

Northeast Regional Sustainable Grocer Initiative

Andy Bray
Project Manager
Northeast Waste
Management Officials'
Association (NEWMOA)

N E W M O A



Andy Bray is a project manager at the Northeast Waste Management Officials' Association (NEWMOA), a nonprofit, nonpartisan interstate association that has a membership composed of the hazardous waste, solid waste, waste site cleanup, and pollution prevention/sustainability program directors for the environmental agencies in Connecticut, Maine, Massachusetts, New Hampshire, New Jersey, New York, Rhode Island, and Vermont. Andy joined NEWMOA in 1997. Andy holds Bachelor's Degree in Civil Engineering and a Master's Degree in Civil Engineering, Environmental Concentration, both from the University of Massachusetts Lowell.



Andy manages NEWMOA's Pollution Prevention Resource Exchange (P2Rx™) Center, and the activities of the Center. P2Rx is a national network of regional centers that advance pollution prevention as a cornerstone of sustainability. Andy manages a number of P2 & sustainability projects for NEWMOA, including the Regional Sustainable Grocers Initiative.

Overview

- Leveraging consumer demand for green products and services to drive sustainable behaviors at grocers
- An introduction to the Northeast Sustainable Grocer Initiative
- Next steps



The Association of Food, Beverage
and Consumer Products Companies

Deloitte.



nmi

natural marketing institute



Intelligence in time



44% of consumers consider the 'greenness' of their grocery store, and agree that the environmental impact of the business factors into their purchasing decision.

LOHAS Segmentation Model: Percentage of U.S. Adults

UNCONCERNED:

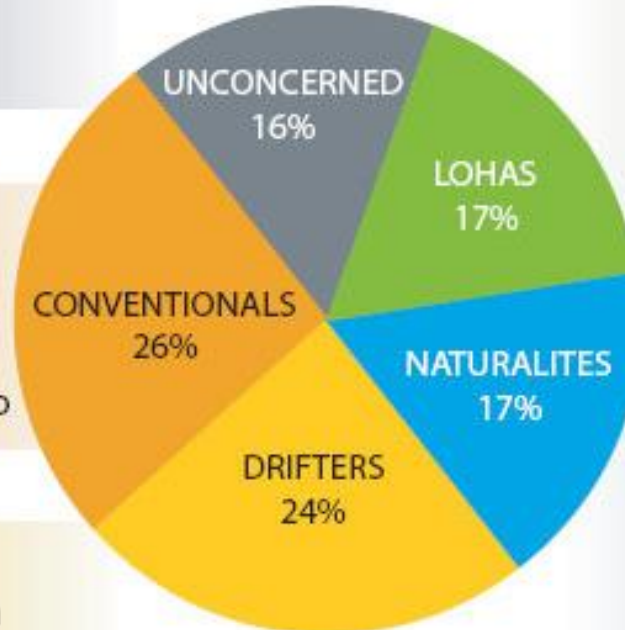
- Unconcerned about the environment and society

CONVENTIONALS:

- Practical
- Interested in LOHAS behavior when they can make a difference to their budget also

DRIFTERS:

- Good intentions, mixed action
- Trendy and engaged in green
- Price sensitive



LOHAS:

- Active stewards of the environment
- Dedicated to personal *and* planetary health
- Lifestyle-oriented
- Heaviest purchasers of green and socially-responsible products

NATURALITES:

- Secondary target for many mainstream LOHAS products
- Personal health is their primary motivation
- More likely to use LOHAS-related consumables (compared to durables)

