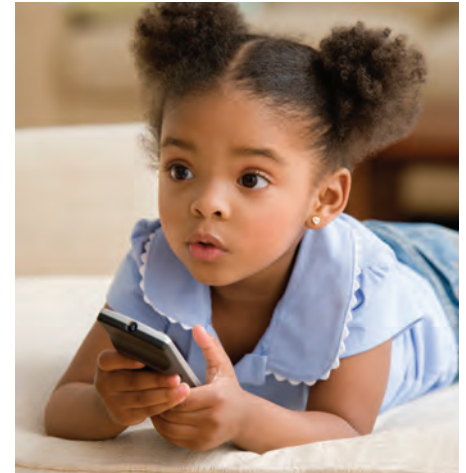


Profiles in Leadership

2013 ENERGY STAR® AWARD WINNERS



Profiles in Leadership: 2013 ENERGY STAR Award Winners

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For additional information, please visit the ENERGY STAR website at www.energystar.gov.

In Memoriam – a Dedication to John Hoffman _____

March 2013

John Hoffman began working at the U.S. Environmental Protection Agency (EPA) in 1978. As a young staff member, he recognized that climate change was a significant environmental risk and began researching ways to address the issue. Hoffman, along with a core group of dedicated staff members, worked for a number of years to find cost-effective ways to reduce greenhouse gas emissions. At the same time, computers were taking off in American businesses, becoming the fastest-growing electricity load in the commercial sector. EPA began to consider the energy consumption of computers because early models were not designed for energy efficiency.

In 1992, John Hoffman was the director of the Atmospheric Pollution Prevention Division. Legend has it that one evening he walked through EPA offices to see if his co-workers remembered to turn off their computers before they went home for the day. He was surprised when he discovered that many computers were left on. Hoffman reasoned that if EPA staff—people who were dedicated to protecting the environment—forgot or found it too inconvenient to power down their computers, then the situation with the rest of the population was likely far worse. What was needed was a technical solution, a way to automatically turn off or power down computers when they were not in use. That was when Hoffman had the idea that would turn into ENERGY STAR, one of the most successful energy-saving programs in history.

After the audit of EPA computers, Hoffman realized that cost-effective, energy-efficient technologies could serve as successful tools to reduce greenhouse gas emissions. He boldly envisioned using the ingenuity of the marketplace to overcome barriers to energy efficiency. Introduced in 1992, the ENERGY STAR program promoted the development of energy-efficient products and encouraged consumers to buy them.

Hoffman saw an opportunity for a partnership between EPA and industry that would be cooperative, rather than regulatory. This partnership with business would encourage the sharing of data, facilitate the exchange of best practices and technologies, and help organizations increase their profits through energy-saving opportunities. Partnerships are still the foundation of the ENERGY STAR program that Hoffman created more than 20 years ago. Today, through partnerships with **18,000** organizations, the program is helping consumers and businesses make energy-efficient choices where they live, work, shop, and play.

When Hoffman passed away in September of 2012, he left a remarkable legacy. Since the start of ENERGY STAR, organizations and people across the country have saved over **\$230** billion on utility bills and prevented more than **1.8 billion** metric tons of greenhouse gas emissions. The ENERGY STAR program celebrates more than two decades of growing success with a label that is recognized by **85%** of Americans. What started as a mission to reduce the wasted power consumption of computers marked the beginning of a journey that is demonstrating to the world superior energy efficiency can reduce greenhouse gas emissions and contribute to a growing economy.

John Hoffman is remembered as a climate protection pioneer, working to combat climate change before it was a topic of regular discussion. During his career at EPA, Hoffman helped develop several other innovative voluntary programs to reduce greenhouse gas emissions and was a key driver of the 1987 Montreal Protocol—the international treaty to protect the ozone layer. As we celebrate John Hoffman's achievements, we also look forward to the continuation of his legacy. We remain committed to helping Americans embrace energy efficiency as one of the easiest, fastest and most cost-effective solutions for reducing greenhouse gas emissions and protecting the environment. We recognize the essential roles our partnerships have in the fight against climate change, knowing that together we can continue to have a positive impact on the economy, human health, and the environment over the next 20 years.



The U.S. Environmental Protection Agency (EPA) is proud to celebrate 20 years of the ENERGY STAR program. Since 1992, EPA has captured and channeled the ingenuity of the marketplace through ENERGY STAR and helped millions of Americans and thousands of businesses save energy, save money, and protect the climate. With the help of our partners, ENERGY STAR executes practical and proven solutions for overcoming market barriers to energy efficiency and enables millions of people and organizations across America to save energy and reduce the greenhouse gas emissions that cause climate change.

Each year, EPA honors a select group of organizations that have made outstanding contributions to protecting the environment through superior energy efficiency. These ENERGY STAR Award winners are chosen from a vast network of nearly 20,000 ENERGY STAR partners, and their achievements demonstrate that improving energy efficiency is one of the fastest and most effective ways to protect our climate, prevent greenhouse gas emissions, save money, and create jobs.

The 2013 ENERGY STAR Award winners are an extremely talented and diverse group of organizations. Their work proves that tremendous opportunities exist to embrace energy efficiency and achieve real, sustainable savings. This year we recognize organizations that set the industry standard in the production and sale of energy-efficient products and services, as well as those who have adopted world-class strategies that are eliminating unnecessary energy waste in the buildings where we live, work, play, and learn. From the first ENERGY STAR qualified computer in 1992, the ENERGY STAR logo can now be found on products in more than 65 different categories, with more than 4.5 billion sold over the past 20 years. More than 1.4 million new homes and more than 20,000 facilities now proudly carry EPA's ENERGY STAR certification, use dramatically less energy, and are responsible for substantially less greenhouse gas emissions than their peers. With help from the ENERGY STAR program, every company, every community, and every individual can do their part to protect the climate today and for future generations.

These diverse organizations are all leaders in their sectors, demonstrating best practices in energy efficiency. The following pages document their compelling stories of corporate leadership, individual commitment, problem solving, innovation, cost-effective investments, and teamwork that have made saving energy and money possible in each organization. Their models of success are a testament to how partnership with the ENERGY STAR program can help overcome obstacles and take energy efficiency to a higher level.

The ENERGY STAR Awards are EPA's highest honors for outstanding contributions to protecting the environment through superior energy efficiency. Awards are given in several categories that reflect the depth, breadth, and longevity of each partner's achievements. Whether a first time Partner of the Year winner, or

a Sustained Excellence winner for the eighth time, winners are both small and large organizations from across the country with distinguished track records of superior performance.

This document profiles the unique accomplishments of each ENERGY STAR Award winner and demonstrates the strategies and practices that can be followed by others across the nation to deliver even greater energy efficiency.

The ENERGY STAR Awards are extremely competitive and the criteria are rigorous (see Appendix, page 69). As we celebrate the 20th anniversary of the ENERGY STAR program, the 2013 winners continue the long and honored tradition of excellence. The ENERGY STAR Award winners chronicled through these pages work tirelessly to raise the bar and increase awareness of the benefits of energy efficiency through the ENERGY STAR program.

The ENERGY STAR Awards celebrate energy efficiency and climate protection accomplishments across the following areas:

Energy Management: awarded to organizations for adopting a continuous energy management strategy across the organization's entire portfolio of buildings and plants.

New Home Construction: awarded to home builders, home energy raters, and affordable housing programs for building and promoting energy-efficient homes.

Energy Efficiency Program Delivery: awarded to states, utilities, and other organizations for sponsoring energy efficiency programs to improve the efficiency of products, homes, and buildings within their community or territory.

Product Manufacturer: awarded to companies for designing and manufacturing high-efficiency products, including appliances, windows, electronics, and lighting.

Product Retailer: awarded to companies in the retail sector for extensive commitment to selling ENERGY STAR certified products.

Service and Product Provider: awarded to companies that offer commercial building energy services and products for successfully assisting their clients in strategic energy management and building design.

ENERGY STAR Award winners are helping to transform the market for energy efficiency products and services across the residential, commercial, and industrial sectors. EPA applauds their leadership and looks forward to continued partnership and progress in the next 20 years.



Table 1. Award Winners by Category

Sustained Excellence		Page Number
	AEP Texas Central <i>Corpus Christi, TX</i>	7
	APS (Arizona Public Service) <i>Phoenix, AZ</i>	7
	Austin Energy <i>Austin, TX</i>	8
	Constellation Energy/Baltimore Gas and Electric Company (BGE) <i>Baltimore, MD</i>	8
	Building Owners and Managers Association (BOMA) International <i>Washington, DC</i>	9
	CenterPoint Energy <i>Houston, TX</i>	9
	ComEd <i>Chicago, IL</i>	10
	Focus on Energy <i>Madison, WI</i>	10
Energy Efficiency Program Delivery	KPPC - Kentucky Pollution Prevention Center <i>Louisville, KY</i>	11
	Long Island Power Authority (LIPA) <i>Uniondale, NY</i>	11
	LG&E and KU <i>Louisville, KY</i>	12
	New Jersey Board of Public Utilities <i>Trenton, NJ</i>	12
	New York State Energy Research and Development Authority (NYSERDA) <i>Albany, NY</i>	13
	Northeast Energy Efficiency Partnerships, Inc. (NEEP) <i>Lexington, MA</i>	13
	Northwest Energy Efficiency Alliance (NEEA) <i>Portland, OR</i>	14
	Pacific Gas and Electric Company <i>San Francisco, CA</i>	14
	Public Service Company of Oklahoma (PSO) <i>Tulsa, OK</i>	15
	Southern California Edison <i>Rosemead, CA</i>	15
Energy Management	3M Company <i>St. Paul, MN</i>	16
	ArcelorMittal USA <i>Chicago, IL</i>	16
	Bentall Kennedy <i>Toronto, ON</i>	17
	CalPortland Company <i>Glendora, CA</i>	17
	CBRE, Inc. <i>Los Angeles, CA</i>	18
	Cleveland Clinic <i>Cleveland, OH</i>	18
	Colgate-Palmolive Company <i>New York, NY</i>	19
	Evergreen Public Schools <i>Vancouver, WA</i>	19
	Food Lion, Bottom Dollar Food, Harveys and Reid's <i>Salisbury, NC</i>	20
	General Motors <i>Detroit, MI</i>	20
	Gresham-Barlow School District <i>Gresham, OR</i>	21
	Hanesbrands Inc. <i>Winston Salem, NC</i>	21
	HEI Hotels & Resorts <i>Norwalk, CT</i>	22
	Hines <i>Houston, TX</i>	22
	J. C. Penney Company, Inc. <i>Plano, TX</i>	23
	Jones Lang LaSalle <i>Chicago, IL</i>	23

Table 1

Energy Management (continued)	Kohls Department Stores, Inc. <i>Menomonee Falls, WI</i>	24
	Loudoun County Public Schools <i>Ashburn, VA</i>	24
	Merck <i>Whitehouse Station, NJ</i>	25
	New York-Presbyterian Hospital <i>New York, NY</i>	25
	Nissan North America, Inc. <i>Franklin, TN</i>	26
	PepsiCo, Inc. <i>Purchase, NY</i>	26
	Raytheon Company <i>Waltham, MA</i>	27
	Saint-Gobain <i>Valley Forge, PA</i>	27
	Sears Holdings Corporation <i>Hoffman Estates, IL</i>	28
	Staples, Inc. <i>Framingham, MA</i>	28
	The Boeing Company <i>Chicago, IL</i>	29
	TIAA-CREF <i>New York, NY</i>	29
	Toyota Motor Engineering & Manufacturing North America, Inc. <i>Erlanger, KY</i>	30
	TRANSWESTERN <i>Houston, TX</i>	30
USAA Real Estate Company <i>San Antonio, TX</i>	31	
New Home Construction	Ivey Residential, LLC <i>Evans, GA</i>	31
	KB Home <i>Los Angeles, CA</i>	32
	Meritage Homes <i>Scottsdale, AZ</i>	32
Product Manufacturer	Andersen Corporation <i>Bayport, MN</i>	33
	Bosch Home Appliances Corporation <i>Irvine, CA</i>	33
	GE Lighting <i>Fairfield, CT</i>	34
	ITW Food Equipment Group <i>Troy, OH</i>	34
	Manitowoc Foodservice <i>New Port Richey, FL</i>	35
	Panasonic Eco Solutions North America <i>Secaucus, NJ</i>	35
	Samsung Electronics Co., Ltd. <i>Suwon, South Korea</i>	36
Retail	Lowe's Companies, Inc. <i>Mooresville, NC</i>	36
	Sears Holdings Corporation <i>Hoffman Estates, IL</i>	37
Service and Product Provider	Cenergistic <i>Dallas, TX</i>	37
	Ecova <i>Spokane, WA</i>	38
	EnergyCAP, Inc. <i>State College, PA</i>	38
	Servidyne <i>Atlanta, GA</i>	39
	The E Group, a Division of FirstEnergy Solutions Corp. <i>Akron, OH</i>	39
Home Energy Rater	Energy Inspectors Corporation <i>Las Vegas, NV</i>	40
	EnergyLogic <i>Berthoud, CO</i>	40
	Southern Energy Management <i>Morrisville, NC</i>	41

Affordable Housing	Habitat for Humanity of Greater Nashville <i>Nashville, TN</i>	41
	Habitat for Humanity of Metro Denver <i>Denver, CO</i>	42
Partner of the Year		Page Number
Energy Efficiency Program Delivery	AEP Ohio <i>Columbus, OH</i>	43
	Columbia Gas of Ohio <i>Columbus, OH</i>	43
	Dominion East Ohio <i>Richmond, VA</i>	44
	El Paso Electric <i>El Paso, TX</i>	44
	Entergy Texas <i>Beaumont, TX</i>	45
	PECO Energy Company <i>Philadelphia, PA</i>	45
	Southern Maryland Electric Cooperative (SMECO) <i>Hughesville, MD</i>	46
	The Connecticut Energy Efficiency Fund with UI and CL&P <i>Orange, CT</i>	46
	New Hampshire CORE Utilities <i>Manchester, NH</i>	47
	Retail	Nationwide Marketing Group <i>Winston Salem, NC</i>
The Home Depot <i>Atlanta, GA</i>		48
Home Energy Rater	Energy Services Group <i>New Castle, DE</i>	48
Energy Management	Allergan, Inc. <i>Irvine, CA</i>	49
	Beacon Capital Partners, LLC <i>Boston, MA</i>	49
	Brandywine Realty Trust <i>Radnor, PA</i>	50
	Cassidy Turley <i>Washington, DC</i>	50
	Des Moines Public Schools <i>Des Moines, IA</i>	51
	Eastman Chemical Company <i>Kingsport, TN</i>	51
	Air Force Medical Support Agency- Health Facilities Division <i>San Antonio, TX</i>	52
	Kenton County School District <i>Ft. Wright, KY</i>	52
	Liberty Property Trust <i>Malvern, PA</i>	53
	Memorial Hermann Healthcare System <i>Houston, TX</i>	53
	North Penn School District <i>Lansdale, PA</i>	54
	Scott County Schools <i>Georgetown, KY</i>	54
	Verizon Wireless <i>Basking Ridge, NJ</i>	55
	Vornado Realty Trust <i>New York, NY</i>	55
	Wells Real Estate Funds <i>Norcross, GA</i>	56
	New Home Construction	AVR Homebuilders <i>Yonkers, NY</i>
Grayhawk Homes, Inc. <i>Columbus, GA</i>		57
Product Manufacturer	Air King, Ltd. <i>West Chester, PA</i>	57
	DIRECTV <i>El Segundo, CA</i>	58
	Hoshizaki America, Inc. <i>Peachtree City, GA</i>	58

Product Manufacturer (continued)	LG Electronics, Inc. <i>Englewood Cliffs, NJ</i>	59
	Pella Corporation <i>Pella, IA</i>	59
	Philips Lighting Company <i>Somerset, NJ</i>	60
	ProVia <i>Sugarcreek, OH</i>	60
	Scotsman Ice Systems <i>Vernon Hills, IL</i>	61
	Sharp Electronics Corporation <i>Mahwah, NJ</i>	61
	Technical Consumer Products, Inc. (TCP) <i>Aurora, OH</i>	62
Service and Product Provider	Burton Energy Group <i>Alpharetta, GA</i>	62
	Fanning/Howey Associates, Inc. <i>Celina, OH</i>	63
Excellence in ENERGY STAR Promotion		Page Number
	Amerlux <i>Fairfield, NJ</i>	64
	FSL Home Energy Solutions <i>Phoenix, AZ</i>	64
	National Grid <i>Waltham, MA</i>	65
	South Carolina Electric & Gas Company <i>Cayce, SC</i>	65
Excellence in other ENERGY STAR Areas		Page Number
Affordable Housing	Milford Housing Development Corporation <i>Milford, DE</i>	66
Energy-Efficient Product Design	Cree, Inc. <i>Durham, NC</i>	66
Retail	Metro Lighting <i>Brentwood, MO</i>	67
Special Recognition		Page Number
Energy Efficiency Program Delivery	Nicor Gas Energy Efficiency Program <i>Naperville, IL</i>	68
	Rocky Mountain Power <i>Salt Lake City, UT</i>	68



Award Winner Profiles: Sustained Excellence

ENERGY EFFICIENCY PROGRAM DELIVERY



A unit of American Electric Power

AEP Texas Central Corpus Christi, Texas

AEP Texas Central is an electric energy delivery utility serving nearly 650,000 residential customers in the south Texas area. The organization has been working toward increasing the performance, availability, and demand for ENERGY STAR certified homes. AEP Texas Central is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for its continued technical and marketing support promoting the ENERGY STAR New Homes program. Key 2012 accomplishments include:

- Supporting participating builders in the construction of more than 350 ENERGY STAR certified new homes, resulting in a collective 1,100 MWh of energy savings.

- Attracting more than 60 home builders, recommitting eight program raters, and adding one new rater to the program in 2012.
- Increasing understanding of ENERGY STAR Version 3.0 among program participants through one-on-one meetings and dozens of training sessions.
- Raising awareness of the benefits of ENERGY STAR certified homes by participating in more than 35 events with a reach in excess of 21,000 consumers.

Sustained
Excellence



APS (Arizona Public Service) Phoenix, Arizona

Arizona Public Service (APS) is Arizona's largest and longest-serving electric utility, with more than 1.1 million customers across the state. Since partnering with ENERGY STAR Certified Homes and ENERGY STAR certified products in 2005, APS has expanded its ENERGY STAR portfolio to include ENERGY STAR certified buildings and Home Performance with ENERGY STAR (HPwES). APS is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for its role as a regional leader in energy efficiency and its ongoing commitment to the ENERGY STAR Certified Homes and HPwES programs. Key 2012 accomplishments include:

- Implementing a successful HPwES program by collaborating with FSL Home Energy Solutions, Salt River Project (SRP), and Southwest Gas Corporation (SGC).

- Exceeding program goals for HPwES by conducting over 5,000 audits and 2,384 retrofits, while maintaining a strong conversion rate of 32.4 percent.
- Providing incentives for more than 1,840 ENERGY STAR certified homes, bringing the total number of certified homes since 2006 to nearly 12,000.
- Developing consumer and builder marketing materials, including a sales book for builders to use to describe, in detail, the features and benefits of an ENERGY STAR certified home to a potential homebuyer.
- Developing half-day trainings with members of a construction team, including a HERS rater and an HVAC installer, and focusing on details to ensure the team's success in building ENERGY STAR certified homes.



Austin Energy

Austin, TX

With more than 330,000 residential customers, Austin Energy is the City of Austin's municipal electric utility, delivering power to a service territory of more than 420 square miles. The company is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for continuing to enhance and expand its Home Performance with ENERGY STAR (HPwES) program. Key 2012 accomplishments include:

- Achieving 96 percent of its annual HPwES retrofit goals by completing more than 2,134 retrofits, saving homeowners approximately 4,161 MWh.
- Encouraging HPwES participants to implement all recommended efficiency measures through consumer education and incentives; 33 percent of all participants completed all measures.
- Offering more than 17 contractor training sessions, with specialized training offered for more than 100 contractors and building professionals.
- Providing retrofit duct system design and AC charge adjustments to 16 single-family dwellings through Austin Energy's System Performance Pilot Program. The program provides greater savings and comfort for homeowners, as well as significant reductions in energy demand.
- Identifying and targeting tightly defined market segments with demographically and contextually relevant messaging. Austin Energy also maximized display advertising by implementing data-driven targeting, including behavioral, search, and site retargeting.



An Exelon Company

Constellation Energy/Baltimore Gas and Electric Company (BGE)

Baltimore, Maryland

Constellation Energy/Baltimore Gas and Electric Company (BGE) is the largest utility in Maryland, serving more than 1.2 million electricity customers and more than 650,000 gas customers. BGE's Smart Energy Savers Program offers residential energy efficiency solutions that leverage ENERGY STAR certified products, new homes, and Home Performance with ENERGY STAR (HPwES). BGE is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for its continued success in leveraging ENERGY STAR messaging to highlight quality and help customers identify efficient products and new homes. Key 2012 accomplishments include:

- Helping generate the sale of more than 2.5 million ENERGY STAR certified lighting products, bringing the program total to over 12 million and saving BGE customers more than 450,000 MWh.
- Providing targeted incentives to lowering the upfront costs of ENERGY STAR certified appliances, influencing the sale of 37,000 units for a program total of 142,000 units and savings in excess of 19,000 MWh.
- Permanently removing from the grid and properly recycling (in accordance with EPA's Responsible Appliance and Recycling Program) more than 21,000 old inefficient refrigerators and freezers, avoiding 170,000 metric tons of carbon emissions since program inception.
- Influenced the completion of more than 1,200 ENERGY STAR certified homes for a total of more than 4,400 new homes and savings of 8,000 MWh and 1.1 million therms to date.
- Facilitated more than 575 HPwES projects, saving 830 MWh and nearly 40,000 therms.
- Conducting extensive consumer outreach across all its efficiency programs to highlight the benefits of ENERGY STAR, yielding more than 654 million impressions through the program website; collateral and print materials; and TV, radio, online and billboard advertisements.
- Strengthening HPwES participating contractor resources, including sales training, guidebooks, mentoring, and a contractor report card designed to motivate project completions and customer service.



Building Owners and Managers Association (BOMA) International

Washington, District of Columbia

The Building Owners and Managers Association (BOMA) International is a multinational federation of more than 100 local associations and affiliated organizations. Together, its more than 16,500 members own or manage nearly 10 billion square feet of U.S. office space. BOMA is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for its leadership in promoting benchmarking and the adoption of energy efficiency best practices to the commercial real estate market. Key 2012 accomplishments include:

- Completing its 7-Point Challenge, in which more than 130 participating member companies and BOMA local associations accepted the Challenge to improve energy efficiency by 30 percent across their commercial portfolios by 2012. Active Challenge participants reduced their adjusted energy use by approximately 7.5 percent from baseline.
- Continuing to integrate ENERGY STAR into its education, outreach, and advocacy, as well as its

best practices and awards programs. For example, benchmarking with Portfolio Manager is a prerequisite of its prestigious award program, The Outstanding Building of the Year (TOBY).

- Partnering with the Rocky Mountain Institute to address the split incentive barrier and identify opportunities for collaboration between owners and tenants, and together creating the guidebook, “Working Together for Sustainability: The RMI-BOMA Guide for Landlords and Tenants.”
- Increasing participation in the BOMA STARS initiative to promote the importance of benchmarking energy consumption in commercial buildings through Portfolio Manager and sharing it with BOMA’s master account to help demonstrate the effectiveness of the voluntary marketplace. Since January 2011, more than 3,420 buildings have benchmarked and shared their data.

Sustained
Excellence



CenterPoint Energy

Houston, Texas

CenterPoint Energy is an electric transmission and distribution utility serving the greater Houston area with the goal of creating a sustainable market for the construction and sale of ENERGY STAR certified homes. A partner since 2001, CenterPoint Energy is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for its longstanding and comprehensive support of the ENERGY STAR New Homes program. Key 2012 accomplishments include:

- Supporting the construction of more than 6,500 ENERGY STAR certified homes, contributing to a total of 111,000 certified homes built since 2001.
- Facilitating the transition to ENERGY STAR Version 3.0 by distributing informational newsletters and emails, holding one-on-one meetings and hundreds of phone calls to keep builders and raters informed about program requirements, and conducting outreach events to recognize partners’ achievements.

- Holding various training sessions—both technical, such as HVAC Quality Installation and System Design class for local HVAC companies, and sales-oriented, such as home builder sales training for sales staff members—to maintain momentum and garner more support for the program.
- Encouraging builder partners to leverage the ENERGY STAR brand by providing free marketing collateral such as yard signs, door mats, and brochures.



