We look at space like a story—rich with meaning—that can ignite your imagination and set the scene for your culture and business to flourish. And for over 60 years, our clients have entrusted us to connect their people and organizational purpose together through the power of place.

We are proud to partner with and represent Steelcase—a global leader in the commercial furniture industry with an unmatched distribution network and a passion for research and innovation. With Steelcase and as a strategic business partner, we create stunning workplace solutions that unleash potential and drive long-term value. We transform and furnish spaces with a creative and innovative lens, drawing on deep industry experience and an unparalleled product and finishes portfolio.

Together with our services arm, we employ over 500 team members across sales, support, design, installation and operations who help execute projects around the globe.

We work with Fortune 500 clients and neighborhood start-ups, delivering a straightforward and simple experience. Our market expertise is among the most extensive in the country, spanning corporate, healthcare, education, and including specializations in global sourcing, retail, sports, and hospitality.

Each year, as we add more than 150 new clients to our portfolio and orchestrate nearly 1,000 projects, we execute with care and precision and lead with our core values. So you can expect a great experience, a solution that is authentic to your brand and culture, and a partner that values your people, your purpose and your place.

**OUR STORY**

8 worklabs
6 distribution centers
200+ team members
230+ operations crew members
48 privately-owned vehicle fleet
500,000 sq. ft. of rackable, secure, climate-controlled warehouse space
8 time recipient of Steelcase Premier Partner award
Place matters, and now more than ever, we are here to help create spaces that enhance collaboration and connections through applications, products and materials that are designed through careful research and backed by the strongest warranty in the industry.

Welcoming, human-centric, and high-performing spaces can be effortlessly provided through Steelcase and their carefully curated collection of some of the world’s most iconic design brands, including Blu Dot, West Elm, Uhuru, Bolia, FLOS, Mitchell Gold + Bob Williams, Microsoft and many others.

We enlighten organizations to the connection between people, purpose and place™
Crises are times when people naturally reflect on what’s truly important to them. And this pandemic will bring lasting changes to what employees need to stay engaged and productive.

Before the pandemic sent millions of people to work in their home offices, living rooms, and kitchens, employee expectations were already changing. The pandemic accelerated those trends and brought to light new needs in the workplace.

Steelcase research across 10 countries, engaging over 32,000 employees, uncovered four macro shifts that leading organizations will have to embrace to meet their staffs’ new needs and expectations, designing for safety, productivity, community and flexibility.

**Design for Safety**
People’s level of comfort in the workplace will depend on a set of safety standards to help mitigate disease transmission in the office.

Because 73% of U.S. employees said their top concerns are air quality and adherence to safety protocols, understanding how pathogens move through an environment can help companies develop systemic strategies to reduce the spread of Covid-19 and other airborne viruses. Behavioral strategies such as mask-wearing and social distancing need to be augmented with changes to the built environment. Workplace design can help reduce density, change geometry (the angles and orientation of furnishings), and increase physical division to limit how far pathogens can travel.

**Design for Productivity**
Before the pandemic, employees were frustrated with workplaces that didn’t give them ways to control their privacy and focus. During the pandemic, working from home didn’t solve those issues for everyone: Productivity dropped 12% and engagement declined 14% among employees who were dissatisfied with remote work, especially the longer they did it.

So what do people need from their workplace to stay productive? The top three features they cited were effective collaboration, easier access to tools and resources, and the ability to focus. To be effective, people need workplaces that support both collaboration and individual work and are designed to easily shift between the two modes.

**Design for Community**
The top two reasons people say they want to be back in the office are to connect with colleagues and to feel a sense of shared purpose within the organization.

Connection and purpose are attributes of a strong community, as are trust, inclusivity, and resilience. These are not simply “feel good” cultural traits. They have a strong correlation to business outcomes, specifically engagement, productivity, innovation, and retention.

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**FOUR WAYS YOU’LL NEED TO SHIFT YOUR OFFICE DESIGN IN 2021**
reprinted from Harvard Business Review, January 2021

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The workplace can be designed as an infrastructure for people to build social capital. It can intentionally foster meaningful and both planned and serendipitous interactions. It can signal that change and adaptation are parts of the culture and something to be embraced.