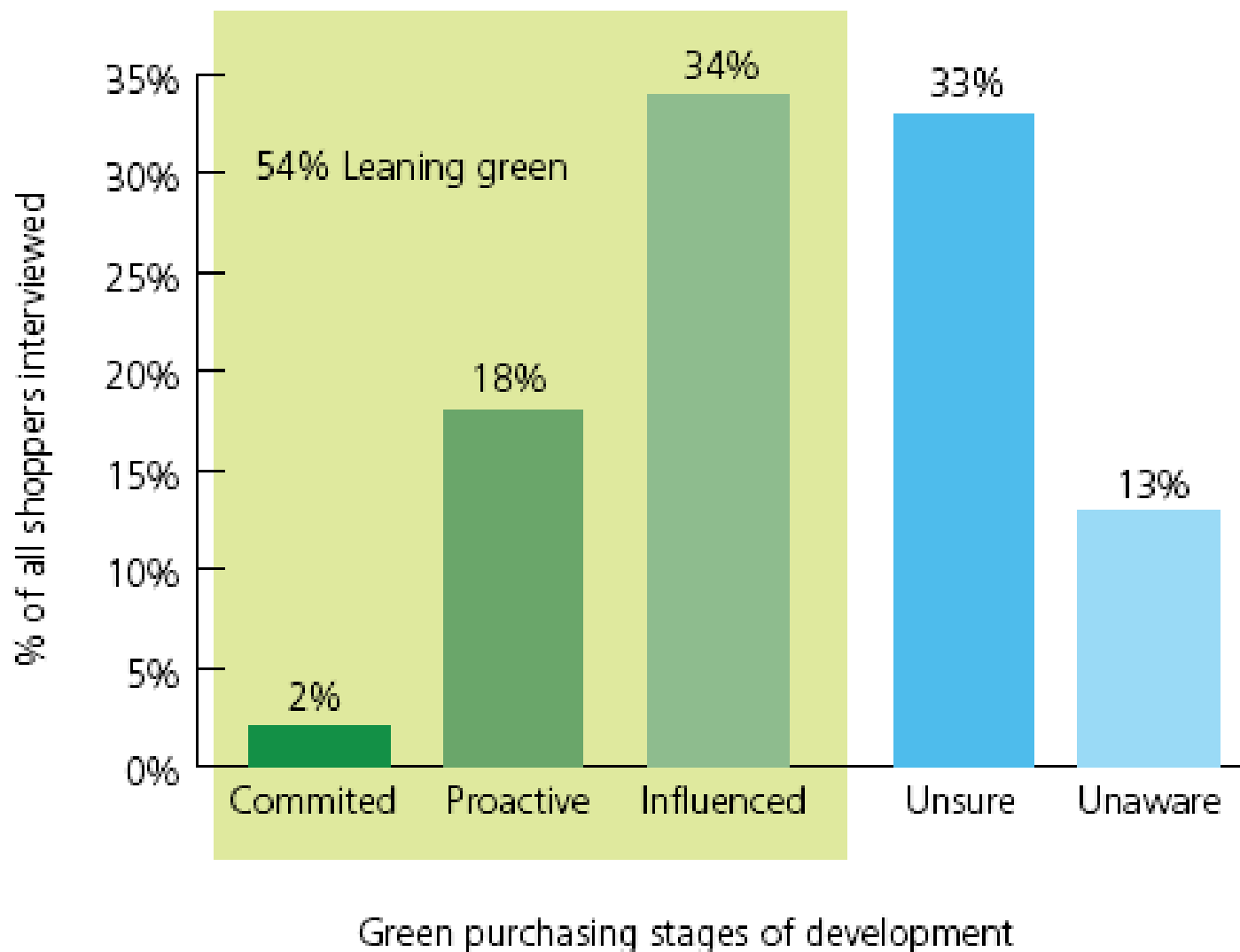


Deloitte.