An Exelon Company

ComEd Chicago, Illinois

ComEd, a unit of Chicago-based Exelon Corporation, which is one of the nation's largest electric and gas utilities, provides service to approximately 3.8 million northern Illinois customers, of which 98 percent are residential. ComEd is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for its continued success in leveraging ENERGY STAR and actively coordinating with other energy efficiency program administrators in its service territory to deliver customer-centered, market-friendly energy efficiency offerings. Key 2012 accomplishments include:

- Helping customers save more than 934 million net kWh of electricity and exceeding its statutory goals by nearly 54 percent—more than half of these savings come from initiatives tied directly to ENERGY STAR.
- Helping generate the sale of more than 12 million ENERGY STAR certified light bulbs—an increase of more than 1 million compared to 2011—and providing important education on how to choose lighting since new federal lighting standards began to take effect.
- Coordinating with Nicor Gas to successfully promote the simultaneous purchase of ENERGY STAR certified central air

conditioning and furnace equipment while offering additional incentives for the purchase of models recognized as ENERGY STAR Most Efficient 2012.

- Leveraging ENERGY STAR Portfolio Manager as a starting point for energy efficiency education with commercial customers, facilitating automatic data uploads, and using performance scores to inform opportunity assessments and retro-commissioning offerings. Where possible, ComEd ties commercial product incentives to ENERGY STAR certified models. ComEd also recently launched a new program targeting data centers, which incorporates ENERGY STAR benchmarking and outreach activities.
- Completing 450 energy assessments and Home Performance with ENERGY STAR (HPwES) projects, with approximately 65 percent of participants achieving at least a 15 percent total energy savings and qualifying for the Illinois HPwES Certificates of Completion.



Focus on Energy Madison, Wisconsin

Focus on Energy, Wisconsin utilities' statewide program for energy efficiency and renewable energy, helps eligible residents and businesses save energy and money while protecting the environment. Focus on Energy is funded by more than 4.7 million ratepayers of Wisconsin's Investor Owned Utilities as well as participating municipal and electric cooperative utilities. In 2012, Focus on Energy provided assistance to more than 380,000 customers who pursued energy efficiency and renewable energy solutions in their homes and businesses. Focus on Energy is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for its comprehensive approach to the delivery of commercial and residential sector energy efficiency programs. Key 2012 accomplishments include:

- Completing the Retail Energy Management Challenge, a Building Performance with ENERGY STAR pilot program, and recognizing local retailers for achieving notable energy savings from among the more than 100 participating stores.
- Launching new programs targeting small businesses, chain stores and franchises, and large energy users designed to promote building performance and help customers overcome market barriers that prevent proactive energy management.

- Increasing Wisconsin participation in EPA's National Building Competition by helping facilities make energy efficiency upgrades with support from technical staff members and by providing financial resources. Focus on Energy's business programs served more than 4,800 customers, saving approximately 448 million kWh of electricity and 22.1 million therms of gas.
- Promoting a variety of ENERGY STAR certified products across its residential, commercial, and industrial programs. In addition, at over 650 retail locations across the state, instant consumer incentives coupled with sales training and point of sale promotions yielded an estimated savings of more than 150 million kWh in 2012.
- Helping with 1,785 projects through its Home Performance with ENERGY STAR program by shifting its program design to a contractor-based model enabling greater participation for homeowners and re-enrolling trade allies into the new program model.





KPPC - Kentucky Pollution Prevention Center Louisville, Kentucky

Kentucky Pollution Prevention Center (KPPC) is a state-mandated, non-regulatory environmental technical assistance resource center that helps Kentucky's businesses, industries, school districts, and other organizations stay environmentally sustainable and competitive. Through on-site assessments, training, workshops, webinars, online resources, and recognition programs, KPPC leverages the ENERGY STAR program to help clients establish sustainable, self-directed energy management programs that reduce operational expenses through improved energy performance year after year. KPPC is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for developing and promoting tools, training materials, and other resources that incorporate the ENERGY STAR Guidelines for Energy Management, and for recruiting participants to ENERGY STAR initiatives, such as the ENERGY STAR Challenge. Key 2012 accomplishments include:

- Conducting 33 onsite energy efficiency assessments which identified more than 127,000 MMBtu in potential

energy savings, with a projected annual cost savings of more than \$1.2 million.

- Issuing 54 energy performance awards to recognize client successes based on milestones reached through the ENERGY STAR Guidelines for Energy Management.
- Publicizing clients' success by implementing the ENERGY STAR Guidelines for Energy Management on the KPPC website, in newsletters, in press releases, and at events.
- Delivering a presentation on ENERGY STAR tools and resources to 70 attendees at the Kentucky Association of Manufacturers' (KAM) second annual Energy Conference.
- Helping nearly all of Kentucky's 174 public school districts discover ways to cut costs and better manage their energy use. The successful program, which incorporates the use of ENERGY STAR tools, is garnering national attention and is being used as a model to establish a K-12 technical assistance pilot project in Georgia.

Sustained
Excellence



Long Island Power Authority (LIPA) Uniondale, New York

The Long Island Power Authority (LIPA), the second largest municipal electric utility in the nation, offers a broad range of energy efficiency programs focused on all market sectors through the Efficiency Long Island (ELI) initiative. LIPA is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for delivering its Home Performance with ENERGY STAR (HPwES) program. LIPA also promotes ENERGY STAR certified products and ENERGY STAR certified homes. Key 2012 accomplishments include:

- Generating 5,460 MWh of energy savings and peak demand reductions of 1.47 MW, and rebating a total of more than \$9.2 million to 4,237 customers participating in LIPA's HPwES program since the program began in 2006.
- Increasing HPwES program participation by 2,413 customers. These homeowners received free Comprehensive Home Assessments and 'direct installs'

of select energy efficiency measures identified at the time of the initial audit.

- Leading regional collaboration, outreach, and support to local HPwES participating contractors to establish and grow their businesses.
- Expanding the LIPA program to offer free energy audits and low-interest loans to qualifying customers, and starting the On Bill Recovery Loan Program through LIPA's partnership with NYSERDA and Green Jobs Green New York.
- Introducing its NY Optimization System, a method that streamlines program, measures, and incentivizes selection so contractors can more easily sell the benefits of HPwES and so customers can better select services that fit their needs and budget.
- Partnering with the Department of Energy's Home Energy Score to score 90 homes.



LG&E and KU

Louisville, Kentucky

Louisville Gas & Electric and Kentucky Utilities are owned and operated by LG&E and KU Energy, a diversified energy services company. Together, these utilities provide gas and electric service to Louisville, Lexington, and surrounding counties in Kentucky and five counties in Virginia. LG&E and KU are receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for their continued technical, marketing, and educational support promoting the ENERGY STAR Certified Homes program. Key 2012 accomplishments include:

- Providing incentives for 341 ENERGY STAR certified homes, for a total of 2,677 certified homes since the program was launched in 2009.
- Delivering the yearlong “Technical Training Series” for builders, home energy raters, and allied industry groups to emphasize the value of continued support of the ENERGY STAR Version 3.0 program model.
- Achieving an estimated 2,189 MWh in annual electric savings and 747 kW in annual demand reductions.
- Continuing efforts with a state-level task force to implement legislation promoting the practice of incorporating the value of energy efficiency in real estate appraisals. Delegates include: Kentucky Mortgage Bankers Association, Kentucky Real Estate Appraisers Board, Home Builders Association of Kentucky, Kentucky Association of Realtors, and Kentucky Division of Energy Efficiency and Conservation.
- Participating in and sponsoring community-wide, regional, and statewide events associated with energy efficiency to inform potential homeowners and home builders about the benefits of ENERGY STAR certified homes.



New Jersey Board of Public Utilities

Trenton, New Jersey

New Jersey Board of Public Utilities (NJBP) promotes energy efficiency and clean energy by providing financial incentives and informational services to New Jersey residents, business owners, and local governments through its statewide New Jersey’s Clean Energy Program. NJBP is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for its innovative and high-quality delivery of energy efficiency programming across the residential sector. Key 2012 accomplishments include:

- Completing 9,966 assessments and 3,702 projects, bringing the total number of completed projects since 2007 to over 11,000.
- Saving 832 kW annual demand reduction and 2,676 MWh in annual electric savings as well as 42,319 Dth annual gas savings.
- Providing educational and technical webinars and orientation sessions to new contractors.
- Reimbursing 71 advertisements through a co-operative advertising model whereby contractors received a 40 percent reimbursement for various types of advertising.
- Implementing and promoting financial incentives, which include zero-percent interest loans for consumers, to make it affordable for consumers to finance energy efficiency upgrades.



New York State Energy Research and Development Authority (NYSERDA)

Albany, New York

As a public benefit corporation, the New York State Energy Research and Development Authority (NYSERDA) administers programs that are designed to help New York meet its energy goals: reduce energy consumption, promote the use of renewable energy sources, and protect the environment. NYSEERDA is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for its Home Performance with ENERGY STAR (HPwES) program. NYSEERDA also undertakes activities to promote ENERGY STAR certified products and ENERGY STAR certified homes. Key 2012 accomplishments include:

- Completing 5,755 HPwES projects and 775 quality assurance field inspections, and exceeding a 35 percent assessment-to-completed project conversion rate.
- Training over 4,000 participants in energy efficiency technologies and practices as part of NYSEERDA's energy efficiency workforce development initiatives.
- Offering low-interest financing to homeowners, including On-Bill Recovery Financing, paid back through utility bills, helping 173 homeowners finance their energy improvement work.
- Incentivizing 1,800 New York ENERGY STAR certified homes, for a total of 21,600 homes built since NYSEERDA joined the program.
- Expanding workforce development and training of a service-delivery infrastructure composed of building performance service providers for sustainable market transformation.

Sustained
Excellence



Northeast Energy Efficiency Partnerships

Northeast Energy Efficiency Partnerships, Inc. (NEEP)

Lexington, Massachusetts

The sponsoring organizations of the Northeast Retail Products Initiative (the Initiative), facilitated by Northeast Energy Efficiency Partnerships (NEEP), include: Cape Light Compact, National Grid (Massachusetts, Rhode Island, New Hampshire, and New York), NSTAR Electric, Western Massachusetts Electric Company (WMECO), NHSaves (National Grid, Unitil, Public Service of New Hampshire, New Hampshire Electric Co-op), Efficiency Vermont, Connecticut Light & Power (CL&P), The United Illuminating Company (UI), Long Island Power Authority (LIPA), New York State Energy Research and Development Authority (NYSERDA), and the DC Sustainable Energy Utility (DC SEU). The Initiative is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for expanding on its tradition of employing regional collaboration as the key driver of market transformation for ENERGY STAR certified products geographically—with the addition of new members—and programmatically through the expansion of coordinated energy efficiency programming. Key 2012 accomplishments include:

- Achieving lasting energy savings—4.4 million MWh in lifetime energy savings in 2012 alone—through cooperative promotions with retailers and manufacturers, retailer training, incentives, and customer marketing and education.
- Building on a practice of designing marketing activities around ENERGY STAR certified products, messaging, and branding designed to reach all Northeast customers, and building on efforts to reach under-served communities in the Northeast, including seniors, low-income residents, and non-English speaking residents.
- Increasing the availability of ENERGY STAR certified appliances, lighting, and consumer electronics to all demographics through expanded program offerings in under-represented retail channels such as grocery chains, hardware stores, pharmacies, local dollar and discount stores, Salvation Army locations, and local food banks.
- Creating consumer education materials to help guide consumers through the changing landscape of lighting, and broadening regional lighting programs to include ENERGY STAR certified specialty CFLs and LED products.
- Continuing relationships with more than 4,000 retailers to help train sales staff on the benefits of ENERGY STAR certified appliances and lighting products, making more than 24,000 site visits to partnering retail stores.



Northwest Energy Efficiency Alliance (NEEA)

Portland, Oregon

The Northwest Energy Efficiency Alliance (NEEA) is a nonprofit organization that is supported by and works in collaboration with the Bonneville Power Administration, Energy Trust of Oregon and more than 100 Northwest utilities on behalf of more than 12 million consumers. The Northwest Energy Efficiency Alliance is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for its innovative and high-quality marketing as well as continued commitment to the ENERGY STAR Certified Homes program. Key 2012 accomplishments include:

- Providing incentives for 3,030 ENERGY STAR certified homes in 2012, for a total of 20,134 certified homes since the program's inception in 2005.

- Achieving an estimated 9 million kWh of annual energy savings in 2012.
- Supporting more than 433 active homebuilders across Idaho, Montana, Oregon, and Washington.
- Distributing public service announcements (PSAs) to regional radio and TV broadcast groups, resulting in more than \$600,000 in valued media received for free by leveraging NEEA's nonprofit status, thus creating 10 million media impressions. Since 2008, the program has leveraged more than \$3 million in free media.
- Facilitating delivery of a Cost Data Addendum form to the market, with the help of local experts. The form provides builders with a means to communicate the value of installed energy measures to their appraisers. Over 200 appraisers took the training determining the value of installed energy measures.



Pacific Gas and Electric Company

San Francisco, California

Pacific Gas and Electric Company (PG&E) is one of the largest combination natural gas and electric utilities in the United States, serving approximately 15 million people throughout a 70,000-square-mile service area in northern and central California. PG&E is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for its campaigns to promote ENERGY STAR certified products, collaborations to help build stakeholder support for ENERGY STAR programs and product specifications, and programs designed to bring ENERGY STAR certified products directly into customer homes and businesses. Key 2012 accomplishments include:

- Helping customers save more than \$2 billion in average lifecycle energy bills, and avoid the emissions of nearly 840,000 metric tons of carbon dioxide.
- Building strategic partnerships to tap market knowledge and increase delivery channel efficiency, accelerate market innovation, and reach a broader range of customers. In addition to working with third-party partners that manage approximately 50 portfolio programs and strategic collaborations with 35 local and regional governments, PG&E has created channel alliances, such as the Trade Professional Alliance of 2,000 contractors, as well as executive-level strategic agreements that expand relationships with leading national retailers.
- Continuing to offer innovative streamlined ENERGY STAR-focused retail channel programs that cross utility service

territory and state lines, simplifying program administration, reducing participation costs for retail and manufacturer partners, and driving a consistent message to customers about the benefits of energy efficiency.

- Promoting the ENERGY STAR brand to retailers through a field team that made approximately 6,500 in-store visits to more than 750 retailers and food service equipment dealers, provided regular sales associate training on rebate program offerings, placed point of sale materials, and educated sales staff about ENERGY STAR certified consumer electronics, appliances, and advanced lighting products.
- Deploying a “31 Ways to Save” campaign featuring ENERGY STAR for Energy Awareness Month. The campaign included a live mobile tour that stopped at 21 events in October—including retail store visits and a San Francisco 49er game—reaching more than 100,000 customers, and having direct one-on-one interactions with more than 6,700 customers.
- Providing customers with energy data for the benchmarking of more than 6,000 commercial buildings in EPA's ENERGY STAR Portfolio Manager tool—more than any other utility in the country. PG&E continued to demonstrate its leadership in supporting commercial building benchmarking through an extensive training program and Web-based resources, and an extensive outreach campaign to 53,000 building owners encouraging them to benchmark in Portfolio Manager.





**PUBLIC SERVICE
COMPANY OF
OKLAHOMA**

A unit of American Electric Power

Public Service Company of Oklahoma (PSO)
Tulsa, Oklahoma

Public Service Company of Oklahoma (PSO) has served Oklahoma’s electric energy needs since 1913. Today, PSO serves approximately 527,000 customers in 230 cities and towns. PSO is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for continuing to enhance and expand its Home Performance with ENERGY STAR (HPwES) program. PSO also participates in the ENERGY STAR Certified Homes program. Key 2012 accomplishments include:

- Achieving 313 completed HPwES projects, a growth of over 18 percent since 2011.
- Providing audit and upgrade services to approximately 500 homeowners, achieving 1,108 MW and 3,170 MWh in savings through HPwES.

- Establishing a strong HPwES participating contractor community through training workshops with industry experts on business development, Air Conditioning Contractors of America’s Manual J and D trainings, and consistent outreach at local trade ally events.
- Partnering with the Tulsa Community College (TCC) to leverage a grant from the American Recovery and Reinvestment Act that provided occupation transition services. As a result, TCC offered BPI Building Analyst and HERS Rater certification courses that resulted in more than 60 individuals receiving either BPI or HERS Rater certifications.
- Providing incentives for nearly 260 ENERGY STAR certified homes, saving homeowners approximately 345 kW of demand and 470 MWh of energy savings.

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SOUTHERN CALIFORNIA
EDISON

An EDISON INTERNATIONAL® Company

Southern California Edison
Rosemead, California

Southern California Edison (SCE) delivers electrical energy solutions to nearly 14 million residents in southern and central California. SCE continues to distinguish itself through its tradition of leveraging ENERGY STAR at a corporate and strategic level, to engage its customers in an effort to advance energy efficiency in a lasting manner. SCE is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for this approach, which has enabled SCE and its customers to save over 8.6 billion kWh in the past five years, enough energy to power more than 1.2 million California homes. Key 2012 accomplishments include:

- Promoting ENERGY STAR certified products across its broad portfolio of up-, mid-, downstream, and low-income assistance programs in the residential and commercial markets to ensure that all its customers understand the value of, and have access to, ENERGY STAR certified products.
- Promoting refrigerators and clothes washers recognized as ENERGY STAR Most Efficient 2012 with higher incentives in a high impact, high-visibility redesign of one of its largest mass market rebate programs to incorporate a tiered incentive.
- Reaching out to customers with a message to adopt

energy-efficient lifestyles through ENERGY STAR, including leveraging the “Change the World, Start with ENERGY STAR” event series and pledge, and Team ENERGY STAR—and securing more than 46 million impressions through more than 65 delivery outlets, including print, online, television, radio, and events.

- Expanding on enrollment in SCE’s Automated Benchmarking Service through ENERGY STAR Portfolio Manager to more than 177 unique SCE customers with over 1,000 buildings.
- Making building benchmarking a strategic program focus supported by an innovative marketing and awareness campaign that reached almost 42,000 customers, website resources, hands-on training, and an automated system for sending billing data to EPA’s ENERGY STAR Portfolio Manager tool. SCE requires benchmarking for participation in three of its incentive programs. More than 1,250 customer buildings, representing 16 million feet of floor space, were benchmarked using energy data from the utility’s automated system in 2012, and nearly 200 customers received training.
- Achieving, in partnership with its customers, 1,593 GWh in energy savings and 294 MW of permanent demand reduction.

ENERGY MANAGEMENT



3M Company

St. Paul, Minnesota

3M is a multinational technology company with operations in more than 65 countries. The company strategically manages energy use throughout its operations and continues to build upon a sound energy management foundation. 3M is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for its ongoing improvements in energy performance and sustainability efforts. Key 2012 accomplishments include:

- Improving global energy efficiency by 3.7 percent, saving more than \$15 million in energy costs in 2012. The company has improved energy intensity by 32 percent since 2005.
- Completing 203 energy efficiency projects to save \$7.32 million in 2012 and dedicating resources for enhancing the company's existing energy data and metering system to build a new generation of energy savings opportunities.
- Coordinating with utilities, other manufacturers, and EPA to host a meeting in the St. Paul/Minneapolis region to introduce manufacturers to EPA's ENERGY STAR industrial energy management resources.
- Instituting strategic projects, including incorporating a variable air volume system into laboratory fume hoods at 3M headquarters to reduce the amount of conditioned air exhausted for a savings of \$350,000 annually, and redesigning the manufacturing process for a skin tape product from solvent-based to solvent-free, eliminating the need for thermal ovens and thermal combustion of process gases for a savings of over \$260,000.
- Partnering with St. Paul Public Schools to educate students on energy efficiency and to link 3M engineers with student teams to improve school energy performance.



ArcelorMittal

ArcelorMittal USA

Chicago, Illinois

ArcelorMittal, the world's leading steel and mining company, provides steel solutions for the automobile, construction, household appliance, and energy markets. ArcelorMittal USA is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for its commitment to identifying and implementing innovative solutions to increase the sustainability of its operations, reduce greenhouse gas emissions, protect the environment and natural resources, while saving energy and costs. Key 2012 accomplishments include:

- Accomplishing a 3.6 percent reduction in energy intensity, which is equivalent to powering 224,470 homes for a year.
- Expanding the ArcelorMittal USA energy program to include mining operations throughout the United States.
- Coordinating with other manufacturers, utilities, and EPA to host a meeting in the Northwest Indiana region to introduce manufacturers to EPA's ENERGY STAR industrial energy management resources.
- Carrying out projects targeted at energy efficiency including steam trap and leak management and improving motor utilization through use of variable frequency drives (VFDs) – at one plant, steam savings in 2012 equaled \$1.375 million while elsewhere, VFDs were installed to control five motors resulting in electrical savings of \$200,000 and reduced maintenance savings of \$200,000.
- Completing a boiler project that transfers blast furnace gas (BFG) to a new boiler which cogenerates steam and electricity, nearly eliminating the flaring of BFG, and is expected to save \$20 million annually.
- Encouraging employee energy achievements by developing and showcasing energy videos highlighting employees and their successful energy projects on the company's television circuits and intranet.



Bentall Kennedy Toronto, Ontario

As one of North America's largest independent real estate investment advisors, Bentall Kennedy serves more than 500 clients across commercial space valued at \$29 billion, including more than 50 million square feet of assets in the United States valued at more than \$8.4 billion. Bentall Kennedy is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for continuing to set and achieve new energy efficiency goals for its portfolio using ENERGY STAR tools and resources. Key 2012 accomplishments include:

- Benchmarking more than 130 eligible office and industrial buildings each month, representing about 19 million square feet, and pursuing ENERGY STAR certification for every eligible building.
- Reducing energy use by six percent compared to 2009 in its U.S. portfolio, resulting in a cumulative reduction

of about 39 million kWh and \$4.3 million in energy cost savings since 2009.

- Maintaining an average ENERGY STAR score of 75 across its entire portfolio, even with a three percent increase in occupancy in 2012.
- Expanding benchmarking capabilities by launching the Bentall Kennedy Eco Tracker energy management platform across the U.S. portfolio, complementing ENERGY STAR benchmarking efforts by means of Portfolio Manager Data Exchange, and ensuring more accurate data through enhanced verification measures.
- Communicating the value of ENERGY STAR by fostering in-depth tenant-engagement programs, leveraging ENERGY STAR tools and resources to target behavioral change, and incorporating more intelligent control systems to achieve additional energy reductions.

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CalPortland Company Glendora, California

CalPortland Company is a major producer of cement, concrete, aggregates, and asphalt in the western United States. Energy management is a key component of the company's greenhouse gas emissions control and sustainability strategies. CalPortland is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for continued pursuit of energy management within its organization and for promoting ENERGY STAR. Key 2012 accomplishments include:

- Reducing energy intensity by 0.3 percent compared to 2011, despite harsh market conditions that make energy efficiency improvement difficult.
- Extending energy management to product transport by tracking truck fuel usage, managing delivery routes, and minimizing idling time, among other optimizations of trucking efficiency.
- Executing capital improvements and process optimizations designed to save energy including replacement of a heat exchanger on a preheater tower with a water spray gas conditioning system to reduce

demand by more than 1,000 kW and energy use by nearly 9 million kWh.

- Coordinating with utilities, other manufacturers, and EPA to host a well-attended meeting in the Los Angeles region to introduce local manufacturers to ENERGY STAR industrial energy management resources.
- Promoting energy management among U.S. cement manufacturers by supporting EPA's ENERGY STAR Focus on Energy Efficiency in Cement and Concrete Manufacturing.
- Registering nine plants in EPA's ENERGY STAR Challenge for Industry with four of the plants having achieved the Challenge to date.
- Promoting energy management through employee participation in community and school outreach programs including parades, holiday events, rodeos, school visits, career days, plant tours, and other community gatherings with exposure to nearly 108,000 people.



CBRE, Inc.
Los Angeles, California

CBRE is a global leader in real estate services, managing more than 3 billion square feet of commercial properties and corporate facilities worldwide. CBRE is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for using its leadership position to raise the bar for energy efficiency across the industry, while leveraging ENERGY STAR as the foundation of its approach. Key 2012 accomplishments include:

- Reducing energy intensity by more than 8.5 percent across its registered national portfolio.
- Benchmarking 1,383 CBRE-managed buildings in Portfolio Manager, representing more than 256 million square feet.
- Earning the ENERGY STAR for 229 buildings, with 297 additional properties that are either in the process of applying or eligible for certification.
- Achieving an average ENERGY STAR score of 79 across its 150 million square foot portfolio of buildings, with more than 24 months of data—a two-point improvement compared to 2011.
- Introducing the “ENERGYplus” platform that automatically uploads building data into Portfolio Manager, as well as developing a coordinated and centralized ENERGY STAR certification engineering service for managed buildings.
- Continuing its successful partnership with Building Owners and Managers Association (BOMA) International to train all CBRE real estate managers and building engineering personnel. Since 2007, more than 13,000 attendees have participated in the four-part training series.
- Educating employees and the community about energy efficiency by entering 36 managed buildings as participants in EPA’s 2012 ENERGY STAR National Building Competition.



