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Beyond the Vines

Napa Valley-based Newton Vineyard embodies a multifaceted definition of sustainability

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A Fuel Economy

A look at green-fleet initiatives among today's corporations

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Bringing Manufacturing Home

How clean energy is revitalizing the US manufacturing industry

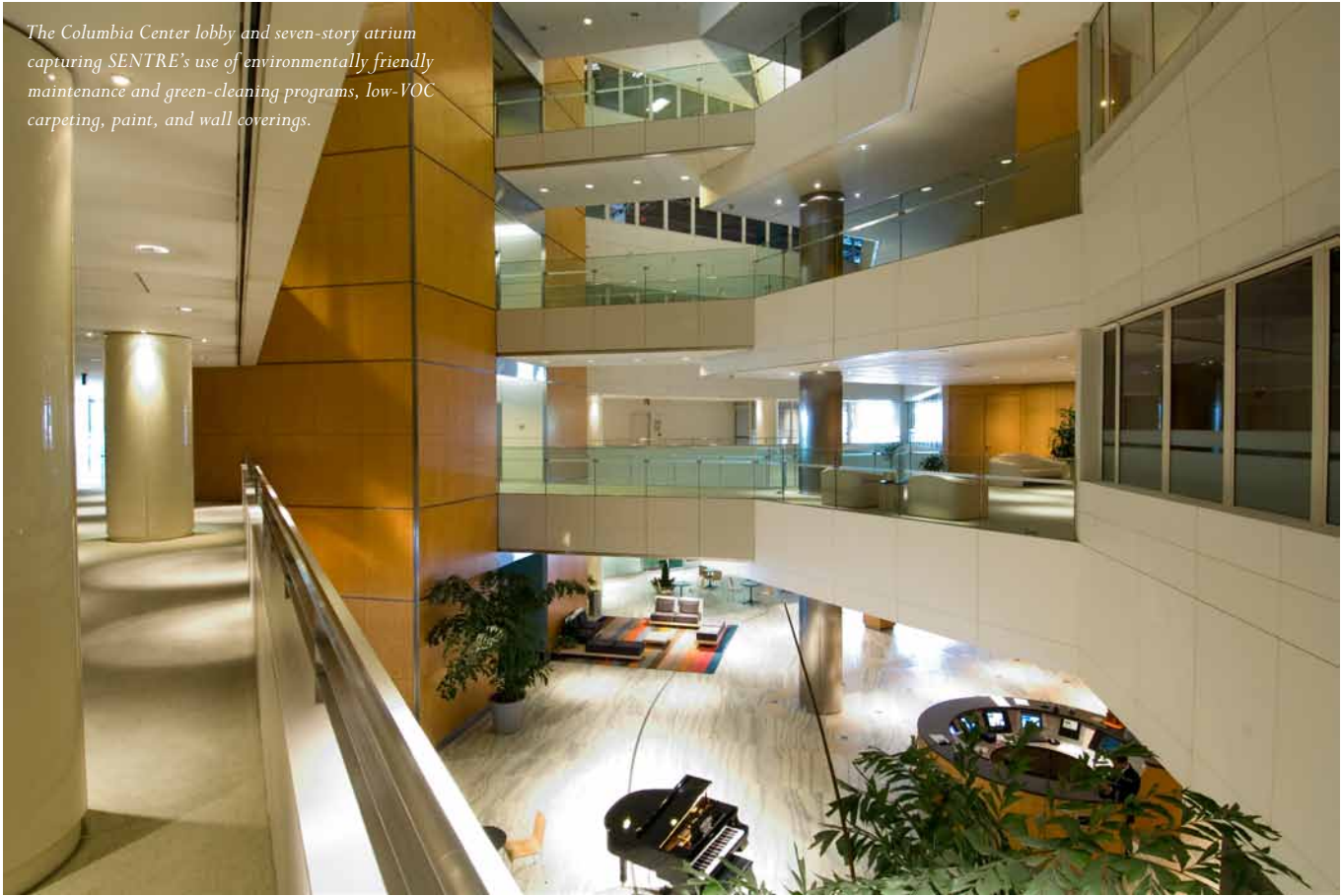
GREEN BUSINESS QUARTERLY



THE IDEAS ISSUE

20 new takes on conventional practices from businesses that are sculpting their industries

The Columbia Center lobby and seven-story atrium capturing SENTRE's use of environmentally friendly maintenance and green-cleaning programs, low-VOC carpeting, paint, and wall coverings.