Finding the green in today's shoppers

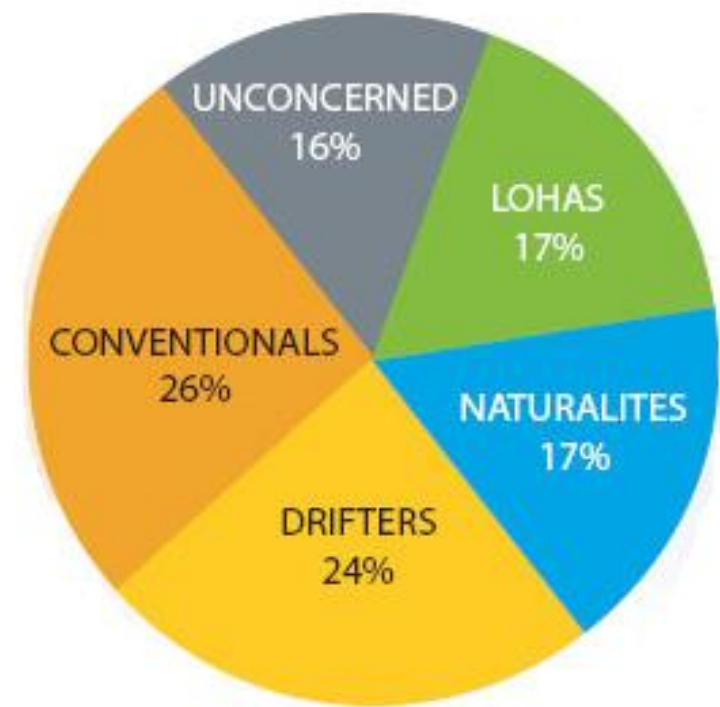
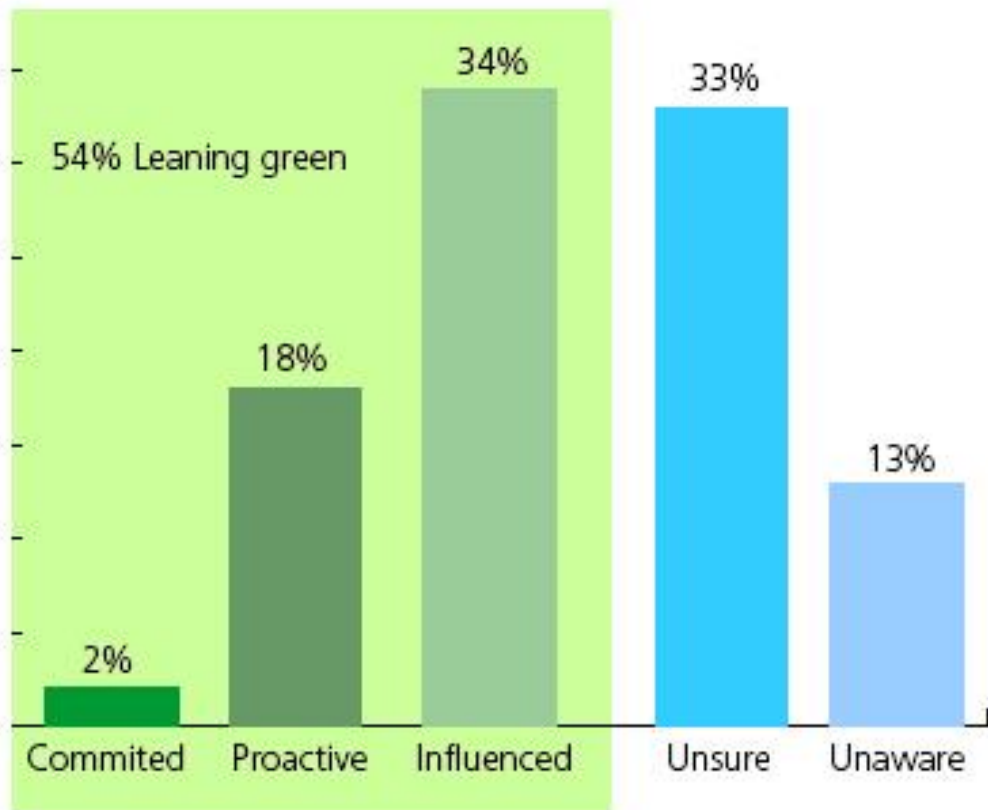
Sustainability trends and new shopper insights

