

ENERGY STAR. The simple choice for energy efficiency.



# 2018 ENERGY STAR<sup>®</sup> AWARDS

## Profiles in Leadership



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## Partner of the Year: Sustained Excellence

### Energy Efficiency Program Delivery

#### AEP Ohio

Gahanna, OH

AEP Ohio is an electric distribution utility with a dedicated energy efficiency portfolio, servicing more than 1.3 million residential customers. The utility is committed to helping customers save energy and collaborates with multiple stakeholders across its service territory. AEP Ohio is receiving ENERGY STAR® Partner of the Year–Sustained Excellence recognition for its commitment to sponsoring ENERGY STAR certified homes and promoting ENERGY STAR certified products, as well as appliance recycling. Key 2017 accomplishments include:

- Saving more than 1 billion kilowatt hours (kWh) between 2009-2017, enough electricity to power about 120,000 homes for a year.
- Adding nine new builders to the program and providing incentives for more than 350 ENERGY STAR certified homes, totaling more than 6,000 since joining the program in 2009.
- Promoting a wide array of ENERGY STAR certified products including LEDs, heat pump water heaters, clotheswashers, refrigerators and heating and cooling systems, and providing incentives for nearly 2.1 million ENERGY STAR certified products.
- Participating in ENERGY STAR’s national *Flip Your Fridge* and *Light the Moment* promotions—leveraging the campaigns via email, bill inserts and social media.
- Recycling more than 8,000 inefficient refrigerators and freezers as part of the ENERGY STAR *Flip Your Fridge* promotion.
- Incorporating ENERGY STAR messages such as savings data, homeowner benefits, features and best practices language, into materials such as mail-in rebate forms, bill inserts, email content, website pages, brochures, flyers, aisle stands and field team messaging scripts.

#### Austin Energy

Austin, TX

Austin Energy is the third largest municipally-owned electric utility in the United States, currently serving more than 448,000 customers in a city with approximately one million residents. Austin Energy has offered a whole house energy-efficiency program since 1982 and has been a Home Performance with ENERGY STAR® (HPwES) partner since 2004. Austin Energy is receiving ENERGY STAR Partner of the Year–Sustained Excellence recognition for its consistent HPwES leadership and for providing residential utility customers with comprehensive energy efficiency improvements. Key 2017 accomplishments include:

- Transitioning the Weatherization Assistance Program into a HPwES program for low-income customers in order to provide consistently branded services to all income segments and the trust, quality, and comprehensive approach of HPwES to more customers.
- Using HPwES to lower the residential demand on Austin Energy’s grid by 1,748 kilowatts, delaying the need for acquiring expensive power generation.
- Implementing a marketing campaign that includes digital, print, radio, and television advertising directing homeowners to a redesigned website with improved navigation.
- Eliminating carbon dioxide emissions by 1,152 metric tons, nitrogen oxides by 0.80 metric tons, sulfur dioxide by 0.73 metric tons, and carbon monoxide by 0.56 metric tons.

- Achieving a 92 percent customer satisfaction rate for HPwES contractors and a 92 percent customer satisfaction rate for Austin Energy rebates.
- Partnering with Texas Gas Service and Velocity Credit Union to provide rebates for 761 HPwES projects; the fund provides 3.99 percent financing for HPwES projects.

### **Baltimore Gas and Electric Company**

Baltimore, MD

Baltimore Gas and Electric Company (BGE) is Maryland’s largest utility, providing service to more than 1.25 million electric and 655,000 gas customers. Since 2009, the BGE Smart Energy Savers Program® has offered a portfolio of ENERGY STAR programs in support of the EmPOWER Maryland initiative that allows their customers to understand, manage, and reduce energy use. BGE is receiving ENERGY STAR Partner of the Year–Sustained Excellence recognition for its leadership in promoting ENERGY STAR across multiple programs. Key 2017 accomplishments include:

- Generating more than 2.5 billion ENERGY STAR media impressions across the Smart Energy Savers Programs, focused on increasing consumer awareness about energy efficiency.
- Cultivating new relationships with dollar and hardware stores, offering pop-up retail experiences at community and business-sponsored employee events, and providing free ENERGY STAR certified LEDs to limited income families through local food banks, while increasing fixture sales by 145 percent compared to 2016 and encouraging customers to purchase more than 28 million ENERGY STAR bulbs to date.
- Surpassing program goals to drive increased awareness and sales of ENERGY STAR certified heat pump water heaters and pool pumps.
- Paying incentives on more than 1,700 ENERGY STAR certified homes, for a total of more than 16,000 homes since joining the program, and introducing a new smart thermostat incentive.
- Increasing customer awareness of and eligibility for ENERGY STAR commercial building certification as part of the Building Tune-Up program, which gave out more than \$400,000 in incentives and saved more than 3 million kWh.
- Successfully implemented a new incentive structure to encourage more comprehensive Home Performance with ENERGY STAR projects, resulting in increased energy savings.
- Promoting proper recycling in accordance with EPA’s Responsible Appliance Disposal program and encouraging customers to upgrade to more efficient ENERGY STAR appliances. The program recycled more than 6,000 appliances in 2017, for a total of more than 61,000.

### **BOMA International**

Washington, DC

BOMA International (BOMA), a federation founded in 1907, advances a vibrant commercial real estate industry and serves as a source of knowledge on building management and operations. Together, BOMA’s more than 16,500 members own or manage nearly 10 billion square feet of office space across the United States. BOMA is receiving ENERGY STAR® Partner of the Year–Sustained Excellence recognition for its leadership in promoting Portfolio Manager® and ENERGY STAR resources to the real estate industry. Key 2017 accomplishments include:

- Launching the W<sup>2</sup> Challenge, a new initiative to promote market transformation by increasing commercial real estate sustainability efforts. The program asks participants to benchmark water and waste consumption and associated costs, providing solutions and best practices to improve performance.

- Promoting ENERGY STAR at the BOMA International Conference & Expo, including hosting education sessions related to ENERGY STAR, and announcing Top 10 Cities for certified buildings during the general session.
- Continuing to lead the industry with an array of popular education and recognition programs that incorporate ENERGY STAR, including the Building Re-Tuning Training Program, BOMA Energy Performance Contracting Model, Office and Industrial Experience Exchange Reports, BOMA 360 Performance Program, and The Outstanding Building of the Year (TOBY®) Awards.
- Featuring ENERGY STAR prominently in BOMA Magazine, e-newsletters, press releases and social media, reaching tens of thousands of commercial real estate practitioners.
- Launching BEEP Plus, two new courses that enhance the BOMA Energy Efficiency Program (BEEP®), an educational curriculum that leverages ENERGY STAR and offers relevant and up-to-date energy efficiency training for industry professionals.

**CenterPoint Energy**  
Houston, TX

CenterPoint Energy, an ENERGY STAR® partner since 2001, is an electric transmission and distribution utility serving the greater Houston area. CenterPoint Energy is receiving ENERGY STAR Partner of the Year–Sustained Excellence recognition for promoting ENERGY STAR certified homes throughout its service territory and for its comprehensive support of the ENERGY STAR Certified Homes program.

Key 2017 accomplishments include:

- Providing incentives for more than 3,000 homes, for a total of 106,000 ENERGY STAR certified homes since the program’s inception in 2001.
- Realizing a 14 percent increase in kilowatt savings per home and a 13 percent reduction in electricity demand.
- Co-organizing and co-sponsoring with other Texas regional utilities a roundtable discussion with contractors and Home Energy Raters to address home ventilation issues in hot, humid climates.
- Investing in a quarter-million dollar digital and print marketing campaign promoting ENERGY STAR certification, resulting in a 300 percent increase in social media impressions.
- Facilitating the participation of 65 Home Energy Raters and contractors in a course on sealing ducts and improving building envelopes.
- Distributing more than 1,000 pieces of ENERGY STAR-branded marketing materials at industry events, meetings with builders, and at model homes.
- Encouraging participating builders’ sales teams to take the updated ENERGY STAR builder training.

**Columbia Gas of Ohio, Inc. (a NiSource company)**  
Columbus, OH

Columbia Gas of Ohio, Inc. (Columbia Gas) is a natural gas distribution company serving approximately 1.4 million residential, commercial, and industrial customers. The company has partnered with ENERGY STAR® on its energy efficiency programs since 2009. Columbia Gas is receiving ENERGY STAR Partner of the Year–Sustained Excellence recognition for promoting energy efficiency and supporting the ENERGY STAR residential and certified products programs. Key 2017 accomplishments include:

- Saving 170,000 million cubic feet of natural gas across multiple ENERGY STAR programs, equivalent to reducing greenhouse gas emissions by nearly 10,000 tons of carbon dioxide.
- Paying incentives on nearly 500 ENERGY STAR certified homes, with 67 builders and 14 Home Energy Rating companies enrolled in the program.
- Designing an ENERGY STAR-focused Homeowner Welcome Letter to deliver ENERGY STAR messaging to homeowners, promoting the brand and building awareness.
- Launching a Home Performance with ENERGY STAR program to differentiate its home performance program in the market and to encourage multiple-measure projects, while offering an ENERGY STAR certified thermostat with its home energy audits and assessments.
- Promoting ENERGY STAR certified furnaces, boilers, storage tank water heaters and tankless water heaters to achieve natural gas savings and help transform the market for energy efficient products. The program works with more than 180 contractors and distributors, educating them on the benefits of ENERGY STAR certification.
- Being among the first utility partners to require that smart thermostat incentives be exclusively tied to ENERGY STAR, which became eligible for certification in 2017. More than 9,200 smart thermostats were incentivized.

## **ComEd**

Chicago, IL

ComEd, a unit of Exelon Corporation, serves 3.9 million customers in northern Illinois, and educates consumers regarding their energy usage. ComEd is receiving ENERGY STAR Partner of the Year–Sustained Excellence recognition for its expanding commitment to using ENERGY STAR tools across its portfolio. Key 2017 accomplishments include:

- Discounting the 100 millionth ENERGY STAR certified light bulb since 2008, for a total of more than 12 million LED bulbs and fixtures.
- Promoting ENERGY STAR certified products, including appliances, pool pumps, Most Efficient central air conditioners, and geothermal heat pumps. ComEd projects fulfilled more than 170,000 rebates valued above \$13 million, more than triple the amount in 2016.
- Marketing ENERGY STAR in a variety of media and participating in ENERGY STAR promotions including *Light the Moment*, *Laundry Made Better*, and *Upgrade Now and Warm Up to Savings*.
- Completing 813 residential weatherization projects that earned Illinois Home Performance with ENERGY STAR (HPwES) certifications, nearly a 70 percent increase over 2016, while also participating in the Midwest Energy Efficiency Alliance’s HPwES program.
- Using ENERGY STAR Target Finder and Energy Use Intensity (EUI) project targets to grow its new construction services’ annual electric savings from 1.6 million kilowatt hours (kWh) in 2009 to 52 million kWh per year in 2017.
- Leveraging ENERGY STAR Portfolio Manager and EUI scores during recruiting and screening for its Retro-Commissioning offering, helping to increase the number of participants in the program by 70 percent compared to 2016 and reaching an all-time high of 94 buildings.
- Continuing to leverage the Energy Usage Data System software to support commercial and multi-family customers to comply with Chicago’s benchmarking ordinance, benchmarking more than 1,250 buildings.

## **Consumers Energy**

Jackson, MI

Consumers Energy is Michigan's largest utility and provides natural gas and electricity to 6.7 million residents. Consumers Energy is receiving ENERGY STAR Partner of the Year–Sustained Excellence recognition for its successful and sustained integration of ENERGY STAR certification, tools, and resources across its portfolio of programs. Key 2017 accomplishments include:

- Supporting the construction of 780 ENERGY STAR certified homes, a projected 15 percent increase since 2016.
- Expanding the reach of its ENERGY STAR lighting and appliance program through additional partnerships with regional retail partners that serve lower income and rural customers. Estimated 2017 savings from sales influenced by the program are approximately 83,000 megawatt hours.
- Launching innovative outreach strategies to promote its ENERGY STAR certified lighting program including participation in the *Light the Moment* promotion with an area food bank resulting in a donation of 150,000 LEDs.
- Benchmarking and evaluating 198 customer buildings through Building Performance with ENERGY STAR in 2017, up from 145 buildings in 2016.
- Helping ten Consumers Energy customers participate in the ENERGY STAR Challenge for Industry, representing a five-fold increase from the previous year.
- Completing more than 9,250 whole-house improvements and enrolling 150 participating contractors through its Home Performance with ENERGY STAR program since inception, an average of more than 1,300 improvements per year.