Cleveland Clinic
Cleveland, Ohio

As a nonprofit academic medical center, Cleveland Clinic operates more than 200 institutes, community hospitals, and family centers comprising 24 million square feet in Ohio, Florida, and Nevada, as well as several locations abroad. Cleveland Clinic is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for integrating energy management into its patient care mission. Key 2012 accomplishments include:

- Reducing its average annual source energy intensity by 14.3 kBtu per square foot, while increasing the size of its portfolio by 247,000 square feet.
- Increasing its portfolio-wide average ENERGY STAR energy performance score by four points compared to its 2011 score.
- Earning the ENERGY STAR for one facility and tracking the energy use of all its facilities in Portfolio Manager.
- Installing a building automation system, the largest healthcare application of its kind in the United States on 14 million square feet of space, in order to identify underperforming HVAC, power management, elevators, and other systems for targeted maintenance and efficiency improvements.
- Supporting seven hospitals, four medical office buildings, and one office in EPA’s 2012 ENERGY STAR National Building Competition.
- Encouraging its staff of 40,000 and surrounding community to save energy with ENERGY STAR by launching a month-long energy awareness campaign called “Focusing our Energy on Patient Care;” holding a poster contest at the Cleveland Clinic Children’s Hospital with the theme “Saving energy starts with me!”; and flying a banner over its busiest public street.





Colgate-Palmolive Company

New York, New York

Colgate-Palmolive Company is a consumer products manufacturer serving people in more than 200 countries and territories. The company recognizes the importance of managing energy resources and protecting the earth's climate and is committed to acting responsibly through sustainable operations. Colgate-Palmolive is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for its strong partnership with the program and efforts to continuously improve its energy strategy. Key 2012 accomplishments include:

- Improving energy efficiency by 3.4 percent compared to 2011 and by 6.7 percent since 2009, while avoiding \$126 million in energy costs and reducing carbon dioxide emissions by 5.4 percent. Energy savings in 2012 prevented carbon dioxide emissions equivalent to those that would result from providing electricity for 687 homes for one year.

- Continuing to build on EPA's ENERGY STAR Challenge for Industry as its own internal energy award program to recognize facilities worldwide for their energy reduction achievements, adding nine new sites that have achieved the Challenge.
- Coordinating with ENERGY STAR Partner Merck to pilot test a new manufacturing plant energy assessment process in two plants.
- Investing 2.7 percent of the company's capital budget for energy reduction projects.
- Coordinating with Merck, utilities, other manufacturers, and EPA to host a meeting in the New Jersey region to introduce manufacturers to ENERGY STAR's industrial energy management resources.

Sustained
Excellence



Evergreen Public Schools

Evergreen Public Schools

Vancouver, Washington

Evergreen Public Schools (EPS) is the fourth largest district in Washington and serves nearly 27,000 students in 35 schools. EPS is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for its ongoing commitment to finding new ways to save energy and promote its successes with ENERGY STAR. Key 2012 accomplishments include:

- Raising its average, portfolio-wide ENERGY STAR energy performance score by five points to 84. This represents a 48-point increase since 2008 and 40-percent reduction in energy use overall—earning recognition as both an ENERGY STAR Leader and ENERGY STAR Top Performer in 2012.
- Saving more than \$6.5 million since first implementing its multifaceted energy management approach in 2008.
- Providing support for the district's HVAC technicians to be trained in the most efficient operation of the schools' equipment to reduce inefficiencies and save energy for the district.

- Promoting a culture of energy awareness through ENERGY STAR by displaying the ENERGY STAR logo on all publications, banners at all schools, community videos, educational presentations, and newsletter stories.
- Continuing to implement energy efficiency projects, such as replacing incandescent lamps in an auditorium with LED lamps and replacing 10 rooftop HVAC units that feature heat recovery capabilities at a middle school.
- Encouraging district staff members to save energy through regular resource conservation meetings held to share ideas and troubleshoot issues related to conservation.



Food Lion, Bottom Dollar Food, Harveys and Reid's Salisbury, North Carolina

Food Lion, Bottom Dollar Food, Harveys, and Reid's (FL/BDF/H/R) is the largest operating entity of Belgium-based Delhaize Group, which owns 3,400 grocery stores in 11 countries. FL/BDF/H/R is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for its continued dedication to identifying, developing, and investing in new technologies and operational best practices to save energy and money. Key 2012 accomplishments include:

- Improving companywide energy use by 103 billion kBtu. Since 2000, FL/BDF/H/R has improved its energy consumption by more than 2.8 trillion Btu, or 30.9 percent.
- Earning the ENERGY STAR for an additional 90 stores, for a total of 1,077 stores, or 85 percent of the entire chain.
- Mentoring independently-operated sister company Sweetbay Supermarket by helping it launch multiple energy management initiatives and earn the ENERGY STAR for 53 of its 105 stores.
- Installing self-closing vinyl strip curtains in meat and produce coolers, as well as grocery and ice cream freezers, in 299 stores.
- Continuing to expand installations of glass door enclosures on dairy, lunch meat, and beer cases in 89 additional stores. Adding glass doors cuts energy consumption by 30 percent for the specific equipment, which equals 10 to 12 percent of total store energy.
- Educating associates, customers, and other businesses about the importance of energy efficiency through 30-second, in-store announcements about energy conservation, dimming sales floor lighting for one hour at most stores to raise awareness as part of Earth Hour, and serving as speakers and panel experts at energy-related conferences.



General Motors Detroit, Michigan

General Motors Company (GM) is a leading automobile manufacturer located in more than 120 countries with sales reaching more than 8 million vehicles annually. The company's energy management program is integrated into its overall business model to ensure continuous efficiency improvements across the entire global organization. GM is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for its ongoing progress in energy performance and support of ENERGY STAR. Key 2012 accomplishments include:

- Improving the energy intensity of U.S. operations by 11 percent compared to 2011 and saving \$20 million in energy costs during that period which is equivalent to eliminating the emissions of 280,000 metric tons of carbon dioxide equivalents and offsetting similar emissions from the electricity use of 35,000 U.S. homes. Since 2008, GM has achieved a 16-percent intensity reduction.
- Tracking energy use on a real-time basis for U.S. manufacturing sites resulting in nearly 2.5 million points of energy data that are collected every minute enabling the company to monitor real-time energy performance indicators.
- Managing energy in its operations by retro-commissioning the HVAC systems in two assembly plants to save \$5 million in 2012, and facilitating real-time continuous commissioning of this equipment elsewhere in the United States to save \$3 million.
- Showing leadership in energy efficiency in the U.S. metalcasting industry by sharing energy management practices and benchmarking with other manufacturers in EPA's ENERGY STAR Focus on Energy Efficiency in Metalcasting.
- Coordinating with utilities, other manufacturers, and EPA to host a meeting in the Detroit region to introduce manufacturers to ENERGY STAR industrial energy management resources.
- Earning EPA's ENERGY STAR certification for two auto assembly plants, four warehouses, and an office building. GM's work to promote its achievements at one of these sites resulted in more than 80 news articles and reached an audience of 1.4 million.



Gresham-Barlow School District

Gresham, Oregon

Gresham-Barlow School District (Gresham-Barlow) is the tenth largest district in Oregon and educates approximately 12,000 K-12 students across its 19 schools. The district is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for its leadership among school districts in maintaining deep energy savings and continuing to enhance its comprehensive energy management program. Key 2012 accomplishments include:

- Implementing 48 facility improvement measures in eight schools, including a new boiler system for a pool, lighting retrofits, occupancy sensors, control upgrades, weatherization, insulation, and maintenance.
- Saving \$1.5 million annually in avoided energy costs, representing an amount equivalent to the combined salaries of 22 first-year teachers.
- Sustaining its goal of 50 percent cost avoidance for the third consecutive year, as measured against the

baseline year of 1997–1998, despite a significant reduction in buildings and grounds staff.

- Achieving an average ENERGY STAR energy performance score of 92 among the district's 19 schools, all of which have earned the ENERGY STAR.
- Distributing more than \$25,000 to schools as a financial incentive for performance, participation, and effort in managing energy use, as well as recognizing staff for the success of building-specific projects during regular Resource Conservation meetings.
- Continuing to publicly post monthly ENERGY STAR scores for each school on its Energy Center website to encourage competition among schools and demonstrate its energy management successes to the community.

Sustained
Excellence

HANES Brands Inc

Hanesbrands Inc. Winston Salem, North Carolina

Hanesbrands is a leading manufacturer of apparel essentials found in nearly all households in America. The company is focused on improving energy efficiency and reducing greenhouse gas emissions across its operations worldwide. Hanesbrands is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for its ongoing improvements in energy performance and sustainability. Key 2012 accomplishments include:

- Improving energy intensity by 2.1 percent over 2011. Since 2007, Hanesbrands has reduced energy intensity by 21 percent and cut carbon emissions intensity by more than 24 percent through a focus on energy efficiency and increased use of renewable energy.
- Working with EPA's ENERGY STAR program to develop metrics for measuring and setting energy reduction targets for nonproduction energy usage with the goal of shifting fixed energy to variable, minimizing non-production energy consumption in response to the economic volatility affecting production in the apparel market.

- Motivating manufacturing sites around the world to improve energy performance through EPA's ENERGY STAR Challenge for Industry and a Hanesbrands award issued by its senior management. In 2012, nine sites achieved the Challenge, and 24 sites earned the President's Energy Efficiency Award.
- Coordinating with utilities, other manufacturers, and EPA to host a meeting in the Winston Salem region to introduce manufacturers to ENERGY STAR industrial energy management resources.
- Highlighting its partnership with ENERGY STAR in strategic communication campaigns to wholesale customers, consumers, key suppliers, investors, and shareholders through more than 205 million impressions—a two-fold increase over 2011.



HEI Hotels & Resorts Norwalk, Connecticut

With 43 hotels across 16 states and approximately 5,500 employees, HEI Hotels & Resorts (HEI) is a leading hospitality investment company that acquires, develops, owns, and operates upscale hotels and resorts, totaling more than 10 million square feet. HEI is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for its innovative and holistic approach to energy management—an approach that continues to increase energy savings, year after year. Key 2012 accomplishments include:

- Improving company wide energy use by 2.7 percent, for a total reduction of more than 36 percent since 2006.
- Reviewing and revising a number of key programs and tools including the custom dashboard, Energy Looking Glass, and the Energy Set-Point parameters at all locations.
- Continuing to fund the HEI pre-approved energy capital projects including lighting and HVAC system upgrades.
- Reviewing and revising the chief engineers' incentive program, awarding gift cards each quarter to select chief engineers who proactively manage energy use at their properties.
- Submitting the entire company portfolio to compete in EPA's ENERGY STAR National Building Competition.
- Distributing and promoting ENERGY STAR materials internally and externally; promotion efforts included hanging Bring Your Green to Work with ENERGY STAR posters throughout hotels, co-branding marketing materials with the ENERGY STAR Partner of the Year logo, and prominently displaying Partner of the Year crystals.

Hines

Hines Houston, Texas

Hines is a privately owned real estate firm that manages more than 137 million square feet of property around the world. Hines is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for embracing ENERGY STAR energy management best practices and actively promoting ENERGY STAR as the platform for tracking and evaluating energy performance. Key 2012 accomplishments include:

- Earning the ENERGY STAR for 73 properties for the first time in 2012, contributing to a total of 960 ENERGY STAR certifications since 1999.
- Continuing to apply a policy that requires all Hines-managed properties to measure and track energy use in Portfolio Manager. Hines is actively benchmarking 224 buildings, representing 82 million square feet.
- Maintaining a high-performing portfolio, with 75 percent of actively benchmarked buildings earning ENERGY STAR certification. Compared to the national average, these buildings typically save \$1.64 per square foot annually, equivalent to more than \$125 million portfolio-wide.
- Engaging 950 tenants to save energy through its Hines GREEN OFFICE® (HinesGO®) program. The program draws on the ENERGY STAR Bring Your Green to Work initiative and has resulted in the designation of more than 42 million square feet as GREEN OFFICE space.
- Implementing the first annual East Region ENERGY STAR Score Improvement Challenge to identify the property that achieves the highest percent increase in its ENERGY STAR score over a 12-month period.
- Demonstrating a commitment to ENERGY STAR programs through the Hines ENERGY STAR Management Group (ESMG). The group meets monthly to review company initiatives and progress, collaborate with EPA representatives, and release the ESGM Newsletter to all building managers and engineers.



J.C. Penney Company, Inc. Plano, Texas

J.C. Penney Company, Inc. (J.C. Penney) is a \$19 billion retailer with more than 1,100 department stores in the United States and Puerto Rico. J.C. Penney is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for continuing its strong commitment to energy efficiency in the face of unprecedented change across the entire company structure. In order to do this, the energy team had to regroup and turn their focus to low-cost efficiency improvements and conservation programs, which turned out to be very successful. Key 2012 accomplishments include:

- Improving average weather normalized source energy use by 5.2 percent. This increase was achieved in spite of the fact that the company completed 680 major renovations in three months and opened Sephoras in 75 stores, which, when combined, represent a 1.2-percent increase compared to J.C. Penney’s 2011 electricity load.
- Certifying an additional 106 stores in 2012 for a total of 384 stores that have earned the ENERGY STAR. This means the company is on track to achieve its goal of 400 stores certified by 2014.
- Entering 100 stores as competitors in EPA’s 2012 ENERGY STAR National Building Competition and supporting Hamilton Middle School in Memphis, Tennessee with its participation in the competition.
- Reinventing its employee engagement and empowerment program, Energy Management Awareness Program (EMAP). Part of EMAP is a series of eight training videos on energy awareness, which were viewed more than 2,500 times.
- Working with several leading utilities around the country to support their exploration of the merits of including behavior-based energy management projects in their demand-side management incentive programs.

Sustained
Excellence



Real value in a changing world

Jones Lang LaSalle Chicago, Illinois

Jones Lang LaSalle (JLL) is a professional services and investment management firm offering specialized real estate services to clients seeking increased value by owning, occupying, and investing in real estate. Through its client services, JLL manages a portfolio of approximately 2.6 billion square feet worldwide. JLL is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for its dedication to driving energy savings across clients’ portfolios and communicating energy management successes with ENERGY STAR to its employees, tenants, and the community. Key 2012 accomplishments include:

- Benchmarking nearly 100 percent of eligible properties in Portfolio Manager, which includes more than 1,200 buildings representing about 170 million square feet of space. Continuing to realize additional energy savings, despite already maintaining a high-performing portfolio with an average ENERGY STAR score of 76. The company cut its source energy intensity by an additional 6.6 percent in 2012 across 170 million square feet of its managed properties.
- Expanding the promotion of ENERGY STAR through high-level media placements, social media, thought leadership blog posts, public forums, discussions with high-ranking government officials, reports, presentations to clients, and consistent outreach to its employees, prospects, and tenants.
- Supporting ENERGY STAR initiatives including water conservation and the effort to expand ENERGY STAR into the real estate brokerage community.
- Participating in EPA’s 2012 ENERGY STAR National Building Competition with 16 buildings, and expanding its use of social media (e.g. blogs, Twitter, LinkedIn) to create a global forum for ENERGY STAR discussions.
- Serving as both a sponsor and panelist at the 2012 ENERGY STAR Commercial & Industrial Buildings Partner Meeting.



Kohl's Department Stores, Inc. Menomonee Falls, Wisconsin

As a family-focused, value-oriented specialty department store, Kohl's Department Stores, Inc. (Kohl's) operates more than 1,140 stores in 49 states. Kohl's is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for its continued commitment to seeking innovative solutions to improve energy efficiency while demonstrating the value of environmental stewardship to customers and the general public. Key 2012 accomplishments include:

- Actively pursuing ENERGY STAR certification for its stores. In 2012, Kohl's certified 75 stores for a companywide total of 752 stores that have earned the ENERGY STAR.
- Surpassing its goal of achieving a 2-percent improvement in energy efficiency by the end of 2012 by achieving a 2.5-percent reduction on a Btu-per-square-foot basis.
- Focusing on achieving energy savings through operations, including re-commissioning HVAC units at 114 stores,

conducting energy audits at 58 stores, and actively monitoring alerts sent by the energy management system to warn of excessive energy use at the store level.

- Displaying the ENERGY STAR on all stores that have earned certification.
- Using social media, internal- and external-facing websites, and innovative educational tactics to engage employees and customers and raise awareness of energy efficiency and Kohl's partnership with ENERGY STAR.
- Surveying top suppliers on their sustainability initiatives and offering training webinars for vendors on how to develop successful sustainability programs within their own companies. In addition, Kohl's pairs vendors with their own sustainability team to collaborate on ways to achieve continuous improvement over time.



Loudoun County Public Schools Ashburn, Virginia

As the fourth largest school system in the Commonwealth of Virginia, Loudoun County Public Schools (LCPS) is a rapidly growing district that instructs more than 68,000 students at 13 high schools, 14 middle schools, 53 elementary schools, a technology center, and an alternative education school that together cover more than 9.6 million square feet. LCPS is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for its continued commitment to increasing energy efficiency through the creation of an energy-saving culture among students, staff members, and parents. Key 2012 accomplishments include:

- Benchmarking district facilities in Portfolio Manager, EPA's ENERGY STAR measurement and tracking tool, and earning ENERGY STAR certification for 42 district facilities.

- Achieving recognition as an ENERGY STAR Top Performer.
- Earning Designed to Earn the ENERGY STAR designation for six schools: Lunsford Middle School, Douglas Elementary School, Champe High School, Discovery Elementary School, Moorefield Station Elementary School, and Trailside Middle School.
- Encouraging regional use of the Master Account Sharing feature in Portfolio Manager through speaking events and presentations promoting the tool. LCPS's efforts have been influential in regional decisions to use this feature.
- Saving more than \$47 million and preventing the emissions of more than 265,000 metric tons of carbon dioxide over the past 19 years.





Merck

Whitehouse Station, New Jersey

Merck is a global, research-based pharmaceutical and healthcare company with a vision to be “the most energy-efficient company in the pharmaceutical industry and a leader among FORTUNE 500 companies.” Merck has a successful energy and sustainability program that continues to reach high levels of performance. Merck is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for its leadership in energy management and strategic focus on helping others improve to world class status for energy management. Key 2012 accomplishments include:

- Achieving a 6-percent energy intensity reduction for its U.S. operations and 4.3 percent globally compared to 2011. Since 2010, Merck’s U.S. operations have improved by 10 percent while, globally, the company reached 6.7 percent.
- Maintaining EPA’s ENERGY STAR certification for three manufacturing sites and three office buildings while achieving certification for the first time for two additional buildings to increase the size of Merck’s portfolio of ENERGY STAR certified facilities.
- Assisting ENERGY STAR Partner Colgate-Palmolive to develop and pilot test a new manufacturing plant energy assessment process in two of its plants. To date, Merck’s own internal “treasure hunt” plant assessment program has identified over \$12 million in potential energy savings from just five plants, representing a reduction equivalent to 20 percent of the company’s total greenhouse gas emissions reduction goal.
- Coordinating with utilities, other manufacturers, and EPA to host a meeting with Colgate-Palmolive in the New Jersey region to introduce manufacturers to ENERGY STAR industrial energy management resources.
- Registering nine Merck European sites in EPA’s ENERGY STAR Challenge for Industry.
- Educating children, employees, industries, communities and other stakeholders through strategic communication outreach on energy efficiency and how ENERGY STAR can help them save energy and protect the environment.

Sustained
Excellence

NewYork-Presbyterian

The University Hospital of Columbia and Cornell

New York-Presbyterian Hospital

New York, New York

Based in New York City, New York-Presbyterian Hospital (NYP) is the nation’s largest nonprofit, non-sectarian hospital with 2,333 beds. Its four major campuses encompass 33 buildings and 8.6 million square feet, making it among the top two percent of energy users in the New York City metropolitan area. NYP is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for its ongoing commitment to comprehensive energy management. Key 2012 accomplishments include:

- Increasing its portfolio-wide average ENERGY STAR energy performance score by 12 points compared to its 2010 score.
- Improving its average annual source energy intensity by 2.2 kBtu per square foot, an improvement of more than 100 million kBtu across its portfolio.
- Achieving over \$2.1 million in energy cost savings by implementing a chiller plant operations and district cooling optimization program to determine the most efficient sequence of operations.
- Recruiting more than 200 “Green Champions” to encourage environmentally friendly practices throughout the organization, including best practices from EPA’s Bring Your Green to Work initiative.
- Educating employees, patients, and the general public about energy efficiency and NYP’s ENERGY STAR partnership through its website, onsite Earth Day events, energy fairs, speaking opportunities, and interviews.

NISSAN

Nissan North America, Inc. Franklin, Tennessee

Nissan North America, Inc. is the manufacturing and operations headquarters for Nissan in the United States and Mexico. Nissan is committed to reducing carbon dioxide emissions through its products and throughout all activities related to the enterprise, actively applying ENERGY STAR guidance to support this goal. Nissan is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for the continued improvement of its energy management practices and performance. Key 2012 accomplishments include:

- Improving enterprise energy intensity by 8.3 percent compared to 2011 and 26.5 percent since 2009.
- Forming the Nissan Green Program 2016 to focus on reducing the company's carbon footprint by impacting carbon dioxide emissions from manufacturing and non-manufacturing and through improved management performance indicators to lead major decision making throughout the company.
- Funding of several significant energy saving projects including modifications to paint booths and ovens, waste heat recovery,

air cascading/recycling and replacing the use of compressed air blow-off equipment with more efficient blowers. The projects accounted for over 32 percent of the FY 2012 global capital budget for supporting reduction targets.

- Joining forces with ENERGY STAR partner Toyota to assist a jointly held supplier by conducting a plant energy assessment at the supplier's site.
- Sharing engineering expertise to assist four additional schools in Mississippi for a total of 10 to achieve EPA's ENERGY STAR certification; savings from this work equate to preserving seven teacher salaries in 2012.
- Supporting a meeting of manufacturers, utilities and others in the Indiana region to introduce manufacturers to ENERGY STAR's industrial energy management resources.
- Promoting energy efficiency among the motor vehicle and metalcasting industries by supporting EPA's ENERGY STAR Focus on Energy Efficiency in Metalcasting and Motor Vehicle Manufacturing.



PEPSICO



PepsiCo, Inc. Purchase, New York

PepsiCo, Inc. is a leading global food and beverage company that operates a range of manufacturing facilities across multiple food and beverage processing sectors. PepsiCo is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for its continued commitment to promoting the value of strong energy management practices and the ENERGY STAR program throughout the business community. Key 2012 accomplishments include:

- Improving the energy performance of its legacy operations by nearly 3 percent while integrating a beverage business for a combined improvement of roughly 1 percent. If PepsiCo had not improved energy efficiency, the company would have spent over \$40 million more on energy in 2012.
- Supporting development of ENERGY STAR industrial energy service and product providers by completing Teaming Profiles to share successful energy projects.
- Coordinating with utilities, other manufacturers, and EPA to host a meeting in the Texas region to introduce local manufacturers to ENERGY STAR industrial energy management resources.

- Evaluating its energy and carbon value chains for opportunities to reduce the impact of the company's product lines. PepsiCo's research into potato breeding and fertilizer usage is producing promising results that may reduce the use of fertilizer produced by energy intensive processes and has resulted in significant increases in potato yield, solids, and storage life. Improved yields and solids content translates directly to less land, water, pesticides, fertilizer, and fuel needed to grow the same amount of potatoes. Better and longer storage lifetimes allows for fewer potatoes to be shipped over fewer miles.
- Carrying out projects targeted at energy efficiency in the beverages division including annual savings of \$624,000 from lighting upgrades and nearly \$400,000 from new refrigeration controls. Other projects involved increased thermal recovery, improved heating, ventilation, and air conditioning, and more efficient air compressors.
- Showing leadership for ENERGY STAR initiatives in the food processing sectors by encouraging suppliers and other companies to participate in EPA's ENERGY STAR Focus on Energy Efficiency in Food Processing.



Raytheon

Raytheon Company

Waltham, Massachusetts

Raytheon Company is a technology and innovation leader specializing in defense, homeland security, and other government markets. With over 71,000 employees throughout the world, employee engagement, development of energy champion networks and assisting other organizations are the key strategies of Raytheon's energy management program. Raytheon is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for continuing its expansion of employee networks and improved energy performance. Key 2012 accomplishments include:

- Reducing energy intensity by 3 percent over the past year and absolute energy consumption by 12 percent since 2008.
- Building upon its strong energy culture to create over 38,000 employee "Energy Citizens for Life" committed to promoting energy best practices.
- Implementing over 200 energy projects that will collectively avoid an estimated \$3 million annually in energy costs.
- Developing a continuous commissioning initiative to optimize heating, ventilation, and cooling system operations.
- Integrating energy findings and activities into a lean manufacturing competition to further engage employees and align with leadership expectations.
- Coordinating with utilities, other manufacturers, and EPA to host a meeting in the Massachusetts region to introduce local manufacturers to EPA's ENERGY STAR industrial energy management resources.
- Adding a communications expert to each business' energy team to further develop strategies and tactics for stronger energy communications across the company.
- Promoting EPA's ENERGY STAR resources to more than a thousand organizations of all types and sizes.

