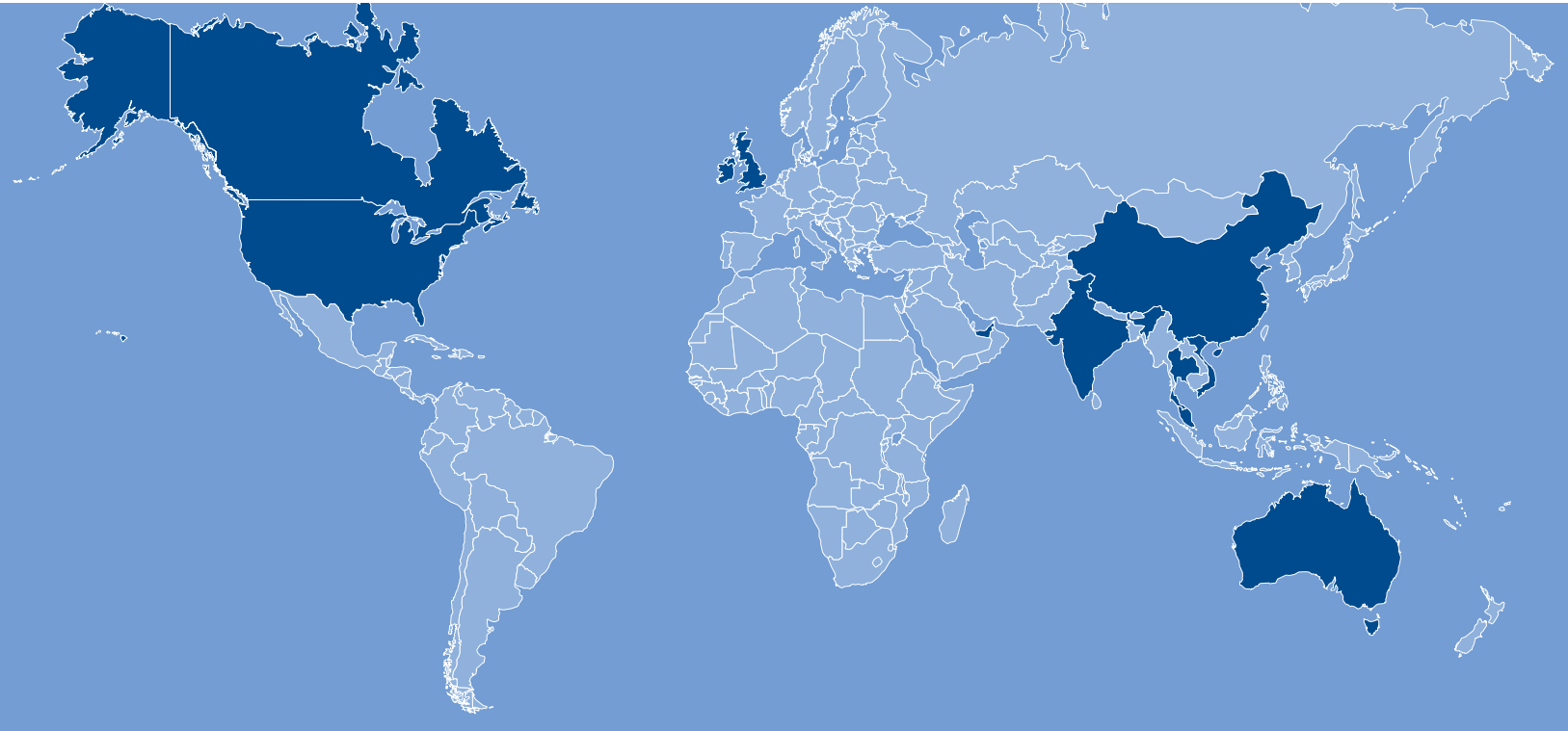




## Our Network



Altus offers diversified services and unparalleled expertise to a broad range of clients, in various industries across Canada and internationally.

### About Altus Group

Altus Group is the leading multidisciplinary provider of independent real estate consulting and professional advisory services worldwide. With a staff of over 1,500, Altus Group has a network of over 50 offices in 11 countries worldwide, including Canada, UK, Australia, Asia, USA and the Middle East. We operate four interrelated Business Units, bringing years of expertise together into one comprehensive platform: Research, Valuation and Advisory; Cost Consulting and Project Management; Realty Tax Consulting and Geomatics services. Our business units work independently or in cooperation to provide clients with the benefit of combined expertise. Our distinctive approach allows for decisions based on independent, carefully reviewed conclusions.

