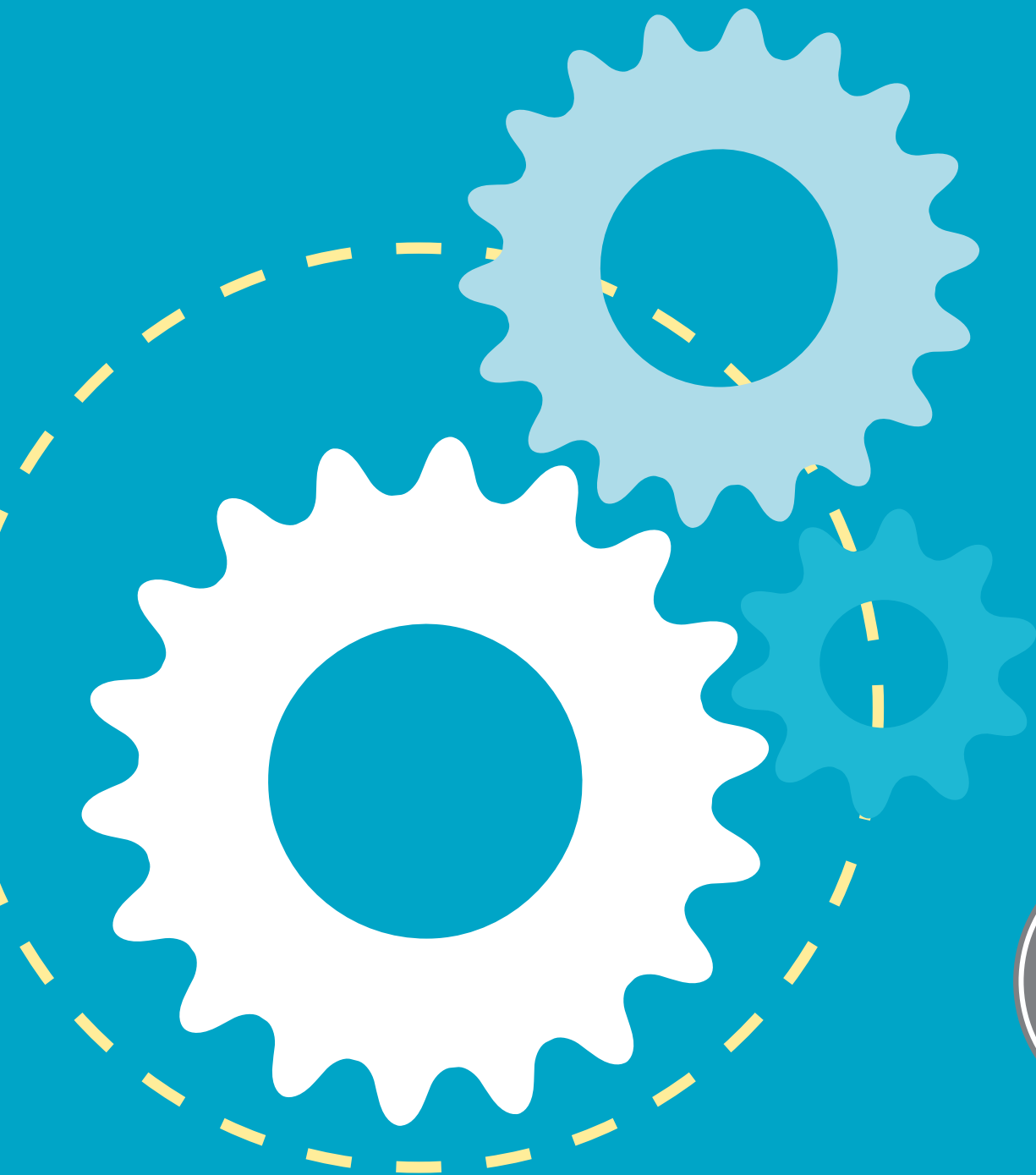


LEED IN MOTION:

PEOPLE AND PROGRESS



The LEED in Motion report series provides a holistic snapshot of the green building movement, equipping readers with the numbers and insight they need to build a strong case for sustainability.

The first of three reports, **LEED in Motion: People and Progress** examines the USGBC and green building communities: the individuals who are driving green building, practicing it and benefitting from it.

Stay tuned for the remaining two LEED in Motion reports: **Places and Policies** and **Impacts and Innovation**.

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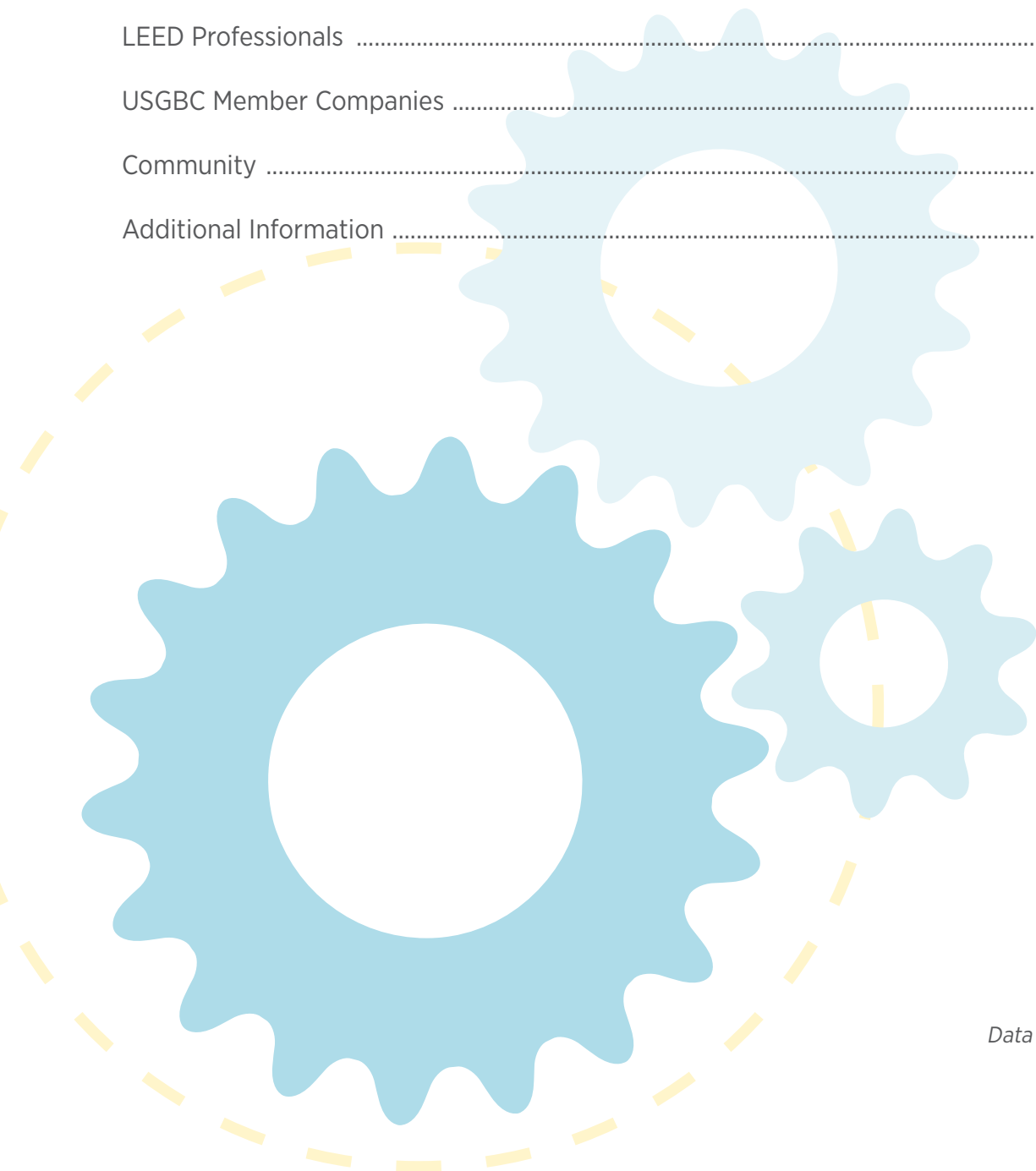
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*Data in this report is current
as of June 1, 2013*

A MOVEMENT OF LEADERS

Foreword from Rick Fedrizzi

“In nature, nothing exists alone.” - Rachel Carson

Nature’s foundation is community. Birds flock together, a coral reef gets its vibrant color from the billions of algae it hosts, and a single oak tree grows stately with help from living organisms in its roots.

This miraculous ability for communities to form and support one another’s existence, to thrive and adapt, to evolve and improve, is seen virtually everywhere in nature – and it is most certainly a hallmark of the green building community, a network of hundreds of thousands of people, from diverse backgrounds, geographies, vocations and viewpoints working together to push green building forward.



