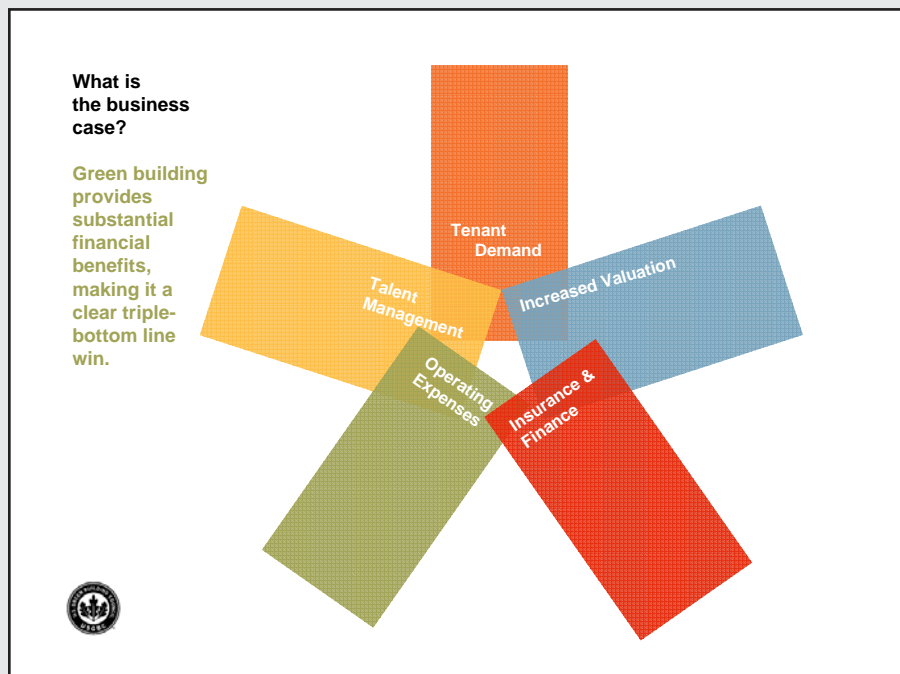


Grubb & Ellis Tenant Advisor: The Top Seven Green Myths

There's a lot of information, and misinformation, about "Green" buildings and workplaces. As your company continues to explore how to contribute to a more sustainable environment, it's important to separate fact from fiction.



Fact: According to the U.S. Department of Energy, buildings account for 40% of all energy consumed in the United States, 71% of electricity and over 38% of carbon dioxide emissions.

Fact: Every business can take steps to make existing space "Green." Grubb & Ellis can help your company successfully navigate this emerging industry trend.

Myth 1

LEED certification is only for new construction. There's nothing I can do as a tenant in my building to get "certified".

The U.S. Green Building Council (USGBC) offers Leadership in Energy and Environmental Design (LEED)—Green Building Rating System™—the nationally accepted benchmark for the design, construction and operation of high performance green buildings. USGBC offers a certification program specifically for commercial interiors—LEED CI—that is not dependent on base building design and has only a few requirements for overall building operation. The certification works on a point system that rewards environmentally responsible interior design; furniture, fixture and fittings choices; demolition and construction practices; as well as ongoing operating practices. If your company owns any of its facilities, USGBC also offers LEED EB certification for the renovation and ongoing operations of existing buildings. Either choice can be a cost-competitive alternative to conventional design and construction. Over 3.2 billion square feet of building space are involved with the LEED program. Visit www.usgbc.org for more information.

Myth 2

Being "Green" is all about social responsibility. There's no real "Business Case" to support it.

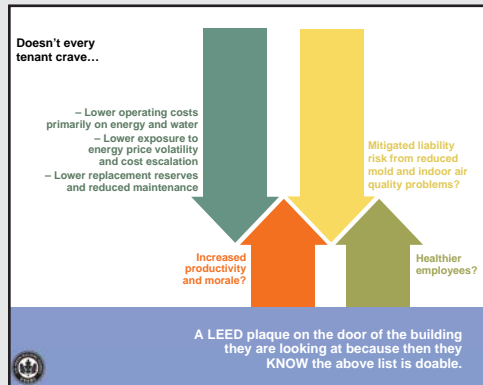
If supporting a more sustainable environment isn't compelling enough, there are many business factors to consider regarding "Green" operating practices in the workplace—improved employee health by over 40%, reduced absenteeism, increased productivity, improved recruitment and retention, as well as enhanced marketing are just a few key business advantages.