SENTRE PARTNERS, INC.

*Superlative stewards of real estate
harness the latest green technology*

BY MEGHAN BOYER

AT A GLANCE

LOCATION:
SAN DIEGO, CA
FOUNDED:
1989
**AREAS OF
SPECIALTY:**
REAL-ESTATE
INVESTMENT
AND SERVICES
**AVERAGE ANNUAL
SALES:**
\$6 MILLION+

THE NEW SLOGAN—"WORK GREEN, WORK SMART, Work Fast"—is a reflection of a commitment not only to improving building operations through technology but also to sustainable development. Real-estate-investment and -services firm SENTRE Partners, Inc. is at the forefront of San Diego's sustainable-building movement and, in accordance to its slogan, strives to incorporate the best green practices in all its operations.

"The reality is that in today's world, green, smart, and fast are inextricably linked," says Carlos Alvarez, a SENTRE real-estate manager and LEED AP. "Companies that try to work smart or fast without considering sustainability issues will find themselves lagging behind

their competitors." Additionally, few companies will succeed in greening their operations without embracing the right technology, he notes.

SENTRE is an acronym for Stewards and Entrepreneurs of Real Estate, and the name reflects the firm's vision for providing superlative service to investors, owners, and tenants while remaining at the cutting edge of business and technology. Founded in 1989, the firm currently manages and/or leases roughly 4 million square feet of commercial real estate with a portfolio value in excess of \$1 billion.

The firm's 45 employees, three of which are LEED APs, provide real-estate services to major institutions, individual investors, and local firms. To date, the company has completed more than 50 projects throughout California and Mexico and has nine office locations in San Diego and Orange County.

Alvarez, partner and managing director John Brand, and real-estate manager Chris Cooper all believe green practices are in the best interest of building owners and tenants because they can reduce monthly and annual