**Design for Flexibility**

Historically designed for permanence, buildings and offices have long been dominated by fixed architecture, power, and furnishings. As leading organizations explore flexible work policies, allowing people to choose their hours and locations, the built environment will also need to be flexible to adapt easily to the changes in where and how people work, as well as changing business circumstances.

Workplaces in the future will embrace multi-use spaces that can support diverse types of activities. Furnishings will easily move to allow spaces to expand and contract to support distancing needs or simply to accommodate different-size groups and activities. Physical and digital experiences will be seamlessly braided to support distributed collaboration as people work in a variety of locations.

**Return to the Workplace**

The pandemic’s impact on how people will work in the future is a hot topic around the virtual water cooler. Some headlines suggest that the office will go away as people embrace working from home almost exclusively.

That hasn’t happened. The vast majority of people expect to work in the office, and 54% say they only expect to work from home one day a week or less. But when people return to the office, they will expect it to be different from what they left.

Organizations can use this moment to move forward and reset the places and ways they work to create a fundamentally better work experience.

To learn more about Steelcase research and how to reset your workplace, click [here](#).
Place matters, especially to the 60% of our global workforce that's comprised of Gen Y and Z's, whose expectations about how and where work gets done rapidly drives product innovations while challenging connectivity expectations. These digitally-fluent and experience-seeking workers expect flexibility and personalization while also being open to experimentation in how and where they work.

Meeting the needs of an evolving workforce has led to the expectation for space to provide an ecosystem of respite, focus, in-person connections, virtual networks and maker-spaces. However, this choose-your-own-adventure approach can sometimes feel overwhelming to those using and planning the space. That’s why Atmosphere is committed to collaborating with our clients, design partners, and vendors to leverage research and experience to streamline our process while offering unique spaces and applications to every project we execute. Project solutions speak for themselves through environments that tell a compelling story, forged in brand and culture.

“Work is fundamentally more complex than ever before.”

Alan Smith, Vice President, Global Marketing, Steelcase
Learning happens everywhere, from libraries to lecture halls, classrooms and cafes. Today’s educators are embracing more active and immersive styles of instruction, engaging with students, leveraging technology and exploring ever broader educational strategies. We think it’s more important than ever to make every space an active learning space. Properly designed and furnished, every space can take advantage of the opportunities that dynamic changes are bringing about.

We are committed to finding creative, cost effective solutions to expand active learning environments that help students, educators and institutions achieve their learning goals. Designed to support the dynamic needs of today’s students and instructors, from K-12 to higher education, we offer specialized products and services for a variety of educational environments.

“It’s simple. Design the classroom environment to support active learning - pedagogically, with appropriate technologies and space. Place can make a powerful difference. And our students deserve the opportunity to truly learn.”

Lennie Scott-Webber, Ph.D.
Director of Education Environments for Steelcase Education

design by Ayers Saint Gross
As patients and caregivers seek enhanced experiences and greater value, hospitals and healthcare facilities are dealing with change at a faster rate than ever before. And in an environment where stressors can run high, wellness has been a distinct focus for healthcare organizations that seek to reduce stress levels and promote healing.

We address this challenge by helping to create change-ready spaces that put the human factor first and optimize healthcare experiences to connect people, place and technology.

We believe facilities must be “capable of allowing an organization to adapt to changing market, climate and clinical needs.”

Steelcase, Flexibility in Healthcare Environments

From the welcoming first impression of medical waiting areas to efficient exam, treatment and patient rooms, we bring you the best products for your organization’s vision and adaptation needs.
Each project is unique and our hospitality clients range from national and boutique hoteliers, to senior and luxury apartments, to casinos.

No matter the scope, we work closely with design firms and clients to develop the perfect FF&E solution for the ultimate guest experience. Our dedicated hospitality team then manages procurement, logistics, and communication with property managers or buyers to ensure a project that is on time, and on budget.
Commercial real estate is an ever-booming part of our industry and the need to best showcase un-leased spaces has never been so relevant! At Atmosphere, we work with Real Estate and A&D groups to provide furnished spec suites to showcase commercial spaces available for rent. On average, spec suites rent for 10-20% higher than customized spaces, and the hard and soft build-out costs for spec suites and customized spaces are comparable to the average tenant improvement allowances. In addition to increased rental rates, furnished spaces also lease FASTER—generally within 3 to 6 months compared to the average 1-3 years of unfurnished spaces. Spec suites are adaptable and can appeal to a wide variety of prospective tenants who are looking for move-in ready spaces without the extended 8-12 month project timeline commonly associated with planning a space.