At the heart of that network is the U.S. Green Building Council and its special community of leaders, visionaries and advocates who provide the central nervous system for the rich distributed intelligence that has helped us radically transform the marketplace with buildings and communities that are more energy, water and resource efficient; that reduce waste and carbon emissions; that improve health and well-being by providing improved air quality, better acoustics and more daylight. Our forward-thinking community members rely on local USGBC chapters for support to carry out this work as USGBC itself looks to its member companies to champion the movement through the buildings they build and operate; the products they create and manufacture; and the policies they advocate that help advance this important work.

USGBC’s development of LEED as the world’s premier green building certification program has been pivotal to our movement’s growth. LEED is at once a technically rigorous rating system and education program, but it is also a kind of manifesto, written by thousands of dedicated volunteers who develop it, apply it, evolve it and then reset the bar. Though its end result is better buildings and communities, LEED is really about not settling for a passive status quo, but delivering with intention a built environment that actively partners with us on our health and well-being and our future. It’s about leadership.

After all, we know that the work we do, from advocacy to architecture, is about the people inside of the buildings. It’s not about bricks and mortar (even if they are made from recycled content). It’s about creating healthier, more vibrant, more productive and enjoyable spaces and communities for the people of the world. And in doing so, creating a more sustainable planet by vastly reducing or eliminating the negative impacts that human development has on the planet. Going beyond that, net-positive buildings and features like native landscaping can actually give back to, and fortify, nature.

To the hundreds of thousands of individuals captured within the numbers of this report: thank you for your involvement in one of the world’s most important and effective movements. To those new to the green building space: welcome aboard. Together, we’ve come a long way, and we are just getting started.

We hope that this snapshot of the green building movement provides you with statistics and numbers that bring into sharp focus the size and scope of our important mission, and that you find it useful as you communicate its importance to others.

With gratitude,

Rick Fedrizzi

President, CEO and Founding Chair
U.S. Green Building Council

FOREWORD

from Jeffrey C. Hines

Consider the triple bottom line: people, planet and profit. When we preserve our environment, we do so for the betterment of humanity. When we save money, we conserve capital that can be invested toward our greater goals. Green building helps us achieve all of this. Performing better for people—our families, investors, clients, tenants, coworkers and communities—is something everyone can support.

Hines was founded by a mechanical engineer in 1957 on the principle that quality real estate creates a lasting legacy, and that it is our responsibility to design, build and operate our buildings with the highest standards. While we have been committed from day one to conserving resources without sacrificing quality or comfort, I believe we are constantly improving as a firm: project after project and year after year. The USGBC's LEED rating system is one of the important barometers we use to validate our progress.



As a founding member of USGBC, we are proud to have achieved a milestone - more than 100 million square feet of certified and registered LEED space. Our accomplishments reflect the efforts of many: the idealists, the visionaries, and the professionals that help lead the industry and support our efforts to bring better, higher performing buildings to the market. We strive to contribute to the green building community, sharing our successes and case studies, and draw immense knowledge from fellow sustainability-driven organizations that share their own best practices. In the green building movement, we believe that every success is a shared success - a victory for us all.

We also believe that numbers tell an important story. *LEED in Motion: People and Progress* is not just a testament to the progress being made by the people and companies advancing the green building platform, but a valuable resource that outlines the magnitude and strength of the USGBC and green building community. It is strong evidence of our strength in numbers. We are all important contributors to a network of millions. Together, we will learn, improve and progress as people, and that's the bottom line.

Jeffrey C. Hines

President and Chief Executive Officer
Hines



USGBC PLATINUM
level member company

OCCUPANTS & INDUSTRY

“The good we secure for ourselves is precarious and uncertain until it is secured for all of us and incorporated into our common life.” - Jane Addams

The **green building industry** as a whole is a powerful community, consisting of a broad cross-section of individuals who engage with green building in myriad ways.

“Employers are increasingly linking workforce health and happiness to safer, greener working environments, as well as fewer hours commuting in heavy traffic. For many companies, green buildings are a competitive advantage, helping to attract and retain the best and brightest.”*

The green building market is estimated at **\$96-140 billion** with **835 million** square feet of construction in 2013**

Projected number of professionals in the green building/related industry in 2013: **8 million**.**

By 2016, the market is expected to be worth **\$204 billion - \$248 billion*****

35 percent of all U.S. construction jobs are green today and are helping the economy.***

Green building in the U.S. **increased to 44%** in 2012 and is expected to be 55% by 2016.***

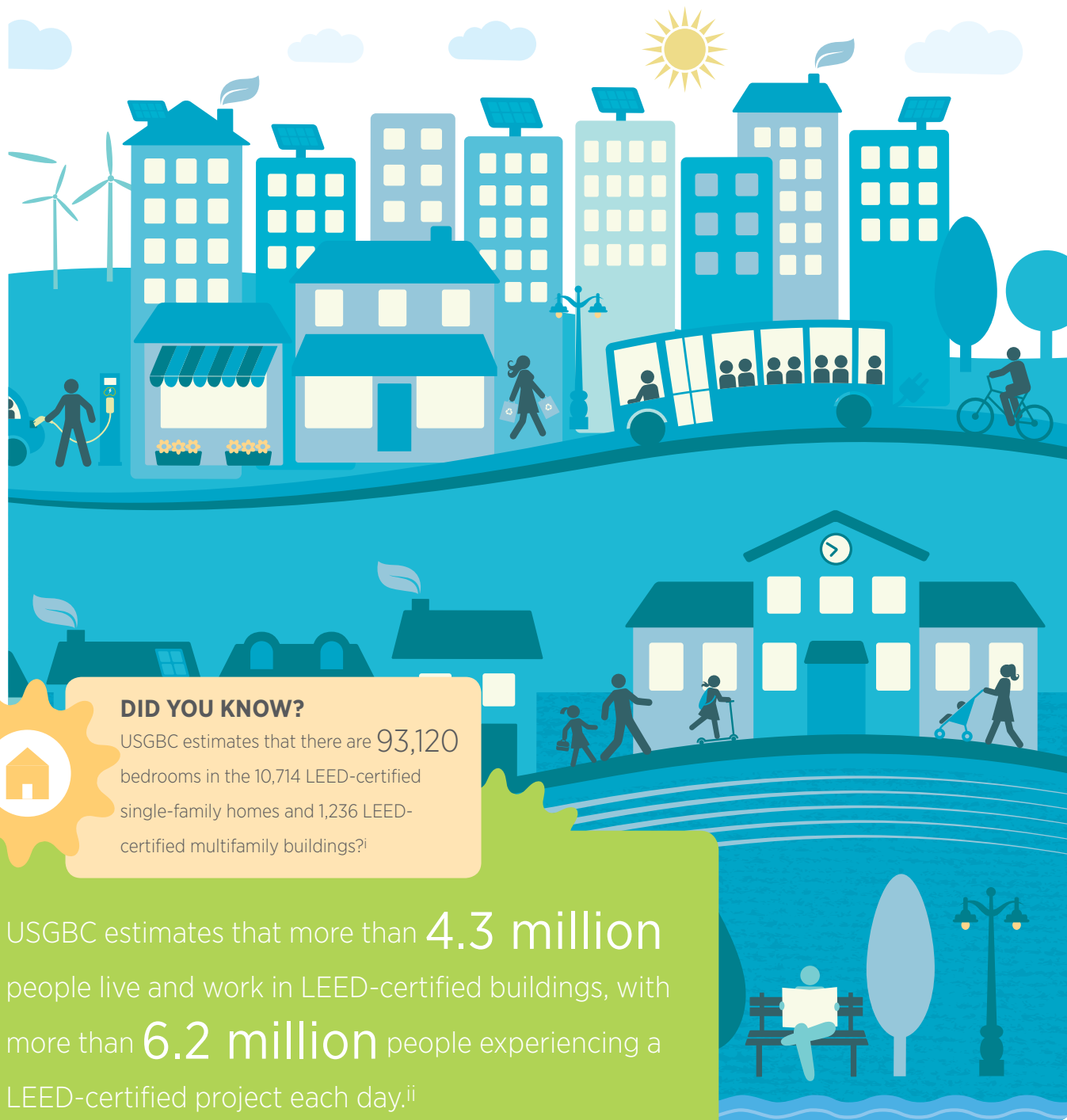
* Joel Makower & Editors of GreenBiz.com, “The State of Green Business 2013”

** Source: McGraw Hill Construction Green Outlook 2009

*** Source: 2013 Dodge Construction Green Outlook, McGraw Hill Construction

The Occupants

LEED buildings touch an awe-inspiring amount of building occupants who benefit from healthier, more efficient structures at home, work or throughout their day-to-day lives. These are the people who live in, work in, and experience green buildings. They are as much a part of the movement as any green building practitioner. They are the tenants who demand better buildings – the occupants who fuel the need for new green building technologies and updates to the LEED rating system. Passive or proactive, building occupants validate the green building industry and help fuel its growth.



DID YOU KNOW?