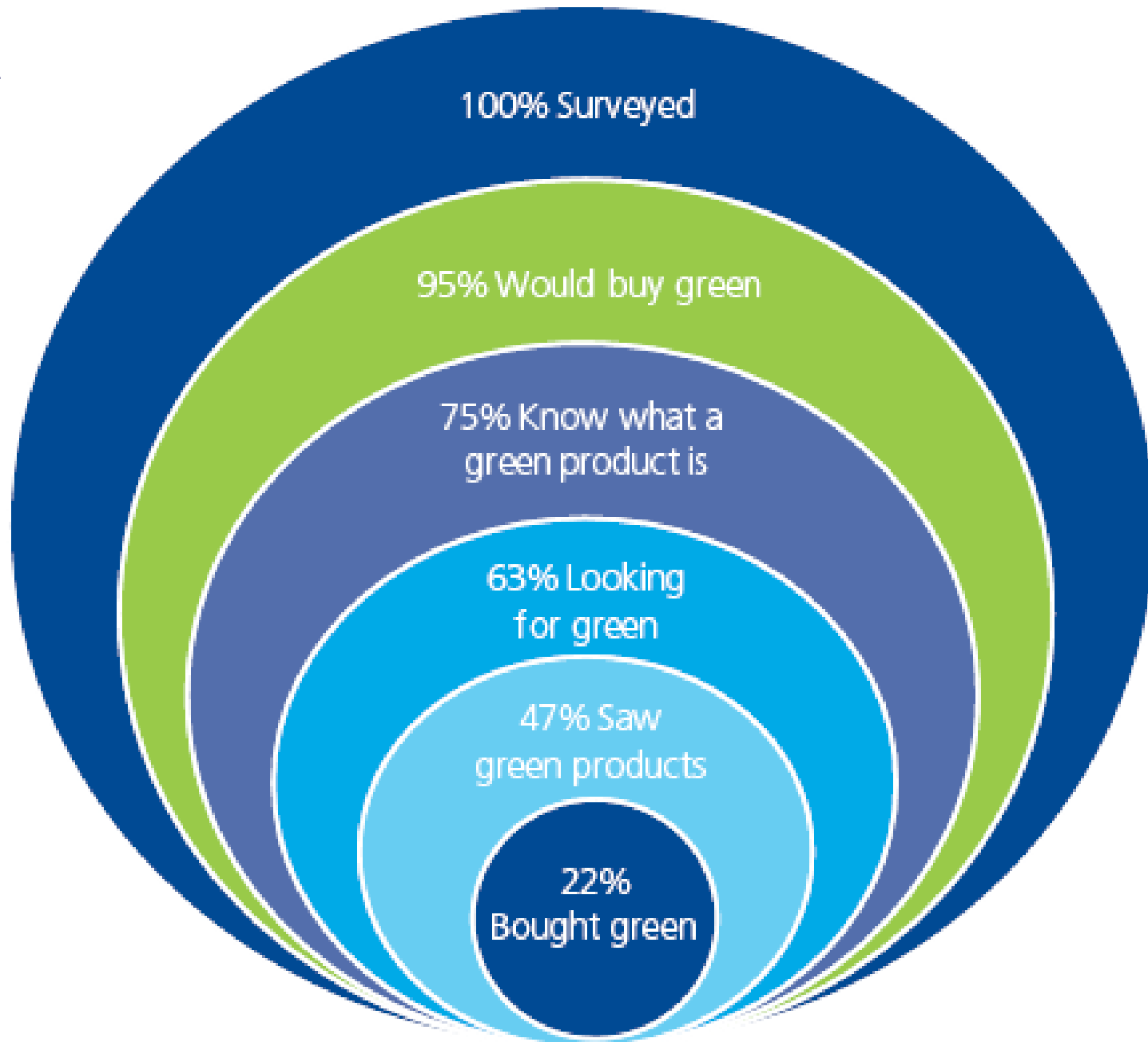
Breakdown of shoppers by green purchasing development level



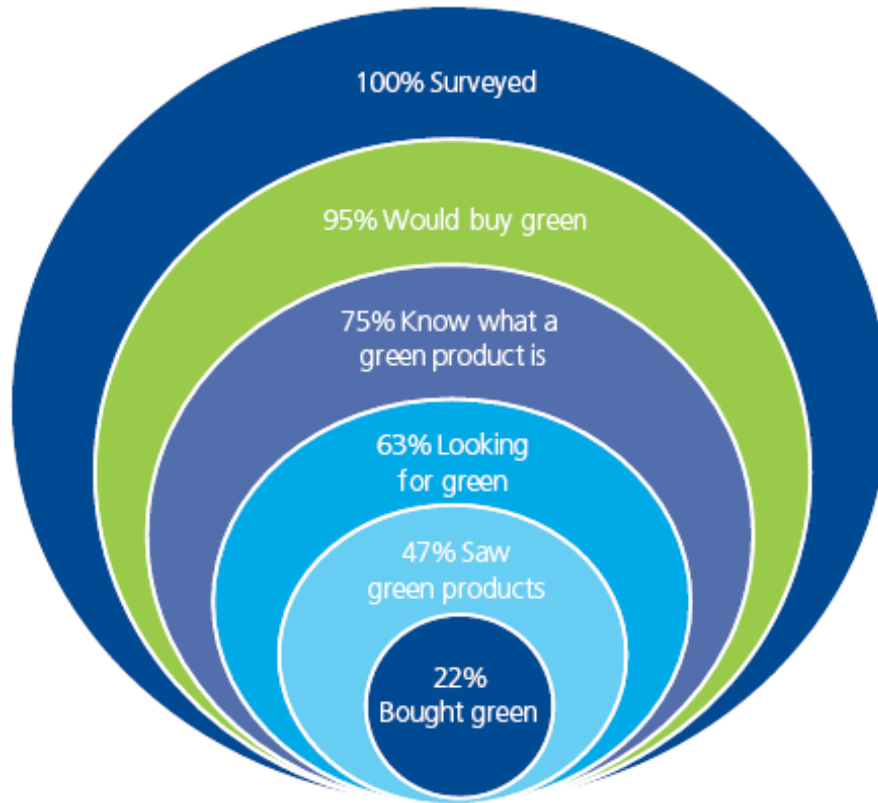
Source: 2009 GMA/Deloitte Green Shopper Study