Sustained
Excellence



Saint-Gobain

Valley Forge, Pennsylvania

Saint-Gobain manufactures a range of building products, high-performance materials, and glass containers at more than 130 plants throughout North America. The company also distributes building materials through 120 outlets in the United States. Saint-Gobain is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for the sustained growth and continuous improvement of energy management across its operations. Key 2012 accomplishments include:

- Reducing energy intensity by 3 percent, an amount equivalent to the energy required to produce insulation for about 147,000 typical homes. Since 2008, the company has improved energy intensity by 14.9 percent.
- Working with EPA and its ENERGY STAR Focus Industries to share ideas and promote energy benchmarking of the company's various energy-consuming operations. Interaction with the ENERGY STAR Focus on Energy Efficiency in Pharmaceutical Manufacturing led Saint-Gobain to form an internal working group focused on improvements in cleanroom efficiency. This model is being promoted across the company's other business units and divisions.
- Communicating the value of EPA's ENERGY STAR resources for manufacturers among a variety of audiences, including manufacturers, state energy offices, carbon management specialists, and policy groups.
- Coordinating with utilities, other manufacturers, and EPA to host a meeting in the Indiana region to introduce local manufacturers to ENERGY STAR industrial energy management resources.
- Promoting energy and carbon management within the company's value chain by sharing energy saving ideas for employees and by providing an online carbon calculator for customers.
- Maintaining EPA's ENERGY STAR certification for three container glass plants in the United States and demonstrating best-in-class energy performance in these facilities.

SEARS HOLDINGS

Sears Holdings Corporation

Hoffman Estates, Illinois

Sears Holdings Corporation is a leading integrated retailer with over 2,600 full-line and specialty retail stores in the United States and Canada. Sears Holdings is the top home appliance retailer as well as a leader in tools, lawn and garden, fitness equipment and automotive repair and maintenance. This year, the company is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for both its role as a retailer of ENERGY STAR certified products and for energy management in its stores. Sears Holdings Corporation demonstrates impressive commitment to providing a wide-array of ENERGY STAR products and services, along with superior energy management across its building portfolio, coupled with enhanced associate and consumer education to drive awareness and adoption of energy efficiency and climate protection. Sears Holdings Corporation's longstanding efforts exemplify an ongoing commitment to leverage its retail capabilities for maximum energy efficiency in the marketplace. Key 2012 energy management accomplishments include:

- Earning the ENERGY STAR for an additional 158 buildings, for a cumulative total of 448 certified buildings.

- Hosting a four-month energy efficiency competition among distribution centers. In the end, these distribution centers reduced their electricity consumption by 5,000,000 kWh, or 6.4 percent.
- Reducing total weather normalized energy use by 7.1 percent across its entire building portfolio.
- Expanding the use of a vendor sustainability scorecard to gauge the integration of sustainability programs within 150 vendor companies.
- Partnering with utilities across the country to continue its corporate commitment to promoting energy efficiency in the marketplace—both for products and buildings.
- Continuing to promote its commitment to sustainability through the comprehensive sustainability websites www.sears.green and www.kmart.green that offer consumers insights into Sears Holdings Corporation's comprehensive commitment to energy efficiency throughout its entire organization—from its facilities to its products.



Staples, Inc.

Framingham, Massachusetts

Staples, Inc. (Staples) is the world's largest office products company, with \$25 billion in annual sales and 90,000 associates employed in 26 countries. Staples is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for its strong, corporate-level commitment to energy management and its continued enthusiasm and innovation in promoting the ENERGY STAR program to associates and customers. Key 2012 accomplishments include:

- Improving portfolio-wide average weather normalized source energy by 4.4 percent.
- Earning ENERGY STAR Leaders recognition for improving portfolio-wide energy use by 16.9 percent since the beginning of its partnership with ENERGY STAR.

- Actively pursuing ENERGY STAR certification for its facilities and receiving ENERGY STAR certification for 372 facilities, for a cumulative total of 500 facilities earning the ENERGY STAR.
- Promoting energy efficiency and the company's partnership with ENERGY STAR to associates, customers, and other businesses. Staples holds monthly webinars for staff members, produces a series of educational videos, and sends senior leadership to speak on behalf of ENERGY STAR at industry and government events.



The Boeing Company

Chicago, Illinois

The Boeing Company, the world's largest aerospace corporation, has well-integrated energy management strategies that are driving the corporation toward a more energy-efficient and sustainable future. Boeing is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for the continued improvement of its energy management practices and performance. Key 2012 accomplishments include:

- Improving energy intensity by 18.5 percent in 2012, equivalent to an 82,000 mmBtu energy consumption reduction.
- Building a strong internal energy management team across the company by supporting Boeing engineers to achieve professional training and certification as

Certified Energy Managers through the Association of Energy Engineers.

- Investing \$6.5 million in energy efficiency in 2012, including such projects as reducing the heated dry time for an aircraft painting process by 50 percent and optimizing data center operations to use 40 percent less energy to operate.
- Coordinating with utilities, other manufacturers, and EPA to host a meeting in the Seattle region to introduce manufacturers to EPA's ENERGY STAR industrial energy management resources.
- Achieving EPA's ENERGY STAR Challenge for Industry for a third time at Boeing's Long Beach, California facility for a total improvement in energy efficiency of more than 50 percent.

Sustained
Excellence



FINANCIAL SERVICES

TIAA-CREF

New York, New York

As one of the nation's largest institutional real estate investors, TIAA-CREF's investments include more than 35 million square feet of Class A office space, 13,200 multifamily units, 10 million square feet of retail properties, and investments in other real estate types. TIAA-CREF is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for its dedication to superior energy management across its portfolio. Key 2012 accomplishments include:

- Benchmarking the energy and water use of 100 percent of its office, multifamily, and wholly owned retail portfolios in Portfolio Manager, and working with each management team to develop a target ENERGY STAR score and provide recommended energy and water efficiency measures, technical guidance, and support for implementation.
- Reducing source energy intensity across its portfolios, including a three-percent reduction in its office portfolio, a 4.8-percent reduction in its multifamily portfolio, and a 2.6-percent reduction in its retail portfolio.

- Maintaining a portfolio-wide average ENERGY STAR score of 80 in its office portfolio. Since 2007, TIAA-CREF has reduced the energy consumption of its office portfolio by 16.7 percent, achieving its 2012 goal of a 15-percent energy reduction and saving \$51 million in cumulative energy expenses.
- Earning ENERGY STAR certification for more than 90 percent of its current office portfolio, with a present total of 85 buildings that have earned certification one or more times since 1999.
- Launching the Global Real Estate Sustainability Initiative (GRESI), with ENERGY STAR embedded in all aspects of TIAA-CREF's program, including strategy, implementation, tracking, and recognition.
- Promoting ENERGY STAR broadly by the use of quarterly reports, communications with third-party property managers and building engineers, giveaways to tenants, participation in real estate industry groups, and partnerships with organizations working to promote environmentally and socially responsible real estate investments.

TOYOTA

Toyota Motor Engineering & Manufacturing North America, Inc. Erlanger, Kentucky

Toyota Motor Engineering & Manufacturing North America, Inc. is the manufacturing headquarters for 15 vehicle, engine, and parts plants across the United States, Canada, and Mexico. Energy and carbon emissions management are critical pieces of the company's sustainability efforts. Toyota is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for the promotion of energy management among manufacturing industries and for continued support of the ENERGY STAR program. Key 2012 accomplishments include:

- Attaining a 21 percent reduction in energy intensity and a 9 percent reduction in absolute energy consumption over the past year. Energy savings in 2012 equate to the electricity required to power 27,000 homes for a year.
- Providing leadership for energy management within the metalcasting and motor vehicle industries through EPA's ENERGY STAR Focuses on Energy Efficiency in Metalcasting and Motor Vehicle Assembly.
- Demonstrating the value of plant energy assessments through its successful Treasure Hunt system. In the energy-intensive process of auto painting, the company was able to identify over \$2 million in new savings despite its long-standing plant assessment program. Two paint booth projects, replacing standard year-round set points with seasonal set-points and reducing down drafts, resulted in significant fuel and electricity savings.
- Achieving EPA's ENERGY STAR Challenge for Industry for 10 plants and earning EPA's ENERGY STAR certification for two of its auto assembly plants.
- Joining forces with ENERGY STAR Partner Nissan to assist a jointly held supplier by conducting a plant energy assessment at the supplier's site. Toyota trains suppliers in energy assessment and encourages them to join ENERGY STAR and to take EPA's ENERGY STAR Challenge for Industry.

TRANSWESTERN®

TRANSWESTERN Houston, Texas

Transwestern is a privately held real estate firm specializing in agency leasing, property and facilities management, tenant advisory, capital markets, development, research, and sustainability. The firm currently oversees the leasing and management of more than 283 million square feet of commercial real estate nationwide. Transwestern is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for demonstrating a commitment to continuous improvement through the enhancement and expansion of its energy management programs, including the use of ENERGY STAR tools and resources. Key 2012 accomplishments include:

- Sustaining year-to-year savings by maintaining an average ENERGY STAR score of 81 across its managed office portfolio of more than 350 buildings.
- Earning ENERGY STAR certification for 147 buildings.
- Launching the GOOD, BETTER ... BEST (GBB) Sustainability Standard Practices program, which incorporates ENERGY STAR scores as the first-ranking criteria and provides a method for office and industrial buildings to measure their sustainability performance, as well as concrete steps for improvement.
- Implementing a policy that requires benchmarking all eligible assets upon acquisition.
- Conducting a second portfolio-wide sustainability survey, with notable achievements including an eight percent energy improvement as compared to 2011 survey results, and the compilation of water data.
- Facilitating improved compliance for Transwestern's monthly metered utility data update requirement by initiating the Summit Energy Pilot program with a third-party energy service provider.
- Spreading the word about energy efficiency and ENERGY STAR through social media, posting case studies, maintaining building profiles, and speaking at conferences nationwide.



USAA Real Estate Company

USAA Real Estate Company San Antonio, Texas

With more than \$12 billion in assets under management, USAA Real Estate Company provides co-investment, acquisition, and development services across the United States for corporate and institutional investors. USAA Real Estate Company is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for continuing to find new and creative opportunities to improve energy efficiency in its diverse portfolio of high-performing properties. Key 2012 accomplishments include:

- Achieving a portfolio-wide average benchmarking score of 90, across a portfolio of office, hotel, and multifamily properties. More than 90 percent of its office portfolio is currently ENERGY STAR certified or eligible for certification.
- Reducing energy consumption by 3.4 percent in 2012, for a cumulative energy savings of 43 percent and \$20 million in energy costs saved since 2000.

- Focusing on operational excellence by making low- and no-cost changes, as well as some capital investments—saving more than \$2.2 million in 2012 across the USAA enterprise and portfolios.
- Achieving a 12–15 percent energy reduction for each of four buildings at the midpoint of EPA’s 2012 ENERGY STAR National Building Competition.
- Sharing best practices on tenant engagement in the Occupancy Engagement for Sustainability report as part of the company’s relationship with Sustainability Roundtable.
- Reducing its average source energy intensity by 131.2 kBtu per square foot in 2012, representing a 38-percent reduction.

Sustained
Excellence

NEW HOME CONSTRUCTION



Ivey Residential, LLC Evans, Georgia

Ivey Residential, LLC, an ENERGY STAR partner since 2006, continues to build 100 percent of its homes to ENERGY STAR requirements. Through smart implementation and marketing efforts, the business has fostered an appreciation for the value of ENERGY STAR to customers throughout the Central Savannah River Area (CSRA) home-buying community and beyond. Ivey Residential, LLC is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for leading the way in energy efficiency and sustainability in new home construction. Key 2012 accomplishments include:

- Promoting ENERGY STAR widely in its markets through print advertisements in local media and billboards, as well as prominently featuring ENERGY STAR on its website.

- Providing in-house training on ENERGY STAR specifications to field superintendents, operational staff, and HVAC contractors to ensure that their knowledge of all requirements were current.
- Providing extensive ENERGY STAR training and a library of educational and marketing resources to real estate agents.
- Establishing a “Behind-the-Walls” room in Sales Centers to enhance explanation of ENERGY STAR benefits to homebuyers.
- Continually innovating on techniques and solutions to achieve ENERGY STAR requirements by analyzing, developing, and testing various combinations of building techniques and products.



KB Home

Los Angeles, California

With operations in 30 markets across the United States, KB Home is one of the nation's Top Ten production home builders. KB Home is receiving ENERGY STAR Partner of Year – Sustained Excellence recognition for continuing to lead the new construction industry toward market transformation through its commitment to ENERGY STAR. Key 2012 accomplishments include:

- Building more than 6,200 ENERGY STAR certified homes, for a total of more than over 74,000 certified homes since partnering with ENERGY STAR in 2000.
- Working with its purchasing and construction staff members, trade partners, and independent energy raters for the roll-out of new ENERGY STAR specifications company-wide.
- Featuring education displays at sales offices and KB Home Studios – large retail-like showrooms – that highlight the value of ENERGY STAR certified homes.



Meritage Homes

Scottsdale, Arizona

Meritage Homes, one of the largest builders in the country, has championed the ENERGY STAR Certified Homes program as the baseline for every home it builds, and incorporates ENERGY STAR throughout its marketing and sales materials. Meritage is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for its commitment to educating its employees, industry stakeholders, and the public about the value and benefits of energy efficiency. Key 2012 accomplishments include:

- Augmenting its mandatory sales training programs with an advanced energy efficiency course and a Continuous Education Course for Realtors® highlighting the features and benefits of ENERGY STAR.
- Building nearly 28,000 ENERGY STAR certified homes since its beginning its participation with the program in 2001.
- Offering cost-effective NET ZERO homes, and championing all three EPA home labels: ENERGY STAR, Indoor airPLUS, and WaterSense.
- Educating homebuyers about the value and benefits of advanced building and its ENERGY STAR certified homes at its over 85 Learning Centers throughout the U.S.
- Training suppliers, traders, and staff on ENERGY STAR requirements and other Meritage advanced building practices at mandatory management training days at all of its divisions.

PRODUCT MANUFACTURER



Andersen Corporation Bayport, Minnesota

Andersen Corporation, a privately owned window and door manufacturer, is known for its 110-year history of leadership in energy-efficient products. Andersen is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for its commitment to promoting the ENERGY STAR program and its goals nationwide by helping Andersen employees, dealers, and retailers to advocate for energy efficiency and to educate consumers on the benefits of choosing ENERGY STAR products. Key 2012 accomplishments include:

- Improving all product qualification efforts, including ensuring that all product lines offered in 2012 were ENERGY STAR qualified with either standard or upgrade options.

- Achieving remarkable sales of ENERGY STAR certified products, which comprised 92 percent of Andersen's total 2012 sales.
- Adding the most popular ENERGY STAR certified products to the Andersen product ordering software, which more than 8,000 dealer locations across the country use on a daily basis.
- Training 100 percent of new and existing Andersen employees and 80 percent of retailer and distributor employees on the importance of ENERGY STAR.
- Obtaining more than one billion new impressions in 2012 by building upon company-created tools used to inform consumers about energy efficiency and ENERGY STAR certified products.

Sustained
Excellence



Bosch Home Appliances Corporation Irvine, California

Bosch Home Appliances (Bosch) is part of Bosch and Siemens Home (BSH) Appliances Corporation, a global manufacturer of household appliances sold under the Bosch, Thermador, and Gaggenau brands in the United States. Bosch is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for its commitment to designing and promoting ENERGY STAR certified appliances. Key 2012 accomplishments include:

- Achieving ENERGY STAR certification for 100 percent of its Bosch brand major appliances, including clothes washers, dishwashers, and refrigerators.
- Offering the most energy- and water-efficient dishwashers in the United States and Canada. These appliances use ActiveWater™ technology to consume less than three gallons of water per load and exceed the current federal energy standard by an average of 31 percent across the entire product line.

- Promoting ENERGY STAR through tradeshows and presentations, co-marketing and cooperative promotions, community outreach activities, print advertising, and point-of-purchase efforts—garnering more than 700 million impressions.
- Educating consumers and sales associates with two new training centers: the Design and Experience Center in Irvine, California; and a training center in the groundbreaking sustainable Serenbe community in Atlanta, Georgia. Both centers provide an opportunity to educate visitors on the importance of the ENERGY STAR program.
- Continuing to offer dedicated website content on the benefits of ENERGY STAR, with "Green Technology Inside" demonstrating Bosch's commitment to sustainability and the ENERGY STAR program.



GE Lighting

Fairfield, Connecticut

GE Lighting (GE) is an industry leader in energy-efficient lighting with continued investment in energy-saving technologies that offer the features and benefits that consumers expect. GE is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for its strong commitment to ENERGY STAR and its exemplary efforts in product certification, promotion, education and training. Key 2012 accomplishments include:

- Adding 101 ENERGY STAR certified LED light bulbs to its selection, representing an increase of more than 100 percent from 2011 and bringing GE's total number of ENERGY STAR certified bulbs to 607.
- Introducing an innovative ENERGY STAR certified hybrid bulb, Bright from the Start™, which combines CFL and halogen technologies to deliver instant brightness.
- Training more than 4,000 people on ENERGY STAR certified lighting through conferences and workshops at the GE Lighting Institute, including sales representatives, retailers, consultants, and distributors.
- Educating nearly 9,000 people at more than 140 events regarding ENERGY STAR certified light bulbs through its tradeshow on wheels, "The GE Lighting Revolution" tour.
- Promoting ENERGY STAR certified light bulbs in conjunction with the movie release of "Dr. Seuss' The Lorax"; GE's promotional efforts included special in-store displays, online and social media promotion, and incentives for purchasing ENERGY STAR certified CFLs.
- Collaborating with 98 utility partners to offer more than 300 retail promotions for ENERGY STAR certified lighting.

ITW Food Equipment Group

ITW Food Equipment Group

Troy, Ohio

ITW Food Equipment Group, LLC—the parent organization of independent companies including Hobart, Traulsen, Stero, Vulcan, Wittco, and Wolf—designs and manufactures commercial equipment for foodservice and food retail customers. ITW Food Equipment Group is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for its continued industry leadership, demonstrated by its development of a full suite of energy-efficient commercial food equipment; active engagement and support of the ENERGY STAR specification and test method development process; and promotion of the benefits of ENERGY STAR certified equipment to all affected stakeholders. Key 2012 accomplishments include:

- Offering 512 ENERGY STAR certified products across seven categories—representing an increase of 40 percent in the total number of ENERGY STAR certified products. More than 60 percent of ITW Food Equipment Group's entire product line is ENERGY STAR certified.
- Developing an innovative energy recovery technology for warewasher models that significantly reduces their energy and water consumption, saving users between \$500 and \$2,000 per year.
- Promoting the benefits of ENERGY STAR to industry professionals through the training of its commercial food service sales force, restaurant equipment dealers, distributors, sales representatives, and food service consultants.
- Educating consumers and end-users about the advantages of using ENERGY STAR certified equipment and the benefits of energy efficiency, water savings, and waste management, and sharing customer best practices for achieving such benefits.





Manitowoc Foodservice

New Port Richey, Florida

Manitowoc Foodservice, a division of The Manitowoc Company, Inc., is a world leader in innovative foodservice kitchen and restaurant equipment solutions. Manitowoc Foodservice designs, manufactures, and supplies food and beverage equipment for the global foodservice market. The company has a portfolio of brands including Delfield®, Frymaster®, Garland®, and Manitowoc® Ice. Manitowoc Foodservice is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for its continued leadership in having the most products qualified. Key 2012 accomplishments include:

- Offering 556 ENERGY STAR certified products across the seven commercial food service product categories.
- Introducing product innovations in its warewashers, fryers, and ice machines that increase efficiency and lower the total cost of ownership.
- Promoting ENERGY STAR through print media and tradeshow, generating more than one million impressions.
- Incorporating ENERGY STAR into training for its dealers, end-users, servicers, consultants, and distributors for all of its product lines.
- Working with new ENERGY STAR dealer partners to help them understand the program, stock ENERGY STAR certified products, and promote their partnerships.

Sustained
Excellence

Panasonic ideas for life

Panasonic Eco Solutions North America

Secaucus, New Jersey

Panasonic Eco Solutions North America (PESNA), a unit company of Panasonic North America, offers a comprehensive line of high-performance ventilation fans. All of PESNA's fans avoid the use of toxic substances and all fans in eligible categories are ENERGY STAR certified. Many models incorporate energy-saving control features such as occupancy and humidity sensors. In 2012, PESNA again showed its leadership by building on its long-standing commitment to advancing energy efficiency. Specifically, PESNA is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for contributing to advances in residential ventilation through product innovation and outreach to consumers and contractors. Key 2012 accomplishments include:

- Maintaining a broad array of ENERGY STAR certified vent fans, with all models in applicable categories qualifying and 90 percent of PESNA's sales dollars earned from these models.
- Continuing to offer some of the most energy-efficient products on the market with a line of DC motor-driven fans.
- Introducing the innovative WhisperRecessed fan, incorporating a fan into an ENERGY STAR certified down-light.
- Expanding the reach of its ENERGY STAR messaging with distributors and retailers by about 50 percent, to more than 1.5 million impressions.
- Expanding the reach of its ENERGY STAR point-of-purchase efforts to reach more than 11 million purchasers.
- Sponsoring numerous whole-home-based education efforts for industry and homeowners, including at trade shows and with U.S. DOE programs, emphasizing the potential of ventilation that delivers a healthier, more energy-efficient home.



Samsung Electronics Co., Ltd.
Suwon, South Korea

Samsung Electronics Co., Ltd. (Samsung) is a digital leader committed to developing innovative technologies and efficient processes that support its mission of making life better for consumers around the world. Samsung is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for its support of the ENERGY STAR specification development process, leadership in marketing ENERGY STAR certified products, and in community outreach to promote efficiency. Key 2012 accomplishments include:

- Offering more than 1,400 ENERGY STAR certified products and almost 130 models recognized as ENERGY STAR Most Efficient 2012.
- Coordinating with utilities and other energy efficiency program

sponsors to identify ENERGY STAR certified products that are eligible for rebates and other related promotions.

- Partnering with the Boys and Girls Club of America to create more than a dozen opportunities for kids to learn about ENERGY STAR through the “Change the World, Start with ENERGY STAR” campaign, while developing important life skills.
- Generating more than 100 million impressions through a Times Square advertisement of Samsung’s ENERGY STAR certified products, point-of-purchase materials at retail locations, and other ENERGY STAR-focused marketing efforts.
- Informing 100 percent of Samsung’s employees about its commitment to ENERGY STAR and holding more than 5,000 distributor and retailer training events.

RETAIL



Lowe’s Companies, Inc.
 Mooresville, North Carolina

Lowe’s Companies, Inc. (Lowe’s) is a FORTUNE® 50 company with more than 1,745 home improvement stores in the United States, Canada, and Mexico. Lowe’s provides an ever-increasing array of ENERGY STAR certified products and services, coupled with enhanced consumer education to drive awareness of climate protection through adoption of energy efficiency. Lowe’s is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for its unsurpassed strategic integration of ENERGY STAR into all aspects of retail, from product assortment to sales associate and consumer engagement, demonstrating the company’s ongoing commitment to the program and distinguishing Lowe’s as an industry leader. Key 2012 achievements include:

- Growing the quantity and variety of ENERGY STAR certified products available in stores nationwide and online in all eligible categories. Highlights include carrying more in-stock ENERGY STAR certified appliances and lighting than any other major home improvement retailer, increasing the number of in-stock ENERGY STAR certified ceiling fans by 31, including a new ENERGY STAR certified LED model, featuring ENERGY STAR in millwork with a full line of certified vinyl windows and patio doors, and investing in making its own brands, such as Kobalt power tools and lighting, more energy efficient.
- Providing exceptional customer service in energy efficiency by expanding its nationwide training program to build knowledge of ENERGY STAR among more than 234,000 employees—including distribution center and corporate employees,

and store associates. The training program includes online training, sales closing toolkits, vendor and utility partner-provided training, as well as the following training materials: Connections, Sales Planner, Event Resources, Lowe’s Channel, Lowedown, and Associate Mobile App, among others.

- Promoting ENERGY STAR and the benefits of ENERGY STAR certified products through traditional media, such as television and radio, print/direct mail, newspaper and circulars, as well as press and online outreach that generated more than 5 billion impressions. Highlights include the Yolanda Adams Morning Show with 33 million air impressions and ongoing circular features totaling 18 billion since 2001.
- Hosting a 1.5-hour Twitter party on October 10, 2012 to support ENERGY STAR Day and showcasing trivia and prizes of \$100 Lowe’s gift cards during the party. ENERGY STAR was mentioned 1,927 times on Twitter using #LoweEnergyStar during the Twitter party, landing Lowe’s in the top trending list in the United States for one hour.
- Overarching support of Change the World, Start with ENERGY STAR including pledge outreach, hosting numerous events on the ENERGY STARs Across America Map, and promotion of Team ENERGY STAR and ENERGY STAR Day activities. Since 2006, Lowe’s has driven enough pledges to save more than 9.4 million pounds of greenhouse gas emissions, 5.3 million kWh of energy, and more than \$752,000 through increased efficiency.



