

The “Green” Building Programs & Flooring

2 Major Green Building Programs Recognized in the Market



USGBC – United States
Green Building Council



National Association of
Home Builders



- LEED-NC New Construction
 - Commercial & 4 Story and Higher Multifamily
 - LEED for Retail
 - LEED for Hospitals
 - LEED for Schools
- LEED-CI Commercial Interiors
- LEED-CS Core & Shell
- LEED-H Homes
 - Single Family & 3 Story and Lower Multifamily



<i>LEED Sections</i>	<i>NC</i>	<i>CI</i>	<i>H</i>
<i>Sustainable Sites (SS)</i>	14	7	22
<i>Location & Linkages (LL)</i>			10
<i>Awareness & Education (AE)</i>			3
<i>Water Efficiency (WE)</i>	5	2	15
<i>Energy & Atmosphere (EA)</i>	17	12	38
<i>Materials & Resources (MR)</i>	13	14	16
<i>Indoor Env. Quality (EQ)</i>	15	17	21
<i>Innovation & Design (ID)</i>	5	5	11
<i>Total possible points</i>	69	57	136

LEED-NC / LEED-CI / LEED-H

Four levels of LEED certification:

	<u>NC</u>	<u>CI</u>	<u>H</u>
<i>Certified Level</i>	26 - 32	21-26	45-59
<i>Silver Level</i>	33 – 38	27-31	60-74
<i>Gold Level</i>	39 - 51	32-41	75-89
<i>Platinum Level</i>	<u>52+</u>	<u>42+</u>	<u>90+</u>
<i>TOTAL POINTS POSSIBLE</i>	69	57	136



	<u>Bronze</u>	<u>Silver</u>	<u>Gold</u>
Lot Design, Preparation, and Development	8	10	12
Resource Efficiency	44	60	77
Energy Efficiency	37	62	100
Water Efficiency	6	13	19
Indoor Environmental Quality	32	54	72
Operation, Maintenance, and Homeowner Education	7	7	9
Global Impact	3	5	6
Additional Points From Sections of Your Choice	100	100	100

Remember the Chart?

<u>LEED Sections</u>	<u>NC</u>	<u>CI</u>	<u>H</u>
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Credits for which Flooring Could Earn Points under LEED – NC (Comm & 4 story + MF)

- **Materials & Resources**

- MR Credit 3: Materials reuse

- Straight reuse of salvaged materials

- MR Credit 4: Recycled Content

- Products that contain recycled content

- MR Credit 5: Regional Materials

- Materials extracted, processed and manufactured within 500 miles of project

- MR Credit 6: Rapidly Renewable

- Materials made from plants harvested on a 10-year rotation or less

- MR Credit 7: Certified Wood

- FSC certified wood

Credits for which Flooring Could Earn Points

Under the LEED – Homes program

- **Materials & Resources**

- MR Credit 2.1: FSC Certified Tropical
 - Notify wood product suppliers of your FSC use intentions if the product contains tropical species
 - If tropical wood is intentionally used, use only FSC certified wood products. Reused or Reclaimed materials are exempt.
- MR Credit 2.2: Environmentally Preferable Products (.5 each, maximum 8 points)
 - Materials
 - Emissions
 - Local Sourcing

- **Education**

- AE Credit 1.1: Basic Operations Training
 - Vii. Guidance on occupant activities and choices, including:
 - Cleaning materials, methods, and supplies

USGBC – Green Building Program

- LEED

- Forest Stewardship Council (FSC) is the only forest certification recognized by LEED
- Wood flooring with an FSC Certification is deemed “LEED Compliant”
 - *You cannot say, “This product will get you a point in this category.”*

NAHB – Green Building

- **How is wood flooring accepted?**
 - Forest Certifications recognized by the NAHB Program
 - **A.** The Sustainable Forestry Initiative® Program
 - **B.** The American Tree Farm System®
 - **C.** The Canadian Standards Association's Sustainable Forest Management System Standards
 - (CAN/CSA Z809)
 - **D.** Forest Stewardship Council (FSC)
 - **E.** Program for the Endorsement of Forest Certification Systems (PEFC), and
 - **F.** Other such credible programs as they are developed

