

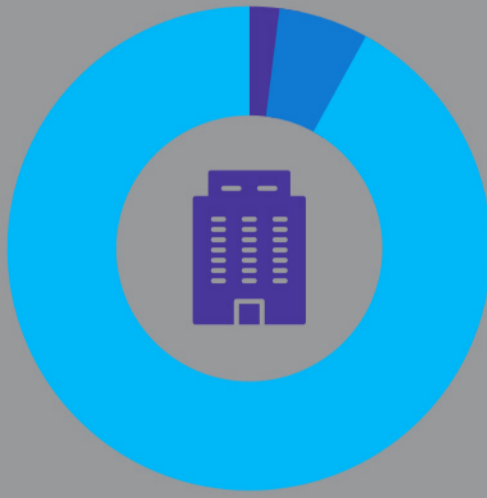
4 WAYS DESIGN ADDS LONG-TERM VALUE

Investing in smart design decisions now can lead to big savings over the life of a building

INITIAL CONSTRUCTION
ACCOUNTS FOR JUST

2%

OF A BUILDING'S
30-YEAR COSTS



6%

goes to operation
and maintenance

92%

is personnel costs

1. REDUCED MAINTENANCE

Low-maintenance flooring
can save as much as

\$140,000

over a 10-year period



ABSENTEEISM

↓ 15%

PERFORMANCE

↑ 10%

2. BOOSTS IN PRODUCTIVITY

Biophilic design - increased
daylighting, improved ventilation,
views of nature, etc. - can have
a dramatic effect on office
employees' performance.

3. SLASHED ENERGY COSTS

High-reflectance flooring can cut
lighting costs by as much as

19%



Look for light reflectance value
of 60% or higher

4. BRIGHTER SALES OUTLOOK

Daylighting in
retail stores has
been shown to
increase sales
by up to

40%



References: "The Financial Benefits of Biophilic Design in the Workplace," Lerner and Stopka, 2016. "Skylighting and Retail Sales," Pacific Gas and Electric Company, 1999. *Energy Saving Potential of High Reflective Flooring Material for Sustainable Interiors*, R. Mistrick and L. Chen, 2014. *Sustainable Building Technical Manual*, J. Romm, 1994. *The Economics of Biophilia*, Terrapin Bright Green, LLC, 2012.

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FLOORING