



OFFICE Topline Trends



How Will Work *Work* Now? COVID-19, the 6-foot office and heightened consumer hygiene/sanitation concerns.

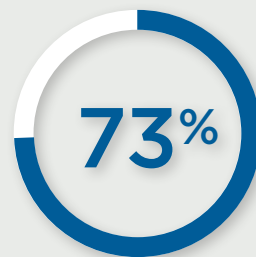
Job #1: Implementing safe social distancing and proper hygiene practices building-wide is imperative to reassuring anxious employees returning to work.

The “new normal”, by the numbers:

- **73% of employees** are concerned about illness spreading in their office.
- **47% of employees are concerned** that their office building will not take adequate steps to ensure a hygienic work environment.¹
- **Remote working will likely increase**, which may reduce occupancy and impact PM's and BSC's bottom line.
- **When someone brings a virus to the office**, ≈50% of commonly touched surfaces become infected by noon, according to University of Arizona.²

¹GP PRO Proprietary Research: PRO-20-4515, 2020.

²University of Arizona study <https://uaneews.arizona.edu/story/germs-spread-fast-at-work-study-finds>



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BUSINESS IMPACT

Lost Productivity, Tenants and Revenue:

What's at stake if you don't amp up office sanitizing/disinfecting?

For Occupants:

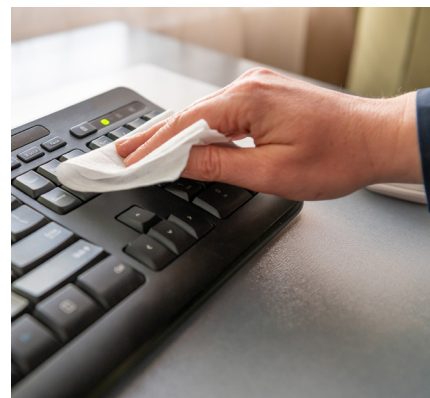
- For a 2000-person office, that amounts to ~\$1MM. If you can help keep your employees productive and well, can you really put a price on an investment in enhanced cleaning, sanitation and disinfecting?³

For Property Managers:

- **Loss in Rent:** national average is ~\$30/sq.ft. (Class A buildings) and ~\$20/sq.ft.⁴ (Class B buildings)
- **Marketing cost:** can amount to almost ~\$1/sq.ft.⁵
- **Leasing commissions:** brokerage fees for a new 7-year lease are 6%, and are set at 4% for renewal.⁵
- **Tenant improvement allowances:** ranges from \$30-50+/sq.ft., depending on type of office build-out.⁵
- **Admin. & cleaning:** rental contract processing and upkeep/repair costs before property can be re-leased.

For Building Service Contractors:

- **Staff safety and absenteeism:** Since custodians are more exposed to germs, they have a higher likelihood of missing work.⁶
- **Cross-contamination risk:** High-contact surfaces and germ hotspots like restroom door handles, desks and exposed bulk cutlery in break rooms can elevate germ spread.⁶



³GP PRO Proprietary research PRO-20-4515, 2020.

⁴Source: Costar.

⁵GP PRO POV based on expert calls with Property managers.

⁶GP PRO Proprietary research with Property managers and Building Service contractors, 2020



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OPPORTUNITIES AHEAD

You Need Solutions. GP PRO Can Help.

From restrooms to break rooms, common areas to lobbies, our systems give you a holistic advantage when it comes to proper hygiene.

Enclosed and Touchless Dispenser Systems: Restroom, Break Room Cafeteria and Lobby



Your hygiene advantage:

- Enclosed, touchless systems help prevent cross-contamination and reduce touchpoints.
- Paper towels can ensure more efficient hand drying than air dryers.
- Pre-packaged cutlery refills minimize touchpoints for loading.
- Intuitive design and efficient rolls make towel and napkin dispenser refills easy.

Soap and Sanitizer Systems Building-Wide: Restroom, Lobby, Break Room and Cafeteria



Your hygiene advantage:

- Well-placed hand hygiene systems can encourage increased hand washing/sanitizing.
- High-capacity systems with controlled output can help minimize change-outs.
- Foam sanitizer that kills 99.99% of common germs aligns with CDC guidelines for hygiene protocol.

Single-Use Disposables to Help Reduce Cross-Contamination: Break Room and Cafeteria



Your hygiene advantage:

- Disposable plates, cups and utensils (vs. permanent-ware) can help prevent cross-contamination and minimize personal contact.
- Disposable cleaning towels, roll towels and sanitizing wipes can more effectively reduce germ spread than reusable rags.

*Huang, C., Ma, W., & S Tack, S., August 2012. "The hygienic efficacy of different hand-drying methods: a review of the evidence." Mayo Clinic Proceedings, 87 (8), 791-798. Doi: 10.1016/J. Mayo cp. 2012.02.019



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One Source, Countless Benefits

PMs and BSCs looking to save time and money, and reduce complexity, can consolidate solutions with GP PRO:

- One source for sales support
- One common look
- One key for all dispensers
- One installation process

Support for Success

As you take next steps, we encourage you to reference one of these useful guides to assist in your planning:

- [Guidance on Preparing Workplaces for COVID-19](#) (OSHA/CDC)
- [Office Hygiene Checklist](#) (GP PRO)

Here's to helping you develop a safer, more hygienic operation! Please contact your GP PRO representative for additional support and assistance.



ARE YOU HYGIENE READY?

gppro.com | 1-866-HELLOGP (435-5647)

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