

November 5, 2004

Dear Mr./Mrs. Last Name
Company Name
Address
City, State Zip

Dear Mr./Mrs. Last Name,

I'd like to tell you about the newest tool to help grow and strengthen your company. It's called a green building. If you are looking to lease space or build a new facility, green buildings are an excellent business strategy.

Unlike conventional buildings, high performance green buildings are designed, constructed, and operated to boost economic, health and productivity, and environmental performance over that of conventional buildings. The U.S. Green Building Council's (USGBC) voluntary LEED (Leadership in Energy and Environmental Design) Green Building Rating System™ is widely accepted as the national standard for Green Buildings. High performance green building requires an integrated design approach. LEED® addresses the potential of the site itself, water conservation, energy efficiency and renewable energy, selection of materials, and indoor environmental quality.

According to U.S. Environmental Protection Agency (EPA) research, tenants can save about 50 cents per square foot each year through strategies that cut energy use by 30%. This **can represent a savings of \$50,000 or more in a five-year lease on 20,000 square feet.** Companies that lease space in green buildings also find it easier to attract new employees. And in an age where consumers are demanding more corporate responsibility, housing your company in a green building will certainly help your image.

To give you more information about the positive impact of green buildings, I've enclosed a case study that details the success of 9th & Stewart Life Sciences Building in Seattle, WA. As you'll see, the building has features that have been shown to be more efficient and reduce operating costs. Touchstone Corporation is developing high-quality, high performance buildings to meet a growing market demand for green buildings.

If you have any questions or if you'd like more information, please call us at **206-684-0806** or visit **www.buildgreennw.com**. There you can also find a listing of local green buildings with space available for lease. I hope you'll make your company's next home in a green building and enjoy the economic benefits.

Regards,
Green Building Partner Group

P.S. If you'd like to lease in a green building, here are a few in the Seattle area:

9th & Stewart Life Sciences Building (Biotechnology), Touchstone Corporation
307 Westlake (Laboratory), Seattle Biomedical Research Institute, Harbor Properties and Vulcan, Inc.
Alcyone Apartments (Residential/Retail), Harbor Properties and Vulcan, Inc.

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LEED-NC



City of Seattle



King County



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LEED-CS

LEED® FOR CORE & SHELL

Touchstone Corporation

9th & Stewart Life Sciences Building,
Seattle, WA
Biotechnology R&D, Office & Retail
LEED-CS Pilot Project

BUSINESS BENEFITS

- 45% less water use, saving 495,000 gallons per year and generating \$5,500 in annual savings.
- 27% improvement in energy performance with anticipated annual savings of \$17,650.
- Elevators approximately 30% more efficient with innovative technology that relies on regenerative drives.
- Finalist for NAIOP's 2004 Technology Building of the Year.

Convinced that green building will be included in the search criteria of future tenants, Touchstone is “future-proofing” their project’s long-term value with LEED.

“Green building is simply a logical extension of our decision-making process that results in a higher quality and more efficient, high-performance building — one that produces a more valuable investment, and enhances the community as well.”

- Douglas Howe, President, Touchstone Corporation

PROJECT BACKGROUND

The 9th & Stewart Life Sciences Building is an 11-story multipurpose laboratory and technology building anchored by Corixa Corporation. The project includes 212,000 square feet of laboratory and office space, plus secured parking for 200 cars and 4,000 square feet of ground-level retail. The building is an urban infill project located in downtown Seattle’s rapidly-transforming Denny Triangle neighborhood adjacent to Seattle’s South Lake Union neighborhood, recognized as one of the nation’s leading biotechnology and life sciences centers. This innovative project has created a new benchmark for a high-quality, institutional grade R&D facility at a competitive market rate.

Owner/Developer: Touchstone Corporation

Architect: MBT Architecture

Mechanical Engineer: Holaday-Parks

Electrical Engineer: Veca Electric

Contractor: Lease Crutcher Lewis

Leasing Agent: GVA Kidder Matthews, Bill Neil 425-450-1112



THE CASE FOR GREEN BUILDING

As an independent, regional developer, Touchstone Corporation bucked development trends during an economic downturn. Despite the market's high vacancy rates, Touchstone was able to move forward with 9th & Stewart by landing a 15-year lease with Corixa Corporation for 138,000 square feet of biomedical R&D and office space — 65% of the building's rentable space. Seattle-based Corixa is a biomedical company that focuses on the treatment and prevention of autoimmune diseases, cancer and infectious diseases.

