



TERRALOCKE

Provides a full range of sustainability services from leading organizations through the process of defining and implementing well balanced sustainability plans to executing specific tasks within an organizations sustainability plan.

APPROACH

TerraLocke's approach for defining and implementing sustainability plans is based on the constructs that for a plan to be successful over the long term it must be:

PERSISTENT:

Sustainability is not simply a fad – it is here to stay. The world and global economy are rapidly changing. Finite natural resources are in ever growing demand. Water becomes scarcer on a daily basis. Governments are legislating stricter environmental standards. The list of changes goes on and on. As a result, a temporary approach to sustainability will have only temporary results. Sustainability plans and thinking need to be engrained into an organization's culture and persistently evolve.

PERVASIVE:

Pervasive plans involve a range of internal and external stakeholders including employees, customers, local municipalities, and politicians. Pervasive plans reap greater returns because they take advantage of all of the innovation and motivation these stakeholders bring to the effort.

PERSUASIVE:

For every employee, consumer, investor, and other stakeholders to be motivated by and believe in an organization's sustainability efforts, they must be persuaded by a plan that is based on fact. Facts from greenhouse gas inventories. Facts from building energy audits. Facts from business cases. And most importantly, the fact that an organization is walking the talk.

TerraLocke's approach to establishing sustainability plans:

- Values the unique perspectives of internal and external stakeholders alike by engaging them throughout the process.
- Approaches decisions and processes from a life cycle assessment perspective.
- Utilizes financially based business cases to support decision making.
- Focuses on educating managers about how their daily decisions impact people, planet, and profit.
- Incorporates legislation, current and pending, into the overall plan and decision making process.
- Establishes processes and procedures to enable organizations to seize environmental opportunities and mitigate risks.

TEAM

TerraLocke's team of seasoned interdisciplinary professionals bring years of business, government, and non-governmental organization (NGO) experience to your sustainability initiative. This experience enables TerraLocke to hit the ground running and efficiently expand the reach of an organization's sustainability plan in order to reap greater returns.

METHODOLOGY

TerraLocke uses a systematic methodology (depicted) to ensure the successful definition and implementation of an organizations sustainability plan. The methodology takes into account the variability organizations have in their Approach, Scope, and Focus to sustainability.

APPROACH:

Organizations pursue sustainability strategically and/or tactically. Strategically they launch new products or services that address a societal need. Tactically they pursue any number and type of sustainability or green initiatives.

SCOPE:

Scope can range from narrow to far-reaching. It can address a single process or department or more encompassing by including external stakeholders such as customers, local governments, suppliers, or non-governmental organizations.

FOCUS:

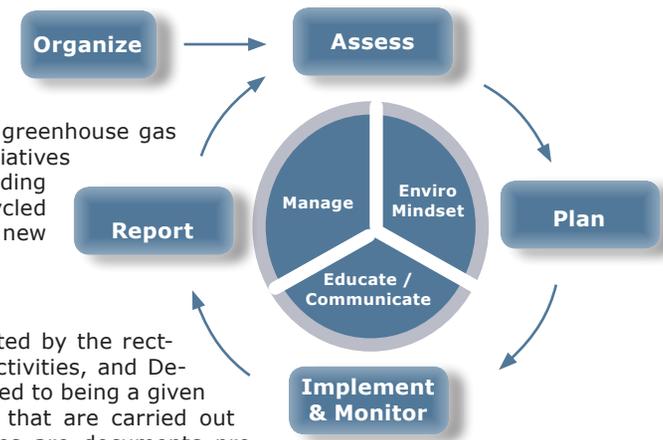
Driven by an organizations greenhouse gas inventory, sustainability initiatives could focus on areas including energy, water, waste, recycled material, green products or new lines of business.

PHASES:

Each of the 5 Phase, depicted by the rectangles, consists of Input, Activities, and Deliverables. Inputs are required to being a given Phase. Activities are steps that are carried out during a Phase. Deliverables are documents produced during a given Phase.

CORE ACTIVITIES:

The three core activities, represented by the Mercedes Benz emblem in the center, are relevant and can be on-going regardless of which Phase is being executed.