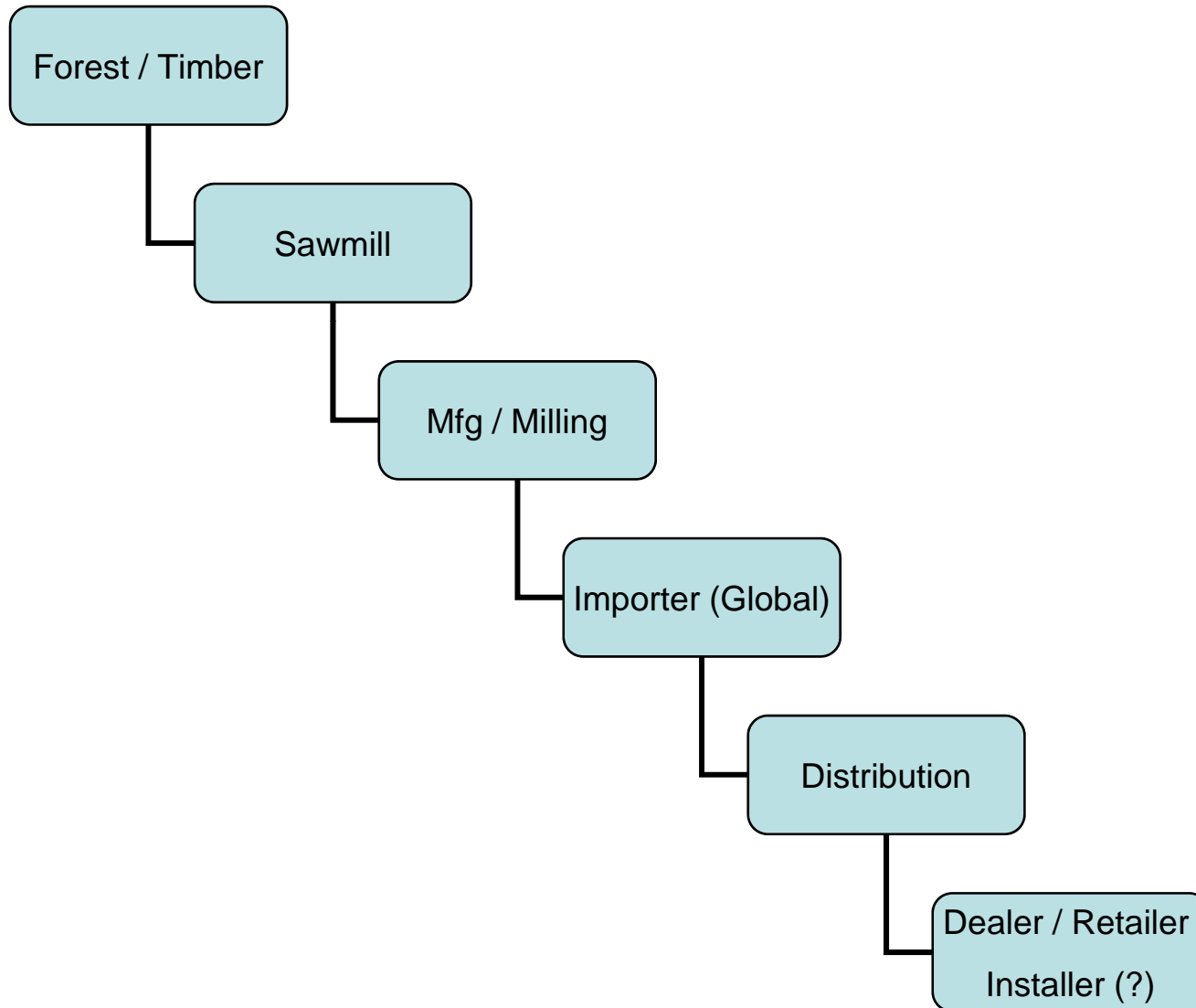
FSC – Forest Stewardship Council

- FSC is a third party organization that encourages responsible forestry around the world.
- They have developed a criteria for foresters to responsibly harvest timber and in exchange for their compliance, they get to stamp their wood as “FSC Certified”



