

FAQ: Acquisition of Global Rights of Green Globes

Q: How many Green Globes certified buildings are in the United States?

A: As of January 2, 2018, 1,594 buildings in the U.S. have been certified by Green Building Initiative. 1,328 under Green Globes; 266 under GPC; and 193 dual certified. In total, GBI has certified 299,152,031 square feet, 280,920,871 SF of which was certified under Green Globes. A map of GBI certified buildings in the U.S. can be found here <https://www.TheGBI.org/project-portfolio/certified-building-directory/>.

Q: How many Green Globes certified buildings are in Canada?

A: Green Globes has been a sought-after certification in Canada since its original launch there in 2000. Those that have obtained certification in Canada using Green Globes include: Scotiabank, University of Alberta, University of British Columbia and Whole Foods Market.

Prior to 2017, more than 4,000 certifications existed in Canada through Green Globes or its licensees, which included BOMA Canada. BOMA Canada had the Canadian license for the Green Globes Existing Buildings brand and technology, and marketed its version of the program under the brand name BOMA Best. In 2017, the BOMA Canada license ended. Those buildings certified under BOMA Best are no longer included as Green Globes certified buildings.

Under Green Globes for New Construction (also called Design of New Buildings or Significant Renovations) and Green Globes for Sustainable Interiors, 148 certifications have been achieved. A map of certified buildings in Canada can be found here:

<http://greenglobes.com/newconstruction/certified.aspx>.

Q: How many Green Globes Assessors are there? How many are already in Canada?

A: There are 35 GGAs in the United States and 3 GGAs in Canada. GBI plans to provide training opportunities for the Canadian A/E community, and assist them in earning GGP and GGA certification. Those interested in becoming certified GGPs or GGAs can email Dianne Elliott, GBI Director of Customer Service & Training, at dianne@TheGBI.org.

Q. Why did JLL purchase Green Globes originally?

JLL purchased ECD, a sustainability consulting organization, in 2008. Located in Canada, ECD had developed Green Globes and was actively marketing the system at the time of the sale. JLL continued ECD's strategy of promoting Green Globes as an economical and efficient building sustainability assessment and certification system.

Q. Why did JLL sell Green Globes?

JLL has felt that Green Globes should be owned and operated by an impartial, not-for-profit organization that could serve the entire commercial real estate industry. In early 2017, GBI, the licensee for Green Globes in the United States, approached JLL with a strategy to purchase Green Globes and make significant investments in improving the technical platform, while re-branding Green Globes and expanding its market reach. JLL fully supported GBI's strategy. JLL believes Green Globes fits a critical



need in the marketplace for an efficient and economical way for buildings to become more sustainable through a user-friendly assessment and certification approach. With this sale, Green Globes can continue to be developed transparently for use by JLL and all other building managers and owners in the marketplace. JLL believes that Green Globes has the best chance to succeed under GBI's management.

Q: What was the sale price?

A: The terms and conditions of the sale are not being disclosed.

Q: Does JLL use Green Globes?

A: JLL is a leader in the industry in assessing and benchmarking the performance of its clients' buildings and portfolios, as well as helping them achieve value-added certification like Green Globes. JLL actively uses Green Globes for its clients and is an advocate for its use. JLL believes the sale will make Green Globes more attractive to its clients because GBI is an impartial non-profit. Green Globes is a practical and economical way for buildings to achieve long-term sustainability objectives and certification. This sale opens the way for much greater use of Green Globes as a tool by JLL clients and by other building owners and managers. JLL will continue to use Green Globes as well as other credible benchmarking and certification systems, such as EPA's Energy Star and USGBC's LEED programs. Each of these programs – Energy Star, Green Globes and LEED—are highly reputable systems that both the marketplace and JLL clients value.

Q: Why did GBI pursue the global rights?

A: GBI has been in discussions with JLL as part of GBI's strategy to expand availability of Green Globes. In addition to investing in greater growth in use of Green Globes, GBI desired a new technology platform to increase efficiencies for its clients and third-party assessors. Obtaining the global rights for Green Globes allows GBI to invest in a refresh of the brand as well as a leading-edge software platform that will debut in early 2019.

Q: What are GBI's global expansion plans?

A: GBI has expanded rapidly over the last two years and foresees continued gradual growth. GBI's mission is to accelerate adoption of green building best practices. With this acquisition, GBI will focus on providing excellent support and value-added service to Green Globes users in the Canadian market and, like in the United States, developing diversified tools to meet demand and fulfill our mission.

Outside of the U.S. and Canada, GBI plans to work with existing clients that are growing their sustainability footprint in other markets and provide customized Green Globes certification options as is warranted by demand. No immediate push outside of North America is planned, but we are already aware of clients with projects on other continents where we are planning to support their use of Green Globes as a certification option.

Q: How do I get more involved with GBI in the U.S. or Canada?

A: There are many avenues to participation with and within GBI. As a stakeholder, you can join as a member for as little as \$500. Practitioners throughout the globe can pursue Green Globes Professional or Green Globes Assessor certification by emailing Dianne Elliott at Dianne@TheGBI.org for information on upcoming certification and training programs. You can also take a free trial of Green Globes, participate in the ANSI technical development process for rating system updates, and/or inquire about Committee or Board participation by emailing info@TheGBI.org. The GBI team look forward to hearing from you.

Q: What certification options are available in Canada?

A: Green Globes includes fully operationalized for Canada versions of New Construction (also called Design for New Buildings or Significant Renovations) and Sustainable Interiors, which can be directly accessed at either www.TheGBI.org/Canada click on New Construction or Interiors. For existing buildings, GBI's U.S. version of Green Globes EB is available for trial use by those that wish to pursue certification in Canada, which can be accessed through www.TheGBI.org or www.TheGBI.org/Canada click on Existing Buildings. When ordering a tool for an upcoming building assessment or project, please feel free to inquire at info@TheGBI.org for clarification on the most applicable tool for your particular project.