## **Delmarva Power**

Washington, DC

Delmarva Power & Light (DPL), a subsidiary of Exelon Corporation, provides electric service to more than 500,000 customers in Maryland and Delaware. DPL launched its ENERGY STAR® residential programs in 2008 and its commercial programs in 2009, in support of the EmPOWER Maryland initiative. DPL is receiving ENERGY STAR Partner of the Year–Sustained Excellence recognition for its energy efficiency programs and promotion of ENERGY STAR. Key 2017 accomplishments include:

- Promoting a wide array of ENERGY STAR certified products including LEDs, heat pump water heaters, pool pumps, clotheswashers and dryers, and refrigerators.
- Recycling more than 500 appliances as part of EPA's Responsible Appliance Disposal program, for a total of more than 3,400 recycled appliances to date.
- Targeting limited-income customers by incorporating new lighting manufacturer partnerships with dollar stores and distributing ENERGY STAR certified LED bulbs to local food pantries within its service territory. These distributions bring awareness and education about ENERGY STAR.
- Implementing a successful new incentive structure designed to encourage more comprehensive Home Performance with ENERGY STAR projects, increasing energy savings compared to the previous program structure.
- Paying incentives on more than 120 ENERGY STAR certified homes, providing 239 megawatt hours of energy savings.
- Installing ENERGY STAR certified lighting at commercial and industrial sites through the EmPOWER Maryland program, citing ENERGY STAR branding and name recognition as a critical component of its success.

**Efficiency Vermont**  
Burlington, VT

Efficiency Vermont, an ENERGY STAR® Partner since 2002, offers a variety of programs to residential and business customers at the forefront of energy efficiency. Efficiency Vermont is receiving ENERGY STAR Partner of the Year–Sustained Excellence recognition for promoting multiple ENERGY STAR programs. Key 2017 accomplishments include:

- Managing a network of 50 Home Performance with ENERGY STAR (HPwES) participating contractors, and recruiting 18 new contractors during 2017.
- Piloting a Home Energy Advisor program to guide homeowners through their energy efficiency decisions to address and prioritize the energy needs of the home and enhance the HPwES program experience.
- Offering trainings for the Building Performance Institute’s Healthy Home Evaluator credential and the U.S. Department of Energy’s Home Energy Score to provide HPwES participating contractors additional tools to educate homeowners on the importance of energy efficiency.
- Working with Vermont state buildings, schools, and hospitals to adopt ENERGY STAR building certification as their building performance standard, a goal that is assisted through Efficiency Vermont’s ENERGY STAR Portfolio Manager® web services that allows direct transfer of energy consumption data from Efficiency Vermont to Portfolio Manager.
- Leveraging ENERGY STAR certification for its programs across a wide range of ENERGY STAR products, including commercial food service equipment, lighting, heat pump water heaters and dryers, while providing in-depth consumer education on how to choose energy-efficient lighting.

**Energize Connecticut in partnership with Eversource Energy and AVANGRID, Inc. subsidiaries UI, SCG, and CNG**  
Orange, CT

Energize Connecticut is the state’s initiative to help consumers save money and use clean, affordable energy. Programs are implemented by Eversource Energy and AVANGRID, Inc., with United Illuminating, Southern Connecticut Gas, and Connecticut Natural Gas as subsidiaries. Energize Connecticut is receiving ENERGY STAR® Partner of the Year–Sustained Excellence recognition for promotion of ENERGY STAR products and noteworthy participation in the Home Performance with ENERGY STAR (HPwES) program. Key 2017 accomplishments include:

- Expanding the HPwES program to include multifamily and low income properties.
- Observing the highest volume of single family and multifamily HPwES project activity since 2014. Year-over-year production rose 69 percent after adding their multifamily and low income programs to the HPwES program.
- Offering the Home Energy Score as the initial in-home assessment. Since the launch of the Home Energy Score in Connecticut, on April 1, 2015, the Companies have scored over 25,000 homes. Currently there are over 200 trained Home Energy Score Assessors in the state.
- Partnering with entities such as the Northeast Energy Efficiency Partnership, the American Council for an Energy Efficient Economy, Community Action Agencies, and the Home Performance Alliance of Connecticut to further the HPwES program.

- Promoting ENERGY STAR certified heating, cooling and water heating equipment in partnership with 99 percent of distributors and most water heater retailers statewide.
- Influencing the sale of nearly 14,000 ENERGY STAR certified furnaces, natural gas boilers, natural gas water heaters, heat pump water heaters, ductless heat pumps, air source heat pumps, and central air conditioning units representing 13,545,339 net annual kilowatt hour savings.

### **Fannie Mae Multifamily**

Washington, DC

Fannie Mae Multifamily supports investment in energy efficiency at multifamily properties with mortgage financing incentives, resulting in better quality and affordable housing nationwide. Fannie Mae is receiving ENERGY STAR® Partner of the Year–Sustained Excellence recognition for raising awareness of the benefits of benchmarking and certification in the multifamily housing market, reaching thousands of owners and tenants. Key 2017 accomplishments include:

- Increasing the awareness and use of ENERGY STAR tools and resources, with 6,000 multifamily properties benchmarking in ENERGY STAR Portfolio Manager® and reporting results to Fannie Mae in 2017, representing an increase of 20 percent compared to the 5,000 properties that reported in 2016.
- Financing 18 multifamily properties with ENERGY STAR Existing Multifamily or ENERGY STAR certified homes during 2017, representing a 157 percent increase over 2016.
- Hosting a conference for more than 200 lenders and energy auditors in 2017, with EPA presenting on the ENERGY STAR Certification for Multifamily Housing.
- Incorporating EPA’s Water Score into reporting for Fannie Mae’s standard multifamily loan documents used in thousands of loans annually.
- Promoting ENERGY STAR across social media platforms with 9 messages resulting in 55,889 impressions and 237 engagements.
- Raising awareness of the benefits of ENERGY STAR throughout the multifamily market with required energy audits; more than 150,000 ENERGY STAR appliances were recommended to its borrowers at 454 properties, with projected annual cost savings of approximately \$5.5 million.

### **Focus on Energy**

Madison, WI

Focus on Energy is Wisconsin utilities’ statewide energy efficiency and renewable resource program partnering with 108 utilities. Focus on Energy has extended the geographic reach of the ENERGY STAR® with an emphasis toward rural and under-represented populations. Focus on Energy is receiving ENERGY STAR Partner of the Year–Sustained Excellence recognition for its promotion of ENERGY STAR certified products and participation in the Home Performance with ENERGY STAR (HPwES) program. Key 2017 accomplishments include:

- Increasing the HPwES budget by more than 20 percent in order to target projects in rural areas in 2017 and 2018. More than 10,000 rural customers have already been directly engaged through this effort.
- Recognizing a demand for lower-cost energy assessments and training contractors to offer the Home Energy Score. The company integrated the Home Energy Score in to its software and increasing the number of contractors qualified to offer the Home Energy Score by 125 percent since 2016.

- Reaching more than 850,000 Wisconsin residents with *Get the Feels* and *Big Red Door* marketing promotions, highlighting the comfort and safety benefits of having an energy efficient homes and the blower door test.
- Developing materials for Spanish-speaking customers including a Spanish-language HPwES website, hiring bilingual customer service and contractor staff, and having a Spanish-language radio presence.
- Being among the first efficiency programs to focus incentives on ENERGY STAR certified smart thermostats, a new specification that became effective in 2017.
- Incentivizing ENERGY STAR-certified LED bulbs to make them cost competitive, saving an estimated 3 billion kilowatt hours, and avoiding 2.25 million tons of carbon dioxide emissions.

### **Kentucky School Boards Association**

Frankfort, KY

The Kentucky School Boards Association (KSBA), established in 1936, is a nonprofit corporation of school boards from each district in the Commonwealth. KBSA is receiving ENERGY STAR® Partner of the Year–Sustained Excellence recognition for creating the School Energy Managers Project (SEMP) to facilitate the implementation of energy-efficiency projects in school and for increasing the number of ENERGY STAR certified schools in Kentucky. Key 2017 accomplishments include:

- Achieving more than \$170 million in avoided energy costs and reducing electricity usage across the state by more than 380 million kilowatt hours since 2010.
- Increasing the number of ENERGY STAR certified schools in Kentucky from six to more than 410 since 2006 by funding and facilitating the inclusion of ENERGY STAR tools and resources into energy manager trainings.
- Enacting and awarding Kentucky’s Battle of the School Building recognition modeled after EPA’s National Building Competition.
- Providing leadership to school energy managers, administrators, facility directors, and other personnel through the inaugural School Energy Summit.
- Reducing the statewide energy use intensity by more than 15 kilo British thermal units per square foot since 2010.
- Educating school board members, superintendents, and government officials, and others throughout Kentucky on the importance of energy management through presentations, newsletters, and meetings.

### **National Grid (RI)**

Waltham, MA

National Grid is an electricity and natural gas delivery company that connects nearly seven million customers to vital energy sources through its networks and has participated in ENERGY STAR® programs since 2006. National Grid is receiving ENERGY STAR Partner of the Year–Sustained Excellence recognition for meeting energy savings goals and for participation in the Home Performance with ENERGY STAR (HPwES) program. Key 2017 accomplishments include:

- Achieving high HPwES customer satisfaction ratings; more than 99.5 percent of customers would recommend the program to a friend or relative.
- Realizing a 31.6 percent conversion rate from assessment to completed HPwES project, an approximate increase of 3 percent from 2016.



- Piloting the U.S. Department of Energy’s Home Energy Score for integration as an in-home assessment for the HPwES program.
- Earning word-of-mouth referrals as the main source of HPwES program leads. More than 43 percent of customers heard about the program through a friend or neighbor, which is 8 percent higher than 2016.

### **New Hampshire CORE Utilities**

Manchester, NH

The New Hampshire (NH) CORE Energy Efficiency Team is comprised of four electric and two natural gas utilities that have effectively promoted ENERGY STAR® for the past 15 years. The Team collaborates extensively with builders, Home Energy Raters, and trade associations to successfully implement the ENERGY STAR Certified Homes program across the state. The NH CORE Energy Efficiency Team is receiving ENERGY STAR Partner of the Year–Sustained Excellence recognition for its successful implementation of the ENERGY STAR Certified Homes program. Key 2017 accomplishments include:

- Providing incentives for 610 units, for a total of nearly 7,400 since joining the program, and helping to grow market share to approximately 20 percent in the state.
- Saving more than 29,790,000 lifetime kilowatt hours.
- Promoting the ENERGY STAR Certified Homes program at home shows across the State, attracting approximately 15,000 visitors.
- Increasing participation to include 70 different builders and 5 Home Energy Rater companies, and holding 40 trainings about ENERGY STAR and local energy code compliance.
- Promoting ENERGY STAR on social media and engaging NH residents through many other avenues, including in-person trainings, monthly bill inserts, and receiving hundreds of thousands of market impressions.

### **New Jersey Board of Public Utilities**

Trenton, NJ

The 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 Clean Energy Program. NJBP is receiving ENERGY STAR® Partner of the Year–Sustained Excellence recognition for its notable participation in the Home Performance with ENERGY STAR Program (HPwES). Key 2017 accomplishments include:

- Completing 3,050 HPwES projects in 2017, including 797 multifamily projects, and saving more than 80,000 million British thermal units.
- Honoring 10 HPwES participating contractors with the Century Club Award in 2017 for completing at least 100 projects in the calendar year.
- Offering business management trainings to contractors, among several other trainings, in order to train contractors on cultivating sustainable businesses; 48 people attended the business management training.
- Exhibiting and speaking at 112 events over the year to promote the HPwES program to homeowners.

- Creating and hiring Enhanced Outreach Account Managers, dedicated to recruiting contractors for the HPwES program. This includes cultivating relationships with manufacturers to gain access to their installation contractor network.

### **New York State Energy Research and Development Authority (NYSERDA)**

Albany, NY

New York State Energy Research and Development Authority (NYSERDA), an ENERGY STAR® partner since 2001, helps New York residents reduce costs and accelerates consumer demand for energy efficiency. NYSEDA's diverse energy efficiency programs are part of a comprehensive effort to increase the use of renewables and save energy. NYSEDA is receiving ENERGY STAR Partner of the Year–Sustained Excellence recognition for its ongoing support of numerous ENERGY STAR programs.

- Achieving a 30 percent assessment-to-Home Performance with ENERGY STAR (HPwES) project conversion rate, conducting more than 12,900 energy assessments, and completing 6,334 HPwES projects with 179 contractors.
- Capturing 2,445 megawatt hours in electric savings and 155,055 million British thermal units (MMBtu) in fossil fuel savings across all program areas.
- Offering extensive financing for HPwES projects. In 2017, 29 percent of customers used program financing.
- Reaching low-income customers with the EmPower program; 2,421 households received electric reduction services and 6,551 homes received combined electric reduction and heating efficiency services.
- Conducting groundbreaking research into the energy savings potential of smart home devices, using a novel technique to estimate savings in real homes.
- Verifying more than 2,000 ENERGY STAR single-family and multifamily certified units, for a total of 31,000 units since joining the program.