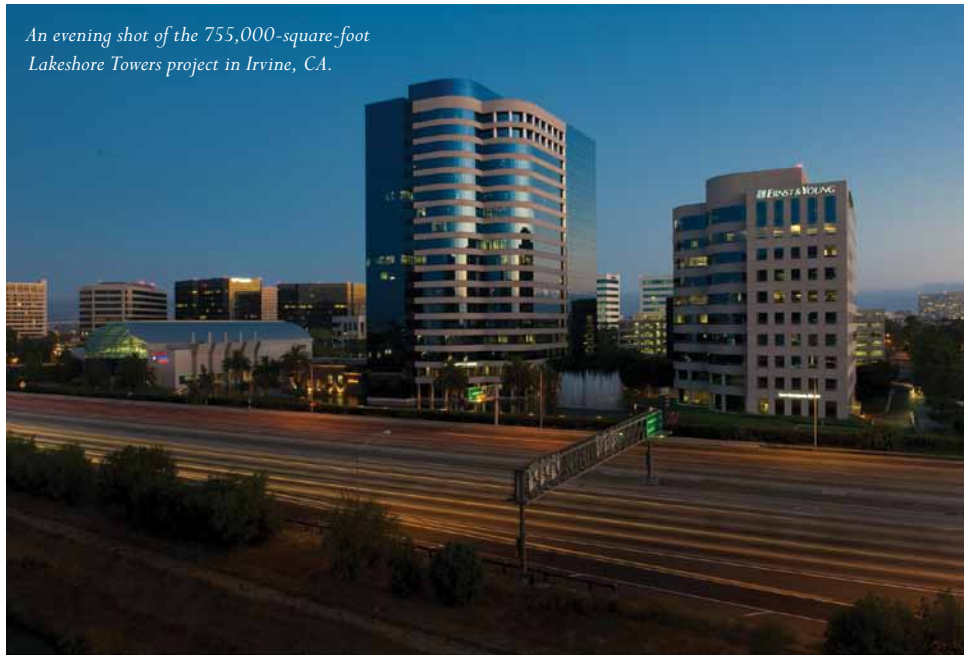
No 11 *Increasing a Building's IQ*

CONVENTIONAL WISDOM: The most eco-friendly and intelligent buildings are new structures.

NEW TAKE: For San Diego's Columbia Center, which was built in 1982, SENTRE Partners recently implemented water-use-reduction plumbing elements, waste-production-pattern analysis, indoor-air quality assessments, environmentally friendly pest-control measures, and green-cleaning and -maintenance practices. As a result of the firm's efforts, the building received LEED Gold certification in March 2009. Additionally, it received an Energy Star rating of 95 and the designation of "California's Most Intelligent Building" by Realcomm. The Building Owners and Managers Association also honored it as San Diego's "Office Building of the Year."

operating expenses. Sustainability means "meeting the needs of the present without compromising the ability of future generations to meet their own needs," Alvarez says. One of the projects that best exemplifies SENTRE's mission is San Diego's Columbia Center, a 550,000-square-foot high-rise office building. The firm implemented multiple green strategies in the office building: water-use-reduction plumbing elements, waste-production-pattern analysis, indoor-air quality assessments, environmentally friendly pest-control measures, and green-cleaning and -maintenance practices. As a result of the firm's efforts, the building received LEED Gold certification in March 2009. Additionally, it received an Energy Star rating of 95 and the designation of "California's Most Intelligent Building" by Realcomm. The Building Owners and Managers Association also honored it as San Diego's "Office Building of the Year."

The Lakeshore Towers project is another excellent example of the firm's work, Alvarez says. SENTRE introduced environmentally friendly water habits, such as reduced-irrigation days and reclaimed-water use for toilets. It also added energy-efficient lighting, green HVAC systems in the site's three buildings, and green cleaning



An evening shot of the 755,000-square-foot Lakeshore Towers project in Irvine, CA.



A portion of Lakeshore Towers' 15-acre site. While operating on a reduced irrigation schedule, Lakeshore Towers has achieved a decrease in water consumption and costs by using reclaimed water to irrigate its entire site.



Evening light on the Columbia Center, San Diego's first high-rise building to achieve Gold certification in LEED's Existing Building: Operations and Maintenance category. Architect: Hope Consulting Group.

practices. A recycling program for the buildings' tenants helps to reduce overall landfill. Again, the efforts were rewarded. Lakeshore Towers was certified LEED Gold on two of its three buildings, with the third certification expected this year. The buildings also received Energy Star ratings of 80, 91, and 76 on the 18-story, 10-story, and 5-story buildings, respectively.

"We focus on putting technology and purpose into our projects, essentially treating each project assignment as if we owned the asset ourselves," Brand says. SENTRE is introducing the green-building practices advocated by the USGBC in all the buildings it manages. Recycling plans encourage occupants to properly dispose of waste and reuse programs enable contractors to recycle or reuse materials instead of throwing them away.

"SENTRE continues to work diligently to maintain a quality environment and to lower the carbon footprint in all of our buildings," Alvarez says. Future goals for the firm include implementing light-harvesting techniques that maximize the natural light in a building and make use of energy-efficient light fixtures. GBQ



SENTRE PARTNERS

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A MESSAGE FROM ANGUS SYSTEMS

Angus Systems is the industry leader in operations-management software for commercial real estate. Through the continual, innovative advancement of its comprehensive suite of software, Angus Systems makes it easy for building owners, property managers, tenants, and staff to manage their operations and measure sustainability practices.