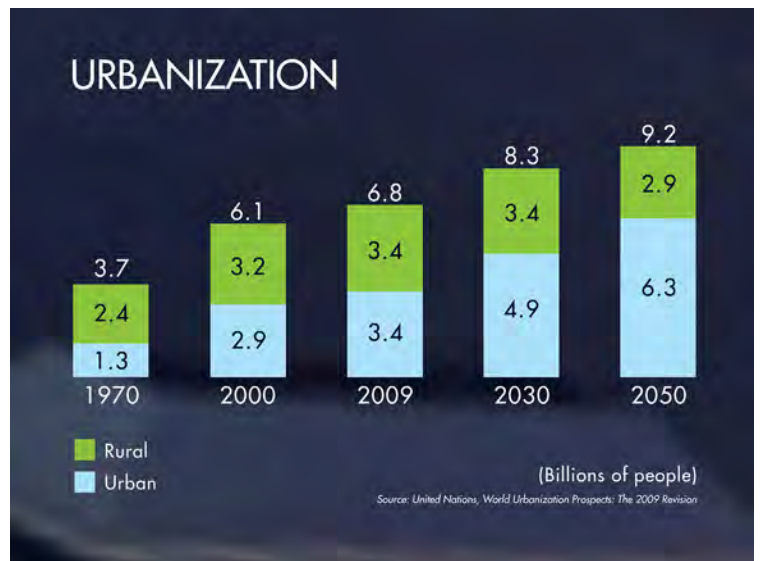


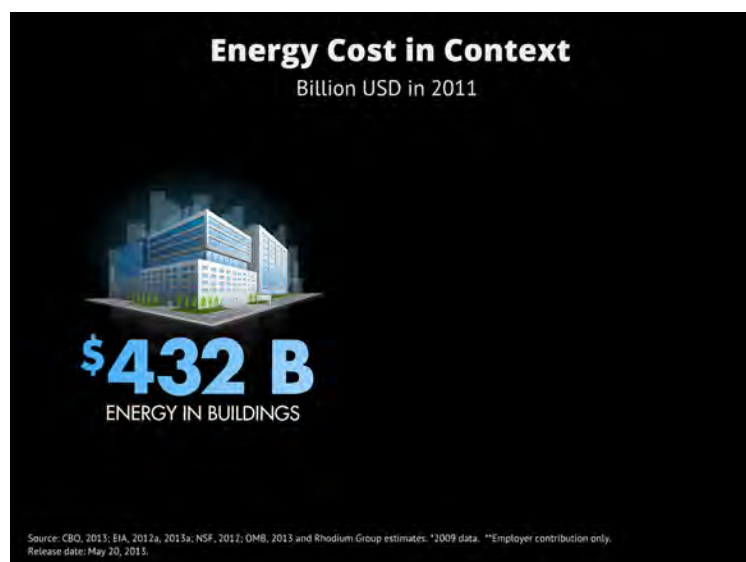
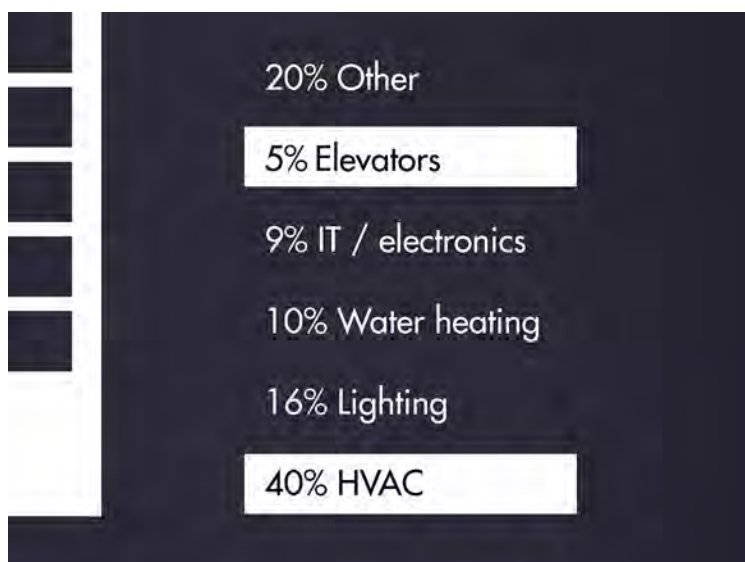
