CREATING JOBS AND ECONOMIC DEVELOPMENT IN RURAL AMERICA

Bruce Peterson
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Wal-Mart
Creating Jobs and Economic Development in Rural America

Bruce Peterson
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Wal-Mart Stores, Inc. Overview

United States Facilities:
- 1209 Stores
- 1980 Supercenters
- 101 Neighborhood Markets
- 567 Sam’s Clubs
- 1.3 million Associates
Wal-Mart Distribution

Currently operate 128 Distribution Centers
A DC may employ more than 1,000 associates
Many in rural areas
Wal-Mart Sourcing

- In Fiscal Year Ending January 31, 2005
  - Purchased $150 million in goods and services domestically
  - Supported more than 61,000 suppliers in the U.S. alone
Store of the Community

Promotes Locally Grown Food

- Right Items
- Right Stores
- Right Time
- Right Quantity
- Right Condition
- Right Price
Store of the Community

Texas Watermelons

Virginia Apples
Regional Seafood
Wal-Mart’s Economic Impact

- Independent Study by Global Insight, Inc. for Fiscal Year Ending 2004 Determined:
  
  - Wal-Mart saved Americans more than $263 billion
    - That’s $895 per person
    - More than $2,300 per household

  - This savings is accomplished by:
    - Offering lower prices on goods
    - Driving down the retail price of competitors
    - Advantages in innovation, technology and distribution

* - Study by Global Insight, Inc on the Economic Impact of Wal-Mart, November 1, 2005
Wal-Mart’s Economic Impact

- Independent Study by Global Insight, Inc. for Fiscal Year Ending 2004 Determined:
  - Wal-Mart generated 210,000 net jobs in the U.S.
    - With each 150-350 person store opening in a county, retail employment leads to a net increase of 97 jobs over the long-run
  - 210,000 jobs is equal to:
    - 10% of the total jobs created in 2004
    - More than 1.2 times the monthly average job creation rate
    - More than the population of Knoxville, TN; Richmond, VA; and Tempe, AZ

* - Study by Global Insight, Inc on the Economic Impact of Wal-Mart, November 1, 2005
Summary

- Wal-Mart supports local production and sourcing
- Wal-Mart has demonstrated our ability to create real job growth – directly and indirectly
- Wal-Mart saved Americans $263 billion through lower prices and an efficient supply chain
- A prosperous rural America benefits Wal-Mart