

21ST CENTURY PATHWAYS



Integrating Sustainability into Decision Making

Regardless of where your company is today, 21st Century Pathways will elevate your business. This program will help you design and advance your company roadmap for talent, sustainability and profit in the 21st century.

What it is:

21st Century Pathways is a five-day workshop to develop a complete custom three Year Sustainability Plan with ROIs.

The program is designed to strategically elevate sustainability in your organization by better aligning organization and sustainability objectives.

What it does:

The program leads you through a customizable process to develop a roadmap for sustainability, and identify and prioritize key steps your company can take to advance your sustainability and organizational objectives for the next new normal.

Specifically by completing this plan your organization will:

- ▶ Integrate credible sustainable practice in your business to create new, additional business value.
- ▶ Engage your workforce in sustainability driven innovation and value creation.
- ▶ Identify new opportunities for cost reduction and increased resource efficiency.
- ▶ Build business resiliency and weave sustainability fundamentals into your recovery planning.
- ▶ Develop credible sustainability credentials.
- ▶ Be ready for Green Masters Program recognition.

What Results Does It Produce:

Focusing on sustainability is a proven strategy for improving business results, reducing environmental impacts and strengthening organizations. WMEP has helped over 120 businesses implementing over 200 separate resource efficiency projects with an average project ROI of 18%. These projects yielded an average savings of over \$98,000 on an average investment of \$83,000.

Focusing on sustainability often leads companies to develop new products and modify existing products that offer a sustainability advantage. WMEP assisted projects that led to these product enhancements generated an average of \$7.3 million annually in new sales.



Who should participate?

21st Century Pathways leadership strategy requires business integration of sustainability, which will require your top leadership team.

Select two leaders; Executive Team Member + Sustainability Champion.

For the additional information, contact:

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During these five days your group will:

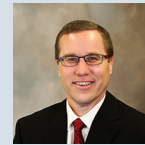
- ▶ Complete a risk assessment to determine how to develop business resilience for today's market.
- ▶ Identify and evaluate transformational trends and factors.
- ▶ Develop strategies to optimize your organizations performance.
- ▶ Assure documented returns with recognized, publicly available return analysis tools.
- ▶ Create company value through sustainable practice through aspects material to your business.
- ▶ Create structure, strategies and actions to effectively engage your organization.
- ▶ Create the five elements of credible sustainability credentials and a sustainability plan.
- ▶ Learn and apply internal and external communication strategies.
- ▶ Receive site specific coaching to address unique company needs and opportunities.
- ▶ Receive expert and peer feedback on your plan and credentials.
- ▶ Complete your sustainability plan with ROIs.

WHAT PARTICIPANTS SAY ABOUT IT.



The program really exceeded my expectations. It helped us take all the things we had spinning on their own and bring them together under one umbrella.

Rob Palmberg, VP – Strategic Planning, Dairyland Power Cooperative



We got incredible value out of this program for furthering the development of sustainability in our organization

Anne White, LEED AP O+M, Development Executive Assistant, Wangard



FOCUSING ON SUSTAINABILITY LEADS TO SIGNIFICANT BUSINESS IMPROVEMENTS FOR COMPANIES.

120 companies completing 200 projects through WMEP's Profitable Sustainability initiative reported the following positive aggregate impacts:

- ▶ \$19,861,974 – Annualized Cost Reduction (Cost reductions came from doing more with less and increased thruput)
- ▶ \$22, 318, 747 – Annualized revenue from new products with sustainable benefit
- ▶ \$15,093,000 – Retained Sales
- ▶ \$17,151,433 – Investments in plant, equipment, new products
- ▶ \$207,000 – Annual Fuel Savings

From a sustainability perspective, these same companies reported:

- ▶ Annual reduction in electricity use: 15,792,504 kWh
- ▶ Annual reduction in natural gas use: 636,438 therms
- ▶ Reduction in energy related emissions: 15,163 tons
- ▶ Reduction in water use: 38,680, 477 gallons
- ▶ Reduction in solid waste: 18,120,478 lbs
- ▶ Reduction in use of hazardous materials: 41,832 lbs
- ▶ Reduction in air emissions: 33,400 lbs
- ▶ Diesel fuel savings: 81,839 gallons
- ▶ Reduced logistics: 485,034 miles

FOR MORE INFORMATION, CONTACT:



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