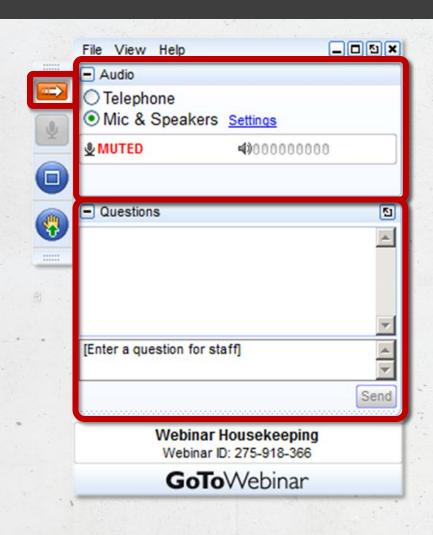


Meeting New LEED v4 Product Transparency Requirements with System Verified EPDs

December 15, 2016 | 1:00 - 2:00 pm ET

Housekeeping



Your Participation

Open and close your control panel

Join audio:

- Choose Mic & Speakers to use VoIP
- Choose Telephone and dial using the information provided

Submit questions and comments via the Questions panel

Note: Technical Issues:

Our end, we will reschedule
On your end, presentation is being recorded and will be provided within 48 hours.

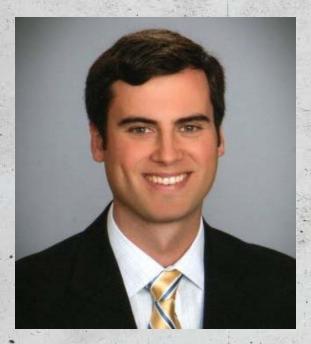




Meeting New LEED v4 Product Transparency Requirements with System Verified EPDs

December 15, 2016 | 1:00 - 2:00 pm ET

Panelist



Oliver Brooks
General Manager
Martin Marietta



Chris Erickson
CEO, Co-Founder
Climate Earth



James Bogdan
Sustainability Initiatives
NRMCA



Agenda

- Generalize transparency trends
- Product transparency credits in LEED v4
 - Material Ingredient Disclosure
 - Responsible Sourcing
 - Environmental Product Declarations
- Green building market landscape
- EPD experience summary by Martin Marietta
- Climate Earth enterprise EPD tool
- Q&A



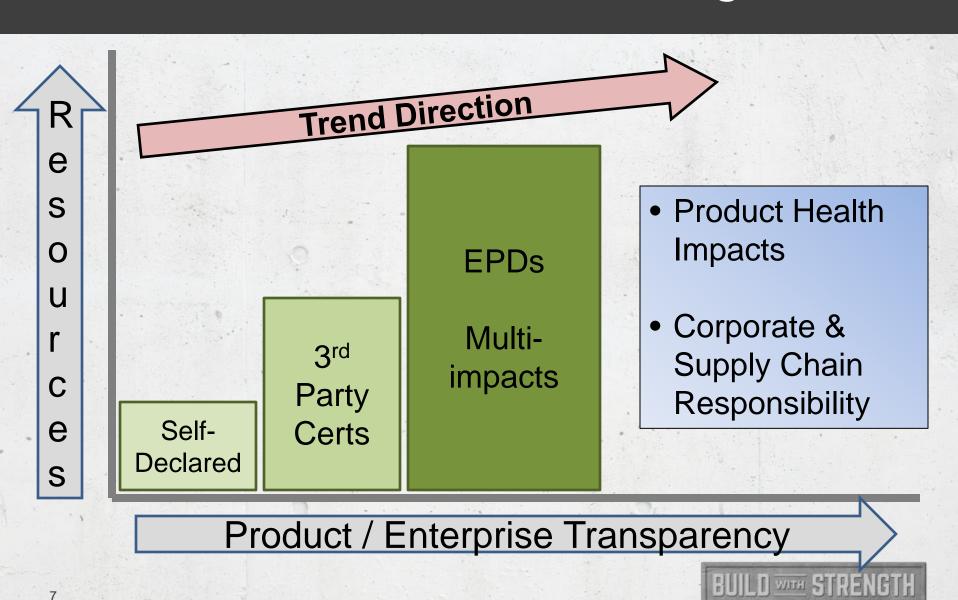
Transparency

- Marketing in the age of transparency
- Customers are investigating the risks from the products or companies
- Effort of making more informed and responsible decisions





