



Environmental solutions today  
*for a sustainable future*



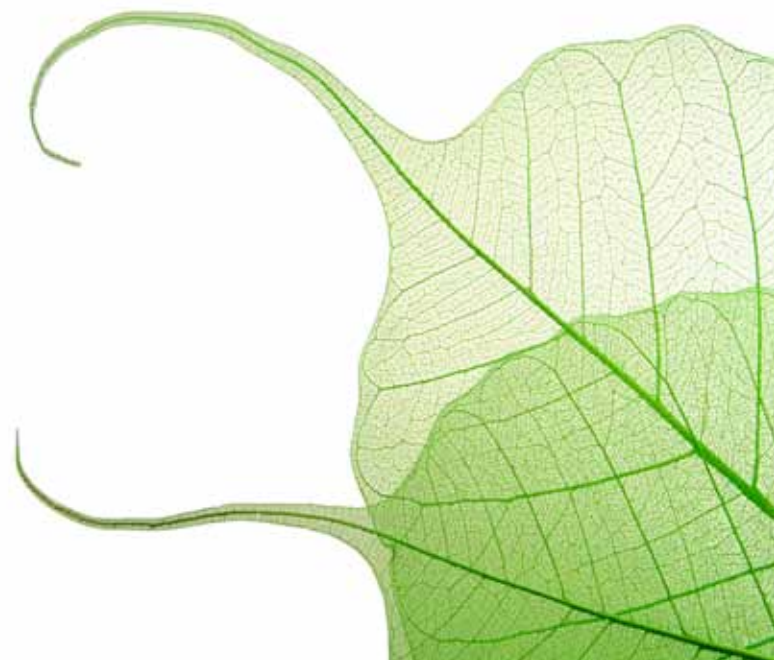


# Overview

Sustainability efforts offer long-term operational solutions and cost savings for environmental challenges. Legislation, including incentives opportunities, is affecting real estate decisions. Grubb & Ellis integrates sustainability in all real estate services to align with your organization's financial and environmental responsibility goals.

Grubb & Ellis offers a continuum of sustainability-related services, from energy audits and LEED certification for new buildings, existing buildings or tenant spaces to identifying or marketing green facilities for owners, investors, corporate occupiers and governmental clients. Short payback periods and improved trajectory of both employee productivity and market perception are central to each customized strategy.

Just as we focus on reducing our own environmental impact, our Certified Energy Managers, Certified Green Brokers, LEED Accredited Professionals and Green Associates with experience in environmental consulting, project management, incentives negotiation, facility management, and transaction services share resources and best practices to provide an integrated approach to helping tenants and owners achieve their sustainability-related goals.





Client profile: Grubb & Ellis advised the Royal Bank of Scotland on construction, engineering, property and facilities management matters, significantly improving the efficiency and integrity of its one million square foot North American headquarters facility in Stamford, Connecticut.

*“Grubb & Ellis’ range, depth and quality of services has proved to be very valuable supporting RBS as we have implemented our Group Property operating model in the Americas.”*

- Neil Grassie, Head Group Property, RBS Americas

Photo courtesy of Gerding Edlen Sustainable Solutions

# Our Services

Grubb & Ellis provides sustainability services in everything we do to address your evolving real estate needs.

## Transaction Guidance

**We incorporate sustainability strategy in transactions:**

- Create marketing materials that outline the many benefits of LEED buildings to corporate users and investors
- Evaluate competition among other LEED or Energy Star rated buildings in the market
- Structure responses to green RFPs
- Evaluate buildings for potential LEED compliance

## Energy Audits, Property and Facility Management

**Our building assessments focus on conservation, efficient use of energy and water and reduction of waste. Specific strategies include:**

- Performance of energy audits to identify opportunities to reduce lighting, water and other utility consumption
- Programs to enhance recycling and reduce waste water
- Specification of green-certified, high-performing products and green cleaning practices
- Building gap analyses and management of LEED certification efforts

## Construction and Renovation Project Management

**For owners, corporate occupiers and governmental organizations we:**

- Manage the construction of space for both new and existing buildings to exacting LEED standards
- Reuse existing materials where feasible and eliminate CFCs for HVAC equipment, minimize environmental impact, and uncover cost savings
- Develop a green work letter to ensure energy efficiency and facilitate LEED certification

## Portfolio Planning and Management

**We provide services to corporations and governmental organizations that align sustainability goals with portfolio goals through:**

- Development and alignment with a portfolio strategy
- Reduction of carbon footprint through alternative workplace strategy programs
- Securing incentives from lighting retrofits, solar installations and other renewable sources
- Process development/improvement

Photo courtesy of IDI



# The Grubb & Ellis Difference

## Education

Grubb & Ellis University supports both awareness of sustainability principles and LEED-focused educational opportunities. Our LEED APs and Green Associates are active in regional and national sustainability organizations, and often make presentations on the topic.

## Awards

Recent recognition for green efforts includes the Microsoft 2008 Environmental Award, and local awards for buildings managed for Citi, Wells Fargo and Cartus.

## Corporate Commitment

We participate in the Carbon Disclosure Project – measuring and reporting our corporate carbon footprint. Grubb & Ellis is a member of the U.S. Green Building Council and the Department of Energy's Commercial Real Estate Energy Alliance. All Grubb & Ellis locations nationwide participate in a "Greening of Our Offices" program. This program emphasizes the reduction of energy and paper packaging waste. Assigning Green Champions nationwide, the team benchmarks energy usage across Grubb & Ellis' managed portfolio.