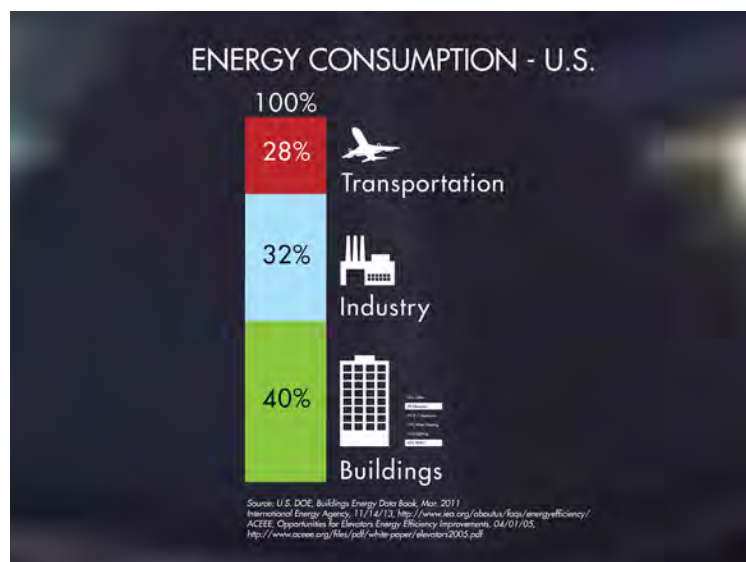
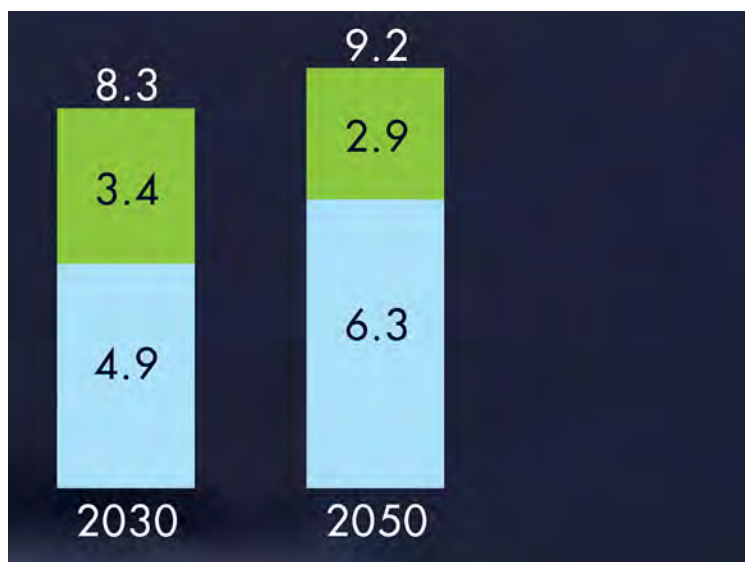
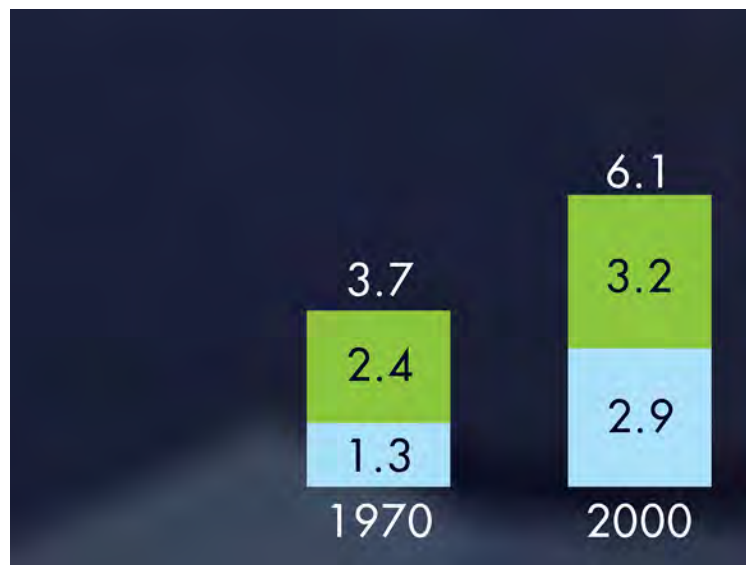
THE GLOBAL CONTEXT FOR ACTION



