Signature Centre is the largest LEED Platinum speculative building in the U.S.
Signature Centre was built at standard construction costs
Signature Centre was 100% pre-leased prior to completion in June of 2007
Signature Centre is Aardex’s premier User-Effective® Building
Signature Centre is the 2007 winner of Jefferson County’s Design Excellence Award
Signature Centre is the 2007 winner of Colorado Renewable Energy Society’s Exemplary Building Award
Aardex Signature Tower
South/East Bldg. Perspective
How Important Are Your Facility Decisions?

- “The workplace is a tool that when appropriately configured and designed to fit the people who work there…can measurably impact the performance and productivity of the entire organization.”
  - Eric Teichoz, Facility Design & Management Handbook
“The biggest total cost of running a business office...is People. The cost is [approximately at] ten times as much for employees as for the facility that houses them.”

- BOSTI (Buffalo Organization for Social and Technological Innovation)
What is User-Effective® Building?

- User-Effective® means that every element of the building is designed to improve your company’s results by improving the effectiveness of the people who actually create those results. Our goal with User-Effective® design is nothing less than “Improving Your Return on People.”
  - Performance & Potential
Case Study

Social Security Administration

- Increased space by 19%
- Increased lease rate by 80% = ($316,627) cost to taxpayers
- Productivity increase of approximately 19.6% = $1,741,525 annually
  - Before: 78 cases handled per employee
  - After: 97 cases handled per employee

Net Savings to taxpayers = $1,424,898 annually
User-Effective® Benefits

- Daylight Harvesting
- Privacy
- Adaptable Workplace
- Raised Floors
- Under Floor Air
- Clerestory Windows
- Exterior Sunshades
- Noise Control
- Interior Light Shelves
- Tinted Low-E Windows
- Task Lighting
User-Effective® Benefits

Supply Air

Return Air

Concrete Slab
Structural Beam
Chilled Beam
Extruded Mullion Cap
Indirect/direct Lighting fixture
Exterior Sunscreen
Insulated Low-E Tinted Glass
Underfloor Air Control Discs
Insulated Exterior Wall
Raised Floor with Cool Supply Air and Electrical/Data Lines
Fin Tube Heat Register
Concrete Slab
Benefits of a User-Effective® Building

- Under Floor Air: individual temperature and ventilation control
- Raised Floor: flexible space — adapt quickly, inexpensively to “program churn”
- Daylight Harvesting: increased natural light while sunshades reduce glare
- Noise and Privacy: improved concentration — employee empowerment feature
- Hands free plumbing fixtures reduce sickness and absenteeism
- A quality light environment
- **Reduced energy and heat loads up to 50%**
- Individual control
- Sunshades: for less eye strain
  - Improved Interiors
UE Saves You Money As You Grow

- Reduces cost of change
- Reduces schedule
- Reduces operating costs
- Provides tenant-driven design and solutions
  - Evolve with the future
- One infrastructure: multiple applications
- Plug-and-play solutions
- **Reduce total churn cost by 80%**
- Lower labor cost of installation up to 60%
  - Architectural Excellence
Moveable Walls

- Responsive architecture
- Quality construction for beauty and consistency
- **Installation time reduced up to 70%**
- Ease and speed of change
  - Architectural Interiors
Environmental Sustainability

- Sustainable processes and products
- Industry leader
- Greenguard
- LEED™ and beyond
  - The right thing to do
Raised-Access Floors & Under Floor Air

- Studies on Effectiveness of Under Floor Air:
  - Carnegie Mellon Center for Building Performance and Diagnostics Benefits Guide measured a **1.2%** productivity gains due to improved ventilation control
  - Carnegie Mellon also measured **1.8%** productivity gains due to improved temperature control alone
  - Lawrence Berkeley National Laboratory estimates a **$200 Billion** national benefit in productivity from improved indoor air quality
How UE Make Money…With Under Floor Air

- Individual ventilation and temp control for increased employee comfort and productivity
- Higher air quality for a healthier environment and reduced absenteeism
- Greatly reduced power consumption — lower energy costs
Let’s assume we only realize just the first two benefits of the under-floor system:

- **Minimum Productivity Gain** = 1.2% (ven control) + 1.8% (temp control) = 3% (Under-floor Air System)

- Let’s assume annual salary of your average employee = $75,000 per year x 3% per employee per year = **saving $2,250/employee per year** (Additional Earning per employee)

- Projected number of employees = 300 employees x $2,250 = **$675,000 earnings/year**

- Or your building just earned your company **$9.00/SF per year** from the first two benefits alone!

- **Imagine the aggregate benefits!**
  - Business Savings
Sustainable/User Effective Features:

1. Sun Shade/Light Shelf
2. Raised Floors
3. Return Air Plenum
4. Chilled Beam
5. Radiant Heat
6. Individual Environmental Controls
7. High Performance Glass
8. Mechanical Shading Devices
9. Electrostatic Pollution Control System
10. Dual Flush Toilet - Waterless Urinal - Greywater Reuse (Not Shown)
Align Your Real Estate With Your Business

- A healthy space =
- Positive working relationships =
- Enhancing worker creativity =
- 21st century answer to productivity =
- Your key to future success
Making The Case For Green Building

- Reduce operating costs
- Enhance asset value and profits
- Improve employee productivity and satisfaction
- Optimize life-cycle economic performance
- Competitive advantage in marketability
Economic Benefits of Sustainable Building

- Earn higher rents and prices
- Attract tenants and buyers more quickly—Signature Centre at Denver West was 100% pre-leased prior to completion.
- Reduced capital costs—less to operate and maintain
  - According to U.S. Green Building Council (USGBC), green buildings such as Signature Centre at Denver West, save on average 30% of energy costs, 35% of carbon costs, 30-50% of water use costs and 50-90% of waste costs.
- Cut tenant turnover
- Benefit Occupant’s bottom line: reduced absenteeism, higher employee retention and increased employee productivity of as much as 16%.

Source: Green Value, RICS October 2005
Increased Asset Valuation Realized

- Competitive advantage in marketing (sales and leasing)
- Higher rents and reduced lease-up periods
- Long-term return-on-investment advantage
- Superior tenant longevity: reduced tenant turnover
- Increased demand as a result of improved tenant employee productivity and loyalty.
- Reduced risk in energy price volatility
- Corporate sustainability commitments
- Regulatory change: States and municipalities are increasingly mandating LEED-certification in development.