

# THE SEMINAR

## Going Green: A Case Study on the Implementation of a Sustainable C-Store Design

NACS Show 2008  
Sunday, October 5, 10:45am  
Room: S401B



Moderator:  
Michael Lawshe  
President/CEO  
Paragon Solutions - Fort Worth, TX  
Specialization: C-store design and consulting; sustainable design applications



Cliff Beadle  
Chief Operating Officer  
Green Valley Grocery - Las Vegas, NV  
Specialization: Daily operations management and strategic planning for Green Valley Grocery convenience stores



Jeffrey Roberts, AIA  
Lead Architect  
Lucchesi Galati - Las Vegas, NV  
Specialization: "Green" architectural design and sustainable projects in the Las Vegas area; LEED certified projects



Denise Wight  
Director of Corporate Accounts  
New Wave Industries - Sacramento, CA  
Specialization: Water reclamation consulting; expert in c-store car wash systems and point of sale systems

# GOING GREEN NOW

Ten things you can do at your store **NOW** to reduce operating costs AND help the environment:

1. Implement Recycling Programs
2. Analyze Lighting Systems – Interior & Exterior
3. Check Equipment for Energy Star Rating
4. Water Reclamation Systems
5. Waterless Urinals and Dual Flush Commodes
6. Energy Conservation and Monitoring Systems
7. Daylighting
8. Landscaping to Minimize Heat Island Effects
9. Radiant Barrier on Roof and Exterior Walls
10. Alternative Energy Sources (wind, solar)

**BONUS:** Evaluate all building materials for sustainability



## Going Green With Green Valley Grocery Las Vegas, NV



# THE PROJECT

In October 2007, Las Vegas-based convenience store chain Green Valley Grocery and Fort Worth-based consulting firm Paragon Solutions joined forces to create a new and improved prototype design for Green Valley's stores. In the process, Green Valley indicated their interest in reducing operating costs and making a very concentrated effort to "go green". This led us to evaluate everything in the design process from a green perspective with one caveat: each decision had to make business sense and environmental sense for inclusion in the new prototype.

The first step was to build a team of experts and consultants to help in the process. The team included contractors, architects, suppliers and Green Valley personnel. Through a series of meetings, discussions, evaluations, budgeting processes and revisions, the team was able to transform a typical energy hog convenience store into a lean, mean energy conservation machine (and learn a lot about sustainability in the process).

Green Valley Grocery's first store is under construction and should be completed in the first quarter of 2009. The team will continue to track the progress and the tangible results with a final report being available by NACS 2009. With the NACS 2009 show being held in Las Vegas, we will be able to see not only the numbers but the actual store on the NACS store tour 2009.

We thank Green Valley Grocery, NACS, and all the participants for their hard work and we welcome your questions and comments on the project.

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# PROJECT PARTICIPANTS



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NACS Booth  
#6828



Paragon Solutions has been providing professional retail consulting, store design, and master planning services to convenience stores since 1986. The firm provides a full range of services designed to maximize returns on investment and enhance operations for ground up and remodel projects. Services include:

- Site analysis, feasibility study & development coord.
- Award winning store layouts & interior design
- Profit center analysis & maximization
- Financial & business analysis
- Creative merchandising solutions
- Equipment & vendor specifications
- Out-of-the-box branding, imaging & graphics design
- Sustainable design techniques



NACS Booth  
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New Wave Industries, Inc.  
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New Wave Industries has worked diligently for more than 25 years as a leading manufacturer of Spot-Free Rinse and Water Recovery systems for the Professional Vehicle Washing Industry. The PurClean™ Spot-Free Rinse system provides an environmentally friendly means of pre treating water hardness, allowing elimination of softeners and the brine water associated with them yet still providing a high quality Spot Free rinse. The PurWater™ Recovery system is engineered to reduce water and sewer usage and costs up to 85% without adversely affecting wash quality. New Wave Industries offers a support system of skilled engineers, project managers and over 350 service providers.

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PEOPLE • PROCESS • PLACE



Established in 1986, Lucchesi Galati has evolved from a 4-person traditional architectural practice to a 25-person, multifaceted consultancy. We are a community of peers who use our skill and care to nurture organizations, society, and the environment. Through the substantive disciplines of architecture, sociology, and sustainability, we empower our people to design tailored processes grounded in empathy and innovation. The firm was named by the Las Vegas Business Press as the "2008 Green Corporation of the Year" and was selected by Green Valley Grocery to provide sustainable strategies for its prototype store, and cost-effective short- and long-term strategies for both its prototype and existing stores.

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NACS Booth  
#4176

Anthony International offers custom specialty glass, glass display doors and frames, LED lighting, and merchandising systems for the commercial refrigeration industry. Anthony International was the first glass door company to earn the EPA's ENERGY STAR PARTNER designation, with our innovative low-energy and ENERGY-FREE glass cooler and freezer doors and our patented "ELS" electronic and "OptiMax2" LED lighting systems. Anthony International is committed to protecting our environment, preserving our food chain, and helping our customers significantly reduce their energy consumption.



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#5356

LSI Petroleum Lighting  
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LSI Petroleum Lighting provides a broad array of exterior and interior lighting solutions, including products using LSI's Crossover® solid-state technology, to the petroleum/convenience store market. Packages include lighting fixtures, poles and brackets. Emphasis on high performance, energy saving lighting solutions.