SERVICES

ORGANIZATIONAL SUSTAINABILITY LEADERSHIP:

TerraLocke leads private and public organizations through the process of defining and implementing sustainability plans. TerraLocke's proven and systematic methodology addresses organization alignment, sustainability strategy, process definition and implementation, initiative identification and prioritization, sustainability education, stakeholder engagement, greenhouse gas management, built environment assessment, and project management.

STAKEHOLDER ENGAGEMENT:

Successful sustainability plans engage a range of internal and external stakeholders and utilizes their knowledge and innovation to identify sustainability plan opportunities. TerraLocke engages and coordinates with value add external stakeholders such as customers, suppliers, non-governmental organizations, local municipalities and politicians throughout the process of defining and implementing sustainability plans.

BUILT ENVIRONMENT:

The sustainability of an organization's built environment is critical to the success of any sustainability plan. From design and development, to operations, through to end-of-life or ideally deconstruction TerraLocke has you covered. TerraLocke guides owners and developers through the LEED certification process, works with industry experts to conduct building energy audits, and manages the implementation of energy efficiency improvements. TerraLocke also works with building operations to ensure the efficient operation of the buildings.

GREENHOUSE GAS MANAGEMENT:

Key to any successful sustainability plan is a greenhouse gas (GHG) inventory. This inventory helps identify potential risks and initiatives for an organization's sustainability plan. TerraLocke works with organizations to conduct the initial/baseline GHG inventory and also defines and implements procedures for conducting future inventories. Where feasible, information technology systems are incorporated into these procedures.

LIFE CYCLE ASSESSMENT:

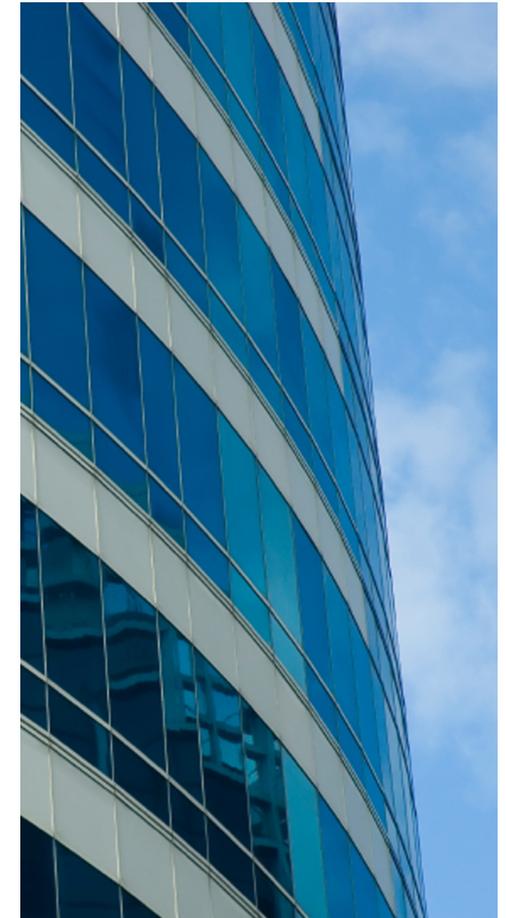
Increasing consumer and legislative pressure, among others, to reduce/eliminate negative environmental impacts caused by product manufacturing will require businesses to produce truly sustainable products in the coming years. TerraLocke educates organizations on Life Cycle Assessment concepts and works with them through the process to assess and improve the sustainability of the products they purchase or produce. TerraLocke also supports organizations with their life cycle assessment certifications.

EDUCATION AND COMMUNICATION:

The success of any sustainability plan hinges on the ability of the organization to get its executives and managers to think about the environmental impacts of their decisions on a daily basis. TerraLocke educates organizations on various aspects of sustainability including understanding how an organization's activities impact the environment. TerraLocke also works with organizations to establish communication plans for internal and external stakeholders.

FUNDING:

Like all other business endeavors, sustainability initiatives should be supported by viable business cases. Fortunately, numerous financial incentives, in the form of grants and rebates, are publicly available and can improve a sustainability initiatives business case. Based on an organizations specific sustainability initiatives, TerraLocke identifies and applies to the appropriate funding source for funding consideration. TerraLocke manages the process from application through to initiative implementation and incentive receipt.



CONTACT

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