STANDARDS
LEED Certification

Green Building Rating System

- Certified by the USGBC’s LEED® Green Building Rating System™
- Recognized by the EPA’s ENERGY STAR® program for energy performance

**NOTE:**
On a scale of 1-100, a score of 75 or more qualifies for a label

<table>
<thead>
<tr>
<th></th>
<th>LEED for Existing Buildings (EB)</th>
<th>LEED for Commercial Interiors (CI)</th>
<th>LEED for New Construction (NC)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Points</strong></td>
<td>POINTS</td>
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</tr>
<tr>
<td>Platinum</td>
<td>64-85</td>
<td>42-57</td>
<td>52-69</td>
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<tr>
<td>Gold</td>
<td>48-63</td>
<td>32-41</td>
<td>39-51</td>
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<tr>
<td>Silver</td>
<td>40-47</td>
<td>27-31</td>
<td>33-38</td>
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<tr>
<td>Certified</td>
<td>32-39</td>
<td>21-26</td>
<td>26-32</td>
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</tbody>
</table>
CBRE Standards for CLIENTS

SENSIBLE Sustainability

2008 Standards of SUSTAINABILITY

OUR COMMITMENT is that all office buildings will:

1. Register and benchmark to EPA ENERGY STAR®, pursuing certification for all eligible buildings
2. Complete “No Cost-Low Cost” best practices audit, implementing all initiatives applicable to the property
3. Complete CBRE/BOMA BEEP training
4. Adopt and adhere to approved CBRE Green Cleaning protocols, including products and processes
5. Install occupancy sensors in every “infrequent” occupancy area in all common areas, including electrical/telephone closets, restrooms, building employee break rooms and all mechanical rooms
6. Conduct and report a waste audit
7. Develop and implement the approved CBRE recycling program
8. Install water restrictive devices in restrooms
9. Replace all non-dimming incandescent lamps in common areas with CFLs
10. Prepare a Sustainability Plan, including any capital expense requests, and discuss with client during 2009 budget preparations
11. Communicate Sustainability message monthly to tenants through CBRE standard newsletters, lobby placards, portal postings, etc. using CBRE prepared and distributed materials
12. Include an update on Sustainability in each monthly report to ownership
New Standard for GREEN BUILDINGS

CB RICHARD ELLIS

SENSIBLE Sustainability

101 Tips to successful Sustainability
New Standard for GREEN BUILDINGS

SENSIBLE Sustainability

101 Tips to sensible Sustainability

FOR THE OFFICE
Benefits

Cost Reductions

<table>
<thead>
<tr>
<th>ENERGY</th>
<th>CARBON</th>
<th>WATER</th>
<th>WASTE</th>
</tr>
</thead>
<tbody>
<tr>
<td>30%</td>
<td>35%</td>
<td>30-50%</td>
<td>50-90%</td>
</tr>
</tbody>
</table>

Greater efficiency & immediate cost savings

Lower CO$_2$ with long-term environmental benefits

Cost savings & conservation of resources

Lower disposal costs and reduced environmental impact

Source: USGBC
Cost Reductions

**REDUCED LABOR COSTS**
- Less Absenteeism
- Less Likely to Change Jobs
- Generally Happier

**GREATER PRODUCTIVITY**

6.7% **Gain** with High-Performance Lighting

3.6% **Gain** with Individual Temperature Control

**KEY EMPLOYEE STATS**

- 44% Fewer Symptoms by Using Moisture Control
- 42% Fewer Symptoms with Pollutant Filler
- 41% Fewer Symptoms with Fresh Air Circulation

*Source: USGBC*
CB Richard Ellis delivers a broad-based, building-focused program for clients, tenants and employees, encompassing:

- Energy and Water Efficiency
- Resource Conservation
- Indoor Environment
- Site and Building Ecology
- Training and Communications
### Resource Conservation

**Partner/Participant in EPA WasteWise**

<table>
<thead>
<tr>
<th>REDUCE</th>
<th>REUSE</th>
<th>RECYCLE</th>
<th>REBUY</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Selection of dispensing systems that control portion&lt;br&gt;• Purchasing of goods that are designed to reduce packaging or for shipping efficiencies.&lt;br&gt;• Preference for locally produced materials</td>
<td>• Policies for the reuse of building materials in construction (e.g., doors, cabinets)&lt;br&gt;• Developing of reuse (donation) programs for non-recyclable materials</td>
<td>• Programs focused on: 1) Workplace 2) O&amp;M 3) C&amp;D&lt;br&gt;• Partnering with EPA to develop ongoing education programs for occupants and champions</td>
<td>• Mandatory policy to move purchases on restroom towels/tissue to meet GSA EPP guidelines for recycled content&lt;br&gt;• Incorporation of recycled criteria into all O&amp;M purchases</td>
</tr>
</tbody>
</table>
Resource Conservation

Waste Audit & Planning

Planning Guide
Section-by-section road map toward compliance

- “You can only improve what you can measure”
- Requirement for all properties to conduct and document a waste audit in 2008
- Standardizes the methodology & forms for all real estate managers
- Can be performed in-house or by an outside contractor
Resource Conservation

**Workplace Recycling**

Partnership between Harmon Associates, the EPA and CB Richard Ellis

- Standardized approach for data management
- Comprehensive recycling programs
- Building occupant education & behaviors
- Proactive communications

