

Your New Ceres Walmart Store

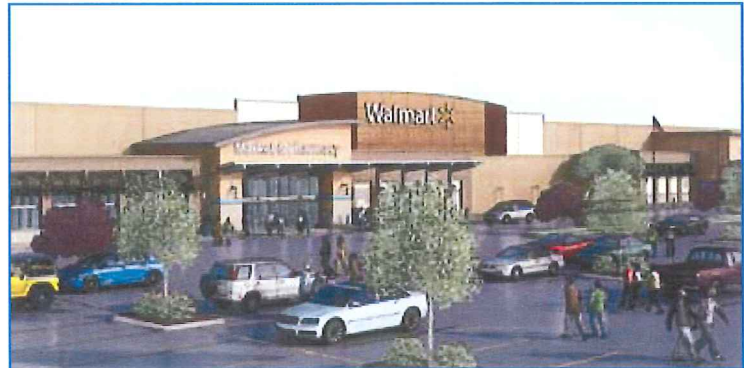
Walmart Goods and Services

To better serve a community Walmart has proudly served for more than 15 years, Walmart has plans to build a new store and shopping center at the northwest corner of Mitchell and Service roads, near Highway 99. The new Walmart store will include the same everyday household items available at your existing Ceres Walmart store, along with the added convenience of a full-service grocery department that includes fresh and locally-grown fruits and vegetables, a bakery and deli as well as an outdoor garden center and pharmacy.



Design and Location

The store's fine contemporary architecture, design elements and inviting streetscapes will be pedestrian and neighborhood-friendly. The store will be designed to blend into its existing surroundings and complement neighboring properties, as well as the anticipated additional retail and restaurants planned for the new shopping center. The new Walmart store would be approximately 191,430 square feet and in addition, will include a 5,762 square foot outdoor garden center.



Design subject to approval of the City of Ceres

Sustainability Features

Walmart is a leader in the industry when it comes to sustainable construction practices, including some of the most innovative environmental practices as standard features.

- Sustainable building and management practices.
- Energy efficient lighting, skylights and daylight dimming sensors.
- Water-conserving technology and practices.
- Heat from refrigeration equipment reclaimed to supply hot water.
- Energy efficient climate control systems.



Walmart has eliminated more than 80 percent of the waste that would go to landfills from its operations in California, a rate that far exceeds the national average where EPA estimates only 45 percent of waste is diverted from landfills. The company's comprehensive waste reduction program that produced these results is now being implemented across Walmart's 4,400 stores, Sam's Club locations and distribution centers in the U.S., moving it closer to its global goal of creating zero waste.

Continued

Your New Ceres Walmart Store

Career Opportunities for Local Residents

The new store relocation would create approximately 85 quality jobs in Ceres in addition to the more than 300 existing Ceres Walmart store associates.

Additional stores and restaurants planned for the shopping center are expected to hire approximately 120 employees. At full build out and occupancy, the entire shopping center is expected to employ approximately 505 employees.



Walmart is committed to a diverse and multi-cultural workforce, and our associates reflect the diversity of the communities we serve. Walmart is also committed to promoting from within, demonstrated by the fact that more than 73% of Walmart's store management team started in hourly positions.

Walmart associates receive competitive wages and benefits. In California, Walmart's full-time average hourly wage as of February 2011 is \$13.10 per hour. Walmart is proud to offer both full and part-time associates affordable health and dental coverage, 401(k) plan, performance-based bonuses and other incentives.

Funds for City Services

Walmart stores are often a leading source of sales tax revenue for local government, funding important public services that are essential to protecting a community's way of life – such as public safety, schools, roads, and other neighborhood services. When today's economy is forcing local government to consider between cutting critical public services or raising taxes, increasing local sales tax revenue has taken on added importance.

Community Benefits

Walmart is proud to support local charitable causes that are important to the communities we serve. Since 2009, Walmart has contributed over \$63,500 to local charities and causes in the City of Ceres that benefit youth programs and schools, health care, public safety, as well as many other organizations that protect your community's way of life.

Thanks to a national partnership with Feeding America, Walmart donates surplus food, often in less than 24 hours, to local food banks and food closets serving families in need. Last year alone, Walmart donated more than 127 million pounds of food.

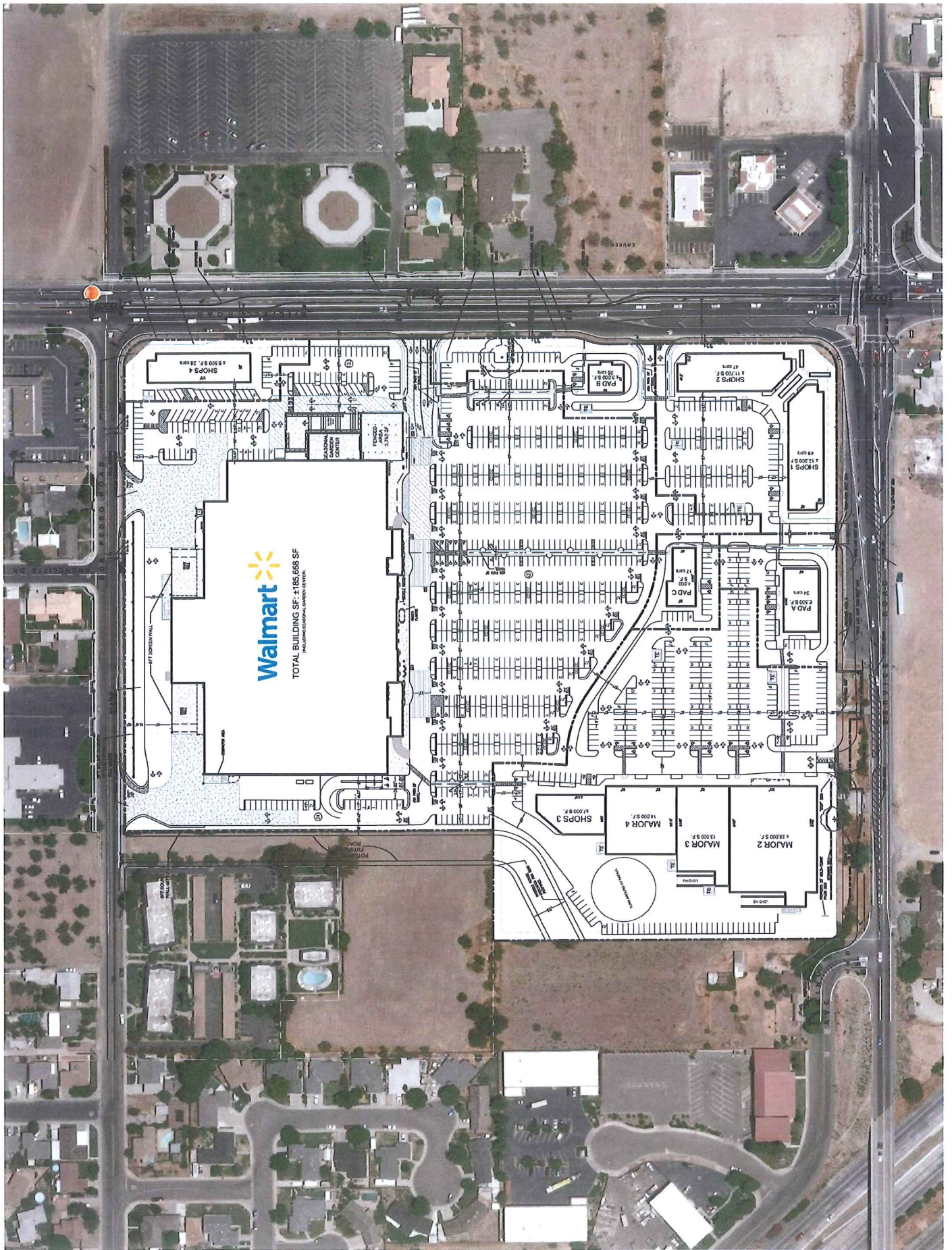
How Can I Help Bring a New Walmart and More Jobs to Ceres?

Walmart supporters can join the Ceres Community Action Network at www.CeresWalmartCAN.com. Here you can learn about project details, jobs and what actions you can take to bring a new Walmart to Ceres. Only with the support of the City can Walmart bring you the added convenience and benefits of this new store. Take action today by writing or emailing your comments to:



City of Ceres
Planning Department, c/o Tom Westbrook
2220 Magnolia Street, Ceres, CA 95307
Or email: tom.westbrook@ci.ceres.ca.us

www.CeresWalmartCAN.com





LANDSCAPE MATERIAL SCHEDULE

ITEM	SIZE	QTY.
15 GAL	19	
24" BOX	19	
15 GAL	52	
15 GAL	41	
15 GAL	90	
24" BOX	86	
24" BOX	26	
24" BOX	143	
15 GAL	40	

ITEM	SIZE	QTY.
15 GAL	19	
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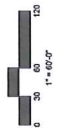
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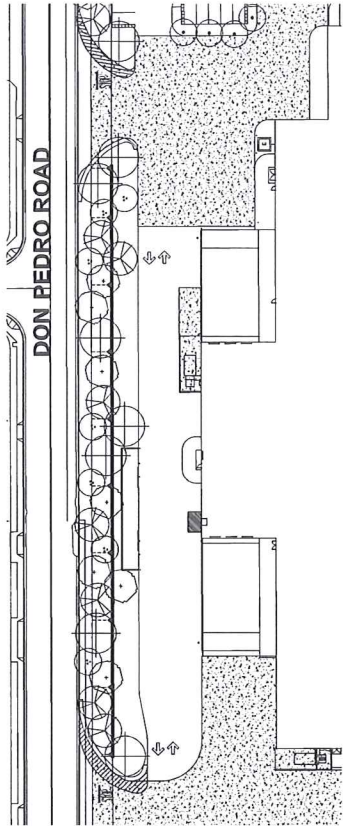
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LANDSCAPE REQUIREMENTS
 1. ONE (1) TREE PER EIGHT (8) PARKING SPACES (SP)
 2. A MIN. 15 FT FRONTAGE & MIN. 10 FT INTERIOR PROPERTY LINE LANDSCAPE SETBACK IS REQUIRED.
 3. A TREE SURVEY IS NOT REQUIRED.

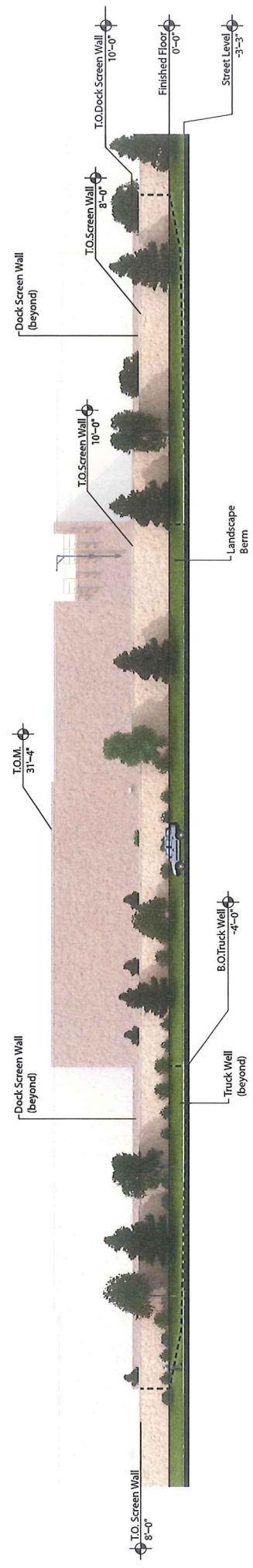
LANDSCAPE CALCULATIONS

TOTAL SITE AREA: 20.3 ACRES (1,415,623 S.F.)
 BUILDING AREA: 298,839 S.F. (21% OF SITE)
 PARKING LOT & HARDSCAPE AREA: 680,724 S.F. (48% OF SITE)
 TOTAL LANDSCAPE AREA: 436,060 S.F. (31% OF SITE)
 TOTAL LANDSCAPE AREA: 131,198 S.F.
 TURF AREA: 16,874 S.F. (11% OF TOTAL LANDSCAPE AREA)
 TOTAL PARKING SPACES (STANDARD & COMPACT): 1,402
 PARKING LOT TREES REQUIRED (1,402/8): 175
 PARKING LOT TREES PROVIDED: 256