SEARS HOLDINGS

Sears Holdings Corporation

Hoffman Estates, Illinois

Sears Holdings Corporation is a leading integrated retailer with over 2,600 full-line and specialty retail stores in the United States and Canada. Sears Holdings is the top home appliance retailer as well as a leader in tools, lawn and garden, fitness equipment and automotive repair and maintenance. This year, the company is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for both its role as a retailer of ENERGY STAR certified products and for energy management in its stores. Sears Holdings Corporation demonstrates impressive commitment to providing a wide-array of ENERGY STAR products and services, along with superior energy management across its building portfolio, coupled with enhanced associate and consumer education to drive awareness and adoption of energy efficiency and climate protection. Sears Holdings Corporation's longstanding efforts exemplify an ongoing commitment to leverage its retail capabilities for maximum energy efficiency in the marketplace. Key 2012 retail accomplishments include:

- Increasing its selection of ENERGY STAR certified products, including home appliances, consumer electronics, a new emphasis on water heaters and lighting, as well as a heightened commitment to promoting ENERGY STAR certified consumer electronics.

electronics, a new emphasis on water heaters and lighting, as well as a heightened commitment to promoting ENERGY STAR certified consumer electronics.

- Growing consumer engagement in the Change the World, Start with ENERGY STAR campaign, with more ENERGY STARs Across America events featuring in-store shoppertainment activities for families, and promoting Team ENERGY STAR with "Dr. Seuss' The Lorax."
- Expanding its "Green Champions" best-in-class associates training program.
- Generating, once again, an impressive number of ENERGY STAR logo impressions through national print circulars and other vehicles for a total of 50 billion, representing a 9-percent increase compared to 2011. Combined with Sears Holdings Corporation's promotion of ENERGY STAR through its ever-expanding social media outreach, including both products and National Building competition messaging, these outreach efforts place Sears at the forefront of consumer engagement with ENERGY STAR.

Sustained
Excellence

SERVICE AND PRODUCT PROVIDER

Cenergistic™

The Energy Conservation Company

Cenergistic

Dallas, Texas

Cenergistic (formerly Energy Education, Inc.) is a technology-powered, data-driven energy conservation company. Cenergistic helps organizations reduce consumption of electricity, natural gas, fuel oil and water. Its proven approach is built on a proprietary methodology, which optimizes clients' infrastructure, improves internal processes and changes behavior to ensure that savings endure. This approach allows Cenergistic clients, including school districts, universities, community colleges, health care organizations, and churches, to invest money saved back into the lives they serve. Cenergistic is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for its success capturing substantial long-term energy savings for thousands of client buildings. Key 2012 accomplishments include:

- Earning ENERGY STAR certification for more than 790 client buildings in 2012, and for more than 4,500 client buildings since 2000.
- Helping clients save more than \$349 million in energy costs in 2012 alone, for a cumulative total of more than \$3 billion in the past 25 years.
- Recruiting more than 130 new ENERGY STAR partners.
- Supporting 85 K-12 school districts that achieved ENERGY STAR Leaders recognition in 2012.
- Facilitating client engagement with ENERGY STAR by helping clients prepare and submit Partnership Letters, set up Portfolio Manager accounts, and apply for ENERGY STAR recognition.
- Presenting a detailed overview of ENERGY STAR for Buildings to more than 1,100 people.
- Actively promoting ENERGY STAR to millions of children in client locations through ENERGY STAR-branded communications materials and by placing more than a dozen news stories that featured Cenergistic and ENERGY STAR.

ecova™

Ecova

Spokane, Washington

As a comprehensive energy and sustainability management company, Ecova (formerly Advantage IQ, Inc.) provides fully managed, technology-optimized solutions to its more than 700 clients at more than 600,000 sites in North America, including a quarter of all Fortune 500 companies. Ecova is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for its continued commitment to integrating EPA's web-based services into its offerings and encouraging clients to embed ENERGY STAR into their energy management programs. Key 2012 accomplishments include:

- Benchmarking more than 38,000 buildings, including 105 which earned the ENERGY STAR in 2012 for superior energy performance.
- Delivering webinars to launch the Facility Optimization campaign, which promotes Ecova's 25,000 client buildings benchmarked in Portfolio Manager, and explaining how to leverage ENERGY STAR to improve energy efficiency.
- Using social media to promote ENERGY STAR tools and resources to clients.
- Promoting the ENERGY STAR program on the Ecova website, blog, and in email blasts.
- Delivering client newsletters that covered energy efficiency strategies and provided opportunities to discuss ENERGY STAR tools and resources to more than 4,000 contacts.

EnergyCAP®

EnergyCAP, Inc.

State College, Pennsylvania

EnergyCAP, Inc. (ECI) is an industry-leading publisher of online and installed software that tracks, reports, analyzes, audits, and benchmarks energy use and greenhouse gas emissions. ECI is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for making ENERGY STAR an integral component of its software product offerings for a wide network of customers and business partners. Key 2012 accomplishments include:

- Providing benchmarking services to more than 9,000 customer buildings in 2012, doubling the number of buildings that ECI was previously benchmarking in Portfolio Manager.
- Integrating ENERGY STAR benchmarking into all versions of its software offerings.
- Licensing these software products to more than 1,500 organizations—providing clients with the ability to earn ENERGY STAR energy performance scores and introducing clients to the broader suite of ENERGY STAR tools, resources, and strategies.
- Leveraging its expanded software offerings to enable clients to earn the ENERGY STAR for more than 4,000 buildings.
- Communicating the value of ENERGY STAR benchmarking and recognition by including ENERGY STAR messaging in all marketing materials, websites, social media, and sales proposals, and promoting ENERGY STAR at industry seminars and conferences.



Servidyne
Atlanta, Georgia

Servidyne is an international energy management company which provides its clients with comprehensive programs that focus on energy efficiency, demand response, and sustainability in order to significantly enhance the operating, financial, and environmental performance of existing buildings. The company serves a broad range of markets in the United States, including owners and operators of commercial office, hospitality, retail, light industrial, distribution, healthcare, government, and education facilities, as well as public and investor-owned utilities. Servidyne is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for continuing to champion ENERGY STAR and the central role of benchmarking whole-building energy use in effectively managing energy performance. Key 2012 accomplishments include:

- Providing assistance that helped more than 110 client buildings earn the ENERGY STAR in 2012.

- Achieving a more than 10-point increase in the ENERGY STAR energy performance score of more than 50 client buildings.
- Implementing an integrated marketing campaign that includes promoting ENERGY STAR in outreach materials.
- Using Facebook and LinkedIn to encourage the adoption of ENERGY STAR.
- Promoting ENERGY STAR tools and resources at multiple conferences and trade shows.

Sustained
Excellence



The E Group, a Division of FirstEnergy Solutions Corp.
Akron, Ohio

The E Group, a division of FirstEnergy Solutions Corp., is an energy consulting company that provides energy management services to governmental and multisite commercial and industrial clients across the United States. The E Group is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for helping clients to benchmark their buildings as a fundamental step in comprehensive energy management. Key 2012 accomplishments include:

- Integrating ENERGY STAR benchmarking into the eTrends reporting tool in order to provide more than 11,600 client buildings with regularly updated ENERGY STAR energy performance scores.
- Earning ENERGY STAR certification for 84 client buildings and helping to improve the ENERGY STAR score of 180 buildings by at least 10 points in 2012.

- Giving clients a “one-stop shop” advantage by featuring the ENERGY STAR program as a main attribute of their demand side management, along with carbon footprint analysis, energy efficiency audits, rebate services, and renewable energy projects.
- Raising awareness of ENERGY STAR by becoming a pledge driver for the ENERGY STAR Challenge, recruiting clients to participate in EPA’s ENERGY STAR National Building Competition, supporting clients’ Earth Day events by distributing ENERGY STAR materials, and speaking about ENERGY STAR and the importance of benchmarking at industry conferences and events.

HOME ENERGY RATER



Energy Inspectors Corporation

Las Vegas, Nevada

As a residential energy efficiency consulting, home energy rating, and residential construction quality assurance company, Energy Inspectors evaluates the energy efficiency of thousands of homes annually. Energy Inspectors is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for its continued home energy rating services in Arizona, California, and Nevada. Key 2012 accomplishments include:

- Verifying over 7,500 ENERGY STAR certified homes in 2012, totaling over 100,000 homes since 1998.
- Introducing state-of-the-art inspection software, providing near real-time updates to the ENERGY STAR certification process, and communication with all stakeholder partners.
- Striving to make participation by new homes builders in the ENERGY STAR Certified Homes program as user friendly a process as possible.
- Designing and modeling two net zero homes for its clients.
- Continuing to provide in-depth ENERGY STAR sales training seminars for client sales and marketing teams.



energyLogic

analysis. insight. answers.

EnergyLogic

Berthoud, Colorado

Since its inception, EnergyLogic has been dedicated to the ENERGY STAR program. Since the beginning of 2006, EnergyLogic has directly verified more than 8,000 ENERGY STAR certified homes throughout Colorado—roughly 49 percent of the total homes verified in the state. Continuing to collaborate with its network of homebuilders, energy raters, home performance contractors, and program administrators, EnergyLogic is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for its continued support in the success of the ENERGY STAR. Key 2012 accomplishments include:

- Working directly with 23 builders across Colorado to support the construction of 1,016 ENERGY STAR certified homes.
- Certifying more than 250 raters since the company's start, dozens of which are working in the ENERGY STAR program today – in Colorado and beyond.
- Acting as the Rating Provider for 66 HERS raters who have verified an additional 1,024 ENERGY STAR certified homes around the country.
- Incorporating ENERGY STAR guidelines as a staple in its curriculum, training 51 raters nationwide to-date via Web based training.
- Providing high-quality technical resources and support, continuously updating and improving its turnkey data management system to better serve the needs of ENERGY STAR partners.



Southern Energy Management

Morrisville, North Carolina

Southern Energy Management (SEM) is a sustainable energy company offering services across the Southeast and Mid-Atlantic. Reaching its 10,000 home mark for rating ENERGY STAR certified homes in 2012, SEM continues to be a strong proponent for the ENERGY STAR program and is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for helping to change the way people use energy in their homes. Key 2012 accomplishments include:

- Verifying 1,928 ENERGY STAR certified homes in 2012, totaling 11,698 homes since 2007.
- Expanding its multifamily housing business, earning ENERGY STAR certification for 16 multifamily affordable housing projects, including 824 total units in North Carolina and South Carolina.
- Offering ENERGY STAR testing services to various affordable housing developments across their service area.
- Providing technical support and program updates through various newsletters and blogs, posting five ENERGY STAR-focused articles in 2012, which alone generated more than 800 page views.
- Providing ENERGY STAR sales and marketing collateral, yard signs, brochures, labels, and staffing support to builders participating in the annual green home tour.

Sustained
Excellence

AFFORDABLE HOUSING



Habitat for Humanity of Greater Nashville

Nashville, Tennessee

Habitat for Humanity of Greater Nashville provides an opportunity for people to purchase quality, affordable homes and has promoted the use of ENERGY STAR certified products and the construction of ENERGY STAR certified homes in its home building program since 2006. By partnering selectively with vendors offering ENERGY STAR certified products and equipment, Habitat of Greater Nashville helps support ENERGY STAR while helping homeowners save on monthly utility bills. Habitat of Greater Nashville is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for its continued leadership in protecting the environment through energy efficiency. Key 2012 accomplishments include:

- Building 41 new, affordable, ENERGY STAR certified single-family homes for 183 family members —bringing the total to 276.
- Improving energy efficiency, as well as reducing greenhouse gas emissions, by 42 percent compared to non-ENERGY STAR certified homes of equal size and type.
- Enabling each family owning an ENERGY STAR certified home to save approximately \$840 in utility expenses on average each year. Monthly utility bills average about \$80 for a 1,100 square foot ENERGY STAR certified home.
- Educating thousands of volunteers about ENERGY STAR, as well as informing homeowners about sustainable living and the importance of ongoing home maintenance through its HomeWORKS educational program.
- Pursuing every opportunity to incorporate the ENERGY STAR logo and information about ENERGY STAR certified homes into its outreach and promotional materials, including all newsletters, brochures, dedication programs, grant proposals, and the organization website.



Habitat for Humanity of Metro Denver

Denver, Colorado

Habitat for Humanity of Metro Denver (HFHMD) focuses on building high-quality, energy-efficient homes to save low-income homeowners hundreds of dollars each year on utility costs. These energy savings increase the amount of funds homeowners are able to utilize for other necessities such as food, medical attention, and educational supplies for their children, thereby helping families break the generational cycle of poverty. HFHMD is receiving ENERGY STAR Partner of the Year – Sustained Excellence recognition for its outstanding commitment to providing energy-efficient, affordable housing and incorporating ENERGY STAR products and building practices into their homes. Key 2012 accomplishments include:

- Completing 30 new ENERGY STAR certified homes in 2012, providing permanent and affordable housing to more than 120 adults and children—100 percent of its homes are ENERGY STAR certified.
- Bringing the total number of ENERGY STAR certified new homes built by HFHMD to 340, saving homeowners more than \$1.1 million over the life of the homes and reducing carbon dioxide emissions by more than 30,000 metric tons.
- Completing construction of homes that meet the new, more stringent ENERGY STAR Version 3.0 requirements as well as the requirements of EPA's Indoor airPLUS and WaterSense programs.
- Equipping all new ENERGY STAR certified homes with ENERGY STAR certified products, including refrigerators, front-loading clothes washers, and CFL bulbs in all light fixtures.
- Educating homeowners, both before and after their homes are built, on the energy efficiency features of their homes and how to maximize their energy savings by properly operating and maintaining their homes.



Award Winner Profiles: Partner of the Year

ENERGY EFFICIENCY PROGRAM DELIVERY



A unit of American Electric Power

AEP Ohio Columbus, Ohio

AEP Ohio, a subsidiary of American Electric Power, is an electric utility that services nearly 1.5 million customers in Ohio and the northern panhandle of West Virginia. In 2010, AEP Ohio began jointly administering an ENERGY STAR Certified Homes program with Columbia Gas of Ohio in the City of Columbus and in the Central Ohio region. AEP Ohio expanded its portfolio of ENERGY STAR program offerings the following year to promote a growing suite of ENERGY STAR certified products with the goal of achieving permanent, measurable increases in demand for energy-efficient lighting and appliances. AEP Ohio is receiving ENERGY STAR Partner of the Year recognition for its commitment to sponsoring ENERGY STAR certified homes and ENERGY STAR certified products. Key 2012 accomplishments include:

- Enrolling 77 builders and 21 raters and providing incentives for more than 900 ENERGY STAR certified homes, a 67-percent increase from 2011.
- Generating 2,600 MWh of annual savings from ENERGY STAR certified homes in its market.
- Providing regular training opportunities to approximately 300 program participants, trade allies, and stakeholders, including the innovative "Selling High Performance Homes" training.
- Encouraging the sale of more than 3.5 million ENERGY STAR certified products, while also distributing ENERGY STAR certified lighting to lower income customers in partnership with the Mid-Ohio Food Bank.
- Influencing the sale of more than 24,000 ENERGY STAR certified appliances while permanently removing from the grid and responsibly recycling 15,000 old, inefficient refrigerators and freezers.
- Conducting more than 50 in-store education events and 32 community outreach events, including seven ENERGY STAR Day events to support "Change the World, Start with ENERGY STAR."

Partner of
the Year



A NiSource Company

Columbia Gas of Ohio Columbus, Ohio

Columbia Gas of Ohio is the largest natural gas provider in the state, serving over 1 million residential customers in the Central Ohio region. From its program inception in 2010, it has established and administered a joint ENERGY STAR Certified Homes program with AEP Ohio in an effort to be a consistent market presence for homebuyers. Columbia Gas of Ohio is receiving ENERGY STAR Partner of the Year recognition for its commitment to sponsoring ENERGY STAR certified homes. Key 2012 accomplishments include:

- Enrolling 77 builders and 21 raters, and supporting the construction of more than 900 new ENERGY STAR certified homes in Columbus and in the central Ohio region in the program's second year.
- Providing regular training opportunities to program participants, trade allies, and stakeholders, including the innovative "Selling High Performance Homes" training in support of ENERGY STAR Version 3.0.
- Promoting ENERGY STAR certified homes through feature boards that specifically highlight the value of incremental standards in homes that earn the ENERGY STAR.
- Continuing a robust quality assurance/quality control process that includes reviewing rating files and field inspections to establish consistency and confidence in the energy savings and overall performance of participating homes.
- Collaborating with key affordable housing agencies to help affordable housing developers comply with and exceed energy efficiency and quality assurance goals.



Dominion East Ohio

Richmond, Virginia

Dominion East Ohio (DEO), a natural gas utility provider based out of Cleveland, OH, provides natural gas service to customers in northeast Ohio, Akron, Canton, Youngstown, Warren, Ashtabula, Wooster, New Philadelphia, Marietta, and Lima. DEO offers a comprehensive assistance package to residential customers, which is designed to increase awareness of and demand for building performance contracting and the Home Performance with ENERGY STAR (HPwES) program. Dominion East Ohio is receiving ENERGY STAR Partner of the Year recognition for its successful implementation of the HPwES program in a new market. Key 2012 accomplishments include:

- Staffing 11 full-time assessors and supporting 120 participating contractors who average 105 home assessments per week and approximately 50 test-outs per week. Completing and performing QA inspections on 2,492 HPwES projects, accounting for a 22 percent increase in production of completed HPwES projects in 2012.
- Achieving an increase of 493 percent in customer participation for completed jobs and an increase of 24 percent in the number of participating contractors.
- Saving an estimated 80,214 Mcfs, generated from measures installed during the assessment and additional improvements made after the assessment.
- Developing a Community Enrichment Program (CEP) initiative that engages over 40 nonprofit organizations to raise customer awareness of and generate interest in participating in DEO's program.
- Offering rebates to customers on qualifying improvements. Improvements can be installed by participating contractors or through several select do-it-yourself (DIY) measures, which are inspected by participating contractors to ensure compliance and safety.



El Paso Electric

El Paso, Texas

El Paso Electric is a regional electric utility, generating and transmitting power to approximately 380,000 retail and wholesale customers in a 10,000-square-mile area of the Rio Grande valley in west Texas and southern New Mexico. El Paso Electric jointly sponsors the ENERGY STAR Certified Homes program for this market with the New Mexico Gas Company. El Paso Electric is receiving ENERGY STAR Partner of the Year recognition for its successful delivery and promotion of ENERGY STAR certified homes. Key 2012 accomplishments include:

- Supporting the construction of approximately 150 ENERGY STAR certified homes, resulting in 225 MWh of energy savings.
- Highlighting ENERGY STAR certified homes to thousands of attendees as part of the Parade of Homes and other home and garden shows.
- Incorporating the ENERGY STAR logo into all promotional materials, including recruitment documents and advertisements, and encouraging builder partners to leverage the ENERGY STAR brand.
- Facilitating the transition to Version 3.0 through multiple technical training sessions and classes for HVAC contractors, raters, and realtor groups.
- Holding 13 individual sales training sessions with homebuilders, sales staff members, and realtors.



THE POWER OF PEOPLE®

Entergy Texas Beaumont, Texas

Entergy Texas is an electric transmission and distribution utility which serves customers in southeast Texas. Since 2001, Entergy Texas has sponsored an ENERGY STAR Certified Homes program, and in 2011 the utility introduced a Home Performance with ENERGY STAR program. Entergy Texas is receiving ENERGY STAR Partner of the Year recognition for its continuing commitment to the ENERGY STAR Certified Homes program. Key 2012 accomplishments include:

- Supporting 38 participating home builders in constructing 400 ENERGY STAR certified homes, resulting in over 493,000 kWh in energy savings.
- Keeping local raters and contractors informed of Version 3.0 specification requirements through training courses,

an HVAC checklist seminar, and duct sealing and insulation demonstrations.

- Participating in more than 25 regional builder association events, providing training to 85 realtors, and conducting more than 50 meetings with raters, builders and contractors.
- Sponsoring the ENERGY STAR certification process for the Southeast Texas Planning Commission which is responsible for building 180 new homes for families who lost their homes to Hurricane Ike in 2008.



An Exelon Company

PECO Energy Company Philadelphia, Pennsylvania

PECO Energy Company (PECO) is Pennsylvania's largest utility, serving 1.6 million electricity and 491,000 gas customers in southeastern Pennsylvania. In the enviable position of having highly successful programs in the first two years of its program cycle and in danger of program oversubscription, PECO repositioned its portfolio to achieve higher kWh per unit while continuing to keep the ENERGY STAR message front and center. PECO is receiving ENERGY STAR Partner of the Year recognition for distinguishing itself with thoughtful program planning and implementation. Key 2012 accomplishments include:

- Redesigning its Smart Homes Rebate program to focus on refrigerators and clothes washers recognized as ENERGY STAR Most Efficient 2012 and updating all marketing, point of purchase, and educational materials with the marketing designation.
- Emphasizing ENERGY STAR certified specialty bulbs and new LED technologies to encourage customers to take the next step in lighting efficiency and prepare for

market changes from implementation of federal lighting standards (Energy Independence and Security Act 2007).

- Influencing the purchase of more than 190,000 ENERGY STAR certified lighting products and 11,000 ENERGY STAR certified appliances and heating and cooling equipment in 2012, for a total of more than 7.8 million certified products since program inception.
- Educating retailers, contractors, and customers about ENERGY STAR and its energy efficiency programs. Field staff members conducted nearly 300 store visits and more than 90 education events during 2012.
- Continuing its work with retail chains and independent retailers to offer CFL recycling programs making it easier for residents in rural and downtown urban areas to recycle CFLs.
- Helping its customers achieve savings of more than 8,000 MWh in 2012 for total savings in excess of 428,000 MWh since program inception.

Partner of
the Year



Southern Maryland Electric Cooperative (SMECO) Hughesville, Maryland

Southern Maryland Electric Cooperative (SMECO) is a customer-owned cooperative which provides electricity to over 152,000 customers, making it one of the ten largest U.S. electric co-ops. SMECO launched its residential energy efficiency programs in 2010 in response to the EmPOWER Maryland initiative. SMECO is receiving ENERGY STAR Partner of the Year recognition for its successful delivery of ENERGY STAR certified homes and ENERGY STAR certified products programs. Key 2012 accomplishments include:

- Supporting the construction of 430 ENERGY STAR certified homes, a 34-percent increase from 2011, and saving homeowners 980 MWh, for a total of more than 2,400 MWh since 2010.
- Generating more than 4.6 million impressions through Google AdWords and Facebook campaigns for ENERGY STAR certified homes and over 51 million impressions across broadcast, print, digital, direct, and social media for ENERGY STAR certified products.
- Sponsoring technical trainings for 75 program partners on the HVAC contractor checklist and ventilation requirements.
- Promoting a broad array of ENERGY STAR certified lighting technologies, including CFLs, LEDs, and fixtures, and discounting more than 1.1 million light bulbs since the program's inception.
- Installing more than 700 ENERGY STAR certified heating and cooling products, with more than 3,300 units installed to date.

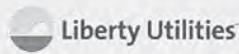


The Connecticut Energy Efficiency Fund with United Illuminating and Connecticut Light & Power Orange, Connecticut

Created to address Connecticut's increasing energy needs, and rising costs, The Connecticut Energy Efficiency Fund (CEEF) is an initiative to help homeowners and renters, small and large businesses, and state and local governments get in the habit of using energy more efficiently. The United Illuminating Company (UI), a unit of UIL Holdings Corporation, is a New Haven-based regional electric distribution company established in 1899. UI is engaged in the purchase, transmission, distribution, and sale of electricity and related services to 325,000 residential, commercial, and industrial customers in the Greater New Haven and Bridgeport areas. Connecticut Light and Power Company (CL&P) is the state's largest electric utility serving 1.2 million customers in 149 cities and towns. CEEF partners with UI and CL&P to offer residents access to the national Home Performance with ENERGY STAR (HPwES) program. CEEF, with UI and CL&P, is receiving ENERGY STAR Partner of the Year recognition for continuing to develop their HPwES program. Key 2012 accomplishments include:

- Offering a residential retrofit program with a comprehensive approach to provide blower door guided air sealing, duct sealing, and incentives for additional measures, such as HVAC upgrades and insulation.
- Completing over 14,000 HPwES projects achieving energy savings of more than 10 million kWh, 364,000 ccf of natural gas, and more than 481,100 gallons of oil since the program began.
- Creating more than 300 jobs in the state through its local HPwES and Home Energy Solutions (HES) program, and supporting the work of numerous sub-contractors in the HVAC, insulation, and home improvement trades that benefit from HES by performing energy efficiency add-on upgrades recommended during the HES visit.
- Offering incentives for ENERGY STAR certified homes as well as for individual measure incentives for insulation, HVAC, and appliances to offset the cost of improving the energy efficiency of the home.
- Participating in the Department of Energy's Home Energy Score program to help meet the state's aggressive weatherization goal of improving 80 percent of all residential structures by 2030.





