



Johnson Controls, Inc.  
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February 16, 2004

Honorable Jon Corzine  
US Senate  
Washington, DC 20510

Honorable Frank Lautenberg  
US Senate  
Washington, DC 20510

Governor James McGreevey  
State of New Jersey  
Trenton, NJ 08625

Dear Senator Corzine, Senator Lautenberg & Governor McGreevey:

Johnson Controls, Inc. (JCI) is a leading provider of automotive systems, facility services, energy management and security solutions in non-residential buildings with annual revenues exceeding 22 billion dollars. As Chief Financial Officer, I'm writing to encourage you to convene a meeting with investment bankers and Green Building owners to determine the feasibility of developing a Commercial Mortgage Backed Securities market for Green Buildings.

Our experience with Green Buildings has demonstrated their superior economic, environmental and social value because they:

- typically consume 20% less energy than standard buildings and subsequently are more environmentally friendly,
- use 10% less water and create less municipal waste,
- achieve greater than 5% occupant productivity gains, and
- have higher asset valuation (\$4 for every \$1 invested)

Data prepared by two non profit organizations (The Leonardo Academy and The Institute for Market Transformation to Sustainability) suggests that stimulating market demand through Mortgage Backed Securities for Green Buildings will add \$1.5 trillion annually to the US economy and substantially contribute to President Bush's goals for Green House Gas emissions reductions.

Johnson Controls stands ready to share our extensive knowledge on the benefits of Green Buildings with you or your representatives. Again, I encourage you to convene a meeting with investment bankers and Green Building owners to assess the benefits of developing a Commercial Mortgage Backed Securities market for Green Buildings.

Very truly yours,

Steve Roell  
Senior Vice President and Chief Financial Officer  
Johnson Controls, Inc.

cc: Senator Herb Kohl, Wisconsin  
Senator Russ Feingold, Wisconsin  
Jim Doyle, Governor of Wisconsin  
Henry Paulson, Chairman, Goldman Sachs  
Dan Utech, Office of Senator Corzine  
Cindy Bethel, Office of Senator Lautenberg  
Lisa Eisenbud, Office of Governor McGreevey