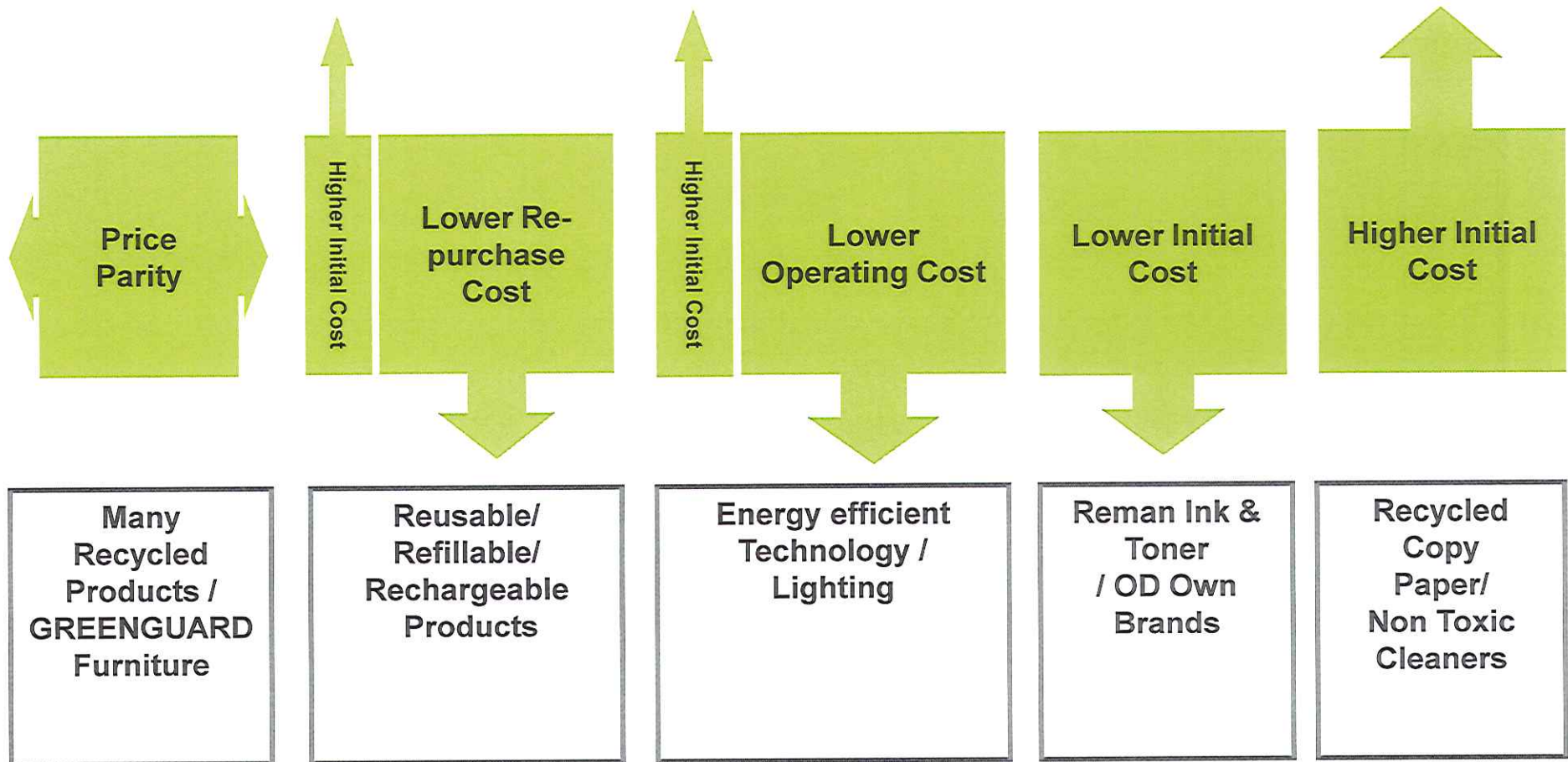


▶ **COLLEGE OF THE DESERT (89272013)**
Q3 2011 - Q2 2012

Agenda

1. Office Depot GreenerOffice™ program overview
2. Office Depot GreenerOffice™ Ratings
3. Office Depot GreenerOffice™ dashboard
4. Total spend by Office Depot GreenerOffice™ Rating
5. Ink & Toner spend by Office Depot GreenerOffice™ Rating
6. Ink & Toner

The Office Depot GreenerOffice™ program is designed to help customers save money through the 'Green Savings Continuum':



The Office Depot GreenerOffice™ program is designed to help customers go greener in three main ways:

→ save resources

...and reduce waste

→ save energy

...and lower emissions

→ use safer chemicals

...and safeguard health

Office Depot GreenerOffice™ products

• We offer 9,000+ items with one or more of the following green attributes:

→ save resources



recycled



remanufactured



compostable



responsible forestry



bio-based materials



rechargeable / recharger



recycling solutions



designed for recyclability



refills / refillables



reusables

→ save energy



energy efficient



helps conserve energy



renewably powered



carbon balanced

→ use safer chemicals



reduced harsh chemicals



bio-based formula



chlorine free



biodegradable in water

Office Depot GreenerOffice™ products

• 1,100+ of our greener products feature one or more third-party ecolabel:

Ecolabels focused on Saving Resources / Reducing Waste



Ecolabels focused on Saving Energy / Lower Emissions



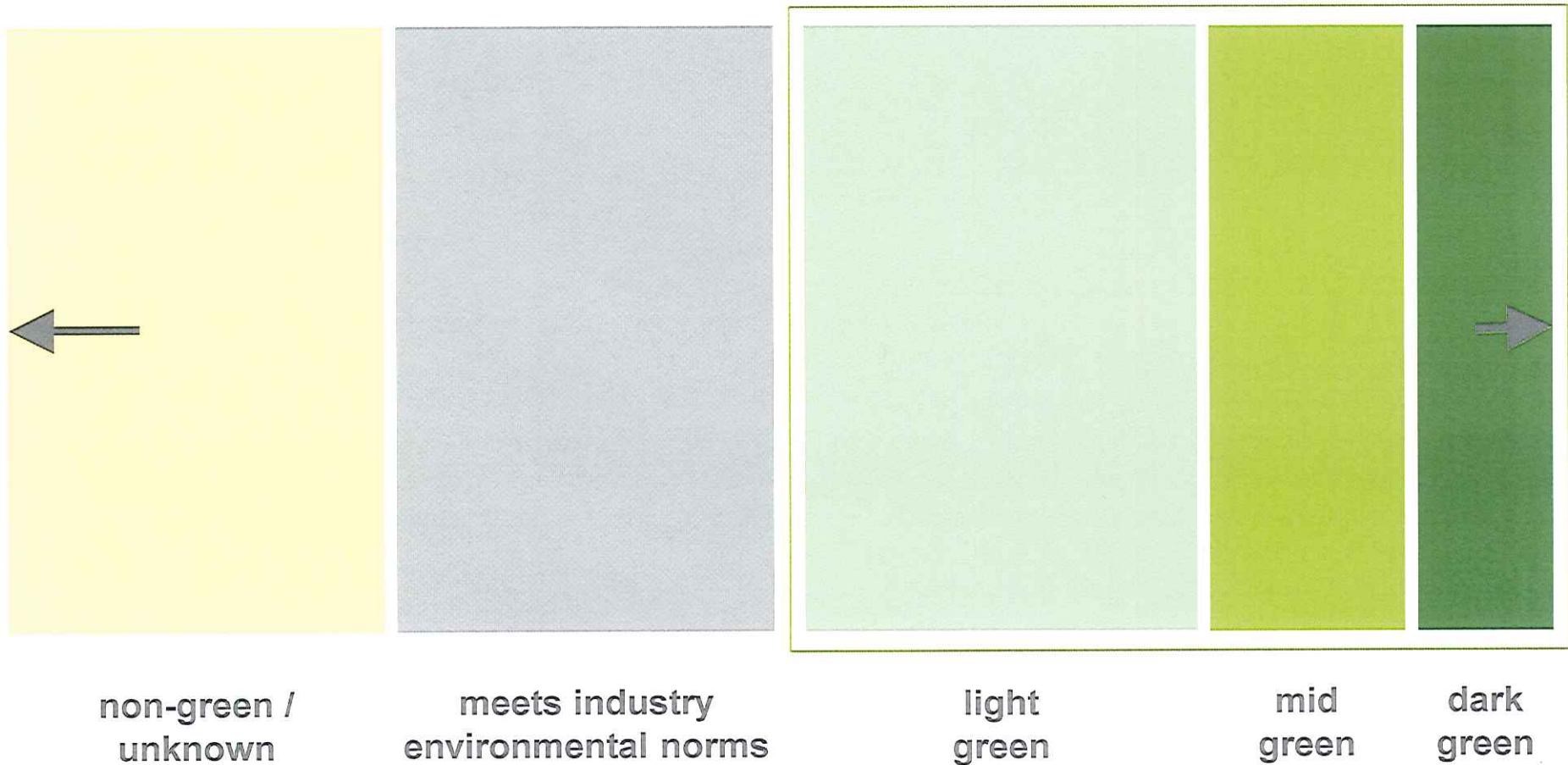
Ecolabels focused on Safer Chemicals / Safeguarding Health



