

SPOTLIGHT ON
CORPORATE PARTNERSHIPS

“Partnering with Environmental Defense Fund gave us environmental and business expertise in one package.”

Bob Langert
McDonald’s VP for Corporate Social Responsibility



EDF sets out to green private equity firms, which account for 10% of U.S. GDP.

8

Coal plants canceled, and wind power boosted, after KKR and TPG consult us on their Texas utility purchase

17

KKR companies enrolled in our program to cut waste and save energy globally

300,000

Garbage trucks of solid waste and 380,000 tons of air pollution cut in our first two years



Our hybrid truck technology delivers 50% better mileage and cuts soot 96%.

0

Hybrid electric midsize trucks on the road before Eaton, FedEx and EDF created the Future Vehicle Project in 2001

25

U.S.-based truck makers now developing a range of hybrid trucks

100+

Fleets buying hybrid electric trucks today



EDF’s Climate Corps is training tomorrow’s chief executives.

7

Number of business school students in our first Climate Corps class, 2008

\$21
MILLION

Investments made in energy efficiency following Climate Corps recommendations

678

MILLION

Kilowatt hours saved annually—enough to power 60,000 homes—if companies implement plans fully

SPREADING NEW IDEAS FAR AND WIDE

EDF’s corporate partnerships are designed to influence not just single companies but entire industries. Consider, for example, our Climate Corps program. In 2008, EDF recruited seven adventurous MBA students, trained them in ways to improve energy efficiency and parachuted them into corporations on summer internships to put their energy detective skills to work. We then promoted their recommendations so other companies could adopt them, too.

Fast forward to the summer of 2010, when 51 Climate Corps fellows from top-ranked business schools trained with us and went to work at 47 of the biggest U.S. corporations—household names like Bloomberg, eBay, McDonald’s, Pepsi, Target, Verizon and Xerox. Before the summer was over, they had found energy savings that

would keep 440,000 tons of power-plant pollution out of the atmosphere annually. That would be like taking 67,000 SUVs off the road.

At AT&T, for example, Duke University student Jen Snook used \$50 lighting monitors to calculate the company could save up to 80% of the energy it used in lighting equipment rooms by darkening them when vacant.

As Climate Corps grows, our aim is to train America’s next generation of executives who will lead the coming transition to a low-carbon economy.

VIDEO Meet America’s next generation of green business leaders: edf.org/ccfellows

**THE BEST ADVICE
MONEY CAN’T BUY**

“To maintain our objectivity, we accept no funding from our corporate partners, freeing us to set more aggressive goals and spread the innovations we develop far and wide.”



Gwen Ruta
VP Corporate Partnerships

EDF MILESTONES

1990

EDF’s partnership with McDonald’s, the first of its kind, eliminates 150,000 tons of packaging waste over ten years. Other restaurants quickly follow suit.

1997

Starbucks partners with us to reduce waste, increasing the use of reusable mugs and recycled materials.

2000

Seven of the world’s largest corporations partner with EDF and set targets to reduce their greenhouse gas emissions.

2003

Citigroup partners with us to reduce paper use by its 130,000 employees.

2009

Our alliance with Walmart establishes new environmental standards for the company and its 100,000 suppliers.