



### **Service & Product Provider Partner**

#### ***Avista Advantage***

1313 North Atlantic, 5<sup>th</sup> Floor, Spokane, WA 99201

Business: Provider of Facility IQ™ Services  
Ed Schlect, Founder & VP – Consulting Services  
Phone: 509-329-7602 / Fax: 509-329-7230  
Email: eschlect@avistaadvantage.com

### **Customer**

#### ***Food Lion, LLC***

2110 Executive Drive, Salisbury, NC 28147

Business: Grocery chain  
Gina Rye, Energy Engineer  
Phone: 704-633-8250 / Fax: 704-636-4940  
Email: glrye@foodlion.com

**Automated ENERGY STAR benchmarking, provided by Avista Advantage, allows Food Lion to manage and save energy – 25% over five years!**

### **Project Scope**

Food Lion, with Avista's help, has benchmarked more than 42 million square feet within 1,200 facilities and produces monthly updates of the energy performance rating for all of those facilities. Using Avista Advantage's Facility IQ™ software, Food Lion now actively monitors the energy performance of its stores and can identify where improvements are most needed.

### **Project Summary**

Over the last five years, upgrades in lighting, refrigeration, and HVAC systems, as well as other energy management practices, have reduced the chain's energy consumption by more than 25%, despite a net increase in the number of store locations. According to Cathy Green, Food Lion's Chief Operating Officer, "Food Lion's strategy for conserving energy is simple: Do whatever it takes to keep from using excess energy in the first place..."

- **Energy Savings**

Since 2001, Food Lion has saved nearly \$105 million in direct energy costs and reduced its energy use by more than 2.29 trillion BTUs.

- **Investment**

A nominal initial investment by Food Lion has yielded these substantial savings.

- **Financial Return**

Food Lion has seen a significant financial return on their investment.

- **Other Benefits**

Due to its energy management practices, Food Lion has prevented 1.5 billion pounds of carbon dioxide emissions since 2000. In 2002 and 2003, Food Lion received the ENERGY STAR Partner of the Year award for its success in adopting energy management practices throughout its store operations. Food Lion was again recognized in 2004 and 2005 with the ENERGY STAR Sustained Excellence Award.

### **Monitoring & Verifying Energy Savings**

Food Lion monitors their portfolio on a daily basis, which is aided by the monthly ratings they receive.

### **Distinguishing Value**

By hosting EPA's rating inside their existing energy information services, Avista Advantage routinely delivers the rating for Food Lion's entire building portfolio, allowing the chain to continuously manage energy throughout their organization and develop energy management strategies that help measure current energy performance, set goals, track savings, and reward improvements. With the help of this service, Food Lion earned its 400<sup>th</sup> ENERGY STAR building label in October 2005.

