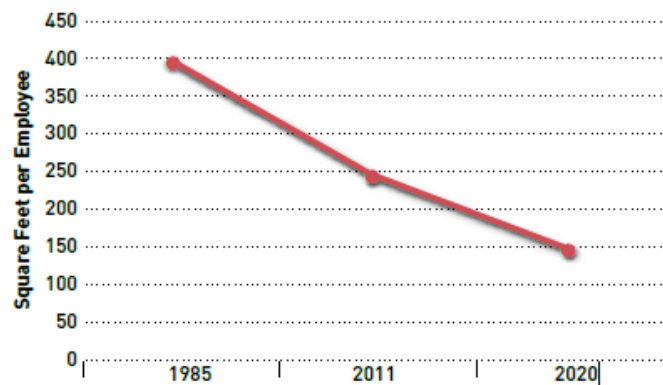


The Office of The Future

Partial presentation from NAR
Future of Real Estate



Average Space per U.S. Employee, All Industries



Source: Jones Lang LaSalle.

"The office of the future is no office"



Jim Heid, Founder, **Urban Green**



It's called Workshifting

- Outsourcing
- Hoteling
- Home-office
- AWS (Alternative Work Strategies)



"The 3rd Place"

"60% of work today is done outside of corporate facilities"



Corporate Facilities
30%
"1st Place"



In Between
30%
"3rd Place"



Home Office
35%
"2nd Place"

↑
Opportunity

LYNNK 5

Third Place in Tokyo

- Any place to come together and collaborate

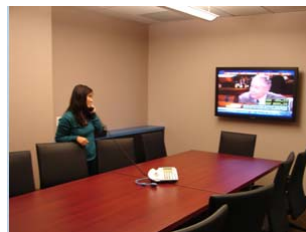
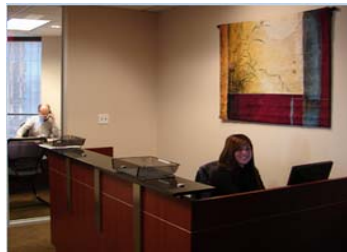


Third Place

- Starbucks SeaTac



The 15 Million “Freelancers”



The traditional downtown office, or

The Hub



Satellite Telework (Felton & Scotts Valley, CA)



Membership Models

- Various Fee Programs
 - Mailbox Membership
 - Café Membership
 - Workstation
 - Office
 - Enterprise
- Membership = \$150-\$425
- Incentives
 - 24/7
 - Pet policies
 - Free Zip Car Membership
 - Various local discounts



Workshifting Benefits:

- | | |
|--|--|
| <ul style="list-style-type: none"> • Employer <ul style="list-style-type: none"> – Productivity – Real estate costs – Turnover – Absenteeism • Employee <ul style="list-style-type: none"> – Gas – Work expenses – Time | <ul style="list-style-type: none"> • Community <ul style="list-style-type: none"> – Oil – Greenhouse gases – Accidents – Highway maintenance |
|--|--|



And don't forget the charging stations...



...and Transportation

- TOD (Transit Oriented Development)
- Aerotropolis as Hub
- Point and Counterpoint
 - Creative Class
 - Business Community Center

Transportation

space required to transport 60 people



car



bus



bicycle

Welcome to the Sqaire –
located in Frankfurt Germany



210 daily train connections



German Autobahn



World's 9th busiest airport
with over 56 million

The most transpor(ted) office of the future
or “New Work City”




LYNNK 17

Welcome to the Squire –
located adjacent to airport, on Autobahn and Rail



Welcome to the Squire – located in Frankfurt Germany

- 2,000,000 square feet of office
- Opened in February 2012
- 2 hotels
- Dozen restaurants
- Interior village

THE SQUIRE



Project Description Facts & Figures Impressions

First-Class Real Estate

A city under one roof, at Frankfurt International Airport, built above the ICE highspeed train station, close to one of Germany's most important motorway junctions: THE SQUIRE. This impressive landmark building is 660 metres long, 65 metres wide and provides about 200,000 sq m floor space – for about 7,000 people working here and another 3,000 visitors, customers and hotel guests. THE SQUIRE is a new dimension of working and living. Its innovative concept is called "NEW WORK CITY".

NEW WORK CITY facilitates corporate success

The innovative use concept "NEW WORK CITY" optimises the working environment of the people working here by saving time for the relevant things in business and private life, facilitating personal communication, streamlining daily tasks and increasing the feelgood factor.

Putting people center stage

NEW WORK CITY puts people center stage and creates a working environment supporting performance, motivation and creativity by providing an infrastructure tailored to the needs of the people working here with restaurants, shops, physicians, a fitness club and a daycare center and services ranging from hairdresser to drycleaner's.