Multiple Attribute Ecolabels



Our perspective – there are only shades of green
Items are NOT binary – ‘green’ or ‘not green’, there is a continuum:



A detailed description of the Office Depot GreenerOffice™ Ratings is available on request from your Office Depot account representative.

Office Depot GreenerOffice™ Ratings

Shades of Green in action paper example:



*SFI – Sustainable Forestry Initiative; PEFC – Programme for the Endorsement of Forest Certification

A detailed description of the Office Depot GreenerOffice™ Ratings is available on request from your Office Depot account representative.

Office Depot GreenerOffice™ Ratings

· Light green, mid green and dark green summary:

Office Depot developed this green rating system in partnership with some of our greenest customers. Our goal was to make it simpler for customers to find greener choices at Office Depot.



greeneroffice

light green:

products with at least one green attribute



greeneroffice

mid green:

products with a high level of one green attribute or multiple green attributes



greeneroffice

dark green:

products with the highest level of one green attribute or multiple green attributes

▶ **Total Green Spend**

From Q3 2011 - Q2 2012, COLLEGE OF THE DESERT purchased \$154,904 in office supplies

- 30% of spend was on recycled / remanufactured products and 2% of spend was on products with other green attributes
- 22% of spend was considered mid green or dark green according to Office Depot GreenerOffice™ Ratings
- 32% of spend was considered light, mid, or dark green according to Office Depot GreenerOffice™ Ratings

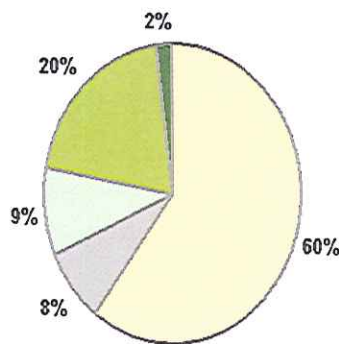


Q3 2011 - Q2 2012 Office Depot GreenerOffice™ Dashboard

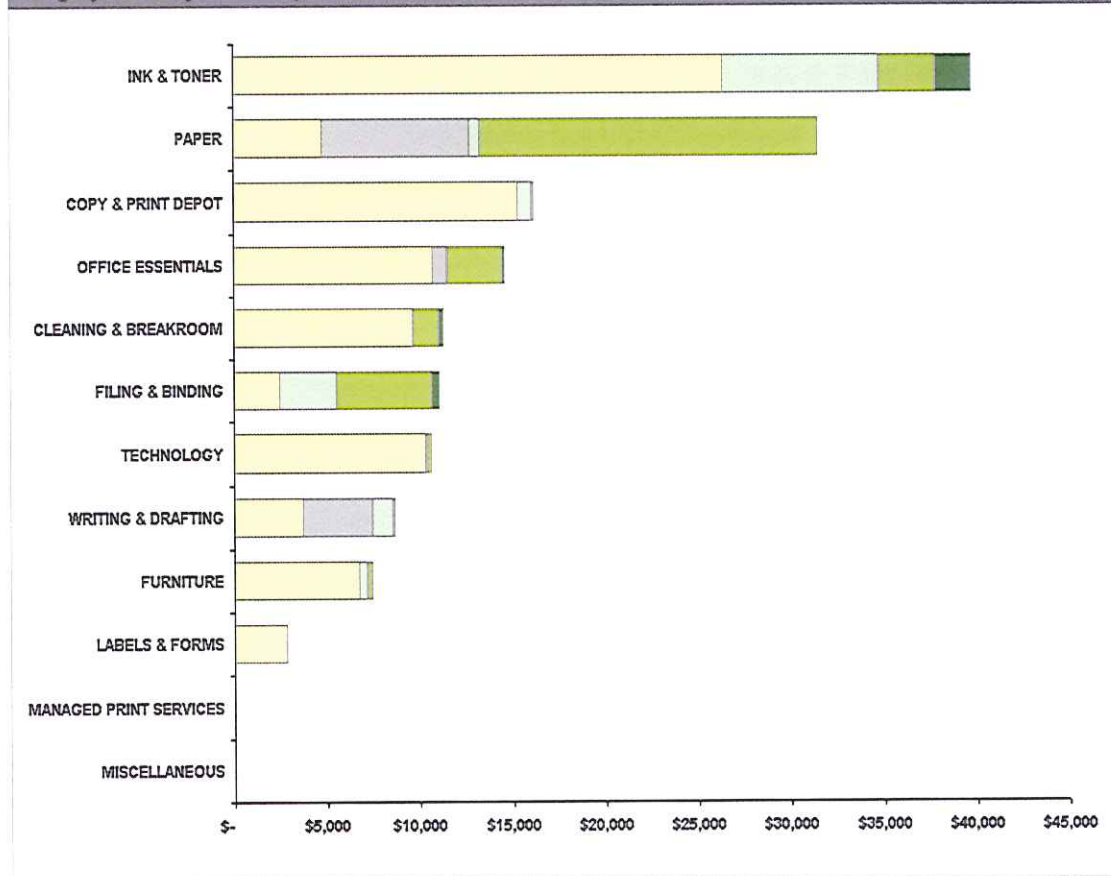
COLLEGE OF THE DESERT
Q3 2011 - Q2 2012

Spend by Type		
Recycled / Remanufactured Products	\$ 46,026	30%
Other Green Attributes Products	\$ 2,889	2%
▶ Total Green Spend	\$ 48,915	32%
Non-Green / Meets Norms Products	\$ 105,989	68%
▶ Total Spend	\$ 154,904	100%

Spend by Office Depot GreenerOffice™ Ratings		
Dark Green Products	\$ 2,909	2%
Mid and Dark Green Products	\$ 34,218	22%
Light, Mid, Dark Green Products	\$ 48,915	32%



Category Trend by Office Depot GreenerOffice™ Ratings



Note: Office Depot maintains a database of environmental attributes & certifications based on vendor claims. The chart shown is fully reliant on these vendor claims. Spend is defined as sales, net of returns.