DON PEDRO ROAD



B | R | R
architecture

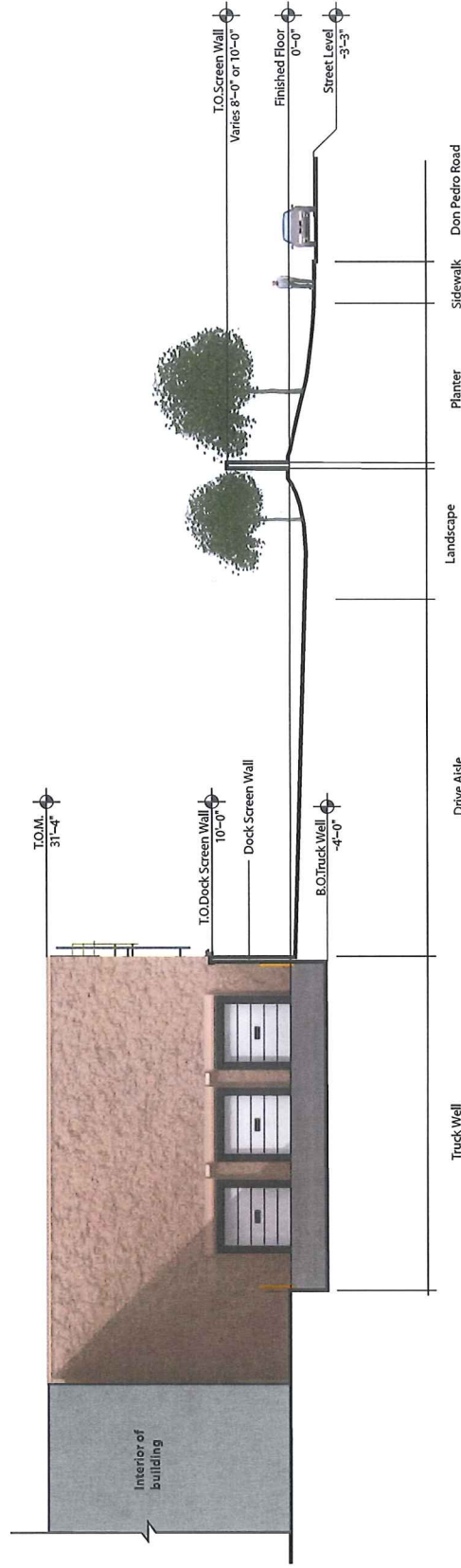
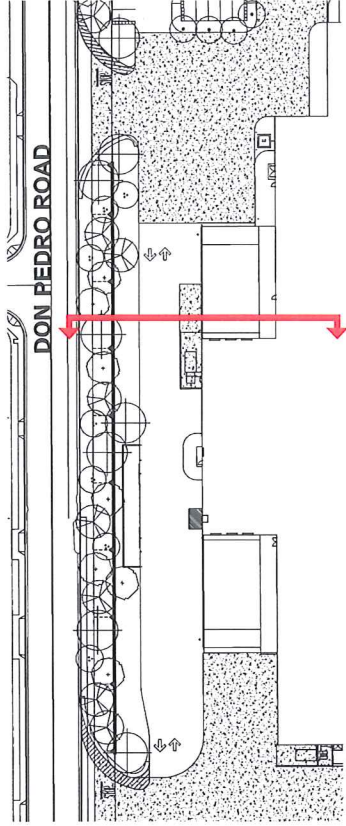
December 16, 2010

Ceres, CA #1983 - New Store

Exhibit 1 - NORTH ELEVATION AT LOADING DOCK

1

DESIGN REPRESENTATION ONLY - NOT FOR CONSTRUCTION The building images shown are a representation of the current design intent only. The building images may not reflect variations in color, tone, hue, tint, shading, ambient light intensity, materials, textures, contrast, font style, construction variations required by building codes or inspectors, material availability or final design detailing.



B | R | R
architecture

December 16, 2010

Ceres, CA #1983 - New Store

Exhibit 2 - SECTION AT LOADING DOCK

2



Walmart California Community Impact Fact Sheet

Economic Impact

Tax Revenue

- Walmart collected on behalf of the state of California more than \$954.2 million in sales taxes in FYE 2010.
- Walmart paid more than \$141.1 million in state and local taxes in the state of California in FYE 2010.

Associates

- The total number of Walmart associates in California is 70,412, as of February 2011.
- As of February 2011, the average wage for regular, full-time hourly associates in California is \$13.10 per hour. Additionally, associates are eligible for performance-based bonuses.
- Associates that contribute to the 401(k) Plan will receive a dollar for dollar match from Walmart of up to 6 percent of pay.

Suppliers

- In FYE 2010, Walmart spent \$16,830,896,228.00 for merchandise and services with 3,425 suppliers in the state of California. As a result of Walmart's relationship with these suppliers, Walmart supports 212,503 supplier jobs in the state of California. (*Supplier figures provided by Dun & Bradstreet*)

Community Involvement

- In 2009, Walmart stores, Sam's Club locations and the Walmart Foundation gave more than \$23.1 million in cash and in-kind donations to local organizations in the communities they serve in California such as Special Olympics Northern California, California State PTA, Conservation Corps of Long Beach, Centro De Salud, Global Green USA, and California Foundation for Agriculture in the Classroom. Through additional funds donated by customers, and Walmart and Sam's Club associates throughout the state, the retailer's contributions in California totaled more than \$25.9 million.

Hunger Relief

- On May 12, 2010, Walmart and the Walmart Foundation announced a \$2 billion cash and in-kind commitment. Walmart's food donations are equivalent to providing every person living in the United States a healthy breakfast, lunch and dinner today.

Sustainability

- Walmart established three sustainability goals that guide our efforts in becoming a more sustainable company. We are committed to:
 - Being supplied 100 percent by renewable energy;
 - Creating zero waste; and,
 - Selling products that sustain people and resources.
- Walmart is moving toward these goals by using sustainable sourcing practices including energy efficiency, waste reduction, renewable energy and lifecycle management.

Greenhouse Gas Reduction

- On February 25, 2010, Walmart announced plans to eliminate 20 million metric tons of greenhouse gas (GHG) emissions from its global supply chain by the end of 2015.

Solar Power in California

- In September 2010, Walmart announced it will expand its renewable energy efforts through lighter, lower cost thin film solar technology. The company plans to add solar generating systems to another 20 to 30 sites in California and Arizona, and the majority of these locations will feature the new technology.
- In April 2009, Walmart announced it will install solar panels on an additional 10 to 20 Walmart facilities in California by 2011. The expansion project, in addition to the 20 solar arrays currently installed at Walmart facilities are expected to generate up to 32 million kWh of renewable energy per year - the equivalent of powering more than 2,600 homes (*according to the calculator found at www.epa.gov*).

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Wednesday, April 13, 2011

Merits of project reflected in 3-1 commission vote

Jeff Benziger
Managing Editor

Wednesday, April 13, 2011

Last week's 3-1 approval of the Mitchell Ranch Shopping Center restored my faith in the Ceres Planning Commission.

Well, faith in three members anyway.

Comments and questions uttered on Feb. 22 made it appear as though the Walmart Supercenter was headed to defeat. Last week the commission stuck to the land use matters before them and filtered out the vitriol from the anti-Walmart people, many who were employing all the trademarks of propaganda. (For example, after Walmart explained that they have no physical room to expand the Ceres store, one man insisted that they need to expand their current store.) They also saw through rhetoric found in a recent letter to the editor which asserted that Walmart could simply expand and not "waste 26 more acres of land to make more room for aisles of Chinese-made goods." Commissioners, of course, knew that the issue isn't about where Walmart goods come from but about whether the center is appropriate for the Mitchell/Service site. And, of course, commissioners know that the center is more than a Walmart. Of the shopping center's 185,668 square feet, the Supercenter is 62 percent of the entire center's floor space.) The center is about 299,830 square feet of new retail, jobs-producing space, including three other major tenants and new smaller stores and restaurants.

Remove the pro- or anti-Walmart hysteria from the project - and the obfuscation of a high-priced hired gun in Brett Jolley of the Herum/Crabtree law firm - and stick to the facts and there's no question that the shopping center is a totally appropriate use for the corner of Service and Mitchell roads. I'm certain that if one hadn't known the name of the anchor store - with the possibilities for a Kohl's or J.C. Penney or Target - nobody would have put up a fuss. Certainly, Jolley - he's built his legal reputation on fighting Walmarts - wouldn't have been in town. In my opinion, anti-Walmart Sherri Jacobsen wouldn't have been as impassioned either.

The Ceres General Plan designates the corner of Mitchell and Service road as RC or Regional Commercial. It's also zoned RC. Mitchell Ranch Shopping Center is a permitted and appropriate use for this zoning.

Likewise, the property falls within a special overlay district, the Mitchell Road Corridor Specific Plan, which dictates architectural styles. The design of the center meets or exceeds the standards for the MRCSP, in fact, drew praise from Commissioner Gary Del Nero as something he wants to see entering Ceres from the south on Mitchell Road. I agree. How many of us have entered Turlock from 99 going east on Monte Vista and admired the entry corner for Monte Vista Crossings and felt, "Why can't Ceres have something that nice?" Well, now Ceres will.

Not surprisingly, Kline, who makes a living delivering foods to certain grocery stores, stumbled through his explanation why he wouldn't support the center on virtually every point. (No surprise since he votes "no" on a lot of new projects." Kline didn't once acknowledge that the center is an appropriate use for the zoning. Instead, he stated with absolute assurity - which one cannot do - that jobs and hours WILL be cut at other grocery stores in town. Even if it's the case that one store ends up on shaky ground once the Supercenter opens, I've never heard that argument used when a city considers, let's say, another fast-food restaurant. ("Hey, we can't approve this Burger King on Hatch Road because it might cause the McDonald's across the street from selling less burgers and forced to cut employees' hours.") It's inappropriate of government to limit competition.

Nobody questions that the project will result in increased traffic above "significant" impact levels. But traffic happens when farmland is paved over for urban development. Despite a menu of road improvements that must be made to mitigate traffic impacts to Mitchell, Service and Don Pedro roads - including a Mitchell Road median and new signalized intersections - Mr. Kline dismissively rejected them all, saying "I don't see where those can mitigate the impacts." He then went on a bizarre

tact of comparing remedies of turn pockets for the CVS Pharmacy (a small project on two-lane Central Avenue north of Hatch) with lane remedies for the five-lane Mitchell Road. I'm sure I wasn't the only one thrown for a loop in his apples-to-oranges comparison. Curiously, however, the EIR states that while the project is expected to generate 13,500 "new" weekday vehicle trips daily and 7,650 "new" weekend vehicle trips per weekend day, these trips "are not necessarily new but more likely re-routed trips which are currently traveling to other sources." The EIR noted that the project "may result in a decrease in gasoline consumption from vehicle emissions due to the availability of retail and grocery shopping at one location." In other words, there may be less running back and forth to Modesto or Turlock or multiple stops in Ceres on a shopping excursion.

Kline was also curiously dismissive about the project's affect on tax revenues. The economic analyst in the EIR, Bay Area Economics (BAE) concluded that the center, at build-out, would result in sales tax revenue of \$34 million annually, an increase of about \$327,000 extra each year to the city of Ceres. But in Kline's words, you can't count on that because it hasn't yet been built. Such thinking falls short of vision. He also misspoke in stating that the project could result in "chance for tax revenue leakage." He probably chose the wrong phrase since tax leakage typically means loss of sales to other communities. Indeed, a Supercenter would attract more out-of-town shoppers from such places as Hughson, Keyes, Denair, Waterford, Hickman, Crows Landing and La Grange. No, Kline probably meant that taxes may dip in the short term if the new center precipitates the closure of an existing grocery store. That, at worst, is a very short-term issue. Virtually no one believes sales taxes to the city will dip in the long run.

My respect grew for Commissioner Luis Molina, who on Feb. 22 was ready to can the project but transcended the controversy and determined that his "duty as a planning commissioner" was to explore all the issues and that the project did indeed satisfy all the city's requirements. Even Bob Kachel did a superb job keeping the commission on task of the merits of the project as a land use issue rather than the politics of the whole matter. And thanks, Mr. Del Nero for adding your comment that the appearance of a Walmart Supercenter would not stop you from spending your money at other stores. It really is a matter of choice and competition.

Don't expect the foes, armed with union money, to disappear. Follow the money. There will likely be an appeal this week, probably from Jolley since his money comes from union shops that do not want to see Walmart or Winco to expand. They want to slay competition. The speculation is that Jolley is hired by union grocery interests but then forms a front group like "Citizens for Ceres," like he did the "Friends of Madeira" (near Elk Grove) or "Citizens for Chico," to pretend as a groundswell of locally concerned citizens. In Ceres' case, Jolley often uses the name of Jacobsen as a member although names of other members has not been disclosed. Expect Jolley to challenge an affirmative council decision using the same bag of tricks he used up north in Chico, the "urban decay will result" argument. Truthfully, the Ceres project has been subjected to years of study of environmental and economic impacts and the bottom line is maybe one store suffers as a result.