Product Trends – Env Marketing



LEED v4

MATER	RIALS & RESOURCES POSSIBLI	E 13
MRp1	Storage and collection of recyclables	REQ
MRp2	Construction and demolition waste management planning	REQ
MRC1	Building life-cycle impact reduction	5
MRc2	Building product disclosure and optimization – environmental product declarations	2
MRc3	Building product disclosure and optimization – sourcing of raw materials	2
MRc4	Building product disclosure and optimization – material ingredients	2
MRc5	Construction and demolition waste management	2



Responsible Sourcing

Sustainable Concrete Toolbox

配

Quickscan rough estimate ambition X A

Ambition compare ambitions

童長

Pre assessment self-assessment **

Assessment validated by assessor

Welcome to the Sustainable Concrete Toolbox

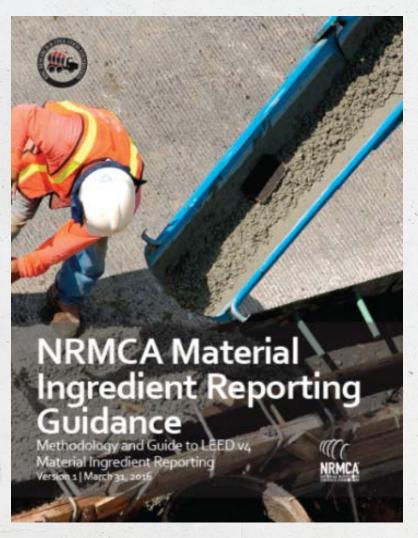
Welcome on the responsible sourcing toolbox for concrete. How responsibly sourced is your concrete? What are your responsible sourcing ambitions? This Toolbox enables you to analyse the environmental and social performance of your concrete and determine your ambition. Use the Quickscan for a quick impression, the AmbitionTool to determine your ambition, the Pre AssessmentTool to prepare you for a qualification and a certificate that you can get with the AssessmentTool.



	Quickscan rough estimate ambition	Ambition compare ambitions	Pre assessment self-assessment	Assessment validated by assessor
Description:	Make an estimation of your Concrete's Performance on Responsible Sourcing, for free and easily with the Quickscan Tool.	Set up and compare three different scenarios and determine your ambition for Responsible Sourcing.	Calculate the responsible sourcing performance and ambition of your concrete by yourself accurately.	Prepare the certification and submit this assessment to be validated by a Sustainable Concrete Scheme Assessor.
Required knowledge:	None	Sustainable Concrete Scheme Expert	Sustainable Concrete Scheme Expert	Sustainable Concrete Scheme Expert/Assessor
Detail level:	Credits	Criteria	Criteria requirements	Evidence
Accuracy:	Deviation 0-10%	Deviation 0-5%	Deviation 0%	Deviation 0%
Reporting type:	None	Ambitions matrix	PDF report	Final report and Sustainable Concrete Scheme certificate
	Start now	Start now	Start now	Start now



NRMCA Material Ingredient Reporting Guidance



- Released April 2016
- 2 year research by Arup funded by RMCREF
- Reviewed all pathways to meet credit criteria
- Input from over 30 stakeholders
- Recommended that concrete producers start with the Health Product Declaration v2.0 pathway
- Economical, efficient, and effective method
 - For engaging supply chain for the information necessary to contribute
- http://www.nrmca.org/sustainability/

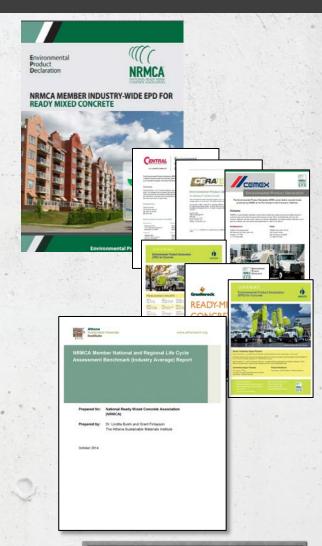


ENVIRONMENTAL PRODUCT DECLARATIONS



PRODUCT DISCLOSURE & OPTIMIZATION

- Option 1: <u>Disclose</u> environmental impacts
 - Product specific self-declaration
 - publicly available (1/4 product)
 - Industry average EPD
 - third party certified Type III (1/2 product)
 - Product specific EPD
 - third party certified Type III (Full product)
- Option 2: Optimizing
 - Demonstrate impact reduction from Option 1