From budgetary models and Steelcase Financing options, to post-installation services, we will work with your team to execute compelling spaces that are filled with beautiful and on-trend products from our large assortment of vendors and partners.
We create memorable experiences across the country for our high-profile Sports and Arena clients. Our specialized team brings a shared passion for connecting fans to their community and surroundings. With your team, we drive creative and innovative solutions to ensure a seamless and unforgettable experience from beginning to end.

Where we’ve played
Arizona Diamondbacks
Boston Bruins
Chicago Cubs
Colorado Rockies
Daytona International Speedway
Madison Square Garden
Miami Dolphins
San Diego Padres
Target Center
Target Field
TCF Stadium
Timberwolves & Lynx Courts practice facility
Xcel Energy Center

“We become an extension of your team to enhance your fans’ experience”
Catherine Mika
VP, Operations and Client Experience

design by DLR Group
atmosphereci.com
As the workplace continues to evolve and become more human in its design and seamless with technology integration, there’s never been a better time to collaborate. There’s also never been as much research and innovation, or as many options readily available! At Atmosphere, we are dedicated to simplifying your workplace choices by partnering with proven, leading vendors, offering our team the best training on trends, technology and design capabilities, and having a large breadth of operation services.

Through our refined process, we support projects of any scale from the very beginning exploratory phases to product applications to installation and day two support.
WHY THE OFFICE SIMPLY CANNOT GO AWAY

The Compelling Case For The Workplace
reprinted from Forbes, June 2020

We’re in the midst of the most significant reinvention of work in our time. We’ve proven people can work anywhere and the greatest social experiment—sending everyone home to do their work—has decimated barriers to working away from the office.

Some contend people are working with a reasonable level of productivity from home. And this is during arguably the worst-case situation for remote work: Being forced to work from home without choice, experiencing stress about the pandemic, sharing space with spouses or partners who are furloughed or also trying to work from home and finding time to educate children who would normally be at school—all of these create challenging conditions. Even so, people are getting work done—and could probably perform even better from home when the coronavirus abates, children go back to school and employees can return to a more typical way of life.

We can work from home with some level of effectiveness. We can meet using all kinds of technology platforms. We can manage our work. We can stay connected to colleagues. We can perform togetherness whether we’re working side-by-side or alone or with others based on their personality, may have different preferences for how much they work alone or with others based on their personality, but everyone needs some level of connection. Face-to-face communication contributes to all kinds of wellbeing including physical, cognitive, and emotional. On the flip side, a lack of human connection detracts from mental health and physical wellness. Some of this connection can be effectively facilitated by technology, but not all of it. According to a study by the Society for Human Resource Management (SHRM), 71% of people are struggling to adjust to remote work and according to additional research, people working from home are reporting mental health challenges. In addition, the longer people work from home, the more likely they are to report issues with sadness and fatigue. We need each other, and we understand ourselves based on our interactions with others. We are coworkers, colleagues and team members.

Being together in the office feeds this need for togetherness whether we’re working side-by-side or creating a new idea at a white board, solving a thorny problem around a conference table or acknowledging a friend across the cafeteria. Our proximity may need to be social distanced pre-vaccine, but hopefully post-vaccine, we can be closer. Either way, our humanity demands human connections and technology only meets part of our need. Being together in a work setting contributes much more significantly.

Innovation. The workplace is also critical to innovation. As humans we are fundamentally creative—and want to contribute what’s new and impactful. In addition, companies live and die on the ability to adapt and respond to customers and the market in new ways. Just three years ago, a who’s who list of companies significantly reduced their telework because the programs were impeding their ability to compete. We can be creative anywhere, but being together physically is so much more effective for stimulating thinking. We can build on each other’s ideas and not have the awkwardness that arises from delays when we’re interacting virtually. Successful ideation depends on rapid exchange of concepts and the flow of dialogue unhampered by fits and starts of never-fast-enough technology. Experimentation occurs based on the opportunity to roll up sleeves—literally—and work together on generating the novel and testing the unproven.