I am not a huge Walmart fan but they played by the rules, they planned, they spent and now hopefully they will get to build. How American is that?

How do you feel? Let Jeff by e-mailing him at jeffb@cerescourier.com

MODESTO BEE

Businesses flock to fill prime vacancies on Modesto's McHenry Ave.

By J.N. Sbranti

insbranti@modbee.com

last updated: April 03, 2011 05:31:25 AM

A surge of new businesses is moving onto McHenry, the city's primary commercial thoroughfare. Assorted restaurants, clothing stores, grocers, specialty shops and service providers have moved in recently or announced plans to do so soon.

Hundreds of jobs are being created as once-empty storefronts are staffed and new construction fills gaps. Private companies are investing millions in revitalizing outdated commercial spaces as they compete for shoppers.

That's a dramatic difference from two years ago, when McHenry had so many big building vacancies, it resembled a ghost town.

While the recession isn't over for the valley, many McHenry property owners apparently have lowered prices enough to attract new business tenants and building buyers.

Examples:

- Ross Dress For Less recently leased the former Circuit City space at Standiford Avenue and McHenry, where it plans to hire about 40 employees and open this summer.
- About 150 jobs are expected to be created by Golden Corral, a 420-seat buffet-style restaurant being built in the 3700 block of McHenry, where Curt Hughes Generation Motors used to be. The \$5 million project is scheduled for completion this summer.
- An additional 100 hires are expected in the fall, when Sunflower Farmers Market opens in McHenry Village, south of Briggsmore Avenue. It is one of several new stores opening in the village.
- And rumors abound about a big retailer considering the old Mervyn's building, which has been closed for more than two years.

"We have seen an upswing in the amount of activity," assured Richard Rand of Rand Commercial Properties, who said he is involved in three about-to-be-signed leases along McHenry. "Most of the landlords have now started to be more open in their asking rents. I feel tenants have waited so long to move or expand, and they now see the opportunities in the low rents."

Several other commercial brokers said they, too, have McHenry deals pending, and they report receiving more inquiries from potential tenants recently than they have in years.

"Because of the leasing activity and increased absorption, we're feeling like things have started to stabilize," said Michael Ash of Prudential Commercial Real Estate. He estimated McHenry lease rates have dropped 25 percent to 30 percent over the last few years.

Falling prices also have encouraged some businesses to buy buildings rather than lease space.

Data Path, an information technology management company, purchased a 6,000-square-foot building on lower McHenry for \$430,000 last fall. That building, by comparison, sold for \$689,000 in 1999.

"It just made sense to buy," said Data Path's co-owner, David Darmstandler, noting that their building ownership costs now are about the same as their costs had been to rent. "I think we got a good deal. And being on McHenry gives us more presence in the area so our customers know we're not just working out of our garage."

Since moving in December, Data Path's business has grown. It recently hired two additional staff members, and it is looking for another.

Oak Valley Community Bank also is hiring for the branch it will open this spring at the northeast corner of McHenry and Sylvan Avenue. It bought the one-acre former Westamerica Bank site in November for \$1,675,000.

"We got a marquee location that before we could only dream about, and we got it for a price lower than we ever thought it would be," said Oak Valley President Chris Courtney. When it opens in two months, it will be the bank's third Modesto branch. "We're going to clean up the property a lot and make it look good."

'We're investing in this city'

Making their property look good also was a priority for Prime Shine, which opened a new carwash in February in the 400 block of McHenry.

"We purposely chose to landscape it nicely to give it a good street presence," said Evan Porges, Prime Shine's general manager. He said the new facility, which employs 10 people, cost his company about \$3 million. "We're investing in this city, and we're very optimistic."

Prime Shine's investment was one of the things that encouraged Alicia Largent to lease a storefront nearby, where she opened The Thoughtful Flower.

The floral shop used to be on McHenry, but last year it moved to a less-expensive spot across town.

"I left McHenry because I was under a phenomenally expensive lease, considering the location we were in there. We needed to drop our bottom line," Largent said. The florist moved to a Doker Drive warehouse, but "people thought we had up and disappeared," she said.

Largent moved back to McHenry in February, into a better-suited shop where she said the rent is about half as much per square foot as what she had previously paid down the street.

"We need to have a large presence on McHenry to be in front of people," Largent said. Her business has picked up since the move. "I know I'll be able to add to my staff by summertime. ... I'm really glad to see this main artery of Modesto coming back to life."

Getting onto the city's main drag also is a top priority for Modesto Subaru, which currently is on a side street.

"Where we're at now is a terrible place for the car business," said Mickey Ollis, Modesto Subaru's general manager. "We believe McHenry is the place to be."

That's why the company spent \$2.3 million last spring to buy the former Saturn dealership in McHenry's 4000 block. Site renovations have been under way since then, and the dealer expects to move in by mid-May.

"The whole thing is going to end up costing somewhere around \$5 million," Ollis said. The investment will enable the Subaru dealership to double the number of vehicles it stocks. "We're very optimistic about this ... and we plan to staff up as we grow."

Small businesses creating jobs

Many of the businesses moving onto McHenry are relatively small, but they are creating jobs.

Newman's Stewart & Jasper Orchards, for instance, is opening a store in McHenry Village.

"We've been in McHenry Village during the holiday season for the last seven or eight years ... but we decided to make it a year-round shop," said Jason Jasper, vice president of the fruit and nut company. "We're making a long-term commitment to this store."

Jasper said he expects remodeling to be complete and the shop to open in late May.

Opening this month near the defunct Mervyn's store will be Get Fit Guaranteed, set to offer personal training and workout programs. Owner Erica Hughes is excited about what she considers a wonderful space, despite its location in a mostly empty shopping center.

"The whole thing that I and my team are always trying to get across to the public is that you can breathe new life into any situation," Hughes said. "The fact that we're expanding in this economy and one of the first new people into this space in a while is exciting. It feels fitting to what we do for a living."

Hughes said she knows other deals are in the works there. "I feel like it absolutely has the potential to be a very busy shopping center because the parking is phenomenal," she said. "To me, it's shocking that people haven't already jumped on this space."

Vacancies attract thieves

The sooner empty buildings get filled, the better — considering the costly risk of vandalism and theft.

During the past month, more than \$300,000 in damage was caused by copper thieves who ransacked the former Longs/CVS pharmacy in McHenry's 1600 block, according to Xavier Santana, vice president of Lockhouse Retail Group.

"Every electrical panel was destroyed," said Santana, noting the financial burden that places on property owners.

Santana said the former Mervyn's shopping center also had its roof-top air conditioning units plundered recently, causing "hundreds of thousands of dollars in damage up there."

He said such destruction has resulted in several McHenry buildings recently having interior and roof-top alarm systems installed.

Despite those troubles, Santana said "multiple offers" have been received to lease the former Longs/CVS building and the former Rite Aid building in McHenry's 2400 block.

"All of those offers are from new businesses that would be coming to Modesto," said Santana, who would not reveal which companies are interested. He agreed that retail activity is expanding on McHenry. "We're definitely seeing a resurgence."

With luck, that resurgence may soon fill that 61,600-square-foot Mervyn's hole.

"We've got two tenants who want to lease that whole space," said Tim Bettencourt, co-owner of CoSol Commercial Real Estate. He said national retailers avoided the Central Valley for two years, but now they're back looking for potential places to expand.

What's helping McHenry attract new retailers are the good examples set by a couple of companies that renovated buildings there, according to Bettencourt.

The way In-Shape Sport transformed the old YMCA building in the 2700 block and the Wal-Mart shopping center's renovation in the 3800 block demonstrate how retail structures can be revitalized, Bettencourt said.

"Ross might not have done that deal (to move into the former Circuit City building) without what happened at the Wal-Mart center," Bettencourt said.

More to come?

More McHenry-bound businesses could be announced soon, according to Christopher Sil of Lee & Associates. For example, he said, there's a pending deal with "a national company expanding into Modesto" for lease of the former Hollywood Video spot at McHenry and Standiford.

Sil said there's also "considerable interest" by another client wanting to open a restaurant where the defunct Asia Villa was at McHenry and Briggsmore.

Beyond retail, the health care industry is expanding on McHenry, according to Shannon Bates, the property and asset manager for Centerra Capital. Centerra owns the five-story black building called the Fifteen 24 Professional Center.

"All of a sudden, in the last two months, we've been busier with offers on the table than we had been during the last couple years," said Bates, noting how assorted medical-related companies are vying for leases. "Some are local businesses that want to expand and some are new companies coming from Southern California."

The U.S. Department of Veterans Affairs also wants to expand its Modesto medical offices. It plans to double the size of its current facility in the next two years, expanding to more than 20,000 square feet. Several McHenry buildings are competing for that deal, which is expected to be finalized this spring.

The government may end up getting a bargain, considering how low lease rates have fallen.

Prices of buildings — whether for lease or sale — "have come down to the level that makes sense for tenants and buyers," said Randy High of PMZ Commercial Real Estate. He said prices are back to about what they were when he started in the business 13 years ago. "Landlords are looking at serious reductions in rent to keep their tenants."

That's the case for the retail strip at 3219 McHenry, where lease rates have dropped to 70 cents per square foot per month, plus taxes, insurance and maintenance costs. With 40 percent of the spaces there vacant, the landlord is willing to "do whatever it takes to make a deal," according to Randy Brekke of Brekke Real Estate.

"He is very motivated and will be very aggressive on rent to secure a tenant," Brekke said. "Like other landlords, he is not willing to make real aggressive deals for long lease terms, but is willing to offer very competitive prices for one to two years."

But Brekke is not as enthusiastic about the McHenry real estate market as some other commercial brokers.

"Overall, the demand is still weak and rents are still very soft," he warned. "Given the continued weakness in the economy, the unemployment rate and the lack of job creation, I do not foresee any significant change in the near future."

Bee staff writer Marijke Rowland contributed to this report.

Bee staff writer J.N. Sbranti can be reached at insbranti@modbee.com or 578-2196.

**'We got a marquee location ... and we got it for a price lower than we ever thought it would be'—
Oak Valley Community Bank President Chris Courtney**

[print](#)

City Council approves Walmart plans

by Jonathan Partridge | Patterson Irrigator

10.13.10 - 05:00 am

Patterson's City Council unanimously approved plans for Stanislaus County's largest Walmart store on Tuesday, Oct. 12, eliciting uproarious cheers and applause from a packed house of local supporters.

The 45-minute meeting – a large portion of which included a break for attorneys to confer with city officials – came without public comment after the council listened to hours of testimony from project supporters and critics last week.

Although council members delayed their vote by a week to review additional information about environmental impacts, they appeared happy to finally vote on the matter this week.

“All in all it sounds like a good marriage, and we wanted to take more time to ensure that it is a good marriage between you the community, Walmart and our (city) staff,” Mayor Becky Campo said.

The 158,000-square-foot store is slated to stand in a 178,000-square-foot shopping center at the southwest corner of Ward and Sperry avenues. The project is expected to provide about 300 jobs, according to company representatives. A fiscal impact analysis indicates the city will net \$688,000 in sales tax revenue for the city's general fund, although that study does not account for potential lost sales tax revenue if competing stores go under.

The council approved revised language this week that requires Walmart to pay for an audible traffic signal at Ward and Sperry avenues and to implement strategies to prevent the theft of alcohol, such as placing tags or sensors on bottles or using security cameras. The retailer agreed to the changes following requests by council members Sam Cuellar and Dominic Farinha last week.

Project officials also are slated to contribute money for a traffic signal at Sperry Avenue and Highway 33, although the city eventually will reimburse the company via impact fees. In addition, a traffic signal at Las Palmas and Sperry avenues is slated to be in place before the store opens.

In addition to approving project plans, the council certified the final environmental impact report for the project. That sets in motion a 30-day statute of limitations during which any legal challenges to the environmental document must be filed.

Council members continued to discuss project impacts shortly before approving the project. Councilwoman Annette Smith asked whether a fence would be in place to ensure that trash and debris from the store did not blow onto neighboring properties.

Interim City Manager Bryan Whitemyer said he felt sufficient mitigation measures were already in place and that the city could work with the store

regarding any potential problems.

"It's been my experience so far that they want to be a good community partner," he said.

Company officials must now obtain building permits for the store. They have said they typically can build a store in about a year after breaking ground.

The store will be built in mission style, similar to other commercial buildings in Patterson, and the surrounding shopping center will include an outdoor fountain and gazebos where patrons can sit. In addition to the big-box retailer, the center will contain three outlets totaling 20,000 square feet of shopping and restaurant space.

