## SECTION 1. (Day 1 Morning)

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### Introduction and Part 1. Identifying Green Buildings and Green Features

- Classroom Rules and Procedures
- Course Overview, Big Picture
- Self-Assessment Quiz
- Green Building Defined
- A Closer Look at a Green Building
- What Is Sustainability?
- Green Building Rating Systems
- Scope of Work
- Case Study 5.B: What Went Wrong
- BREAK
- 1.2 Case Study
- Practice Test Section 1

### Part 2. Integrating Green Building into the Cost Approach

- Relevance and Effects of the Cost Approach
- Life Cycle, Whole Building, Passive Design, Integrative Process
- Using Cost Manuals
- 2.3 Case Study: Using a Cost Manual for Green Components
- LUNCH
### SECTION 2. (Day 1 Afternoon)

**Part 2. Integrating Green Building into the Cost Approach, cont.**

- 2.4 Case Study: Green Construction Budget
- 2.5 Case Study: Reducing Costs Through Synergies
- Green Building Obsolescence
- Incentives in Green Building Appraisal
- Incentives vs. Concessions

**Part 3. Integrating Green Building into the Sales Comparison Approach**

- Introduction: Myths and Limitations
- Sustainability and Sustainability Orientation
- Expanded Elements of Comparison
- Using GBIG for Market Research
- BREAK
- 3.2 Case Study: LEED Gold Class B Office Building
- EUI
- Studies and Secondary Support
- Cost and Income-Based Adjustments
- 3.3 Case Study: Cost and Income-Based Adjustments
- Practice Test Section 2

### SECTION 3. (Day 2 Morning)

**Part 4. Integrating Green Building into the Income Approach**

- Introduction: Areas of Effect
- Income Effects: Rent Premiums and Marketability
- Expense Effects: Operating Expense vs. Reserves
- Risk Effects: OAR and Discount Rate
- Green Leases and Split Incentive
- Operating Expense Effects
- 4.3 Case Study: Paired Energy Use Data
- 4.4 Case Study: Stabilizing Energy Expense
- Case Study 7.0: Disaggregating Utilities
- Other Operating Expense Effects
- BREAK
- 4.5 Case Study: Income and Expense Effects
- Overall Rate and Yield Rate Considerations
- Practice Test Section 3
- LUNCH
### SECTION 4. (Day 2 Afternoon)

#### Part 5. Distributed Energy Generation

- Definition, Key Terms, and Concepts
- First Five Questions
- Cost and Income Approach Considerations
- Net Zero Energy Buildings
- 5.1 Case Study: Redefining “Green Grocer”

#### Part 6. Land Value and Highest and Best Use Considerations

- Property and Site Analysis Effects
- Resilience

#### Part 7. Conclusion and Wrap-Up

- Emerging Topics, Resources
- Practice Test Section 4
- Instructor Led Review
- Self Study
- BREAK
- Exam Instructions, Q&A
- Exam