Innovation is also facilitated by the unplanned encounters we have at the office. We have a new idea because we chatted with a colleague we don’t normally see, or we were inspired toward a new solution because of information we overheard standing in line to pick up lunch in the cafeteria. Perhaps those who do individual work can be successful working exclusively from home, but teams work better when they can come together in an office to blend their best thinking. Beyond co-creation that happens within teams, organizations require collaboration between and across teams—and nothing offers the same value as an office in achieving this goal.
Purpose And Energy

**Purpose.** The office also provides a critical sense of common ground. Any company knows that to deliver powerful results, they must ensure people have a sense of shared purpose and aligned objectives. Employees must be rowing in the same direction. The physical experience of place helps foster this sense of being in it together. But we’re currently without it, and the SHRM study demonstrates 65% of companies report they are struggling to maintain morale. From the earliest times, people gathered in places for common purposes—whether it was for celebration, mourning, childcare or learning. People have always come together to inspire a sense of community. In the modern world, the office offers this esprit de corps. We walk in the door with another employee, run into a coworker over (a socially-distanced) lunch or simply connect with someone while waiting for the elevator. We can get some of this through virtual connections, but not as effectively. Being together in a place reminds us we’re unified and are part of something bigger than ourselves.

**Energy.** The office provides for communication and it energizes. Disseminating and exchanging information can happen anywhere and everywhere and this has never been more true than in this age of social media and technology platforms. But there is something powerful about showing up together for a town hall meeting or an annual gathering—even when we are socially distant.

There is a rush in the feeling that so many people are in one place, sharing an experience. There is the power of laughter or applause or the focus that is demanded by presence. Being together virtually just doesn’t have the same magic—some people are engaged, some are distracted, some are multi-tasking and some are having technical difficulties. This disparity in focus can occur in person as well, but the influence of the crowd makes this less likely and the sociological concept of the bandwagon effect—when we’re swept up by the group—can be helpful to our enthusiasm and engagement in hearing a message.

Health And Wellbeing

**Variety.** We crave variety and the workplace provides it. We’ve proven to ourselves we can do everything from home. We can shop, eat, exercise, socialize and yes, we can work. But we want the variety that comes from getting out—to browse, enjoy a restaurant, go to the fitness club, gather with friends and go to our workplace. From neuroscience research, we know our brains are easily bored. We want the stimulation that comes from a diversity of experiences and an assortment of atmospheres. The office is one of these.

**Movement and thinking.** The office also helps us feel better. It allows for movement—across the campus or between conference rooms, and shifting postures throughout the day—something the workplace offers better than home—is best for your physical health. Movement has also been correlated with enhanced memory and learning. The physical workplace itself is also better for your thinking process. Having a place to go gives you a greater sense of time demarcation, reducing the disorientation that so many are reporting based on being (almost) exclusively at home. In addition, you avoid the cognitive challenges that arise from video conferencing (struggles to get in sync and fully read non-verbals). You also remember things better when you have more landmarks around you. The conversation from the atrium or the discussion you had in the hallway on the 4th floor tend to cement in your mind because of the physical markers around you.

**Boundaries.** We also need some healthy boundaries. Traditionally, we have talked about how to ensure a separation between work and home—how to leave work at the office and ensure a focus on life at home. But through the pandemic, the opposite has become true. People benefit from leaving home at home and coming to the office to focus on work. Work is a part of life and a full life embraces the effort that comes from making a contribution through whatever kind of work we do. Going to an office provides the opportunity to immerse in work with less of the distractions of home.

Talent And Engagement

**Talent.** The office attracts talent. Much of company culture is intangible. It is norms and values and assumptions, and it is “the way things get done around here.” But the workplace is a powerful way to demonstrate culture in a more tangible way. Place is the most visible artifact of culture. The lobby communicates a sense of a company’s mission. Gathering areas demonstrate the value it places on collaboration and connection. The work café shows employees their experience matters. The windows, daylight and views are a subtle depiction of the company’s emphasis on wellbeing and its ties to the community. All of these are powerful signals about an organization’s values and priorities. These are the beacons that attract talent and the messages that influence people’s engagement over time.

