STOK SERVICES

We balance financial and performance goals with social and environmental needs, resulting in restorative buildings, exceptional workspaces, and high-performance systems.
A JUST company

At stok, social justice is an important piece of our vision statement, and it was important for us to build into our business practices as well.

CERTIFIED B CORPORATION

Most companies have a fiduciary responsibility to maximize profits. Our B-Corp certification allows us to not only maximize profits, but also maximize activities that benefit the greater social and environmental good.
UNSUNG BENEFITS OF HIGH PERFORMANCE BUILDINGS: THE MONEY

WHAT IS A HIGH PERFORMANCE BUILDING?

- optimize building efficiency;
- enhance the occupant experience; and
- minimize environmental impacts from design to demolition.
WHAT ARE THE TANGIBLE BENEFITS OF HIGH PERFORMANCE BUILDING?

- optimize building efficiency;
- enhance the occupant experience; and
- minimize environmental impacts from design to demolition.

Utility and Maintenance Savings
UTILITIES AND MAINTENANCE FINDINGS

- $2.61/sf Utility Expense
- $3.84/sf Maintenance Expense

- 50% Utility Expense Reduction
- 12% Maintenance Expense Reduction

- $1.30/sf Savings
- $0.50/sf Savings

WHAT ARE OTHER TANGIBLE BENEFITS OF HIGH PERFORMANCE BUILDING?

- Optimize building efficiency;
- Enhance the occupant experience; and
- Minimize environmental impacts from design to demolition.

Employee Productivity, Retention, and Health

THE ‘1-10-100-1000’
PEOPLE ARE YOUR GREATEST ASSET...

THE US MACRO-ECONOMIC SHIFT – S&P 500 VALUE

83%   68%   32%   20%   16%
17%   32%   68%   80%   84%

The American Workplace - The Shift To A Service Economy - Jobs, Million, Industry, and Services - StateUniversity.com http://jobs.stateuniversity.com/pages/16/American-Workplace-SHIFT-SERVICE-ECONOMY.html#ixzz40YPdrZaP
ACADEMIC & INDUSTRY RESEARCH

PRODUCTIVITY FINDINGS

$447,000
Average Revenue per Employee*

$13,410
3% Productivity Enhancement

$1,341
10% Profit Margin*


PRODUCTIVITY FINDINGS

$380k or $7.60 Profit/sf due to a productivity enhancement of 3%


SEPARATION COST

Cost of Separation can range from 90%-200% of employee salary*

RETENTION FINDINGS

$59,000 Average Employee Salary*

90% Cost of Separation Rate*

$53,100 Cost of Separation / Employee

30% Average Separation Rate*

$4.5 M


RETENTION FINDINGS

450k or $9/sf in savings due to increased retention of 10%
**HEALTH FINDINGS**

- **Average Revenue per Employee per Day**: $1,700
- **30% reduction in amount of sick days = 1.5 days at work**: $2,500
- **10% Profit Margin**: $250


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**HEALTH FINDINGS**

- **70k or $1.40/sf** in savings due to reduced absenteeism of 10%
SUMMARY

INVESTORS: NOI

5% Increase in Occupancy
7% Increase in Rent
6% Increase in Retention
Faster Absorption

$3/sf Annually
INVESTORS: SELLING PREMIUM

10% Increase in NOI

25 BP Reduced Cap Rate

Enhanced Image

Risk Mitigation

Terminal Value Increase

$69/sf

‘FIRST-COST THINKING’ SHOULD CHANGE TO ‘OPPORTUNITY COST THINKING’
THANK YOU

ZERO NET ENERGY CENTER
SAN LEANDRO, CA

19/10/2016