### **PECO Energy Company**

Philadelphia, PA

PECO is an electric and natural gas utility subsidiary of Exelon Corporation serving 1.6 million electric and 518,000 natural gas customers. Since 2009, PECO has leveraged ENERGY STAR® in its Smart Ideas program, encouraging businesses and residents to look to ENERGY STAR to save energy, money and protect natural resources. PECO is receiving ENERGY STAR Partner of the Year–Sustained Excellence recognition for notable support of the ENERGY STAR Certified Products and Certified Homes programs. Key 2017 accomplishments include:

- Saving its customers more than 2.7 million megawatt hours through ENERGY STAR- related program offerings over the past eight years.
- Promoting the sale of more than 1.8 million ENERGY STAR certified LED bulbs and saving 76 million kilowatt hours (kWh) of energy through instant discounts on qualifying bulbs and fixtures at the point of sale.
- Building an informed trade ally network to educate consumers during critical sales opportunities, with nearly 10,000 certified appliances rebated by the program for estimated annual savings of 6,698,000 kWh.
- Paying incentives on more than 270 ENERGY STAR certified homes, a 92 percent increase since 2016, while saving more than 1,000,000 kWh.

- Increasing the number of participating builder partners to 17, a 112 percent increase since 2016, and re-designing the program to include multifamily units.
- Leveraging the ENERGY STAR *Flip Your Fridge* promotion to cross market its recycling and refrigerator incentives and prominently display the ENERGY STAR promotional mark. PECO's appliance initiative led to the recycling of more than 12,000 older refrigerators, freezers and room air conditioners.

### **Potomac Electric Power Company (Pepco)**

Washington, DC

Potomac Electric Power Company (Pepco), a subsidiary of Exelon Corporation, provides electric service to the Washington, DC metropolitan area and serves 815,000 customers. In support of the EmPOWER Maryland Energy Efficiency Act of 2008, Pepco launched both residential and commercial programs. Pepco is receiving ENERGY STAR® Partner of the Year–Sustained Excellence recognition for its dedication to the ENERGY STAR program across multiple areas. Key 2017 accomplishments include:

- Paying incentives on nearly 400 ENERGY STAR certified homes, saving 80 megawatt hours (MWh) of energy.
- Working with more than 50 retailers to promote ENERGY STAR-certified lighting to customers, and adding marketing innovations such as geotargeted web banners to inform mobile phone users about in-store discounts when in proximity to participating retailers.
- Leveraging the ENERGY STAR *Light the Moment* campaign and educating customers through in-store and pop-up lighting events on the benefits of ENERGY STAR certification for lighting.
- Saving customers more than 660 MWh in energy consumption through rebates on more than 2,800 appliances including ENERGY STAR certified dryers, clotheswashers, refrigerators, heat pump water heaters, and pool pumps.
- Partnering with EPA's Responsible Appliance Disposal program and providing incentives to customers to properly recycle old inefficient appliances and upgrade to ENERGY STAR where applicable.
- Implementing a successful new incentive structure designed to encourage more comprehensive Home Performance with ENERGY STAR projects, and increased energy savings compared to the previous program structure.
- Installing ENERGY STAR certified lighting at commercial and industrial sites through the EmPOWER Maryland program, citing ENERGY STAR branding and name recognition as a critical component of its success.

### **Salt River Project Agricultural Improvement and Power District**

Tempe, AZ

Salt River Project Agricultural Improvement and Power District (SRP) is the nation's third-largest public power utility, serving one million customers. The utility has been committed to delivering a comprehensive portfolio of energy efficiency programs to its customers for nearly a decade. SRP is receiving ENERGY STAR® Partner of the Year–Sustained Excellence recognition for substantial achievements in the ENERGY STAR Certified Homes and Home Performance with ENERGY STAR (HPwES) programs. Key 2017 accomplishments include:

- Supporting the certification of nearly 5,500 ENERGY STAR certified homes, bringing the total number of homes certified through the program to more than 21,000 since 2012.

- Promoting the ENERGY STAR certified homes program and label in a comprehensive marketing campaign including consumer brochures, billboards, digital media, and model home collateral material.
- Leveraging ENERGY STAR throughout SRP's portfolio of customer programs and marketing campaigns to educate nearly 1 million customers.
- Educating customers and offering discounts on a broad assortment of ENERGY STAR certified lamps with sales of more than 600,000 products and estimated annual savings of 24 million kilowatt hours.
- Collaborating with other local organizations to offer HPwES, and improving the conversion rate for the HPwES program by nine percent compared to 2016, reaching a cumulative 50 percent conversion rate.

### **Southern Maryland Electric Cooperative (SMECO)**

Hughesville, MD

Southern Maryland Electric Cooperative (SMECO) is a customer-owned cooperative providing electricity to more than 160,000 residential customers. In support of the EmPOWER Maryland Energy Efficiency Act of 2008, SMECO launched its residential energy efficiency programs. SMECO is receiving ENERGY STAR Partner of the Year–Sustained Excellence recognition for its demonstrated leadership in its promotion of the ENERGY STAR platform and advancement of energy efficiency. Key 2017 accomplishments include:

- Delivering a cumulative total of 230,000 megawatt hours (MWh) of energy savings since since the launch of its energy efficiency programs.
- Paying incentives on 470 ENERGY STAR certified homes, and introducing a new smart thermostat incentive, with nearly 3,500 homes certified since joining the program, equating to more than 1,200 MWh in savings.
- Increasing sales of ENERGY STAR certified LEDs by 355 percent compared to 2016, and distributing more than 32,00 ENERGY STAR certified LEDs to local food pantries.
- Increasing program effectiveness in promoting ENERGY STAR certified pool pumps and heat pump water heaters through its contractor portal, which is leveraged by seven water heater and eight pool pump contractors. Pool pumps performed at 328 percent above their 2017 goal.
- Educating retailers on the benefits of ENERGY STAR certified appliances, and providing more than 8,000 incentives to customers. SMECO also continues to promote proper recycling of older appliances in accordance with recommended recycling practices.
- Successfully implementing a new incentive structure designed to encourage more comprehensive Home Performance with ENERGY STAR projects, and increased energy savings compared to the previous program structure.

### **Southwestern Electric Power Company (AEP SWEPCO)**

Shreveport, LA

Southwestern Electric Power Company (AEP SWEPCO) serves approximately 532,000 customers in Arkansas, Louisiana, and Texas. SWEPCO launched a Home Performance with ENERGY STAR® (HPwES) program in Arkansas in 2012. SWEPCO is receiving ENERGY STAR Partner of the Year–Sustained Excellence recognition for its regional leadership and ongoing support for the HPwES program, year over year. Key 2017 accomplishments include:

- Saving approximately 9.59 gigawatt hours in energy with the completion of 1,827 single-family and 1,318 multifamily HPwES projects. Savings per single-family home increased 15 percent compared to 2016 savings.
- Reducing program costs per kilowatt hour (kWh) saved by 69 percent between 2013 and 2017, dropping from \$1.43 to \$0.44 per kWh saved.
- Implementing a joint HPwES program with Black Hills Energy Arkansas (BHEA), resulting in the completion of 504 joint projects and access to HPwES for BHEA customers. The joint program includes a comprehensive report with savings opportunities for both fuel types.
- Expanding media outreach for the HPwES program with digital ads, Google ads, and social media resulting in a total of 3,195,992 ad impressions and more than 7,300 total click-throughs to the program website.
- Giving quarterly reviews and issuing expected outcomes to HPwES participating contractors to ensure high standards are met in the field.

### **Texas-New Mexico Power Company**

Lewisville, TX

The Texas-New Mexico Power (TNMP) Company serves more than 300,000 residents across a wide-ranging service territory and has supported the ENERGY STAR® Certified Homes Program since 2003. The utility dedicates marketing efforts to recruiting new builders and promoting ENERGY STAR in both regions. TNMP is receiving ENERGY STAR Partner of the Year–Sustained Excellence recognition for its ongoing commitment to encouraging market transformation towards more energy-efficient homes. Key 2017 accomplishments include:

- Providing incentives for 233 ENERGY STAR certified homes, a 39 percent increase since 2016, for a total of 7,914 homes since joining the program.
- Achieving an 88 percent increase in energy savings since 2016, to more than 1,050,000 kilowatt hours (kWh), with an additional 75 percent increase in peak demand reductions.
- Advertising to more than 107,000 consumers about the TNMP’s ENERGY STAR Certified Homes program during a two-month Facebook campaign, and bringing more than 2,600 visitors to the program’s website.
- Co-organizing and co-sponsoring with other Texas regional utilities a roundtable discussion with contractors and Home Energy Raters to address home ventilation issues in hot, humid climates.
- Sponsoring Houston and Dallas-area Home Builders Association events and promoting the ENERGY STAR Certified Homes program to more than 1,000 builder, rater, and industry attendees.
- Training more than 30 builder staff on how to sell ENERGY STAR certified homes using the sales kit and distributing more than 2,500 flyers, brochures, and ENERGY STAR-branded collateral materials at events throughout 2017.

### **The Lighting and Products Sponsors of Mass Save**

Waltham, MA

Mass Save®, an initiative sponsored by Cape Light Compact, Eversource, National Grid, and Unitil and in partnership with the Massachusetts Department of Energy Resources, has helped residents and businesses save money through the adoption of ENERGY STAR® certified lighting and products for more than 20 years. Mass Save is receiving ENERGY STAR Partner of the Year–Sustained Excellence

recognition for collaborative efforts to educate consumers about energy efficiency and for successfully increasing the adoption of ENERGY STAR certified products. Key 2017 accomplishments include:

- Incentivizing the sale of more than 9.6 million ENERGY STAR certified lighting products, through negotiated cooperative promotions, instant price discounts, and direct online sales, representing, approximately, a 30 percent increase compared to 2016.
- Executing a media campaign through New England Cable News featuring five custom developed videos as well as digital articles and banners focused on the benefits of ENERGY STAR certified LED lighting. This campaign delivered more than 2.5 million digital impressions across the state.
- Developing new educational content to communicate the superior performance and cost-saving potential of certified products, including more than 40 short videos, 20 blog articles, and e-newsletters distributed to more than 50,000 contacts.
- Engaging with customers at events, hosted in coordination with local communities and retailers, where representatives discussed the benefits of certified products, including 34 dehumidifier recycling events and as many as 90 pop-up retail events for ENERGY STAR certified LED light bulbs.
- Continuing to build ENERGY STAR awareness and recognition with customers through social media channels, including Facebook, Twitter, Instagram, and Pinterest.

## **Energy Management**

### **Allergan, Inc.** Madison, NJ

Allergan, Inc. is a diversified, global pharmaceutical company focused on developing, manufacturing, and commercializing branded pharmaceuticals, devices, biologic and regenerative medical products. The company's energy program has continued to strengthen its energy management practices at its facilities around the world during a period of expansion. Allergan is receiving ENERGY STAR® Partner of the Year–Sustained Excellence recognition for continuing the success of its energy management program. Key 2017 accomplishments include:

- Achieving more than a four percent energy intensity improvement for U.S. operations and more than three percent for global operations in 2017.
- Earning ENERGY STAR certification at four buildings representing a significant portion of its office space footprint.
- Increasing investment in the Allergan Energy Efficiency Capital Fund by \$2.6 million to enable projects with payback periods of up to five years.
- Conducting energy treasure hunts using ENERGY STAR guidance at a major manufacturing site and research and development campus to uncover over \$2.5 million in energy and water savings.
- Renewing and updating the energy management system by establishing new energy scorecards, key performance indicators, reporting requirements, and energy team networks to keep facilities and operation management focused on achieving the corporate goal of a 20 percent energy use reduction by 2020.
- Actively supporting the ENERGY STAR Focus on Energy Efficiency in Pharmaceutical Manufacturing, the Industrial Partnership, and various ENERGY STAR sponsored initiatives.

**Beacon Capital Partners LLC**  
Boston, MA

Beacon Capital Partners is a tenant-focused private real estate investment firm, totaling over \$12 billion in equity. Beacon Capital Partners is receiving ENERGY STAR® Partner of the Year–Sustained Excellence recognition for its longstanding commitment to energy conservation and sustainability across its portfolio, while reducing operating expenses and engaging stakeholders. Key 2017 accomplishments include:

- Increasing its average ENERGY STAR score among eligible properties from 84 in 2016 to 87 in 2017.
- Continuing to update and promote its Tenant Welcome Package that introduces new office tenants to its sustainability priorities, including its commitment to ENERGY STAR.
- Undertaking unique energy efficiency initiatives at various properties within its portfolio including the modernization of elevators with regenerative drives, developing focused tenant education around revolving door usage, developing solar carports, and optimizing real time usage data.
- Continuing to run the Beacon Blue Star Award contest, where building maintenance and management team members compete for the best energy-saving initiative on a national level.
- Supporting in the ENERGY STAR Tenant Space pilot program by assisting commercial office tenants with participation.