Mary Milmo
Vice President, Communications
UTC Building & Industrial Systems

This presentation contains no technical data.





Energy Cost in Context

Billion USD in 2011



\$432 B
ENERGY IN BUILDINGS



\$181 B
CORPORATE TAX

Source: CBO, 2013; EIA, 2012a, 2013a; NSF, 2012; OMB, 2013 and Rhodium Group estimates. *2009 data. **Employer contribution only. Release date: May 20, 2015.

Energy Cost in Context

Billion USD in 2011



\$432 B
ENERGY IN BUILDINGS



\$282 B
PRIVATE R&D



\$181 B
CORPORATE TAX

Source: CBO, 2013; EIA, 2012a, 2013a; NSF, 2012; OMB, 2013 and Rhodium Group estimates. *2009 data. **Employer contribution only. Release date: May 20, 2015.

Energy Cost in Context

Billion USD in 2011



\$432 B
ENERGY IN BUILDINGS



\$436 B
HEALTH INSURANCE FOR BUSINESS



\$282 B
PRIVATE R&D

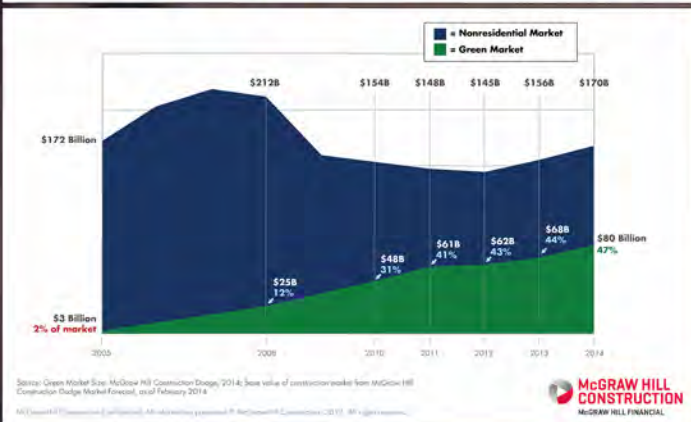


\$181 B
CORPORATE TAX

Source: CBO, 2013; EIA, 2012a, 2013a; NSF, 2012; OMB, 2013 and Rhodium Group estimates. *2009 data. **Employer contribution only. Release date: May 20, 2015.



Green Building Is Major Part of U.S. Nonresidential Starts



30% Improvement in American Energy Savings:



\$34 B
BUSINESSES



\$23 B
HOUSEHOLDS



\$8 B
GOVERNMENT

Annually

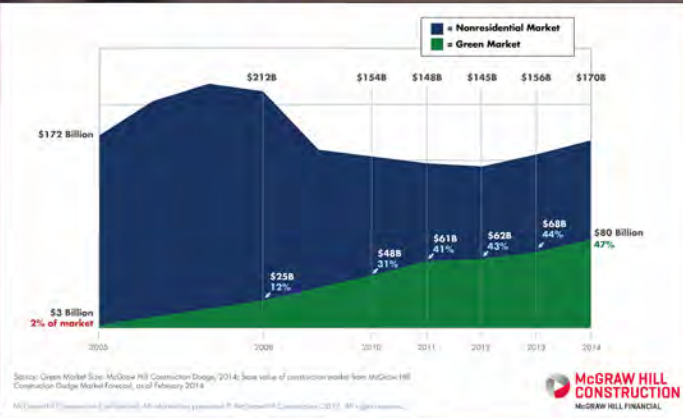
Internal Rate of Return (IRR)