Legend: Non-Green (Yellow), Meets Norms (Grey), Light Green (Light Green), Mid Green (Dark Green), Dark Green (Dark Green)

In Q2 2012, approximately 29% of COLLEGE OF THE DESERT spend was green in some way

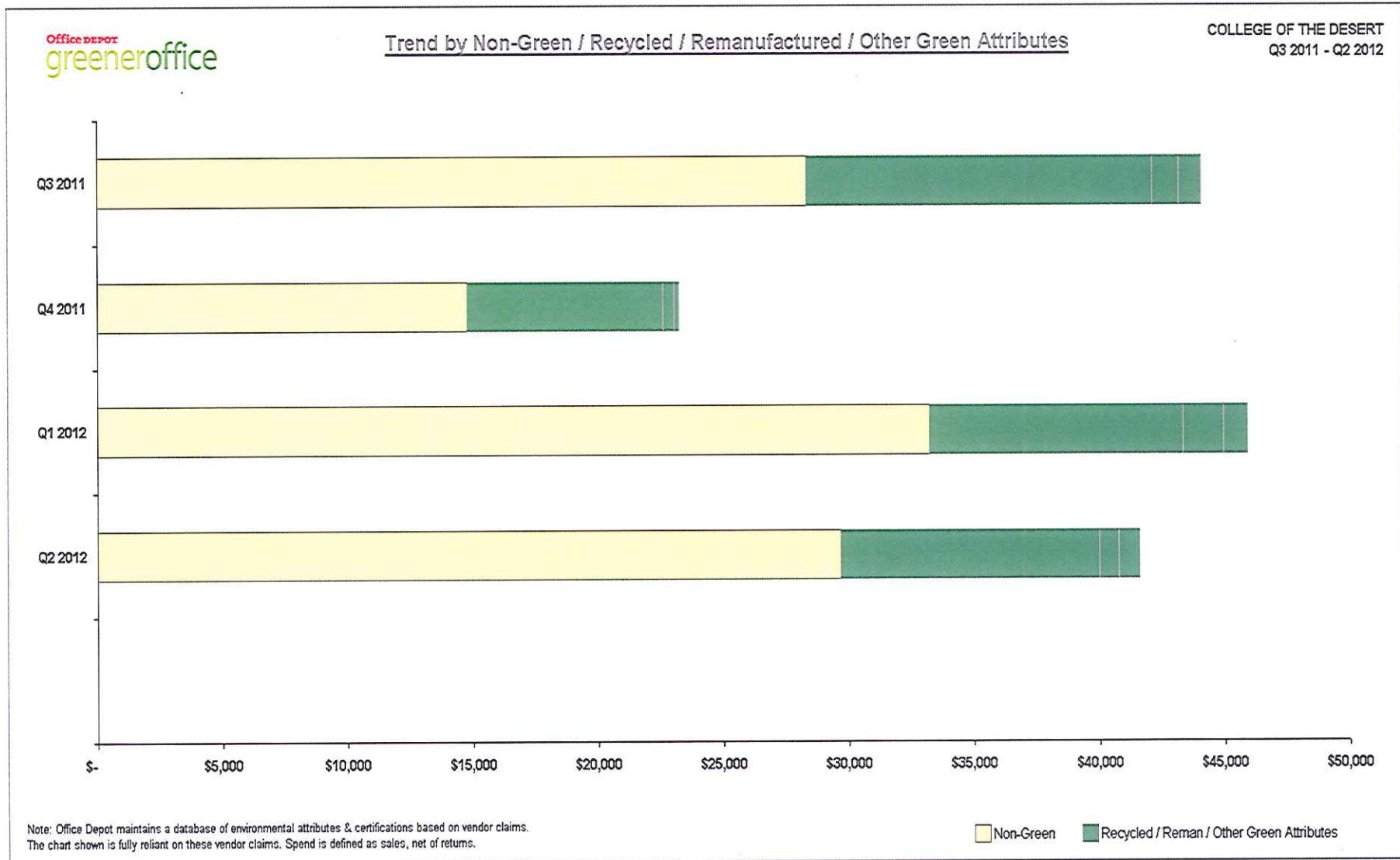
- 71% of spend was on non-green products
- 25% of spend was on recycled, and 2% was on remanufactured products
- 2% of spend was on products with other green attributes

Office DEPOT greeneroffice		Total Spend by Non-Green / Recycled / Remanufactured / Other Green Attributes										COLLEGE OF THE DESERT Q3 2011 - Q2 2012	
		Q3 2011 Spend		Q4 2011 Spend		Q1 2012 Spend		Q2 2012 Spend		Next Quarter Spend?		Total Spend	
Non-Green / Unknown		\$ 28,322	64%	\$ 14,780	64%	\$ 33,219	72%	\$ 29,668	71%			\$ 105,989	68%
Recycled		\$ 13,829	31%	\$ 7,833	34%	\$ 10,146	22%	\$ 10,351	25%			\$ 42,159	27%
Remanufactured		\$ 1,055	2%	\$ 442	2%	\$ 1,617	4%	\$ 753	2%			\$ 3,867	2%
Other Green Attributes		\$ 892	2%	\$ 198	1%	\$ 947	2%	\$ 853	2%			\$ 2,889	2%
Total Green Spend:		\$ 15,775	36%	\$ 8,473	36%	\$ 12,709	28%	\$ 11,957	29%			\$ 48,915	32%
Total Overall Spend:		\$ 44,098	100%	\$ 23,253	100%	\$ 45,928	100%	\$ 41,625	100%			\$ 154,904	100%

Note: Office Depot maintains a database of environmental attributes, specifications & certifications based on vendor claims. The tables shown are fully reliant on these vendor claims. Spend is defined as sales, net of returns.
 'Recycled' includes products with 10% or more postconsumer recycled content and/or 20% or more postindustrial recycled content. 'Remanufactured' includes remanufactured ink & toner cartridges, which are made with quality components of previously used cartridges.
 Other Green Attributes include: Recycling Solutions, Designed for Recyclability, Responsible Forestry (FSC only), Bio-Based / Rapidly Renewable Materials, Compostable, Refills/Refillables, Reusables, Rechargeable/Recharger, Energy Efficient/Helps Conserve Energy, Renewably Powered, Carbon-Balanced, Reduced Harsh Chemicals, Chlorine-Free, and Biodegradable in Water

Trend: From Q1 2012 to Q2 2012, total spend (non-green and green) decreased 9%, while total green spend decreased 6%

- Spend on recycled products increased 2%
- Spend on remanufactured products decreased 53%
- Spend on products with other green attributes decreased 10%



In Q2 2012, 29% of COLLEGE OF THE DESERT total spend was green according to Office Depot GreenerOffice™ Ratings

