

## COMPETITIVE DYNAMICS

| Benefits  |  TERREWALKS® |  RUBBERSIDEWALKS™ | Concrete                   | Asphalt                  | Interlocking Bricks   | Pour in Place*                 |
|---|---|--|----------------------------|--------------------------|-----------------------|--------------------------------|
| Life Cycle Near Tree Roots                      | 20+ years   | 15+ years  | 2-5 years                  | 2 years                  | 5 years               | 2-3 years                      |
| Life Cycle in Freeze-thaw                       | 20+ years   | 15+ years  | 2-5 yrs                    | 1 year                   | 3 years               | 2-3 years                      |
| Installed Cost**                                | \$12.56/sf  | \$16.00/sf   | \$12.00-\$16.00/sf         | \$5.00-\$8.00/sf         | \$12.00/sf            | \$14.00/sf                     |
| Crew Needed                                     | 2 man crew  | 2 man crew   | 4 man crew                 | 4 man crew               | 2 man crew            | Mfr installed only             |
| Install Time                                    | 1200 sf/day   | 500 sf/day   | minimum two days           | minimum two days         | 500 sf/day            | Mfr installed only             |
| ADA Compliance                                  | Yes   | Yes  | Yes, if undamaged          | Yes, if undamaged        | No                    | Partial                        |
| Safe Transition off and onto Adjacent Hardscape | Yes   | Yes  | Yes                        | Yes                      | Yes                   | No                             |
| LEED Qualified                                  | 5-6 Credits   | 5-6 Credits  | Some mixtures              | No                       | Some                  | Some                           |
| Storm Water Management                          | 100% porosity   | 100% porosity  | None (.00" per hour)       | Low (.20" per hour)      | 100% porosity         | Variable                       |
| Heat Island Reduction                           | Yes   | Yes  | Some mixtures              | No                       | Yes (due to porosity) | Yes (due to porosity)          |
| Recycled Content                                | 100%  | 100%   | Zero-Low percentage        | Zero                     | Zero-Low percentage   | 60-70%                         |
| Innovation Design                               | Yes   | Yes  | No                         | No                       | No                    | Yes                            |
| Carbon Footprint manufacturing                  | Low   | Medium   | High                       | High                     | High                  | High                           |
| Clean Up Needs                                  | None  | None   | Concrete washing           | Asphalt and oil clean up | No                    | High                           |
| Coefficient of Friction (non-skid)              | .90 Dry/.65 wet   | .90 Dry/.65 wet  | .60 Dry/.50 Wet            | .50 Dry/.25 Wet          | .60 Dry/.50 Wet       | No info on accepted ASTM tests |
| Trip Hazard                                     | Low to zero   | Low to zero  | High                       | Medium                   | High                  | Low                            |
| Size  | 2'x 2.5' x 1.875"   | 2'x 2.5' x 1.875"  | Poured to Form             | Poured to Form           | Set to form           | Poured to Form                 |
| Appearance Change                               | None  | Darkens over time  | Cracking, staining, cracks | Chipping and holes       | Darkening             | Fading                         |
| Mass Changes                                    | Expected expansion/contraction  | Possible settling  | Lifting, breaking          | Deterioration            | Upheaval, warping     | Pitting, degradation           |
| Modular/Maintainable                            | 100 percent   | 100 percent  | 0 Percent                  | 0 Percent                | 100 percent           | 0 Percent                      |
| Walking Comfort                                 | High  | Highest  | Low                        | Medium                   | Low                   | High                           |

\*Flexible rubber surfacing not recommended by leading national companies for public pedestrian use due to: unsafe transition on-off hardscape (too soft); inability to support wheeled traffic or high heels; and easily displaced and erupted by tree roots.

\*\* Installed costs include break out, demo, arborist services, consulting, contingency, management, wait time (concrete), etc.