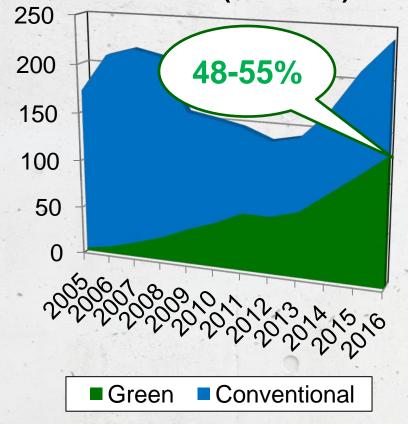
Green Building Market Landscape

Why Prepare for Transparency

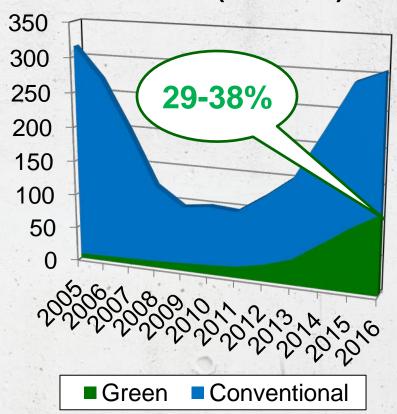


Green Building Growth

U.S. NON-residential Green Building Market 2005-2016 (\$Billions)



U.S. Residential
Green Building Market
2005-2016 (\$Billions)



Source: McGraw Hill



Market Value of Materials

Chart 1.1 Market Value of Green Construction Materials by Region, World Markets: 2013-2020 \$300 ■ North America \$63B Europe \$250 Asia Pacific ■ Rest of World \$52B \$200 (\$ Billions) \$150 \$30B \$100 \$50 \$-2013 2017 2020 2014 2015 2016 2018 2019 (Source: Navigant Research)







"...will target Platinum ... is pursuing the EPD credit"

"...provide EPDs for concrete mix designs, including pre-cast and cast-in-place concrete, and all steel."



Proposed Spec: 90% by volume of the cast-In-place concrete submit EPDs…demonstrate lower GWP (CO₂e) as compared to NRMCA Benchmarks for Northwest Region.

Disclosure reports "Demanded" by A/E Firms

















architecture engineering interiors planning







More detailed information on the Top 100 Green Contractors:

The Top 100 Green Buildings Contractors

Current Top 100 Green Contractors Story:

Green Building Standards Grow

Click below for earlier editions:

2015 | 2014 | 2013 | 2012 | 2011 | 2010 | 2009 | 2008 | 2007

\$20B / \$53 B total revenue

Rank 2016/2015	Firm	Green Accredited Staff	Green Contracting Revenue
1/1	THE TURNER CORP., New York, N.Y.	1,477	5,701.00
2/2	CLARK GROUP, Bethesda, Md.	375	2,620.00
3/16	HENSEL PHELPS, Greeley, Colo.	304	2,285.83
4/6	SKANSKA USA, New York, N.Y.	481	1,941.40
5/10	SWINERTON INC., San Francisco, Calif.	350	1,918.00
6/4	GILBANE BUILDING CO., Providence, R.I.	424	1,746.36
7/5	THE WHITING-TURNER CONTRACTING CO., Baltimore, Md.	296	1,602.63
8/9	STRUCTURE TONE, New York, N.Y.	163	1,460.80
9/7	DAVID E. HARVEY BUILDERS, Houston, Texas	56	1,339.00
10/19	HOLDER CONSTRUCTION CO., Atlanta, Ga.	190	1,335.00

Material Category EPD s

Div	Industry	# company EPDs
03	Concrete	49
04	Masonry	10
05	Metals	12
06	Wood / Plastic / Composite	10
07	Thermal & Moisture	26
08	Openings	19
09	Finishes	80

Progress: EPD Tools

- Climate Earth
 - Links Command Alkon production software with Climate Earth environmental impact data



- Athena
 - Customized, plant specific calculator
- Quantis / PCA tool
 - Launched August 2016