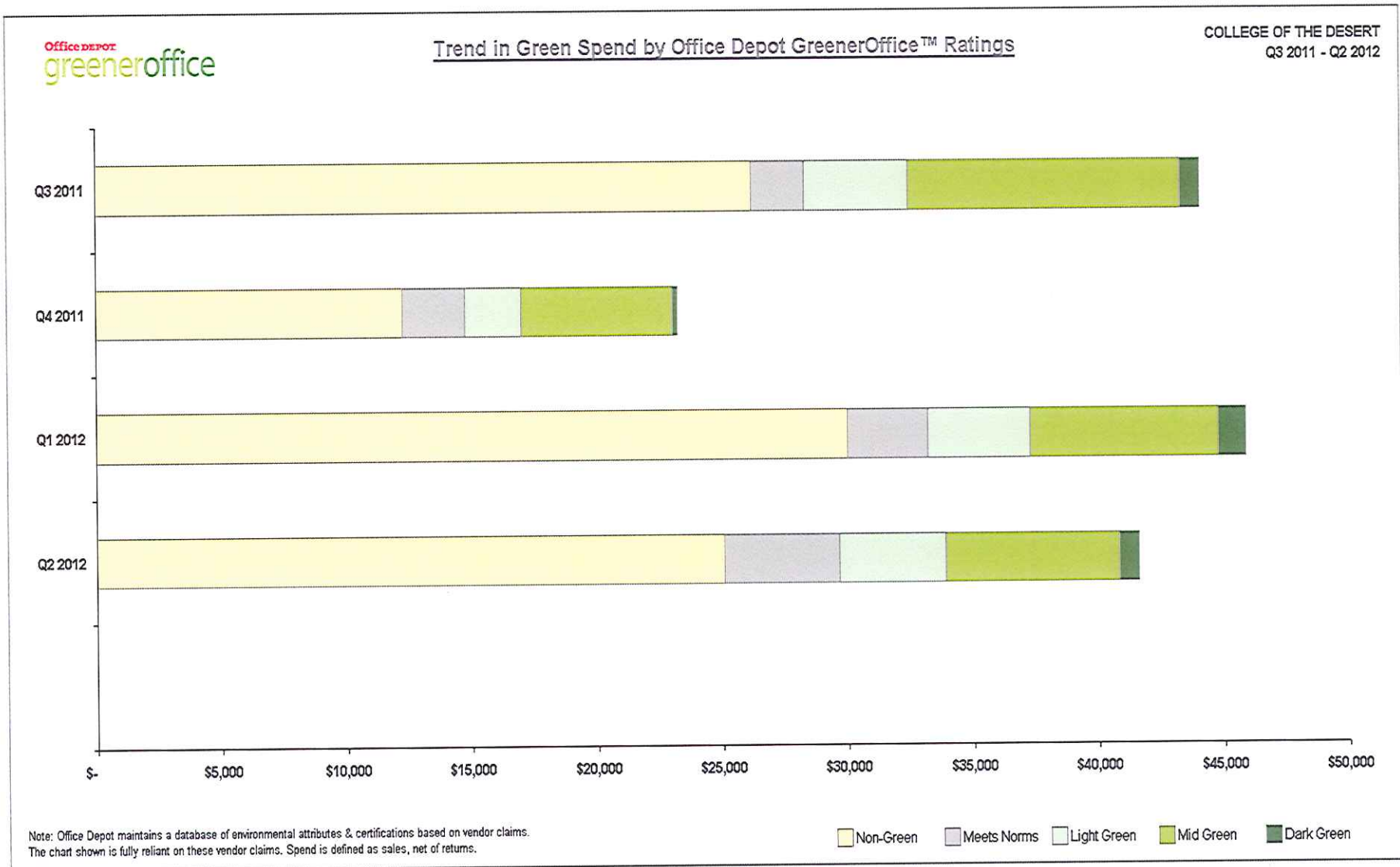
- 10% of spend, \$4,248 is considered light green by Office Depot
- 17% of spend, \$6,916 is considered mid green by Office Depot
- 2% of spend, \$793 is considered dark green by Office Depot

Office Depot greeneroffice		Total Spend by Office Depot GreenerOffice™ Ratings							COLLEGE OF THE DESERT Q3 2011 - Q2 2012			
		Q3 2011 Spend		Q4 2011 Spend		Q1 2012 Spend		Q2 2012 Spend		Next Quarter Spend?		Total Spend
Non-Green / Unknown	\$ 26,204	59%	\$ 12,248	53%	\$ 29,976	65%	\$ 25,074	60%			\$ 93,503	60%
Meets Industry Enviro Norms	\$ 2,118	5%	\$ 2,532	11%	\$ 3,243	7%	\$ 4,594	11%			\$ 12,485	8%
Light Green	\$ 4,140	9%	\$ 2,230	10%	\$ 4,079	9%	\$ 4,248	10%			\$ 14,697	9%
Mid Green	\$ 10,854	25%	\$ 6,036	26%	\$ 7,504	16%	\$ 6,916	17%			\$ 31,309	20%
Dark Green	\$ 782	2%	\$ 208	1%	\$ 1,126	2%	\$ 793	2%			\$ 2,909	2%
Total Green Spend:	\$ 15,775	36%	\$ 8,473	36%	\$ 12,709	28%	\$ 11,957	29%			\$ 48,915	40%
Total Overall Spend:	\$ 44,098	100%	\$ 23,253	100%	\$ 45,928	100%	\$ 41,625	100%			\$ 154,904	100%

Note: Office Depot maintains a database of environmental attributes, specifications & certifications based on vendor claims. The spend tables shown are fully reliant on these vendor claims. Spend is defined as sales, net of returns.
 'Meets Industry Enviro Norms': Meets Office Depot environmental requirements, but reflects an 'environmental norm' in the product category [i.e. a high percentage of products in the category meet an industry-wide environmental standard e.g. SFI or PEFC certification for paper and Certified AP Non Toxic for highlighters/markers.]

Trend: From Q1 2012 to Q2 2012, total spend (non-green and green) decreased 9%, while total green spend decreased 6%

- Spend on light green products increased 4%
- Spend on mid green products decreased 8%
- Spend on dark green products decreased 30%



▶ **Ink & Toner Green Spend**

In Q2 2012, 38% of COLLEGE OF THE DESERT Ink & Toner spend was green according to Office Depot GreenerOffice™ Ratings

- 30% of Ink & Toner spend was on cartridges containing recycled content
- 8% of Ink & Toner spend was on remanufactured cartridges
- 0 Ink and Toner recycling boxes were ordered



