Brown, N., Malmqvist, T. and Wintzell, H. (2016). Value creation for tenants in environmentally certified buildings. *Building Research & Information*. DOI: 10.1080/09613218.2016.1207137

Supplementary data

Appendix 1: Interview template

1 Driving forces for tenants

1. Are you aware that the building is environmentally certified?
2. In what way is it important to your organization that you rent premises in an environmentally certified building with environmental enhancements?
3. Was there a particular motive behind your move to an environmentally certified building? Was it a strategic decision? How was the decision strategically motivated? By whom?
4. Did the type of environmental certification and its level play a part in the decision? Are there EC systems and levels that are more attractive than others to you as a tenant?

2 Expected and experienced areas for value creation

5. What added values did you expect when you decided to move to an environmentally certified building?
6. What sort of benefits, results and added values have you actually experienced?
7. Value creation in the future:
 - What sort of value creation do you see from environmental certification in general in 5 to ten years' time?
 - Will certain areas for value creation become less important in the future?

3 Communication

8. Communicating the building's environmental certification/environmental enhancements:
 - Have you communicated about the building's environmental certification/environmental enhancements?
 - What were the target group?
 - Was it connected to a particular environmental enhancement?

4 Follow-up questions

- Can you illustrate with an example?
- In what way?

5 Examples for prompting in interviews (if necessary)

- a. Economic value creation:
 - i. Increased income and/or reduced costs on short and long time horizons (rental costs, energy costs)
- b. Productivity
 - i. Is there a better morale in an environmentally certified building?
 - ii. Has productivity increased or decreased?
 - iii. Increased or decreased sick leave?
- c. Credibility

- i. Has credibility for you environmental management in general increased?
 - ii. Has the organisation's brand been strengthened?
- d. Environmental awareness and expertise
 - i. Has environmental awareness, expertise, knowledge in the organization been affected or changed?
- e. Attracting and retaining staff
 - i. Is it easier for the company to attract and retain staff?
- f. Added value in relations with stakeholders:
 - i. Is the building's environmental certification advantageous in relation with other stakeholders (e.g. clients, investors, public authorities, internally...)
- g. Environmental/sustainability management:
 - i. Has the organisation's sustainability work been simplified or strengthened as a result of moving to the environmentally certified building?
- h. Other areas for value creation from the environmentally certified building/environmental enhancements?
 - i. Had you expected other areas for value creation?

Appendix 2: Questionnaire survey questions

Driving forces for EC

1. How important was the building's EC and related environmental measures when deciding to rent your premises there (select one)?

Unaware of EC	
It played a lesser/ only a certain role	
It played a large/very large role	
Don't know	

2. To what extent did you as tenants/tenants-to-be influence the decision that your building should have EC and related environmental measures?

No influence	
Direct influence	
Don't know	

Tenants' premises-related costs

3. Do you pay energy costs for heating and cooling based on your actual usage (i.e. per kWh or equivalent)?

Yes	
No	
Other (please describe)	
Don't know	

4. Do you pay energy costs for tenant's electricity (i.e. for lighting, computers, office appliances etc.) for your premises based on your actual usage (i.e. per kWh or equivalent)?

Yes	
No	
Other (please describe)	
Don't know	

5. How are energy costs for your premises affected by the building's environmental certification/environmental enhancements?

	Reduced by more than 10 %	Reduced by up to 10 %	No noticeable difference	Increased by up to 10 %	Increased by more than 10 %	Don't know

6. How are your total premises costs (i.e. the sum of rent and energy costs for the premises not included in the rent) affected by the building's environmental certification/environmental enhancements?

	Reduced by more than 10 %	Reduced by up to 10 %	No noticeable difference	Increased by up to 10 %	Increased by more than 10 %	Don't know

Effects on tenants' employees and other stakeholders

7. To what degree have you communicated to the following stakeholders that your premises are in an EC building with special environmental enhancements?

No intentional communication	
Some intentional communication	
Active strategic communication	
Don't know	

8. To what degree do you perceive that the fact that you rent premises in an EC building is advantageous in relations with the following stakeholders?

	Not particularly advantageous	Advantageous	Don't know
Internally			
Customers and potential customers			
State, county and municipal authorities			
Investors			

9. Do you perceive relations with your landlord to be affected by the building's environmental certification/environmental enhancements?

Yes, the relationship is much worse	Yes, the relationship is worse	No noticeable difference	Yes, the relationship is better	Yes, the relationship is much better	Don't know

10. How do you perceive the following aspects are affected by the building's environmental certification/environmental enhancements?

	Much worse	Worse	No noticeable difference	Better	Much better	Don't know
Building's indoor environmental quality						
Staff sick time						
General health of staff						
Workplace morale						
Productivity						
Staff's environmental awareness						
Other, please note						

11. How would you best describe your organisation's environmental management work (choose one that describes it best)?

	Much worse
Certified environmental management system (ISO 14000 or similar)	
Strategic environmental management on a high level (but not certified)	
Certain strategic initiatives on a lower level in the organisation	
Comply with sectoral regulatory requirements	
Other, please note	

Appendix 3: Characteristics of questionnaire respondents and interviewees

Table 1: Description of questionnaire respondents in the study.

Note: Location (rightmost column) is either large city (i.e. Stockholm, Gothenburg or Malmö) or “other” – i.e. none of the three aforementioned cities

Respondents' role in tenant's organisation	Tenant's ctor	Type of premises	EC tool	Location
Head of quality and environmental affairs	General business services	Office	BREEAM	Large city
Premises manager	General business services	Office	BREEAM	Large city
Head of logistics	Food	Logistics	LEED	Other
Administrator	General business services	Office	Miljöbyggnad	Other
Real Estate project leader	General business services	Office	BREEAM	Large city
Head of environmental affairs	Manufacturing	Office	Miljöbyggnad	Large city
Assistant to the CEO and office manager	Manufacturing	Office	LEED	Large city
Office manager	General business services	Office	Miljöbyggnad	Large city
Head of service department	Non-profit	Office	Miljöbyggnad	Large city
Head of sustainability	Non-profit	Office	LEED	Large city
VP, Head of Real Estate Group	IT	Office	Miljöbyggnad	Large city
CFO	IT	Office	Miljöbyggnad	Large city
SVP Business Support	Manufacturing	Office	Miljöbyggnad	Large city
ISO and environmental co-ordinator, office manager	General business services	Office	LEED	Large city
CEO	IT	Office	LEED	Large city
CEO	Culture	Museum	EU Green Building	Large city
Head of premises division	Public authority	Office	LEED	Other
Facilities manager	Pharmaceuticals	Office	Miljöbyggnad	Large city
Managing partner with responsibility for premises	General business services	Office	LEED	Large city
Head of sustainability	Energy, infrastructure, and related consulting	Office	EU Green Building	Large city
Office manager				
Office Manager	Manufacturing	Office	LEED	Large city
Business development, environment	Property development	Office	Miljöbyggnad	Large city
Office manager	Media	Office	Miljöbyggnad	Large city
Facility & Competence Manager	IT	Office	LEED	Large city
CEO	General business services	Office	BREEAM	Large city
Logistics manager	Manufacturing	Logistics	BREEAM	Large city
Not given	Public authority	Office	LEED	Large city
Not given	Public authority	Office	LEED	Large city
Not given	General business services	Office	Miljöbyggnad	Other