A COALITION OF THE NATIONAL READY MIXED CONCRETE ASSOCIATION

Oliver Brooks

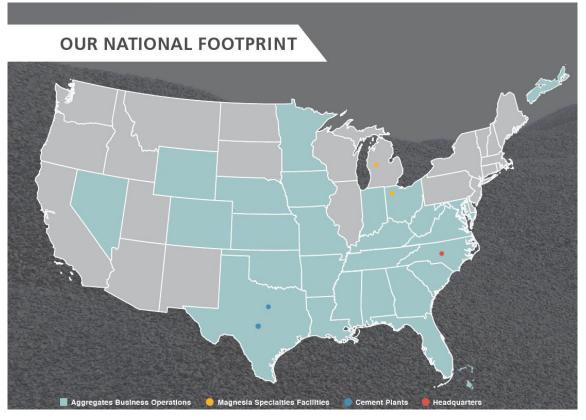
Martin Marietta





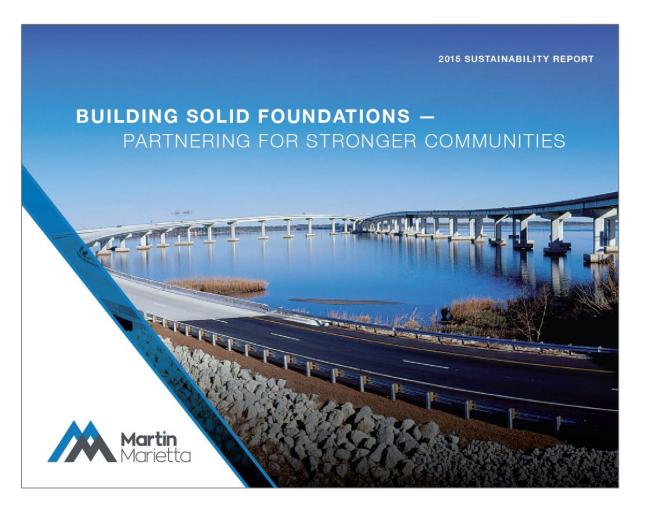
Martin Marietta Company Overview







Martin Marietta's Commitment to Sustainability





Why LEED? Why now?

Why LEED?

- Improves how buildings and communities are planned, constructed, maintained and operated
- Supports green building and transparency focus by developers and owners
- Works for all buildings at all phases
- Promotes double bottom line –
 environmental and cost benefits

Why now?

- Serves local customer demand
- Expands value proposition
- Aligns with Martin Marietta commitment to environmental stewardship
- Supports industry efforts on transparency
- LEED v4 exclusive as of 11/1/16

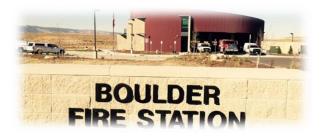
Over 1.8 million square feet are LEED certified every day



Local LEED Certified Projects











"Colorado
Ranks 5th in
the Nation for
LEED Green
Building in
2015"

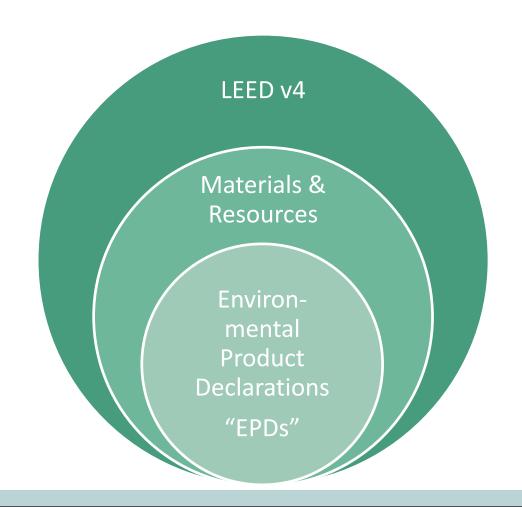
Announced by Gov.
John Hickenlooper on
1/26/16, as released by
the USGBC



What is concrete's contribution to LEEDv4?

Concrete can contribute to most LEED v4 credits, but EPDs are for Materials & Resources

Credit Category	LEED v4 Points
Integrative Process	1
Location & Transportation	16
Sustainable Sites	10
Water Efficiency	11
Energy & Atmosphere	33
Materials & Resources	13
Indoor Environmental Quality	16
Innovation	6
Regional Priority	4
Total	110





What are EPDs contribution to LEEDv4?