Ink & Toner Spend by Office Depot GreenerOffice™ Ratings

COLLEGE OF THE DESERT
Q3 2011 - Q2 2012

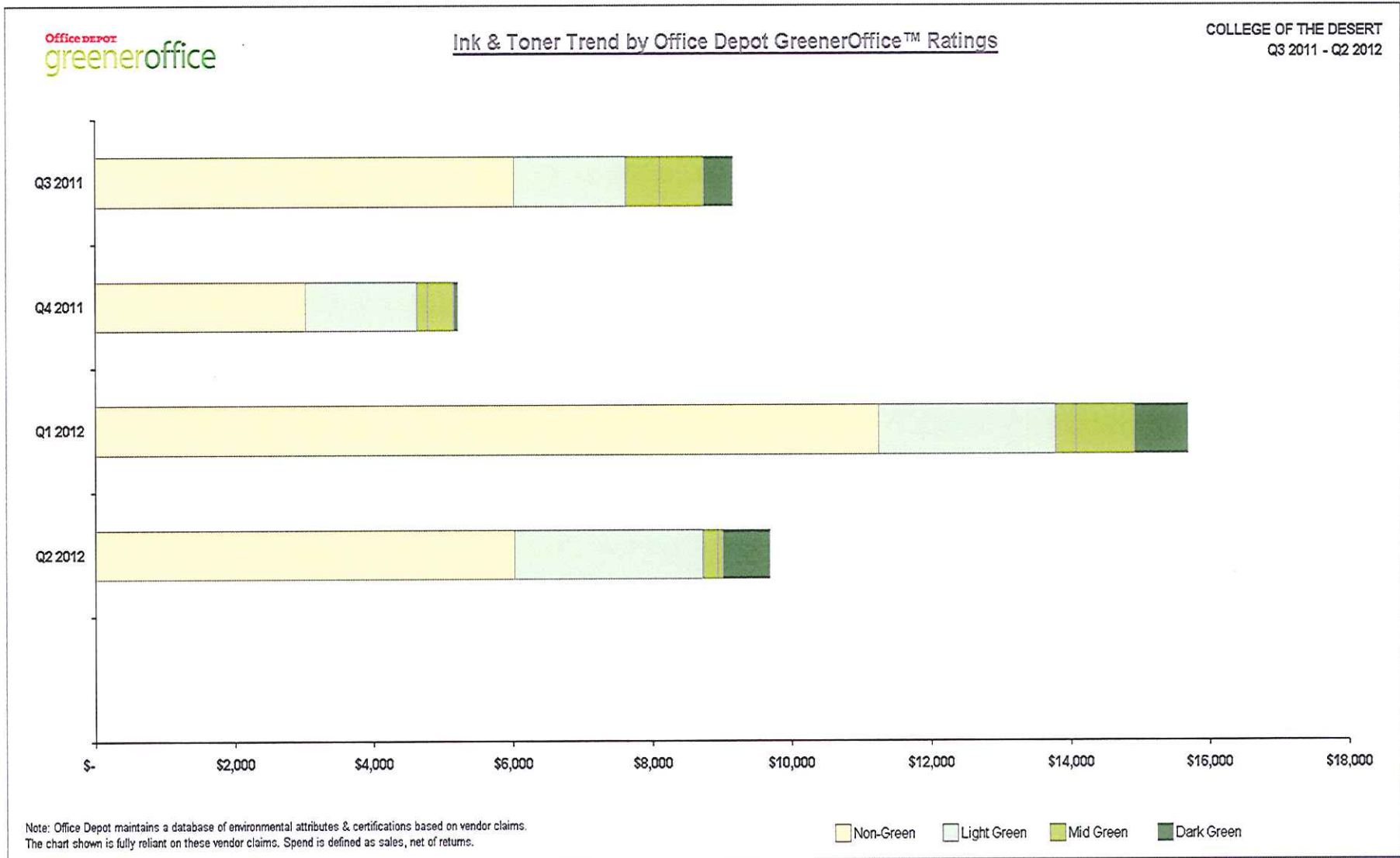
	Q3 2011 Spend		Q4 2011 Spend		Q1 2012 Spend		Q2 2012 Spend		Next Quarter Spend?	Total Spend	
Non-Green / Unknown [Virgin Plastic]	\$ 6,026	66%	\$ 3,028	58%	\$ 11,244	72%	\$ 6,020	62%		\$ 26,318	66%
Light Green [10%-29% PCR*]	\$ 1,606	18%	\$ 1,606	31%	\$ 2,552	16%	\$ 2,717	28%		\$ 8,481	21%
Mid Green [30%-39% PCR*]	\$ 484	5%	\$ 151	3%	\$ 287	2%	\$ 202	2%		\$ 1,123	3%
Mid Green [Remanufactured]	\$ 630	7%	\$ 367	7%	\$ 831	5%	\$ 70	1%		\$ 1,898	5%
Dark Green [Remanufactured & Ecologo Cert.]	\$ 425	5%	\$ 75	1%	\$ 786	5%	\$ 683	7%		\$ 1,969	5%
Total Green Spend:	\$ 3,144	34%	\$ 2,199	42%	\$ 4,456	28%	\$ 3,672	38%		\$ 13,471	34%
Total Overall Spend:	\$ 9,171	100%	\$ 5,226	100%	\$ 15,700	100%	\$ 9,692	100%		\$ 39,789	100%

Top Ink or Toner Purchased	Description	SKU	Est Spend	Spend %	Qty	lbs.	Shade	Toner Recycling	Ink Recycling
Q2 2012	TONER,HP CC364A,BLACK	392430	\$720	7%	5	11	Non-Green / Unknown	0 boxes	0 boxes

Note: Office Depot maintains a database of environmental attributes, specifications & certifications based on vendor claims. The spend tables shown are fully reliant on these vendor claims. Spend is defined as sales, net of returns. Recycled cartridges are made with a mixture of virgin plastic and recovered plastic from e.g. water bottles or used cartridges. Office Depot light green / mid green ratings are based on either PCR% which refers to the postconsumer recycled percentage or PCR% which refers to postconsumer recycled equivalent. [PCR is an Office Depot concept to "normalize" recycled %'s - PCR = postconsumer recycled % + 1/2 postindustrial recycled (PIR) % (e.g. 30% PCR + 40% PIR = 50% PCR).] 'Remanufactured' cartridges are made with quality components of previously used cartridges.

Trend: From Q1 2012 to Q2 2012, total Ink & Toner spend (non-green and green) decreased 38%

- Ink & Toner green spend decreased 18%
- Spend on mid green Ink & Toner products decreased 76%
- Spend on dark green Ink & Toner products decreased 13%



Remanufactured cartridge environmental impact: In Q2 2012, COLLEGE OF THE DESERT purchased 11 Office Depot remanufactured

- From Q1 2012 to Q2 2012, remanufactured INK cartridge purchases increased 0 units
- From Q1 2012 to Q2 2012, remanufactured TONER cartridge purchases decreased 1 units
- In Q2 2012, 22 lbs. of virgin material use was avoided through the purchase of remanufactured cartridges

Office DEPOT greeneroffice		Virgin Materials Avoided through Remanufactured Ink & Toner Cartridge Purchases								COLLEGE OF THE DESERT Q3 2011 - Q2 2012	
		Q3 2011		Q4 2011		Q1 2012		Q2 2012		Total Spend	
	Ink	Toner	Ink	Toner	Ink	Toner	Ink	Toner	Next Quarter Spend?	Ink	Toner
Quantity Purchased*	0	9	0	1	0	12	0	11		0	33
Average Empty Weight** (lbs)	0.06	2.19	0.06	2.19	0.06	2.19	0.06	2.19		0.06	2.19
Average Recovered Material %**	97%	90%	97%	90%	97%	90%	97%	90%		97%	90%
Est Virgin Materials Avoided‡ (lbs)	0	18	0	2	0	24	0	22		0	66
Est Virgin Materials Avoided (lbs):	18		2		24		22			66	

Note: Office Depot maintains a database of environmental attributes, specifications & certifications based on vendor claims. The spend tables shown are fully reliant on these vendor claims. Spend is defined as sales, net of returns.