Altus Group provides services to some of the most prominent businesses, including banking institutions, pension funds, insurance companies, accounting firms, law firms, public real estate organizations (including REITs), industrial companies, private investors, asset and fund managers, real estate developers, governmental institutions, and oil and gas companies.



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Research, Valuation & Advisory | Cost Consulting & Project Management | Realty Tax Consulting | Geomatics

[altusgroup.com](http://altusgroup.com)



SUSTAINABLE DESIGN  
CONSULTING

“Going green” is not about following the crowd – it’s about being at the forefront of environmentally sustainable design. Environmentally conscious solutions are now sought-after requirements for many discerning clients and Altus Group has the experience to deliver comprehensive analytical services for these innovative projects to help property owners align costs with benefits.



# FOCUS ON

## Sustainable Design Consulting

Altus Group appreciates not only the bottom line when it comes to new development and construction, but the importance of the role that sound green design principles can play in helping building owners achieve the greatest value for every sustainable design dollar they spend.

Environmentally sustainable buildings such as those certified under the LEED® Green Building Rating System produce many returns to the building owner and occupants and Altus takes a leading advisory role with our informed awareness of constantly evolving trends and conditions.

Our in-depth knowledge of green building technologies and standards enables us to quantify the savings and premiums associated with our clients' promotion of sustainable site development, water savings, energy efficiency, materials selection and indoor environmental quality for new construction, development and renovation projects. Our in-house expertise spans new construction, renovation, fitout and development projects and we can also assist clients by researching new and alternative technologies, making appropriate recommendations and quantifying the related costs.

Every project is unique and our scope of work is customized to meet those needs. This can include:

### **Cost Consulting and Development Cost Management**

- Cost-benefit analysis/return on investment (ROI)
- Life cycle costing
- LEED® requirement interpretation, strategy and submission
- Green feasibility and incremental costing
- Pro forma analysis and optimization studies
- Alternative funding and grant research

### **Realty Tax Management**

- LEED®/green-oriented tax assessment analysis
- Detailed tax audit/forecasting

### **Research, Valuation and Advisory**

- LEED®/green-oriented project valuation impact
- Operational benchmarking
- Market analysis

### **Qualified Staff**

As LEED®-Accredited Professionals our cost consultants come from varied backgrounds ranging from engineering and mechanical and electrical services to general contracting and project management. This diversity of expertise sets Altus apart and enables our staff to provide comprehensive business solutions that give clients the full picture of their capital project.

Altus' vision is inspired by the idea that our professionals can do more than just manage the value for money analysis and cost in construction and development from the start to the end of the project. Similar to architects and engineers, our experts can also be instrumental in creating environments that foster healthy communities and businesses.

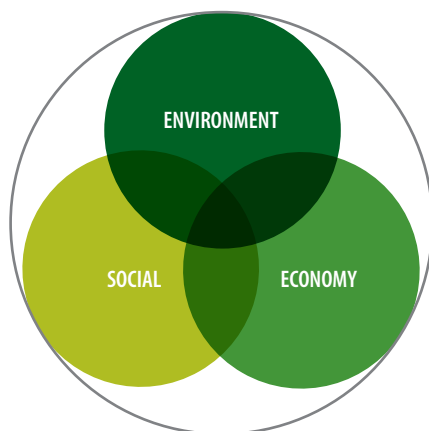
We provide an independent cost analysis that can advocate the lowest total cost without sacrificing the building's design, functionality and intended environmental performance.

## Professional Advantage

Our staff has the knowledge and skills necessary to participate in the design process of a new or renovated building; understand the life cycle cost and benefits of sustainable design; and have thorough understanding of LEED® credit intentions, requirements, submittals, technologies and strategies throughout the design development process. By having the advantage of LEED® Accredited Professionals from Altus, our clients benefit in numerous ways:

- Detailed analysis and tracking of the capital cost implications associated with pursuing a particular certification (example: silver, gold, platinum) and accounting for specific components incorporated into the building, which will contribute to achieving a particular level of sustainable design and performance.
- Active involvement and client support throughout the design development process.
- Life cycle cost analysis of systems within a building to compare the operational cost/savings of particular building measures over its entire life.
- During the design process, our clients are made aware of which building components and systems are likely to benefit them the most in terms of achieving certification and the intended environmentally friendly performance.
- Our ability to compare the relative degrees of "green" among various building types, using cost/benefit analysis and life cycle cost analysis techniques, can assist building owners in the green evaluation of their projects.
- We provide an independent cost analysis that can advocate the lowest total cost without sacrificing the building's design, functionality and intended environmental performance.
- Our expertise in valuation can ascertain the impact of green initiatives on the appraisal value.
- We are independent consultants. Our strategic analyses of green ventures, products and design strategies help clarify client options and differentiate marketing from functionality.