USGBC estimates that there are **93,120** bedrooms in the 10,714 LEED-certified single-family homes and 1,236 LEED-certified multifamily buildings?ⁱ

USGBC estimates that more than **4.3 million** people live and work in LEED-certified buildings, with more than **6.2 million** people experiencing a LEED-certified project each day.ⁱⁱ



LEARN MORE about the many LEED projects that emphasize occupant engagement. Visit usgbc.org/projects

LEED PROJECT SPOTLIGHT

Park Central 7

Dallas, Texas

LEED Gold

Certified on May 5, 2011

Park Central 7 is a shining example of how building occupants can drive whole-building sustainability: tenant engagement was one of the project's explicit motivating factors for LEED for Existing Buildings: Operations and Maintenance certification.

"While engaging and educating tenants during certification, we were pleased to see them intrigued and appreciative about the building's commitment to sustainability," said Steve Harrison, Project Manager, Parmenter Realty Partners.

Improving tenant well-being was a priority for the project. The property's recycling program was designed to be effective while requiring minimal tenant effort, resulting in higher participation. That proactive tenant involvement helped with source reduction, and a first-ever waste stream audit proved educational for the tenants. Additionally, other initiatives focused on increasing tenant awareness of alternate commuting and automatic light sensors.

Park Central 7 also incorporated:

- Changes to pest control procedures that eliminated all use of chemicals, creating a healthier work environment
- Annual energy savings of \$20,800



LEED PROFESSIONALS

“Education is the most powerful weapon which you can use to change the world.” - Nelson Mandela

LEED Professionals are the doers of green building. Earning a LEED professional credential or designation, including the LEED Green Associate; LEED AP (Accredited Professional) with Specialty; LEED Fellow and various certificate designations denotes expertise in green building. LEED credentials mean much more than just a professional accolade: they form a network of committed green building practitioners across an array of industries, from mechanical engineering to marketing. A LEED credential denotes an active participant in the green building movement, and that adds up to an incredible amount of forward progress. To learn more about the network of LEED Professionals, visit usgbc.org/credentials.

“Professionals with green credentials are adding value to the individual and the firms that employ them—68% of firm executives report that having workers with green credentials helped them grow their green business.”

- McGraw-Hill Construction's
2013 Dodge Construction
Green Outlook



THE LEED PROFESSIONALS MOVEMENT



32,168 LEED Green Associates

A LEED Green Associate demonstrates a solid and current foundation in green building principles and practices.



77 LEED Fellows (43 in 2012, 34 in 2011)

A LEED Fellow denotes highly accomplished individuals nominated by their peers. LEED Fellows are LEED APs with Specialty who have 10 or more years of professional green building experience.

64,118 LEED APs with Specialty:

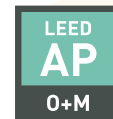
This credential affirms advanced knowledge in green building as well as expertise in a particular LEED rating system.*



56,796



4,550



2,711



579



434

186,476 Total LEED Professionals

This includes the sum of LEED Green Associates, LEED APs with specialty, and LEED APs without specialty. Since LEED Fellows must have a LEED AP with specialty to qualify, they are not included in the count as they would be duplicates.

90,190 LEED APs without Specialty

187,428 Total LEED Credentials Held

This includes the total number of credentials held by LEED Professionals, a number of whom have earned more than one.

Professional Certificates

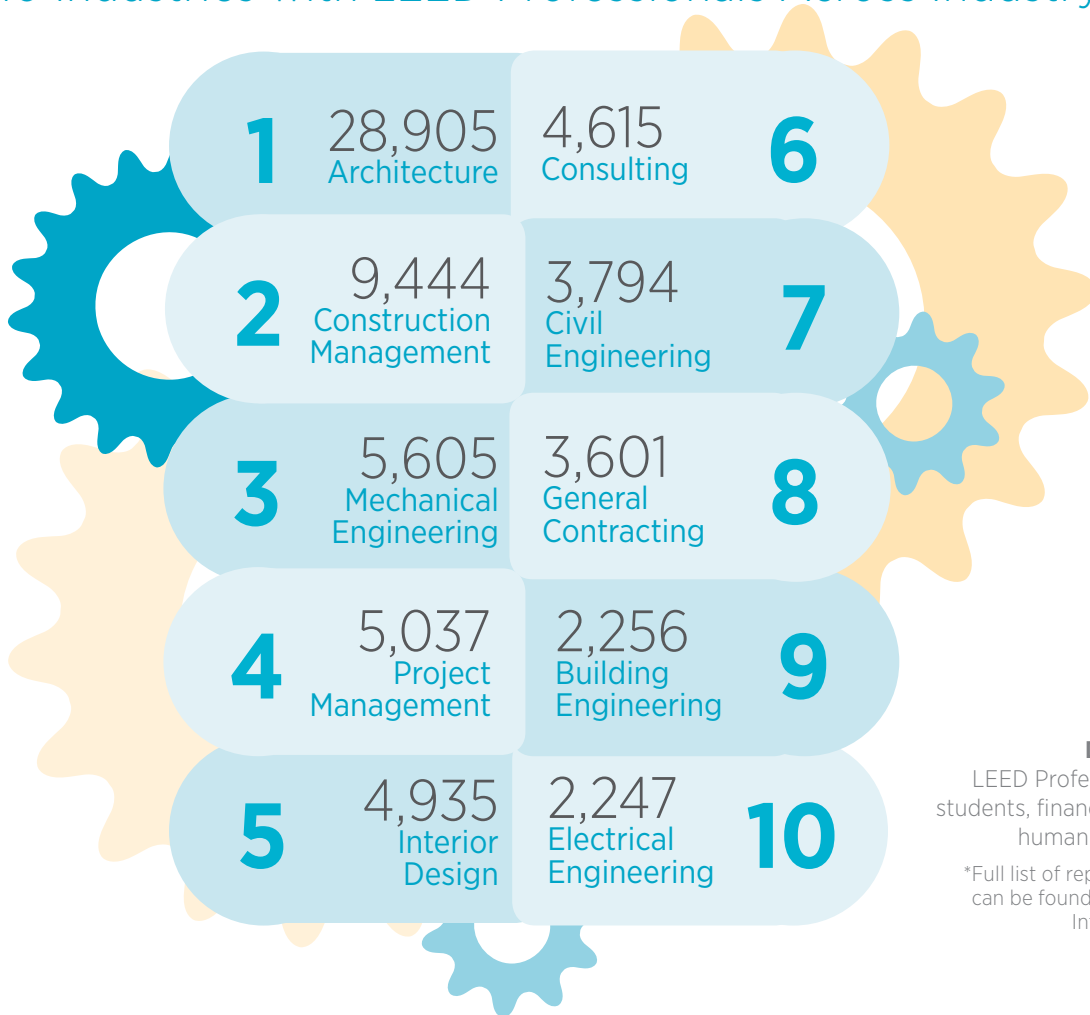
Green Classroom Professionals advocate for healthier, more environmentally responsible places to work and teach – **448**

LEED for Homes Green Raters perform in-field verification on LEED for Homes projects – **228**

* Since some LEED APs have more than one specialty, the numbers below reflect total credentials earned, totaling 65,070.

WHAT THEY DO:

Top 10 Industries with LEED Professionals Across Industry Sectors



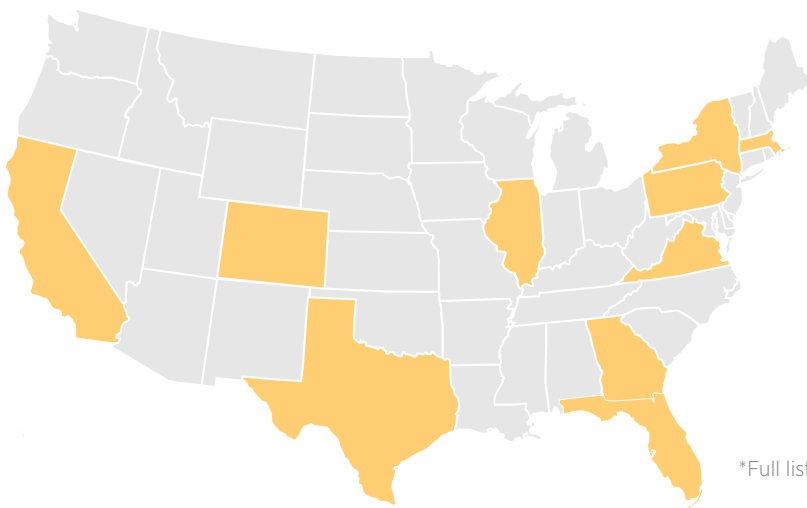
DID YOU KNOW

LEED Professionals are also students, financial experts, and human resources pros?

*Full list of reported professions can be found in the "Additional Information" section.