Internal Rate of Return (IRR)



Green Building Is Major Part of U.S. Nonresidential Starts



3% rent premium

Professor Nils Kok
Maastricht University – Netherlands
University of California at Berkeley

7% higher cash flow

Professor Nils Kok
Maastricht University – Netherlands
University of California at Berkeley

13% higher transaction price

Professor Nils Kok
Maastricht University – Netherlands
University of California at Berkeley

\$1.4T

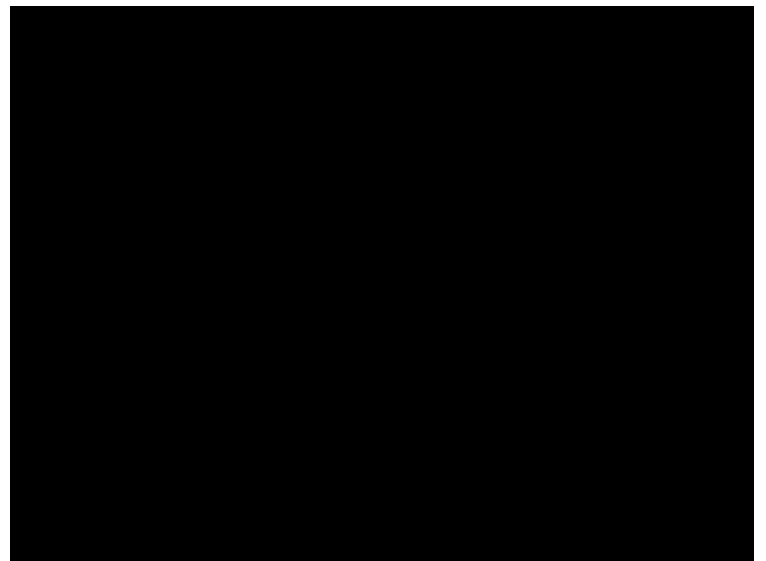


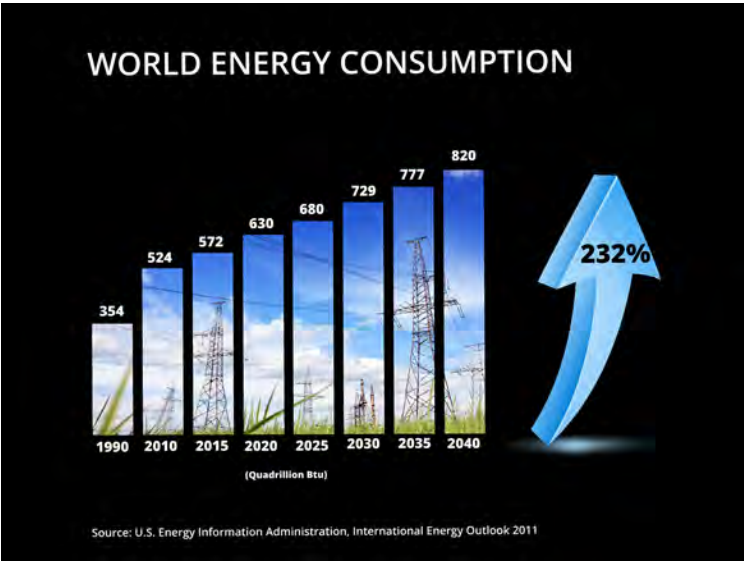
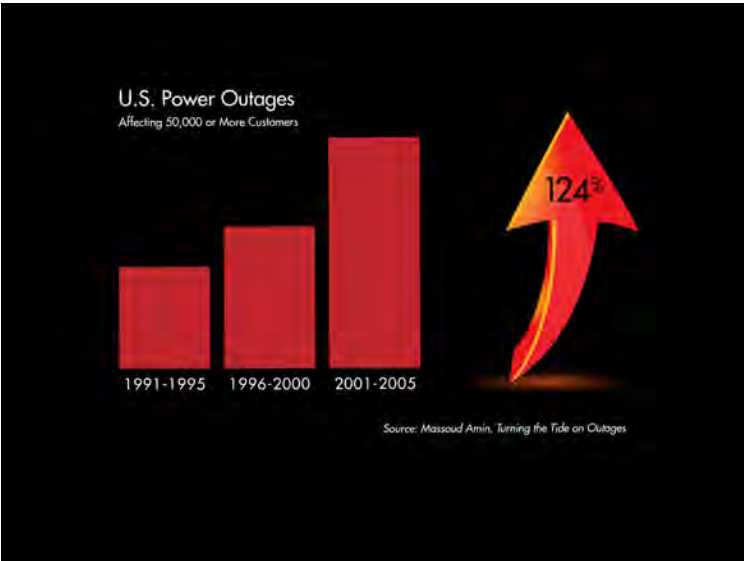
\$1.4T

