

## **Press Release**

### FOR IMMEDIATE RELEASE

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### Connecticut Innovations Makes Follow-On Investment in Sustainable Real Estate Solutions Inc.

# Company's platform enables users to assess, benchmark and monitor energy performance of buildings and identify retrofit opportunities

**Rocky Hill, Conn**., **June 30, 2011** – Connecticut Innovations (CI), the state's quasi-public authority responsible for technology investing and innovation development, today announced that it has made a \$400,000 follow-on investment in Sustainable Real Estate Solutions Inc. (SRS) of Trumbull, Conn., through its Connecticut Clean Tech Fund. This investment is part of a \$1 million investment round also involving LaunchCapital, Advantage Capital Connecticut and individual investors.

SRS's software-as-a-service (SaaS) platform, *Sustainable Real Estate Manager*<sup>®</sup>, provides a comprehensive set of energy and sustainability performance assessment, benchmarking and monitoring solutions for the commercial real estate industry. The web-based platform enables building management professionals, real estate investors, lenders, tenants and consultants to proactively assess and manage energy efficiency and sustainability-related risks and opportunities to ensure optimal performance at both the individual property and portfolio levels.

The Sustainable Real Estate Manager<sup>®</sup> platform is the industry's first integrated solution for measuring and monitoring commercial real estate energy and sustainability performance against several existing and emerging public and private benchmarks. The platform combines ENERGY STAR, LEED, ASTM, ASHRAE, and CMP Green Building Underwriting standards in a manner that rationalizes the relative strengths of each of these leading benchmarking and rating systems. The platform also fully-integrates SRS's Peer Building Benchmarking<sup>™</sup> proprietary database of over 120,000 buildings nationwide, which encompasses 15 property types, 3.3 billion square feet and over \$7.8 billion in annual energy costs and facilitates an unparalleled benchmarking analysis.

"On behalf of SRS, I am thrilled with our continued partnership with CI, which is allowing SRS to further develop our innovative building energy software solutions on both a national and international level," said Brian McCarter, SRS founder and CEO. "CI's experience in the clean tech market and understanding of the public policy, regulatory evolution and economics driving demand for SRS's solutions make it a powerful strategic ally in growing SRS's position as a global leader in its rapidly developing industry."

With building energy efficiency and carbon emissions emerging as mainstream concerns, sustainability is becoming a central agenda item for businesses – one requiring focused action. Market forces, such as rising energy costs, combined with building energy labeling and green building regulatory requirements, are creating strong demand in the commercial real estate market for solutions that will improve sustainability. That demand, applied to a commercial real estate market consisting of over 9 billion square feet (excluding government-owned buildings), yields an enormous potential market for SRS's tools.

Peter Longo, president and executive director of CI, said, "CI is impressed with and encouraged by the early market traction of SRS's product, which is designed to address new standards and regulations in the commercial building industry. The new ASTM Building Energy Performance Assessment Standard, along with new disclosure regulations for building energy consumption and benchmarking data, will help continue to build demand for SRS's product. We envision SRS's product as the platform of choice in managing building energy performance."

Pauline Murphy, CI managing director, investments, represents CI on SRS's board of directors.

### About Connecticut Innovations, Inc.

Connecticut Innovations (CI) is a quasi-public organization dedicated to driving a vibrant, entrepreneurial, technology-based economy in Connecticut. CI stimulates high-tech growth by investing in: early-stage Connecticut technology companies, university/industry research collaborations, technology transfer, and clean energy initiatives through the Connecticut Clean Energy Fund. CI also fosters collaboration among government, business, nonprofit and academic organizations to advance technology growth and promotes public policies consistent with CI's mission. For more information on CI, please visit <u>www.ctinnovations.com</u>.

#### About Sustainable Real Estate Solutions Inc.

SRS, an industry leader in on-demand building energy assessment and proprietary benchmarking software, delivers Sustainable Real Estate Manager<sup>®</sup>, an Internet-based software-as-a-service (SaaS) workflow platform enabling building owners, operators, investors, lenders, tenants and consultants to assess, benchmark and optimize the energy and sustainability performance of their properties. Its Peer Building Benchmarking<sup>™</sup> module has reinvented commercial real estate's energy efficiency benchmarking best practice. For more information, please visit <u>www.SRMnetwork.com</u>.

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