Joe Hollowell of Sperry Commercial LLC, which is developing the retail area, was happy to see the council approve the project. He noted that marketing for the project has taken place since 2003, although initial plans did not include space for a big-box store.

"We're fortunate that someone wanted to come in during these tough economic times," Hollowell said.

Walmart spokeswoman Amelia Neufield said local support for the project has been overwhelming, and she was happy to see that local residents would no longer have to drive out of town to shop at the store.

"The community support speaks for itself," she said.

Indeed, many Walmart supporters were in a celebratory mood on Tuesday.

Although not as many people attended the council meeting as the previous week, it was still difficult to find a seat in the council chambers.

Most project critics, who have complained of the store's location at the busy intersection of Ward and Sperry avenues and its impact on local businesses, did not attend Tuesday's meeting.

"What I'd say to Patterson is to open its arms to Walmart and hope for the best," project supporter Mike Anderson said after the meeting.

Local residents Ken and Mary Bennett, who have consistently attended council and planning commission meetings to support the project, were also glad to see the project finally approved.

Although Mary Bennett said that staff shortages at City Hall appeared to prevent the council from getting timely information about the project, causing public anxiety when they tabled their vote last week, she felt the council ultimately addressed community concerns.

"I think we'll be a blessed community," Bennett said regarding the project.

- *Contact Jonathan Partridge at 892-6187 or jonathan@pattersonirrigator.com.*

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Tuesday, Jun. 15, 2010

Construction of Wal-Mart Supercenter in Atwater generating more jobs

Store expected to create 300 full-time, part-time jobs.

By MIKE NORTH

Mnorth@mercedsun-star.com

ATWATER -- After the recent openings of a Super Target and Mi Pueblo, there's a new job-creation machine coming to town.

Construction started earlier this month on a Wal-Mart Supercenter which is expected to create 300 full-time and part-time jobs, said Amelia Neufeld, Wal-Mart's senior manager of public affairs. A local hiring center will be opened about two months before the opening of the store.

The 124,500-square-foot store being built on an 11-acre lot at 800 Commerce Ave. will also generate about 100 construction-related jobs until the store is completed, Neufeld said.

The project's general contractor is Shames Construction, which hired Phase 1 Construction out of Atwater, Pacific Concrete Specialties out of Atwater and Titan Surveying & Mapping out of Oakdale.

Shames will hire more subcontractors as the construction progresses, Neufeld said. It's in the first phase of construction, which is surveying, cutting and grading the dirt.

Once finished about 12 months from now, the supercenter will have a grocery department, bakery, deli, pharmacy, electronics department and an outdoor garden, in addition to regular household items.

The decision to locate in Atwater was made because of the positive response from customers who frequent the Wal-Mart in Merced, Neufeld said.

City officials were also helpful bringing Wal-Mart to Atwater, she said.

The addition of the store is in line with the City Council's goal of economic development -- one of its seven areas of major focus, said City Manager Greg Wellman.

"In these economic times, you can't turn a blind eye to 300 jobs," he said.

In addition to jobs, the potential tax revenue from another big-box store was a strong incentive for the city to bring in Wal-Mart.

"We did this thing in record time," Wellman said. "From the point they submitted their building permit and their plans, it was 26 work days and they had their building permit."

The city has made strides to turn Atwater into a business-friendly city, said Charlie Woods, community development director.

All the City Council work -- such as parking and traffic analysis -- was done before Wal-Mart deciding to build there, he said. All the giant retailer needed was a building permit.

Woods expects Wal-Mart to fit in well with the local economy and community.

After fighting to keep a Wal-Mart out of Turlock and helping to bring one to Ceres while working for those cities, he has acquired a lot of experience with how the stores affect various economic climates.

"The city's role was to develop a plan that was as business-friendly as you could get," Woods said.

Once opened, the new Wal-Mart will be next to the existing Super Target.

However, Wal-Mart welcomes the competitive environment, Neufeld said.

"It benefits the customers because they have choices about where they want to shop, and ultimately it makes us better merchants," she said.

Wal-Mart tends to expand during down economies, Woods said. And yes, the huge corporation is competitive.

Said Woods: "They're competitive as hell."

Reporter Mike North can be reached at (209) 385-2453 or mnorth@mercedsun-star.com.



Merced Sun-Star
no caption



Wednesday, Dec. 29, 2010

Wal-Mart taking applications for Atwater store Hiring center attracting plenty of business for 250 to 300 jobs

By MIKE NORTH
Mnorth@mercedsun-star.com

ATWATER -- A steady flow of job hunters shuffled out of the cold and through the doors of Wal-Mart's temporary hiring center for its new Atwater location, which is expected to open in March.

The hiring center will stay open for six weeks, said Marc Lassos, shift manager for Wal-Mart's Atwater store.

The center opened its doors Monday morning, Lassos noted. There were more than 60 people standing in line by 7 a.m.

The poor economy and unemployment rate of 18.6 percent in Merced County are certainly motivators, but Wal-Mart always gets a lot of applicants when it opens a store, Lassos said.

By Tuesday morning, about 150 people had applied, he said. The store is hiring 250 to 300 people for full-time and part-time positions. About 90 percent of the hires will be new, not transfers.

Interim City Manager Stan Feathers expects the additional jobs will improve Atwater's economy and that tax revenue generated from the store will improve the city's finances.

City officials estimate the store will create a 15 percent increase in sales tax revenue, which would contribute about \$300,000 more a year.

"We're really excited about it, because one of the issues that we've experienced in Atwater is a considerable amount of sales tax leakage," Feathers said.

Many shoppers leave Atwater to visit nearby cities such as Turlock and Merced, he said. The new Wal-Mart Supercenter, which is right next to a Super Target, will keep more shoppers and money in the city.

"Wal-Mart is another step toward keeping income and tax dollars within the community so they can be used for providing services within the community," Feathers said.

Sales tax revenue is mainly used for police and fire services, he added.

The Wal-Mart Supercenter is scheduled to open in mid-March, said Amelia Neufeld, Wal-Mart's senior manager of public affairs. The 124,500-square-foot store is being built on an 11-acre lot at 800 Commerce Ave.

Construction on the store started in June. Once complete, it will have a grocery department, bakery, deli, pharmacy, electronics department and an outdoor garden, in addition to household items.

Feathers commended the Atwater City Council for working with staff to help bring the business into the city. He expects other retailers to follow the trend and fill up the remainder of the shopping center.

The best way to apply for a job at the Atwater location is online at walmart.com/Careers, Lassos said. After 24 hours, applicants can contact the hiring center to schedule an interview at 1160 Fifth St. in Atwater. The center's phone number is 209-357-3973.

The center is open Monday to Friday from 8 a.m. to noon and 1 to 5 p.m.

Reporter Mike North can be reached at (209) 385-2453 or mnorth@mercedsun-star.com.



Merced Sun-Star
SUN-STAR PHOTO BY MARCI
STENBERG Construction on the
new Super Wal Mart should be
finished in March of 2011.



The Modesto Bee

modbee.com

[Print This Article](#)

Posted on Mon, Dec. 07, 2009

Modesto's 2nd Wal-Mart enjoys good first year

By Nanette Austin
naustin@modbee.com

last updated: December 07, 2009 05:38:55 AM

A year after Modesto's Wal-Mart Supercenter opened its doors, the parking lot is busier than ever and the giant store has had to hire more help.

"We're really pleased at the response," said Paul Shumate, store manager. Wal-Mart hired 370 employees as it opened and has hired 75 more over the past year, he said.

The Wal-Mart Supercenter has donated more than \$40,000 to the community in the past year, Wal-Mart spokeswoman Amelia Neufeld said. "This was mostly a dead area. We took over two stores that had been empty before. Now there are five new stores (in the center)," Neufeld said.

Although the 100,000-square-foot store ranks as tiny in the Wal-Mart Supercenter world, Shumate said the feedback he's had is that customers like its smaller size. "We listen to our customers," he said.

Customers were plentiful Sunday.

"It's the convenience. It's close to home," said Jackie Thompson of Modesto. "You can buy socks, milk and a screwdriver and be on your way," she said, chuckling, as she loaded bags into her car.

Heather Erhard said an ad for a toy brought her to Wal-Mart. "I like to shop more local stores," but the price was too good to pass up, the Riverbank resident said.

"Oh, my gosh. You go in and you think, 'I'm just going to get this or that.' ... You wind up getting so many things," said Tonya Francis of Modesto. She and son Sebastian Mauzy, 9, were grocery shopping.

One shopper who was packing two overflowing carts full of bags into her small trunk refused to give her name, saying only that she works for a rival grocery store. "We have five children," she said before jumping into her car.

Sophan "Tim" Men, chief haircutter at Clipper World two doors down from Wal-Mart, was in the center before the big store opened and said his business has not appreciably picked up in the past year.

"You see a lot of cars, but they're not my customers," he chuckled. "But I like this location, it's good overall," Men said.

"Business is good" at the newly opened DK Noodles, waitress Leha Nguyen said. She said lots of her patrons are Wal-Mart customers who saw the Vietnamese restaurant and decided to try it out.

Also pleased is Perko's Cafe manager Tim Burns. "It's been a plus," he said. "It's tough to tell how much with the economy, but it's helped. Employees come over for lunch and we do get people as they're coming or going from Wal-Mart."

At hamburger chain Fuddruckers, Whitney Martin said high traffic was what the company was looking for when it opened, and the center delivers. "We get a lot of customers from people having to pass by us on their way to Wal-Mart," she said.



DARRYL BUSH/dbush@modbee.com Billie Dougherty of Escalon, left, loads groceries with son Heath Dougherty and friend, Christine Davis visiting from Sacramento, at The Super Walmart Shopping Center in Modesto on McHenry Ave., on Sunday, December 6, 2009. - Modesto Bee - DARRYL BUSH

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 Phone: (209) 578-2000.

Editorial**Surprising results****What happens when a Wal-Mart Supercenter opens**

UNION-TRIBUNE

December 7, 2008

Extensive research has been completed on what occurs when a Wal-Mart supercenter opens in a community. The results of a four-year survey of 21 Supercenters in California may surprise.

Taxable retail sales in a community climb immediately and soar with each passing year.

And those mom-and-pop retailers supposedly forced out of business? Business permits and sales tax data show that complementary businesses such as gasoline stations, restaurants and service providers prospered. But so did businesses in the categories in which Wal-Mart excels. Small retailers may have had to adjust, say switching to an emphasis on specialty or service-added goods, but adjust they did. In all but three supercenter areas, retail business permits climbed each year.

Navigant Consulting was commissioned by Wal-Mart to study prior, opening and subsequent years. Of 32 current Supercenters in California, 21 were open for the four-year period. Navigant director Lon Hatamiya, a former California secretary of technology, trade and commerce, led the independent study. Hatamiya said Wal-Mart had no role in the methodology, data collection or analysis. The full study is available at walmartstores.com/FactsNews/NewsRoom/8836.aspx.

Hatamiya's findings square with what our free-enterprise system is built upon. Competition is good. It's good for consumers who have more choices and lower prices, good for cities that have more tax receipts available to provide public services, and good for existing businesses, which can benefit from an influx of shoppers.

San Diego County's first Supercenter, an enlarged and renovated existing store in Oceanside, should be ready by next summer. Conversions of existing stores in Lakeside and Chula Vista should be done by fall. An approved Supercenter in Vista is stalled by litigation. Environmental studies are under way in Poway on expanding an existing store into a full-line Supercenter.

Not on the list – yet – is National City, home to a Wal-Mart for five years. Mayor Ron Morrison said the city has had preliminary discussions about possible expansion into a Supercenter.

Morrison is hopeful – and he should be. When that Wal-Mart opened five years ago during a boom period, 13,000 job applications were received. Imagine how welcome a “we’re hiring” notice would be today.

Find this article at:<http://www.signonsandiego.com/news/op-ed/editorial1/20081207-9999-lz1ed7top.html>



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December 3, 2008

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New Research Reveals Strong Local Economic Benefit of Walmart Supercenters

*Regions throughout California Experienced Growth in Additional
Businesses and Local Sales after Walmart Opening*

LOS ANGELES – The local business climate in communities throughout California benefits significantly from the presence of Walmart Supercenters, according to a new study released today by the international consulting firm Navigant Consulting, Inc. (NYSE: NCI).

“The presence of Walmart Supercenters in any California community enhances as it relates to local revenues and business development,” said Lon Hatamiya, a Director at Navigant Consulting and former Secretary of California’s Technology, Trade and Commerce Agency. “According to the study, Walmart’s benefits are not limited to metropolitan or suburban communities, but also help economically challenged rural areas such as the Central Valley and Imperial Valley.”