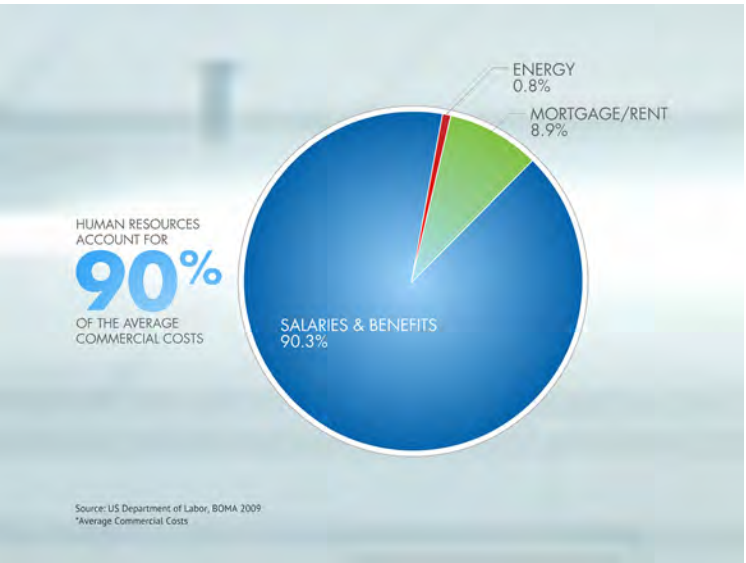
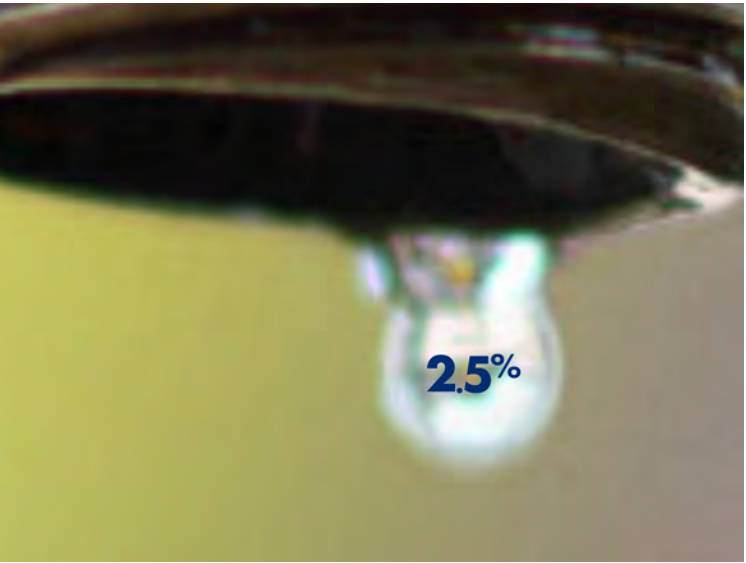
\$1.4T






