

Sustainable Solutions for the Built Environment



Creating and managing sustainable business environments.

Environmentally Sound Practices Save More Than the Planet

At Cassidy Turley, we are market leaders, industry leaders and community leaders. Nationwide, clients recognize us for the creative sophistication of our real estate advice as well as for the discipline and accuracy of our service delivery. We are a trusted partner and advocate, supporting our clients' overall business performance. In markets across the country, we are respected as a leading provider of commercial real estate services as well as for our community engagement. Our thorough understanding of local business practices and market dynamics, combined with our customer focus and service commitment, give our clients a distinct edge in commercial real estate across the globe.

Cassidy Turley is proud to be a leader in sustainable design, construction and operations. We work with our clients to transform the real estate industry into a more environmentally responsible business.

Sustainability Services – Serving the Triple Bottom Line

Our team of professionals is passionate about achieving measurable results across the triple bottom line: People, Planet and Profit. Cassidy Turley's LEED Accredited Professionals® (LEED APs) and ENERGY STAR® experts cross all of our service lines: property management, corporate services, brokerage and project and development services. This diversity allows us to apply green processes and practices throughout the building lifecycle and help meet the corporate sustainability goals of the tenants we represent.

A Wealth of Knowledge and World-Class Expertise

Our knowledge stems from both professional training as well as extensive experience. In the past few years, Cassidy Turley has managed more than 10 million square feet of LEED project work. Many of our 80+ LEED APs are also subject matter experts on local and regional sustainable energy utility boards and sustainable non-profit organizations. Because they also hold advanced degrees in real estate and other disciplines such as law, engineering, construction, and architecture, they are often tapped to present at national conferences including BOMA, IFMA, IAOP, ULI, IREM, the USGBC and other professional industry events. Through our relationships with industry associations, we are positioned to help our clients maximize efficiencies and minimize risks.

Connected to the Sustainability Community

Our associations run deep within the sustainability community. Our active involvement with organizations such as the U.S. Green Building Council and the Urban Land Institute, on both local and national levels, keeps us firmly rooted in cutting-edge technologies and best practices throughout the industry. Our long standing relationships with local and regional developers, contractors and vendors are invaluable when it comes to ensuring effective team integration for every project.

Turning Your Goals and Objectives into Superior Results

Our execution is based on processes and procedures we have honed, documented and standardized over the past 10 years. With our integrated teams of specialists, Cassidy Turley has led LEED projects through the complete certification program, then applied process efficiencies and lessons learned on a wide variety of building types, leveraging this specialized knowledge and experience across our extensive client portfolio.



Client: Beacon Capital Partners, LLC

Location: Washington DC

Certification: LEED for Existing Buildings: O&M - Silver

Portfolio Scale: 736,052 square feet, mixed-use including residential, retail, and office

Services:

- LEED Project Management
- Property Management
- Project Management
- Leasing Agent

Certification Date: October 2009



Client: Hanesbrands, Inc

Locations: United States, Latin America, Asia, and EMEA

Certification: LEED for Commercial Interiors - Certified

Portfolio Scale: 24 million square feet, office, industrial, and manufacturing

Services:

- Sustainability Services
- Facilities Management
- Portfolio Administration
- Transaction Management

Certification Date: April 2008 and July 2009

Sustainable Services:

Our Sustainability Services team delivers integrated, tailored solutions to maximize sustainable opportunities for every class of real estate.

LEED Project Management

Cassidy Turley begins each project with a LEED gap analysis before finalizing the certification process and following through with ongoing performance tracking. Cassidy Turley's record includes the certification of the first "LEED for Existing Buildings Operations and Maintenance" project and first "LEED for New Construction" project in the nation's capital. Our proven approach of education and engagement has produced successful LEED projects, from small single-tenant office buildings to 1,000,000-plus square-foot office buildings and mixed-use projects in markets throughout the US.

Integrating Sustainability into Leasing

Whether representing a tenant or owner, our Sustainability Services professionals can work with the client to ensure sustainable features are clearly defined throughout the project. Our team will help incorporate green aspects into the leasing process including site selection, negotiations, lease language and tenant build-outs including LEED for Commercial Interiors. This unique integration can significantly improve the environmental impact associated with real estate decisions.

Operating Efficiencies Consulting

From roof and structure evaluations to building system audits, retro-commissioning, and indoor air quality assessments, Cassidy Turley takes an aggressive approach to improving operational efficiencies and preserving an asset's useful life. As an ENERGY STAR® Partner firm, our Sustainability Services professionals have the broad experience to help find energy and cost-saving solutions specific to a building, its occupants and the client's overall real estate strategy.