* Quantity purchased refers exclusively to Office Depot brand remanufactured cartridges and does not include other brands Office Depot may sell. This is because Office Depot only maintains average empty weight and recovered material percentages for its own brand.

** Average empty weight and average recovered material percentages based on 2010 averages from Office Depot's primary remanufactured ink and toner vendor.

‡ Estimated virgin materials avoided assumes a comparison to virgin plastic cartridges.

▶ **Copy Paper Green Spend**

In Q2 2012, 50% of COLLEGE OF THE DESERT Copy Paper spend was green according to Office Depot GreenerOffice™ Ratings

- 1% of Copy Paper spend, \$71 was FSC Certified virgin paper (light green)
- 49% of Copy Paper spend, \$3,750 contained 30% to 89% postconsumer recycled content (mid green)
- 0% of Copy Paper spend, \$0 contained 90% or more postconsumer recycled content (dark green)

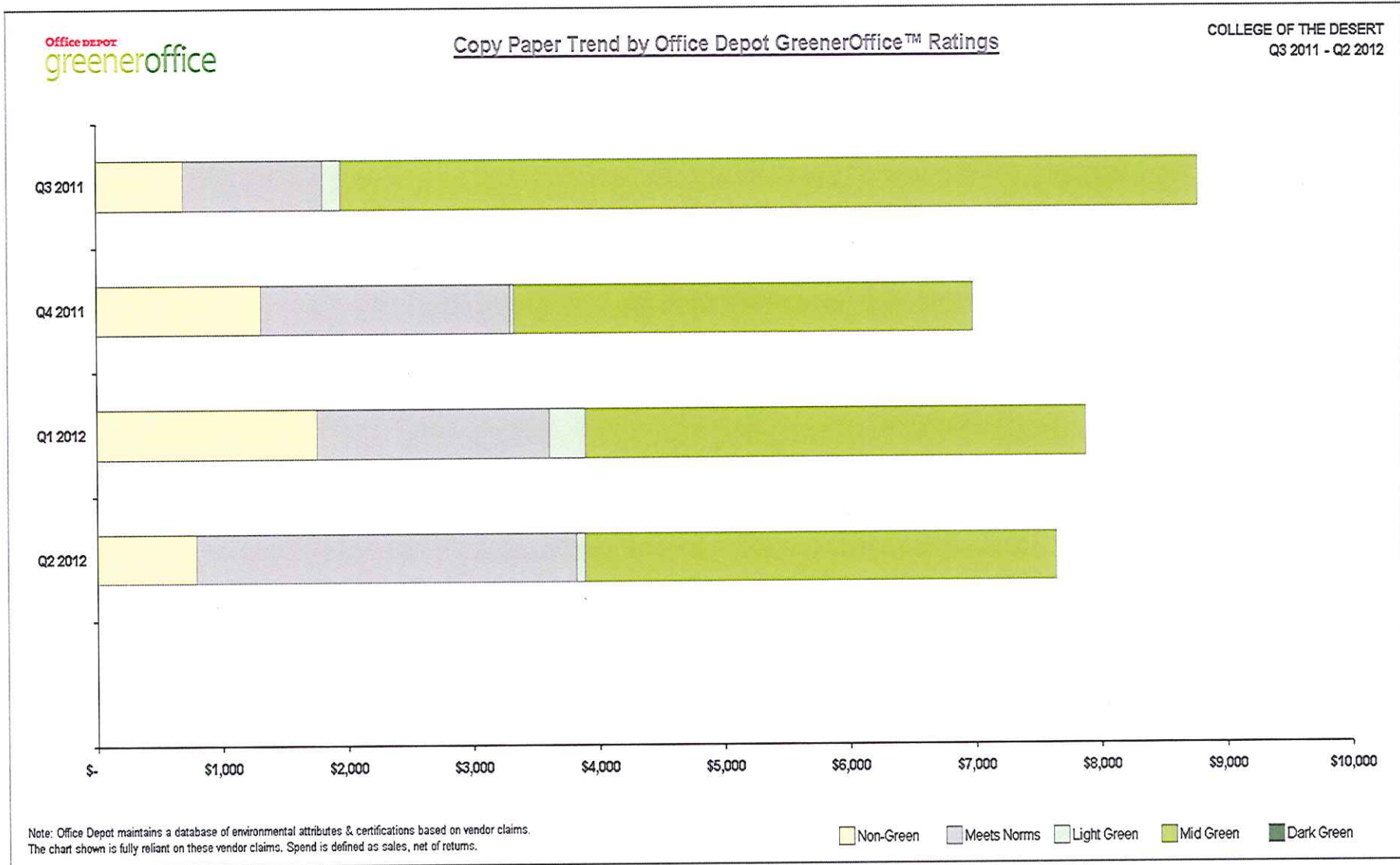
Office DEPOT greeneroffice		Copy Paper Spend by Office Depot GreenerOffice™ Ratings							COLLEGE OF THE DESERT Q3 2011 - Q2 2012		
	Q3 2011 Spend		Q4 2011 Spend		Q1 2012 Spend		Q2 2012 Spend		Next Quarter Spend?	Total Spend	
Non-Green / Unknown [Uncertified / Virgin Paper]	\$ 693	8%	\$ 1,314	19%	\$ 1,756	22%	\$ 792	10%		\$ 4,555	15%
Meets Industry Enviro Norms [SFI / PEFC Certified Virgin Paper]	\$ 1,116	13%	\$ 1,985	28%	\$ 1,856	24%	\$ 3,030	40%		\$ 7,987	26%
Light Green - Responsible Forestry [FSC Certified Virgin Paper]	\$ 149	2%	\$ 33	0%	\$ 290	4%	\$ 71	1%		\$ 543	2%
Light Green - Recycled [10%-29% PCR*]	\$ -	0%	\$ -	0%	\$ -	0%	\$ -	0%		\$ -	0%
Mid Green [30%-89% PCR*]	\$ 6,827	78%	\$ 3,656	52%	\$ 3,982	51%	\$ 3,750	49%		\$ 18,215	58%
Dark Green [90%-100% PCR*]	\$ -	0%	\$ -	0%	\$ -	0%	\$ -	0%		\$ -	0%
Total Green Spend:	\$ 6,976	79%	\$ 3,689	53%	\$ 4,272	54%	\$ 3,822	50%		\$ 18,758	60%
Total Overall Spend:	\$ 8,784	100%	\$ 6,988	100%	\$ 7,884	100%	\$ 7,644	100%		\$ 31,300	100%

Top Copy Paper Purchase	Description	SKU	Est Spend	Spend %	Qty	lbs.	Shade	PCR%
Q2 2012	PAPER,30% REC,OD,CASE,10-REAM	940650	\$3,620	47%	95	4,940	Mid Green	30%

Note: Office Depot maintains a database of environmental attributes, specifications & certifications based on vendor claims. The spend tables shown are fully reliant on these vendor claims. Spend is defined as sales, net of returns. Copy Paper. Includes cut-sheet paper (excludes computer paper, some specialty papers, and photo paper). *Office Depot light green / mid green ratings are based on either PCR% which refers to the postconsumer recycled percentage or PCR% which refers to postconsumer recycled equivalent. [PCRe is an Office Depot concept to "normalize" recycled %'s - PCRe = postconsumer recycled % + 1/2 postindustrial recycled (PIR) % (e.g. 30% PCR + 40% PIR = 50% PCRe).] SFI - Sustainable Forestry Initiative; PEFC - Programme for the Endorsement of Forest Certification; FSC - Forest Stewardship Council