WHERE THEY ARE:

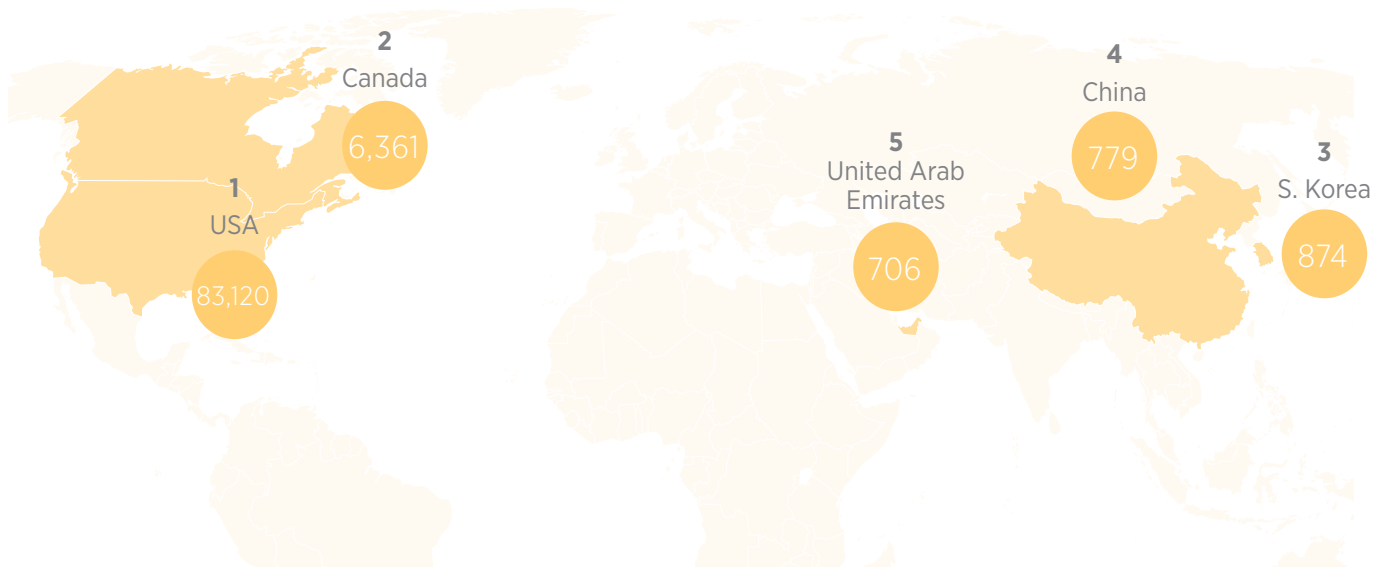
Top 10 U.S. States with LEED Professionals



*Full list of states can be found in the "Additional Information" section.

**Numbers on this page reflect total LEED credentials held.

Global Presence: Top 5 Countries with LEED Professionals



*Full list of countries can be found in the "Additional Information" section.

LEED FELLOW SPOTLIGHT



Alicia Ravetto, AIA, LEED Fellow

President

Alicia Ravetto, Architect PA

Alicia is proof of the incredible impact of our community of LEED Fellows. Learn more about Alicia's work below.

Can you describe your professional path that led you to becoming a LEED Fellow?

I am an architect focused on green building design and consulting. I started my business in 1997 and got my LEED AP in 2002. By then, I had 20 years of experience designing high performance buildings, including custom residential projects, schools, offices, etc. My early LEED AP accreditation allowed me to start consulting to other award winning architectural firms, due to my technical background and deep understanding of energy and indoor environmental quality issues.

Using LEED as a guide, I was able to lead design teams through an integrative design process. I have been a catalyst for change on the path to more sustainable projects and LEED-certified buildings in the Triangle region of North Carolina.

What role do you think LEED Fellows play in the larger green building community?

LEED Fellows are ambassadors for green building and LEED. They participate in public speaking engagements or act as a spokesperson. We act in a way that appropriately reflects the mission and values purported by GBCI and USGBC - and I am very interested in the Latin America market that is growing rapidly. I have been invited to participate in events in Argentina and Costa Rica and I am currently the Green Consultant on the first LEED for Homes project outside the U.S., in Perú.

LEED Fellows also serve on the LEED Fellow Application Review Committee and I am the current Chair.

How do you leverage your industry expertise to drive the goals of green building forward?

I strive to convey the principles of sustainability and LEED to a wider audience including owners, building occupants and students. I think that public awareness leads to a better understanding of the role that USGBC and GBCI are playing in the green building movement at the local, national and international level.

The rigorous LEED certification process assures that the intent and requirements of credits submitted by the design team are achieved.

What's been the most exciting or impactful green building project or initiative that you've worked on?

The most exciting and impactful green building project I have worked on is a prototype library that was built in three communities in Durham, N.C. The location of the libraries was selected so that access to schools and residential areas was within walking distance. They achieved increasingly better levels of LEED certification from the basic Certified to Silver and Gold due to an increased awareness and education of all stakeholders and the changed marketplace.

The orientation of the building, elongated on an East-West axis, was a key decision made by the design team that provides good daylighting, energy savings and a superior indoor air environment.

How do you envision the future of the green building movement? What's in the cards and how will we get there?

The future of the green building movement is becoming part of mainstream and a willingness to work collaboratively in the design of our built environment. We will get there by constantly improving our building codes and incorporating known and proven technologies with minimum impact on the associated costs.

MEMBER COMPANIES

“All is connected...no one thing can change by itself.”

- Paul Hawken, *The Ecology of Commerce*

USGBC members are transformative leaders located across the world. Part of a community of nearly 13,000 organizations, ranging from Fortune 100 companies to mom and pop businesses, member companies support green building through their daily actions in sustainability: from developing the LEED rating system on committees to certifying their portfolios to LEED. Member companies are geographically and professionally diverse, creating a global backbone for the green building movement across nearly every industry sector. To learn more about how members are changing the world, visit usgbc.org/member.

THE USGBC MEMBER NETWORK

12,758 member companies

13 million employees

184,499 of whom are directly engaged with USGBC membership

\$1.8 trillion total revenue of member companies

USGBC's four membership levels reflect different engagement and impact.



