

IMPROVING ENVIRONMENTAL EFFICIENCIES

For the Skyline Group of Companies, it's a never-ending pursuit

BY ROY JASON ASHDOWN, CO-FOUNDER & CHIEF OPERATING OFFICER, SKYLINE GROUP OF COMPANIES

Environmental Excellence



As landlords, we have a serious responsibility to our tenants—and to the planet—to “walk the talk” when it comes to environmental efficiencies. When students, families and seniors are making the decision to call one of your properties home, they’ll be doing their research, taking into consideration not only the usual factors, such as the building’s reputation and Walk Score, but what you’re doing to encourage sustainability practices, both as a corporation and among your tenant community.

A thorough, fully-developed environmental plan for a landlord should encompass methods of improving efficiencies, reducing waste, and—arguably the most important aspect—educating your network of tenants (and building staff) about how they can do

their part to complement your efforts. Getting buy-in not just from your C-suite leaders, but from your staff manning the front lines of your business, is crucial to ensure that you will create a culture of enthusiasm around environmentally-friendly practices at the building level.

Our company, Skyline, has multifamily properties in over 40 Ontario communities (nearly 200 properties total across Canada, with more than 16,000 suites). We have implemented an ongoing sustainability plan to ensure that each of these properties is performing at its best while also reducing its environmental footprint. We’re also constantly on the lookout for new developments in green technologies to improve our efforts further.

Our environmental initiatives allow us to build on the relationships we have with

our customers, as well as suppliers and business partners in the real estate industry. We have also fostered key relationships with innovative green energy organizations such as the Ontario Sustainable Energy Association (OSEA), as well as LDCs like Horizon Utilities, Hydro One, Guelph Hydro, and London Hydro, all of whom have consumption and demand targets that we assist them in achieving.

We have also garnered provincial and national recognition for our efforts; in the past year, we’ve been named one of Canada’s Best Managed Companies, an Aon Best Employer, and one of Canada’s 10 Most Admired Corporate Cultures—and we were recently named a Top-2 Finalist for the 2016 Ontario Business Achievement Awards’ “Sustainability” award (we’ve got



our fingers crossed!). Last, but certainly not least, we are a three-time winner of the prestigious FRPO M.A.C. award for Environmental Excellence. We're very proud to have been recognized among the Ontario rental housing community for our environmental efforts.

Our portfolio-wide sustainability plan, the Portfolio Efficiency Plan (PEP), celebrates its tenth birthday this year. The PEP is the most established component of our overarching environmental blueprint: it is an ongoing effort designed to improve building efficiencies and bring together our more than 25,000 tenants to make our buildings cleaner, safer, and greener.

Over the past ten years, the PEP has:

- Saved enough natural gas to take 30,000 cars off the road for a year, through boiler system replacements, window replacements, and the installation of heat reflector panels
- Saved enough water to fill 24,000 swimming pools, through showerhead, aerator, and toilet replacements
- Saved enough kWh to power 500 single-family homes for a year, through refrigerator replacements and the installation of occupancy sensors

We are also currently implementing a vast, portfolio-wide lighting retrofit upgrading to LED bulbs (more than 16,000 suites, including tenant-paid). More than 300,000 bulbs will be upgraded from incandescent and CFL to these high-efficiency lights. With this huge initiative, we are yet again cutting the hydro consumption (for lighting) of our entire portfolio by more than 50%.

Improving efficiencies doesn't just stop at in-suite solutions such as replacing light bulbs and toilets, however. Sometimes, it's the buildings themselves that can be recycled. As a rule of thumb, the most sustainable building is the one that has already been built, and if some history can be preserved in the process, that's even better. Over the years, we at Skyline have been presented with several opportunities to repurpose and revitalize unique and historically significant properties in our multi-family portfolio. For example, Place Sainte Marie, a 70,000 square foot convent in Northern Ontario, was constructed in 1927, and served as a nunnery and a school for more than 80 years. Recognizing a need for a seniors' multi-residential dwelling in the area, we repurposed the building to become a beautiful and functional assisted living community. We also gave new life to



a 160-year-old heritage building called the Gummer, in downtown Guelph, Ontario – Skyline's hometown. Nearly destroyed by arson in 2007, the building was a burnt-out shell, and there was an outcry from the community for fear of the building being demolished. We have since transformed the Gummer into 77,000 square feet of office, commercial, and luxury residential space, and the building is now our Skyline headquarters.

In both instances, the building upgrades were extensive, including replacement of the entire mechanical systems, insulation, and installation of high-efficiency lights, windows, and appliances. In the case of the Gummer Building, we also installed a living green roof. However, not only do

these costs pale in comparison to those that would be incurred by a complete teardown and rebuild, "recycling" these buildings saved countless tons of waste from landfill, while preserving the architectural beauty and historical significance for which these properties are prized.

Another way to drastically reduce long-term energy costs is to harness the power of the sun. Imagine if you could provide heat and power to your entire property through a virtually infinite resource, using traditional sources of power solely as a contingency plan in extreme weather conditions. We have already installed 61 rooftop solar systems on our properties, which cumulatively generate enough green energy to power 400 homes for a year. Under the IESO's FIT 4

Our sustainability initiatives are an intrinsic component of our mission to build strong communities.

contract, we are also considering another 3 megawatts of solar on Skyline properties—enough to power nearly 500 additional homes. We strongly believe in the future of alternative energy—so much so that in 2015 the Skyline founders co-created Anvil Crawler Development Corp, an alternative energy provider that is changing the way people think about powering their homes, buildings, and work sites. Anvil Crawler's range of products includes a 100% scalable and 100% portable energy facility that operates on solar power—called the Anvil Power House—that will be a game-changer for the real estate and construction industry. The Power House works in tandem with solar outfitting, housing both the inverters to convert energy and the battery reserve

to store excess energy for use in non-ideal weather conditions.

Anvil Crawler will also play a key role in the future installations of Combined Heat and Power Systems (CHP), also known as Co-Generation systems, at our properties. These systems supply hydro power to buildings through very efficient natural gas generators. Unlike traditional generators, CHP systems make use of the by-product of hot water to heat the building, drastically eliminating wasted energy from the process. We have installed several of these systems at our residential buildings in St. Catharines, ON, and will have a total of 30 systems installed by year-end 2016. Just one of these systems can supply up to 90% of a property's hydro needs. We have made an

application to the Ontario Power Authority to complete detailed engineering studies for an additional 200 Skyline properties—a potential multi-million dollar investment that will have an incredible impact on our buildings' energy savings.

Our sustainability initiatives are an intrinsic component of our mission to build strong communities, and we're always looking for additional ways, both big and small, to contribute even further to minimizing our environmental footprint. Green technology is ever-changing, but we don't see that as an excuse to sit on the sidelines. We strongly advocate making the best possible use of the technology available, while also fostering an attitude of enthusiasm and education among staff and tenants, and introducing programs and initiatives that make participation convenient and empowering. Whether it's the switch to a high-efficiency light bulb, or the installation of an alternative energy generator, every effort makes a big difference. 🌱

Roy Jason Ashdown is the Co-Founder & Chief Operating Officer at the Skyline Group of Companies

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Collaborative, Evidence Driven, Committed

Toronto
Suzanne Santyr, P.Eng.
T: 416.636.8886

Waterloo
Ian Miller, P.Eng.
T: 519.648.3526

Burlington
Dave Moore, C.E.T.
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