## Research and Knowledge Sharing

The company's research analysts work with the U.S. Green Building Council and the Environmental Protection Agency to track LEED certified and Energy Star labeled buildings. We have local experts in all major markets. Current articles, tools and other resources are found at [www.grubb-ellis.com](http://www.grubb-ellis.com).

## Full Spectrum of the Industry's Emerging Trends

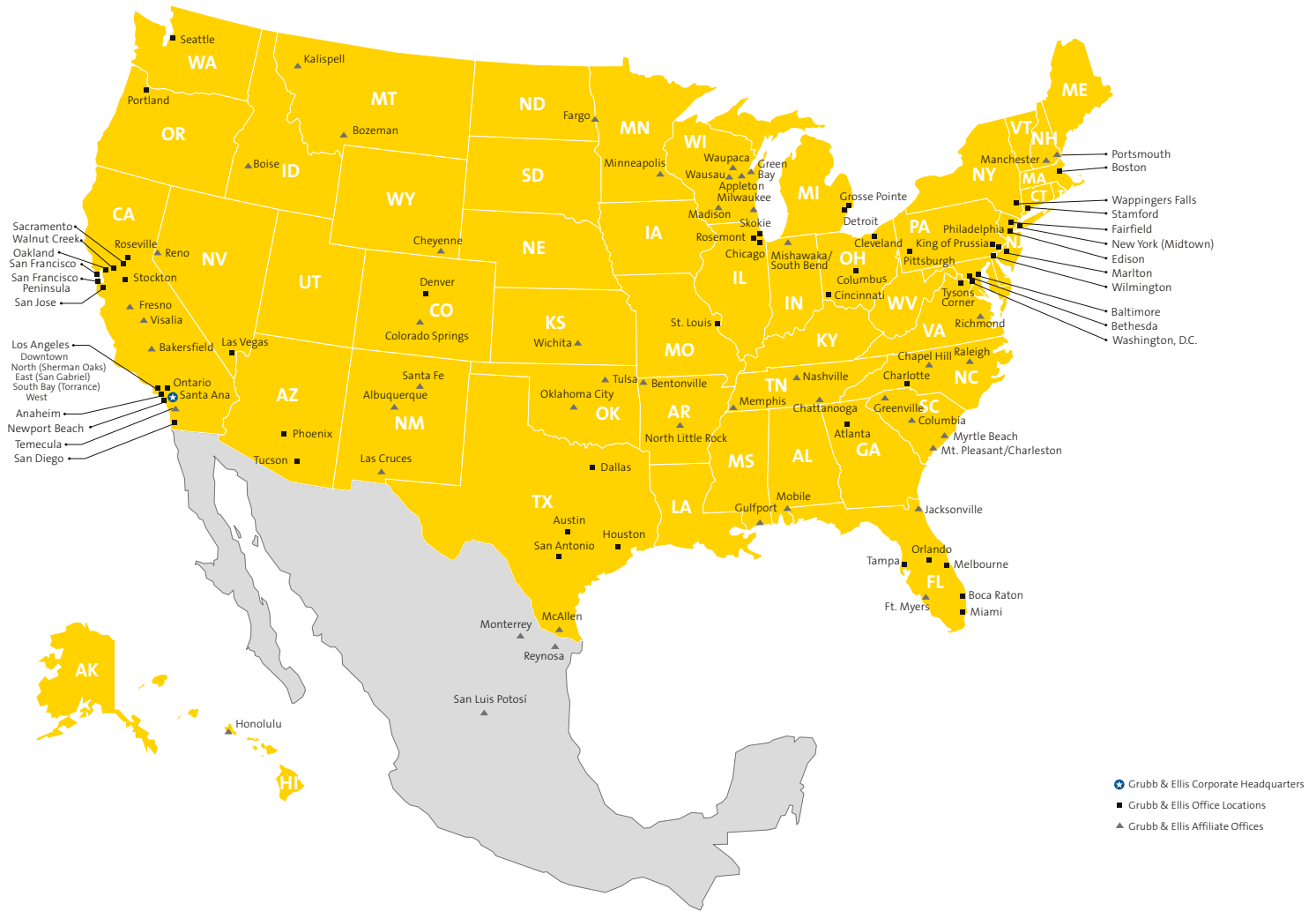
Grubb & Ellis' Clean Energy practice group is dedicated to assisting clients meld their commercial real estate and alternative energy needs. The group is at the forefront of research trends, and targets companies whose primary business is renewable generation, emerging technologies and smart grids.

Photos courtesy of Gerding Edlen Sustainable Solutions





# Grubb & Ellis U.S. Office Locations



## About Grubb & Ellis Company

Grubb & Ellis Company (NYSE: GBE) is one of the largest and most respected commercial real estate services and investment companies in the world. Our 5,200 professionals in more than 100 company-owned and affiliate offices draw from a unique platform of real estate services, practice groups and investment products to deliver comprehensive, integrated solutions to real estate owners, tenants and investors. The firm's transaction, management, consulting and investment services are supported by highly regarded proprietary market research and extensive local expertise. Through its investment management business, the company is a leading sponsor of real estate investment programs.

For more information, visit [www.grubb-ellis.com](http://www.grubb-ellis.com)

**Cathy Stephenson**, LEED AP, Senior Vice President, National Director of Operations  
500 West Monroe Street, Suite 2700, Chicago, IL 60661 | 312.698.6792

**Elizabeth King Forstneger**, CPA, LEED AP, Director, Strategic Consulting  
500 West Monroe Street, Suite 2900, Chicago, IL 60661 | 312.224.3116