- FSC has also developed a Chain-of-Custody (COC) system to track the lumber from the forest to the floor

FSC – Chain-of-Custody (COC)



The FSC certification is given at the forest but is carried through the channel by the Chain-of-Custody (COC)

January 2008, all members of the sales channel are required to maintain a COC in order to sell FSC product with the intent of qualifying for LEED credit.

Only the company invoicing for the installation is exempt from carrying a COC#.

CMH is now FSC – Chain-of-Custody Certified!!!!

CHAIN-OF-CUSTODY CERTIFICATE

The facility(s) and product(s) listed below have been independently certified by Scientific Certification Systems (SCS) in accordance with the rules of the Forest Stewardship Council A.C. (FSC). This product(s) has been harvested from forests that meet stringent environmental, social and economic standards.

CMH Flooring Products, Inc

SCS Certification Registration Number: SCS-COC-001670

Hwy 74 West, Wadesboro, North Carolina 28170, USA

Distributor of hardwood flooring.



<u>Robert J. Hrubec, Senior Vice President</u>	<u>Jul 29, 2008</u>	<u>Jul 28, 2013</u>
	<i>Dated</i>	<i>Expiration</i>

Certified against FSC Standard: FSC-STD-40-004 V2-0

A list or description of the products or services that are included in the scope of this certificate may be obtained from SCS on request, and/or is available at www.scs-certified.com. This certificate shall remain the property of SCS, and this certificate and all copies or reproductions of this certificate shall be returned to SCS promptly upon request.

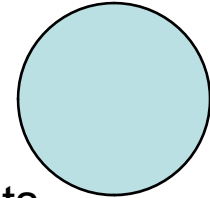


Form 4 July 2008

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Credits for which Flooring Could Earn Points



- Indoor Environmental Air Quality

- EQ Credit 4.1: Low-Emitting Materials: Adhesives & Sealants
 - Adhesives, sealants & primers have to comply with South Coast Air Quality Management District (SCAQMD) limits for VOCs
- EQ Credit 4.2: Low-Emitting Materials: Paints & Coatings
 - Clear wood finishes, floor coatings, and stains applied on-site only do not exceed SCAQMD limits
- EQ Credit 4.3: Low-Emitting Materials: Carpet Systems
 - All carpet and carpet cushion meet requirements of the Carpet & Rug Institute's Green Label Plus program
 - All carpet adhesives meet EQc4.1 requirements
- EQ Credit 4.4: Low-Emitting Materials: Composite Wood & Agrifiber Products
 - Adhesives used in all composite wood products (particleboard, MDF, plywood, engineered flooring, etc) contain no added urea-formaldehyde resins

What is CMH doing to offer a “GREEN” Solution?

- Residential Sales Binder – Jan 2009
 - Wood
 - Ceramic
 - Laminate
 - Adhesives
 - Underlayment and Carpet Cushion
 - Maintenance Products
- Eco Floor Series – all FSC certified Wood – Jan 2009
 - Display and Marketing Aids
 - Price Sheets
 - Rep Training & Customer Education

FSC Wood – Display Promotion

- 2 FSC – Eco Flooring Towers – 28 sku's
- 2 ctns – ½ x 5” Poppyseed Elm – Handscraped (51.66 sf) – *Showroom Floor*
- 4 Handboards – Casa Verde – Terra Antiquity – Earth Artisan
- 2 Architectural Folders – American Woods – Monteverde
- 1 “Green Source” – Eco Flooring Manual
- “Locked In” – Emerald Dealer Price Level