**Bentall Kennedy**  
Toronto, ON

Bentall Kennedy is a large global real estate investment advisor, and a provider of real estate services in office, retail, industrial and multi-family assets. Bentall Kennedy is receiving ENERGY STAR® Partner of the Year–Sustained Excellence recognition for its longstanding commitment to energy efficiency and promoting its ENERGY STAR partnership. Key 2017 accomplishments include:

- Actively benchmarking its entire portfolio of 703 properties, with an average ENERGY STAR score improvement from 74 in 2016 to 76 in 2017.
- Increasing the number of ENERGY STAR Certified properties from 36 in 2016 to 45 in 2017.
- Reducing energy consumption by 299.8 million kilowatt hours, or 13 percent across its portfolio since 2009, resulting in cost savings of \$29.7 million.
- Promoting its partnership with ENERGY STAR and approach to energy management to internal and external stakeholders through various communication streams, including social media, a 2017 Sustainability Report Summary & video, its Corporate Responsibility website, press releases, industry newsletters, and materials for its ForeverGreen Tenant Engagement program.
- Adding ENERGY STAR scores as a key metric for its Target Setting Program. By including a targeted ENERGY STAR score, asset managers and property managers are able to measure the success of their energy efficiency strategy through a metric that is widely recognized throughout the industry.

**Bristol-Myers Squibb**  
New York, NY

Bristol-Myers Squibb Company is a global biopharmaceutical company whose mission is to discover, develop, and deliver innovative medicines. The company has built a robust energy management program by utilizing ENERGY STAR® tools and actively participating in the ENERGY STAR industrial

partnership. Bristol-Myers Squibb is receiving ENERGY STAR Partner of the Year–Sustained Excellence recognition for continuing to advance its energy management program and for showing leadership within the industrial sector. Key 2017 accomplishments include:

- Achieving an annual energy intensity improvement of more than four percent globally, contributing to an 11.3 percent reduction in energy consumption since 2013.
- Assisting the ENERGY STAR program with energy treasure hunt training for healthcare energy managers and conducting a treasure hunt at St. Joseph’s Medical Center in Bloomington, Illinois to demonstrate the effectiveness of the approach.
- Achieving the goals of the ENERGY STAR Challenge for Industry at two sites and taking the Challenge at eight new sites.
- Hosting the first ENERGY STAR Showcase event at a pharmaceutical facility that engaged employees, local government officials, and other ENERGY STAR industrial partners.
- Earning ENERGY STAR certification at two office buildings.
- Actively participating in the ENERGY STAR Focus on Energy Efficiency in Pharmaceutical Manufacturing and the ENERGY STAR industrial partnership.
- Investing more than \$42.4 million across 342 energy projects to achieve annualized savings of \$18.3 million since 2010.

**CalPortland Company**  
Glendora, CA

CalPortland Company is a producer of cement, concrete, aggregates, and asphalt in the western United States and Canada. The company, founded in 1891, has been an active ENERGY STAR® partner for more than 21 years, promoting ENERGY STAR and good energy management practices throughout the industrial sector and in nearby communities. CalPortland is receiving ENERGY STAR Partner of the Year–Sustained Excellence recognition for its unwavering commitment to high-level leadership in energy management throughout the company. Key 2017 accomplishments include:

- Reaching a 16-percent improvement in 2017 from a baseline year of 2003 for cumulative savings of \$109 million.
- Promoting energy management across the U.S. cement industry through the CEO’s leadership of the trade association and an offer of the company’s assistance to others in the industry.
- Earning EPA’s ENERGY STAR plant certification for two cement plants. One plant was a recent purchase and required extensive upgrades.
- Expanding energy management into its fleet of ready mix concrete trucks by 118 units that run on compressed natural gas. The new trucks replaced a diesel fleet and will reduce greenhouse gas emissions by 7,435 tons per year.
- Continuing to invest in operations through new plant hardware such as a high efficiency separator for a mill, efficient new equipment to improve raw feed processing, and computational fluid dynamic software to better manage process air and material flows.
- Developing innovative methods for training employees and motivating them to manage energy in their work.
- Conducting outreach to inform employees, more than 106,000 community members, schools, competitors, and others on how they can manage energy and use ENERGY STAR to save money.



**CBRE Group, Inc.**  
Los Angeles, CA

CBRE Group, Inc. (CBRE) is a global commercial real estate services and investment firm, managing more than 375 million square feet of commercial properties and facilities worldwide. CBRE is receiving ENERGY STAR® Partner of the Year–Sustained Excellence recognition for its comprehensive energy management program, extensive use of Portfolio Manager®, and overall leadership across the industry. Key 2017 accomplishments include:

- Benchmarking more than 6,100 properties, representing more than 375 million square feet of managed assets; a year-over-year increase of more than 300 percent.
- Achieving an average ENERGY STAR score of 80.3 across its portfolio, resulting in a 16.2 percent reduction in site energy use, equivalent to eliminating more than 800,000,000 vehicle miles
- Having 5,000 employees complete training modules in 2017 for ‘The Business of Green’ training program, which features accomplishments and testimonials from key brokerage leaders educating others on green buildings and energy efficiency, including a customized ‘ENERGY STAR for Brokers’ presentation.
- Having more than 23,000 attendees to date for the co-sponsored BOMA training sessions.
- Publishing the 4th annual Green Building Adoption Index, which highlights the adoption rate of ENERGY STAR labeled buildings, with a new added focus on cities with energy disclosure regulations.

**Celanese Corporation**  
Irving, TX

Celanese Corporation is a global producer of specialty materials and chemical products which are used in most major industries and consumer applications. The company strategically manages energy across its worldwide operations, advancing the strategy for continuous energy savings. Celanese is receiving ENERGY STAR® Partner of the Year–Sustained Excellence recognition for the continued growth of its energy management program. Key 2017 accomplishments include:

- Reducing energy intensity by 3.6 percent over the past 12 months and by 36 percent since 2005.
- Expanding the Celanese Global Energy Steering Team by adding key manufacturing site leaders.
- Executing more than 140 energy projects that are saving more than \$10 million with even more savings forecasted for 2018 and 2019.
- Achieving the ENERGY STAR Challenge for Industry energy intensity reduction of 10 percent for two plants in Texas and Germany in 2017.
- Undertaking boiler efficiency, excess utilities capacity idling, and more through the company’s Low Volume Challenged Sites and Utilities Energy Teams.
- Increasing communication and employee involvement in energy management globally by creating the Celanese Energy Community program where employees are trained to manage and engage in energy reduction at work and at home. More than 4,700 employees have been trained and joined the Community.

## **Colgate-Palmolive Company**

New York, NY

Colgate-Palmolive Company is a global consumer products company operating in more than 200 countries. The company's strategy takes an end-to-end value chain approach from suppliers to its own manufacturing facilities through to its consumers to address climate change through energy efficiency and carbon emissions reductions. Colgate-Palmolive is receiving ENERGY STAR® Partner of the Year– Sustained Excellence recognition for addressing the environmental impacts of its company's operations and products. Key 2017 accomplishments include:

- Managing energy for a one-percent improvement in absolute energy over 2016, achieving a 15 percent reduction since 2005 and \$440 million in energy savings since 2009.
- Utilizing the ENERGY STAR Energy Treasure Hunt resources to identify over 180 energy savings opportunities for an estimated 23,400 megawatt hours in energy savings and achieving the ENERGY STAR Challenge for Industry recognition at four facilities. Three of the plants have achieved this recognition in the past.
- Investing in energy efficiency by funding more than 100 capital energy projects for savings of \$3.6 million annually.
- Studying the efficacy of renewable and alternative energy opportunities to identify six viable projects that are currently under research.
- Expanding the carbon footprinting of its major product lines for the Tom's of Maine brand so that one deodorant product could be reformulated to improve its sustainability profile and the manufacturing process could be improved to save water and energy.

## **Corning Incorporated**

Corning, NY

Corning Incorporated applies its expertise in the sciences of glass, ceramics, and optical physics to develop products that transform industries and enhance lives. The company's Global Energy Management (GEM) program continually evolves to ensure future improvements. Corning is receiving ENERGY STAR® Partner of the Year– Sustained Excellence recognition for the addition of new strategic dimensions to its corporate energy program. Key 2017 accomplishments include:

- Achieving a 6.8 percent corporate energy productivity improvement over 2016 equal to 148,000 metric tons of greenhouse gas emissions avoided. Since 2007, the company's long-term improvement is 36 percent, representing \$490 million in savings.
- Refreshing the Corning GEM strategy through a broad consultation with industry experts and practitioners to carefully design the next seven to ten years of activity. A new mission, expanded scope, and strategic activities are components of the new strategy that will address energy, water, and other resource savings through product design and production, and employee and customer engagement.
- Aligning with Corning's Environmental Health & Safety group to address laboratory energy savings through heat recovery, water conservation, and other energy saving practices.
- Focusing on water management and the concurrent energy savings that accompany water usage to save more than 12 million gallons through 35 projects.

- Hosting Industrial Showcases at two plants that achieved the ENERGY STAR Challenge for Industry recognition to inform suppliers, key state and local officials, and others of the energy accomplishments at the plants.

### **Cushman & Wakefield**

Chicago, IL

Cushman & Wakefield is a leading global real estate services firm in more than 70 countries. Cushman & Wakefield is receiving ENERGY STAR® Partner of the Year–Sustained Excellence recognition for using ENERGY STAR tools and resources, and leveraging ENERGY STAR throughout its outstanding energy management plan. Key 2017 accomplishments include:

- Earning ENERGY STAR Certification for 217 buildings in 2017.
- Educating several hundred brokers, property managers, chief engineers, and other staff about ENERGY STAR Portfolio Manager® and its ENERGY STAR partnership via internal webinars and training programs.
- Saving 1.5 million kilowatt hours in 2017 through the execution of its Energy Optimization Assessments. All savings were realized by implementing low and no cost energy conservation measures, focusing on operational adjustments, while developing longer term capital plans for deep retrofits of energy-using systems.
- Enrolling four participants in the ENERGY STAR Tenant Space pilot program, including both Cushman & Wakefield internal offices, as well as tenants in Cushman & Wakefield managed properties.
- Tracking waste volume and diversion rates in ENERGY STAR Portfolio Manager for 17 properties.

### **Des Moines Public Schools**

Des Moines, IA

Des Moines Public Schools (DMPS) is the largest public school district in Iowa, educating more than 32,000 children each year while promoting energy efficiency awareness to students, staff, and the community. DMPS is receiving ENERGY STAR® Partner of the Year–Sustained Excellence recognition for its longstanding commitment to sustainability and implementation of ENERGY STAR best practices for comprehensive energy management. Key 2017 accomplishments include:

- Earning ENERGY STAR certification for 94 percent of school district buildings, with an average ENERGY STAR score of 92 across all buildings.
- Spending an average of \$114 per student on energy costs, significantly lower than the national average of \$205 per student.
- Saving more than \$15 million cumulatively since 2008, preventing the emissions of more than 9,000 metric tons of carbon dioxide.
- Replacing more than 23,000 fluorescent lights with LED lights, resulting in a savings of more than 910,000 kilowatt hours annually.
- Decreasing site energy use by more than 128 million kilo British thermal units (kBtu) and source energy use by more than 124 million kBtu since 2009.
- Purchasing more than 13,000 ENERGY STAR certified computers for students and staff across the district.

- Creating an upgraded interactive and data-centric DMPS Energy Report Card that provides insight into district-wide and building-specific energy usage.

### **Eastman**

Kingsport, TN

Eastman is a global advanced materials and specialty additives company that produces a broad range of products found in items people use every day. Known for continually improving its energy management program, the company engages in a variety of activities to inform and engage diverse groups in recognizing the steps they may take to reduce energy use and protect the environment. Eastman is receiving ENERGY STAR® Partner of the Year–Sustained Excellence recognition for continually advancing leadership in energy management throughout the company. Key 2017 accomplishments include:

- Managing energy for a one-percent intensity improvement over 2016 and a 10.8 percent reduction since 2008. Eastman would have spent \$46 million more on energy in 2017 if energy intensity had not improved over the past 10 years.
- Informing employees, schools and the public about saving energy, protecting the environment and ENERGY STAR through an innovative campaign, “Energy efficiency. It’s only natural.”
- Budgeting over \$10 million and initiating more than 125 energy savings projects focused on steam and electrical systems optimization, process modification, upgraded equipment, and improved lighting.
- Solving the challenge of identifying energy projects and promoting them for funding by producing an easily accessible online energy project savings calculator and an auto-capture database to help identify projects for funding.
- Encouraging employee engagement in energy efficiency by participating in improvement drives such as promoting ENERGY STAR’s *Light the Moment* campaign and creating an animated video on selecting light bulbs for Energy Awareness Month.

### **Food Lion**

Salisbury, NC

Food Lion is the largest operating entity within Ahold Delhaize, an international Belgian food retailer, with more than 1,000 grocery stores across the United States. An ENERGY STAR® partner since 2000, Food Lion is continuing to reduce energy consumption as part of an ongoing store remodeling program. Food Lion is receiving ENERGY STAR Partner of the Year–Sustained Excellence recognition for its ongoing dedication to corporate sustainability and its promotion of the ENERGY STAR program. Key 2017 accomplishments include:

- Achieving ENERGY STAR certification for 75 stores in 2017. To date, 92 percent of Food Lion stores have been certified at least once, many of them multiple times.
- Decreasing the portfolio’s Energy Use Intensity by 29 percent while saving 2.87 trillion British thermal units (Btu) since 2000.
- Conducting a “Battle of the Buildings” pilot competition between 43 stores to engage store associates in energy reduction efforts. A larger competition will be launched in the future that encompasses their entire portfolio.
- Retrofitting LED lighting on sales floors of 109 stores with cumulative energy savings totaling 19 billion Btu.