The report found:

- In every city where Walmart has opened a supercenter in California, the city-wide *taxable retail sales* (including apparel stores, general merchandise stores, grocery stores, home furnishing and appliance stores, and other retail stores) have increased in the year following the opening of the supercenter as compared to the *taxable retail sales* of the year prior to the opening. Moreover, the city-wide *taxable retail sales* have continued to increase in each subsequent year in all communities that have had a Walmart Supercenter for multiple years.
- Increases of city-wide *taxable retail sales* one year after the opening of the Walmart Supercenter averaged over \$79 million compared to the year prior to the opening for all communities (21 supercenters). *Taxable retail sales* increases averaged 15 percent for all cities.
- Increases of city-wide *taxable retail sales* two years after the opening of the Walmart Supercenter averaged nearly \$123.9 million compared to the year prior to the opening for all locations opened more than one year (10 supercenters). *Taxable retail sales* increases after two years averaged over 25.9 percent for the ten cities.

-- more --

- Increases of city-wide *taxable retail sales* three years after the opening of the Walmart Supercenter averaged over \$206.2 million compared to the year prior to the opening for all locations opened for more than two years (three supercenters). *Taxable retail sales* increases after three years averaged over 39.6 percent for three cities.
- Taxable sales for *other retail outlets* (including restaurants and bars, building materials and farm implements, auto dealers and supply, and service stations) also increased in each community following the opening of Walmart Supercenters. These increases averaged over \$72 million compared to the year prior to the opening for all locations with available date (15 supercenters). This was an average increase of 10.5 percent for each city.
- Increases of *taxable retail sales* for *other retail outlets* two years after the opening of the Walmart Supercenter averaged over \$124.1 million compared to the year prior to the opening for all locations (with available date) opened more than one year (seven supercenters). This was an average increase of 16.8 percent for each city. Increases of taxable retail sales for *other retail outlets* three years after opening averaged over \$204 million (three locations), with an average increase of 30.4 percent per city.
- When combined, city-wide *taxable retail sales* and *other retail outlets* ("total taxable retail sales") one year after the opening of the Walmart Supercenter increased by an average of \$157 million when compared to the year prior to the opening (15 supercenter locations). The *total taxable retail sales* increased even more dramatically after two years to an average of \$271.6 million per city (seven supercenter locations). After three years, *total taxable retail sales* increased even further to an average of \$410.3 million per city (three locations).
- In 18 of the 21 communities, the number of *retail business permits* increased in the year following the opening of the Walmart Supercenter when compared with the year prior to the opening. The average increase in the number of *retail business permits* was 32.7 per community. Slight declines occurred in Gilroy (from 516 to 508), Palm Desert (from 1446 to 1388) and Palm Springs (from 881 to 803). However, these were offset in those communities by sizeable gains in *retail business permits* two years following the opening of the Walmart Supercenter – Gilroy (up to 517) and Palm Springs (up to 840).
- In nine out of 10 communities, the number of *retail business permits* increased two years following the opening of the Walmart Supercenter when compared with the year prior to the opening. The average increase was 65.8 *retail business permits* per city. This is double the increase after only one year and reflects a total increase of 658 new *retail business permits* across 10 cities and an average increase of 8.2 percent per city. Additionally, the number of *retail business permits* increased three years following the opening in all three communities, nearly doubling again to an average of 130.3 *retail business permits* per city or a 15.7 percent increase.

-- more --

- Regardless of the population, all California communities which opened a Walmart Supercenter also enjoyed sizeable gains in city-wide *taxable retail sales*. Cities with populations over 50,000 had an average increase of \$91 million; cities with populations under 50,000 had an average increase of more than \$64.2 million; and cities with populations under 25,000 had an average increase of more than \$34.4 million.
- Central Valley and Imperial Valley communities, where economic growth is historically the slowest in the state, experiences strong city-wide *taxable retail sales* gains after the opening of Walmart Supercenters. From the north to the south through the Central Valley, Anderson has seen an increase of \$51.2 million or 37 percent; Marysville—\$8.9 million or 6.6 percent; Yuba City—\$35.2 million or 7.9 percent; Dixon—\$27.8 million or 17.4 percent; Stockton—\$122.3 million or 21.4 percent; Dinuba—\$49.9 million or 12.8 percent and Hanford—\$32.4 million or 10 percent. In addition, the Imperial Valley cities of Calexico and El Centro have seen increases of \$38.5 million or 18.4 percent and \$61.8 million or 16.1 percent respectively. Just as impressive, all of the aforementioned communities also experienced a gain in the number of *retail business permits* over the same period.

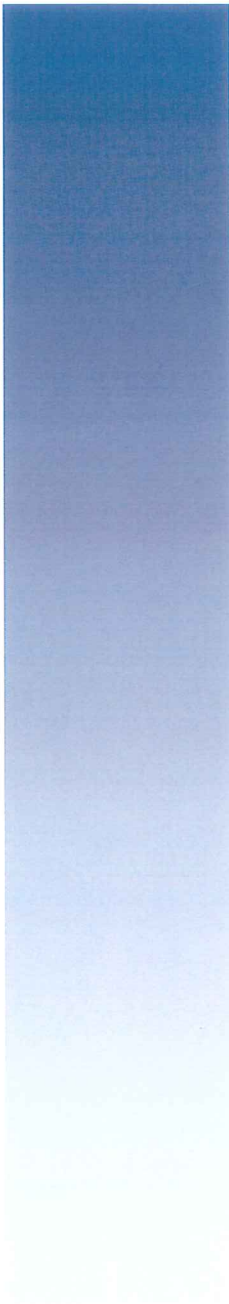
The study, commissioned by Wal-Mart, reviewed the 21 California Walmart Supercenters in operation between 2003 and 2007. The Walmart Supercenters are based throughout the state from Shasta to Imperial County. To access the full report, please visit <http://walmartstores.com/FactsNews>.

About Wal-Mart Stores, Inc. (NYSE: WMT)

Wal-Mart Stores, Inc. operates Walmart discount stores, supercenters, Neighborhood Markets and Sam's Club locations in the United States. The Company operates in Argentina, Brazil, Canada, China, Costa Rica, El Salvador, Guatemala, Honduras, Japan, Mexico, Nicaragua, Puerto Rico and the United Kingdom and, through a joint venture, in India. The Company's common stock is listed on the New York Stock Exchange under the symbol WMT. More information about Wal-Mart can be found by visiting www.walmartstores.com. Online merchandise sales are available at www.walmart.com and www.samsclub.com.

About Lon Hatamiya

Lon Hatamiya provides international, national and regional economic analysis and expert testimony as a Director at Navigant Consulting. He has testified over a hundred times before the WTO, U.S. Congress, California Legislature, and all levels of courts, boards and commissions on a wide variety of issues. He served as Secretary of the California Technology, Trade and Commerce Agency, as well as Administrator of the Foreign Agricultural Service at USDA. He serves as a lecturer at the UC Davis School of Law, and at the University of Denver International Studies Program. Mr. Hatamiya previously served as an adjunct professor at the UC Davis Graduate School of Management.



An Analysis of Taxable Retail Sales and Retail Business Permits in California Cities with **WAL★MART Supercenters**

Prepared for

Wal-Mart Stores, Inc.

Lon Hatamiya, MBA, JD

Director

Navigant Consulting, Inc.

November, 2008

Executive Summary

We were retained by Wal-Mart Stores, Inc. to perform an independent and objective analysis to quantify the city-wide *Taxable Retail Sales* in California communities where Wal-Mart Supercenters have opened during the period of 2003-2007. We also analyzed the number of *Retail Business Permits* in those same communities. We accomplished this through a comparative analysis of *Taxable Retail Sales* and *Retail Business Permits* from the years just prior to and the years just after the opening of the various Wal-Mart Supercenters. We also looked at data from subsequent years for those locations that have been opened for more than one year. Since data is only available through the end of 2007, we were able to perform these comparisons for the cities of 21 of the 32 Wal-Mart Supercenters in California (the remaining 11 Supercenters opened in 2007 or later).

The results of our analysis are as follows:

- In every city where Wal-Mart has opened a Supercenter in California, the city-wide *Taxable Retail Sales* (including apparel stores, general merchandise stores, grocery stores, home furnishing and appliance stores, and other retail stores) have increased in the year following the opening of the Supercenter as compared to the *Taxable Retail Sales* of the year prior to the opening. Moreover, city-wide *Taxable Retail Sales* have continued to increase in each subsequent year in all communities that have had Wal-Mart Supercenters for multiple years.

- Increases of city-wide *Taxable Retail Sales* one year after the opening of the Wal-Mart Supercenter averaged over \$79 million compared to the year prior to the opening for all communities (21 Supercenters). *Taxable Retail Sales* increases averaged 15.0% for all cities.
- Increases of city-wide *Taxable Retail Sales* two years after the opening of the Wal-Mart Supercenter averaged nearly \$123.9 million compared to the year prior to the opening for all locations opened more than one year (10 Supercenters). *Taxable Retail Sales* increases after two years averaged over 25.9% for the ten cities.
- Increases of city-wide *Taxable Retail Sales* three years after the opening of the Wal-Mart Supercenter averaged over \$206.2 million compared to the year prior to the opening for all locations opened for more than two years (3 Supercenters). *Taxable Retail Sales* increases after three years averaged over 39.6% for the three cities.
- Taxable sales for *Other Retail Outlets* (including restaurants and bars, building materials and farm implements, auto dealers and supply, and service stations) also increased in each community following the opening of Wal-Mart Supercenters. These increases averaged over \$72 million compared to the year prior to the opening for all locations with available data (15 Supercenters). This was an average increase of 10.5% for each city.

- Increases of taxable retail sales for *Other Retail Outlets* two years after the opening of the Wal-Mart Supercenter averaged over \$124.1 million compared to the year prior to the opening for all locations (with available data) opened more than one year (7 Supercenters). This was an average increase of 16.8% for each city. Increases of taxable retail sales for *Other Retail Outlets* three years after the opening averaged over \$204 million (3 locations), with an average increase of 30.4% per city.
- When combined, city-wide *Taxable Retail Sales* and *Other Retail Outlets* (“total taxable retail sales”) one year after the opening of the Wal-Mart Supercenter increased by an average of \$157 million when compared to the year prior to the opening (15 Supercenter locations). The total taxable retail sales increased even more dramatically after two years to an average of \$271.6 million per city (7 Supercenter locations). After three years, total taxable retail sales increased even further to an average of \$410.3 million per city (3 locations).
- In 18 of 21 communities, the number of *Retail Business Permits* increased in the year following the opening of the Wal-Mart Supercenter when compared with the year prior to the opening. The average increase in the number of Retail Business Permits was 32.7 per community. Slight declines occurred in Gilroy (from 516 to 508), Palm Desert (from 1446 to 1388), and Palm Springs (from 881 to 803). However, these were offset in those communities by sizable gains in *Retail Business Permits* two years following the opening of the Wal-Mart Supercenter—Gilroy (up to 517), and Palm Springs (up to 840).

- In 9 of 10 communities, the number of *Retail Business Permits* increased two years following the opening of the Wal-Mart Supercenter when compared with the year prior to the opening. The average increase was 65.8 Retail Business Permits per city. This is double the increase after only one year and reflects a total increase of 658 new Retail Business Permits across 10 cities and an average increase of 8.2% per city. Additionally, the number of *Retail Business Permits* increased three years following the opening in all three communities, nearly doubling again to an average of 130.3 Retail Business Permits per city or a 15.7% increase.
- Regardless of population, all California communities which opened a Wal-Mart Supercenter also enjoyed sizeable gains in city-wide *Taxable Retail Sales*. Cities with populations over 50,000 had an average increase of nearly \$91 million; cities with populations under 50,000 had an average increase of over \$64.2 million; and cities with populations under 25,000 had an average increase of over \$34.4 million.
- Central Valley and Imperial Valley communities, where economic growth is historically the slowest in the state, experienced strong city-wide *Taxable Retail Sales* gains after the opening of Wal-Mart Supercenters. From the north to the south through the Central Valley, Anderson has seen an increase of \$51.2 million or 37%; Marysville—\$8.9 million or 6.6%; Yuba City—\$35.2 million or 7.9%; Dixon—\$27.8 million or 17.4%; Stockton—\$122.3 million or 21.4%; Dinuba—\$49.9 million or 12.8%; and Hanford—\$32.4 million or 10%. In addition, the Imperial Valley cities of

Calexico and El Centro have seen increases of \$38.5 million or 18.4% and \$61.8 million or 16.1% respectively. Just as impressive, all of the aforementioned communities also experienced a gain in the number of *Retail Business Permits* over this same period.

