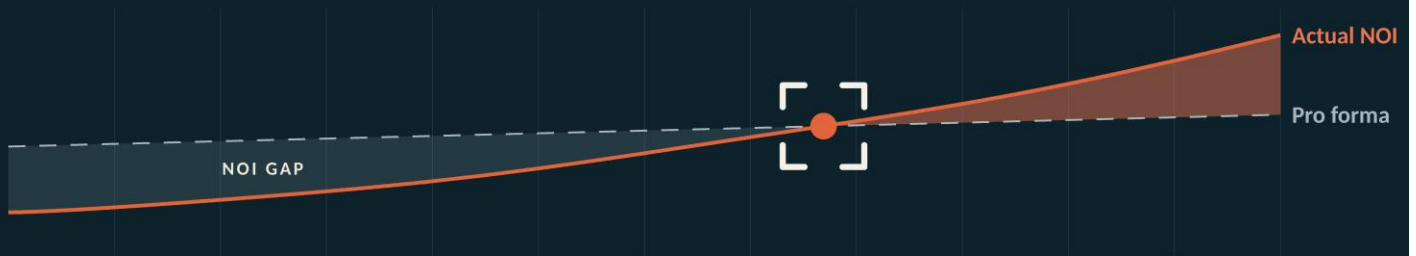


# Recapture the NOI your buildings quietly lose.

A VP of Energy & Portfolio Performance, without the *full-time hire*.

One retained executive accountable for what energy costs your portfolio, what your buildings owe under performance mandates and what your exposure looks like to a lender.



## THE PROBLEM

### Four leaks that never reach the operating statement.



#### Energy cost

Utility spend outpaces rent growth in many markets, and it is the largest operating expense an owner can actually control.



#### Penalty exposure

Performance standards are law in cities and states across the country. Fines are assessed per building, per year, and they compound.



#### Climate risk and cost of capital

Lenders, insurers and LPs price physical and transition risk directly into terms. Exposure nobody modeled is exposure you pay for.



#### Misallocated capital

Equipment runs on fixed schedules and reactive repairs. Capital plans follow the same logic, and the better return never gets priced.



### John Forester

**Founder & Principal**

*The engineer who designed the systems, the buyer who evaluated the vendors, the officer who secured the capital.*

## HOW YOUR NOI GAP CLOSES

### Three levers, one accountable executive.



#### Portfolio Energy Performance

**Procurement, efficiency and the capital plan that funds both.**

Your largest controllable expense is bought from vendors coordinated by nobody. One program covers consumption, procurement and capital.

- Procurement and hedging
- Efficiency and commissioning
- Capital planning



#### Climate Resilience & Compliance

**Mandates and physical risk, priced before diligence prices them.**

Mandates and physical risk land on the same diligence page, and both move your terms. Exposure is mapped building by building, then funded.

- Compliance and penalty avoidance
- Physical risk and adaptation
- Diligence and owner's rep



#### Building Automation & Technologies

**Multi-vendor controls normalized into data you can act on.**

Savings you cannot measure do not survive the budget cycle. Controls from every vendor become one architecture your teams will run.

- BMS and EMS integration
- Fault detection and analytics
- Technology diligence

## TRACK RECORD

**989 GWh**

Measured annually across 56M sq ft.

**–32%**

GHG intensity reduction since 2019.

**37.8M SF**

Third-party managed space, 719 GWh measured.

**13**

ENERGY STAR awards, 2018-2024.

Built and run for five listed REITs across roughly 2,000 properties nationwide, from New England to Hawaii, with performance standard experience in all but two U.S. jurisdictions. Figures as published by RMR.

## Start with a 30-minute portfolio call

No pitch. Bring a compliance deadline, a utility spend question or a capital plan, and leave with a clear read on what is recoverable.

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