ORGANIZATIONAL



SILVER



GOLD

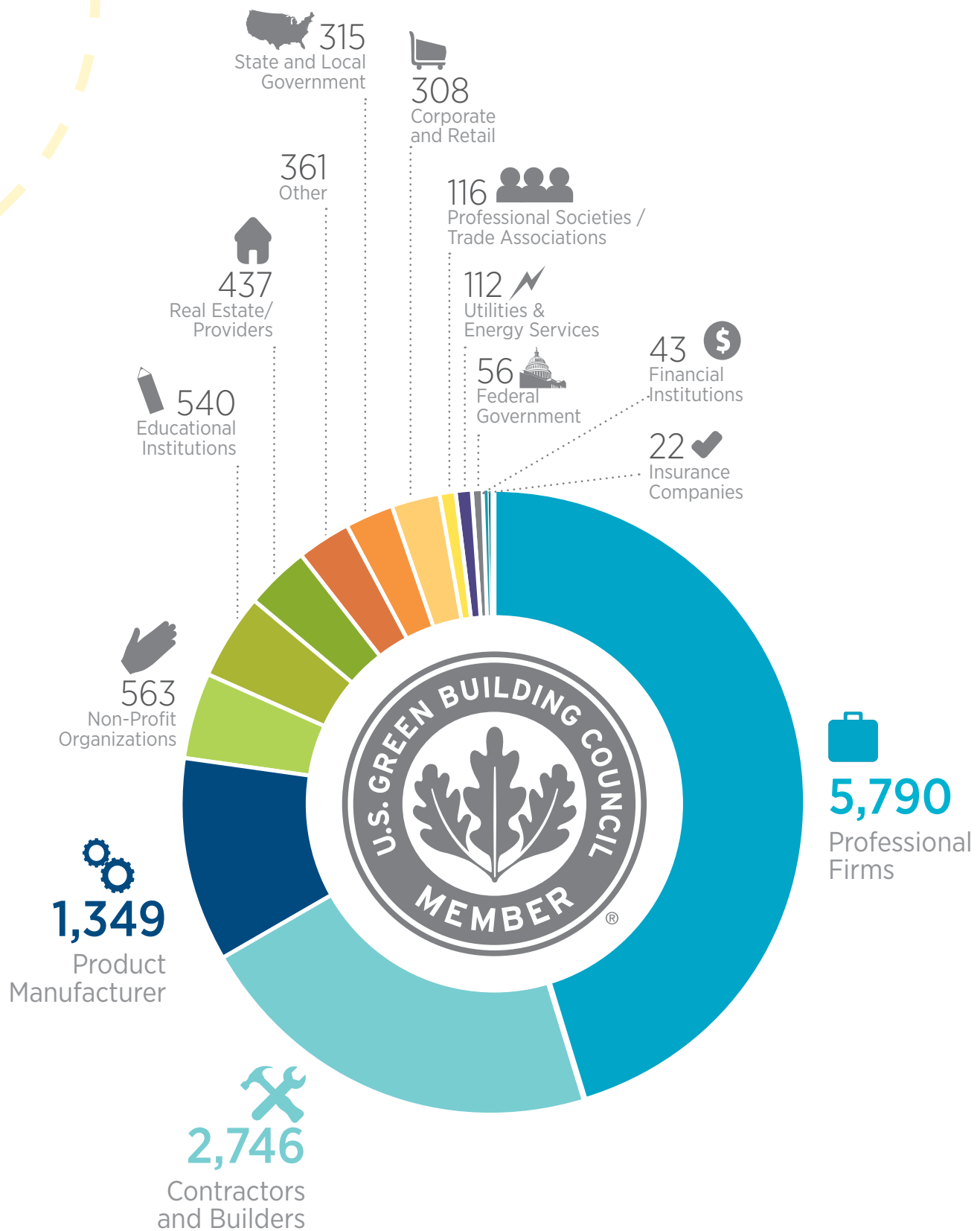


PLATINUM

Average length of an organization's USGBC membership: **5 years**

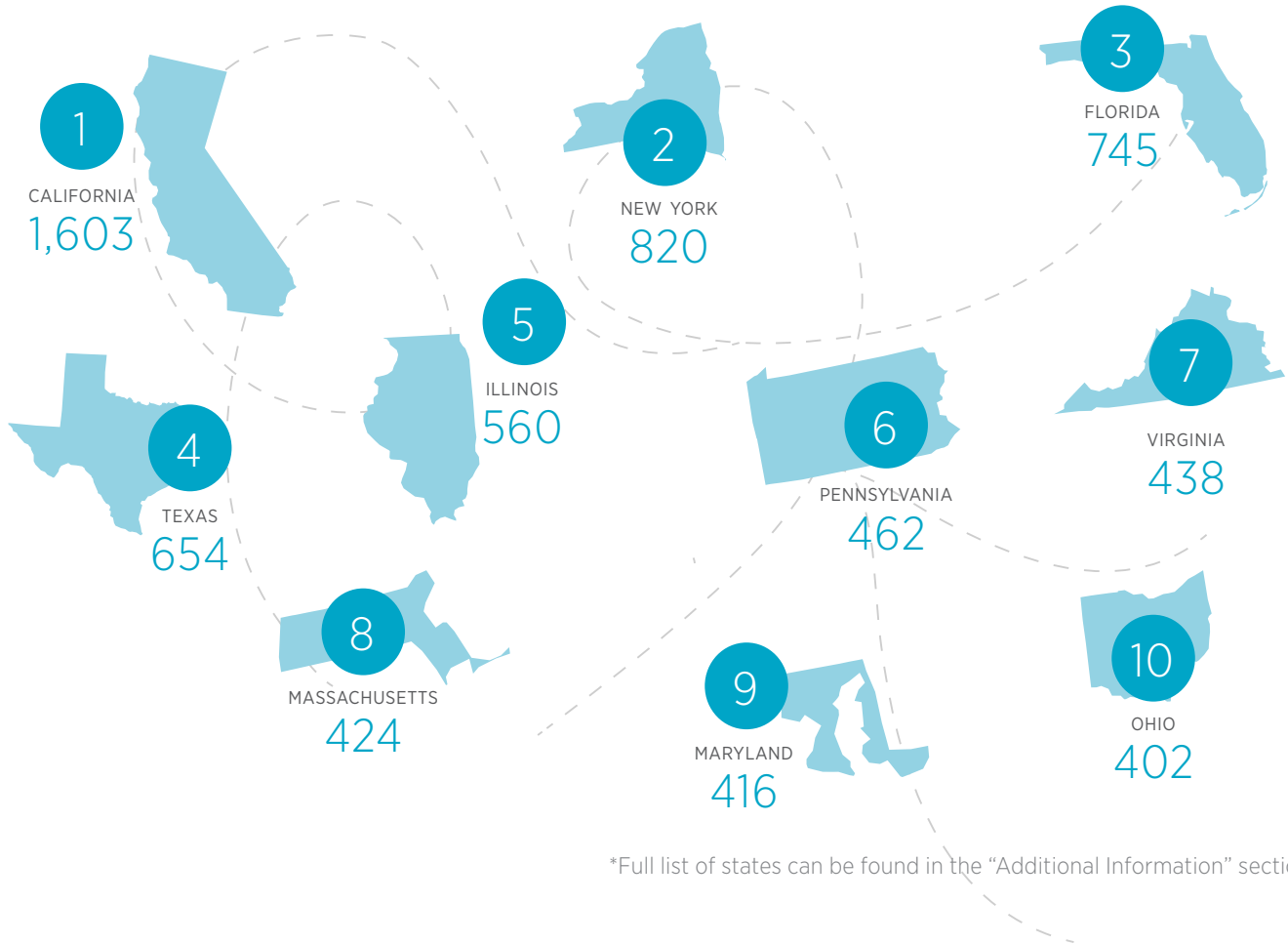
WHAT THEY DO:

Distribution of Member Companies by Professional Sector

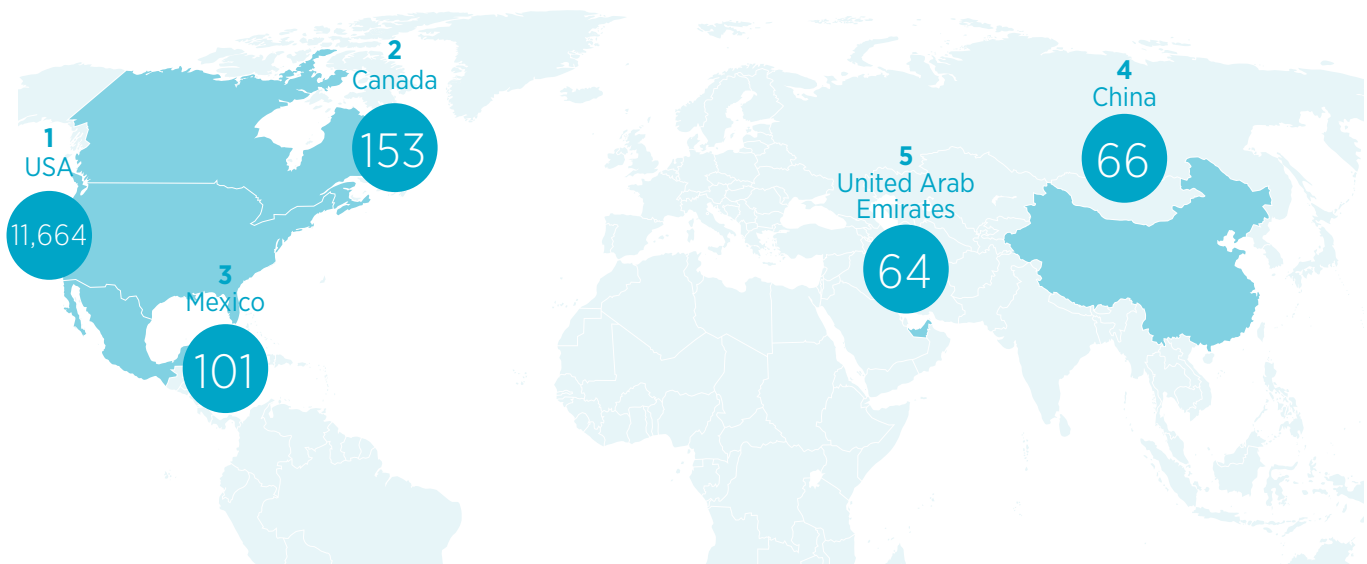


WHERE THEY ARE:

Top 10 U.S. States with Member Companies



Global Presence: Top 5 Countries with Member Companies





VIEW MORE member company
LEED projects at usgbc.org/projects

LEED PROJECT SPOTLIGHT

Kaiser Permanente's Westside Medical Center

Hillsboro, Ore.

LEED for New Construction: Gold

Certified on Dec. 21, 2012

USGBC Platinum level member company, Kaiser Permanente, certified its first LEED Gold hospital at the end of 2012 and celebrated the achievement at a plaque ceremony in May 2013. "It won't be the last," Don Orndoff, Kaiser Permanente's Senior Vice President of National Facilities Services, said of the hospital, opening in August. Indeed: the member company announced its commitment to earn LEED Gold or better for new construction of all major projects going forward, which will affect roughly 100 buildings, or 11 million square feet, over the next decade.

