



# The Retailer Energy Alliance

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**Retailer**  
Energy Alliance

**WHOLE FOODS MARKET**



**Whole Foods Market**  
**Seth Stutzman**  
**June 6<sup>th</sup> , 2008**

## Otherwise known as:

“Groovy Groceries”

“Whole Paycheck”

Whole Foods is a mission driven company that has been a leader in addressing environmental issues, organic farming and sustainable food practices since we started in 1980.

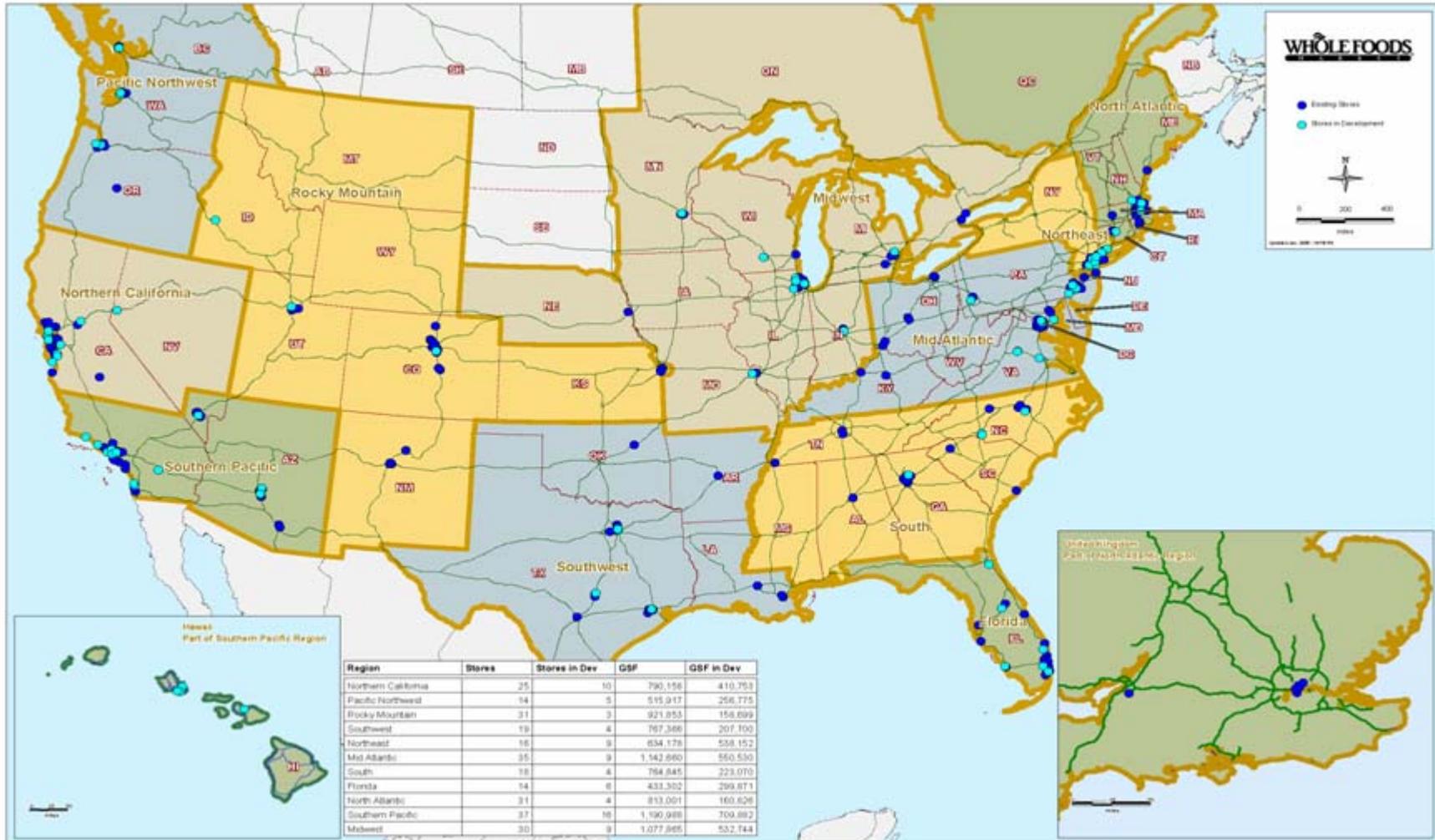
# The first Whole Foods Market opens in Austin, TX September of 1980





Whole Foods is a Fortune 500 Company with over 270 stores, over 50,000 team members, and over \$7 Billion in annual sales.





