

Retail companies spend nearly \$20 billion on energy each year⁶. Energy represents a significant part of retail operating costs, and a 10% decrease in energy costs equates to an 8% increase in sales per square foot.

This paper describes how retailers can begin to implement sustainability best practices within their organization, and details proven strategies that can help organizations reduce their energy costs by 10–30%.

Drivers for energy and sustainability management

Increased requirement for transparency

Retail customers want to know more about the brands they buy, and are pressuring retail organizations to reveal more about the specifics of their manufacturing and operations processes. Non-governmental organizations (NGOs) such as the Global Reporting Initiative are demanding that retailers better disclose and manage the energy and environmental impact of their facilities, their suppliers, and their products. Retailers are examining their supply chains to identify risks such as conflict minerals, resource scarcity, and human rights concerns. They are also identifying opportunities to improve sourcing, to minimize supplier disruption risks, and to enhance product design.

For retailers that conduct business in a sustainable manner, transparency can go a long way in building positive relationships with stakeholders and in proactively bolstering consumer confidence.

Declining sales and foot traffic, higher mobile commerce

Consumer buying habits are evolving, and mobile commerce is forecast to reach 17–21% of total retail sales by 2018⁷. As adoption of mobile commerce increases, many retailers are experiencing declining foot traffic in their stores, and lower sales volumes (a 5% sales productivity decline in the 5 years between 2008 and 2010).⁸

Physical store locations will remain an important channel in the future, but with sales per square foot expected to decline while costs remained unchanged, retailers are focusing on better integrating both physical and virtual channels. Channel integration helps to enhance the buyer experience by linking both the online and in-person shopping experience. Those retailers who are unable to fully integrate their physical store and virtual store strategies are at higher risk of lower sales and profit.

Unique Retail requirements

Energy and sustainability management planning requires a unique approach for each individual organization and does not lend itself well to a “one-size-fits-all” model. Retailers face unique challenges that affect the planning and deployment of sustainability and energy management programs.

Global footprint, multiple stakeholders - Global retailers are spread across a wide range of locations and cultures. They manage a host of differing constraints at the global, regional, and local levels. The sustainability and environmental teams, procurement, retail and facilities personnel, energy managers, operations personnel, store managers, and store employees all influence the effectiveness and success of energy and sustainability programs. Programs cannot simply be mandated; they need to be adopted across all levels of the organization, and robust change management strategies must be in place to drive and sustain the

⁶ <http://www.aba.com/energyefficiency/retail-stores>

⁷ Osterhout, The Power of Mobile Influence, page 5

⁸ Osterhout, How Retailers Can Retain & Profitable Physical Store Networks in the Face of Growing Migration to Digital Channels, November 2012, page 4

Profitable Energy Management For Retailers And Shopping Centers

**Joachim Zentes, Dirk Morschett, Hanna
Schramm-Klein**



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Catalog Food and Nutrition Information Center (U.S.), 1974 **Guide to Energy Conservation for Grocery Stores**

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State of Texas Energy Conservation Plan, June 1977 Texas. Governor's Office of Energy Resources, 1977

Retailing Bibliography, 1960-1978 Karen R. Gillespie, 1978

Culture Works Arlene M. Dávila, 2012 Based on research in Puerto Rico New York and Buenos Aires

Strategic Retail Management Joachim Zentes, Dirk Morschett, Hanna Schramm-Klein, 2012-02-02 This is not a traditional textbook or collection of case studies but is intended to demonstrate the complex and manifold questions of retail management in the form of 18 lessons that provide a thematic overview of key issues and illustrate them with the help of comprehensive case studies In the second edition all chapters were revised and updated Three new chapters were added to treat topics like online retailing and multi channel strategies as well as the so called verticals in specific chapters All case studies were replaced by new ones to reflect the most recent developments Eighteen well known retail companies from different countries like Best Buy IKEA TK Maxx Tesco and Decathlon are now used to illustrate particular aspects of retail management

Management and Marketing for Improved Retail Competitiveness and Performance Santos, José Duarte, Pereira, Inês Veiga, Pires, Paulo Botelho, 2023-07-28 The growth of companies online presences is an unquestionable reality However not everything goes online and the physical presences of companies continue to exist with the physical retail point of sale as a place for experimentation and immediate consumption brand showroom and support for online sales which are fundamental to the shopping experience Managing a retail point of sale implies acting on several fronts bearing in mind the market requirements the point of sale's brand strategy the strategies of the brands being sold and all other aspects related to the management of a business while considering the specificities of a retail point of sale

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The Publishers' Trade List Annual ,1978

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