In addition to state-of-the-art office units (available in sizes up to 5,000 sq m), THE SQUIRE offers conference facilities according to international standards, high-quality restaurants as well as shopping and wellness facilities. Two hotels – Hilton Frankfurt Airport and Hilton Garden Inn – as well as art and special events offered in the light-flooded atria make THE SQUIRE an attractive destination for travelers and visitors from all over the world.

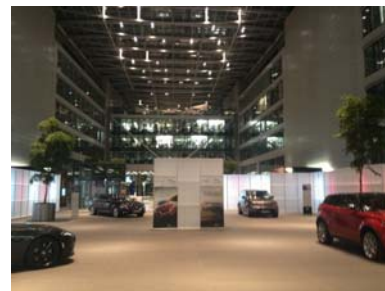
Milestones:

March 1, 2007	Foundation ceremony
June 2, 2009	Topping out ceremony

Welcome to the Squire – located in Frankfurt Germany

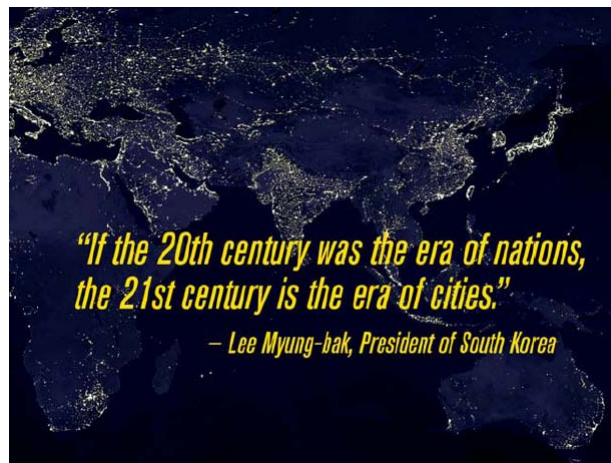


Indoor office park?



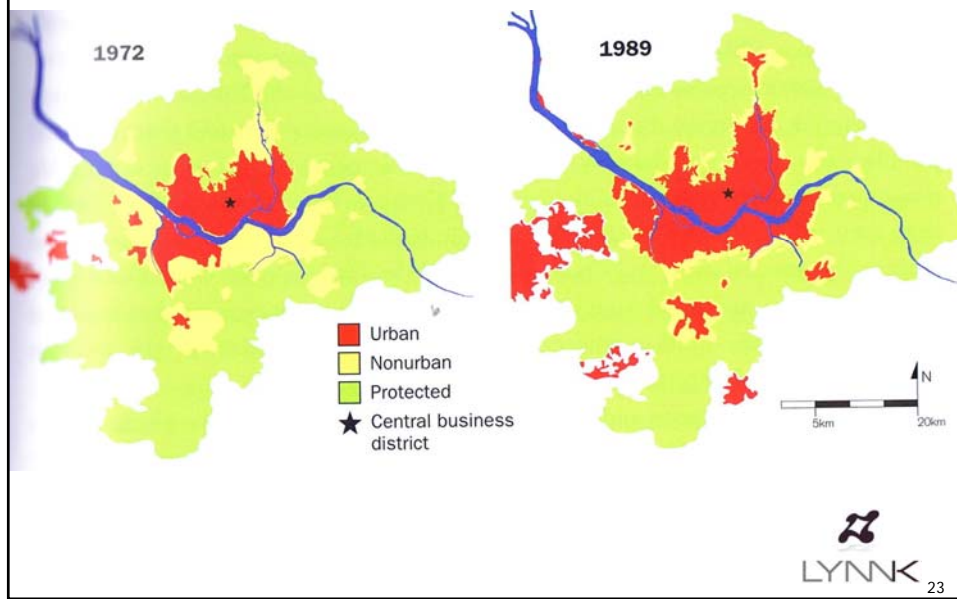
21

From one office to an entire city/office Park?



22

Seoul, Korea



Korea 1972 - 2013



Korea 1972 - 2013



25

Welcome to New Songdo City, Incheon, South Korea

- A \$35B planned community
- An Aerotropolis



New Songdo City: The way we'll live next?

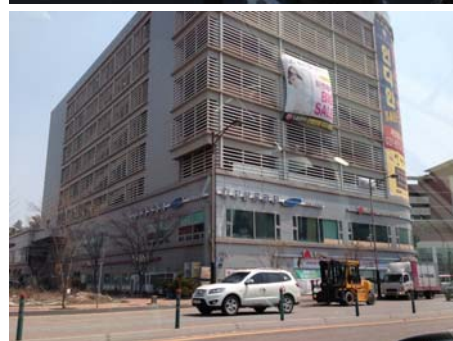
Welcome to New Songdo City, Incheon, South Korea

- International Universities
- Factories
- Corporate Headquarters
- Everything is LEED



Welcome to New Songdo City

- Focus is on curing Seoul's issues from success: density and congestion



Welcome to New Songdo City

- Jack Nicklaus golf course
- State University of NY
- Recycling/Reclamation Center



- 1,500 acres
- Man made island
- 100% completion on infrastructure
- Started in 2009...



