RETROFITTING TO SCALE:
50,000 BUILDINGS IN 10 YEARS

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INTRODUCTION: Retrofit Market Analysis

John Mandyck
CEO, Urban Green Council

Mandyck joined Urban Green Council in 2018 as its first-ever CEO. He capped a 25-year career as Chief Sustainability Officer for United Technologies Corporation. He also serves as a Visiting Scientist at the Harvard University T.H. Chan School of Public Health and as an Adjunct Professor at the University of Connecticut School of Business. Mandyck is the founding chair of the Corporate Advisory Board for the World Green Building Council, a former board chair of Urban Green, and co-author of the book *Food Foolish*. 
LL97 COMPLIANCE DEADLINES: 2024 AND 2030

$4B
$3B
$2B
$1B

2018 2020 2022 2024 2026 2028 2030

$470M $2.2B $18.2B
LL97 SECOND COMPLIANCE DEADLINE: 2030

- Annual Project Value:
  - $4B
  - $3B
  - $2B
  - $1B

- Jobs Created: 141,000

- Project Value Growth:
  - 1x
  - 2.5x
  - 13x

- Financial Milestones:
  - $470M
  - $2.2B
  - $18.2B
TIME IS OF THE ESSENCE

What if the uptake is slower than expected?