New Hampshire CORE Utilities

Manchester, New Hampshire

New Hampshire CORE Utilities is a multi-utility energy efficiency service provider that includes Liberty Utilities; New Hampshire Electric Cooperative, Inc.; Public Service Company of New Hampshire; and Unitil Energy Systems, Inc. New Hampshire CORE Utilities is receiving ENERGY STAR Partner of the Year recognition for its successful implementation of the ENERGY STAR Certified Homes and Home Performance with ENERGY STAR (HPwES) programs. Key 2012 accomplishments include:

- Sending over 300,000 NHsaves catalogs to residential customers that featured the NH ENERGY STAR Certified Homes program and ENERGY STAR certified products.
- Holding 10 Energy Code Training Sessions that included a section on building to ENERGY STAR guidelines and were attended by over 400 builders,

homeowners, real estate agents, HVAC contractors, and other industry professionals.

- Providing incentives for nearly 550 ENERGY STAR certified homes.
- Completing over 808 HPwES projects and conducting 223 quality assurance inspections for a total of more than 2,200 improved homes and 653 quality assurance inspections since the program's inception in 2009.
- Saving 13.7 million kWhs and more than 347,500 MMBTUs from oil, natural gas, kerosene, coal, and wood since the inception of the program.
- Growing the local HPwES participating contractor network to 26 certified contractors from six BPI certified contractors in 2009.

Partner of the Year

RETAIL



Nationwide Marketing Group

Winston Salem, North Carolina

Nationwide Marketing Group is America's largest buying and marketing organization, serving over 3,500 members with more than 10,000 storefronts and \$14 billion in combined annual sales. Nationwide Marketing Group is receiving ENERGY STAR Partner of the Year recognition for its remarkable commitment to ENERGY STAR, increased education and member-training programs, strong promotions of ENERGY STAR certified products, and ongoing efforts to increase market share of ENERGY STAR certified products sold by its members. Key 2012 accomplishments include:

- Supplying creative HDTV commercials and infomercials and innovative promotional campaigns all featuring ENERGY STAR messaging and certified products with a combined reach of more than 100 million.
- Partnering with ENERGY STAR manufacturer partners to launch and promote their most innovative and efficient ENERGY STAR certified products in support of the ENERGY STAR Most Efficient initiative.

- Making ENERGY STAR a focal point of North America's largest bi-annual member conference and buying show, "Primetime!"—in 2012, more than 6,000 member retailers and manufacturer partners attended one or both of the three-day events. At the event, Nationwide Marketing Group presented information about the benefits of ENERGY STAR and available resources to member retailers; included opportunities to take the Change the World, Start with ENERGY STAR pledge at internet stations; and offered member retailers and manufacturer partners ENERGY STAR marketing tools and resources to highlight their own products.
- Reaching 11 million consumers through color circulars and downloadable online tools used by members to promote ENERGY STAR certified products in thousands of storefronts across the United States.



The Home Depot Atlanta, Georgia

The Home Depot® is the world's largest home improvement specialty retailer, with more than 2,200 retail stores in the United States, Canada, Mexico, and China. The Home Depot is receiving ENERGY STAR Partner of the Year recognition for driving consumer awareness and adoption of ENERGY STAR throughout every aspect of its retail business—from product assortment to marketing and promotions that have generated more than 1.4 trillion ENERGY STAR impressions; more than any other retailer. Key 2012 accomplishments include:

- Leveraging a three-phase strategy of working with suppliers, advertising, and consumers to grow the company's in-store ENERGY STAR assortment from 3,878 to 4,500 products and the total ENERGY STAR assortment (including products offered online) to over 11,000 products. ENERGY STAR penetration growth created sales increases in major established categories like refrigeration (+60 percent), clothes washers (+102 percent), and freezers (+60 percent).
- Integrating ENERGY STAR into its annual Supplier Partnership Meetings, with all top-level merchandising suppliers providing access to key suppliers such as Owens Corning, Lutron, Lithonia Lighting, GE, Maytag, and LG. These meetings enabled successful strategies for integrating ENERGY STAR into product marketing, including in-store signs and in-store promotions, and

resulting in savings of more than \$720 million through the sale of more than 120 million ENERGY STAR certified products.

- Partnering with various utility companies to promote more than 110 ENERGY STAR utility rebate programs in 40 states, offering customers almost \$50 million in instant incentives.
- Generously supporting the Change the World, Start with ENERGY STAR campaign through ENERGY STARs Across America events, the ENERGY STAR Pledge, and ENERGY STAR Day. Most significantly, The Home Depot raised the profile of Team ENERGY STAR through a dedicated Kids Workshop reaching nearly 200,000 kids across all its U.S. stores and resulting in more than 1.4 million ENERGY STAR impressions.
- Educating nearly 200,000 employees about the value of ENERGY STAR certified products through a variety of training programs from eLearning to Rapid Web Based Training, to Monthly Merchant Updates and Home Depot Television.
- Continuing to promote ENERGY STAR through its vast array of media vehicles, from TV and radio to national and regional print advertising, to in-store promotions and Homedepot.com, generating more ENERGY STAR impressions than any other retailer.

HOME ENERGY RATER



Energy Services Group New Castle, Delaware

Energy Services Group has been an ENERGY STAR partner since 1997. Since then, the business has continued to grow its program and serve an increasing number of builders in Delaware, Maryland, New Jersey, Pennsylvania, and Virginia. Providing comprehensive support to builders at all stages of design, construction, and sales, Energy Services Group is receiving ENERGY STAR Partner of the Year recognition for its continued efforts to be a pioneer in the field of residential energy efficiency. Key 2012 accomplishments include:

- In 2012, Energy Services Group worked with 52 builders to help their homes earn the ENERGY STAR, including 9 new partners to the program.
- Verifying 904 ENERGY STAR certified homes from January –

September 2012, for a total of 13,315 ENERGY STAR certified homes since its partnership began in 1997.

- Expanding educational services, meeting with builders about air sealing and insulating, and delivering presentations to the local Homebuilder Association members about the benefits of becoming an ENERGY STAR builder partner.
- Organizing over 50 ENERGY STAR field trainings for builders and their teams of subcontractors.
- Training all builder partners on the new ENERGY STAR requirements, conducting more than 45 meetings with builders and subcontractors to discuss specifications and program changes.



ENERGY MANAGEMENT



Our pursuit. Life's potential.™

Allergan, Inc. Irvine, California

Allergan, Inc. is a leading manufacturer of multi-specialty healthcare products worldwide. The company strategically manages energy and greenhouse gas emissions throughout its operations and builds upon a sound energy management foundation. Allergan is receiving ENERGY STAR Partner of the Year recognition for the continued growth of its energy management program. Key 2012 accomplishments include:

- Decreasing energy intensity by nearly 10 percent and absolute energy consumption and greenhouse gas emissions equally by 2 percent in 2012.
- Developing a forward-looking approach to energy management across all operations that anticipates future product manufacturing and changing energy needs of the company.
- Supporting actively EPA's ENERGY STAR Focus on Energy Efficiency in Pharmaceutical Manufacturing in promoting energy and greenhouse gas management.
- Researching the difficult matter of appropriate air changes for clean room operations to enable energy reductions in its manufacturing facilities globally and focusing communications with laboratory fume hood users on energy efficiency.
- Sharing its strategic energy and greenhouse gas management approach openly with industry and other professional communities.

Partner of
the Year

BEACON CAPITAL PARTNERS

Beacon Capital Partners, LLC Boston, Massachusetts

Beacon Capital Partners, LLC is a private real estate investment firm that develops, owns, and operates office properties totaling 30 million square feet across the United States and Europe. Beacon Capital Partners is receiving ENERGY STAR Partner of the Year recognition for incorporating ENERGY STAR guidelines into its standard business practices and creatively engaging tenants. Key 2012 accomplishments include:

- Launching its Tenant Energy Awareness initiative, reaching about 35,000 tenants with festive lobby events and a variety of education and motivation tactics to encourage energy conservation. In follow-up surveys with building tenants, 75 percent of the respondents found the initiative to be informative and helpful.
- Increasing its portfolio-wide average ENERGY STAR score to 86, representing a five-point increase since 2010, and saving an average of 11 cents per square foot of building floor space in electricity costs.
- Qualifying for the ENERGY STAR at 90 percent of properties, moving the company closer to fulfilling its pledge to earn the ENERGY STAR at 100 percent of its properties.
- Developing a strategic process to benchmark and assess with an energy audit every newly acquired building. A pillar of its strategy, the "No Cost Energy Savings Program," led newly acquired buildings that implemented the program to realize energy savings of 10–30 percent.
- Using ENERGY STAR as a platform to communicate the importance of energy efficiency to a wide audience of building management teams, tenants, leasing brokers, potential buyers, and investors.



BrandywineRealtyTrust

Brandywine Realty Trust

Radnor, Pennsylvania

Brandywine Realty Trust, operating as a real estate investment trust, owns, leases, and manages an urban town center, and suburban office portfolio of 280 properties, totaling 34.5 million square feet. Brandywine is receiving ENERGY STAR Partner of the Year recognition for adopting the ENERGY STAR approach to energy management and for its commitment to promoting the value of strong energy management practices and the ENERGY STAR program throughout the business community. Key 2012 accomplishments include:

- Committing at the executive level to integrate value-enhancing sustainability initiatives into every aspect of the company's relationships with customers and challenging its vendor network to generate greater benefits, both financial and environmental.
- Sponsoring the Pennsylvania/New Jersey Sustainability Symposium in which the Brandywine CEO extolled the business benefits of sustainability and energy efficiency to an audience of business leaders and government officials.
- Embracing the ENERGY STAR Guidelines for Energy Management as the model for the Brandywine Environments Sustainability Team's initiatives.
- Creating an inventory and assessment of the metering configurations, building systems, and management practices across its managed portfolio. Brandywine uses the assessment and inventory reports, along with the ENERGY STAR scores to set improvement targets for properties.
- Earning ENERGY STAR certification for 43 buildings, including 24 buildings that had not previously achieved ENERGY STAR—contributing to a total of 84 ENERGY STAR certifications since 2010.
- Achieving a four-percent reduction in average weather-normalized source energy use intensity across its managed portfolio.
- Hosting a competition among regional managers and awarding prizes for the region with the greatest demand load shedding and the most ENERGY STAR certified buildings.



Cassidy Turley

Washington, District of Columbia

Cassidy Turley provides commercial real estate services for a wide range of clients, from small businesses and non-profits to Fortune 500 companies and major institutions. Cassidy Turley is receiving ENERGY STAR Partner of the Year recognition for embedding energy efficiency into its corporate practices, using ENERGY STAR tools and resources, and taking those best practices to their clients. Key 2012 accomplishments include:

- Centralizing its more than 350 managed buildings into a main Portfolio Manager account and training more than 150 property managers on Portfolio Manager, ensuring that its growing national portfolio is benchmarking.
- Reducing its portfolio-wide total weather normalized source energy consumption by almost 13 percent compared to the 2010 baseline and establishing a new goal to reduce energy consumption by an additional 10 percent by 2018.
- Earning the ENERGY STAR for 80 buildings, with 29 of those buildings achieving certification for the first time in 2012.
- Achieving double-digit improvement in the ENERGY STAR scores of 32 buildings in just 12 months.
- Contributing to the success of EPA's 2012 National Building Competition through the participation of 21 of its buildings.
- Reaching tens of thousands of tenants and creatively engaging them on energy efficiency and sustainability through the "Powerful Ideas" campaign and the Green Bucks Coupon Program, which rewards tenants for doing their part to reduce energy consumption with Green Bucks to spend at local, participating restaurants.
- Using social media as a way to communicate energy goals, successes, and tips to a broad audience.





Des Moines Public Schools

Des Moines, Iowa

Des Moines Public Schools (DMPS) is the largest public school district in Iowa, educating a diverse student body of more than 32,000 for more than 100 years. DMPS is receiving ENERGY STAR Partner of the Year recognition for its commitment to demonstrating environmental and financial stewardship through comprehensive energy management based on ENERGY STAR best practices. Key 2012 accomplishments include:

- Raising its average ENERGY STAR score to 86, representing a seven-point improvement over 2011 and a 28-percent reduction in energy use.
- Saving \$2.4 million in avoided energy costs since the 2007–2008 fiscal year through operational changes and cost-effective upgrades, such as installing software that automatically turns off all of the district's more than 15,000 computers.
- Earning ENERGY STAR certification for 11 buildings in 2012, for a total of 53 certified buildings, and earning recognition as an ENERGY STAR Top Performer.
- Publishing a monthly Energy Report Card that provides education to staff, students, and the community about energy performance, conservation tips, classroom educational opportunities, and ENERGY STAR materials.
- Educating students on the importance of energy conservation through the Iowa Energy and Sustainability Academy, a cutting-edge program focused on energy sustainability that is incorporated into the curriculum at all grade levels.
- Continuing to renovate historic structures, each an average of 65 years old, into models of energy-efficient buildings through equipment upgrades, such as the installation of geothermal systems in 33 schools to date.

EASTMAN

Eastman Chemical Company

Kingsport, Tennessee

Eastman Chemical Company is a global specialty chemicals company that manufactures and markets a broad portfolio of chemicals, fibers, and plastics. The company believes energy efficiency is a critical part of operating sustainably and is receiving ENERGY STAR Partner of the Year recognition for continuing to build upon its sound energy management foundation. Key 2012 accomplishments include:

- Improving energy intensity by 2.5 percent in 2012 and 7 percent since 2008. Energy achievements in 2012 equate to a reduction in greenhouse gas emissions of 340 million pounds or an elimination of emissions from 28,000 cars, and saved the company more than \$8 million.
- Increasing the corporate energy budget from \$7.2 million in 2011 to \$10.5 million in 2012 based on the recognition that energy projects have a high rate of return with low associated risk.
- Expanding the responsibility of Eastman's Corporate Energy Team from 10 to 16 manufacturing sites as a result of a major acquisition.
- Enhancing the energy management abilities of the company by adding chemical engineers to Eastman's assessment team. This assessment process has resulted in over \$7 million in savings opportunities identified since 2010.
- Addressing the heart of energy use in the chemical industry by developing a course to educate process design engineers on incorporating energy efficiency in new manufacturing designs.
- Focusing on common plant systems that use energy, such as steam, and benchmarking within sites. This effort led to the creation of a corporate-wide best practices program and the addition of five maintenance coordinators committed to leak repair. In 2012, the company invested over \$2 million in steam leak repairs for an average payback period of six months.
- Raising awareness of energy efficiency and EPA's ENERGY STAR resources in the community and among employees through an energy fair, working with the City of Kingsport, Tennessee to have its Mayor declare ENERGY STAR Day, and participating in EPA's Battle of the Buildings.

Partner of
the Year



Air Force Medical Support Agency - Health Facilities Division

San Antonio, Texas

The Air Force Medical Support Agency (AFMSA) of the Air Force Medical Service provides facility management services to 17 million square feet of healthcare facilities worldwide. Its mission is to deliver "Trusted Care, Anywhere" Air Force personnel and their families are stationed. Energy efficiency is deeply embedded in AFMSA's mission. AFMSA's Aviano Hospital was the first U.S. building to earn ENERGY STAR certification on foreign soil. AFMSA is receiving ENERGY STAR Partner of the Year recognition for successfully using ENERGY STAR resources as a foundation to meet its target of reducing energy intensity by 30 percent by 2015. Key 2012 accomplishments include:

- Increasing its portfolio-wide average ENERGY STAR energy performance score by 10 points over its 2011 average score.
- Reducing its average annual source energy intensity by 104.9

kBtu per square foot, achieving \$3.29 million in energy cost savings.

- Earning the ENERGY STAR for one hospital and six medical office buildings.
- Achieving more than \$195,000 in energy cost savings at a medical facility through retro-commissioning cooling towers, heating systems, and the building automation system.
- Creating a "Proto Star" award for facilities making significant strides towards ENERGY STAR certification and encouraging winning facility engineers to share best practices.
- Educating patients and service personnel about ENERGY STAR through the Armed Forces Network and its website.



Kenton County School District

Fort Wright, Kentucky

Kenton County School District (KCSD) has made great strides in energy efficiency through committing to ongoing energy management, investing in energy-efficient new construction, involving students in energy efficiency initiatives, and adopting new technology. As a result of the good example set by the district, school districts from across Kentucky, Ohio, Tennessee, and North Carolina have modeled their energy programs after KCSD and have adopted the district's E=WISE2 student program. KCSD, which educates more than 14,000 students across 1.7 million square feet, is receiving ENERGY STAR Partner of the Year recognition for its significant commitment to building and operating energy-efficient schools and for using ENERGY STAR tools and resources as a central component of its energy program. Key 2012 accomplishments include:

- Benchmarking district facilities in Portfolio Manager, EPA's ENERGY STAR measurement and tracking tool, and improving energy efficiency by 30 percent compared to its baseline year.

- Earning recognition as an ENERGY STAR Top Performer in 2012 and as an ENERGY STAR Leader in 2009 and 2010.
- Increasing the district's average ENERGY STAR energy performance score by 9 points.
- Earning ENERGY STAR certification for 10 schools in the district.
- Promoting the district's participation with the ENERGY STAR program on the district's website, in presentations, at luncheons, and in published materials.
- Having a student Energy Team in every school.

LIBERTY

PROPERTY TRUST

Liberty Property Trust

Malvern, Pennsylvania

As a \$7 billion real estate investment trust, Liberty Property Trust owns nearly 81 million square feet of office and industrial space throughout the United States and United Kingdom. Liberty Property Trust is receiving ENERGY STAR Partner of the Year recognition for institutionalizing a comprehensive approach to energy management throughout its corporate structure and expanding its energy management programs, including the use of ENERGY STAR tools and resources, to tenants and stakeholders. Key 2012 accomplishments include:

- Achieving a 6.8-percent reduction in total energy use and a portfolio-wide average ENERGY STAR score of 75 by emphasizing innovation, technology, and partnerships.
- Reducing normalized, portfolio energy use by more than 18 percent since 2008, equal to the elimination of 27,804 metric tons of carbon dioxide emissions, and accumulating more than \$4 million in energy savings in that time.
- Dedicating resources, with the creation of a capital fund, to specifically identify and fund energy efficiency projects not included in the standard capital budget.
- Earning ENERGY STAR certification for more than 80 buildings and focusing on energy-efficient building design by mandating that all new construction office building designs must achieve a minimum score of 80 in Target Finder.
- Benchmarking 100 percent of its managed portfolio in Portfolio Manager, currently 132 buildings, and changing its standard office and industrial lease language to require self-managed tenants to share their utility data with the landlord by request, with the goal of benchmarking all buildings in the Liberty portfolio.
- Launching efforts to engage building tenants in benchmarking and energy conservation through its Liberty Energy Efficiency Partnership (LEEP) program and the Liberty Green Guide website.

Partner of
the Year

MEMORIAL HERMANN®

Memorial Hermann Healthcare System

Houston, Texas

Memorial Hermann Healthcare System (Memorial Hermann) is the largest nonprofit healthcare system in southeast Texas. With 12 major campus locations, its portfolio of 8.8 million square feet includes numerous medical offices and outpatient healthcare facilities. Memorial Hermann is committed to being a steward of community resources and environmental responsibility. Memorial Hermann is receiving ENERGY STAR Partner of the Year recognition for being the most ENERGY STAR certified healthcare system in the nation as a proportion of total space in 2012. Key 2012 accomplishments include:

- Improving its average annual source energy intensity by 16.3 kBtu per square foot, achieving more than \$427,000 in energy cost savings while adding 59,300 square feet of new hospital space in 2012.
- Earning the ENERGY STAR for seven hospitals and four medical office buildings.
- Becoming the second healthcare system to earn recognition as an ENERGY STAR Leader for improving energy performance by 10 percent across its portfolio.
- Achieving an average ENERGY STAR energy performance score of 66 across its portfolio, representing a 29-point improvement since 2008, and yielding an \$11.8 million improvement to the bottom line.
- Enrolling its entire portfolio of buildings in EPA's ENERGY STAR Battle of the Buildings competition.
- Educating employees, patients, and the public about ENERGY STAR in trade journal articles, newspapers, seminars, and on its website.



North Penn School District

Lansdale, Pennsylvania

North Penn School District, located in southeastern Pennsylvania, serves 12,500 students and encompasses 2 million square feet of space across 18 schools and two administrative buildings. An active ENERGY STAR Partner, the district is receiving ENERGY STAR Partner of the Year recognition for its aggressive, no-capital expense energy management program focused on improving district-wide energy efficiency and educating students on the value of saving energy. The successes were achieved by harnessing the talents and energy of all employees and students to take both individual steps and set specific goals to reduce energy consumption. Key 2012 accomplishments include:

- Receiving recognition as an ENERGY STAR Leader for improving the energy performance of its facilities by more than 20 percent.
- Engaging more than 400 students in the district's energy management program through a grant funded program called PowerSave Schools offered by the Alliance to Save Energy. Students launched awareness campaigns, prepared websites, performed energy audits, interpreted data, made

recommendations, and developed award methods for good energy practices.

- Delivering more than 12 presentations outlining the importance of energy management in K-12 public schools and the benefit of using ENERGY STAR tools and resources to advance energy management programs.
- Featuring in various publications for energy efficiency efforts utilizing ENERGY STAR and focusing on educating the student body as key strategy for energy management.
- Saving more than \$1.1 million in utility costs, an amount equal to the combined salaries of 21 first-year teachers. This was achieved through operational and behavioral changes and with no capital expenditure.
- Achieving ENERGY STAR scores of 75 or higher for all 20 buildings in its portfolio, improving its average ENERGY STAR score from 70 to 93 and achieving a score above 90 for 13 buildings, 10 of which earned a score of 95 or higher.



Scott County Schools

Georgetown, Kentucky

Scott County Public Schools, located in Scott County, Kentucky, serves more than 8,600 students in 12 schools. The district has embraced the tools offered by ENERGY STAR and has made major, district-wide improvements in energy efficiency. Scott County Public Schools is receiving ENERGY STAR Partner of the Year recognition for its demonstrated success in improving energy efficiency. Key 2012 accomplishments include:

- Avoiding more than \$990,500 in utility costs during the first 28 months of the district's energy management program.
- Earning ENERGY STAR certification for 10 of the district's schools in 2012.
- Achieving an average ENERGY STAR energy performance score of 84 across the district's portfolio of buildings.

- Participating in EPA's 2011 ENERGY STAR National Building Competition—Northern Elementary finished 13th in the nation, 5th out of all schools, and first in Kentucky with an energy consumption reduction of 28.5 percent. All Scott County Schools participated in the 2012 competition, and all schools demonstrated improvement at the midpoint of the campaign.
- Holding multiple televised awards ceremonies to celebrate earning ENERGY STAR awards and recognition.
- Partnered with Toyota, ENERGY STAR Award winner, to identify and implement energy savings opportunities in many of the district's schools.



Verizon Wireless

Basking Ridge, New Jersey

Verizon Wireless is the nation's largest wireless communications company, with more than 73,500 employees and 1,900 retail locations across the country. Verizon Wireless is receiving ENERGY STAR Partner of the Year recognition for continuing to aggressively work toward its goal of reducing its carbon intensity by half by 2020, and for promoting energy efficiency awareness to staff members and customers. Key 2012 accomplishments include:

- Benchmarking 100 percent of its retail facilities in Portfolio Manager.
- Improving company-wide energy use by 5.2 percent.
- Earning the ENERGY STAR for 47 stores in 2012, for a total of 116 certified stores. This puts the company on track to reach its goal of certifying 100 percent of its stores that are eligible for ENERGY STAR certification by 2014.
- Closely monitoring which stores should be targeted for improvements and then making improvements such as performing lighting retrofits, installing energy management systems, upgrading HVAC equipment, and installing cell site cabinet air filters.
- Promoting ENERGY STAR to employees, customers, and a national audience through a variety of channels. Educational resources on the company's internal website and participation in the National Building Competition increased awareness among employees. In addition, ENERGY STAR was featured in a blog entry by Verizon's Chief Sustainability Officer, as well as several press releases put out throughout the year.