LEED - New Construction Credit Chart

Wood Flooring

Mfg. / Supplier	Product / Collection	Materials & Resources						Indoor Env. Quality			
		MR2	MR3	MR4	MR5	MR6	MR7	EQ4.1	EQ4.2	EQ4.3	EQ4.4
Brandywine / WFI	Casa Verde						X				X
	Terra Antiquity						X				X
	Earth Artisan						X				X
	American Woods			X			X				X
	Orchard Collection			X			X				X
	Monteverde Collection						X				X
	Bamtex					X					X
Harris Wood	All Products except Exotic Species				X						
Anderson Hardwood	All Products except Exotic Species				X						
Mullican Hardwood	All Solid Domestic Products				X						
US Floors	Cork			X		X					X
US Floors	Bamboo					X					X

Laminate Flooring

		MR2	MR3	MR4	MR5	MR6	MR7	EQ4.1	EQ4.2	EQ4.3	EQ4.4
Quickstep	All Products			X	X						

Carpet Cushion

		MR2	MR3	MR4	MR5	MR6	MR7	EQ4.1	EQ4.2	EQ4.3	EQ4.4
Leggett & Platt	Rebond Cushion	X		X	X					X	
	Rubber Cushion				X					X	
	Fiber Cushion	X		X	X					X	
	Dense Molded Cushion	X			X					X	

Adhesives

		MR2	MR3	MR4	MR5	MR6	MR7	EQ4.1	EQ4.2	EQ4.3	EQ4.4
WF Taylor	Greenguard & CRI Certified Adhesives <i>* refer to catalog for specifics</i>							X			

Maintenance Products

		MR2	MR3	MR4	MR5	MR6	MR7	EQ4.1	EQ4.2	EQ4.3	EQ4.4
Bona Kemi	Greenguard <i>* refer to catalog for specifics</i>								X		

All LEED Credit claims are made and supported by CMH suppliers. Documentation of these claims is available upon request and is the responsibility of CMH suppliers. See Appendix



LEED for Homes

Mfg. / Supplier	Product / Collection	Materials & Resources				Education	
		MR2.1	MR2.2			AE1	AE2
		FSC-Tropical	Materials	Emissions	Local		
Brandywine / WFI	Casa Verde		X	X			
	Terra Antiquity		X	X			
	Earth Artisan		X	X			
	American Woods		X	X			
	Orchard Collection		X	X			
	Monteverde Collection	x?	X	X			
	Bamtex		X	X			
Harris Wood	All Products except Exotic Species					X	
Anderson Hardwood	All Products except Exotic Species					X	
Mullican Hardwood	All Solid Domestic Products					X	
US Floors	Cork		X				
US Floors	Bamboo		X				
Quickstep	All Products		X			X	
Leggett & Platt	Rebond Cushion		X	X			
	Rubber Cushion		X	X			
	Fiber Cushion		X	X			
	Dense Molded Cushion		X	X			
WF Taylor	Greenguard & CRI Certified Adhesives <i>* refer to catalog for specifics</i>		X	X			
Bona Kemi	Greenguard <i>* refer to catalog for specifics</i>					X	X

All NAHB Credit claims are made and supported by CMH suppliers. Documentation of these claims is available upon request and is the responsibility of CMH suppliers for validity.



NAHB - Green Building Program - Credit Chart

Wood Flooring

Mfg. / Supplier	Product / Collection	Resource Efficiency				Indoor Env. Quality			Maint. & Education 6.2 Manual	Global Impact	
		2.4.1	2.6.1	2.6.2	2.8.1	5.1.5	5.1.6	5.3.8		7.1.1	7.1.3
		Recycled	Renew	FSC	Local	NUAF	CRI	MC%		ISO	Low VOC
Brandywine / WFI	Casa Verde			X		X					
	Terra Antiquity			X		X					
	Earth Artisan			X		X					
	American Woods	X		X		X					
	Orchard Collection	X		X		X					
	Monteverde Collection			X		X					
	Bantex		X								
Harris Wood	All Products except Exotic Species				X						
Anderson Hardwood	All Products except Exotic Species				X						
Mullican Hardwood	All Solid Domestic Products				X						
US Floors	Cork		X								
US Floors	Bamboo		X								