**Engagement.** Being in a physical workplace also helps reduce brain drain. Research has demonstrated people are more likely to have side hustles when they’re working from home so the chance of losing talent to the gig is greater. In addition, when people are home, they are more distracted and may be more likely to do non-work tasks during the day—from online shopping to surfing social media accounts. People working from home also admit to reduced likelihood of following procedures to protect company data and 84% of IT professionals say data loss is a significant concern with people working from home.

Finally, people may be less engaged from home simply because they’re more distracted. Rather than being together in the workplace pitching in on a key project, they may be folding laundry during your meeting or responding to email during a critical work team discussion. The SHRM study finds 35% of organizations are reporting reductions in productivity and a study from the American Journal of Political Science finds women are disproportionately disadvantaged in terms of the ability to devote time to their work—and to be optimally productive. All of these are risks which are mitigated by being together in the office.

Empathy And Culture

**Empathy.** Empathy and trust are enhanced with physical presence. Team members who are regularly together can more easily stay attuned to each other—to share in positive events, offer support during struggles or learn from each other. Trust is built through proximity, according to MIT, “physical distance can turn into psychological distance.” One study of 1,153 people showed a deterioration of team dynamics when people worked remote. We don’t trust what we don’t understand.

More regular interaction can help us make sense of people’s responses, and more greatly appreciate their point of view. When we see each other more frequently we tend to identify with others and give them the benefit of the doubt. Social capital is the goodwill, fellowship, links and shared understanding that allow us to work together most effectively—and this is built more effectively when people are together. The alternative is the depreciation of social capital that can result when people don’t have access to the power of place. Leaders too can more easily focus on employees and their needs. Rather than having to check in formally, they can more easily see non-verbal signals and understand when an employee has a question or needs guidance. All of this can happen virtually, but not as easily. When relationships require more effort, there is risk they will erode, a challenge...
avoided in the shared workplace.

Culture. Without the chance to be together at the office, the SHRM research demonstrates more than a third of companies are having difficulties with their organizational cultures, and a study by Prudential points to cultural decay which may result from an exclusively work-from-home approach. Culture is significantly determined by the worst behavior it will tolerate. Companies aren’t managing culture, they are managing behaviors in terms of what they encourage, discourage or reward. While leaders can still reinforce actions and hold people accountable via technology platforms, it’s more difficult and there is a higher likelihood they will miss opportunities to reinforce and recognize great contributions or to guide and manage actions which may not be aligned with cultural values.

The Bottom Line
Working from home will likely never go away and this is a good thing. It offers plenty of benefits, chief among them, work-life fulfillment. But the workplace must also not go away. It is critical for individuals, teams and organizations. In summary the office provides:

• Humanity and innovation
• Purpose and energy
• Health and wellbeing (including variety, movement and thinking, boundaries)
• Talent and empowerment
• Empathy and reinforcement of culture

These benefits hold even in a socially distanced near term office, and especially in post-vaccine workplace.

We can do so much from home—and do so relatively effectively and productively—but it’s just not ideal. We’re better when the office is part of our holistic work experience—in addition to working from home. The workplace has a place in our businesses, our society, our communities and our lives—a place we must maintain.

Reprinted from:
With Atmosphere, you have an experienced, passionate and involved partner to guide you through your decision process. Your workspace is an extension of your brand and we believe that space has the power to foster creativity and innovation while providing positive and comforting experiences.

We partner with clients to elevate their environments and empower their people with perfectly integrated furniture, architecture and technology. Additional benefits include:

**Simplify with one contact, one invoice and one truck.**
Our full-service approach reduces risk, removes common barriers for successful execution, and results in a greater return on your investment. In fact, a single-source partner can reduce the cost of pre-ownership activities up to 45%, and post-ownership costs up to 26% (Steelcase).

**Financial support**
Through Steelcase, we offer competitive financing options to help you leverage value over the life of your lease and reduce financial risk. Our financing options begin at 0% interest for 3 years and with the option to leverage leasing opportunities.

**Supplier Diversity**
Through our strategic partnership with a certified women-owned business, we are here to also help you fulfill your Supplier Diversity programs, achieve your existing diversity spend goals, and meet qualifications for government incentives.
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