Vornado Realty Trust

New York, New York

One of the largest owners and managers of commercial real estate in the United States, with more than 100 million square feet of property, Vornado Realty Trust is a fully integrated Real Estate Investment Trust. Vornado is receiving ENERGY STAR Partner of the Year recognition for its sophisticated and strategic approach to energy management—an approach that uses the power of data, innovative technology, and a comprehensive outreach and communications platform. Key 2012 accomplishments include:

- Establishing a foundation of effective energy management by setting goals, creating action plans, implementing projects, evaluating progress, and recognizing achievements.
- Employing innovative data monitoring approaches, including sharing real-time energy data with tenants through the trademarked Energy Information Portal, and controlling energy management and building systems at its tenant services center.
- Launching its Energy Efficiency Capital Fund and funding \$5 million worth of base-building energy efficiency projects, including implementation of variable frequency drives, high-efficiency motors, enhanced building controls, and LED lighting—saving an anticipated 11.5 million kWh annually.
- Realizing a nearly 15-percent reduction in average weather-normalized source energy use intensity across 43 million square feet of its portfolio.
- Creating PSA opportunities through informational kiosks in its large regional malls and major advertising signage promotion of Vornado's ENERGY STAR success on its LED motion screens in Manhattan's Times Square and Penn Plaza—reaching a daily audience of more than two million viewers.
- Enrolling all of its eligible buildings in the ENERGY STAR National Building Competition.
- Rolling out the "It Takes Blue to Make Green" program, which educates property teams, brokers, and tenants on how energy efficiency and ENERGY STAR scores are essential components in optimizing building performance.

Partner of
the Year



Wells Real Estate Funds

Norcross, Georgia

Wells Real Estate Funds is a nationwide purchaser and manager of Class A commercial real estate. As of year-end 2012, Wells Real Estate Funds owned and/or managed approximately 120 office properties, encompassing nearly 26 million square feet. The majority of these assets were part of the Wells REIT II portfolio, now Columbia Property Trust. Wells Real Estate Funds is receiving ENERGY STAR Partner of the Year recognition for the continued expansion of its energy management program, including active communication and engagement of property managers and tenants on energy efficiency. Key 2012 accomplishments include:

- Increasing portfolio-wide energy efficiency by 8.8 percent through 75 energy improvement projects, saving nearly \$3.5 million, which equates to a savings of 13 cents per square foot across its benchmarked portfolio.
- Achieving its greatest participation of properties benchmarking, with 83 percent of properties entered in Portfolio Manager, a significant achievement given that nearly half of the properties are leased to triple-net tenants.
- Implementing the "Make an Impact Green Rally" to encourage property managers to proactively share their tenant engagement and energy efficiency efforts with the home office. In this race car-themed competition, "pit crews" earn points for activities that support energy performance goals, such as adding a triple-net lease tenant to Portfolio Manager or hosting green-themed events for its tenants, with the winning pit crew earning the Trophy Cup.
- Improving portfolio-wide energy efficiency by 30 percent since joining as an ENERGY STAR Partner in 2008.
- Earning ENERGY STAR certification for 65 properties, including 10 new certifications, and achieving Leaders Top Performer recognition.
- Sharing ENERGY STAR success stories with key stakeholders, including tenants, financial reps, investors, and the general public.

NEW HOME CONSTRUCTION



AVR Homebuilders

Yonkers, New York

AVR Homebuilders is the regional residential building division of AVR Realty. The company made a commitment in 2006 to build 100 percent ENERGY STAR certified homes. AVR Homebuilders is receiving ENERGY STAR Partner of the Year recognition for its dedication to building and promoting ENERGY STAR certified homes. Key 2012 accomplishments include:

- Building 74 new ENERGY STAR certified homes, bringing the total to 448 homes since 2006.
- Developing an online video promoting AVR Homebuilders and its ENERGY STAR certified homes through video portals, including YouTube, Google Video, Yahoo Video, Metacafe, AOL Video, and MSN Soapbox.
- Providing comprehensive technical training on ENERGY STAR requirements to construction staff and subcontractors with the help of its Home Energy Rater.
- Using ENERGY STAR as a standard baseline for all homes, with the option to add more stringent energy standards.
- Conducting frequent meetings with sales and construction staff at each project to ensure that all concerns and issues regarding ENERGY STAR are addressed.





Grayhawk Homes, Inc. Columbus, Georgia

Grayhawk Homes has been constructing 100 percent ENERGY STAR certified homes in Western Georgia, Eastern Alabama, and Des Moines, Iowa since the beginning of 2010. Its strong co-branding with ENERGY STAR's marketing platform has led Grayhawk Homes to become one of Georgia's largest ENERGY STAR builder partners in only three years. Grayhawk Homes is receiving ENERGY STAR Partner of the Year recognition for its commitment to building ENERGY STAR certified homes. Key accomplishments in 2012 include:

- Selling over 657 ENERGY STAR certified homes since its initial 100 percent commitment to ENERGY STAR in 2010.
- Offering ENERGY STAR as a baseline for all of its home types, including affordable, entry-level units.
- Creating a comprehensive training program for real estate agents and homebuyers, including model home demonstrations, real estate agent email blasts, and an "ENERGY STAR Tip of the Day" to all its social media followers.
- Developing promotional materials that showcase results from a homeowner survey conducted that show that homeowners that live in a Grayhawk ENERGY STAR certified home save an average of \$207.81 per month compared to homeowners who live in a non-energy efficient home in its market.
- Providing training to every subcontractor on the benefits of ENERGY STAR certified homes and working collaboratively with subcontractors to achieve the ability to build every home to ENERGY STAR requirements.

Partner of
the Year

PRODUCT MANUFACTURER



Air King, Ltd. West Chester, Pennsylvania

Air King, Ltd. (Air King) has been producing ventilation products for more than 40 years and is an industry leader with offices in the United States, Canada, and China. Air King is receiving ENERGY STAR Partner of the Year recognition for its innovative and successful efforts in manufacturing and promoting ENERGY STAR certified products, which has distinguished it as a leader in 2012. Key 2012 accomplishments include:

- Producing 102 ENERGY STAR certified models, representing an 11-percent increase compared to 2011.
- Earning 44 percent of its total sales dollars with ENERGY STAR certified products, a 53-percent increase compared to 2011.
- Expanding educational events for contractors and industry professionals on the benefits of ENERGY STAR and Air King's ENERGY STAR certified ventilation products.
- Producing an ENERGY STAR exhaust fan at close-to-entry-level pricing in order to make its ENERGY STAR certified products more accessible to the general population.
- Running multiple promotions during its training days and trade shows, highlighting the "Change the World, Start with ENERGY STAR" campaign. Air King also ran an online and social media campaign, awarding one fan each month to participating visitors who took the ENERGY STAR pledge.



DIRECTV

El Segundo, California

DIRECTV is among the world's leading digital television providers with more than 32 million customers in the United States and Latin America. DIRECTV is receiving ENERGY STAR Partner of the Year recognition for deploying many millions of energy-efficient receivers, educating millions of prospective and current customers as well as thousands of employees about the benefit of efficiency, and supporting progressive partnerships with key efficiency stakeholders. Key 2012 accomplishments include:

- Deploying more than 10 million certified receivers in 2012 alone. Since it began its participation in 2009, DIRECTV has deployed well over 43 million certified receivers.
- Helping consumers save more than 900 million kWh annually—or the electricity use of nearly 70,000 homes, from the receivers deployed in 2012 alone—and 3.7 billion kWh cumulatively since 2009.
- Updating tens of millions of deployed receivers, adding an energy-saving mode and making possible future efficiency enhancements.
- Training 14,500 technicians on the benefits of the company's ENERGY STAR participation.
- Sharing the benefits of DIRECTV's ENERGY STAR certified receivers via the DIRECTV home page, TV mail messages, customer bills, the Tips and Tricks Guide for new customers, newspaper circulars, and Facebook and blog postings.
- Partnering with key efficiency programs to carry the efficiency of set top boxes further and more quickly.



Hoshizaki America, Inc.

Peachtree City, Georgia

Hoshizaki America, Inc. (Hoshizaki) is an international leader in the design, manufacture, and marketing of products for the foodservice industry. In 2012, Hoshizaki committed to providing energy-efficient ice machines, refrigeration equipment, and dishwashers with clear benefits for commercial food service customers. Hoshizaki is receiving ENERGY STAR Partner of the Year recognition for actively supporting the ENERGY STAR specification development and test method development process, and for its marketing and outreach to a wide audience on the benefits of ENERGY STAR certified equipment. Key 2012 accomplishments include:

- Earning ENERGY STAR certification for 100 percent of its product line, offering a total of 105 certified models. This is a 25-percent increase compared to previous years.
- Integrating the ENERGY STAR logo and messaging into promotional point-of-sales materials, brochures, and charts targeting consumers, dealers, and other key influencers to educate them on the savings associated with ENERGY STAR certified products.
- Educating 85 percent of all new employees and staff members and 88 percent of distributor and retailer staff members on ENERGY STAR and other efficiency-related guidelines.
- Developing a new end-user awareness campaign on the energy and resource savings associated with an ENERGY STAR certified product.
- Implementing a Hoshizaki sustainability plan that has resulted in continued recycling and waste facility reductions—a 12-percent improvement compared to 2011.



LG Electronics, Inc.

Englewood Cliffs, New Jersey

LG Electronics USA (LG) is the North American subsidiary of LG Electronics, Inc., a global leader in consumer electronics, home appliances, and mobile communications. The company is committed to improving the environment through energy efficiency. LG is receiving ENERGY STAR Partner of the Year recognition for its superior performance in product innovation, promotion of ENERGY STAR certified products, community-outreach efforts, and employee education programs. Key 2012 accomplishments include:

- More than doubling the number of available ENERGY STAR certified product models in 2012 to a total of 987 models.
- Implementing a nationwide, multifaceted public education campaign about ENERGY STAR that reached

more than 1 billion consumers, including messaging displayed at the Food Network NYC Food and Wine Festival, promotion of LG's ENERGY STAR Most Efficient 2012 TurboWash clothes washer on The Price is Right, as well as a spot on the Times Square billboard featuring ENERGY STAR messaging.

- Training more than 265,000 sales associates on the benefits of ENERGY STAR certified products—155,000 more sales associates compared to 2011.
- Demonstrating exceptional efficiency performance with more than 1 million LG products sold in the United States recognized as ENERGY STAR Most Efficient 2012.



Pella Corporation

Pella, Iowa

Pella Corporation is an innovative leader in designing, testing, manufacturing, and installing quality windows and doors for new construction, remodeling, and replacement applications. As a family-owned and privately held company, Pella is known for its 87-year commitment to innovation, energy efficiency, and the practice of environmental stewardship. Pella is receiving ENERGY STAR Partner of the Year recognition for its commitment to making ENERGY STAR qualified windows available to consumers and for outstanding promotional efforts. Key accomplishments include:

- Launching an interactive iPad app, an iBook for Pella Certified ContractorsSM, a digital sales presentation for the Lowe's in-home sales team, and an Energy Assessment Kit for use during homeowner consultation. In 2012, these tools educated more than two million consumers about ENERGY STAR.

- Developing SmartSyncTM Technology, which will provide an affordable way to optimize window energy performance through intelligent, integrated shade control.
- Training 100 percent of new and existing employees and an average of 92 percent of staff at all of Pella's distributor and retailer locations.
- Continuing its outstanding promotion of the ENERGY STAR brand through co-promotional efforts with more than 24 million impressions and other marketing efforts, achieving nearly 1.5 billion impressions in 2012 alone.
- Designing an ENERGY STAR qualified impact-resistant product line for consumers living in hurricane-prone areas.

Partner of
the Year

PHILIPS

Philips Lighting Company Somerset, New Jersey

Philips Lighting Company is a leader in delivering sustainable and environmentally friendly lighting technologies and initiatives to the marketplace. Philips Lighting Company is also a leader in shaping the future with exciting new lighting applications and platforms such as LED technology, which, in addition to energy efficiency, provides attractive benefits and endless new never-before-possible sustainable lighting solutions. Philips Lighting Company is receiving ENERGY STAR Partner of the Year recognition for providing consumers with energy-efficient products to meet their lighting needs and consistently prioritizing ENERGY STAR in its design process and promotional efforts. Key 2012 accomplishments include:

- Nearly doubling its number of ENERGY STAR certified light bulb offerings from 2011 to 269 products. This includes the certification of 88 new LED models, among them the first 75 W omni-directional incandescent equivalent bulb.
- Partnering with a number of utilities in the northeast region to promote energy efficiency, adopting ENERGY STAR certified LED light bulbs, and distributing LED bulbs to 65,000 students at 40 area universities. This effort resulted in an estimated 59 million kWh savings, and an 89-million-pound reduction in GHG emissions over the lifetime of the products.
- Training more than 10,000 retailer and distributor employees through a variety of vehicles, including the Philips Lighting Application Center, road shows, and in-store training events.
- Demonstrating leadership in product innovation, including the Department of Energy Prize-winning LED bulb, which was ENERGY STAR certified in 2012.
- Educating consumers about ENERGY STAR through its website as well as a series of YouTube videos on LED lighting.
- Supporting the ENERGY STAR Change the World, Start with ENERGY STAR campaign through its Team ENERGY STAR First Mates event, participation in Twitter and Facebook parties, and an employee pledge drive.



ProVia Sugarcreek, Ohio

ProVia is committed to making entry doors the professional way; doors individually customized to meet the homeowners' highest standards, including providing ENERGY STAR certified door products. Founded in 1977 with one employee, ProVia now employs 380. ProVia is receiving ENERGY STAR Partner of the Year recognition for its commitment to consumer education, employee training, and high-performance products. Key accomplishments include:

- Launching a children's educational campaign to teach young consumers to save energy and be environmentally responsible through in-school programs reaching 200 students and by distributing more than 3,600 educational coloring books.
- Training 100 percent of new and existing ProVia employees and sales persons at 89 percent of dealer locations, a 62-percent increase compared to 2011.
- Securing 4.9 million impressions in 2012 for consumer-facing materials promoting ENERGY STAR.
- Investing in research and development to find innovative ways to improve energy efficiency and reduce air leakage in a variety of products.
- Using a clear and concise door label to help consumers understand door performance and ENERGY STAR certification.

Scotsman[®]

Ice Systems

Scotsman Ice Systems

Vernon Hills, Illinois

Scotsman Ice Systems (Scotsman) is one of the world's largest manufacturers of ice systems and is dedicated to developing energy-efficient, reliable ice solutions. Scotsman is receiving ENERGY STAR Partner of the Year recognition for developing and promoting energy-efficient ice machines, actively engaging and supporting the ENERGY STAR specification development and test method development process, and promoting and educating various foodservice industry professionals on the benefits of ENERGY STAR certified ice machines. Key 2012 accomplishments include:

- Expanding its energy-efficient product line to include a total of 65 ENERGY STAR certified ice machines and increasing the sales of ENERGY STAR certified products to 79 percent of all sales.
- Displaying the ENERGY STAR logo on all ENERGY STAR certified models as well as training and marketing collateral. Scotsman also educates dealers, sales representatives, distributors, and the media about energy efficiency and ENERGY STAR.
- Educating employees, consultants, buying groups, and dealers throughout the United States on the energy and cost savings associated with ENERGY STAR certified products and on energy- and water-saving features.
- Actively communicating ENERGY STAR as well as energy and water efficiency messages through marketing, public relations, social media, advertising, and online activities, including EPA's ENERGY STAR "Change the World" social media efforts.
- Holding its first annual educational Earth Day Idea contest for consumers and end users. The contest included several employee ideas to reduce energy consumption.
- Being highlighted in McDonald's Corporation's 2012 Best of Sustainable Supply Chain report for the Scotsman Ice Systems Prodigy[®] line of ice machines, which delivers 50-percent reductions in water consumption, saving more than 150,000 gallons of water over the typical lifetime of a machine.

Partner of
the Year

SHARP[®]

Sharp Electronics Corporation

Mahwah, New Jersey

Sharp Electronics Corporation (Sharp) is a subsidiary of Japan's Sharp Corporation, a worldwide developer of one-of-a-kind home entertainment products, appliances, multifunctional office solutions, and mobile communication and information tools. Sharp is receiving ENERGY STAR Partner of the Year recognition for distinguishing itself by building on an exceptional track record in offering ENERGY STAR certified products across multiple product categories. Key 2012 accomplishments include:

- Certifying more than 154 efficient models across seven different product lines, including air conditioners, air purifiers, copiers/printers/multifunctional devices, monitors/displays, DVD players, and TVs.
- Offering ENERGY STAR certified TV models featuring Sharp's unique Quattron Quad Pixel technology that enables very low power consumption.
- Receiving ENERGY STAR Most Efficient recognition for 21 new TV models and having the biggest share of large screen televisions that meet ENERGY STAR Most Efficient 2012 recognition criteria.
- Expanding its marketing efforts to elevate ENERGY STAR information on its website and at trade shows.
- Providing significant feedback during the ENERGY STAR certified televisions specification revision process.
- Promoting the ENERGY STAR Change the World, Start with ENERGY STAR campaign by becoming a pledge driver.
- Conducting another year of Sharp's Solar Academy program, educating thousands of students on such topics as climate change, energy efficiency, and renewable energy.



Technical Consumer Products, Inc. (TCP)

Aurora, Ohio

Technical Consumer Products, Inc. (TCP) is a leading lighting manufacturer committed to providing high-quality, efficient lighting solutions at a low cost. TCP was the number one provider of CFLs in the United States in 2010 with a 32 percent market share, according to the National Electrical Manufacturers Association. TCP has a strong distribution footprint and reputation among retailers and distributors and sells products through more than 20,000 retail and commercial outlets. TCP is receiving ENERGY STAR Partner of the Year recognition for continuing to keep ENERGY STAR at the center of its strategy and excelling in the areas of CFL production, promotion, and employee engagement. Key 2012 accomplishments include:

- Offering a broad range of ENERGY STAR certified CFLs, adding 176 new models in 2012.
- Pioneering U.S. manufacturing of CFLs and promoting job creation through its U.S.-based assembly plant.
- Achieving a #1 Consumer Reports ranking for its CFLs three years in a row.
- Maintaining high-quality control standards with direct control over quality, consistency, and yield at manufacturing facilities.
- Working closely with numerous utility and retail partners to promote ENERGY STAR certified lighting. Of particular note, TCP held a series of in-store events with Sam's Club to educate customers on the benefits of switching to CFLs. Through an exemplary partnership with PG&E and Orchard Supply Hardware, TCP trained store employees to guide customers to ENERGY STAR certified lighting solutions.
- Engaging its employees through promotion of the ENERGY STAR Change the World, Start with ENERGY STAR campaign, holding an event to celebrate ENERGY STAR, and putting together an employee pledge drive.

SERVICE AND PRODUCT PROVIDER



Burton Energy Group

Alpharetta, Georgia

Burton Energy Group, recently honored by Inc. Magazine as one of the fastest-growing private companies in America, provides energy management services for commercial businesses with multi-site, geographically diverse facilities. Burton Energy Group is receiving ENERGY STAR Partner of the Year recognition for creating and managing client energy plans that improve energy efficiency and environmental performance, mitigate price risk, stabilize utility budgets, and lower overall energy operating costs. The company's dozens of clients in retail, hospitality, restaurant services, and distribution rely on Burton Energy Group to share best-practice ideas. It also shares industry-leading tools and processes with clients to optimize their energy performance and costs while reducing the environmental impact of operating buildings. Key 2012 accomplishments include:

- Successfully earning ENERGY STAR certification for superior energy performance for more than 400 client buildings.
- Achieving a more than 10-point increase in the ENERGY STAR energy performance score of more than 50 client buildings.
- Promoting and communicating the value of the ENERGY STAR program in marketing materials, as well as on Burton Energy Group's website and blog.
- Benchmarking and providing monthly updates on more than 1,700 facilities using Portfolio Manager.

FANNING HOWEY

Fanning/Howey Associates, Inc. Celina, Ohio

Fanning/Howey Associates, Inc. (Fanning Howey) is a full-service architecture, design, and engineering firm specializing in educational facilities. The firm uses ENERGY STAR tools and resources to help clients establish reasonable energy performance goals and make sure those goals are met once buildings are in operation. Fanning Howey is receiving ENERGY STAR Partner of the Year recognition for successfully incorporating the ENERGY STAR management strategy as an integral part of the firm's business practice to provide value to its clients. Key 2012 accomplishments include:

- Achieving 12 Designed to Earn the ENERGY STAR certification projects over the past two years.
- Completing 14 major new construction and renovation projects using EPA's online tool Target Finder during the design process.
- Serving as the reviewing authority for two schools earning ENERGY STAR certification and providing ongoing monitoring for 26 other buildings.
- Delivering six presentations and writing three articles promoting Target Finder and Portfolio Manager.
- Achieving an average energy improvement of nearly 40 percent on Designed to Earn the ENERGY STAR projects.

Partner of
the Year



Award Winner Profiles: Excellence

ENERGY STAR PROMOTION



Amerlux

Fairfield, New Jersey

Amerlux designs and manufactures energy-efficient lighting solutions for a variety of commercial applications, including grocery store lighting. Amerlux is receiving ENERGY STAR recognition for its exceptional product promotion. Key 2012 accomplishments include:

- Certifying more than 300 new ENERGY STAR certified light fixtures in 2012, resulting in a 316-percent increase compared to 2011.

- Promoting ENERGY STAR certified lighting solutions to distributors and commercial lighting buyers, consistently emphasizing the value of ENERGY STAR in these efforts.
- Featuring ENERGY STAR certified products prominently in a wide range of vehicles, including tradeshow booths, road shows, online, and printed collateral.



FSL Home Energy Solutions

Phoenix, Arizona

FSL Home Energy Solutions (FSL) implements the Arizona Home Performance with ENERGY STAR (HPwES) program with direct support from Arizona Public Service (APS), Salt River Project (SRP), and Southwest Gas Corporation (SWG). FSL is receiving ENERGY STAR Excellence recognition for its role as a leader in energy efficiency and its ongoing commitment to HPwES. Key 2012 accomplishments include:

- Completing 3,222 HPwES projects and 1,276 quality assurance inspections in 2012.
- Expanding the HPwES program to over 70 participating contractors, an increase of more than 300 percent since 2010, and increasing contractor conversion rates to 38 percent.
- Expanding its marketing and outreach efforts to include radio and TV advertisements, print media, and online promotions, such as local radio shows and YouTube web videos. FSL also participated in special events marketing at home shows and community events.

- Working with APS to sponsor HPwES marketing events with the Arizona Diamondbacks, Phoenix Suns, and Phoenix Coyotes.
- Focusing on quality workmanship and contractor training by establishing the FSL Southwest Building Science Training Center, and offering contractor sales training and mentoring.
- Developing a collaborative offering for Arizonians by enabling access to APS, SRP, and SWG incentives, collectively saving more than 1.6 million kWh and more than 11.7 million pounds of GHG annually.



nationalgrid

National Grid

Waltham, Massachusetts

National Grid is an international energy delivery company that provides electricity to more than 3 million customers in Massachusetts, New Hampshire, New York, and Rhode Island. The company manages the electricity network on Long Island under an agreement with the Long Island Power Authority (LIPA). It is also the largest distributor of natural gas in the northeastern United States. National Grid is receiving ENERGY STAR recognition for continuing its longstanding leadership in promoting long-term market transformation for energy efficiency through innovative and creative consumer outreach and educational efforts centering on ENERGY STAR certified products and practices. Key 2012 accomplishments include:

- Encouraging customers to purchase ENERGY STAR certified products, with significant impacts—as a result of the company’s campaigns, partnerships, and point-of-purchase materials, more than 3 million ENERGY STAR certified products were sold to customers in 2012.
- Developing another unique community outreach campaign this year to celebrate the 20th Anniversary of ENERGY STAR. National Grid threw several

parties aimed at youth summer camps and programs, challenging campers to use their curiosity, creativity, and concern for the environment to create “gifts” for ENERGY STAR. This campaign helped to motivate kids to become stewards of the environment and their communities while educating them on the benefits of energy efficiency and ENERGY STAR. The ENERGY STAR 20th Anniversary Celebration campaign garnered more than 7.5 million combined paid and earned media impressions and drove more than 26,000 page views to the campaign’s micro-site.

- Launching an innovative program to interact with the blogger community to educate readers about ENERGY STAR and the various deals and rebates National Grid offers on ENERGY STAR certified products. Over two dozen blog posts, Tweets, and Facebook posts were issued in coordination with bloggers.
- Achieving energy savings of more than 92,500 MWh through the Massachusetts and Rhode Island ENERGY STAR Lighting and Products programs.



South Carolina Electric & Gas Company

Cayce, South Carolina

South Carolina Electric & Gas Company (SCE&G), serving over 489,000 residential electricity customers in South Carolina, launched its Home Performance with ENERGY STAR (HPwES) program in April 2011. The HPwES program was designed to reduce peak cooling kW and total kWh consumption, while introducing and encouraging the whole-house approach to home improvement to customers and contractors. SCE&G is receiving ENERGY STAR Excellence recognition for continuing to promote and expand its Home Performance with ENERGY STAR program. Key 2012 accomplishments include:

- Completing approximately 600 comprehensive audits and 260 HPwES projects.
- Distributing extensive homeowner materials to contractors to help them explain the program, incentive structure, application process, terms and conditions, marketing collateral, and required documents to potential customers.

- Utilizing geo-targeting and direct mail to reach customers that have a higher propensity to participate, reaching 10,000 customers who are in the top quartile of annual electric consumption in their market.
- Offering \$2,500 in incentive rebates for energy efficiency upgrades completed by participating contractors in the HPwES program, including designing a Comfort Home Package to encourage customers to choose whole-house scopes of work with corresponding greater energy savings.
- Employing a team of account managers to work with participating contractors to inform them of program updates, discuss quality assurance findings, deliver software training and support, and provide in-field ride-along support.
- Offering individualized training sessions to participating contractors designed to enhance both their marketing and technical skill sets.

