THE TOWER COMPANIES: SOLAR POWER PORTFOLIO EXPANSION
THE TOWER COMPANIES
COMPANY PROFILE
THE TOWER COMPANIES

COMPANY PROFILE

1. • Founded by Albert Abrasion in 1947
   • Continues today, managed by his sons Gary, Ronald and Jeffrey
   • Family Owned, Privately Held Real Estate & PM Firm
   • Develops, Owns and Manages Property in DC Area

2. • Leader in Green Building Industry
   • Recognized for leadership in sustainable development by
     • U.S. Green Building Council
     • U.S. Department of Energy
     • U.S. Environmental Protection Agency
     • Building Owners and Management Association
     • National Resources Defense Council
     • Institute for Market Transformation
SUSTAINABILITY LEADERSHIP
THE TOWER BUILDING

1101 Wootton Parkway, Rockville, MD

- LEED Gold and ENERGY STAR Certified Tower
- Apartment and Office Association of Metro Washington’s Green Office Building of the Year Award
- City of Rockville’s first ever Environmental Excellence Award for Corporate Leadership in Green Building

2000 TOWER OAKS BLVD.

2000 Tower Oaks Boulevard

- The Tower Companies Corporate HQ
- Built in 2007 and located in Rockville, MD
- First commercial building to achieve LEED Platinum
- Greenest Office Building in MD
- One of the World’s Greenest Buildings
**Millennium Building**
1909 K Street, Washington, DC 20006

**Building Specs**
- Multi-Tenant Ofc.
- 235,000 SF
- Built in '60s
- Renovated in 1999

**Sustainability**
- LEED Gold Certified
- ENERGY STAR Certified
- Green Lease Requirements
- LED Lighting
- EV Charging Stations
- Composting Program

**Health and Wellness**
- On-site Workout Facility
- Bike Storage/Support Room
- Roof Top Herb Garden

Solar Power Added in 2014
The Tower Companies was able to create a Sustainability Features Infographic just for the Millennium Building.

The Tower Companies owns several office buildings in downtown DC. This one was picked because solar installation would not hamper window washing, and tenants could see panels.

The Millennium Building Solar Project allowed The Tower Companies to utilize several financial incentives and expand sustainability initiatives.
1. Total System Size: **29.43kW**
2. No. of 270W panels: **109**
3. Est. Annual Production: **37,500 kWh**, 1%
4. Project Included Educational Signage and Real-time Status Board
WHAT IS A KILO-WATT HOUR?

MEASURING SOLAR SYSTEM IMPACT

https://www.epa.gov/energy/greenhouse-gas-equivalencies-calculator
The Tower Companies develops and manages properties, making direct purchase the best option to ensure tax incentives, energy savings and ensure long-term ROI.

**CHOOSING THE RIGHT PATH**

**THE TOWER COMPANIES APPROACH**

**PRIMARY OPTION: DIRECT PURCHASE**

The Tower Companies develops and manages properties, making direct purchase the best option to ensure tax incentives, energy savings and ensure long-term ROI.
POTENTIAL INCENTIVES FOR SOLAR POWER
THE TOWER COMPANIES APPROACH

- **FEDERAL TAX INCENTIVE**: 30%
  (Cost thru 2019)

- **TAX SAVINGS ASSUMPTION**: 42%

- **ELECTRICITY AVOIDANCE**: Assume $12.40/kW

- **MD ONLY: MEA GRANT**: $60/kW
  (Max. $6K)

**NOTE**: Incentives depend on ownership model
Middle Column: MD/DC SREC Income and Roof Repair Costs (scope dependent)
Not Shown: Bonus/Accelerated Depreciation, a very important affordability aspect
Extended 50% in first year for 2015, 2016, and 2017 and the phases down to 40% in 2018, 30% in 2019
Pro forma factors in all costs and incentives gives break even year (example: The Pearl)
WHAT ARE SOLAR RENEWABLE ENERGY CREDITS?

THE TOWER COMPANIES APPROACH

https://www.youtube.com/watch?v=UcFytW1q1B

EXPANDING SOLAR PORTFOLIO
THE TOWER COMPANIES APPROACH

1. Site Visits:
   - Building and Roof Walk Through
   - Investigate Roof Condition
   - Speak with on-site maintenance personnel
   - Take pictures

2. Solar Company Initial Research
   - Are Initial Ideas Feasible?
   - Is the Solar Company a Good Fit for Tower?
   - Do they have the Right Installation Experience
   - Narrow Options Down

3. Solar Company Interviews:
   - Additional Site Visits
   - Obtain Project Proposal
   - Review Proposal/Structure Options
   - Provide Project Feedback

4. Select Installers for Viable Projects
   - Recommend Project Specs to Owners
   - Obtain Necessary Permits/Variances
   - Construction/Installation Begins