

Helping Your Customer in Today's Economy



Craig D'Arcy, The Home
Depot

Joe Cottam, General Mills

Moderator: Norman Deese

National and Major Accounts

- Account Reviews
- Utility Rate Comparisons
- Innovative Pricing Opportunities
- Assistance in establishing Customer Relationships
- kW Demand & Load Analysis



Energy Audits

- Performing walk-through energy audits
- Consulting on efficient plant design
- Consulting on facility modernization
- Performing comprehensive energy/water audits
- Monitoring and managing load strategies
- Developing a comprehensive energy strategy



A Panel Discussion:



Joe Cottam, General Mills

Gary Nichols,



Craig D'Arcy,



pot



Home Depot Energy Update

Craig D'Arcy
Sr. Manager Energy Management
March 29th, 2010



Home Depot Overview

- Revenue:
 - 2007- \$90.8B
 - 2008- \$77.3B
 - 2009- \$71.3B
 - Sales growth of 2.5% expected in 2010
- New Stores:
 - 2000- 183
 - 2005- 140
 - 2008- 41
 - 2010- 1
- Company focus is now on effectively operating existing facilities
- Manage expense while improving customer service



Home Depot Energy Overview

- Usage reduction
 - 16% since 2004
 - 20% by 2015
- Initiatives
 - Energy efficient sales lighting
 - Sales lighting
 - CFLs
 - “Day freight” program
 - HVAC upgrades
 - Proactive issue corrections
- Challenge is to continue improving energy efficiency in an aging store base
- How to help achieve our objectives:
 - Customer service- Reliable, effective utility service
 - Energy efficiency- Incentive funds make projects more feasible