Note: Sample Size is 6,498 Shoppers Interviewed; Stage of Development based on answers to a series of lifestyle questions





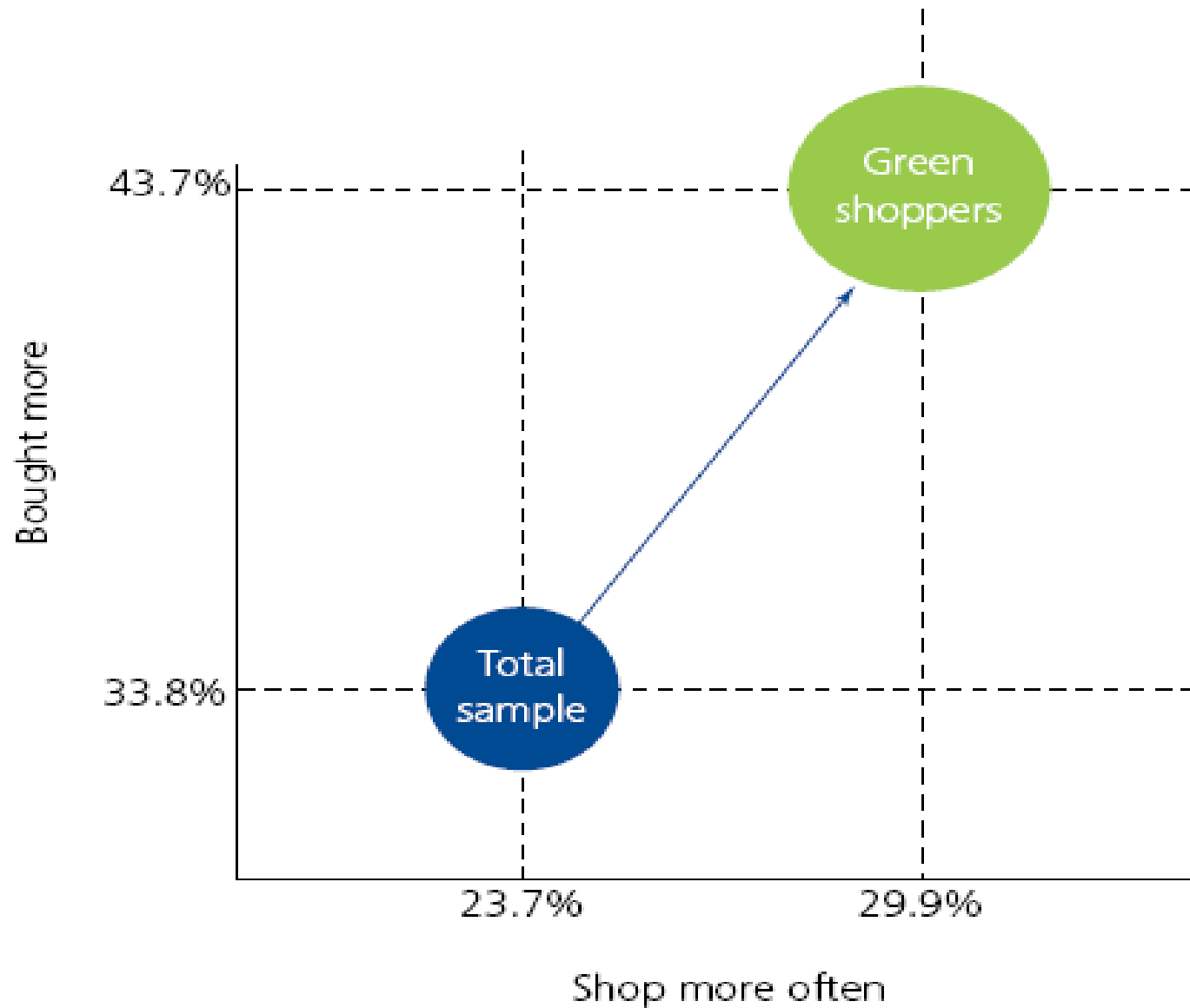
Source: 2009 GMA/Deloitte Green Shopper Study