Trend: From Q1 2012 to Q2 2012, total Copy Paper spend (non-green and green) decreased 3%

- Copy Paper green spend decreased 11%
- Spend on mid green Copy Paper products decreased 6%
- Spend on dark green Copy Paper products increased 0%



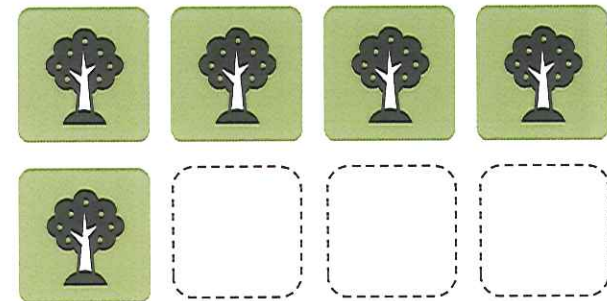
▶ **Copy Paper Environmental Impacts / Benefits**

How does paper use translate to wood and tree use? (source www.papercalculator.org)

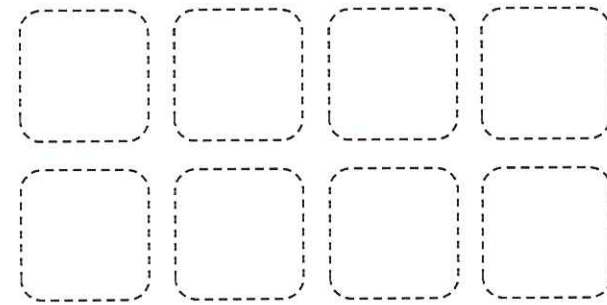
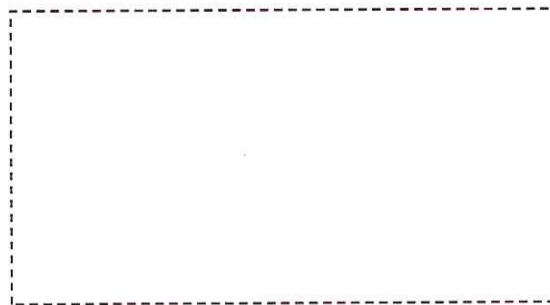
12 cases (1 per month) virgin 8.5x11...requires approximately 1 ton of wood...which requires approximately 8 trees



12 cases 30% recycled 8.5x11...requires approximately 5/8 ton of wood...which requires approximately 5 trees









12 cases 100% recycled 8.5x11...requires 0 tons of new wood...which requires 0 trees



Source: www.papercalculator.org. Wood use measures the amount of wood required to produce a given amount of paper. The number of typical trees assumes a mix of hardwoods and softwoods 6-8" in diameter and 40' tall. Calculated collaboratively by Conservatree and Environmental Defense based on data from Tom Soder, Pulp & Paper Technology Program, University of Maine, as reported in *Recycled Papers: The Essential Guide*, by Claudia G. Thompson, The MIT Press, 1992. 1 ton of wood is the equivalent of of about 8 trees.

Total copy paper lifecycle impact analysis, based on Environmental Paper Network's Paper Calculator:

- From Q3 2011 - Q2 2012, COLLEGE OF THE DESERT used 44,297 lbs. of copy paper
- Approximately 69 tons of wood was used to create this paper, which is an estimated equivalence of 484 trees**
- The total lifecycle carbon dioxide emissions associated with this paper were approximately 123,818 lbs CO2

		Q3 2011 - Q2 2012 Copy Paper Lifecycle Impact Analysis	COLLEGE OF THE DESERT Q3 2011 - Q2 2012
	Environmental Impact	Est. Equivalence*	
WOOD USE	 69 tons	484 trees**	
NET ENERGY	 677 mil BTUs	7 homes energy avg/yr	
GREENHOUSE GASES	 123,818 lbs CO2	11 avg cars/yr	
WASTEWATER	 448,926 gals	<1 Olympics-sized swimming pool	
SOLID WASTE	 39,827 lbs	1 garbage truck	

Note: Estimates were made using the Environmental Paper Network's Paper Calculator. For more information visit www.papercalculator.org.
 *Analysis is for total cut sheet copy paper purchased (Dept. 5).
 ** The number of typical trees assumes a mix of hardwoods and softwoods 6-8 inches in diameter and 40' tall.

Top paper choice lifecycle impact analysis: Q2 2012

- 47% of copy paper was OD GreenTop (4,940 lbs)
- Environmental Paper Network's website provided the estimated environmental impact of purchasing virgin paper vs. recycled paper*

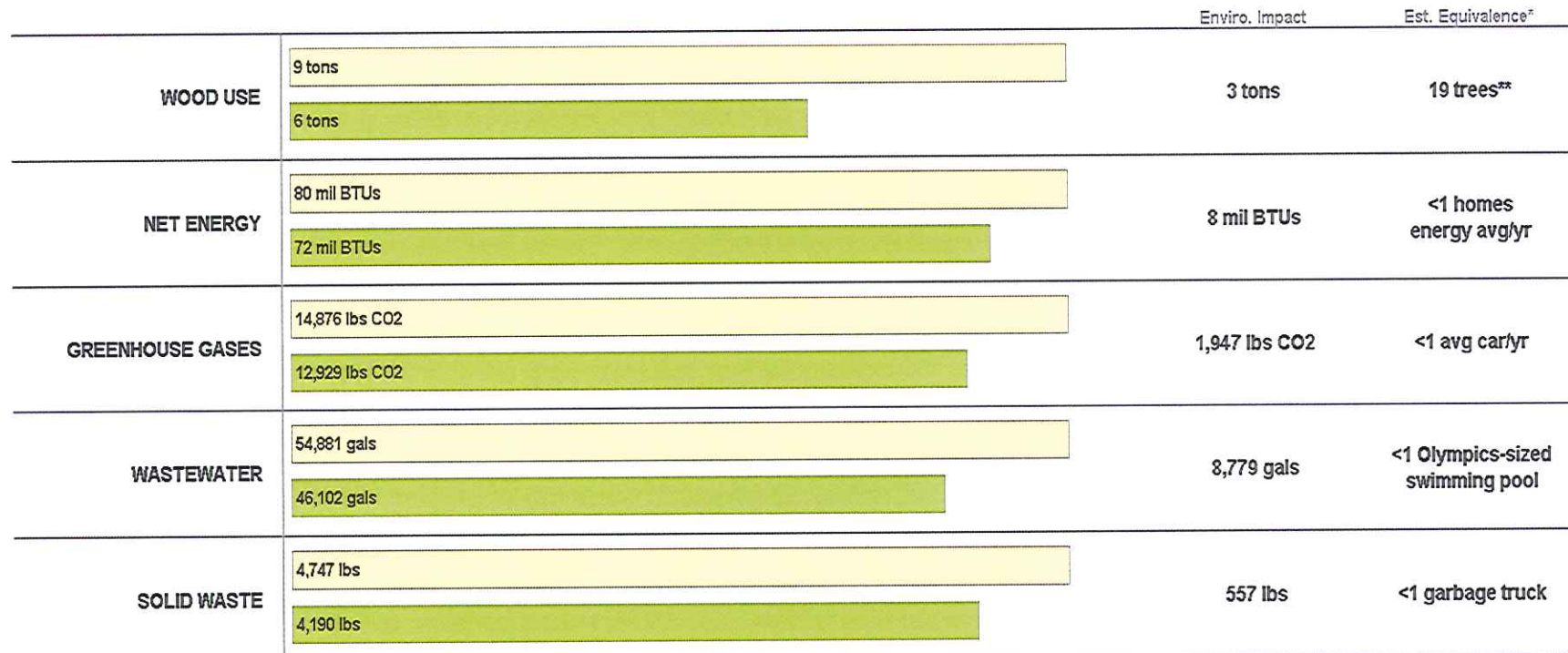


Q2 2012 Top Copy Paper Purchase Lifecycle Impact Analysis

COLLEGE OF THE DESERT
Q2 2012

Virgin Paper Alternative: Virgin Paper GO Rating: Unknown / None SKU: N/A lbs: 4,940 PCR: 0%

