

ECONOMY AND SUSTAINABILITY AMONG NEW CHALLENGES FACING CANADIAN WORKSPACES

**New turnkey asset management program cuts costs;
helps simplify corporate growth/downsizing**

January 20, 2009 – TORONTO, ON – The economy is having a direct influence on organizations' ability to implement sustainable workspaces, according to Mayhew.

At a media briefing today, the Canadian workspace design expert said while "going green" is still a priority (especially within the public sector), some organizations are holding off on structural upgrades, new construction and LEED (Leadership in Energy and Environmental Design) certification until the economy improves. For the third quarter of 2008, Statistics Canada's Non-residential Building Construction Price Index reported construction costs were 12.4% higher than that in 2007.

"We're seeing a trend where some of our customers are designing their workspaces in the spirit of LEED – using sustainable finishes, including recycled materials, renewable resources and energy-efficient lighting," says Steve Cascone, Mayhew's Design Director. "They're committed to going as green as their budget will allow."

Mayhew has found that many organizations faced with downsizing are reconfiguring their existing open-concept workspaces instead of moving offices. In some cases, they are sub-letting out empty space.

In the last five years, Mayhew says employee workstations have shrunk 20-35 percent – attributing denser floor plans to an evolving more mobile workforce; more communal, collaborative work zones (called "We Spaces" vs. "I Spaces") and the trend toward digital document storage.

New asset management program reduces hidden workspace costs

Responding to these ever-changing business times, Mayhew also announced a flexible, turnkey asset management program that eliminates many of the complexities often associated with office furniture.

The company's pragmatic SmartSpace program accommodates both corporate growth and downsizing with a standard collection of workstation configurations that makes procurement and fulfillment quick, easy and affordable.

“SmartSpace delivers tremendous value and peace of mind to organizations with changing office asset requirements,” said Marcia Mayhew, president, Mayhew. “It also helps reduce the hidden costs that go along with the lifecycle of furniture assets.”

According to Houston-based International Facility Management Association, workstations are moved an average four times every 10 to 15 years at a minimal cost of \$700 each time.

SmartSpace is guaranteed to hold half its residual value for up to three years and comes with a 50 percent buy-back credit within the same time period – providing businesses with a better return on their investment.

The SmartSpace program also offers delivery within five days of order and convenient storage facilities. It features quality, Cradle-to-Cradle certified Steelcase workspace components.

About Mayhew

Mayhew (www.mayhew.ca) specializes in designing integrated, innovative workspaces. Having designed over 20 million square feet of workspace in the last quarter century, Mayhew distinguishes itself with its dedicated team of in-house experts, including workspace strategists, architects, interior designers, ergonomists, realty consultants, project/construction managers, and facility planners and managers.

Mayhew works with customers to develop workspaces, which help define their organization, improve employee morale and productivity and enhance their core business. Mayhew has 230 employees and is headquartered in Toronto, Ontario with offices in Kitchener, and Windsor.

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