EPDs

Disclosure Optim 1 LEED Point 1 LEED

Optimization

1 LEED Point

 Awarded for favorable comparison to benchmarks Product-specific
Environmental Product
Declarations (EPDs)

<u>count for nearly 2x more</u>
<u>LEED points</u> than LEED

2009 mixes (regional material only)

Disclosure only

per project

20 total products required

Up to 10 concrete mixes

Martin Marietta EPDs

Martin Marietta

Environmental Product Declaration
Mix A4375 • Chambers Plant



Environmental Impacts

Declared Product: Mix A4375 • Chambers Plant

This Environmental Product Declaration (EPD) reports the impacts for 1 m³ of ready mixed concrete mix, meeting the following specifications:

- · ASTM C94: Ready-Mixed Concrete
- UNSPSC Code 30111505: Ready Mix Concrete
- · CSI Section 03 30 00: Cast-in-Place Concrete

Company

Martin Marietta

2710 Wycliff Road Raleigh, NC 27607 http://www.martinmarietta.com/

Plant

Chambers Plant

2650 Chambers Rd. Aurora, CO 80011

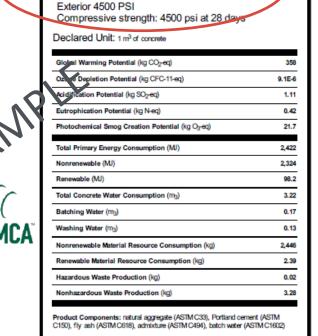
EPD Program Operator National Ready Mixed Concrete Association

900 Spring St. • Silver Spring • MD 20910

http://www.nrmca.org/sustainability/

Date of Issue

07/16/2015 (valid for 5 years until 07/16/2020)



Environmental Product Declarations

- Known as "EPDs"
- Nutrition label format
- Reports environmental impact of each unit of concrete
- Does not disclose ingredients
- Provides transparency, not superiority
- On-demand and product specific
- Valid for 5 years



Martin Marietta's EPD Approach

EPDs for Top Mix Designs

- Upfront development
- Specific to each plant

EPD Calculator

- Ongoing subscription
- On-demand EPDs
- Updated annually

6 Ready Mix Concrete Plants



EPD Development

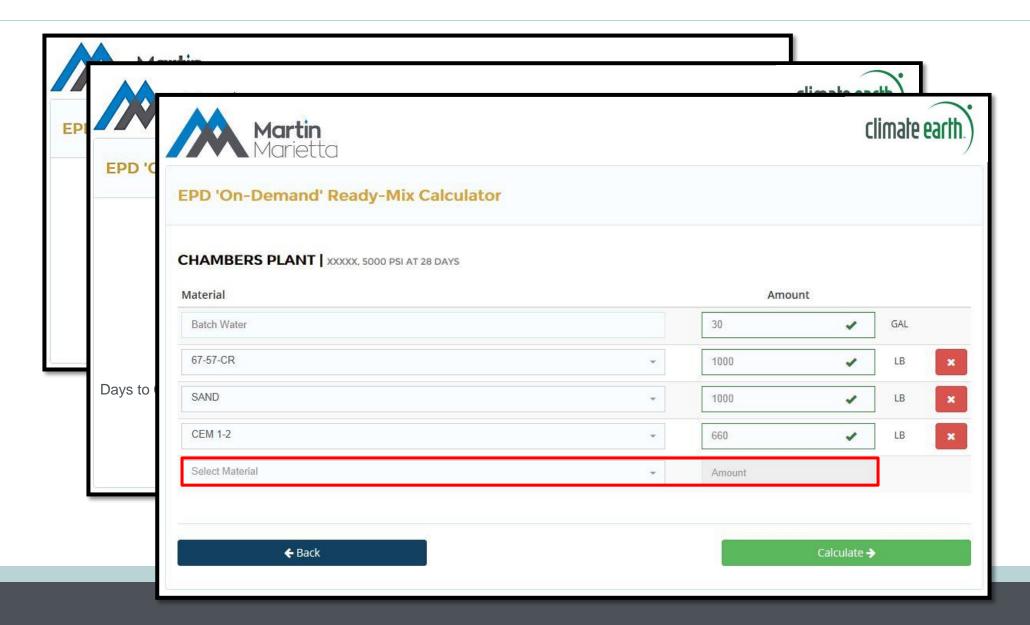
- ✓ Track <u>ALL</u> constituents of mixes
- Track shipping distances and methods
- ✓ Track chemicals
- ✓ Track plant utilities
- ✓ Track water usage