Myth 3

It might be the right thing to do, but it's too expensive. And, I don't want to switch vendors.

Supplying environmentally responsible products and services is a highly competitive industry. With expanding demand, the price of everything from energy efficient lightbulbs and non-toxic cleaning products to recycled paper goods and low-emissions carpeting is very competitive with conventional products and materials if not cost-neutral. Many established vendors also offer alternative products to support "green" workplaces. The annual U.S. market in green building products and services was over \$7 billion in 2005 and is now over \$12 billion. Ask your vendor today, and compare costs.

Myth 4



“Green” is just a trendy name for “Energy Efficient”

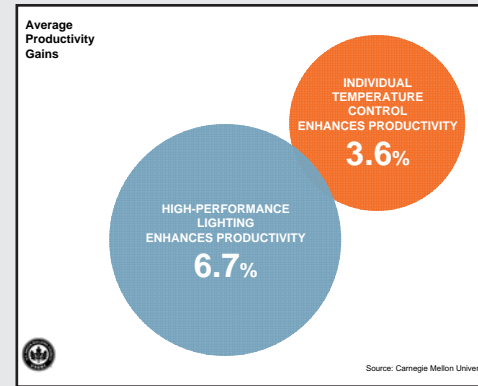
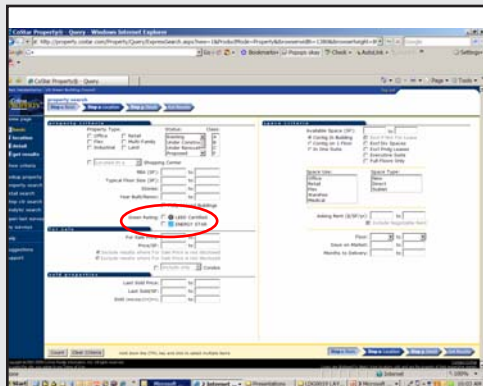
Energy efficiency is just one aspect of a responsible workplace program to support sustainability. Sustainability depends on a full-range of work habits and purchasing choices—including designing your workplace to make the most use of daylight, specifying environmentally friendly office furniture

and finishes, purchasing office equipment that offers recycling options, replacing plastic water bottles in your pantry with a cooler, and using recycled paper coffee cups instead of styrofoam.

Myth 5

We have to hire a specialist to calculate a company’s “Carbon Footprint”.

Calculating your company’s carbon footprint is an excellent way to pinpoint how to prioritize your approach to supporting environmentally sensitive operating practices. Grubb & Ellis works with Energy Consultants that will provide the necessary support to calculate the energy portion of the Greenhouse Gas Protocol on behalf of your company. However there are many on-line tools and worksheets that can help—including www.ghgprotocol.org



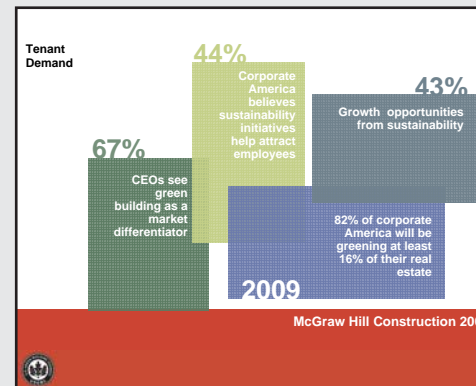
Myth 6

If we do establish a “Green” workplace program, there’s no way to measure the benefits.

Major corporations have found many quantitative ways to measure the success of their sustainability programs—tracking improved indoor air quality, reduced absenteeism, increased productivity, reduced energy use,

reduced bulk waste, and increased employee satisfaction are just a few ways to document success. Studies show that by improving the air quality in your office, symptoms for flu, asthma, allergies, respiratory infections, headaches and colds decrease by over 40%. A healthier work environment means less sick days and more productive employees.

Myth 7



My company and customers don’t care.

If that’s true, it will not be for long. It’s likely that your competitors have already adopted or are establishing a corporate position regarding sustainability. Some may have already discovered that promoting “green” operating practices is a powerful marketing tool...to attract your customers and employees!

Profiles of the U.S. consumers of tomorrow show that they are more socially conscious and aware of their purchasing decisions.