- Posting cumulative energy savings of 627,895 metric tons since becoming an ENERGY STAR partner, which is comparable to changing 21 million incandescent lamps to LEDs.
- Contributing significantly to Delhaize America meeting its carbon-reduction goal three years early. Delhaize America surpassed its goal of a 20 percent carbon reduction by 2020 with a 23 percent reduction in 2017.

### **General Motors Company**

Detroit, MI

General Motors (GM) Company is a United States producer of automobiles with operations in more than 120 countries. The company is known for its integration of energy management into its corporate business plan, adapting to the changing energy landscape. General Motors is receiving ENERGY STAR® Partner of the Year–Sustained Excellence recognition for the continued growth of its corporate energy program. Key 2017 accomplishments include:

- Achieving an energy intensity reduction of 17 percent since 2010 for a cost avoidance of \$135 million, which is equivalent to the sales of 143,000 vehicles.
- Earning ENERGY STAR certification at three auto assembly plants and 17 buildings.
- Committing every GM manufacturing plant around the globe to take the ENERGY STAR Challenge for Industry. In 2017, eight more facilities achieved the Challenge’s ten-percent reduction for a total of 128 GM facilities that have met the goal.
- Investing \$22 million in energy efficiency projects throughout its North American facilities.
- Supporting improvement of energy performance across the motor vehicle industry by engaging in the development of new ENERGY STAR plant energy performance indicators for engine and transmission plants.

### **Gresham-Barlow Unified School District**

Gresham, OR

Gresham-Barlow School District is one of the largest school districts in Oregon, serving more than 12,000 students. The district uses ENERGY STAR® tools to model Excellence in Resource Conservation in Educational Facilities throughout Oregon and nationally. Gresham-Barlow School District is receiving ENERGY STAR Partner of the Year–Sustained Excellence recognition for its long-standing commitment to energy efficiency. Key 2017 accomplishments include:

- Maintaining a portfolio-wide average ENERGY STAR score of 95 in 2017.
- Saving more than \$14.5 million since first implementing its multifaceted energy management approach in 2004.
- Passing a successful \$291 million school construction bond using ENERGY STAR marketing materials to promote and explain energy efficiency efforts to the community.
- Utilizing Designed to Earn the ENERGY STAR and Portfolio Manager for design projects to design high performing school facilities.
- Implementing a “Shutdown with ENERGY STAR” plan and school checklist to ensure sure all facilities are shutdown properly during long weekends and breaks.
- Providing leadership by working with other school districts to help them understand how EPA’s ENERGY STAR tools and resources can help reduce energy use and costs in their own districts.

**Hanesbrands Inc.**  
Winston-Salem, NC

Hanesbrands Inc. is a marketer of everyday basic apparel with over 68,000 employees globally and brands including Hanes, Champion, Maidenform, and Bali. The company's global energy management program is based on ENERGY STAR® guidance and influences plants and people around the globe to practice energy efficiency. Hanesbrands is receiving ENERGY STAR Partner of the Year–Sustained Excellence recognition for the continued growth of its corporate energy program. Key 2017 accomplishments include:

- Reaching a five-percent energy intensity improvement in 2017. Since 2007, the company has reduced energy intensity by 20.5 percent for a total energy cost avoidance of \$200 million.
- Sharing the Hanesbrands program with ENERGY STAR partner Corning to benchmark best energy management practices.
- Achieving the ENERGY STAR Challenge for Industry at 10 sites in 2017, bringing the total number of plants achieving a ten-percent intensity reduction to 23 worldwide.
- Promoting the company's energy management efforts and ENERGY STAR at its Annual Energy Summit by holding an ENERGY STAR Industrial Showcase to introduce suppliers, employees, customers, and the public to energy management.
- Implementing a variety of strategic projects such as improving roof insulation to eliminate the need for a chiller and replacing clutch motors with servo motors on sewing machinery.
- Expanding the extent of the company's communications about energy management and ENERGY STAR to reach a new high of 916 million ENERGY STAR impressions. Since 2007, Hanesbrands has generated more than 3 billion impressions to get the word out on ENERGY STAR resources.

**Hines**  
Houston, TX

Hines is a privately owned global real estate investment firm founded in 1957 that improves the quality of the built environment by creating healthy, resilient places for people to live and work; its portfolio currently includes more than 79 million square feet of real estate. Hines is receiving ENERGY STAR Partner of the Year–Sustained Excellence recognition for its corporate commitment to sustainability and continued use of ENERGY STAR tools and resources to promote energy efficiency with stakeholders, clients, and tenants. Key 2017 accomplishments include:

- Benchmarking 219 buildings in ENERGY STAR Portfolio Manager®, representing more than 79 million square feet of space.
- Earning ENERGY STAR Certification for 107 properties in 2017.
- Hosting its annual East Region ENERGY STAR Score Improvement Challenge to identify the property that increases its overall ENERGY STAR score the most as a percentage of initial score over a 12-month period, which is announced and promoted throughout the region.
- Publishing an employee magazine called HINESIGHT three times per year, which includes a “Green Seen” section that highlights progress in sustainable initiatives, including ENERGY STAR activities.
- Expanding on its HinesGO® program and Green Office program to include office tenants, which draws on ENERGY STAR's Bring Your Green to Work campaign with a scoring system in seven sustainability categories.

- Participating as a Charter Tenant in the ENERGY STAR Tenant Space pilot program with its East Region Office and Midwest Region Office.

### **Intertape Polymer Group, Inc.**

Sarasota, FL

Intertape Polymer Group (IPG) is a producer of paper and film based pressure sensitive and water activated tapes, polyethylene and polyolefin film, and complementary packaging systems. The company embodies energy management in the everyday activities of business. IPG is receiving ENERGY STAR® Partner of the Year–Sustained Excellence recognition for continuing to use ENERGY STAR to improve the energy performance of its business. Key 2017 accomplishments include:

- Reducing energy intensity by one percent over 2016. Since 2009, IPG has saved more than \$5 million from energy management.
- Sharing energy management best practices with ENERGY STAR industrial partners to assist in energy benchmarking and encourage energy management.
- Integrating three newly acquired manufacturing plants into the corporate energy management program.
- Promoting ENERGY STAR resources to industry through numerous speaking engagements.
- Continuing to serve as a voice for energy efficiency and management in the Danville, Virginia community by leading a chapter of the Association of Energy Engineers and hosting training for new energy managers.
- Achieving the goals of the ENERGY STAR Challenge for Industry recognition at its Carbondale, Illinois plant three times, including in 2017 for an energy intensity reduction of 31 percent.

### **J.C. Penney Company, Inc.**

Plano, TX

J.C. Penney Company, Inc. (J.C. Penney), is one of the nation’s largest apparel and home furnishings retailers, with approximately 1,000 stores in the United States and Puerto Rico. J.C. Penney is receiving ENERGY STAR® Partner of the Year–Sustained Excellence recognition for its notable corporate commitment to energy efficiency and its successful energy management program. Key 2017 accomplishments include:

- Earning ENERGY STAR certification for their first distribution center and 8 retail buildings in 2017, bringing the total number of stores that are ENERGY STAR certified to 537.
- Achieving Designed to Earn the ENERGY STAR recognition for a new J.C. Penney Store in Brooklyn, NY.
- Training high school and college student interns to provide weekly operational reports that identify energy saving opportunities in the store.
- Continuing to engage employees through an energy management awareness program.
- Educating customers about ENERGY STAR achievements through public announcements in stores.

## **JLL**

Chicago, IL

JLL is a professional services and investment management firm offering specialized real estate services to clients seeking increased value by owning and investing in real estate. The firm is committed to energy efficient building design and sustainability. JLL is receiving ENERGY STAR® Partner of the Year–Sustained Excellence recognition for its superior communication about energy efficiency to clients and tenants, and for its dedication to driving energy savings. Key 2017 accomplishments include:

- Achieving ENERGY STAR Certification for 140 of its managed buildings in 2017, and reducing its average site energy use intensity by 5.1 percent, helping clients prevent 282,000 metric tons of carbon dioxide, the equivalent of removing 60,385 passenger vehicles from the road.
- Surpassing a major milestone of documenting more than \$1 billion in accumulated verified energy savings for its clients in its proprietary Portfolio Energy and Environmental Reporting System platform.
- Participating in the ENERGY STAR Tenant Space pilot program.
- Featuring ENERGY STAR and its sustainability efforts in its Annual Sustainability Report, which is available through its external website, intranet, and e-mailed to more than 79,000 global employees.
- Garnering more than 1,000 media placements in real estate, energy, sustainability and general business publications that reference ENERGY STAR and key ENERGY STAR messages, reaching more than 260 million individuals.

## **Kenton County School District**

Ft. Wright, KY

Kenton County School District is the fifth largest school district in Kentucky, serving grades pre-K-12. Kenton County School District has been engaging staff, students, and the community in energy management and energy education since 2005. As ENERGY STAR partners for more than a decade, Kenton County School District has been nationally recognized for its award-winning energy education program. Kenton County School District is receiving ENERGY STAR® Partner of the Year–Sustained Excellence recognition for outstanding energy management and energy education programs. Key 2017 accomplishments include:

- Avoiding more than \$1.4 million in energy costs in 2017 through energy management and reduction, equivalent to 38 teaching positions, and saving more than \$11 million since 2005.
- Raising the average ENERGY STAR score across entire portfolio of benchmarked buildings to 91, a two-point increase over 2016.
- Completing a \$5 million project through an Energy Savings Performance Contract. This includes upgrading 90 percent of all school interior lighting to LEDs, replacing one school heating and cooling system, and replacing two school roofs.
- Engaging community in energy savings by publicly posting ENERGY STAR scores on district website and in schools, distributing weekly interval data reports to building managers, and providing a monthly energy report to the Board of Education.
- Reducing district-wide source energy usage by 4 percent since 2016.



## **Kilroy Realty Corporation**

Los Angeles, CA

Kilroy Realty Corporation (KRC) has owned, developed, acquired and managed real estate in major west coast markets for 70 years. The company currently owns 13.7 million square feet of office and 200 housing units with energy-efficient buildings. KRC is receiving ENERGY STAR® Partner of the Year–Sustained Excellence recognition for reducing energy consumption across its portfolio and for its leadership and stakeholder engagement in sustainability across the commercial real estate market. Key 2017 accomplishments include:

- Benchmarking energy, water, and waste for all assets in ENERGY STAR Portfolio Manager®.
- Reducing weather-normalized site energy consumption in 2017 by 4.1 percent, the largest reduction in its history, and saving \$7.7 million in energy costs since 2010.
- Launching the ‘Green Tenant Heroes’ Twitter promotion to celebrate the ENERGY STAR accomplishments of tenants.
- Launching the Kilroy Innovation Lab to formalize the process through which it pilots new efficiency projects, with its first formal partner being the Los Angeles Cleantech Incubator.
- Participating as Charter Tenants in the ENERGY STAR Tenant Space pilot program.
- Earning the *Designed to Earn* ENERGY STAR certification for all eligible construction projects.
- Including standardized energy efficiency information, including the percentage of buildings certified under ENERGY STAR, in its Annual Financial Report in alignment with the Sustainability Accounting Standards Board.
- Undertaking projects for 5.2 megawatts (MW) of solar installations and 4.6 MW of battery storage throughout its portfolio.

## **Kohl’s Department Stores, Inc.**

Menomonee Falls, WI

Kohl’s Department Stores, Inc. (Kohl’s) is a specialty department store operating more than 1,100 stores across 49 states. The company has been an ENERGY STAR® partner since 1998. Kohl’s is receiving ENERGY STAR® Partner of the Year–Sustained Excellence recognition for dedication to reducing energy use and for communicating its energy and environment initiatives to associates and consumers. Key 2017 accomplishments include:

- Achieving ENERGY STAR certification for 1,013 stores, an 88 percent certification rate and the highest percentage of certified properties among retailers.
- Using customer receipts, overhead announcements, banner ads, screen savers, and its website to educate customers about the benefits of ENERGY STAR certified stores.
- Reducing the average source energy intensity of buildings from 117.5 to 110.9 kilo British thermal units per square foot.
- Completing LED retrofit lighting projects at 130 stores, optimizing building automation system programming at 629 locations, and retrofitting over 1,900 exterior wallpacks.