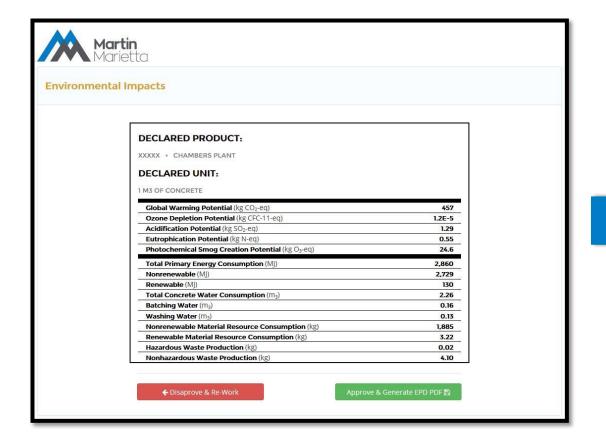
110000	Total quantity	D-1	Unit of measure		OTV/d
Utility type		Data source type	Default	Other (specify)	QTY/cyd
Electricity			kWh		0.000000
Natural gas			trm		0.000000
Propane			gal		0.000000
Diesel, off road			gal		0.000000



On-Demand EPDs



On-Demand EPDs (continued)



Martin Marietta

Environmental Product Declaration
Mix A4375 • Chambers Plant



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2710 Wycliff Road Raleigh, NC 27607

http://www.martinmarietta.com/

Plant

Chambers Plant 2650 Chambers Rd.

2650 Chambers Rd Aurora, CO 80011

EPD Program Operator National Ready Mixed Concrete Association

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Date of Issue

07/16/2015 (valid for 5 years until 07/16/2020)

Environmental Impacts

Declared Product:

Mix A4375 • Chambers Plant Exterior 4500 PSI Compressive strength: 4500 psi at 28 days

Declared Unit: 1 m3 of concrete

Global Warming Potential (kg CO _Z -eq)	358
Ozone Depletion Potential (kg CFC-11-eq)	9.1E-6
cidilication Potential (kg SO ₂ -eq)	1.11
Eutrophication Potential (kg N-eq)	0.42
Photochemical Smog Creation Potential (kg O ₃ -eq)	21.7

Total Primary Energy Consumption (MI)	2,422
Nonrenewable (MJ)	2,324
Renewable (MJ)	98.2
Total Concrete Water Consumption (m ₃)	3.22
Batching Water (m ₃)	0.17
Washing Water (m ₃)	0.13
Nonrenewable Material Resource Consumption (kg)	2,446
Renewable Material Resource Consumption (kg)	2.39
Hazardous Waste Production (kg)	0.02
Nonhazardous Waste Production (kg)	3.28

Product Components: natural aggregate (ASTMC33), Portland cement (ASTM C150), fly ash (ASTMC618), admixture (ASTMC494), batch water (ASTMC1602)



BUILD with STRENGTH

A COALITION OF THE NATIONAL READY MIXED CONCRETE ASSOCIATION

Chris Erickson

Climate Earth

EPD Enterprise

A New Approach to Verified Product Specific EPDs Simple Immediate Very low cost



Chris Erickson President and CEO 415.391.2725

Chris@climateearth.com

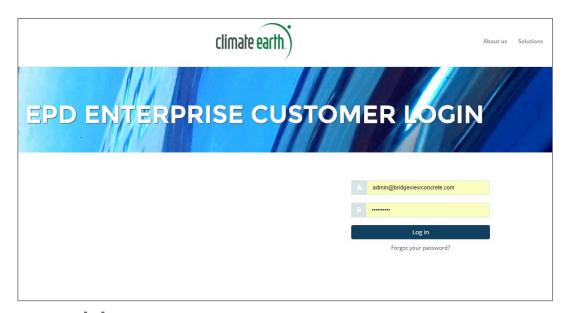
Agenda



Climate Earth

The EPD Process

EPD Challenges for Ready Mix Producers



Streamlining the Process with Database

A Look at Costs

Climate Earth- Systems for Sustained Performance



Founded 2008, Berkeley, CA

We Provide:

- **Environmental Product** Declarations (EPDs)
- Supply chain life cycle analysis
- Business advisory services

Our Expertise:

- Life cycle assessment
- Software and data management

Selected Customers:

























Key Affiliations:









Climate Earth and Concrete Industry Since 2009



Founder of Carbon Leadership Forum: Created First PCR

First EPDs for ready mix, block and aggregates

First volume EPD (1479 mixes)

First to integrate EPDs with Command Alkon

First system to generate EPD's on demand



The Top 10 LEED States



2013

226.8 million sq ft

- 1. Illinois
- 2. Maryland
- 3. Virginia
- 4. Massachusetts
- 5. (tie) New York
- 6. (tie) California
- 7. Oregon
- 8. North Carolina
- 9. Colorado
- 10. Hawaii
- 11. Minnesota

