableproductsblog.com

2.0 Green Building Underwriting Standards Identify Increased Cash Flow

Washington, DC, Nov. 10, 2009. The Capital Markets Partnership (CMP) released today the 2.0 Version of its National Consensus *Green Building Underwriting Standards*®.

Improvements to the Standards were incorporated from the results of major financial institutions and real estate portfolio managers scoring about 100 large commercial buildings using the Standards' *Green Value Score*®: JPMorgan, Comerica Bank, CB Richard Ellis, Jones Lang LaSalle, and Transwestern. Also, Standard equivalency interpretations were made for multifamily and homes.

The *Green Value Score*® no longer scores below 25, but only from 25 to 100 because the market test scoring shows that there is a high degree of certainty that properties scoring 25 or higher increase cash flow for commercial and increase value and reduce expenses for homes.

According to **Mario Silvestri**, Vice President, Wachovia Division of Wells Fargo, and Officer, CMP National Underwriting Committee, "This revision of the Standards based on valuable market feedback, can facilitate green building financing, a rapidly growing important sector of the economy with huge promise."

"We are supportive of initiatives like this one to quantify the added economic value of building green, according to **Johanna Partin**, Underwriting Committee Officer and Climate Change Director for Hon. Gavin Newsom, Mayor, City & County of San Francisco, Chairman, Capital Markets Partnership also representing the US Conference of Mayors.

Rich Pietrafesa, Destiny USA Managing Director and Underwriting Committee Officer adds: "The Standard is fulfilling a much needed market tool to facilitate green building financing and refinancing to help counter the commercial real estate crisis." Destiny USA is a 150 acre multiphase LEED climate neutral complex in Syracuse, New York.

The other improvements in the 2.0 version include incorporation of an ENERGY STAR Score Equivalency for multifamily complexes conducted during work performed for scoring properties for Green Building Securities. Also, the leading green home standard GreenPoint RATED was incorporated into the Residential Standard after an Equivalency Subcommittee ruling concurred with research funded from Pacifica Gas & Electric that GreenPoint is equivalent to LEED. Build it Green is the developer of GreenPoint RATED and it's President, **Donald Simon**, a Partner with the law firm Wendel, Rosen, Black & Dean said "The market needs this leadership consensus approach for identifying the added value from green homes to provide the metric for homeowners to secure much warranted lower interest rates."

The Standards and scoring results were extensively covered at (1) CMP's August 18 Meeting at the New York Stock Exchange including their use for new Green Building investment products announced at the NYSE Press Conference for green building cheaper cost of capital, equity funds, tax credits, and securities, and (2) the Environmental Bankers' Association's Annual Conference in Chicago in June by Comerica Bank, JPMorgan, and the Capital Markets Partnership.

The Congressional Joint Economic Committee announced at the NYSE Event that Green Building Hearings will be held this Fall. CMP is working with its financial institution and real estate partners to facilitate refinancing using the Green Value Score given the substantial commercial refinancing need.

CMP is a nonprofit coalition of investors, investment banks, NGOs, and governments.



Acting Now for a Safe and Prosperous Tomorrow