Top Paper Purchased: OD GreenTop GO Rating: Mid Green SKU: 940650 lbs: 4,940 PCR: 30%



Note: Estimates were made using the Environmental Paper Network's Paper Calculator. For more information visit www.papercalculator.org.

*Analysis is for a single paper sku (may not account for all cut sheet copy paper purchased).

** The number of typical trees assumes a mix of hardwoods and softwoods 6-8 inches in diameter and 40' tall.

Virgin Paper

OD GreenTop

Top paper choice lifecycle benefits analysis: Q2 2012

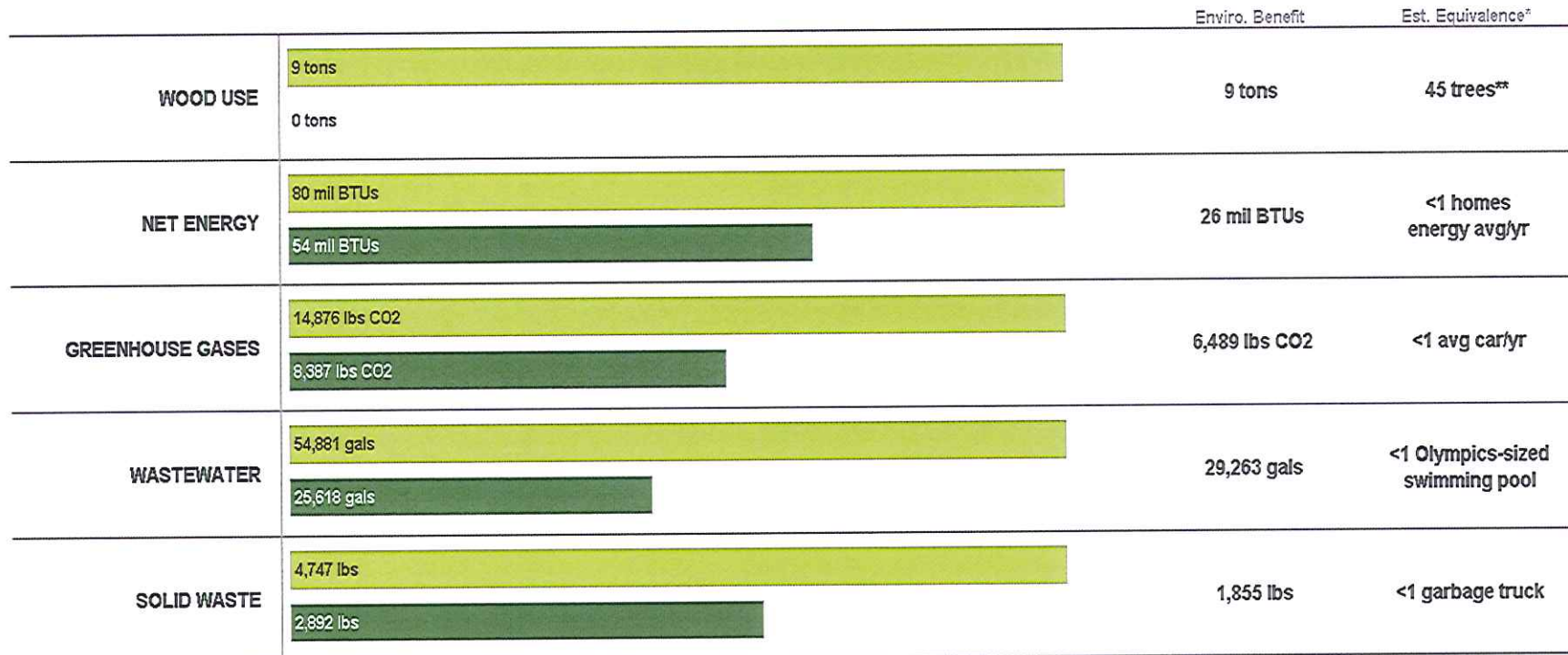
- 47% of copy paper was OD GreenTop (4,940 lbs)
- Environmental Paper Network's website provided the estimated environmental impact of purchasing virgin paper vs. recycled paper*



Q2 2012 Top Copy Paper Purchase Lifecycle Benefits Analysis

COLLEGE OF THE DESERT
Q2 2012

Top Paper Purchased: OD GreenTop GO Rating: Mid Green SKU: 940650 lbs: 4,940 PCR: 30%
 Recycled Alternative: OD Dark GreenTop GO Rating: Dark Green SKU: 521980 lbs: 4,940 PCR: 100%



Note: Estimates were made using the Environmental Paper Network's Paper Calculator. For more information visit www.papercalculator.org.

*Analysis is for a single paper sku (may not account for all cut sheet copy paper purchased).

** The number of typical trees assumes a mix of hardwoods and softwoods 6-8 inches in diameter and 40' tall.

■ OD GreenTop

■ OD Dark GreenTop

Greener Alternative Recommendations:

- When going greener, think about which categories to focus on and seek greener alternatives by category – see Office Depot's Green Book to find options
- Learn about ecolabels in Office Depot's Green Book 2011 (pg. 5) and/or www.ecolabelling.org

Paper items

Instead of virgin / SFI certified > choose FSC > 10%-29% post consumer > 30%-89% > 90%-100%



Ink & Toner

Instead of virgin > choose recycled > instead of recycled, seek remanufactured > EcoLogo certified reman



Furniture

level™ 1 / 2 / 3

Instead of any furniture > seek recycled / Greenguard / SCS Indoor Advantage < consider



Cleaners

certified > Cradle to Cradle

Instead of any cleaners > seek EPA Design for Environment / EcoLogo / Green Seal



Technology

Bronze/Silver/Gold

Instead of any tech > seek Energy Star > seek Energy Star Most Efficient > consider EPEAT

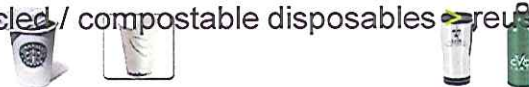


Writing

Instead of disposable > choose refillable (& buy refills) > as well as refillable, seek recycled

Drinkware

Instead of disposable > choose recycled / compostable disposables > reusables



Deliveries

Instead of next day or 5x a week > consolidate orders to reduce delivery frequency



Managed Print

Instead of self-managing printer fleet > consider consolidating printer fleet > leveraging Office Depot MPS