Utility Control and Tracking

Cassidy Turley benchmarks properties in ENERGY STAR® to help improve building performance. Through various utility tracking programs, we analyze utility invoices by breaking down energy consumption by building system and tenant usage. With this information, we can recommend controls and operational changes to reduce costs and identify and remedy systems with excessive usage. By negotiating rates with utility companies and researching alternate energy sources our professionals are able to deliver to our clients the most sustainable service at the best overall value.

Employee Participation Programs

With more than 455 million square feet under management, Cassidy Turley has extensive experience in designing unique, effective tenant and employee participation programs. Whether improving the rate of recycling, implementing utility use awareness programs or developing commuting studies to encourage mass transit and car pooling, our Sustainability Services team has mastered the art of education and motivation for customized successful green programs.



Client: Cassidy Turley Washington, LLC

Location: Washington, DC

Certification: LEED for Commercial Interiors - Silver

Project Size: 27,862 square feet

Services:

- Sustainability Services
- Project Management

Certification Date: August 2008



Client: Random House Inc.

Location: New York, NY

Certification: LEED for Existing Buildings - Certified

Project Size: 671,427 square feet

Services:

- Sustainability Services
- Property Management

Certification Date: January 2008



Client: National Association of Realtors

Location: Washington, DC

Certification: LEED for New Construction - Silver

Project Size: 102,232 square feet

Services:

- LEED Project Management
- Property Management
- Leasing Agent

Certification Date: May 2005

With our integrated teams of specialists, Cassidy Turley has led LEED projects through the complete certification program, then applied process efficiencies and lessons learned on a wide variety of building types, leveraging this specialized knowledge and experience across our extensive client portfolio. We look forward to discussing how our Sustainability team can deliver integrated, tailored solutions to maximize sustainable opportunities with all clients.

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Selected Sustainability Client List

- American Association of Medical Colleges
- American Society of Clinical Oncology
- Beacon Capital Partners, LLC
- BlackRock
- Brookfield Asset Management
- Carnegie Endowment for International Peace
- Centene
- Deka Immobilien
- Edward Jones
- Generali Worldwide
- Grosvenor
- HBI
- Independent Sector
- ING Real Estate
- Johns Hopkins University
- JP Morgan
- Kennedy Associates Real Estate Counsel, LP
- Lowe Enterprises
- National Vision
- National Association of Realtors
- NetApp
- One America
- Pepco Holdings, Inc
- Prudential
- Random House
- TA Associates Realty
- Virginia Tech University
- World Wildlife Fund

Visit www.cassidyturley.com for more information on the full range of Cassidy Turley commercial real estate services.

Core Services

- Capital Markets
 - Debt Placement
 - Investment Sales
 - Note Sales
 - Structured Finance
- Corporate Services
 - Facilities Management
 - Portfolio Administration
 - Project Management
 - Strategic Consulting
 - Transaction Management
- Project Leasing
- Project and Development Services
- Property Management
- Tenant Representation

Practices and Specialties

- Auction Services
- Distressed Assets
- Financial Advisory
- Food and Beverage
- Golf and Resort Properties
- Government Contracting
- Government Services
- Healthcare
- Higher Education
- Hospitality
- Law Firm
- Life Sciences
- Location Advisory and Incentives
- Mission Critical
- Net Lease
- Not-for-profit
- Private Client
- Supply Chain
- Sustainability Services

Real Estate Types

- Industrial
- Land
- Multi-family
- Office
- Retail

About Cassidy Turley

Cassidy Turley is a leading commercial real estate services provider with more than 3,500 professionals in more than 60 offices nationwide. The company represents a wide range of clients—from small businesses to Fortune 500 companies, from local non-profits to major institutions. The firm completed transactions valued at \$22 billion in 2011, manages 455 million square feet on behalf of institutional, corporate and private clients and supports more than 28,000 domestic corporate services locations. Cassidy Turley serves owners, investors and tenants with a full spectrum of integrated commercial real estate services—including capital markets, tenant representation, corporate services, project leasing, property management, project and development services, and research and consulting. Cassidy Turley enhances its global service delivery outside of North America through a partnership with GVA, giving clients access to commercial real estate professionals across the globe. Please visit www.cassidyturley.com for more information about Cassidy Turley.

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