Based upon our analysis of the available data and information, we believe that the presence of Wal-Mart Supercenters across California has provided various positive economic benefits to their local economies. City-wide *Taxable Retail Sales* have increased, often dramatically, in every California community where Wal-Mart has opened a Supercenter. In addition, these increases in *Taxable Retail Sales* were not solely the result of Wal-Mart's presence, but also the result of other new businesses opening in the same communities. Furthermore, the opening of Wal-Mart Supercenters also enhanced the taxable sales of *Other Retail Outlets* such as restaurants, auto dealers, and service stations. Thus, increased retail traffic brought on by the opening of Wal-Mart Supercenters appears to have resulted in sizable sales gains for other related service providers.

In addition, the benefits of the greater *Taxable Retail Sales* were not limited to metropolitan or suburban communities. Economically challenged rural areas such as the Central Valley and Imperial Valley both experienced strong increases in *Taxable Retail Sales* and in the number of *Retail Business Permits* after the opening of Wal-Mart Supercenters in their communities. In sum, the presence of Wal-Mart Supercenters in any California community appears to enhance the local community as it relates to increased *Taxable Retail Sales* and increased numbers of *Retail Business Permits*.



What local community members are saying about Wal-Mart...

"Wal-Mart has provided a tremendous boost to our economy. Wal-Mart has provided needed jobs and has boosted local sales tax revenues. As I see it with the economy the way it is, Wal-Mart is starting to get the attention it deserves for its business plan."

City Councilmember Terry Hanson, City of La Quinta

"Wal-Mart is a positive presence in our community. Wal-Mart is a good corporate citizen, provides jobs and stable revenues for the city. Also, new businesses have succeeded since Wal-Mart opened."

Councilmember Luis J. Castro, City of Calexico

"We are glad to have Wal-Mart in our city. Wal-Mart's presence has stimulated other retailers to locate to Palmdale expanding our potential for increased revenues."

City Manger, Steve Williams, City of Palmdale

"The Sanger Wal-Mart has been a great community partner for the City of Sanger. Not only do they provide needed opportunity for the citizens of the area to buy goods and services, they have become involved with the community and the Sanger Chamber of Commerce as a community support partner. They have provided support for other Sanger business to encourage residents to shop in their home town. They are a great addition to Sanger."

Supervisor Judy Case, Fresno County

"Wal-Mart's presence in Brawley is already attracting additional development and sparking investment in our community. We anticipate the addition of Wal-Mart to our retail mix will jumpstart sales tax revenues in the city of Brawley."

Mayor John Benson, City of Brawley

Wal-Mart Press Release, 10.13.08

"The 300-plus jobs offered by the store will be an immediate boost to our economy, and the sales tax revenue it generates will help fund a variety of city services."

Joy Madison, Modesto Chamber of Commerce President

Modesto Bee, 11.7.08

In a recent story in the *San Francisco Chronicle*, American Canyon City Manager Richard Ramirez stated that his city has so far avoided the catastrophic (budget) cuts made by its neighbors due in part to the opening of a new Wal-Mart Supercenter. "A new Super Wal-Mart and a boom in wine storage warehouses have so far delivered American Canyon from the economic abyss, said City Manager Richard Ramirez. 'We're very blessed...', he said."

Richard Ramirez, American Canyon City Manager

San Francisco Chronicle, 11.19.08



Contact: Ashley Robinson, for Walmart, 916-307-7311
Eric Manke, California Association of Food Banks, 415-350-0700
Will Holbert, for California Emergency Foodlink, 916-606-7992
Mike Mallory, Second Harvest Food Bank, 209-239-2091
Dave Martinez, Placer Food Bank, 916-502-2002

Regional Food Banks to Receive \$325,000 in Grants and Two New Refrigerated Food Delivery Trucks from the Walmart Foundation

***Mayor Kevin Johnson, Community Leaders, and Walmart Associates
Come Together to Help Families in Need***

SACRAMENTO, Calif., December 15, 2010 – As a part of Walmart's commitment to fighting hunger, the Walmart Foundation announced today that the California Association of Food Banks, the California Emergency Foodlink and the Second Harvest Food Bank of San Joaquin and Stanislaus Counties received \$325,000 in grants, and the Placer Food Bank and Second Harvest Food Bank of San Joaquin and Stanislaus Counties each received a new refrigerated food delivery truck.

"During these challenging economic times and the escalation of people in our region who do not know where their next meals will be, Walmart's leadership and commitment to improving food security and eliminating hunger is extraordinary and we, as a city, commend their efforts," said Sacramento Mayor Kevin Johnson. "Walmart's grants will not only help provide more meals to people in need, it will provide job training for many unemployed people in our community who are in need of employment and a steady paycheck."

Receiving \$200,000 from the Walmart Foundation's California State Giving Program, the California Emergency Foodlink serving as Sacramento County's official food bank delivers more than 120 million pounds of food per year throughout California. The grant will be used to feed families in rural areas of California with limited access to fresh produce and emergency meals, as well as provide opportunities for clients-turned-students of the organization's truck driving school to distribute food throughout the state.

"Thanks to the Walmart Foundation's California State Giving Council's incredible donation, we will be able to feed thousands of families throughout the state and expand our outreach to communities that need it most," said president of the California Emergency Foodlink John Healey. "This grant will not just benefit rural communities; it will also help our truck driving students move from poverty to employment. It's a win-win for everyone."

The California Association of Food Banks (CAFB) received \$100,000 grant from the Walmart Foundation as part of the Associate Choice Program, an online campaign where Walmart associates voted directly for a nonprofit to receive funding in their home state. The 10-week Walmart associate voting program awarded \$5 million in grants to statewide organizations across the U.S. Of those funds, \$3.6 million are supporting hunger relief organizations based on votes from company associates. The grant will help Oakland-based CAFB provide support to 43 member food banks throughout the state, as well as develop and advocate positions at the federal, state, and local level on behalf of member agencies and the low-income people they serve.

"California Association of Food Banks is honored to have the support of Walmart associates from throughout the state of California," said Sue Sigler, Executive Director of CAFB. "Walmart is a true committed partner to help us fight hunger and this grant will help us support food banks across the state to maximize their ability to build a well-nourished California."

The Second Harvest Food Bank of San Joaquin and Stanislaus Counties received a \$25,000 grant from the Walmart Foundation's California State Giving Program, as well as one of the 65 refrigerated food delivery trucks donated by the Walmart Foundation nationwide. The refrigerated truck is part of the Walmart Foundation's response to a call from food banks that had increased demand for nutritious and fresh food for a growing number of people, families and seniors in need. The new refrigerated food delivery truck will help the Second Harvest Food Bank deliver food to over 226 non-profit organizations throughout the Stanislaus, San Joaquin and Mother Lode counties.

"As the holiday season approaches, the public awareness of hunger heightens, but families and individuals face hunger 365 days a year," said Mike Mallory, CEO of Second Harvest Food Bank. "Walmart's generous donation will increase our ability to transport food to hundreds of organizations serving residents in the Central Valley and foothills with food insecurity. This grant is not just an early Christmas present; it is an integral step in fighting hunger all year long."

The Placer Food Bank also received a refrigerated delivery truck from the Walmart Foundation. The truck will be used to pick up donations of nutritious and fresh food from local grocers, restaurants and other retail partners. Placer Food Bank sorts, repackages and distributes this food to over 55 charitable agencies throughout the Sierra Foothills. These agencies serve an average of 45,000 families each month.

"This new vehicle has significantly increased our capacity to pick-up food donations from our community partners like Walmart and Sam's Club, and to make deliveries to our member agencies," commented Executive Director, Dave Martinez. "We are grateful to Walmart for their continued commitment to hunger relief in America, and honored to have been selected as a grant recipient," he added.

"As a company, we operate globally but look for opportunities to give back locally," said Kimberly Sentovich, Senior Vice President of the Pacific Division for Walmart. "We're pleased that Walmart associates, the Walmart Foundation and the California State Giving Council chose to support these extraordinary organizations and their mission of increasing access to nutritious meals to families, seniors, and children in need

A recent [USDA report](#) shows that one in six Americans continues to be at risk of experiencing food insecurity. Through its holiday giving initiative, Walmart and the Walmart Foundation will engage the millions of Americans who shop at Walmart stores and use its Facebook page to help elevate the issue of hunger in America. This effort is an extension of the \$2 billion commitment through 2015 to help end hunger in America announced by Walmart and the Walmart Foundation earlier this year.

From Nov. 15 through Dec. 31, Walmart and the Walmart Foundation are encouraging people to visit fightinghunger.walmart.com and help decide which cities should receive \$1.5 million in grants to fight hunger. Participants will choose from a list of 100 communities where hunger rates are the highest – the city with the most support will receive \$1 million in grants and the next five cities with the highest support will receive \$100,000 each.

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About Philanthropy at Walmart

Walmart and the Walmart Foundation are proud to support the charitable causes that are important to customers and associates in their own neighborhoods. The Walmart Foundation funds initiatives focused on education, workforce development, economic opportunity, environmental sustainability, and health and wellness. From Feb. 1, 2009 through Jan. 31, 2010, Walmart and the Walmart Foundation gave more than \$512 million in cash and in-kind gifts globally, \$467 million of which was donated in the U.S. To learn more, visit www.walmartfoundation.org.

About the California Emergency Foodlink

Founded in 1992 and based in Sacramento, California Emergency Foodlink is the largest foodbank in the United States. In California, it collects, stores and distributes food statewide to smaller foodbanks and serves as the state's designated foodbank for emergency relief. It helps fight hunger by delivering an estimated 122 million pounds of food a year through a trucking fleet that also provides job training for the unemployed. For more information, visit online at www.cafoodlink.org.

About the California Association of Food Banks

The mission of California Association of Food Banks is to provide a unified voice among food banks to maximize their ability to build a well nourished California. To accomplish this mission, the membership of 43 food banks focuses on increasing the visibility of hunger and its solutions, assisting Californians in accessing food assistance and nutrition programs, distributing fresh produce through the Farm to Family program and influencing public policy at the state and federal level.

About the Second Harvest Food Bank of San Joaquin and Stanislaus Counties

Since 1976 Second Harvest Food Bank has always been an involved member of the community on the forefront of the fight against hunger for low-income individuals and families in San Joaquin, Stanislaus and the Mother lode Counties. Second Harvest interacts with non-profit charities that have a food pantry program of their own. We are currently serving 226 non-profit organizations in San Joaquin, Stanislaus and the Mother Lode Counties. Each non-profit agency visits the food bank to select packaged groceries. <http://www.localfoodbank.org/default.htm>

About the Placer Food Bank

Placer Food Bank is a food clearinghouse. We receive, inspect, sort, weigh and package food for delivery to a network of 55 charitable agencies throughout Placer, Nevada and El Dorado Counties. These agenices provide supplemental food to low-income households, seniors, children and the homeless. In 2010 Placer Food Bank distributed over 6 million pounds of food and served over 500,000 individuals. Placer Food Bank is a member of the Feeding America foodbank network.



Walmart Provides Economic Opportunities for America's Communities

Walmart provides economic opportunities for our customers who shop with us because they like the service our associates provide and because they can buy the products they need at affordable prices in one convenient place. Our associates choose to work at Walmart because they know they can advance as far as their hard work will take them. Additionally, Walmart offers real career opportunities and provides competitive pay and affordable health care.

Walmart Creates Jobs and Provides Career Opportunities:

- As the country's largest private employer, Walmart employs more than 1.4 million U.S. associates from diverse backgrounds – from seniors who need supplemental income to students who want work experience.
- Walmart jobs are good jobs that offer competitive pay and benefits and the opportunity to advance. Just last year, more than 150,000 hourly store associates were promoted to new positions within the company.
- Almost 75 percent of the Walmart store management team started as hourly associates.
- The average, full-time hourly wage for U.S. Walmart stores is \$11.75 and is even higher in some states.
- During our October 2009 benefits enrollment, the total number of associates on the Walmart medical plan increased from 52 percent to 54 percent – an increase of more than 60,000 participants to a plan that covers more than 1.2 million associates and dependents.

Walmart Has a Positive Impact on Local Economies:

- Walmart and the Walmart Foundation make the majority of our charitable donations at the local level, where we can have the greatest impact on people's lives. We gave more than \$378 million to U.S. charities in 2008, and we're proud of our customers and associates who raised another \$106 million worldwide for charities through our stores and clubs.
- The Walmart Foundation's State Giving Program was created in 2008 in order to increase the impact of our local giving. In its first year, the program awarded a total of \$24 million to 736 organizations in 52 states (including Puerto Rico and D.C.).
- Our property and sales tax revenue support basic community services like police and fire departments, schools and financial support for vital charities.