Whole Foods is committed to a Green and **Sustainable Future**

We are focused on doing the right thing for the environment and honoring our core values



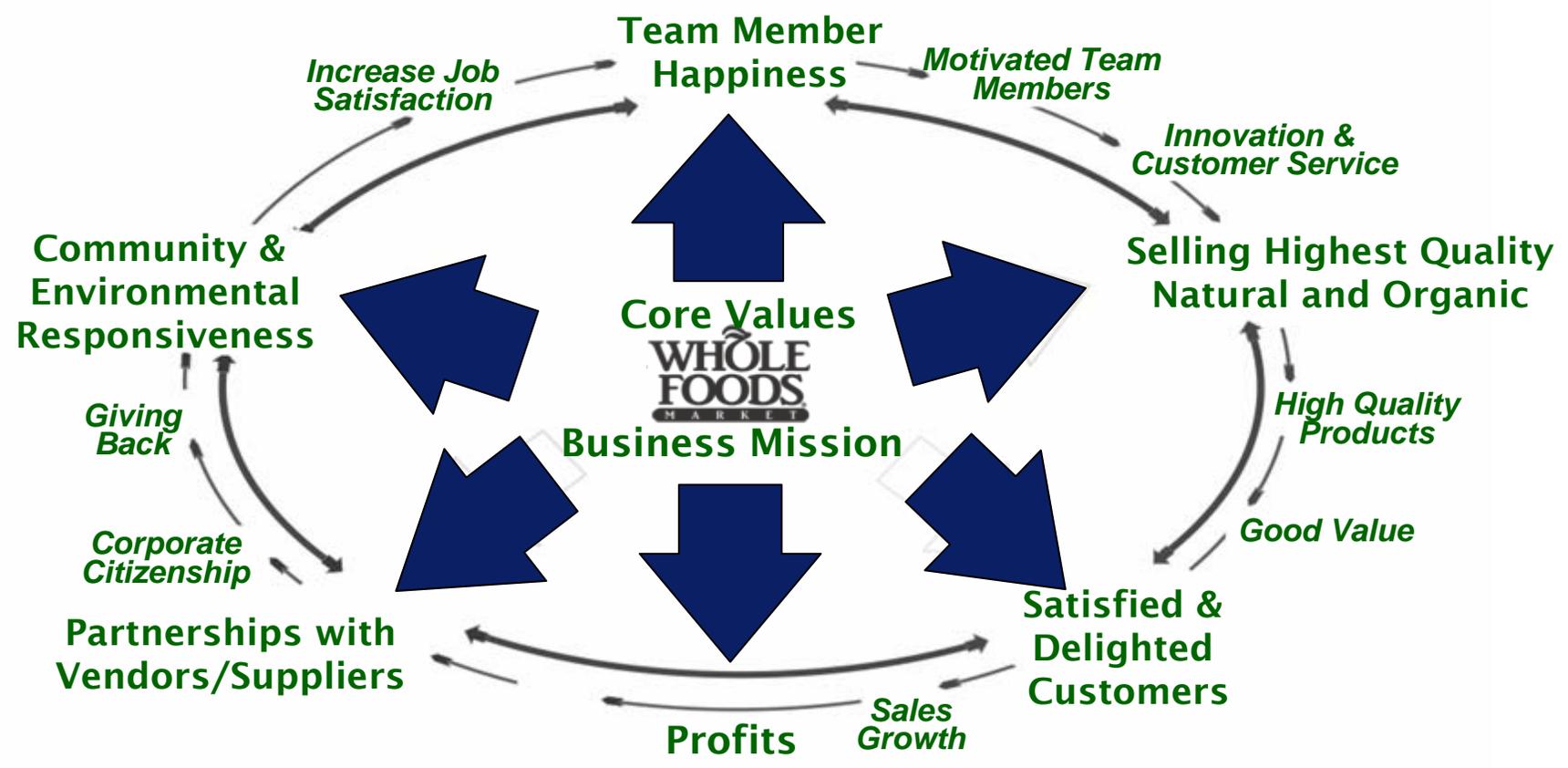


# WHOLE FOODS MARKET®

We are a decentralized company and our strength comes from our stores.



# The Whole Foods Market Business Model: Holistic Interdependence





# Good-Bye to Plastic bags

- On Earth Day this Year, Whole Foods Market banned the use of plastic shopping bags at all of our stores.



# What did the bag ban do?

By the end of 2008, Whole Foods will have kept 100 Million plastic bags out of landfills across the globe!



⚙ Where is Whole Foods Going?

■ What does Whole Foods Need?