Technology



"Innovation distinguishes between a leader and a follower."

- *The Innovation Secrets of Steve Jobs, 2001*



If we told you the office of the future had:

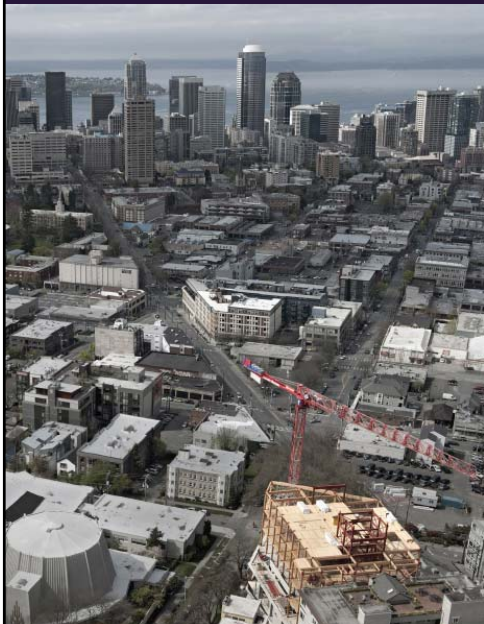
- No parking
- Encouraged stairs over elevators
- Had composting toilets
- Was designed after a tree
- It's design and construction could likely violate multiple building codes
- Do you think it could command Class A rents?

The Future is here now

- Shall we go on a virtual tour?
- Start in the Central area



And it is close by



- Location was chosen to not be in the shadow of skyscrapers
- Advertises itself as the worlds greenest building

It's just not applied evenly...

Policy movers & makers

"If you really want to build a green building today in any city in the US, you'll find yourself in violation of, maybe, two dozen codes." – Denis Hayes



Welcome to the Bullitt Center

- Opened 12/2012
- 6 floors
- Walk score of 97
- No Parking
- Bike Storage
- Showers



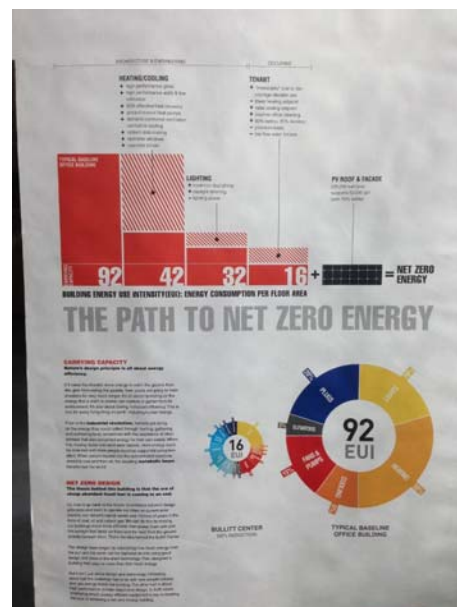
Welcome to the Bullitt Center

- Attached McGilvra Park is major amenity
- Preserved Elm Trees
- Closed off 15th street



Welcome to the Bullitt Center

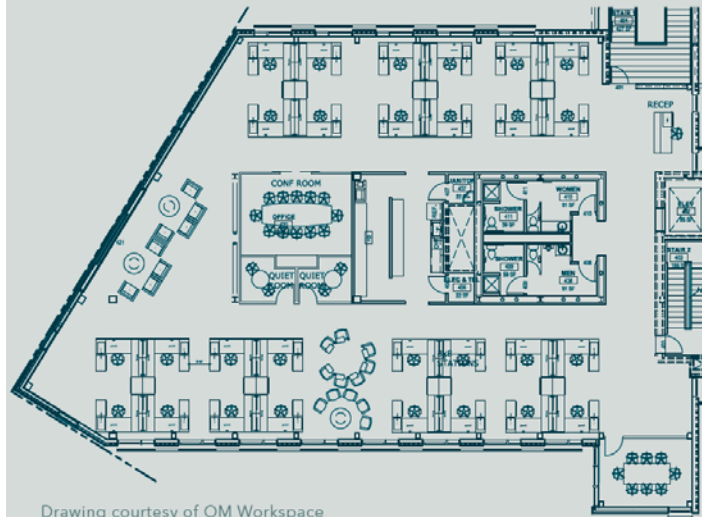
- Focus on reuse, recycle, and minimal footprint in construction, operation or tenantage (remember, no car parking)
- Goal: Net zero energy



Floorplans

- Open Floorplans are encouraged
- Floorplates 7,949

SAMPLE FLOOR PLAN



Drawing courtesy of OM Workspace

Bullitt Center

- Handful of tenants (dare I say believers?)
- Office
- Green Museum

