

# Bird Safe Vision Glass Ordinance

We are requesting a pause to complete more research and develop a stronger solution that supports businesses, reduces costs, provides continued construction and development opportunities--research to determine if this ordinance is required city wide or are there specific target areas this would be more impactful, and to be able to conclude that it does not risk a reduction in leasing opportunities for start up and minority businesses while also reducing bird fatalities.

# Old Sauk Trails Park and The Gialamas Company

- We plan developments to meet the needs of business while focusing on environmental stewardship.
- We created some of the first “working” water retention ponds, installed energy efficient HVAC and controls systems, developed the first Gold LEED certified multi-tenant office building in Wisconsin and developed the first green cleaning and building maintenance program accepted by the USGBC.
- I’m sharing this because I want you to understand we work hard to develop space that is not only good for our City and our environment but is focused on what businesses want. With this process we have helped attract and retain countless businesses to the Madison area.

# Human Experience and Daylighting

- A recent Workplace Wellness Study carried out by Future Workplace reveals some fascinating information about what employees really want. While companies all over the world are implementing a range of innovative perks, the overriding benefit on employees' wish lists is quite simply: natural light. In fact, according to the study, over one third of employees in the US wish they had more access to natural light during the working day.



Fiserv Forum Bird Safe Glass

Bird Safe Glass in a version acceptable to businesses would add \$1,225,000 to an already stretched budget. With future desire for EV charging stations, the effects of stormwater management changes and the increasing costs of COVID-19, will Madison be priced out of the market?

<b>Construction Cost Increases 2018 to 2020 - 1255 Fourier Drive Madison</b>			
5 story 130,000 SF office building in Old Sauk Trails Park (Bid in 2016, completed in 2018)			
<b>Orniux Glass</b>		<b>Dot on Glass</b>	
\$ 500,000.00	Additional Land (for stormwater management)	\$ 500,000.00	Additional Land (for stormwater management)
\$ 1,225,000.00	Bird Friendly Orniux Glass	\$ 175,000.00	Bird Friendly Dots on Glass
\$ 331,500.00	EV 5% fully installed	\$ 331,500.00	EV 5% fully installed
\$ 765,000.00	EV Prep 50%	\$ 765,000.00	EV Prep 50%
\$ 350,000.00	Stormwater Management	\$ 350,000.00	Stormwater Management
\$ 2,546,500.00	Construction Cost increase 2018 to 2020	\$ 2,121,500.00	Construction Cost increase 2018 to 2020
\$ 243,750.00	Site cost increase 2018 to 2020	\$ 243,750.00	Site cost increase 2018 to 2020
\$ 5,961,750.00	<b>Total</b>	\$ 4,486,750.00	<b>Total Increase</b>
\$ 37,100,000.00	<b>Total Cost of Construction in 2018</b>	\$ 37,100,000.00	<b>Total Cost of Construction in 2018</b>
\$ 43,061,750.00	<b>Total Estimated Cost of Construction 2020</b>	\$ 41,586,750.00	<b>Total Estimated Cost of Construction 2020</b>
16% increase		12% increase	
<i>Note: Each increase in \$1,000,000.00 adds \$1.50/RSF to rent</i>	<i>(Assuming amortization over lease period)</i>	<i>Note: Each increase in \$1,000,000.00 adds \$1.50/RSF to rent</i>	<i>(Assuming amortization over lease period)</i>

*Note: Critical request due to COVID-19 is to add GPS systems to HVAC which is estimated to add \$10,000 per floor or \$50,000 for this building which is not included in the estimates above.*

*Note: Operating Costs have increased due to taxes, city water and sewer increases, COVID-19 janitorial and supplies costs, added cost for stormwater management and EV charging stations would add maintenance, IT, payment processing, energy use, bird safe glass additional cleaning and maintenance and other costs still to be analyzed and other operating costs are continuing to climb.*

## Causes of Bird Deaths in the U.S. Annually



This is from the Annual Review of Ecology, Evolution and Systematic that experts from the National Audubon Society agree is the most up to date research on direct bird mortalities in the U.S.

It is also estimated that 46% of fatalities caused by buildings are residential homes.

How many of these occur in Madison? Can we find a balanced solution that does not risk losing new business and costing more money, but reduces these deaths?

## Estimate of bird deaths in Old Sauk Trails Park

We downloaded data from service requests over a ten year period for Gialamas owned buildings, questioned other building owners, and found:

- 28 requests to remove a dead bird over ten years.
- Even if this is multiplied by ten to account for natural decomposition and predator animal removal, this would be 280 or 28 per year.
- These were found to occur in very specific areas of a limited amount of buildings, mainly where tall trees were located close to buildings.
- Bird deterrent measures were taken on one small section of windows on a building in 2018 which eliminated the bird collisions.
- We also have installed window blinds which birds can see, while humans still have a natural view of outdoors.

# We are asking for a pause to complete more research

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- We have interviewed 32 businesses and provided visuals of bird safe glass options.
- They are not opposed to reducing bird deaths; however they are not interested in leasing space that includes options that restrict view to the outdoors or reduce any daylighting benefits.
- They are most definitely not willing to pay more in rent for a space that contains these options or even more to provide an option that is less visible to humans.
- We need time to define office space of the future and what is important before we add more requirements that might price us out of the market at a critical time of uncertainty.
- Can we succeed in reducing bird deaths by carefully studying areas of the city that would be most effective, studying certain sections of buildings that could be most cost effective and not require this for the majority of the glass?