\$1.4T





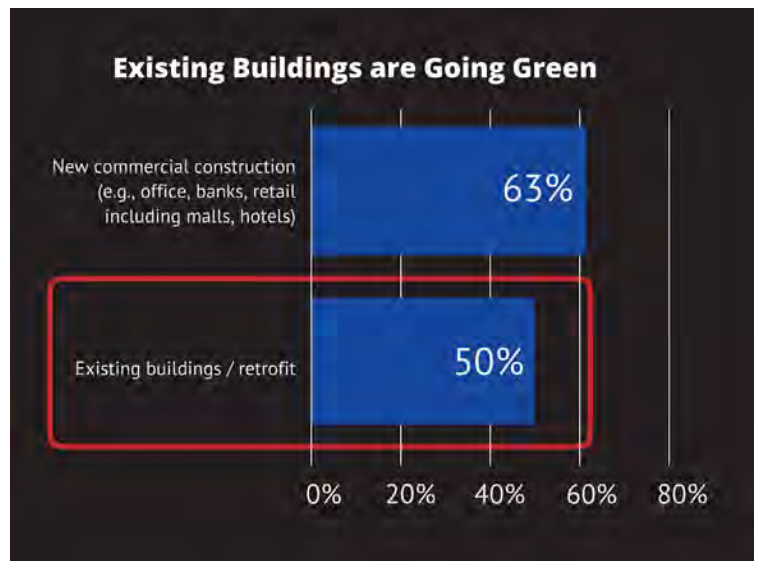
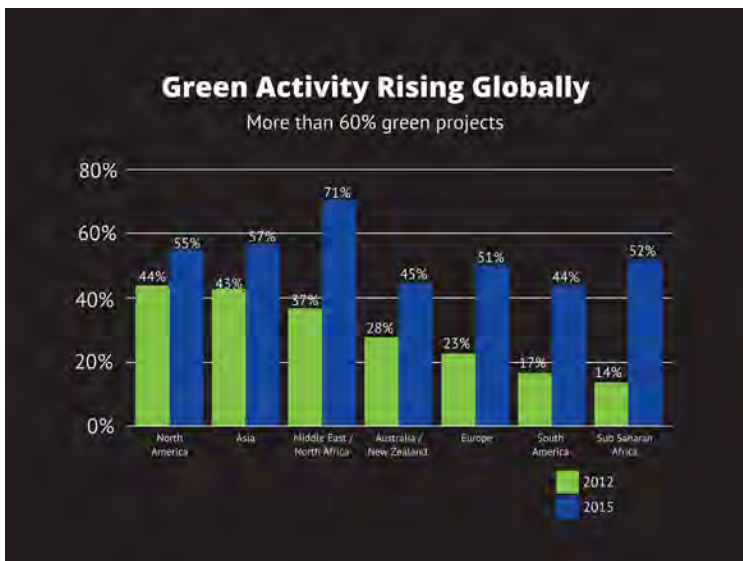
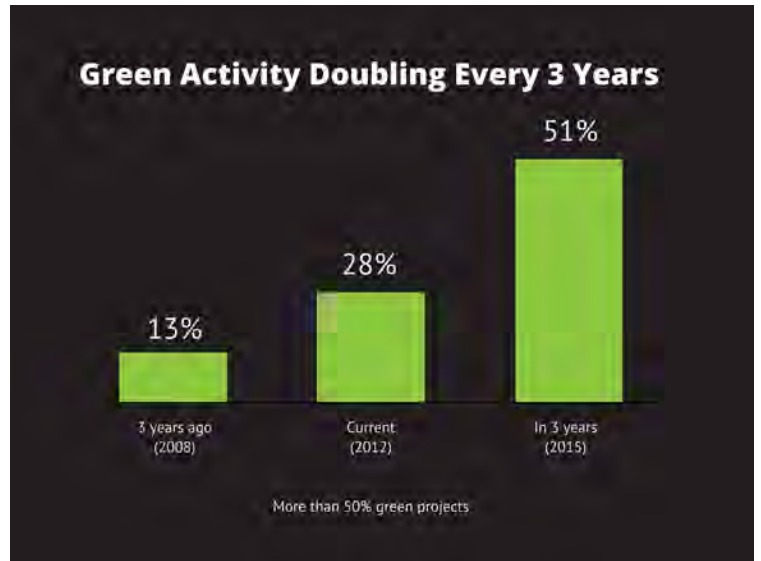




