



Carbon Services

That Improve Your *Business* Climate

Think that carbon is just about compliance?
Think again!

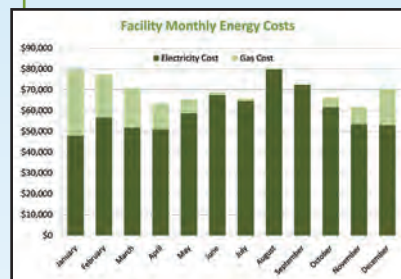
Carbon management isn't just about subtracting greenhouse gases from the atmosphere — it is also about adding value to your business. When you work with Delta Institute, you discover how carbon measurement, reduction and offsets can address your biggest concern: improving your business climate. Here's how our carbon services help the bottom line:

- **Uncover Hidden Savings.** Measuring carbon emissions is the first step in understanding how to reduce energy use and save money — often in surprising ways.
- **Streamline the Supply Chain.** Carbon assessment can reveal operational efficiencies that can lead to more streamlined, cost-effective operations throughout the supply chain.
- **Optimize Competitive Position.** A growing number of corporations now require carbon profile information. In order to win their business, you need to be ready to respond.
- **Satisfy Investors.** A growing number of investors and lenders require carbon profile information in assessing risk. Having carbon metrics in hand can help you meet the demands of your financial stakeholders.
- **Reduce Risk.** The regulatory environment is evolving and is likely to impact every business. Understand how it can affect you.
- **Build Capacity.** Over the long haul, businesses will need to track, manage and communicate your environmental progress to customers, suppliers, investors and regulators. Your efforts now will put you further ahead going forward.



On-the-Ground Experience

Delta Institute helped a publicly traded document services company fulfill the request of a major financial services client to inventory and report greenhouse gas (GHG) emissions to the Carbon Disclosure Project (CDP). The inventory included energy consumption and fuel usage from 39 production, warehouse, and distribution facilities and 61 sales offices for the 2009 calendar year. Through the inventory process, Delta was able to help the staff optimize their submission to the CDP. Delta was



also able to link GHG reduction to the company's strategic plan as a vehicle for achieving organizational excellence, client loyalty, cost reduction, return on investment and innovation. The carbon footprinting and reporting process helped the company maintain a positive relationship with a major client and helped organize internal management around carbon and sustainability issues. Delta is now helping the company plan and implement a reporting structure that will allow it to maintain a competitive advantage and respond to client requests more efficiently.

Carbon management the **Delta** way

Report: Carbon footprinting is becoming the standard gauge to measure overall environmental and is being used by businesses to report to stakeholders on environmental compliance and to evaluate potential suppliers and partners. Government agencies and communities also use carbon footprinting to set environmental standards and measure compliance. But Delta recognizes that reporting shouldn't be an end unto itself. It should help put you on the path to a more competitive, sustainable business.

Reduce: Delta identifies practical strategies for reducing greenhouse gas emissions, many of which save money and streamline operations. We can even help document actions you may already be taking that can contribute to a smaller carbon footprint. Simple recommendations can include reducing paper waste, in-

creasing local purchasing to cut shipping distances and increasing green practices for business meetings and events.

Offset: Emissions that can't be reduced can be offset by funding activities that remove or prevent them. Examples include planting trees, creating green space, or capturing methane emissions from organic waste streams. Businesses can develop their own reduction activities, or they can purchase offsets generated by others. Delta provides high-quality, verified offsets from farmers and forest owners.

To Learn More or Request a Proposal, Contact:

Ryan Anderson

Director, Carbon Program

Tel: (312) 554-0900 x 14

Email: randerson@delta-institute.org

What **Else** Is Delta Doing About Carbon and the Environment?

- Consulting on energy efficiency, renewable energy and green building technologies.
- Developing mitigation strategies for climate action plans.
- Establishing local carbon offset opportunities.
- Helping measure and offset carbon emissions associated with large-scale meetings, conferences, sporting events, tourism and travel.
- Creating incentives for environmental and conservation activities by calculating, pooling and trading carbon offset credits on behalf of small- and medium-sized farmers, agricultural operations, and forest managers.
- Creating practical carbon protocols that are standardized, transparent, quantifiable, and verifiable.
- Monitoring climate and energy policy developments and helping stakeholders understand them and how they affect operations, infrastructure and the natural environment.



Carbon Offsets

As a carbon aggregator, the Delta Institute calculates, pools and trades carbon offset credits. In Illinois and Michigan alone, Delta has worked with nearly 1,200 landowners and operators to enroll some 300,000 acres and has returned more than \$2 million to program participants.

Prudential Plaza

LEED-EB Gold

Certification of this Chicago landmark in 2010 resulted in substantial improvements in operations, recycling and tenant services, as well as annual energy savings of \$1 million.



photo by J. Crocker



Discover more about Delta Institute and find your green opportunities at www.deltago.org/navigate.