# Strategy

Energy conservation through technology

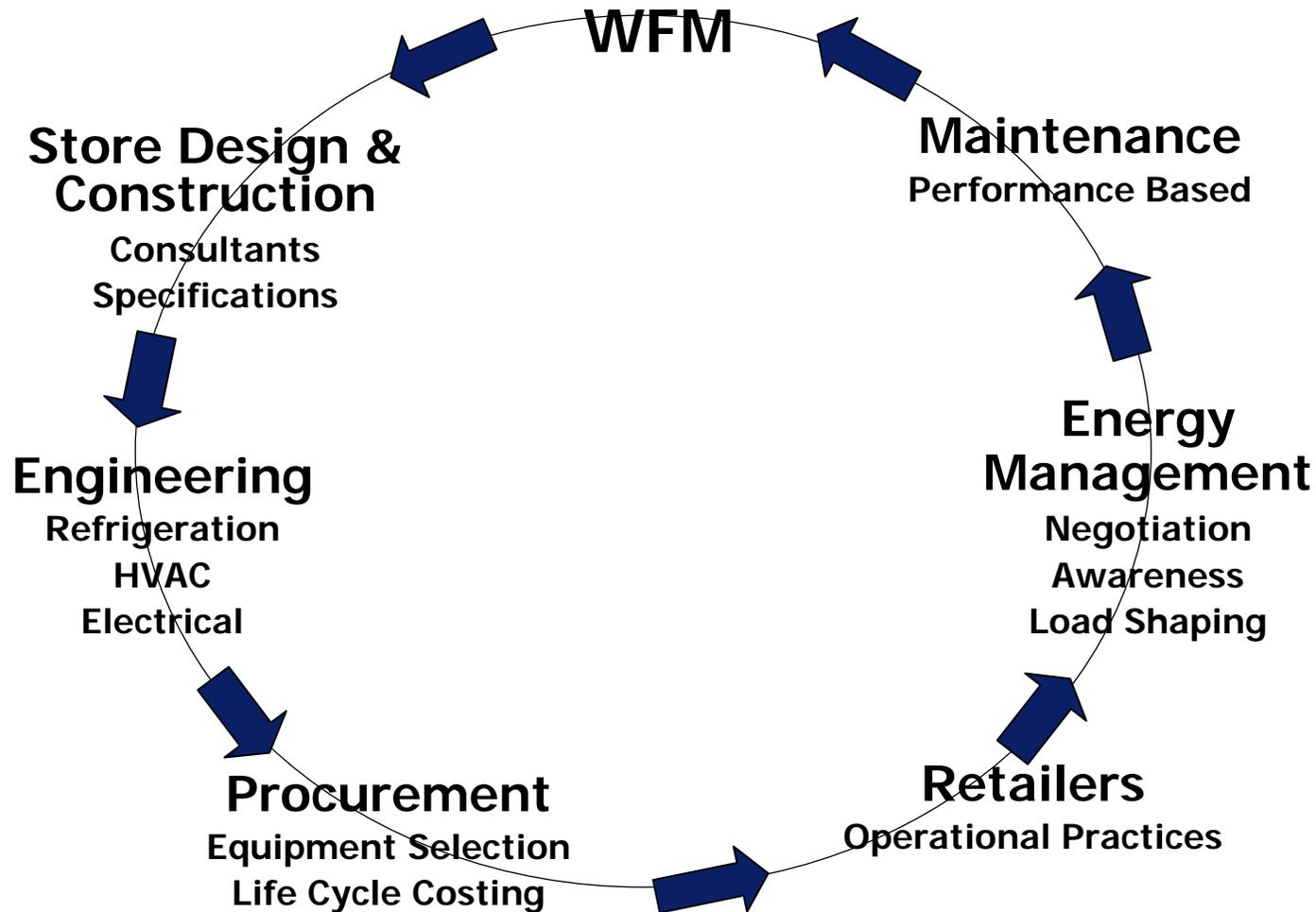
Conservation through behavior

Employ on site distributed energy (combined heating and power)

Employ on site renewable sources (waste cooking oil generators,  
solar, wind)