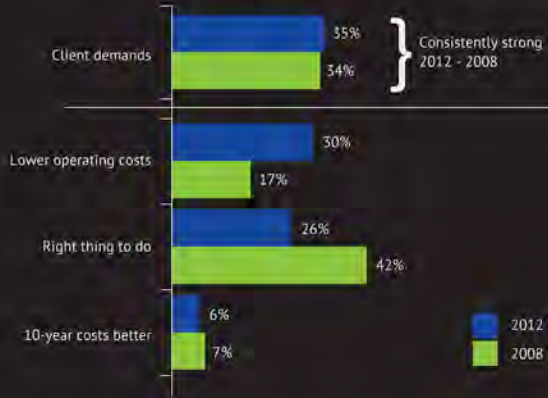




WORLD GREEN BUILDING TRENDS: Business Benefits Driving New and Retrofit Market Opportunities In Over 60 Countries

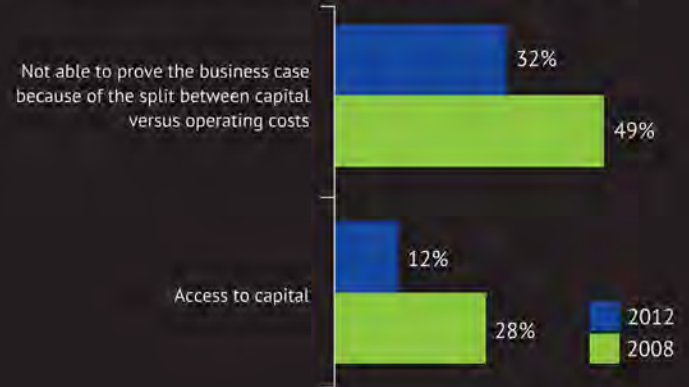
Key Findings from a New McGraw-Hill Construction *SmartMarket* Research Study



Triggers for Green Now Market-Driven

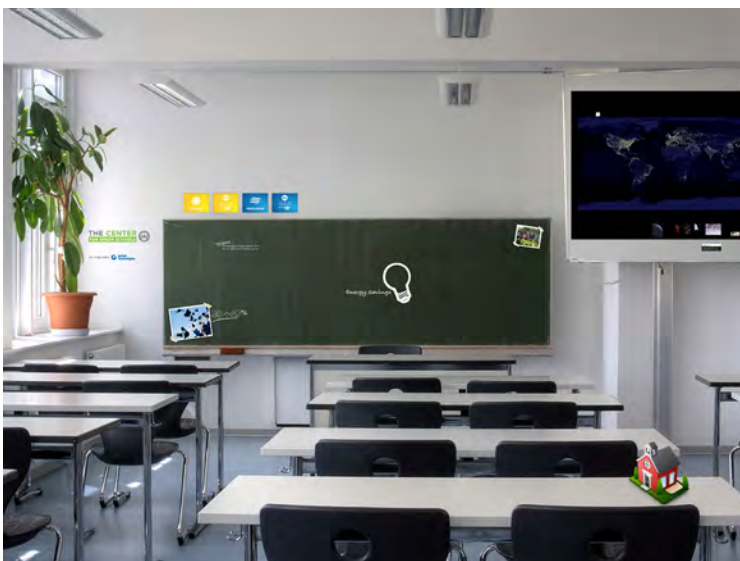
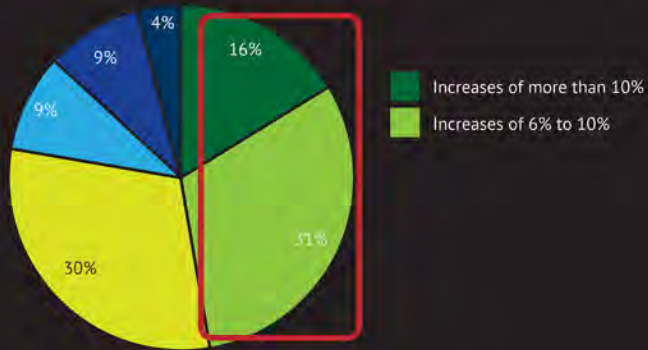