Excellence



Award Winner Profiles: _____

Excellence In Other ENERGY STAR Areas

AFFORDABLE HOUSING



Milford Housing Development Corporation

Milford, Delaware

Milford Affordable Housing Development (MAHD) is a value-driven, nonprofit developer of affordable housing in Delaware with a mission to provide affordable housing solutions to people of modest means. MAHD is receiving ENERGY STAR recognition for its dedication to making homeownership more affordable through ENERGY STAR and its Self-Help Housing program. Key 2012 accomplishments include:

- Developing 20 Self-Help homeownership units in 2012, all of which were built to EPA's more stringent Version 3.0 requirements for ENERGY STAR certified homes.
- Lowering monthly utility costs of homeowners by approximately \$50–\$70 compared to the estimated costs in comparable non-certified homes, while also increasing homeowner comfort.

- Committing to build 100 percent of all new housing units to ENERGY STAR specifications, including both rental and homeownership units.
- Receiving recognition from the U.S. Department of Housing and Urban Development (HUD) for outstanding efforts in energy efficiency through HUD's Self-Help Housing Program (SHOP).
- Promoting its ENERGY STAR partnership on its website, providing homeowners with ENERGY STAR home certificates, and placing ENERGY STAR plaques on each home so homeowners can proudly acknowledge their certified homes.

ENERGY-EFFICIENT PRODUCT DESIGN



Cree, Inc.

Durham, North Carolina

Cree, Inc. is a market-leading innovator of LED lighting products and emphasizes the importance of ENERGY STAR certification in its development of LED lighting solutions. Cree, Inc. is receiving ENERGY STAR recognition for its exemplary efforts in the area of cutting edge efficiency and product innovation. Key 2012 accomplishments include:

- Demonstrating focus on innovation with the introduction of the most efficient ENERGY STAR certified downlight in 2012.

- Increasing the number of ENERGY STAR certified models by 686 percent compared to 2011.
- Seeking accreditation and earning EPA recognition for two internal laboratories for testing integral LED lamps and luminaires.



RETAIL

METRO LIGHTING

Metro Lighting

Brentwood, Missouri

As Missouri's largest lighting distributor, Metro Lighting's efforts to promote the sale of ENERGY STAR certified lighting products distinguishes it as an industry leader. Metro Lighting is receiving ENERGY STAR recognition for its noteworthy efforts in training and education on energy-efficient lighting and ENERGY STAR. Key 2012 accomplishments include:

- Stocking more than 200 ENERGY STAR certified lighting fixtures and bulbs, including a variety of ceiling fans, vent fans, decorative fixtures, LED bulbs, and commercial light fixtures.
- Leveraging a strong partnership with the local utility to offer incentives for ENERGY STAR certified lighting products, including an instant rebate on ENERGY STAR certified light fixtures.
- Providing extensive employee education on ENERGY STAR certified lighting products through numerous vendor and utility collaborations and creative training tactics.
- Increasing consumer knowledge of energy-efficient lighting through updated Web content, in-store materials, and several community events, including the Metro Lighting Show Me LED event, the St. Louis Earth Day festival, and the Missouri Botanical Garden's Green Home Great Health Fair.
- Demonstrating leadership in environmental stewardship through facilitating the recycling of more than 37,000 light bulbs, and installing electric vehicle charging stations in showroom parking lots and solar panels on the flagship showroom rooftop.

Excellence



Award Winner Profiles:

Special Recognition

ENERGY EFFICIENCY PROGRAM DELIVERY



Energy Efficiency Program

Nicor Gas Energy Efficiency Program

Naperville, Illinois

Nicor Gas Energy Efficiency Program (Nicor) is a natural gas distribution company serving more than 2 million customers in northern Illinois. Nicor leverages ENERGY STAR to inform and strengthen its program delivery and to foster ENERGY STAR recognition and credibility among customers—62 percent of Nicor's programs are linked to ENERGY STAR. Nicor is receiving ENERGY STAR recognition for actively collaborating with other efficiency programs offered by Illinois utilities and state agencies to provide customer-centered, rather than single-fuel, energy efficiency solutions. Key 2012 accomplishments include:

- Working with other utilities to develop and deliver to the market a state-wide commercial foodservice (CFS) fact sheet highlighting ENERGY STAR certified and other efficient products for commercial kitchens. To better compete with the used CFS

equipment market, Nicor also redesigned incentives so that its rebate plus the energy savings overcome the initial price differential of new equipment.

- Coordinating with ComEd to promote the simultaneous purchase of ENERGY STAR certified central air conditioning and furnace equipment while offering additional incentives for the purchase of models recognized as ENERGY STAR Most Efficient 2012.
- Recruiting, to date, more than 75,000 customers to participate in Nicor efficiency programs, collectively saving \$3.8 million in energy expenses.



Rocky Mountain Power

Salt Lake City, Utah

Rocky Mountain Power is a large electric utility that operates PacifiCorp's Utah service territory that has been promoting the construction of ENERGY STAR certified homes since 2005. In 2012, Rocky Mountain Power redesigned their new home efficiency program to be better positioned to continue providing incentives, training, and marketing to the new home-building community. Rocky Mountain Power is receiving ENERGY STAR recognition for its innovative marketing and outreach strategy. Key 2012 accomplishments include:

- Incentivizing over 1,200 homes for a total of more than 10,000 ENERGY STAR certified homes and saving homeowners more than 20 million kWh since the program's inception.

- Partnering with local and state Home Builder Associations and local manufacturers to provide low-cost outreach marketing and builder trainings.
- Providing on-site training to HVAC contractors as needed to help contractors understand the requirements of the HVAC checklist.



Appendix:

ENERGY STAR Award Criteria

Partner of the Year - Sustained Excellence

Partners who have received ENERGY STAR recognition for multiple years and have gone above and beyond the criteria needed to qualify for recognition are honored with the award for Sustained Excellence. This year partners received awards for Sustained Excellence in the categories of Energy Efficiency Program Delivery, Energy Management, New Home Construction, Product Manufacturer, Product Retailer, and Service and Product Providers.

Partner of the Year—Energy Efficiency Program Delivery

This award recognizes utilities, state agencies, regional energy efficiency nonprofit organizations, associations, and other organizations that sponsor sustained energy efficiency and environmental programs. These winning organizations have demonstrated excellence in implementing comprehensive, high performing energy efficiency programs. These programs have directly leveraged ENERGY STAR as a strategy to effectively reduce market barriers and to achieve significant impact in the marketplace for advancing energy efficiency and related greenhouse gas emission reduction goals.

This award recognizes organizations in four program categories:

1. Residential New Construction—programs that promote the construction of ENERGY STAR certified new homes through activities such as: implementing consumer education and awareness campaigns; providing training for new home industry professionals on energy efficiency and building science principles; and offering incentives to builders or consumers for the construction of ENERGY STAR qualified homes.
2. Home Performance with ENERGY STAR:
 - Emerging Markets—programs that recently signed a Partnership Agreement and reported at least 50 Home Performance with ENERGY STAR jobs in 2012.
 - Established Markets—programs that have reported at least 1000 Home Performance with ENERGY STAR jobs, and have demonstrated market and program sustainability.
3. Qualifying Products—programs that are designed to overcome market barriers to widespread adoption of ENERGY STAR qualifying commercial and residential products and/or related best practices, such as power management of office equipment or consumer education on proper thermostat use.
4. Commercial and Industrial—programs that deliver

improved whole-building energy performance in existing buildings, target and track performance in new construction, and/or achieve facility-wide improvement in industrial plants by using ENERGY STAR tools and resources to overcome market barriers.

Organizations receiving this award have demonstrated:

1. A strong program design with clear goals, a strategy for overcoming market barriers to achieve sustained market change, and an approach that is a best practice for the market.
2. Incorporation of the ENERGY STAR platform—messaging, tools, and strategies—into the initiative.
3. Qualitative and quantitative data supporting market change or likely upcoming market change, as a result of the initiative. Examples of market effects include:
 - An increase in sales or market share of ENERGY STAR qualifying products.
 - Energy savings, peak demand reductions, and air pollution reductions achieved through residential, commercial, and/or industrial sector programs that explicitly leverage ENERGY STAR.
 - An increase in the use of EPA's ENERGY STAR energy performance scale, increase in buildings earning the ENERGY STAR, and achievement of ENERGY STAR Leaders recognition for commercial buildings by program participants.
 - An increase in percentage of new homes built to ENERGY STAR guidelines and/or growth in percentage of housing starts that later earn the ENERGY STAR.

Partners who have been awarded the Partner of the Year distinction for multiple years and gone above and beyond the criteria needed to qualify for recognition are honored with the award for Sustained Excellence for Energy Efficiency Program Delivery.

Partner of the Year—Energy Management

This award recognizes ENERGY STAR partners from commercial, industrial, institutional, and other organizations that demonstrate improved energy performance of buildings and plants through a corporate-wide energy program—as proven by work completed and energy savings—during the 2012 calendar year. Applications are evaluated in three categories:

1. Management Practices—use of best practices in managing energy, as demonstrated through:
 - Implementation of each fundamental element of superior energy management described in the ENERGY STAR Guidelines for Energy Management.

- Current energy efficiency projects, energy management strategies, and integration of ENERGY STAR tools and resources into the organization's energy program.
 - Promotion of additional energy savings at the local and/or national level by engaging external organizations and offering expertise to improve their energy performance.
2. Organization-wide Improvements—actual energy performance improvements achieved during 2012, taking into account both the magnitude of improvements (measured via change in energy intensity across the portfolio) and current energy performance relative to organizational peers. Energy savings must also be expressed in business, financial, and environmental metrics.
 3. Promoting and Communicating Success— demonstrated ability to promote partnership with ENERGY STAR and communicate energy efficiency to customers, employees, guests, tenants, students, and community through:
 - Use of ENERGY STAR messaging and resources in their communications strategies.
 - Participation in EPA recognition opportunities, such as earning the ENERGY STAR or obtaining ENERGY STAR Leaders recognition, and promotion of those achievements.
 - Direct communications with organization and external stakeholders, and publicizing efforts to media through various activities such as press releases, internal and external website updates, energy-related events, producing/distributing collateral about ENERGY STAR, reaching out to state and local government officials, etc.

Partners who have been awarded the Partner of the Year distinction for multiple years and gone above and beyond the criteria needed to qualify for recognition are honored with the award for Sustained Excellence in Energy Management.

Partner of the Year—Home Energy Rater

This award recognizes ENERGY STAR Provider and Home Energy Rater partners who have demonstrated excellence and innovation in participating in the ENERGY STAR New Homes program. Home Energy Raters and Providers receiving this award are evaluated on the following categories:

1. Builder Recruitment—direct contribution to the growth of ENERGY STAR builders and developers in an organization's market, as measured through the number of builders recruited and ENERGY STAR certified homes verified in the past year.
2. Builder Marketing and Sales Support— demonstration of robust effort to help builders increase consumer awareness and participation in ENERGY STAR outreach efforts, and presentation of training to real estate professionals.
3. Builder Technical Support—demonstration of the organization's efforts to provide technical training to builders.

4. Innovation—description of the unique approaches that the organization took in implementing and promoting ENERGY STAR in its market.
5. Letter of Recommendation—this letter of recommendation must be from a builder client who is also an ENERGY STAR partner to describe their experience in working with the partner.

Partners who have been awarded the Partner of the Year distinction for multiple years and gone above and beyond the criteria needed to qualify for recognition are honored with the award for Sustained Excellence for Home Energy Raters.

Partner of the Year—New Home Builder

This award recognizes ENERGY STAR home builder partners who have demonstrated excellence and innovation in building and promoting ENERGY STAR certified homes. Organizations receiving this award are evaluated across the following criteria:

1. Promotional and Marketing Collateral—materials developed to promote and market ENERGY STAR new homes in the organization's market.
2. New Homes Technical Training—construction staff and subcontractors are prepared to build ENERGY STAR certified homes.
3. New Homes Sales and Marketing Training—sales employees and real estate professionals are prepared to communicate the benefits of ENERGY STAR certified homes and promote them to potential homebuyers.
4. Program Innovation—unique approaches to implementing and promoting ENERGY STAR in the organization's market.
5. Letter of Recommendation—this letter of recommendation must be from the organization's Home Energy Rater to describe his/her experience in working with the builder partner.

Partners who have been awarded the Partner of the Year distinction for multiple years and gone above and beyond the criteria needed to qualify for recognition are honored with the award for Sustained Excellence for New Home Builders.

Partner of the Year—Product Manufacturer

This award recognizes ENERGY STAR partners who manufacture qualified products and have furthered the goals of ENERGY STAR through their active participation in the program.

Applications are evaluated in the following categories:

1. Product Qualification Efforts:
 - Number of ENERGY STAR qualified models/units available in 2012 and 2011, and percentage change over previous year.
 - Percentage of product lines that are ENERGY STAR qualified.



- Percentage of total sales that were ENERGY STAR qualified in 2012 and 2011, and percentage change over previous year.
 - Availability of information concerning new ENERGY STAR models qualified or in development in 2012.
 - Innovation in product design for energy efficiency.
2. Labeling Efforts:
- Minimum labeling requirements are met on products, packaging, website, user manuals, etc.
 - Demonstration of activities that go above and beyond minimum labeling requirements.
 - Number of qualified models and displays carrying the label (manufacturers of windows, doors, and skylights).
3. Training Efforts:
- Integration of ENERGY STAR into organization's sales force and employee training, including number of organization new and existing employees reached, as well as number of distributor and retailer locations trained.
 - Cooperation with distributors, retailers, or utility/state/ regional partners to increase ENERGY STAR information in retail/distributor product knowledge training.
 - Collaboration with EPA/DOE in the development of training activities.
4. Sales and Marketing:
- Demonstration of ENERGY STAR integration in exhibits, presentations, and other gatherings.
 - Leadership or participation in cooperative promotions.
 - ENERGY STAR-themed community outreach activities, advertising, public relations efforts, special events, and press releases
 - Print, radio, television, direct mail advertising, brochures, Web and social media (YouTube, Facebook, Twitter, blogs) with ENERGY STAR messages.
 - Point-of-Purchase (POP) materials.
 - Inclusion of environmental messaging in any of the above activities.
5. Consumer/End User Education:
- Innovation in educational efforts that go above and beyond simple ENERGY STAR logo use and messaging.
 - Development of educational content to include in YouTube videos, blogs, social media sites, and other Web pages, brochures, pamphlets, etc.

6. Cross-cutting Efforts Incorporated Into Company Practices:
- Participation or leadership in revising and developing new ENERGY STAR specifications.
 - Offering recycling of products and/or packaging or developing in-house recycling programs.
 - Participation in the development of data tools such as Find-A-Product and provision of product and marketing data using these tools.
 - Commitment to organization-wide facility energy efficiency improvements.
 - Procurement of energy-efficient and/or ENERGY STAR certified products.
 - Implementation of energy efficiency improvements in organization facility and pursuit of ENERGY STAR certification for buildings. Giving preference to ENERGY STAR certified buildings when leasing space.
 - Participation in other EPA partnership programs, such as Low Carbon IT, SmartWay, and Green Power Partnership.
 - Pursue ENERGY STAR certification for building or give preference to leasing space from ENERGY STAR certified buildings.
 - Offering innovative product design.
 - Commitment to protecting the integrity of the ENERGY STAR brand.

Partners who have been awarded the Partner of the Year distinction for multiple years and gone above and beyond the criteria needed to qualify for recognition are honored with the award for Sustained Excellence for Product Manufacturer.

Partner of the Year—Product Retailer

This award recognizes retailers that have made an extensive commitment to the growing success of ENERGY STAR. These partners have excelled in the following areas:

1. ENERGY STAR strategy:
- Integrating ENERGY STAR into corporate strategy across all relevant product categories.
 - Clearly articulating ENERGY STAR marketing strategy that includes specific goals, tactics, schedules and evaluation.
 - Engaging and collaborating with EPA to optimize ENERGY STAR partnerships strategically and tactically.
 - Helping to advance ENERGY STAR program goals through specific ENERGY STAR partner activities.

- Reporting progress and achieving outlined goals.
2. Product Specification and Stocking:
 - Working to increase stock, specification, and sales of ENERGY STAR qualified products through active merchant engagement, development of goals, coordination with vendors, and regular reporting on progress.
 3. Sales Associate Training: Leveraging sales associates to help educate and promote ENERGY STAR to customers in store, including integrating ENERGY STAR content into all existing training tactics across all relevant product categories.
 - Collaborating with EPA at the beginning of the planning cycle to develop a clearly articulated ENERGY STAR training plan with specific goals, tactics, schedules, and evaluation.
 - Working with vendors or utility/state/regional partners to increase ENERGY STAR sales associate training.
 - Reporting progress and achieving outlined goals.
 - Utilizing training efforts that include ENERGY STAR across different mediums such as publications, TV, Web-based, in-person, and more.
 4. Product Labeling and Marketing/Promotions:
 - Effective leveraging of all relevant marketing/promotions tactics to help educate and promote ENERGY STAR among customers.
 - Participating in EPA's Change the World, Start with ENERGY STAR campaign.
 - Utilizing ENERGY STAR marketing efforts in-store and on the organization's website including displays, signage, in-store radio/Muzak/ TV, clinics/events, collateral, and more.
 5. Evaluation:
 - Cooperation in supporting EPA's efforts to evaluate its ENERGY STAR program's success.
 - Conducting evaluative studies relevant to ENERGY STAR, energy efficiency, and the environment from a retailer perspective.
 - Evaluation of ENERGY STAR partnership and the value of ENERGY STAR to marketing efforts and reporting of these results to ENERGY STAR.

Partners who have been awarded the Partner of the Year distinction for multiple years and gone above and beyond the criteria needed to qualify for recognition are honored with the award for Sustained Excellence for Product Retailers.

Partner of the Year—Service and Product Provider

This award recognizes businesses and organizations that are the catalysts—the ones that provide the products, services, and/or effective outreach efforts to help companies or public sector organizations strategically manage their energy use or to design buildings with superior energy efficiency. Service and Product

Providers assist their customers to improve energy performance in existing buildings/manufacturing plants and new building designs. These partners have excelled in the following areas:

1. Organization and Business Practices:
 - Utilizing ENERGY STAR partnership to differentiate organization and improve business relationships with customers.
 - Alignment of organization's mission and ENERGY STAR program.
 - Delivering energy efficiency in buildings designs and existing buildings.
 - Integration of ENERGY STAR tools and resources in business practices.
2. Measurement and Efficiency:
 - Partners provide information on energy-efficient design projects and/or energy improvements in existing buildings.
3. Marketing and Recognition
 - Integrating ENERGY STAR into marketing materials and strategies to attract new clients and/or maintain existing clients.
 - Recruiting clients and other affiliates to become ENERGY STAR partners.
 - Promoting ENERGY STAR at conferences, events, internal and external training, marketing materials and publications, etc.
 - Marketing Collateral—marketing materials and website include ENERGY STAR logo and messaging.

Helping clients gain recognition for achieving energy efficiency and enhanced performance in design projects and/or existing buildings. Partners who have received ENERGY STAR recognition for multiple years and gone above and beyond the criteria needed to qualify for Partner of the Year are honored with the award for Sustained Excellence for Service and Product Providers.

Excellence—ENERGY STAR Promotion

This award recognizes organizations that have planned and executed a successful promotion or consumer education campaign around an ENERGY STAR qualified product category, series of products, or ENERGY STAR at large. Organizations receiving this award must have executed a promotion, consumer awareness, or social marketing campaign in calendar year 2012 that:

1. Leverages EPA's Change the World, Start with ENERGY STAR national campaign for ENERGY STAR product or "practices" messaging.
2. Uses the ENERGY STAR label properly to increase consumer recognition and understanding of its meaning.
3. Distinguishes ENERGY STAR as a government-backed label associated with energy efficiency and environmental protection.

4. Demonstrates visual consistency with the national ENERGY STAR identity.
5. Implements tactics that leverage ENERGY STAR to create repeat sales in a sustainable manner and, ultimately, influence market share. Provides evidence of retail sales staff training on ENERGY STAR, where appropriate.
6. Engages in media activities that enhance relevant consumer understanding of ENERGY STAR.

Excellence—Affordable Housing

This award recognizes governments, nonprofits, nongovernmental organizations, public housing authorities, or utilities that have made exceptional or market-leading contributions during 2012 toward advancing energy efficiency in publicly funded, low-income housing by constructing ENERGY STAR certified homes or promoting construction of ENERGY STAR certified homes through affordable housing policies and programs.

Organizations receiving this award have leveraged funding sources to pay for energy efficiency features in affordable housing for low-income families, and have met the following criteria:

1. **Demonstrated Success**—demonstrating quantifiable success in the organization’s affordable housing programs, policies, and projects in 2012 as measured through:
 - The number of new ENERGY STAR certified homes built and a comparison to previous years, as well as the total number of homes built by the organization in 2012.
 - Cost-benefit data associated with building ENERGY STAR certified homes and a description of the organization’s residential energy efficiency milestones and goals that were met or will likely be met in 2012.
2. **Institutional Change**—creating significant and lasting change to the organization through efforts to build ENERGY STAR certified homes or encourage the construction of these homes via housing programs and policies as demonstrated through a description of why the organization made these changes, how it was able to implement these changes including institutional or fiscal challenges or barriers encountered, how these barriers were overcome, and lessons learned.
3. **Housing Affordability**—providing a description of the target market for the organization’s housing programs and the public funding sources leveraged to pay for energy efficiency activities and how those funds were sourced and utilized.

4. **Outreach and Education**—encouraging other individuals or organizations to pursue greater energy efficiency as part of their affordable housing efforts. Utilized the ENERGY STAR name and logo in outreach efforts, materials, and at events.

Organizations also had the option to provide additional information about energy-efficient retrofits supported in 2012 and other sustainability initiatives. This information was supplemental and not required as part of the award criteria.

Excellence—Lighting Retailer or Showroom

This award recognizes lighting retailers or showrooms stocking and promoting ENERGY STAR certified light fixtures, and qualified lamps, of all technologies. These organizations have demonstrated outstanding effort and achieved noteworthy success selling ENERGY STAR certified lighting products through the following activities.

1. **Product Selection**—providing goals/targets for increasing stock of ENERGY STAR certified lighting products, working with vendors to increase stock, and reporting progress in meeting goals.
2. **Sales Associate Training**—integrating ENERGY STAR into training strategy and in all existing training vehicles. As appropriate, working with vendors or other local partners to expand sales associate knowledge about ENERGY STAR.
3. **In-Store Marketing**—displaying the ENERGY STAR label and messaging on in-store displays, signage, and at consumer educational events.
4. **Ex-Store Marketing**—implementing a variety of marketing efforts (broadcast, print, direct mail, Web promotions) to reach audiences beyond the store.

Other Excellence Awards

1. **Excellence in Energy-Efficient Product Design**—this award recognizes important contributions to raising the visibility of ENERGY STAR by leading industry in the design and manufacture of ENERGY STAR qualified products across a broad range of categories.
2. **Excellence in Retailing**—this award recognizes retailers who display exceptional commitment to ENERGY STAR across their corporate strategy, product selection, sales associate training, marketing, public relations efforts, and evaluation.

Special Recognition

These certificates recognize organizations that have made significant contributions toward advancing energy efficiency in specific areas of the marketplace.

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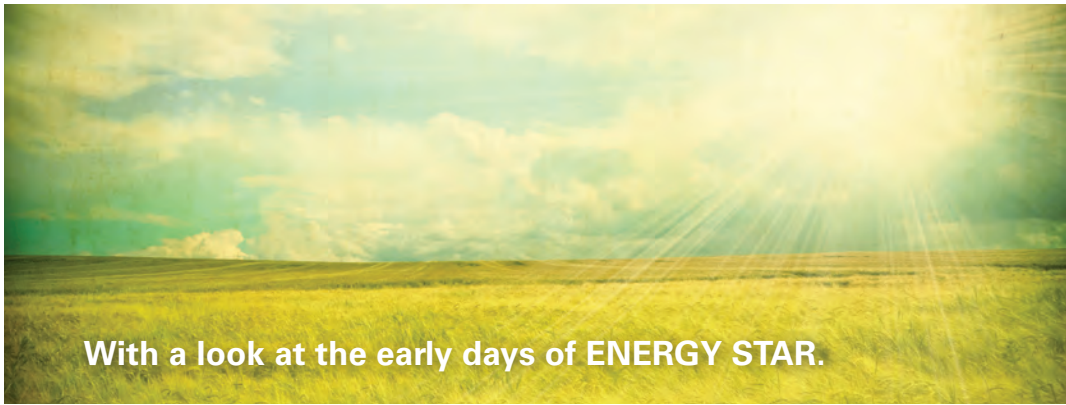
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