2015

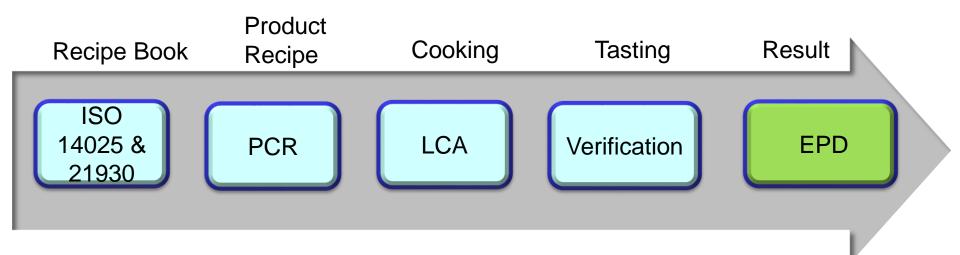
274.9 million sq ft

- **+21%** 1.
 - 1. Illinois
 - 2. Maryland
 - 3. Massachusetts
 - 4. Washington
 - 5. Colorado
 - 6. Nevada
 - 7. California
 - 8 Texas
 - 9. Virginia:
 - 10. Utah

1,633 commercial and institutional projects

All EPDs are Developed Under a Structured Process





A global standard formula for consistent, scientifically grounded environmental impact measurement

What Does the process produce?



EPD Standard

- Comes as a single booklet
- Includes all EPD information for about 30 selected mixes per plant
- Fixed for 5 years



EPD Enterprise

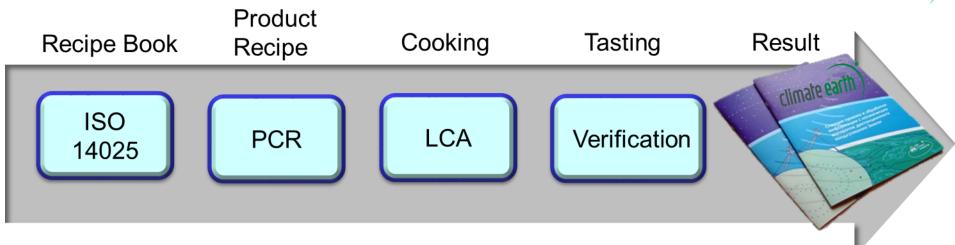


- Generate new EPDs any time from your PC
- Data refreshed annually
- EPDs are renewed every year



EPD Standard Does Not All Serve All Producers Well

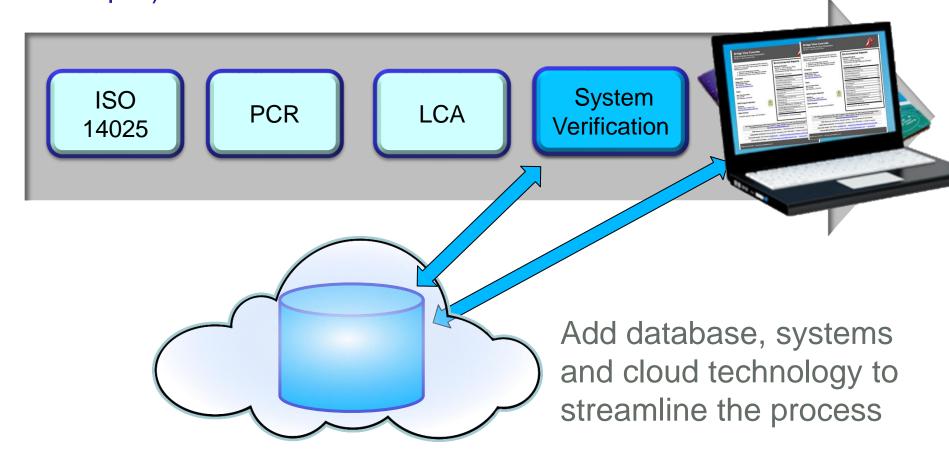




- 1. 5 year fixed life
- 2. One time, slow, manual, costly process
- 3. Not responsive to new product and new mix designs
- 4. Not updated as products, suppliers and processes change
- Not effective when the numbers matter