Barriers to Green Buildings Dropping



Green Buildings Increase Value


According to owners





\$271B
up to code

Source: 21st Century School Fund, Repair for Success: An Analysis of the Need and Possibilities for a Federal Investment in PK-12 School Maintenance and Repair, (Washington, D.C.: 21st Century School Fund, 2009)



\$542B
green buildings

\$271B
up to code

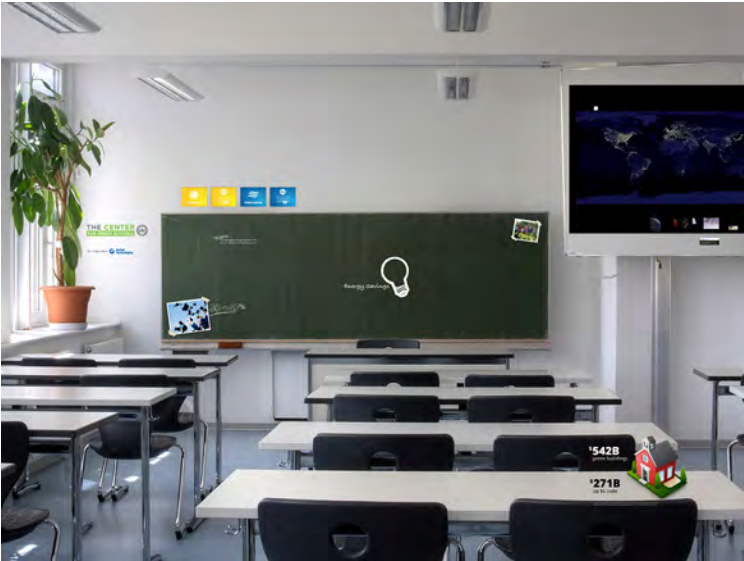
Source: 21st Century School Fund, Repair for Success: An Analysis of the Need and Possibilities for a Federal Investment in PK-12 School Maintenance and Repair, (Washington, D.C.: 21st Century School Fund, 2009)



**THE CENTER
FOR GREEN SCHOOLS**



founding sponsor  **United
Technologies**





DAYLIGHT



TEST SCORE
INCREASE
UP TO **26%**

Source: The Impact of School Buildings on Student Health Performance:
A Call for Research, McGraw-Hill Foundation and Center for Green Schools.



VENTILATION



TEST SCORE
INCREASE
UP TO **10%**

Source: McGraw-Hill, Lawrence Berkeley Lab's Indoor Air Quality Resource Bank.

Test Scores

Kensington High School, PA
for the Creative and Performing Arts

Test Scores

Kensington High School, PA
for the Creative and Performing Arts

400%

Source: American Institute of Architects and the U.S. Green Building Council.



30 → 67%

Source: American Institute of Architects and the U.S. Green Building Council.