Offset usage with RECs and by investing in new renewable power  
generation

# The Holistic Approach to Store Development and Operation



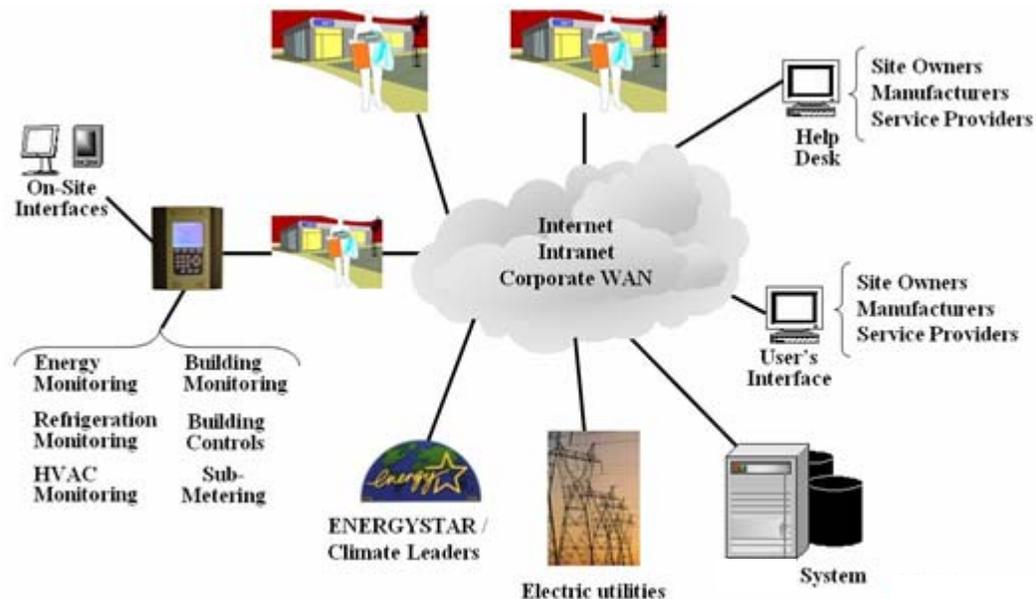
# WFM Stance on LEED?



- WFM has over 20 stores registered with LEED (many more in development)
- Working with the USGBC on pilot program to help them understand grocery stores and make the certification process less cumbersome.
- The Southern Pacific region is building LEED in all new/relocating stores.



# Energy Efficiency Initiatives



Developing a web-based, enterprise-wide tracking and reporting system to identify high-usage and high-cost stores and facilities

Working with design and engineering teams to see that efficient systems, equipment, & control strategies are specified for new stores

Solutions for existing stores –

Retrofits that don't crush a store's bottom line.

# Current and Proposed Energy Programs

- Capital improvements for permanent peak load reduction: lighting, motors, cases
- Commissioning/Re-commissioning of equipment
- Metering, sub-metering, tracking, benchmarking and reporting
- Load Profile Analysis and Modification-demand response, etc.
- Ongoing expense reduction identification



# Lighting



- Next Level in LED innovations
- Great Color Spectrums (super efficient)
  - Clean to Environment
  - Sleek and Hot Looks

# HVAC

We've seen some improvement, but we're looking forward to move to the next level of energy efficiency.

HVAC/Dehumidification combo units

Low Maintenance/Easy Access

Easy and Low cost Retro Opportunities for existing stores.

# Refrigeration

Still need energy improvement

What is the next level in Glycol Systems

Monitoring systems that save energy and \$\$

# General Building

Green Resources

Sustainable Building Materials

Refurbished Cases (with warranties)

Solar

Fuel Cell

# General Building

Roof

Glazing

Lighting

HVAC

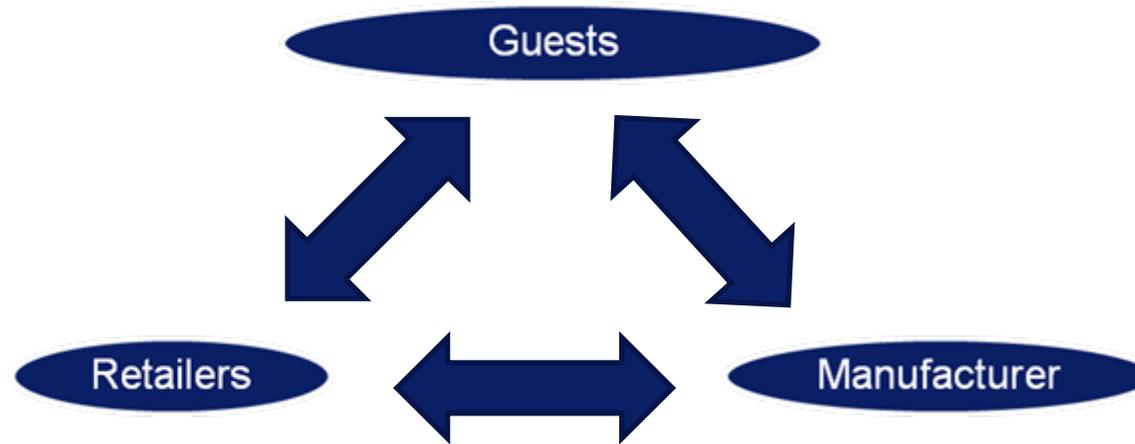
# Walk the Talk !

- Tell us what you are doing
- Educate us on how your facilities are run and how green you are...
- Let us partner with you!



# Information Download

- Information highway to and from :





# Partnerships

- EPA Energy Star
- EPA Climate Leaders
- EPA Green Chill
- EPA Green Power Partner



DOE Retail Energy Alliance  
DOE Commercial Lighting Solutions  
DOE Low Energy Buildings

- We believe that by partnering with the REA and Suppliers we can work with other retailers to provide a better environment for future generations.