Walmart is Taking the Lead in Sustainability:

- We believe that people should not have to choose between products they can afford and products that are better for the earth, and we are committed to bringing products to market that save money for our customers and help them protect the environment.
- In the U.S., Walmart has committed to eliminating waste to landfills by 2025. Through our super sandwich baling process, we have recycled 18.9 million pounds of plastic hangers, more than 182 million pounds of plastic, 12.4 million pounds of office paper and 1.3 million pounds of aluminum. We have also sent 25.3 billion pounds of cardboard to paper mills to be processed into new products.
- We are committed to working with our roughly 61,000 suppliers to develop mutually beneficial solutions to some of the pressing environmental problems we all face, such as rising energy costs, high volumes of waste and depleted natural resources. Together, we are developing initiatives and goals that help us all reduce our collective impact on the environment and save our companies money.



For Immediate Release

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<http://walmartstores.com/reporter>

Walmart Eliminates More than 80 percent of Its Waste in California That Would Otherwise Go to Landfills

Company results far exceed national average where EPA estimates only 45 percent of waste is diverted from landfills

BENTONVILLE, Ark., March 17, 2011 – Walmart reported today that it has eliminated more than 80 percent of the waste that would go to landfills from its operations in California. The company's comprehensive waste reduction program that produced these results is now being implemented across Walmart's 4,400 stores, Sam's Club locations and distribution centers in the U.S., moving it closer to its global goal of creating zero waste.

Achieving a similar 80 percent reduction in its landfill waste across the country would help Walmart prevent more than 11.8 million metric tons of carbon dioxide emissions annually. This is equal to taking more than 2 million cars off the road for a year[#].

"We are proud of the progress we are making toward our zero waste goal, but realize we still have more work to do," said Bill Simon, president and CEO of Walmart U.S. "We are committed to actively finding and developing solutions that are both good for the environment and good for business."

"We do everything with the customer in mind. We are committed to buying, operating and selling for less, and our waste program is a great example of developing new ideas that help us save our customers money," continued Simon. "Through this program we are able to provide the raw materials needed to make new products, recycle millions of pounds of commodities and reduce the environmental impact of landfills."

Beginning in 2009, Walmart created a nationwide infrastructure of landfill alternatives that could open new opportunities for municipalities and other businesses to reduce the amount of solid waste they send to landfills. The [Walmart zero waste program](#) has three main components:

- **Recycling** cardboard, paper, aluminum, plastic bags and roughly 30 other items through the super sandwich bale (SSB) program. Items not eligible for the SSB, including wood pallets, polystyrene [plastic](#) and apparel, are sent to Walmart's return centers for reuse or [recycling](#).
- **Donating** healthy, nutritious food to food banks around the country. In 2010, Walmart donated 256 million pounds of [food](#) to hunger relief organizations – the equivalent of 197 million meals.
- **Creating** animal feed, energy or compost from expired food and other organic products following the [EPA's food waste hierarchy](#).

"Walmart is to be commended for making real progress in minimizing the environmental impact of waste from its stores," said Karen Luken, director of the [Clinton Climate Initiative's](#) (CCI) Waste Program. "One of the key aims for CCI's Waste Program is to reduce methane emissions from landfills, and Walmart's initiative sends a clear message to other businesses that this is one source of emissions that can and should be addressed now."

Walmart began implementing and consistently tracking its new and existing [waste](#) reduction efforts in California in 2009. A third-party review has shown Walmart uses an appropriate process to establish its

waste reduction data. The nationwide program, based on the California model, will include an ongoing review to monitor the program's success.

About Walmart

Wal-Mart Stores, Inc. (NYSE: WMT), or "Walmart," serves customers and members more than 200 million times per week at more than 8,900 retail units under 60 different banners in 15 countries. With fiscal year 2011 sales of \$419 billion, Walmart employs more than 2 million associates worldwide. A leader in sustainability, corporate philanthropy and employment opportunity, Walmart ranked first among retailers in Fortune Magazine's 2010 Most Admired Companies survey. Additional information about Walmart can be found by visiting <http://walmartstores.com/> and on Twitter at <http://twitter.com/walmart>. Online merchandise sales are available at <http://www.walmart.com/> and <http://www.samsclub.com/>.

According to the EPA calculator - <http://www.epa.gov/cleanenergy/energy-resources/calculator.html>
Nationwide rates - <http://www.epa.gov/osw/nonhaz/municipal/>

ATTENTION TELEVISION AND WEB MEDIA

Walmart b-roll and sound bites supplementing this release is available for local television and web use can be found here: <http://walmartstores.com/Video/?id=1569>

Walmart is Building Better Stores

At Walmart, we believe being a profitable and efficient business goes hand-in-hand with being a good steward of the environment. Two of our company-wide environmental goals are to be supplied 100 percent by renewable energy and to create zero waste. To move our company toward these goals, we created the Buildings Sustainable Value Network, which helps design and build more energy- and water-efficient stores and clubs in our U.S. operations.

Network Goals:

- Design and open a viable store prototype in the U.S. that is up to 25 to 30 percent more efficient and will produce up to 30 percent fewer greenhouse gas emissions by 2009 (2005 Baseline).
- Reduce greenhouse gases associated with our existing store, club and distribution center base around the world by 20 percent by 2012 (2005 Baseline).

Energy Conservation

Lighting

- More than 95 percent of newly constructed Walmart stores and Sam's Club facilities include a daylight harvesting system.
 - By integrating more efficient lighting, electronic continuous dimming ballasts, computer-controlled daylight sensors, and skylights, Walmart takes full advantage of natural daylight.
 - Daylight harvesting can reduce up to 75 percent of the electric lighting energy used in a Walmart store during daylight hours. Each system can save up to an average of 800,000 kWh annually, enough energy to power 73 single family homes (11,020 kWh average annual use) for an entire year.
- Walmart installs occupancy sensors in most non-sales areas as part of its standard prototype. The sensors automatically turn the lights off when the space is unoccupied. These areas include: restrooms, break rooms and offices.
- Walmart illuminates exterior building signage and many refrigerated food cases with light emitting diodes (LEDs). LED technology is up to 52 percent more energy efficient than fluorescent lights. Total estimated energy savings for LED lighting in an average Walmart grocery section is more than 59,000 kWh per year, enough energy to power five single family homes.
 - LED lights are projected to last at least six years beyond conventional lighting, reducing maintenance costs.
 - In refrigerated food cases, LEDs perform well in the cold and produce less heat than fluorescent bulbs – heat which must be compensated for by the refrigeration equipment.

Energy Management System

- Walmart utilizes a centralized Energy Management System (EMS) to monitor and control the heating, air conditioning, refrigeration and lighting systems for all stores and Sam's Club locations in its U.S. operations, from Walmart's corporate headquarters in Arkansas.

HVAC

- Walmart uses one of the industry's most efficient heating, ventilating and air-conditioning (HVAC) units available.

Dehumidification

- Walmart actively dehumidifies its newly constructed stores and Sam's Clubs. Lower humidity allows the refrigeration system to operate more efficiently and mitigates condensation on refrigerated glass doors.

White Roofs

- Walmart uses "white" membrane roofs on its newly constructed stores and Sam's Clubs. With a higher reflectivity, white roofs help reduce building energy consumption in most climate zones and have a lower heat island effect than a darker roofing color.

Refrigeration

- Walmart uses non-ozone-depleting refrigerant in new facilities. Refrigeration equipment is typically roof-mounted close to the refrigerated cases. This reduces the amount of copper refrigerant piping, insulation, potential for leaks and refrigerant charge needed.

Heat Reclamation

- Walmart reclaims waste heat from on-site refrigeration equipment to supply 100 percent of the hot water needs for newly constructed Neighborhood Markets and 70 percent for stores and Sam's Clubs.

Water Conservation

- In newly remodeled and constructed stores and Sam's Club facilities, Walmart installs high-efficient urinals that use only 1/8 gallon (one pint) of water per flush.
 - This fixture reduces water use by 87 percent compared to the conventional one gallon per flush urinal.
 - The 1/8 gallon urinal also requires less maintenance than waterless urinals, making this the better option for Walmart.
- The restroom sinks in newly constructed Walmart stores and Sam's Clubs use sensor-activated 1/2 gallon per minute high-efficiency faucets.
 - These faucets reduce water usage by 75 percent compared to mandated 1992 EPA Standards.
 - During use, water flows through turbines built into the faucets to generate the electricity needed to operate the motion sensors.
- The restroom toilets in newly constructed Walmart stores and Sam's Clubs are highly efficient and reduce water use.
 - The fixture uses 20 percent less water compared to mandated EPA Standards, of 1.6 gallon per flush fixtures.
 - The toilets utilize built-in water turbines to generate the power required to activate the flush mechanism.
 - These turbines save energy and material by eliminating electrical conduits required to power automatic flush valve sensors.
- It is estimated Walmart's water conservation measures could save up to 530,000 gallons of water annually at each Walmart store and approximately 220,000 gallons annually at each Sam's Club.

Materials and Finishes

- Newly constructed Walmart stores require 15-20 percent replacement of cement with fly ash, a waste product of coal-fired electrical generation, or a 25-30 percent replacement with slag, a waste product of steel manufacturing, in its concrete mixes. By incorporating these materials, Walmart offsets the greenhouse gases emitted in the cement manufacturing process.
- Walmart uses Non-Reinforced Thermoplastic Panel (NRP) in lieu of Fiber Reinforced Plastic (FRP) sheets on the walls of its kitchen areas. NRP can be recycled, has better impact resistance and, like FRP, is easy to keep clean.
- Walmart uses exposed concrete floors in newly constructed stores and Sam's Clubs to reduce surface applied flooring materials. This eliminates the need for most chemical cleaners, wax strippers and propane-powered buffing.
- Walmart uses a plant based oil extracted from a renewable resource as a concrete form release agent (a product sprayed on concrete forms to allow ease of removal after the concrete has set). This release agent is non-petroleum based non-toxic and a biodegradable agent.
- Walmart has reduced the volatile organic compounds (VOCs) of exterior and interior field paint coatings by approximately 40 percent by using better performing standard paint products with lower VOC content limits.
- As part of our waste reduction pilot initiative, paint products for our buildings are primarily purchased in 55 gallon drums and 275 gallon totes, reducing the number of one gallon and five gallon buckets needed. These plastic buckets are filled from the drums and totes and then returned to the paint supplier for cleaning and reuse.

Construction and Demolition (C & D) Recycling

- The goal of the Construction and Demolition (C&D) program is to capture and recycle as much of the metals, woods, floor and ceiling tiles, concretes, asphalts and other materials generated as part of Walmart's demolition and construction process as possible. Walmart works with a waste management company to fully research all available C&D recycling facilities in the area where construction activities occur and provide a system designed to capture the widest possible range of materials recovery options for that particular location and type of construction.

Walmart is working diligently toward achieving its sustainability goals. We are striving to build more energy-efficient buildings while reducing our environmental footprint, and helping our customers save money and live better. For information about Walmart's sustainability initiatives, please visit: www.walmartstores.com/sustainability.

Walmart Increases Global Giving in Last Fiscal Year; Company's U.S. Foundation Continues to Take a Leadership Role Fighting Hunger

BENTONVILLE, Ark., April 6, 2011 – Walmart and the Walmart Foundation announced \$319 million in cash and \$480 million in in-kind contributions around the globe during the fiscal year ending Jan. 31, 2011. The company's U.S. giving grew by 64 percent, largely due to donations of produce, meats, poultry and other nutritious food to local food banks from Walmart stores, Sam's Club locations and distribution centers.

"For many years we have used our size and scale to develop programs that have a positive impact on the serious social issues in the U.S. and around the globe," said Bill Simon, president and CEO of Walmart U.S. "Our funding is helping families put nutritious meals on kitchen tables, break barriers to finding jobs and gain access to a quality education. Through the programs that we support, millions of people are overcoming challenges and living better lives."

Overall, Walmart and the Walmart Foundation's giving in FYE11 includes:

- \$732 million in cash and in-kind gifts in the U.S., up from \$467 million in fiscal year ending 2010;
- \$66.8 million in cash and in-kind gifts in international markets, up from \$45 million in fiscal year ending 2010;
- \$114 million from Walmart's customers and associates through in-store giving programs that benefit local charities; and
- \$913 million in total charitable contributions from Walmart, its Foundations, its customers and its associates around the globe in fiscal year ending 2011.