Programming for 9th & Stewart began in 2001, a year after LEED® was introduced in the marketplace. During that time, Shawn Parry, Touchstone Vice President, served on Washington State's Green Building Task Force. As Parry learned about green building, he became convinced that it aligned with Touchstone's philosophy. Touchstone focuses on urban redevelopment, is a strong supporter of transit-oriented design, and strives to stay ahead of a constantly evolving market to ensure that its projects grow in value over time.

PROJECT GOALS AND RESULTS

The design team was challenged to deliver a multi-tenant biotech shell and core building that was flexible, efficient and of the highest quality for the market. During schematic design, the team found that many of Touchstone's standard design guidelines fell within LEED. After an initial assessment, the team believed they could achieve LEED certification while staying on budget to meet the project's financial goals. The building is exceptionally flexible and tenant-friendly, able to accommodate a diverse range of sciences and relatively easy to convert into new types of labs in coming years and decades.

Biotech research and development facilities use a lot of energy because of sophisticated equipment (many functions operating 24/7) and a need for more air changes. A creative approach to the building's energy systems helped to reduce energy usage by approximately 27%, generating annual energy savings of \$17,650 when compared to a similar building that meets ASHRAE 90.1-1999. Touchstone further reduced energy through an innovative floor-by-floor air handling system, allowing each tenant to select and configure the most optimum and efficient air chiller for their individual needs.

More efficient elevators rely on regenerative drives that generate electricity with every trip, reducing elevator energy use by 30%. The lighting design features energy-efficient lighting and controls. The cooling tower, called the "dolphin," uses microwave technology to eliminate the need for chemical treatment to kill bacteria and prevent corrosion. The system requires less

energy and water for operations. Because of these measures, the project received financial incentives from Seattle City Light, and BetterBricks funded the building's energy study.

The building also has exceptional water performance, using 45% less water than a baseline code compliant building, saving 495,000 gallons each year and generating \$5,500 in annual savings. This level of performance was achieved with a high-efficiency irrigation system and low-flow fixtures that include waterless urinals, dual-flush toilets, and low-flow faucets with sensors. The cooling tower, or "dolphin," reduces water use by approximately 10%, using 11,650 gallons less per year than a conventional system.

Building materials of the highest quality were selected. Many of these materials were available from local and regional sources, including materials selected for the building facade such as the precast concrete panels and window systems. Low-toxic materials were specified to create a healthy working environment for the tenants. Light-colored finishes, ample daylight and spectacular views further enhance indoor environmental quality.

"Touchstone has always worked to create efficient building systems and envelopes that create productive working environments, with large windows and lots of natural light, while utilizing cost-effective systems for efficient long-term operations. When the USGBC's LEED® program came along it was a natural progression of our usual practices."

— Douglas Howe, President, Touchstone Corporation

Tenants enjoy a rooftop deck and more extensive landscaping at street-level. The project is located on a designated "Green Street," a streetscape that uses landscape design to provide a pedestrian-friendly environment. Touchstone extended the Green Street beyond its property line and redeveloped the adjacent properties' parkways to improve the pedestrian environment along the entire block.

At 9th & Stewart, Touchstone Corporation was able to merge the practical with the desirable — blending environmental considerations with effective and creative solutions that serve to enhance both the project's overall value and continued efficiency.

ABOUT TOUCHSTONE CORPORATION

As a developer of commercial real estate in the Seattle and Puget Sound market area, Touchstone Corporation has been creating value in real estate investments for more than 20 years. Actively involved in every step of the development process, its development team builds value through permitting and zoning, design, financing, construction, leasing, and management. Through innovative thinking, flexibility and a solutions-oriented approach, Touchstone creates, produces and builds quality projects with both immediate worth and long-term significance to the community.



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LEED® IS THE NATIONALLY RECOGNIZED VOLUNTARY STANDARD FOR GREEN BUILDING FROM THE U.S. GREEN BUILDING COUNCIL.

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