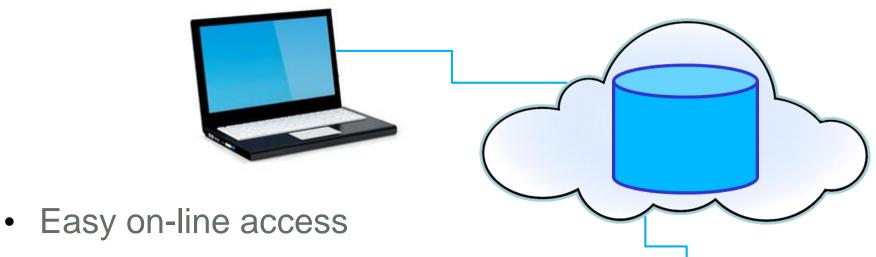
How Can We make EPDs More Responsive (and Cheaper)?



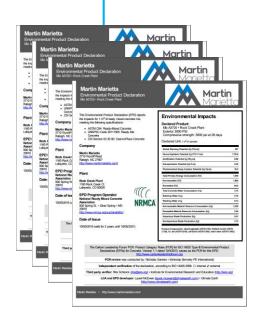


The One Minute Demo



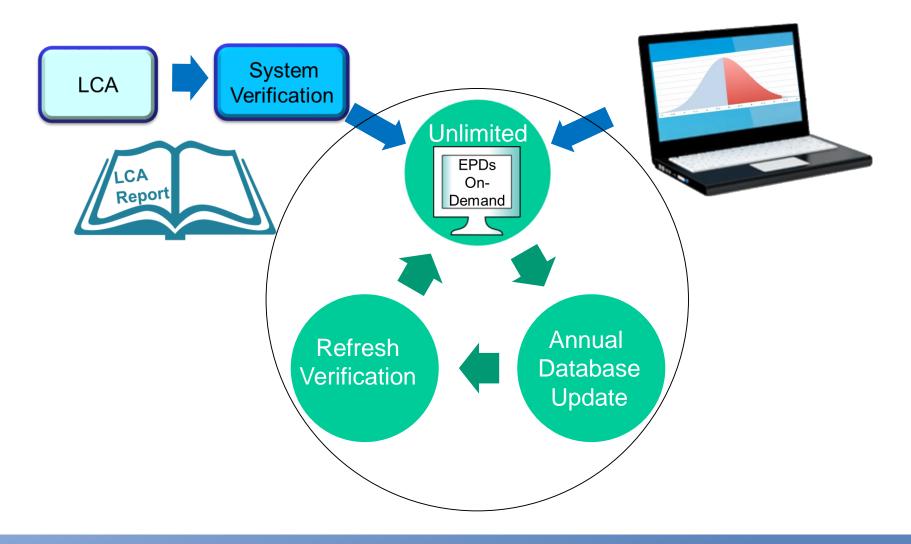


- Generate unlimited branded EPDs
- Ready for bid submittal



The Full Process with System Verification





How Do Producers Benefit from EPD Enterprise 'On- climate earth Demand'

- Create unlimited EPDs
- Optimal mix designs for any job, max LEED points
- EPDs always current (new mixes, new suppliers, etc)
- No hassle, low cost per EPD



EPD 'On-Demand'- Strong Transparency



- Industry Average EPD
 - Not transparent
- EPD Standard
 - Year 2, 3, 4, 5?
- EPD 'On Demand'
 - Always current
 - Always transparent



How Much Do They Cost?



First Year LCA and Set-Up	
# Plants	Price
2	~\$12,000
10	~ \$25,000

EPD Enterprise

Annual Subscription and Database Update with Unlimited EPDs \$ per 2 EPDs 5 EPDs # Plants month/plant Month per month \$68 \$34 \$14 5 10 \$52 \$26 \$10

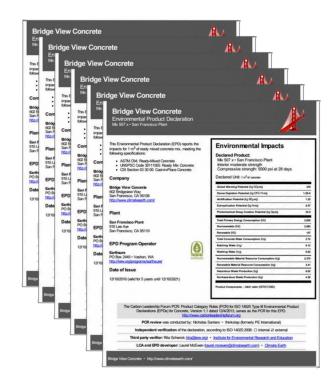
Pricing does not include verification

EPDs On-Demand- Easy and Cost Effective



- Instant web access
- On-Demand
- Low Cost

Integrated with CommandQC if desired





Thank you

Chris Erickson

President & CEO 415.391.2725 Chris@climateearth.com

BUILD WITH STRENGTH

A COALITION OF THE NATIONAL READY MIXED CONCRETE ASSOCIATION

Thank You

Questions