## **Loudoun County Public Schools (LCPS)**

Ashburn, VA

Loudoun County Public Schools (LCPS) is the third-largest school district in Virginia, educating more than 80,000 students across 90 schools. LCPS has been an ENERGY STAR® Partner for 20 years and is committed to reducing costs while promoting energy efficiency. LCPS is receiving ENERGY STAR

Partner of the Year–Sustained Excellence recognition for its long-standing commitment to ENERGY STAR and demonstrating good stewardship of public resources. Key 2017 accomplishments include:

- Benchmarking 100 percent of facilities in EPA’s ENERGY STAR Portfolio Manager® and submitting all eligible buildings for certification annually.
- Earning ENERGY STAR certification for 66 buildings in 2017, representing more than 70 percent of all eligible buildings, and saving more than \$81 million and preventing the emissions of more than 400,000 metric tons of carbon dioxide since 1993.
- Certifying 100 percent of all new construction projects as *Designed to Earn* ENERGY STAR since 2010 and completing 15<sup>th</sup> *Designed to Earn* ENERGY STAR project.
- Integrating historical *Designed to Earn* ENERGY STAR data from the Target Finder tool into ENERGY STAR Portfolio Manager and presenting the value of *Designed to Earn* the ENERGY STAR at a national conference, two regional conferences, and an online training.
- Earning ENERGY STAR certification for five elementary schools for ten consecutive years.
- Ensuring ENERGY STAR tools and resources were included in energy efficiency initiatives adopted by the Metropolitan Washington Council of Governments.

**Mansfield Independent School District**  
Mansfield, TX

Mansfield Independent School District (MISD) educates more than 33,000 students across 42 schools and facilities. An ENERGY STAR® partner since 2006, the district uses ENERGY STAR tools and resources to encourage its students and community to join them in saving energy at school and at home. MISD is receiving ENERGY STAR Partner of the Year–Sustained Excellence recognition for its commitment to improving energy efficiency. Key 2017 accomplishments include:

- Reducing utility costs by nearly \$1.5 million, decreasing energy usage by more than 21 percent, and cutting carbon dioxide emissions more than by 5,200 metric tons in 2017, and saving more than \$8.7 million since 2012.
- Educating nearly 1,000 students through assembly presentations about the importance of energy conservation at school and home using ENERGY STAR tools and resources.
- Earning ENERGY STAR certification for more than 40 buildings in 2017 and maintaining a portfolio-wide ENERGY STAR score average of 94 while student enrollment continued to grow.
- Conducting regular building audits and preventative maintenance, resulting in improved energy efficiency and stakeholder buy-in for efficiency.
- Earning the Texas Environmental Excellence Award from the Texas Commission on Environmental Quality – the first time a school district earned this award in the category of Innovative Management and Operations.

**Memorial Hermann Health System**  
Houston, TX

Memorial Hermann Health System (Memorial Hermann) is the largest non-profit health care system in the Gulf Coast region. The company operates more than 12 million square feet of facility space in 11 major campus locations. Memorial Hermann is receiving ENERGY STAR® Partner of the Year–Sustained Excellence recognition for leading certification of top-performing hospitals and for promoting use of Portfolio Manager®. Key 2017 accomplishments include:

- Achieving ENERGY STAR certification for 9 of their hospitals, an 82 percent certification rate and the highest percentage of certified hospitals in the country.
- Helping create and grow the “Texas Energy Roundup”, a contest of 100 hospitals and medical offices that has saved over 754 billion British thermal units, worth an estimated \$4.8 million since 2013.
- Saving an estimated \$11 million in energy costs in 2017 and \$94 million since 2009.
- Requiring all new hospitals be Designed to Earn the ENERGY STAR within twelve months of operation. Their newest hospital is on track to become ENERGY STAR certified with a score above 90.
- Mobilizing hospitals across the country to respond to a national energy survey that will help establish an updated ENERGY STAR score for hospitals and medical offices.

**Merck & Co., Inc.**

Kenilworth, NJ

Merck & Co., Inc. (Merck) is a global, research-based pharmaceutical and healthcare company that produces innovative medicines, vaccines, and animal health products. Merck has a well-established energy and sustainability program that reaches high levels of performance. Merck is receiving ENERGY STAR® Partner of the Year–Sustained Excellence recognition for its continued leadership in energy management. Key 2017 accomplishments include:

- Achieving more than a three-percent reduction in energy intensity for U.S. and global facilities over the previous year. Since 2015, Merck has reduced energy intensity by 11.6 percent in the U.S. and 9.5 percent globally.
- Obtaining ENERGY STAR certification for six buildings and one manufacturing plant, which earned the ENERGY STAR for the ninth consecutive year.
- Investing more than \$12 million in energy projects through the Merck Energy Efficiency Capital Fund.
- Implementing a major initiative to purchase 50 percent of its electricity from renewables by 2025 towards the goal of 100 percent renewable electricity by 2040.
- Establishing strategies to engage and train facility machine room operators to improve energy efficiency and reliability for over \$400,000 in energy cost savings.
- Actively participating in and supporting the ENERGY STAR Focus on Energy Efficiency in Pharmaceutical Manufacturing, Industrial Partnerships, and various ENERGY STAR sponsored initiatives.

**Nissan North America, Inc.**

Franklin, TN

Nissan North America, Inc. is the manufacturing and operations headquarters for Nissan automobile production and sales in the United States and Mexico. The Nissan Green Program (NGP) guides Nissan’s global energy efficiency strategies and was implemented to support the company’s sustainability vision. Nissan is receiving the ENERGY STAR® Partner of the Year–Sustained Excellence recognition for its continued energy management performance and promotion of energy efficiency. Key 2017 accomplishments include:

- Achieving a 1.6-percent reduction in enterprise-wide energy intensity over 2016 despite changes in production that negatively affected manufacturing efficiency.
- Saving more than 6.54 trillion British thermal units, equivalent to the amount of energy needed to drive a Nissan LEAF™ over 6.84 billion miles since becoming a partner in 2006.
- Maintaining ENERGY STAR certification of its automobile assembly plants for 12 consecutive years.
- Achieving the goals of the ENERGY STAR Challenge for Industry at its Smyrna Stamping Plant and taking the Challenge for Industry at three new plants.
- Engaging employees and conducting energy treasure hunts using ENERGY STAR guidance, identifying over \$1.97 million in annual energy saving opportunities.
- Expanding ENERGY STAR certification of K-12 schools to 25 and introducing energy management to more than 500 students by hosting an Energy Day event.

### **Parmenter Realty Partners**

Miami, FL

Parmenter Realty Partners (Parmenter) is a real estate investment, management, and development firm that manages more than one billion dollars in assets through out the United States. The Parmenter portfolio is required to be ENERGY STAR® certified without gaps. Parmenter is receiving ENERGY STAR Partner of the Year–Sustained Excellence recognition for its dedication to ENERGY STAR best practices and commitment to reducing energy consumption. Key 2017 accomplishments include:

- Increasing its average ENERGY STAR score from 81.7 in 2016 to 86.2 in 2017, with eight of its 19 eligible properties at a score of 90 or above.
- Achieving ENERGY STAR Certification for 14 properties in 2017.
- Reducing average site energy usage for its portfolio by 9.4 percent in 2017, equivalent to the carbon sequestered by more than 738,000 tree seedlings grown for 10 years.
- Promoting ENERGY STAR in its quarterly High Performance Building newsletter, which is distributed to more than 200 employees, and focuses on educational content, available ENERGY STAR webinars, and buildings that have earned ENERGY STAR Certification.
- Distributing monthly energy reports to all property managers, asset managers, and building engineers, that highlight energy usage, savings, and ENERGY STAR scores.

### **Principal Real Estate Investors, LLC**

DesMoines, IA

Principal Real Estate Investors is the dedicated real estate investment group of Principal Global Investors, providing investment management support for retirement plans and institutional clients. The company continually integrates ENERGY STAR® programs and resources into its energy management and responsible property investing strategies. Principal Real Estate Investors is receiving ENERGY STAR Partner of the Year–Sustained Excellence recognition for outstanding use of ENERGY STAR tools and resources and for its corporate commitment to energy conservation. Key 2017 accomplishments include:

- Benchmarking 183 buildings in ENERGY STAR Portfolio Manager®, totaling 32 million square feet and \$10 billion in real estate value.
- Achieving ENERGY STAR certification for 53 properties.

- Reducing energy consumption in 2017 by 6.1 percent and avoiding 7,700 metric tons of CO2 emissions over 2016 levels, contributing to \$38.5 million in cumulative avoided energy costs and a \$118.9 million increase in asset value over a 2008 baseline.
- Expanding on its Energy Playbook program, and the launching multiple new program initiatives such as its Utility Data Management policy, its Smart Buildings policy, its Smart Buildings blog series, its Fund Sustainability Dashboard pilot, and its tenant sustainability dashboard.
- Surpassing its energy savings target of 10 percent by 2020, and setting a new target of 20 percent.
- Expanding its Scope of Work for Appraisals to require the review and incorporation of ENERGY STAR Portfolio Manager data as part of property appraisals.

### **Raytheon Company**

Waltham, MA

Raytheon Company is a technology and innovation company specializing in defense, civil government and cybersecurity solutions. Raytheon promotes ENERGY STAR to suppliers, regional organizations, employees and stockholders as a major contributor to its success. Raytheon Company is receiving ENERGY STAR® Partner of the Year–Sustained Excellence recognition for its strategic focus, adoption of new technologies and participation in ENERGY STAR initiatives. Key 2017 accomplishments include:

- Achieving a one and a half-percent absolute energy reduction across operations in 2017. Over the last two years, the company has improved energy performance by more than 4 percent.
- Saving \$1.7 million from the completion of more than 60 energy projects and initiatives.
- Benchmarking and sharing best energy management practices with aerospace industry partners through ENERGY STAR.
- Advancing the company’s Smart Campus strategy and technology implementation at the Tucson, Arizona campus and initiating it at the Massachusetts and Rhode Island locations to minimize energy consumption while improving occupant comfort.
- Earning ENERGY STAR certification of the Raytheon Corporate Headquarters in Waltham, Massachusetts and two other office buildings.
- Engaging 3,600 employees to learn about ENERGY STAR and take action during its Energy Action Month Challenge, fostering an alliance with the company’s Global Health Services group to promote energy efficiency to employees during other healthy habit events, and executing the Raytheon Turn Off the Tap Challenge.
- Leading ENERGY STAR information webinars with key suppliers and members of the Green Building Council of Southern California.

### **Scott County Schools**

Georgetown, KY

Scott County Schools educates more than 9,000 students across 14 schools. The school district became an ENERGY STAR® partner in 2010 and utilizes ENERGY STAR tools and resources to make improvements in energy efficiency and reduce operating costs. Scott County Schools is receiving ENERGY STAR Partner of the Year–Sustained Excellence recognition for its effective use of ENERGY STAR tools and resources in its energy management plan. Key 2017 accomplishments include:

- Realizing more than \$900,000 in avoided costs in 2017 and more than \$5 million since 2010 by incorporating ENERGY STAR best practices.

- Earning ENERGY STAR certification for all school buildings for four consecutive years, and achieving an average portfolio-wide ENERGY STAR score of 94.
- Reducing both portfolio-wide average source energy use and greenhouse gas emissions by more than five percent during 2017.
- Engaging community in energy savings by publicly posting ENERGY STAR scores and weekly energy performance reports on the district website, as well as in monthly reports to the Board of Education.
- Promoting ENERGY STAR partnership on the district website, in presentations, and in published materials.

### **Sears Holdings Corporation**

Hoffman Estates, IL

Sears Holdings Corporation (Sears), an ENERGY STAR® partner for a decade, is a leading integrated retailer with full-line and specialty stores across the United States. Sears is receiving ENERGY STAR Partner of the Year–Sustained Excellence recognition for its longstanding commitment to energy efficiency and community outreach across all its business units, for demonstrated leadership in marketing of ENERGY STAR certified products, and for superior energy management across its portfolio. Key 2017 accomplishments include:

- Earning new ENERGY STAR certifications for 97 Sears and Kmart Stores. Since 2009, 783 properties have been certified towards a goal of earning 1,000 ENERGY STAR certifications across their portfolio.
- Reducing total store energy consumption by 9 percent, saving 82 million kilowatt hours of power, worth almost \$10 million.
- Installing energy management systems in forty-seven stores, upgrading lighting to LEDs in 145 properties, and participating in automatic demand response programs with local utilities.
- Hosting a Sustainability and Energy Fair where associates learned about energy improvements in stores, took energy quizzes, and received ENERGY STAR certified lighting.
- Promoting the benefits of the ENERGY STAR partnership at industry conferences.

### **SL Green Realty Corporation**

New York, NY

SL Green Realty Corporation (SL Green) is a fully integrated real estate investment trust that is focused primarily on acquiring, managing, and maximizing the value commercial properties in Manhattan. SL Green is receiving ENERGY STAR® Partner of the Year–Sustained Excellence recognition for its extensive tenant outreach and education programs, and for widespread promotion of ENERGY STAR tools and best practices. Key 2017 accomplishments include:

- Maintaining an average ENERGY STAR score of 76 across owned and managed buildings in its portfolio.
- Earning 17 ENERGY STAR Labels for certified buildings across its New York City and suburban portfolios in 2017.
- Developing an internal competition between buildings to show energy efficiency by comparing ENERGY STAR scores, and recognizing buildings that were able to achieve superior performance with ENERGY STAR, thus receiving ENERGY STAR Certification.