Hospital projects present a unique set of challenges, like around-the-clock operations, highly specialized medical equipment, and strict regulatory oversight. Kaiser Permanente's Westside Medical Center will receive more than 70 percent of its power from clean energy, in addition to:

- Annual savings of **6.5 million** gallons of water each year, compared to a conventional hospital
- A net-zero parking structure with a **100 kW** rooftop solar photovoltaic array
- Products and materials free of formaldehyde and a minimum use of lead, copper, PVC or mercury
- Easy access to public transit stops, and lockable bike storage



USGBC PLATINUM
level member company

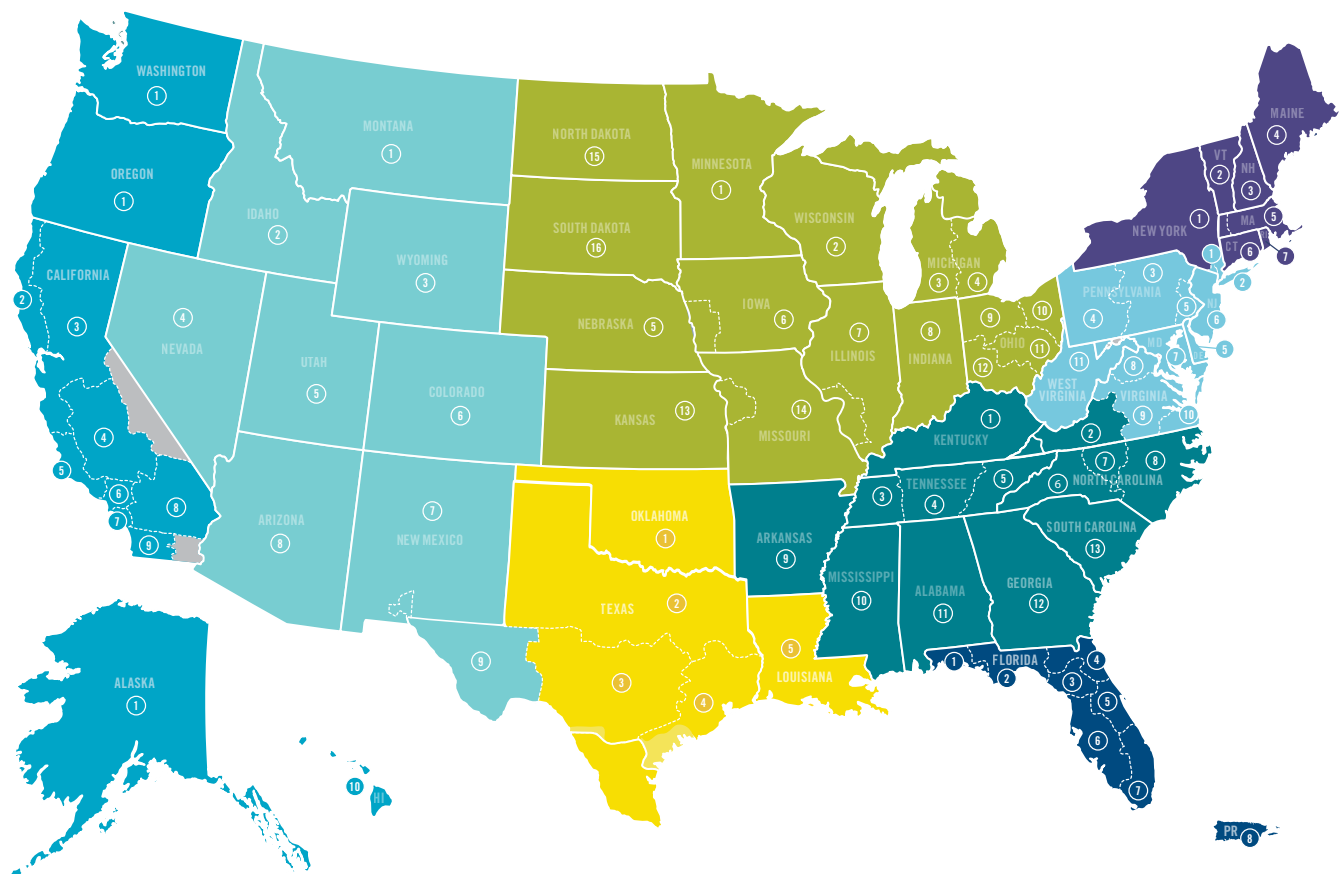
COMMUNITY

“Never doubt that a small group of thoughtful, committed citizens can change the world. Indeed, it is the only thing that ever has.” - Margaret Mead

The USGBC chapter community creates a multiplier effect for green building. Accounting for all 50 states and countless local communities, the chapter network is leading the grassroots green buildings movement, bringing green building to every community in the U.S.

Globally, green building councils around the world lead the charge for better buildings (learn more about GBCs in the second LEED in Motion report). Chapter members are on-the-ground advocates and green building professionals in the U.S. They rally both full-time staff members and area volunteers to drive important projects forward. To learn more about the crucial work of USGBC chapters, visit usgbc.org/chapters.

The USGBC Chapter Community



PACIFIC REGION

- 1 Cascadia Region Green Building Council
- 2 Redwood Empire Chapter
- 3 Northern California Chapter
- 4 Central California Chapter
- 5 California Central Coast Chapter
- 6 Los Angeles Chapter
- 7 Orange County Chapter
- 8 Inland Empire Chapter
- 9 San Diego Chapter
- 10 Hawaii Chapter

WEST REGION

- 1 Montana Chapter
- 2 Idaho Chapter
- 3 Wyoming Chapter
- 4 Nevada Chapter
- 5 Utah Chapter
- 6 Colorado Chapter
- 7 New Mexico Chapter
- 8 Arizona Chapter
- 9 Chihuahua Desert Chapter

HEARTLAND REGION

- 1 Minnesota Chapter
- 2 Wisconsin Green Building Alliance
- 3 West Michigan Chapter
- 4 Detroit Regional Chapter
- 5 Nebraska Flatwater Chapter
- 6 Iowa Chapter
- 7 Chicago Chapter
- 8 Indiana Chapter
- 9 Northwest Ohio Green Building Council
- 10 Northeast Ohio Chapter
- 11 Central Ohio Chapter
- 12 Cincinnati Regional Chapter
- 13 Central Plains Chapter
- 14 Missouri Gateway Chapter
- 15 North Dakota Chapter
- 16 South Dakota Chapter

SOUTH CENTRAL REGION

- 1 Oklahoma Chapter
- 2 North Texas Chapter
- 3 Central Texas-Balcones Chapter
- 4 Texas Gulf Coast Chapter
- 5 Louisiana Chapter

SOUTHEAST REGION

- 1 Kentucky Chapter
- 2 Southwest Virginia Chapter
- 3 Memphis Regional Chapter
- 4 Middle Tennessee Chapter
- 5 East Tennessee Chapter
- 6 North Carolina Chapter
- 7 Arkansas Chapter
- 8 Mississippi Chapter
- 9 Alabama Chapter
- 10 Georgia Chapter
- 11 South Carolina Chapter

FLORIDA-CARIBBEAN REGION

- 1 Northern Gulf Coast Chapter
- 2 Florida Capital Region Chapter
- 3 Heart of Florida Chapter
- 4 North Florida Chapter
- 5 Central Florida Chapter
- 6 Florida Gulf Coast Chapter
- 7 South Florida Chapter
- 8 U.S. Caribbean Chapter

UPPER NORTHEAST REGION

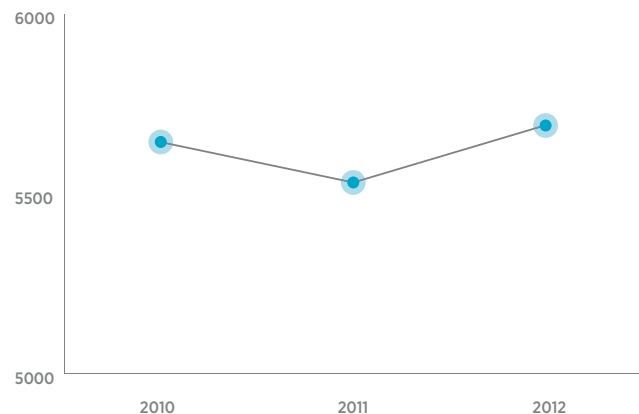
- 1 New York Upstate Chapter
- 2 Vermont Green Building Network
- 3 New Hampshire Chapter
- 4 Maine Chapter
- 5 Massachusetts Chapter
- 6 Connecticut Chapter
- 7 Rhode Island Chapter

NORTHEAST CORRIDOR REGION

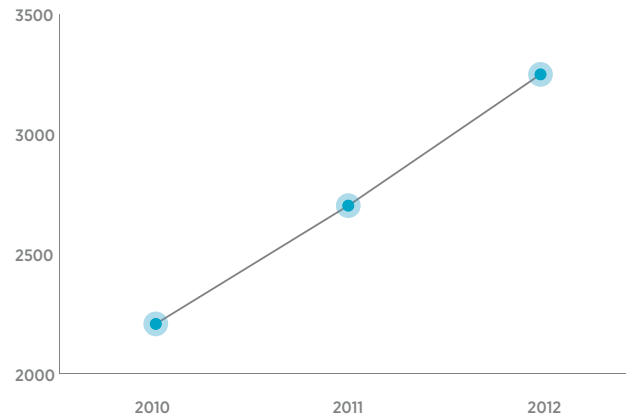
- 1 Urban Green Council
- 2 Long Island Chapter
- 3 Green Building Association of Central PA
- 4 Green Building Alliance
- 5 Delaware Valley Green Building Council
- 6 New Jersey Chapter
- 7 Maryland Chapter
- 8 National Capital Region Chapter
- 9 James River Green Building Council
- 10 Hampton Roads Green Building Council
- 11 West Virginia Chapter

Total number of chapters: **77** with **29,955** chapter members and **139** staff (85 full-time, 54 part-time)