Laminate Flooring

Quickstep	All Products	X			X						
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Carpet Cushion

Leggett & Platt	Rebond Cushion	X					X				
	Rubber Cushion	X					X				
	Fiber Cushion	X					X				
	Dense Molded Cushion	X					X				

Adhesives

WF Taylor	Greenguard & CRI Certified Adhesives						X				X
	* refer to catalog for specifics										

Maintenance Products

Bona Kemi	Greenguard						X			X	
	* refer to catalog for specifics										

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2 Common Questions

- Why would a builder want to build a green certified home?
- What incentives (\$\$) would drive a builder to want to build a green certified home?

2 Common Questions

- Why would a builder want to build a green certified home?
 - Marketability
 - Separation from Competition
 - Turn & Earn

2 Common Questions

- What incentives (\$\$) would drive a builder to want to build a green certified home?
 - Availability of Financing (Major)
 - Tax Incentives (vary by state)
 - Grants & Funding



I. News Release

Wells Fargo Exceeds \$2 billion in Financing for LEED-Certified “Green” Buildings

San Francisco — November 11, 2008

Wells Fargo & Company (NYSE: WFC) said today it has surpassed \$2 billion in lending for Leadership in Energy and Environmental Design (LEED®) certified buildings.

LEED is a voluntary, consensus-based green building rating system developed by the U.S. Green Building Council (USGBC) for constructing high-performance, sustainable buildings. Of the buildings financed by Wells Fargo, 28 percent are LEED-rated, 37 percent are LEED-silver, 21 percent are LEED-gold and 9 percent are LEED-platinum, the highest rating available.

Since May 2007, Wells Fargo has:

- Doubled its commitments for LEED buildings from \$1 billion to \$2 billion
- Increased the number of LEED buildings it has financed by 125 percent
- Expanded its reach from financing LEED-certified buildings in 11 states and the District of Columbia to 19 states
- Increased the type of LEED buildings financed to include a cold storage facility, data center and community center, in addition to office, mixed-use, industrial, retail, schools, multifamily

“Our success is a result of doing business with experienced developers and investors,” said Larry Chapman, head of Commercial Real Estate at Wells Fargo. “Current market conditions provide us with the opportunity to further demonstrate our unwavering commitment to our commercial real estate customers. Together we can achieve long-term value for our businesses and our society through the development of high performance, resource saving buildings.”

USGBC President, CEO and Founding Chair Rick Fedrizzi said, “We applaud Wells Fargo’s leadership efforts. Buildings are responsible for 39 percent of CO2 emissions in the U.S., which directly impacts global climate change – however LEED buildings consume half the energy of conventional buildings.”

Wells Fargo is one of the first to be pre-certified for Leadership in Energy and Environmental Design (LEED) for New Construction. Its new banking stores will use about 20 percent less energy and 40 percent less water than conventional buildings of the same type. Since 2007, Wells Fargo has contributed nearly \$500,000 to nonprofit organizations in support of green building education and practices. Learn more at wellsfargo.com/environment.

Wells Fargo & Company is a diversified financial services company with \$622 billion in assets, providing banking, insurance, investments, mortgage and consumer finance through almost 6,000 stores and the internet (wellsfargo.com) across North America and internationally. Wells Fargo Bank, N.A. is the only bank in the U.S., and one of only two banks worldwide, to have the highest possible credit rating from both Moody’s Investors Service, “Aaa,” and Standard & Poor’s Ratings Services, “AAA.”

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- Increased the types of LEED buildings financed to Include:
 - Office
 - Industrial
 - Schools
 - Multifamily