Meets Sustainability Requirements

**No. 43** Conduct a waste stream audit; set goals and measure

**No. 46** Establish overall recycling policy which measures performance to goals

**No. 47** Create a storage & collection area for standard recyclables

**No. 95** Promote value of total recycling to tenants
Resource Conservation

Workplace Recycling

Shredding Services

• Pricing includes material pick-up and secure shredding
• Shredding material subsequently recycled through client
• All obligations for payment of services governed by separate agreement with tenants

Cost Benefits

• Properties currently not receiving revenue from an existing program are provided opportunity to participate at no cost
• For properties with a recycling program that provides revenues directly to property or offsets hauling charges, contractor may assess program and propose to CBRE revenue opportunities
• Costs for recycling containers are borne by CBRE or property
• Properties benefit from reduced hauling requirements/costs
Resource Conservation

O&M Recycling

- Online access to RCRA regulations for all jurisdictions
- National pricing leverage
- Multiple recovery methods
- Ability to track/report on building, region and client levels regarding recovery and recycling of hazardous waste generated during property operations
- Covers, lamps, ballasts, batteries and e-waste
Indoor Environment

O&M Recycling

Cleaning Guide
Section-by-section road map toward compliance

ICRRs
Intent, Considerations Requirements & Resources

- Simple chapter approach to breaking down the subject
- Incorporates links to the required resources
- Embeds reference materials for easy access
- Provides checklists to verify implementation
CBRE offers a variety of internal and external tools and platform resources for access to key information.
Training and Communications

Communications

Recycle Campaign
Collateral
Client Communiqués
Newsletters
In Planet Building, the Power of One becomes…

Training and Communications

**Planet Building**

- Biosphere of activity that functions as an interrelated matrix of smaller ecosystems, similar to our planet
- These “ecosystems” intersect at key touchpoints, influencing each other’s behavior
- One influential activity can affect the entire system, influencing positive change throughout the building
- Through sensible property management, the Planet Building can act as a catalyst for change within society at large
Case Study

One Beacon Street / Boston, MA

CHALLENGE
With the ownership's approval to pursue Leadership in Energy and Environmental Design for Existing Buildings (LEED EB) certification, the CB Richard Ellis (CBRE) management team launched a comprehensive review of all building systems. The focus was on environmentally sound initiatives that would reduce operating costs while maintaining tenant comfort. To fulfill sustainability goals, CBRE needed to reduce waste streams to landfills, implement green cleaning and execute sustainable procedures and policies that would effectively reduce energy costs, CO2 emissions and water usage.

SOLUTION
Reevaluation and simple alterations of many current operating practices led to significant energy savings. CBRE implemented building policies regarding sustainable use and reuse of materials, including a recycling program and janitorial procedures and related purchases that were fully compliant with LEED standards. To reduce HVAC costs, variable frequency drives (VFDs) were placed on perimeter fan systems and secondary water pumps and CO2 sensors were installed. Heating of the building’s underground parking garage was also eliminated.

CBRE knew that establishing a building culture devoted to sustainability initiatives was key to achieving long-term results. Innovative ways to save energy and introduce green initiatives are constantly being explored and employees are encouraged to attend BOMA seminars to learn new approaches to bettering the environment.

Quick Facts
 Owned by an affiliate of Beacon Capital Partners, LLC
 First LEED EB certified building in Boston
 Size
 1,017,000 SF
 Services
 Property Management
 Sustainability

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One Beacon Street / Boston, MA

RESULTS
One Beacon Street will achieve a projected $633,000 in annual savings with an investment payback period of less than one year. In addition, the following annual savings will be generated:

- 6,000,000 kWh of energy (electricity and steam)
- 2,473 metric tons of CO₂ emissions
- 100,000 cubic feet of water

As a result of CBRE’s many efforts, the building earned an ENERGY STAR with a score of 79 and has gained recognition as the first LEED EB certified building in Boston.
Case Study

One Boston Place / Boston, MA

CHALLENGE
Originally built in 1970 in the heart of Boston’s Financial District, One Boston Place is the third highest office tower in Boston and is considered one of the city’s major landmarks. With the ownership’s approval to pursue LEED for Existing Buildings: Operations & Maintenance (LEED EB: O&M) certification, the CB Richard Ellis (CBRE) management team needed to increase operating efficiency, reduce utility consumption and rebrand a 40 year-old office tower as a modern green building. To achieve these goals, CBRE began to explore all aspects of the LEED EB rating system relating to the environmental impact of operations, maintenance, construction and the health and welfare of the building’s occupants.

SOLUTION
To reduce base building utility consumption and lower the building’s operating expenses, CBRE employed a comprehensive recommissioning of base-building systems, installed energy efficient lighting, conducted a comprehensive plumbing efficiency retrofit and introduced Saturday HVAC “On Demand” to tenants.

CBRE addressed tenant impact on green building practices by implementing a tenant relations campaign that included tenant consulting sessions, lobby events, intra-building recycling contests and a comprehensive source reduction, energy management and recycling guide. CBRE also modified the building’s existing construction standards to incorporate sustainable construction practices and products in compliance with the LEED CI rating system.
RESULTS
One Boston Place will achieve a projected $213,000 annual savings with an investment payback period of approximately 1.3 years. In addition, the following annual savings have been documented:

- 18,000,000 kWk of energy (electricity and steam)
- 3,000 metric tons of CO₂ emissions
- 12,000,000 gallons of potable water
- 182,000 pounds of trash

As a result of CBRE’s many sustainable efforts, the building earned an ENERGY STAR with a score of 85 and has gained recognition as the world’s first LEED EB: O&M Gold building.
toward a greener tomorrow