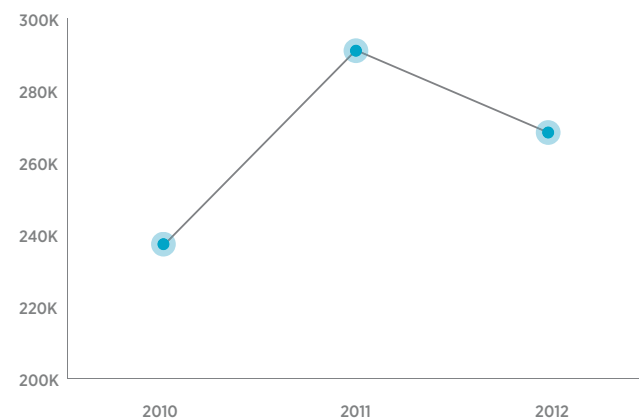
VOLUNTEERS



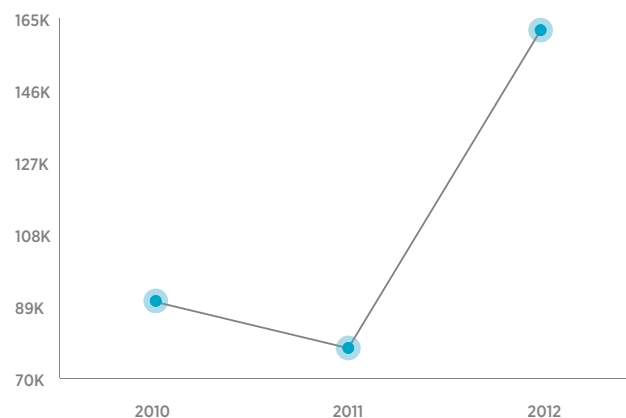
EVENTS



VOLUNTEER HOURS



ATTENDEES



WHAT CHAPTERS DO:

Chapter Initiatives, Outreach and Involvement

USGBC chapters initiate important educational, advocacy-related, and community-based events that are designed to advance the goals of green building in their geographic areas. From connecting directly with policymakers and media to working to achieve LEED certification for community projects, they play an instrumental role in advancing the movement.

Here's a look at what chapters do:

Urban Green published a green building roadmap for NYC's next mayor to move the green building movement in New York to the next level.

The **Detroit Region** and **Western Michigan** chapters worked together to plan a successful USGBC green schools event at the AIA Green Schools Conference in Lansing, Mich. on June 25, 2013. The event was used to help launch a Green Schools Caucus in the state, and the chapter has written an article outlining the process to assist other chapters in planning similar events.

The **Missouri Gateway** chapter launched their High Performance Building Initiative to increase the square footage of third-party verified green space in the St. Louis region, and was able to secure 18 local business signatories to the initiative. Their goal is to increase the square footage of third-party verified green buildings by 50% by 2014.

178 Emerging Professionals (EP) events
4,305 EPs reached

Emerging Professionals are tomorrow's leaders of the green building movement, and include chapter members who are out of school and under age 30.

Each of USGBC's 77 chapters tailors its efforts to suit the social and environmental needs of its region.

- Community service days & projects
- Emerging Professionals
- Green Apple Day of Service
- Green building education
- LEED implementation projects
- LEED-specific education
- Local and state advocacy
- Local and regional conferences
- Membership
- Research studies

In 2012, chapters collaborated with **385** other organizations reaching **19,395** individuals.



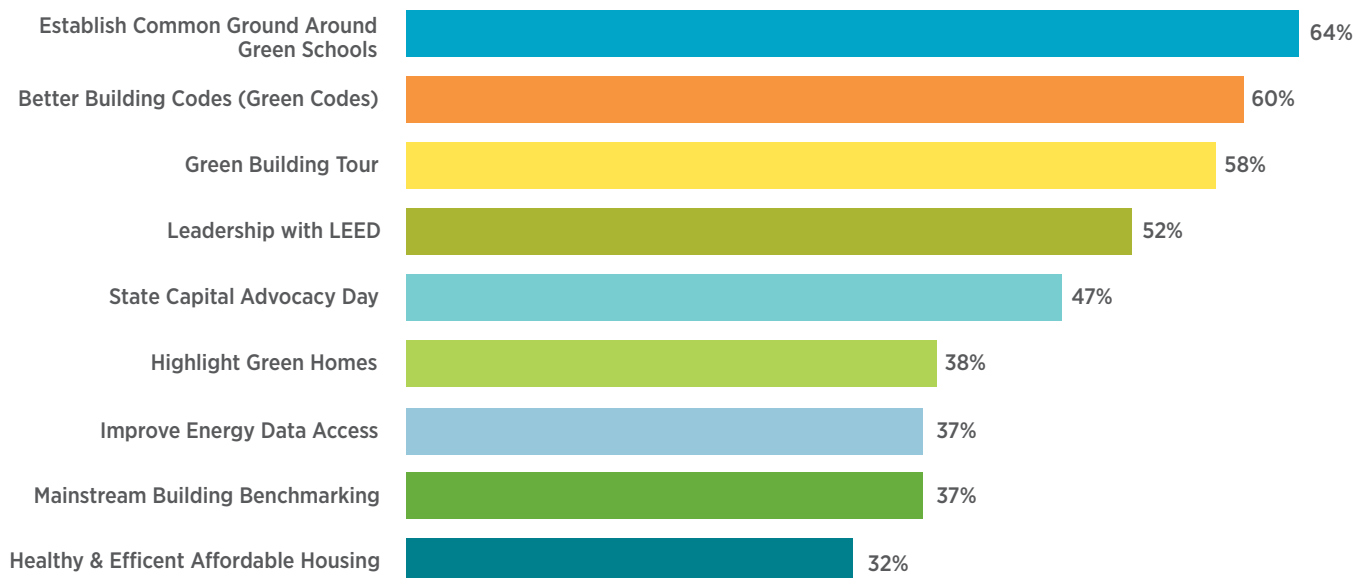
Chapters made **820** direct contacts with legislators and directly influenced **176** pieces of legislation at the state, local, and national level.



Chapters placed **2,132** articles citing USGBC in print in addition to **141** TV and radio broadcasts.



Chapter Advocacy Initiatives Underway in 2013



USGBC CHAPTER MEMBER SPOTLIGHT



Emily Scofield

Executive Director
USGBC North Carolina

Emily represents one of many passionate and engaged USGBC chapter leaders. Read her story.

Can you describe your path to USGBC North Carolina – how you got started in the field of green building and what led you to the chapter?

I've always been interested in environmental protection and my career path led me to a commercial general contractor in 2008. It was there that I learned about USGBC and LEED. After joining USGBC-NC, I became an active volunteer and learned of the executive opening and decided that it would be a perfect fit.

What's a "day in the life" at USGBC North Carolina like?

My analogy for a day in the life is the magician who spins plates on top of sticks. In any given day, you're touching a myriad of topics and people. We have to educate, promote, troubleshoot and motivate.

Can you discuss the importance of chapters in the green building movement?

This year in particular, chapters are the voice with local and state governments and they also are critical in developing the education and network for green building professionals.

What's been the most exciting or impactful green building project or initiative that you've worked on with USGBC North Carolina?

The LEED-certified Legacy House, which was a partnership between Bank of America, USGBC, USGBC-NC, Goodwill, and Habitat for Humanity. Together we built a home in a week during the 2012 Democratic National Convention in Charlotte to showcase the affordability and the applicability of LEED.

How do you envision the future of the green building movement? What's in the cards and how will we get there?

The green building movement is evolving with LEED v4, competitive rating systems and legislation for and against LEED. The green building movement will continue to improve efficiencies and raise the expectation as communities develop in response to population growth, limited resources and increased utility costs.

LEED PROJECT SPOTLIGHT

James M. Marlowe Elementary

New Port Richey, Fla.

LEED for Existing Buildings: Operations & Maintenance: Silver

Certified on Nov. 27, 2011

Chapters are the living proof that community involvement can bring green building goals to fruition. Such was the case when USGBC's Florida Gulf Coast Chapter partnered with the Tampa Bay Rays to facilitate LEED Silver certification for an existing elementary school in Pasco County, the first LEED EB:O&M school in the state of Florida. Built in 1999 and serving approximately 500 students in pre-K to grade 5 with 86 percent of the population qualifying for free or reduced lunch, Marlowe Elementary was an excellent fit for the project, initiated by the chapter.

How did they do it? The Rays provided funding and press attention, the local chapter donated more than 600 hours of volunteer support, and Pasco County Schools offered up the school building itself and staff to help get the job done.

To achieve LEED certification, the LEED credit categories were divided among volunteers so that each had an area to focus on. For example, the individuals focusing on the Sustainable Sites credits installed or restored native landscaping. Not only does this project demonstrate that it is possible to green an existing school with limited resources, but it also gave the chapter a blueprint for the future. The team compiled their lessons learned to encourage others to find a way to work with their schools to obtain certification in a way that will work for them – and they have another school, game for LEED certification, lined up.



