



**Better
Buildings®**
U.S. DEPARTMENT OF ENERGY

Retail, Food Service & Grocery Partners and Vendors Solving Energy Challenges Together (aka Reverse Pitch Session)

Monday, May 15th from 3:30pm – 5:00pm
Room: Columbia 3

Reverse Pitch Roles & Ground Rules

- Partners will:
 - *Provide a snapshot of their portfolios*
 - *Describe their energy management approach*
 - *Talk about their challenges, and what they need to overcome them*

- Vendors/Manufacturers will:
 - *Be in listen-only mode during the partner pitches*
 - *Ask directly relevant, clarifying questions of the partners during Q&A section*
 - ***Make no product pitches!***

Partner Pitches

Walmart

- Portfolio Snapshot
 - # Buildings, SF
 - Building type(s)
- Energy Management Approach
 - Technologies/ Strategies
 - New v. Existing
- Challenges/ Needs
- Q&A



The Wendy's Company

- Portfolio Snapshot
 - # Buildings, SF
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- **Portfolio Snapshot**
 - 124 Showrooms; 4,493,779 SF (Avg. 35k)
 - 7 Distribution; 1,632,812 SF
 - Retail Furniture Stores & Distribution
 - ~43% Electric Energy Savings since 2008
 - ~26% EUI Savings vs. 2011 BBC Baseline
- **Energy Management Approach**
 - Technologies (New & Existing Construction) –
 - EMS, HVAC (High Eff + Right Sizing) , Lighting (LED), and Roof, Solar
 - Strategies
 - HVterra - Sustainability and Energy Program
 - BBC Participation – Program Validation
 - Data & Analysis – Providing Visibility to Make Decisions & Validation
 - Vendor Partners – Participation in HVterra
- **Challenges/ Needs**
 - Corporate & Associate Education / Buy-In
 - Solar – Still Learning, first project complete, Finding a good Return
 - LED – finding cost effective solutions for 2x2 fixtures; Exterior Lighting
 - Distribution – Lighting and other technology solutions; Engineering Lines
 - Optimizing Peak Demand
- **Q&A**

Starbucks

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Open Discussion

Takeaways