### Triple Bottom Line Design



- **Environmental Benefits:** Reduce impact on the environment both in terms of embodied energy of resources and the impact of building operations.
- **Economic Benefits:** Balance capital and lower operating costs, increase asset value, increase building durability and maximize worker productivity.
- **Social Benefits:** Enhance occupant comfort and locate building to encourage occupants to live in ways that minimize the need for passenger vehicle use.

Assurance that the building is designed in such a way that useful life is optimized and that the building will not require expensive retrofit, renovation or demolition over the projected lifespan.

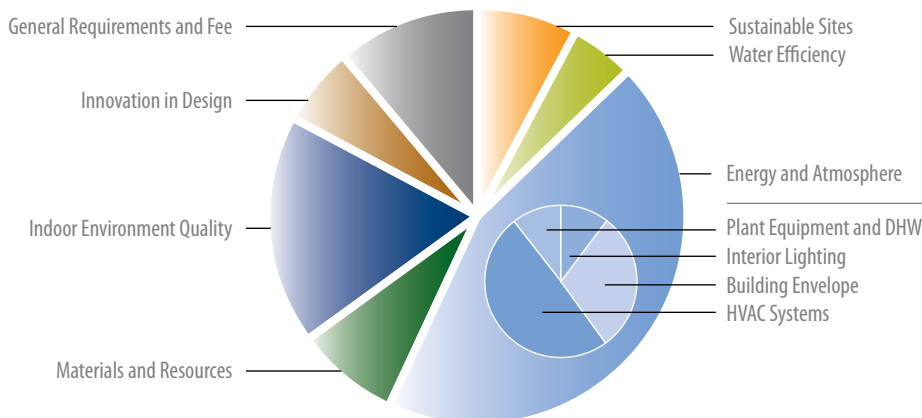
## Economic Benefits

### The Hard Numbers

Implicit in green building are both the intangible benefits of healthy buildings and social responsibility, as well as the more tangible aspects that can provide a substantial return on your capital investment. These include:

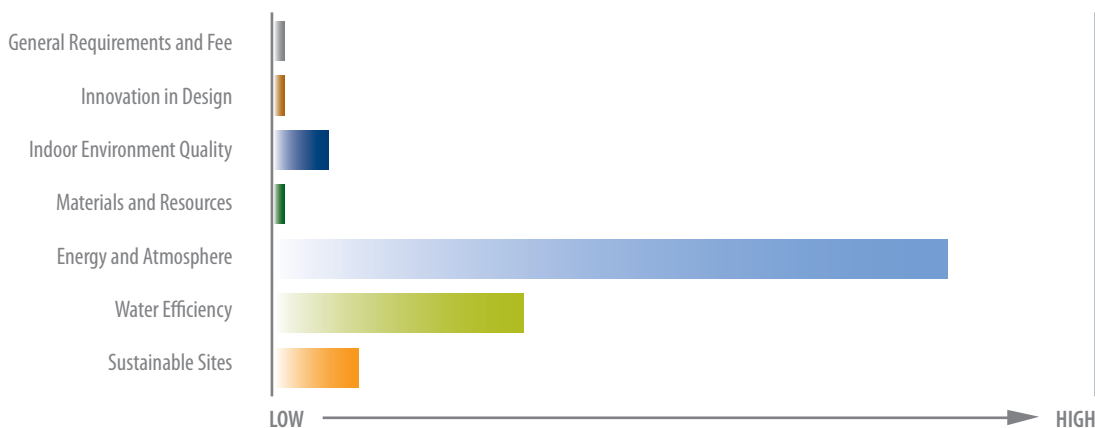
- Reduced operating costs by “right-sizing” mechanical and electrical system requirements.
- Investment in more durable assemblies, details and systems to optimize service life and reduce the need for premature replacement and/or maintenance of building systems.
- Accountability for the projected impact of design decisions on the life cycle cost of the project.
- Reduced redundancies built into mechanical and electrical systems by requiring more rigorous design reflective of actual energy modelling for building.
- Assurance that the building is designed in such a way that useful life is optimized and that the building will not require expensive retrofit, renovation or demolition over the projected lifespan.

### LEED® Cost Increment by Category – Sampling



Note: The illustration is an average of all building types as depicted by Altus Group Cost Consulting. The analysis is based on a random sampling of urban and suburban buildings and is not meant to represent finite costs for any one project. For a detailed analysis please contact us.

### Tangible Return on Investment by LEED® Category/Sustainable Initiative



Note: While all savings are valuable, those related to people's satisfaction, comfort, building flexibility and environmental impact can be more difficult to measure than, for example, energy savings.