VIEW MORE LEED projects that have benefitted from chapter engagement at usgbc.org/projects



ADDITIONAL INFORMATION:

Page 4:

i) NUMBER OF LEED-CERTIFIED BEDROOMS

Multifamily

Number of buildings certified: 1,236

Total number of certified units: 27,507

Average number of bedrooms per unit: 2.1

Estimated number of bedrooms: 57,764

Total estimated number of bedrooms: 93,120

Single Family

(This includes both attached and detached. A townhome or row home is considered an attached single family home.)

Number of homes certified: 10,714

Average bedrooms per Single Family home: 3.3

Estimated number of bedrooms: 35,356

ii) BUILDING OCCUPANTS

Data extracts from about 4,000 LEED v3 projects certified under the core commercial rating systems (LEED for New Construction, Commercial Interiors, and Operations and Maintenance). This data included values for a few types of occupants:

Permanent Occupants: People who spend at least 8 hours a day living or working in a building
(full-time equivalent, residents)

Transient Occupants: People who only spend less than 8 hours in a day at a building
(students, retail customers, visitors)

Sample is narrowed into groups by project size and rating system and the sample medians were extrapolated (~4,000 projects) across the entire population of certified commercial projects (16,000+ projects), which resulted in the following:

Permanent Occupants: more than 4.3 million total people

Transient Occupants: more than 6.2 million total people

Page 8: LEED Professionals Across Industry Sectors

Architecture - 28,905	Educator - 503
Construction Management - 9,444	Estimating Department - 501
Mechanical Engineering - 5,605	Non-Profit - 422
Project Management - 5,037	Assistant Project Manager - 418
Interior Design - 4,935	Legal - 403
Consulting - 4,615	Project Leader - 307
Civil Engineering - 3,794	Director - 226
General Contracting - 3,601	Healthcare and Education - 225
Building Engineering - 2,256	Building Owner - 215
Electrical Engineering - 2,247	Finance - 204
Builder - 2,102	Plumbing Engineering - 191
Student - 2,100	Urban Design Consulting - 179
Environmental - 1,947	Lighting Engineers - 170
Other - 1,879	Furniture Sales - 158
Landscape Architecture - 1,712	Research - 152
Facility Management - 1,618	Custodial/Maintenance - 131
Structural Engineering - 1,347	Code Official - 110
Planner - 1,180	Specifications Writer - 105
Property Management - 1,086	Brokerage - 88
Design Build - 1,073	Retail - 70
Real Estate - 1,028	Cleaning Product Supply - 41
Developer - 741	Appraisal - 35
Subcontractor - 733	Service Branch Manager - 29
Manufacturing - 721	Human Resources - 23
Commissioning - 624	Press - 16
Marketing - 525	
Building Products - 511	

Page 8: LEED Professional Credentials Held in the U.S.

STATES	MEMBER COMPANIES
CA	11,881
NY	5,997
TX	5,071
IL	4,650
FL	4,620
VA	3,670
GA	3,223
MA	3,196
PA	2,972
CO	2,949
MD	2,643
OH	2,575
WA	2,534
NC	2,432
NJ	2,230
MO	1,771
MI	1,634
MN	1,603
DC	1,528
OR	1,412
AZ	1,332
WI	1,300
TN	1,091
CT	917
IN	883
SC	816
KS	750

STATES	MEMBER COMPANIES
AL	682
HI	639
UT	553
IA	543
KY	504
NV	497
NE	486
LA	471
OK	394
NM	335
AR	312
ID	255
ME	222
NH	217
MS	201
RI	190
MT	173
AK	166
SD	124
VT	114
DE	107
WV	95
WY	92
ND	67
GU	5
VI	3

Page 9: LEED Professional Credentials Held by Country and Territory

COUNTRIES	# OF PROFESSIONALS
USA	83,120
CANADA	6,361
KOREA - Republic (South)	874
CHINA	779
UNITED ARAB EMIRATES	706
HONG KONG	426
INDIA	397
UNITED KINGDOM	354
QATAR	318
ITALY	221
MEXICO	221
BRAZIL	216
EGYPT	214
SPAIN	197
LEBANON	166
SINGAPORE	165
TAIWAN	152
SAUDI ARABIA	151
GERMANY	150
PUERTO RICO	137
JAPAN	134
COLOMBIA	120
FRANCE	106
THAILAND	104
TURKEY	100
POLAND	76
CHILE	75
KUWAIT	73
PHILIPPINES	72
JORDAN	68
FINLAND	67
AUSTRALIA	61
SWEDEN	56
COSTA RICA	50
ARGENTINA	48
BAHRAIN	46
CZECH REPUBLIC	43
GUAM	41

COUNTRIES	# OF PROFESSIONALS
VIET NAM	33
IRELAND	30
MALAYSIA	27
NETHERLANDS	27
BARBADOS	26
PERU	25
DENMARK	24
GREECE	24
SWITZERLAND	24
HUNGARY	22
SERBIA	21
PANAMA	20
ISRAEL	19
BULGARIA	17
RUSSIA	17
AUSTRIA	16
PORTUGAL	16
ROMANIA	16
TRINIDAD AND TOBAGO	15
GUATEMALA	12
NEW ZEALAND	12
OMAN	12
DOMINICAN REPUBLIC	11
CAYMAN ISLANDS	10
BERMUDA	9
INDONESIA	8
PAKISTAN	8
SOUTH AFRICA	8
BELGIUM	6
CROATIA (Hrvatska)	6
JAMAICA	6
KENYA	6
SLOVAKIA	6
SRI LANKA	6
VENEZUELA	6
ECUADOR	5

COUNTRIES	# OF PROFESSIONALS
VIRGIN ISLANDS (US)	5
MACAO	4
MAURITIUS	4
SUDAN	4
ANTIGUA AND BARBUDA	3
CYPRUS	3
URUGUAY	3
BANGLADESH	2
BELIZE	2
LUXEMBOURG	2
NORTHERN MARIANA ISLANDS	2
SLOVENIA	2
SYRIAN ARAB REPUBLIC	2
VIRGIN ISLANDS (BRITISH)	2
ALBANIA	1
ARMENIA	1
ARUBA	1
BAHAMAS	1
CAMBODIA	1
CAMEROON	1
EL SALVADOR	1
ESTONIA	1
GEORGIA	1
GUADELOUPE	1
HONDURAS	1
MONGOLIA	1
MOROCCO	1
NEPAL	1
NIGERIA	1
NORWAY	1
SAINT LUCIA	1
TURKMENISTAN	1
UKRAINE	1

Page 13: U.S. States and Territories with Member Companies

STATES	MEMBER COMPANIES
CA	1,603
NY	820
FL	745
TX	654
IL	560
PA	462
VA	438
MA	424
MD	416
OH	402
GA	348
NC	336
CO	319
NJ	307
MI	290
WA	285
MN	214
MO	201
AZ	199
DC	191
TN	187
CT	181
WI	178
OR	165
IN	151
SC	139
AL	93

STATES	MEMBER COMPANIES
NV	93
KY	91
HI	90
NM	83
UT	81
AR	76
IA	72
KS	66
LA	63
ID	62
PR	55
NH	53
VT	53
OK	49
RI	44
ME	42
NE	42
MS	35
AK	33
MT	33
DE	25
WV	24
SD	22
WY	22
ND	13
GU	5
VI	3
Null	26

Page 13: Countries and Territories with Member Companies

COUNTRIES	MEMBER COMPANIES
U.S.	11,664
CA	153
MX	101
CN	66
AE	64
DE	37
PH	37
ES	36
HK	34
QA	33
CO	31
IT	30
BR	28
IN	25
TH	24
SA	22
CL	20
KR	19
SG	18
LB	16
TR	16
EG	15
TW	15
AU	13
CR	11
FR	11
KW	11
GB	10
JP	10

COUNTRIES	MEMBER COMPANIES
PA	10
MY	9
AR	8
AF	7
FI	7
IE	7
LK	7
PL	6
BB	5
ID	5
IL	5
JO	5
PE	5
PT	5
RU	5
TT	5
ZA	5
AT	4
BD	4
CH	4
DO	4
NL	4
PR	4
SE	4
VN	4
BM	3
CZ	3
EC	3
GR	3

COUNTRIES	MEMBER COMPANIES
GT	3
KY	3
PK	3
BG	2
ET	2
KE	2
RS	2
AM	1
AN	1
AW	1
BH	1
BN	1
CY	1
EE	1
HU	1
IQ	1
MN	1
MO	1
MU	1
NG	1
NZ	1
OM	1
PS	1
PY	1
RO	1
SK	1
SV	1
UY	1

ACKNOWLEDGMENTS

This LEED in Motion report would not have been possible without contributors from USGBC including Rick Fedrizzi, Mahesh Ramanujam, Taryn Holowka, Jennifer Easton, Janice Edwards, Nia Lindsey, Cecilia Shuttters, Jeff Kuziemko, Robert Tufts, Dean DiPietro, and other team members.

Thank you to Jeffrey C. Hines, President and Chief Executive Officer, Hines - a USGBC Platinum level member company, for the inspirational introduction and for Hines' ongoing dedication to green building.

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