

FOOD LION: COMPREHENSIVE ENERGY PROJECT PLANNING ENABLES SIGNIFICANT EFFICIENCY (RILA RETAIL ENERGY MANAGEMENT PROGRAM)

SOLUTION OVERVIEW

Food Lion is a company of Zaandam-based Ahold Delhaize based in Salisbury, N.C. and operates more than 1,000 grocery stores in 10 Southeastern and Mid-Atlantic states. The company's strong commitment to efficient operations and sustainability – as evidenced by its public goal to reduce greenhouse gas (GHG) emissions by 20 percent by 2020 – has incentivized them to incorporate energy reduction projects into a comprehensive approach for corporate project proposal and planning.

As part of a recent merger between Ahold and Delhaize, a new organization, Retail Business Services LLC (RBS), was created to leverage scale. RBS aims to drive synergies and best practices as well as provide industry-leading expertise, insights, and analytics to support the companies' brand-centric strategies. This approach ensures that Food Lion and other Ahold Delhaize brands collaborate on energy reduction projects that are customer-focused and help the company meet its goals. To view the full PDF version of this implementation model, click [here](#).

BARRIER

Energy projects compete with many other business priorities for funding and are not typically part of a more comprehensive planning process

SOLUTION

Develop a comprehensive planning approach which:

- Highlights how energy projects help the company meet its strategic goals
- Is guided by the Finance Team's expectations and calendar
- Strengthens proposals through socialization with impacted business units

OUTCOME

After establishing a comprehensive energy project planning approach, Food Lion's Energy Team has built a trusting relationship with finance and other departments. By incorporating long and short-term considerations with stakeholder engagement, the value of energy management is recognized and realized.



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