Last May, Walmart announced a historic \$2 billion commitment of cash and in-kind gifts to hunger relief organizations in the U.S. through 2015. The company is making good on its pledge, giving 256 million pounds of food to local food banks in the last fiscal year, the equivalent to 197 million meals. The retailer and its Foundation also gave \$62 million in grants to U.S. hunger nonprofits.

"We salute and celebrate the magnitude of Walmart's continuing commitment to fight hunger across America and around the world," said Diana Aviv, president and CEO of Independent Sector the leadership network of nonprofits, foundations, and corporate giving programs. "The impact of their generosity and sustained pledge to fortify those in need is the epitome of social responsibility and we applaud their efforts and resolve."

For example, the company's giving has impacted communities around the globe by:

- Providing funds to train 2,000 young people in green building skills while constructing 170 sustainable housing units through a \$2.6 million grant to [YouthBuild USA](#),
- Helping 11,000 families learn to cook healthy meals on a budget through a \$1.5 million grant to [Share Our Strength](#),
- Providing opportunity for more than 5,000 women internationally to build skills to increase income-earning potential through a \$2 million grant to [CARE](#),
- Purchasing 4 million healthy meals and snacks for U.S. children through summer feeding programs last year,
- Awarding [KIVA.org](#) with \$1 million through the Sam's Club giving program to expand the reach of its microloan program to help approximately 25,000 entrepreneurs in the U.S. and around the world.

The Walmart Foundation continues to fund efforts in workforce development, education, sustainability and health and wellness. For a state-by-state breakdown of giving, or more information about the Walmart Foundation, visit www.walmartfoundation.org.

For a snapshot of what Walmart nonprofit organizations are saying about the donations, visit [here](#).

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About Philanthropy at Walmart

Walmart and the Walmart Foundation are proud to support initiatives that are helping people live better. From Feb. 1, 2010 through Jan. 31, 2011, Walmart and the Walmart Foundation gave \$732 million in cash and in-kind gifts, including donating 257 million pounds of nutritious food to local food banks across America. The Foundation also supports education, workforce development, economic opportunity, environmental sustainability, and health and wellness initiatives. Internationally, Walmart gave \$66 million in cash and in-kind gifts to charitable organizations. To learn more, visit www.walmartfoundation.org.



The Walmart Foundation Creating Opportunities So People Can Live Better

In the U.S., Walmart and the Walmart Foundation gave more than \$467 million in cash and in-kind gifts in fiscal year ending 2010 (FYE10)—an \$89 million increase over the previous year's giving. At a time when food banks are being accessed more than ever, Walmart doubled donations to Feeding America, giving more than 127 million pounds of nutritious food to U.S. food banks, the equivalent of nearly 100 million meals.

Walmart's U.S. FYE10 Giving Breakdown:

- In the U.S., Walmart gave more than \$467 million in cash and in-kind gifts, up from \$378 million in FYE09.
- Walmart's customers and associates in the U.S. gave more than \$76 million through giving programs that benefit local charities.

Walmart's International FYE10 Giving Breakdown:

- In international markets, Walmart gave more than \$45 million in cash and in-kind gifts.
- Walmart's international customers and associates gave more than \$35 million through giving programs that benefit local charities.

In total around the globe, Walmart, its Foundations, its customers and associates supported communities with more than \$624 million in charitable contributions during FYE10.

A Snapshot of Walmart's Giving Impact

- More than 93,000 children were fed through a donation to the Boys and Girls Club of America's summer feeding program,
- Forty-thousand teachers were awarded \$100 gift cards as part of Walmart's Teacher Rewards program, which helps offset expenses for classroom supplies,
- Sixty-nine food banks across America received refrigerated trucks from the Walmart Foundation to help increase their capacity, and
- More than 90,000 bottles of water, 24,000 blankets, 27,000 tents and more than 20,000 units of medical supplies like gauze and surgical masks were donated in response to the Haiti earthquake, to name a few.
- Ten thousand military children were given toys and books for the holidays as part of Walmart's commitment to supporting military families. In addition, 1,500 military families were given Walmart gift cards to help shop during the holidays.

Walmart's Commitment to Hunger Relief

Walmart's food donation program provided more than 127 million pounds—nearly 100 million meals—of fresh produce, meat and other nutritious foods to U.S. food banks in FYE10. These in-kind contributions value more than \$192 million. The Walmart Foundation is committed to eradicating hunger in America and funds organizations like Meals on Wheels, Feeding America and the Boys and Girls Club of America that are working on the front lines to end hunger.

The Walmart Foundation's U.S. Giving Programs

Walmart and its U.S. Foundation have been recognized by the Chronicle of Philanthropy as the largest corporate cash contributor in the United States. While Walmart is increasing efforts to help address changing community needs, it continues to support U.S. initiatives focused on education, workforce development, economic opportunity, environmental sustainability, and health and wellness—all in an effort to create opportunities that improve the lives of individuals in our communities. Walmart also supports disaster relief efforts, veterans and military families, individuals with disabilities and the underserved.

We encourage Walmart associates to support programs that make a positive difference in their local communities through volunteer efforts and financial contributions and we involve Walmart associates in determining how Walmart Foundation dollars are used to support causes that are important to them.



- Through the Foundation's **Volunteerism Always Pays Program (VAP)**, Walmart associates can request contributions on behalf of eligible organizations where they volunteer. In FYE10, associates volunteered 1.5 million hours.

Walmart's Global Giving

At Walmart we believe in a philosophy of operating globally and giving back locally. Internationally in FYE10:

- Walmart supported CARE, a leading humanitarian organization fighting global poverty. The \$1 million grant is helping empower impoverished women in Peru, Bangladesh and India through education, job-training and entrepreneurial support programs.
- Walmart has provided long-term support in China to support families impacted by the Sichuan earthquake. In FYE10, Walmart China donated funds to the Children's Recovery Centre at QingChengshan. This project aims to help children who were affected by the Sichuan earthquake by providing a nurturing environment, so they can engage in developmentally appropriate activities.

For a state-by-state breakdown of giving, or more information about the Walmart Foundation and its grantees, visit www.walmartfoundation.org.

**Ed. Note: Walmart operates Foundations in the U.S., Brazil, Mexico and the United Kingdom. In addition to its Foundation giving, Wal-Mart Stores, Inc. makes charitable contributions locally in every community where it operates.*



Walmart Foundation: State-by-State Giving Totals

In the U.S., Walmart and the Walmart Foundation gave more than \$467 million in cash and in-kind gifts in fiscal year ending 2010—an \$89 million increase over the previous year's giving. The Walmart Foundation funds initiatives focused on creating opportunities in education, workforce development, economic opportunity, sustainability and health and wellness.

State	Cash and in-kind from Walmart and its Foundation	Total cash, in-kind, and funds raised by customers and associates
Alaska	\$1,533,379	\$1,660,025
Alabama	\$8,889,872	\$10,591,740
Arkansas	\$33,505,389	\$36,102,249
Arizona	\$10,608,516	\$11,566,043
California	\$23,105,401	\$25,914,611
Colorado	\$10,811,348	\$11,697,301
Connecticut	\$2,064,633	\$2,535,930
Washington DC	\$3,488,225	\$3,488,225
Delaware	\$811,718	\$946,200
Florida	\$21,207,998	\$25,529,705
Georgia	\$14,036,587	\$17,082,355
Hawaii	\$1,037,319	\$1,328,215
Idaho	\$2,713,554	\$2,861,920
Illinois	\$14,680,410	\$17,922,825
Indiana	\$12,776,983	\$15,388,699
Iowa	\$3,858,167	\$4,436,909
Kansas	\$4,908,922	\$6,377,203
Kentucky	\$8,779,154	\$10,406,221
Louisiana	\$8,211,264	\$9,637,235
Maine	\$2,075,628	\$2,591,063
Maryland	\$17,682,784	\$18,554,787
Massachusetts	\$6,933,984	\$8,008,415
Michigan	\$12,062,724	\$14,023,520
Minnesota	\$8,137,559	\$9,591,534
Mississippi	\$5,118,151	\$6,416,129
Missouri	\$12,439,227	\$14,895,051
Montana	\$1,750,205	\$2,260,248



State	Cash and in-kind from Walmart and its Foundation	Total cash, in-kind, and funds raised by customers and associates
Nebraska	\$3,767,904	\$4,750,958
Nevada	\$6,667,095	\$7,403,281
New Hampshire	\$3,102,852	\$3,605,918
New Jersey	\$9,651,468	\$10,456,558
New Mexico	\$5,896,873	\$6,656,746
New York	\$9,622,517	\$12,057,056
North Carolina	\$12,586,378	\$15,631,104
North Dakota	\$1,616,843	\$1,738,412
Ohio	\$15,857,830	\$18,942,545
Oklahoma	\$11,054,496	\$12,628,391
Oregon	\$2,504,429	\$3,017,188
Pennsylvania	\$11,594,752	\$15,164,613
Puerto Rico	\$1,856,434	\$2,561,970
Rhode Island	\$773,224	\$1,106,483
South Carolina	\$6,631,058	\$9,229,142
South Dakota	\$2,187,184	\$2,489,139
Tennessee	\$12,142,199	\$14,234,360
Texas	\$49,250,079	\$56,393,126
Utah	\$10,626,721	\$11,525,556
Vermont	\$600,792	\$926,888
Virginia	\$14,162,148	\$16,193,950
Washington	\$5,895,480	\$6,857,606
West Virginia	\$2,343,072	\$3,070,677
Wisconsin	\$10,540,653	\$12,083,258
Wyoming	\$2,878,189	\$3,033,637
Grand Total	\$467,039,772	\$543,572,925

Walmart and Sam's Club Announce Military Family Promise Following White House Call to Action

Initiative builds on the Walmart Foundation's \$10 Million Commitment to Support Veterans Jobs

Washington, D.C., April 12, 2011 – Walmart today announced its Military Family Promise as part of First Lady Michelle Obama and Dr. Jill Biden's "Joining Forces" military support announcement in Washington D.C. The commitment guarantees a job at a nearby store or club for all military personnel, and military spouses, employed at Walmart and Sam's Club who move to a different part of the country because they or their spouse have been transferred by the United States military.

In addition, through Walmart and Sam's Club's Military Family Promise, associates called to active military duty will continue to be paid any difference in their salary if the associate is earning less money during their military assignment.

"As one of the nation's largest employers of veterans, we applaud the First Lady and Dr. Biden's continued leadership when it comes to honoring and supporting our nation's heroes," said Bill Simon, president and CEO of Walmart U.S. "With our presence in communities across the U.S., we are in a unique position to make a difference on issues that matter most to the military and veteran communities. We know an underserved, yet critical, need is access to employment and entrepreneurial opportunities for military spouses and those returning home from duty. This commitment will help ease the burden of relocation and decrease the financial strain so many military families feel when they are moved to a new part of the country."

On Veterans Day 2010, the Walmart Foundation announced a five-year, \$10 million commitment to support military and veteran employment and entrepreneurial opportunities. Today, the company announced two new Foundation grants that continue that commitment:

- \$1 million to the Entrepreneurship Bootcamp for Veterans with Disabilities (EBV) Program, which will send 300 veterans with disabilities to [entrepreneurship bootcamp](#) at one of seven major university partners, as well as facilitate the expansion of the program to two additional schools. The funds will also support small business training for more than 100 military family members.
- \$500,000 to the SCORE Foundation to support their new "Veteran Fast Launch" initiative. The program will help accelerate veterans' ability to start a business and succeed as small business owners. In 2011, [SCORE](#) will provide mentoring and training services to over 16,000 veterans, yielding an estimated 3,000 business start-ups. Training and mentoring will also be available to the families of veterans.

Walmart also announced a partnership with NASCAR to produce several public service announcements that will recognize military families for the sacrifices they make and inspire Walmart customers to support the needs of military families in their own communities. The announcements will feature NASCAR drivers and will be featured in more than 500 Walmart stores throughout the country starting this Spring.

For more on Walmart's commitment to veterans, please visit: www.walmartstores.com/veterans.

About Walmart

Wal-Mart Stores, Inc. (NYSE: WMT) serves customers and members more than 200 million times per week at 9,000 retail units under 60 different banners in 15 countries. With fiscal year 2011 sales of \$419 billion, Walmart employs more than 2 million associates worldwide. Walmart continues to be a leader in sustainability, corporate philanthropy and employment opportunity. Additional information about Walmart can be found by visiting <http://www.walmartstores.com>, on Twitter at <http://Twitter.com/Walmart>, and on Facebook at <http://www.facebook.com/walmart>. Online merchandise sales are available at <http://www.walmart.com> and <http://www.samsclub.com>.

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