Source: 2009 GMA/Deloitte Green Shopper Study

In line with consumer interest, availability of 'green' products has increased as well, as 54% of consumers say more 'green' products are available at their favorite stores than there were a year ago.

Shopping behaviors of green shoppers versus all shoppers interviewed



Source: 2009 GMA/Deloitte Green Shopper Study

Purchase Habits

- Deloitte Green Shopper is high value consumer segment that:
 - > *Buy more products in each trip*
 - > *More brand loyal*
 - > *Likely to product switch for green attributes and then remain loyal to new green product*
 - > *Less price sensitive (not bargain hunters)*
 - > *Visit stores more frequently*
- The LOHAS Consumer is:
 - > *Price insensitive (29% willing to spend 20% more on sustainable product vs. 1% of non-LOHAS)*
 - > *Early adopters of new products (22% vs. 7% of non-LOHAS)*
 - > *Brand loyal*
 - > *Products must be green and feel, taste and perform as well (or better) as their conventional counterparts*



Focused On All Aspects of the Operation

- Food
- Refrigeration
- Product displays
- Administrative offices
- Waste management
- Cleaning chemicals
- Rest rooms
- Stormwater management

Helpful Links

- <http://www.vbep.org/vtGreenGrocery.html>
- <http://www.vbep.org/vgg/TemplateGRWorkbookInstEnd.pdf>
- <http://www.rit.edu/affiliate/nysp2i/sustainable-grocer-program-pilot-project>
- www.maine.gov/dep/innovation/greencert/grocery.htm
- <http://www.newmoa.org/about/workgroups.cfm?sitetab=p2>
- <http://www.newmoa.org/prevention/projects/grocer/>
- www.gmaonline.org/downloads/research-and-reports/greenshopper09.pdf
- www.nmisolutions.com

For More Information

Andy Bray

Northeast Waste Management Officials' Association

abray@newmoa.org

617-367-8558 ext. 306

<http://www.prnewswire.com/news-releases/consumer-interest-in-green-services-doubled-from-2008-2010-117602523.html>



Mintel is an independent award-winning provider of world-leading market intelligence, delivering robust information, analysis and critical recommendations. Mintel's trusted portfolio of proprietary industry solutions and products has been supporting high profile clients in key sectors such as FMCG, financial services, media, retail, leisure and education for over 38 years.

With an expanding global presence, our worldwide office locations include London, Chicago, New York, Shanghai, Tokyo and Sydney.

<http://www.nmisolutions.com/reports.html>



As a leading business consulting and market research firm, NMI assists a range of Fortune 500 and start-up companies across many types of industries, such as consumer packaged goods companies, retailers, nutritional ingredient suppliers, pharmaceutical companies, government, academia, associations, financial institutions and service organizations.

<http://www.deloitte.com/us/greenshopperstudy09>



In the United States, Deloitte LLP and its subsidiaries have 45,000 professionals with a single focus: serving our clients and helping them solve their toughest problems. We work in four key business areas — audit, financial advisory, tax and consulting — but our real strength comes from combining the talents of those groups to address clients' needs. *Fortune* and *BusinessWeek* consistently rank our organization among the best places to work, which is good news for our talent and our clients alike. When the best people tackle the most compelling challenges, everyone wins.