- Hosting an ENERGY STAR ‘lunch and learn’ session for 20 building engineers, with an ENERGY STAR representative presenting techniques for using ENERGY STAR Portfolio Manager® and how the tool can help improve building efficiency.
- Adding marketing information to all tenant rent statements so that tenants are aware of its commitment to efficiency and the ENERGY STAR program.
- Engaging with tenants to be part of the ENERGY STAR Tenant Space pilot program.
- Promoting ENERGY STAR in its sustainability video that is posted to its website, LinkedIn, and in its annual sustainability report.

**Staples the Office Superstore, LLC**  
Framingham, MA

Staples the Office Superstore, LLC (Staples) is one of the largest office products companies and a leading internet retailer. Staples is receiving ENERGY STAR® Partner of the Year–Sustained Excellence recognition for its outstanding corporate commitment to reducing energy and continued promotion of ENERGY STAR to associates and consumers. Key 2017 accomplishments include:

- Achieving a 1.7 percent reduction in energy intensity across their portfolio, adding to a total 11.3 percent portfolio-wide reduction in energy intensity since 2010.
- Participating in the ENERGY STAR National Building Bootcamp and winning first place in the retail store category for a New York store, reducing consumption by 18 percent.
- Certifying 45 new retail stores in 2017, with more than 760 buildings certified to date.
- Offering more than 900 ENERGY STAR products for sale with sales exceeding \$340 million.
- Reducing carbon dioxide emissions by 21 percent against a 2010 baseline.

**Target Corporation**  
Minneapolis, MN

Target Corporation is a large retailer that provides diverse merchandise at more than 1,800 stores across the United States. A partner since 1995, ENERGY STAR® is incorporated into Target’s Corporate Responsibility Goals. Target Corporation is receiving ENERGY STAR Partner of the Year–Sustained Excellence recognition for superior achievement in earning ENERGY STAR certification for its stores and for its commitment to environmental protection. Key 2017 accomplishments include:

- Reducing portfolio-wide energy consumption by 3.6 percent, saving 485 million kilowatt hours of power.
- Certifying 106 new stores, for a total of 1,509 ENERGY STAR certified stores, the largest number of certified properties of any single retailer in the country. Certifications also include four headquarters buildings, and two data centers.
- Educating customers about ENERGY STAR goals and achievements through its corporate website, indoor signing, weekly circulars, and social media.
- Upgrading sales floor LED lighting in more than 1,000 stores, retrofitting rooftop units 125 stores, and installing 45 megawatts of solar rooftop panels.
- Establishing a new corporate climate policy and goals to reduce greenhouse gas emissions to 25 percent below 2015 levels by 2025.

**TH Real Estate, a Nuveen company**  
London, UK

TH Real Estate, an affiliate of Nuveen and the investment management arm of TIAA, is one of the largest real estate investment managers globally. TH Real Estate is receiving ENERGY STAR Partner of the Year–Sustained Excellence recognition for outstanding energy management across its portfolio and its continued dedication to ENERGY STAR. Key 2017 accomplishments include:

- Achieving ENERGY STAR certification for 51 buildings in 2017.
- Reducing energy consumption by 3.2 percent compared to 2016 performance, a weather-normalized site energy savings of 16.8 million kilowatt hours (kWh) and saving 4,920 metric tons of carbon dioxide emissions.
- Cumulatively reducing site energy consumption between 2007-2017 by 22.3 percent, saving 831 million kWh, and equal to \$99.7 million in reduced energy expenses.
- Engaging with almost 300 property management team members through multiple channels including a “Summer of Sustainability Series” highlighting seasonal adjustment checklists and tenant engagement strategies for water and waste.
- Introducing automated benchmarking with ENERGY STAR Portfolio Manager® throughout its portfolio through trainings and the creation of utility-specific step-by-step guides to ensure complete, accurate and timely datasets are available for performance monitoring, benchmarking, and reporting.
- Committing to new global energy intensity reduction targets of 30 percent by 2030.
- Distributing a Best Practices Checklist for metering, lighting, operational settings, heating and cooling, management of unoccupied space, and operational guidance for water efficiency and water heating, while implementing 2,100 measures during 2016-2017.

**The Boeing Company**  
Chicago, IL

The Boeing Company is a manufacturer of commercial jetliners and defense, space, and security systems. The company has increased investment in its energy program and reaped continued savings. Boeing is receiving ENERGY STAR® Partner of the Year–Sustained Excellence recognition for surpassing its five-year environmental targets for energy, water and greenhouse gas emissions despite production increases. Key 2017 accomplishments include:

- Reducing energy use by 2.5 percent, greenhouse gas emissions by 4.8 percent, and water by 16 percent from a baseline year of 2012.
- Winning the ENERGY STAR Battle of the Buildings from a pool of 800 entrants by reducing energy use by 26 percent in its Renton, Washington office building.
- Implementing a centralized enterprise funding model that provided a dedicated pool of money – with \$1 million in seed funding to begin, to supplement high-return energy efficiency projects, achieving 1,500 megawatt hours in savings to date.
- Enhancing the STEM curriculum in nearby schools by teaching energy management to the next generation of potential employees and creating other learning opportunities for local middle school students and company interns.
- Conducting energy treasure hunts at manufacturing facilities to identify energy projects worth over \$5 million and 64,000 dekatherms in savings.
- Hosting an environmental delegation from China and sharing an overview of Boeing’s energy conservation success with visiting Chinese government officials.



- Reducing water consumption by more than 22 million gallons per year at the Everett, WA facility by implementing a vacuum pump cooling water recirculation project.

**Tishman Speyer**  
New York, NY

Tishman Speyer is a leading owner, developer, and operator of real estate around the world. The company has transformed annual ENERGY STAR® scores and Portfolio Manager® inputs, incorporating these into a real-time toolset for continuous measurement, modelling, and improvement programs. Tishman Speyer is receiving ENERGY STAR Partner of the Year–Sustained Excellence recognition for its superior energy management plan across its building portfolio. Key 2017 accomplishments include:

- Benchmarking 100 percent of its portfolio in ENERGY STAR Portfolio Manager®, with 34 properties receiving ENERGY STAR Certification, representing 22.5 million square feet.
- Achieving a 3.5 percent total reduction in weather normalized source energy across all buildings in the U.S portfolio from 2016 to 2017.
- Doubling existing coverage of waste data reporting in ENERGY STAR Portfolio Manager in 2017—achieving nearly 100 percent through innovative outreach and collaboration directly with the largest waste vendors.
- Implementing a new, real-time energy dashboard across all buildings in the U.S. portfolio, incorporating and tracking changes to a building’s ENERGY STAR score based on real time building operations.
- Increasing ENERGY STAR training with new positions, new systems, and increased organizational support.
- Expanding occupant-facing ENERGY STAR promotions, including 100 percent participation in Earth Day, promotion of ENERGY STAR Certifications, and promotion of Energy Conservation Days connected with Demand Response events.

**USAA Real Estate Company**  
San Antonio, TX

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. Key 2017 accomplishments include:

- Benchmarking more than 16 million square feet of office space in ENERGY STAR Portfolio Manager® with an average ENERGY STAR Score of 90.2, representing an increase of 1.3 percent from 2016.
- Achieving a cumulative energy reduction of more than 549 billion British thermal units since 2002, representing the equivalent of removing 207 million pounds of carbon dioxide.
- Enhancing branding efforts to promote USAA Real Estate’s sustainability accomplishments and partnership with ENERGY STAR, which include a sustainability video published on its corporate website, its annual sustainability report, and through sharing social media content.
- Identifying, implementing, and validating hundreds of efficiency conservation measures in 2017, which reduced energy expenditures by \$1.2 million.
- Investing more than \$3.8 million in capital projects that have a direct impact to energy efficiency, including mechanical systems, building controls, LED lighting, and building envelope upgrades.

## **Verizon**

New York, NY

Verizon delivers integrated solutions to businesses worldwide with millions of retail connections. The company has a robust energy program. Verizon is receiving ENERGY STAR® Partner of the Year–Sustained Excellence recognition for its outstanding outreach program and for improving energy efficiency across its portfolio. Key 2017 accomplishments include:

- Certifying more than 75 buildings in 2017, and showing all 250 ENERGY STAR certified retail locations on its wireless store locator page.
- Benchmarking more than 1,900 buildings totaling 52 million square feet in Portfolio Manager.
- Decreasing site energy use by 3.5 percent, which equates to more than 250 million kilo British thermal units.
- Investing more than \$11 million on nearly 100 projects related to energy efficiency.

## **Vornado Realty Trust**

New York, NY

Vornado Realty Trust (Vornado) is a fully integrated Real Estate Management Trust which owns, develops and operates more than 30 million square feet of office, retail, residential and hotel properties. Vornado is receiving ENERGY STAR® Partner of the Year–Sustained Excellence recognition for its creative promotion of ENERGY STAR programs and for its sophisticated approach to energy management across its portfolio. Key 2017 accomplishments include:

- Benchmarking 83 properties in ENERGY STAR Portfolio Manager®, representing 100 percent of assets under management.
- Receiving the ENERGY STAR Certification for 17 properties in 2017, representing more than 13 million square feet, or 34 percent of the total portfolio.
- Incorporating ENERGY STAR accomplishments into its internal stakeholder process through recognition of building managers and engineers who achieved ENERGY STAR labels. Four chief engineers were further recognized for reducing their utility consumption by 10 percent or greater from 2016, as measured in ENERGY STAR Portfolio Manager.
- Hosting its second Tenant Sustainability Roundtable, a half-day summit featuring a segment on the ENERGY STAR for Tenants program attended by ENERGY STAR representatives. The Roundtable included an audience representing over 4 million square feet of tenants from globally recognized firms across many industries.

## **Home Energy Rater/Provider**

### **Energy Inspectors Corporation**

Las Vegas, NV

Energy Inspectors Corporation is a residential energy efficiency consulting, home energy rating, and construction quality assurance company operating across five states, that has been verifying ENERGY STAR® certified homes since 1996. The company consistently promotes ENERGY STAR to builders as an essential tool to increase sales and completed its 200,000<sup>th</sup> certification in 2017. Energy Inspectors is

receiving ENERGY STAR Partner of the Year®–Sustained Excellence recognition for its ongoing support of the ENERGY STAR Certified Homes program. Key 2017 accomplishments include:

- Certifying more than 30,000 single-family and multifamily units as ENERGY STAR in 2017, a 50 percent increase compared to 2016, and bringing the total number of certified homes to more than 200,000 since the company's inception.
- Working with builder partners in meeting their energy efficiency goals, preparing them for energy efficiency upgrades including building in varying climate zones, changes in energy code, as well as ENERGY STAR compliance and program updates.
- Assisting builder partners with their marketing efforts and providing a 30-minute promotional video explaining the benefits of an ENERGY STAR certified home.
- Reinvesting significantly into ENERGY STAR tools and developing proprietary technology to streamline the ENERGY STAR inspection and reporting process through a hand-held, cloud-based platform.
- Training builder sales staff on an ongoing basis about how to talk about ENERGY STAR to their customers and what living in an ENERGY STAR certified home means.

**EnergyLogic, Inc.**  
Berthoud, CO

EnergyLogic, Inc. is a building consulting company that provides expert resources, education and support to new home builders and energy professionals involved in the construction of high-performance homes. EnergyLogic has been verifying homes for the ENERGY STAR® Certified Homes program for more than 16 years, helping home builders construct more efficient homes. EnergyLogic is receiving ENERGY STAR Partner of the Year–Sustained Excellence recognition for its distinguished support of the ENERGY STAR Certified Homes program. Key 2017 accomplishments include:

- Verifying 1,785 ENERGY STAR certified homes, for a cumulative total of nearly 32,500 homes since 2006.
- Collaborating with 90 Home Energy Rater partners, who have assisted with verifying EnergyLogic's homes, and providing an array of professional services to home energy professionals across the United States.
- Supporting key ENERGY STAR initiatives, including providing feedback to the RaterPRO application.
- Training and informing national production builders and several regional builders on ENERGY STAR's requirements and sales strategies.
- Integrating quality-assurance 'GenieLite' software into the internal and external quality assurance program to ensure the quality and consistency of home certifications.

**PEG**  
Fairfax, VA

PEG is a woman-owned engineering and environmental consulting firm operating in 26 states. The company provides extensive support to ENERGY STAR® residential builders. PEG is receiving ENERGY STAR Partner of the Year–Sustained Excellence recognition for its outstanding support of the ENERGY STAR Certified Homes program and emphasis on building science training. Key 2017 accomplishments include:

- Verifying more than 5,000 ENERGY STAR certified homes, for a cumulative total of more than 70,000 homes since 2009.
- Performing more than 35,000 site inspections for more than 100 builder clients across 27 states, including ENERGY STAR certifications.
- Conducting more than 30 day-long ENERGY STAR building science training sessions for more than 500 home builder and trade partner representatives.
- Designing HVAC systems for more than 20,000 new high-performance homes, including many ENERGY STAR certified homes.
- Developing more than 10,000 unique building energy models for the evaluation of compliance options for builders.
- Working with builders, real estate professionals, appraisers and home buyers to demonstrate the value-proposition of high-performance ENERGY STAR certified homes.

