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Addressing the Real Estate Needs of the Clean Energy Industry

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August 2010




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Clean Energy, Cleantech and Renewables

Nationally Produced Alternative Energy and Efficiency Measures

- Renewables
- Efficiency
- Cleantech grabbing the headlines

Colorado's New Energy Economy



Growth of Alternative Energy

- Global energy use predicted to increase by 40% over the next 20 years
- Significant clean energy investment
- Global clean energy market forecast
 - \$3.6 Trillion by 2020
- Colorado energy job growth
 - 2009 job growth 5.0% increase



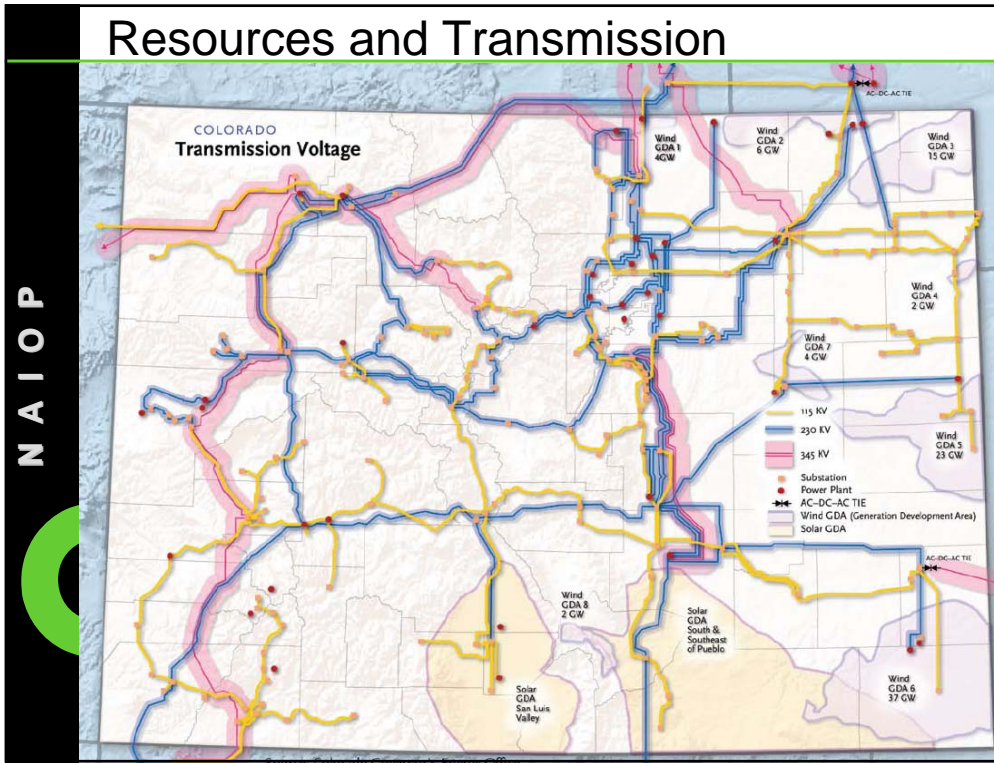
Colorado's New Energy Economy

Why Colorado is a Clean Energy Player

- Colorado is “ripe” to be a clean energy destination
 - Rich natural resources
- Strong entrepreneurial community
- Universities and National labs
- Backing of government
 - Governors Energy Office
 - Renewable energy portfolio
 - Energy efficiency standards



Resources and Transmission



Colorado New Energy Economy

Major Firms Locating in Colorado

- Vestas
 - Hexcel
 - SGB
 - Creative Foam
 - Aluwind
- Abound Solar
- Ascent Solar
 - SMA Solar
- ConocoPhillips
- UQM
- Juwi
- Abengoa Solar



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Cleantech Real Estate Requirements

Corporate Image and Functional Requirements

- Office – corporate image
 - LEED and Energy Star certification
- Industrial / Flex – functional real estate
 - Research and design
 - Manufacturing and distribution
- Location, Location, Location
 - Resource or feedstock
 - Distribution channels
 - Client
- Incentives

Low and No Cost Upgrades: ESCOs and PPAs



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CBRE Solar

Turn-Key Power Purchase Agreements

- Solar with no capital outlay
 - Design, engineering, finance, construction
- Reduced electricity costs
 - 10-15% savings in Colorado
- Constant and guaranteed electricity rate
 - Fixed electricity rate for life of contract
- No maintenance expenses
 - Systems is owned and maintained by CBRE for life of contract
- Promotes sustainability initiatives
 - No cost on-site renewable energy



CRE Requirements - Wind

Commercial Real Estate Needs - Manufacturing

- Locate near the resource
 - Logistical challenge
 - Road and rail access
- Locate near transmission
- Locate near population centers
- Large and consistent power requirements
- Large scale facilities



Government Incentives and Support



CRE Requirements - Solar

Commercial Real Estate Needs - Manufacturing

- Clean manufacturing facility
- Locate near the resource
- Locate near transmission
- Locate near population centers



Government Incentives and Support



CRE Requirements – Biofuels

Undisclosed Biofuel Manufacturer – Northern Colorado

- Reduced supply chain cost
- Rail is imperative
- Processing and storage
- Build to suit building



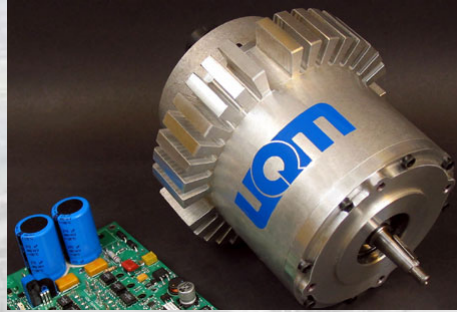
Drivers: Locate Near Customers and Reduced Transportation Costs



CRE Requirements – Efficiency

Commercial Real Estate Needs – Manufacturing and R&D

- Functional industrial building
 - Corporate image
 - Office
 - R&D
 - Manufacturing
 - Power
 - Distribution
- Timing Crucial
 - Rapid expansion
 - Stimulus grants



Government Incentives and Support



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