

JULY 2009

AENA has just launched our updated website and wanted to invite our clients and business community to visit us at aenac.com. As part of the changes, we created an Updates Section that will provide information on what we are working on and our observations on the real estate market and the construction industry.

For our first installment we wanted to review our Sustainability Service and the new green awareness that is overtaking the industry. Over the past year we have done a lot of work on LEED certified buildings and retrofitting existing buildings to increase their energy efficiency. AENA is uniquely suited for this work due to the LEED Accredited Professionals that we have on staff. Our Accredited Professionals help decide which LEED credits are most advantageous to attempt from a cost and design perspective and work on the certification of the building. As part of LEED we also do all the energy modeling required which enables us to show our clients the anticipated cost savings due to energy upgrade investments.

Energy models are an important aspect of the energy retrofits we have performed. By modeling potential efficiency upgrades we can determine how long it will take our customers to make their money back and which investments have the greatest effect on their bottom line. We also have experience working with NYSERDA and other government agencies that provide funding for energy investments. By concentrating on cost saving initiatives and researching tax credits, incentives and creative financing, we have been able to minimize our clients expenditures while maximizing their return on investment. By analyzing and improving inefficient electrical installations and HVAC systems, increasing overall building insulation, installing highly efficient windows or façades, and by innovative technologies that use excess heat to warm the building and its water, in addition to educating building users, we are able to lower monthly utility bills by 20-30%. Clients then have the option to reinvest these savings into more capital intensive renovations, such as solar panels and or cogeneration units that will create electricity for the appropriate facilities. These investments will further decrease the projects utility costs and increase its profitability while decreasing its effect on the surrounding environment.

Producing environmentally friendly buildings is not only good for the environment but a good investment. Environmentally designed buildings not only reduce operating costs, but are more valuable because of improved comfort that leads to higher leasable value and sales price.

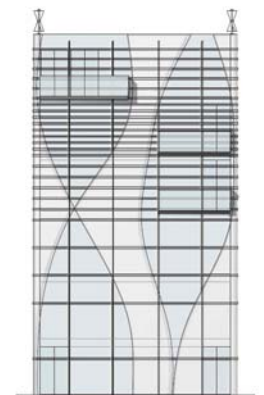
"According to a CoStar study, LEED buildings command rent premiums of \$11.33 per square foot over their non-LEED peers and have 4.1 percent higher occupancy. Rental rates in Energy Star buildings represent a \$2.40 per square foot premium over comparable non-Energy Star buildings and have 3.6 percent higher occupancy."

"A 2006 Green Building Council study found that by retrofitting buildings, owners can save 90 cents a square foot annually, on average, in energy and other costs and earn back their investment in 2 to 2.5 years."

Please let us know if we can be of service to you for your current project or your next one. We would be happy to discuss our ideas on design and sustainability with you at any time.



Condos on 126th front elevation



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