### **TopBuild Home Services**

Daytona Beach, FL

TopBuild Home Services is one of the largest home energy rating companies in the country, operating in more than 15 states. The company has been an ENERGY STAR® partner for 12 years and is dedicated to helping builders construct energy-efficient, high-performance homes. TopBuild Home Services is receiving ENERGY STAR Partner of the Year–Sustained Excellence recognition for its long-standing support of the ENERGY STAR Certified Homes program. Key 2017 accomplishments include:

- Certifying more than 10,100 ENERGY STAR certified homes, for an overall total of more than 160,000 since joining the program.
- Partnering with multiple ENERGY STAR Certified Homes program stakeholders to teach local high school students pursuing an education in the home construction industry.
- Enhancing its database to facilitate the uploading of the required heating air-conditioning, and ventilation contractor documentation for ENERGY STAR certified homes.
- Participating in multiple local builder trade shows to promote the ENERGY STAR Certified Homes programs.
- Collaborating with six new ENERGY STAR builders partners and adding 40 new subdivisions with homes that will earn the ENERGY STAR.

### **New Home Builder**

#### **Beazer Homes USA, Inc.**

Atlanta, GA

Beazer Homes USA, Inc. (Beazer Homes) has been building ENERGY STAR® certified homes since 1998 and surpassed the 50,000 ENERGY STAR certified homes milestone in 2017. Beazer Homes is receiving ENERGY STAR Partner of the Year–Sustained Excellence recognition for committing to building 100 percent ENERGY STAR certified homes and for educating consumers about the benefits of owning an ENERGY STAR certified home. Key 2017 accomplishments include:

- Building more than 5,000 ENERGY STAR Certified Homes in 2017 for a cumulative total of more than 50,000 homes since joining the program.

- Continuing the successful ‘Show Me the Bunny’ marketing campaign in Houston, showcasing the benefit of a well-sealed and insulated attic relative to the melting point of a chocolate bunny left in the attic.
- Developing an ENERGY STAR-specific training curriculum, in conjunction with Home Energy Rater partners, for use with ongoing training initiatives.
- Reducing air infiltration averages and focusing building science resources on constructing ENERGY STAR certified homes that are significantly more efficient than code-built homes across all markets.
- Promoting the ENERGY STAR program across all forms of media, including print and electronic and at all energy efficiency forums attended.

### **Brighton Homes**

Boise, ID

Brighton Homes is the residential construction division of its parent company, Brighton Corporation. Since 2009, the company has been committed to building 100 percent ENERGY STAR® certified homes. Brighton Homes is receiving ENERGY STAR Partner of the Year–Sustained Excellence recognition for its dedication to building and promoting ENERGY STAR certified homes and for collaborating with multiple stakeholders to promote effective energy policies for Idaho. Key 2017 accomplishments include:

- Building nearly 1,000 ENERGY STAR certified homes since joining the program in 2009.
- Offering a new 3-year home warranty to homebuyers, based on the company’s ENERGY STAR participation, that allows for increased certainty about each home’s components.
- Emphasizing its significant commitment to building ENERGY STAR certified homes on the company’s website, and promoting ENERGY STAR on social media, as well as on outdoor signage and banners.
- Beginning construction on a 200-unit community featuring home automation and monitoring technology that will provide greater control over energy use, including smart thermostats and energy-efficient lighting.
- Collaborating with state and local officials to promote effective energy policies for Idaho.

### **Chinburg Properties**

Newmarket, NH

Chinburg Properties (Chinburg) has been committed to building 100 percent ENERGY STAR® certified homes since 2012. Chinburg is receiving ENERGY STAR Partner of the Year–Sustained Excellence recognition for its dedication to the ENERGY STAR Certified Homes program and its longstanding partnership with Home Energy Raters and utilities that also collaborate with the Certified Homes program in New Hampshire. Key 2017 accomplishments include:

- Constructing 79 ENERGY STAR certified homes, for a total of nearly 400 since joining the program in 2004.
- Committing to innovative, sustainable, energy-efficient building techniques, using spray-foam insulation and incorporating LED lighting as a standard specification.
- Displaying the ENERGY STAR logo across all marketing material--print, digital, signage, MLS listings, the company’s website and social media--while leveraging the brand to create greater consumer awareness.

- Training 100 percent of sales staff, as well as outside real estate professional partners, about the benefits of living in an ENERGY STAR certified home.

### **Fulton Homes**

Tempe, AZ

Fulton Homes is a large family-owned home builder in Arizona committed to building 100 percent ENERGY STAR® certified homes since 2009. Fulton Homes is receiving ENERGY STAR Partner of the Year–Sustained Excellence recognition for notable marketing efforts promoting the ENERGY STAR Certified Homes program and corporate dedication to energy efficiency. Key 2017 accomplishments include:

- Constructing 780 ENERGY STAR certified homes, an increase of 44 percent compared to 2016, totaling more than 4,000 since joining the program in 2008.
- Producing promotional radio spots titled, “Be an ENERGY STAR,” with tips for homeowners to be more energy efficient and save money. As part of the promotion, Fulton also paid utility bills for different winners on a monthly basis.
- Redesigning its Sales Center with large wall monitors displaying ENERGY STAR messages to increase both consumer awareness and sales volume.
- Developing a *Decision Guide* with questions that potential homeowners can ask other builders, with many centering on the ENERGY STAR and Indoor airPLUS programs.
- Installing light-emitting diode (LED) bulbs in all of their homes, resulting in lower air-conditioning bills.

### **Habitat for Humanity of Greater Nashville**

Nashville, TN

Habitat for Humanity of Greater Nashville builds energy-efficient affordable homes across four counties in Tennessee and has been an ENERGY STAR® partner since 2006. Habitat for Humanity of Greater Nashville is receiving ENERGY STAR Partner of the Year–Sustained Excellence recognition for its longstanding commitment to the ENERGY STAR Certified Homes program and for promoting ENERGY STAR to other Habitat affiliates. Key 2017 accomplishments include:

- Building a total 448 ENERGY STAR certified homes since joining the program.
- Training more than 750 volunteers on how to correctly install insulation, air seal windows and doors, and implement other ENERGY STAR building practices. Cumulatively, more than 6,000 volunteers have received on-site training.
- Collaborating with Home Energy Raters, providers, and code officials on improved building practices.
- Presenting its ENERGY STAR program implementation strategy and best practices at the Habitat Global Conference, to more than 1,300 affiliates in the United States and abroad.
- Participating in a pilot program to evaluate for occupant energy usage using wireless monitoring to identify areas to target for future improvement.
- Promoting ENERGY STAR certification in all collateral materials, as well as online, in press, brochures, letterhead, build signs, social media, and events, seen by more than 15,000 volunteers, sponsors, social media partners and website visitors annually.

**Habitat for Humanity of Metro Denver**  
Denver, CO

Habitat for Humanity of Metro Denver has been building high-quality homes in partnership with low-income families for nearly 40 years. The organization is committed to building 100 percent ENERGY STAR® certified homes and has been an ENERGY STAR partner for more than 15 years. Habitat for Humanity of Metro Denver is receiving ENERGY STAR Partner of the Year–Sustained Excellence recognition for its continued leadership in building affordable, energy-efficient homes. Key 2017 accomplishments include:

- Constructing a total of 229 ENERGY STAR certified homes since joining the program.
- Using community volunteers, in addition to contractors, to build ENERGY STAR certified homes in a sustainable fashion.
- Advancing efforts to teach homeowners how to live in and maintain their ENERGY STAR certified homes. Each home has an end-of-build partner family walk through where homeowners also learn ways to save on their energy bills.
- Collaborating with their Home Energy Rater to teach the field staff to continually improve methods and practices, thus building better homes.
- Building all homes with energy-efficient lighting, ENERGY STAR certified appliances, and tankless water heaters.

**Houston Habitat for Humanity**  
Houston, TX

Houston Habitat for Humanity committed to building 100 percent ENERGY STAR® certified homes in 2014 and has been an ENERGY STAR partner for more than 20 years. Houston Habitat for Humanity is receiving ENERGY STAR Partner of the Year–Sustained Excellence recognition for its notable, long-standing commitment to the ENERGY STAR Certified Homes program. Key 2017 accomplishments include:

- Constructing more than 700 ENERGY STAR certified homes since joining the program. The new homes are also built to EPA’s Indoor airPlus and WaterSense specifications.
- Re-building all their 180 homes that flooded during Hurricane Harvey using ENERGY STAR certified appliances, blown fiberglass wall insulation, and energy-efficient air conditioning units.
- Reducing each homeowners’ monthly electric utility payments to \$70, down from \$110, and increasing the disposable income of their homeowners by \$3,600 per year because of energy savings. Most Houston Habitat for Humanity homeowners have an average annual income of \$40,000.
- Saving more than 480,000 kilowatt hours (kWh) of usage on ENERGY STAR certified homes constructed since 2007 and saving Houston Habitat homeowners more than 79,000 kWh.

**Ivey Residential, LLC**  
Evans, GA

Ivey Residential has been committed to building 100 percent ENERGY STAR® certified homes since 2006. The Georgia-based home builder emphasizes training for subcontractors and energy savings for homeowners. Ivey Residential is receiving ENERGY STAR Partner of the Year–Sustained Excellence recognition for its ongoing dedication to the ENERGY STAR Certified Homes program.

- Building more than 150 ENERGY STAR certified homes, a 21 percent increase from 2016, totaling more than 800 since joining the program.
- Utilizing advanced framing and other building science techniques for an estimated average annual savings of \$542 for each of their homebuyers.
- Demonstrating the “Behind the Walls” appliques to help homebuyers understand the benefits of an ENERGY STAR certified home, and providing maintenance guidance.
- Ensuring that all staff, as well as subcontractors and trade allies, understand ENERGY STAR requirements through extensive training.
- Constructing new homes that are nearly three times as energy efficient as standard code-built homes, with an estimated annual savings of more than \$1,200.

### **KB Home**

Los Angeles, CA

KB Home is a large nationwide home builder operating across 36 markets in seven states. The company has been committed to building and promoting ENERGY STAR® certified homes since 2000 and consistently demonstrates industry leadership. KB Home is receiving ENERGY STAR Partner of the Year–Sustained Excellence recognition for its early adoption of new program guidelines, corporate commitment to sustainability, and long-standing support of the ENERGY STAR Certified Homes program. Key 2017 accomplishments include:

- Delivering more than 10,500 ENERGY STAR certified homes, for a total of more than 110,000 since joining the program.
- Launching a “Beat the Heat” marketing campaign during the summer, combining consumer education on reducing energy consumption with information on the homeowner benefits of ENERGY STAR and other energy-efficient features of a new KB home.
- Featuring a proprietary EPG® (Energy Performance Guide®) for every home plan offered companywide. The EPG is a consumer education tool that projects potential energy savings and utility bills for every home design.
- Offering homes that are both ENERGY STAR certified and WaterSense® labeled as a standard feature at no additional cost, raising awareness of the energy-water nexus with homebuyers and within the industry.
- Collaborating with stakeholder partners on the development and implementation of new guidelines promoting the ENERGY STAR Certified Homes program in the marketplace.

### **Meritage Homes**

Scottsdale, AZ

Meritage Homes is committed to building 100 percent ENERGY STAR® Certified Homes and consistently promotes energy efficiency improvements to homebuyers and stakeholders. Meritage Homes is receiving ENERGY STAR Partner of the Year–Sustained Excellence recognition for outstanding ENERGY STAR promotion and for collaborating with real estate professionals, utilities, and other industry players to focus on consumer education. Key 2017 accomplishments include:

- Constructing more than 7,800 ENERGY STAR certified homes, for a total of more than 55,200 since joining the program and saving 71 million kilowatt hours of energy.



- Re-launching the company’s website featuring ENERGY STAR promotional material, as well as using social media and traditional marketing about the benefits of an ENERGY STAR certified home, and leveraging extensive consumer testimonials in new online content.
- Developing 180 Learning Centers across the United States that “peel” back the walls of model homes so that consumers, municipalities, students, trades, and vendors can look inside the inner workings of a home, experience hands-on interactive displays, and view educational videos.
- Launching a research and development program, resulting in a ‘Home of the Future’ that is intended to educate and promote energy efficiency.
- Hosting mandatory vendor, trade, and construction management training days at every division to provide continuous education on new program developments.
- Establishing a partnership to monitor customer satisfaction and promote customer service as a critical component in its ENERGY STAR Certified Homes program.

### **New Tradition Homes**

Vancouver, WA

New Tradition Homes (NTH), a family-owned builder, has been building 100 percent ENERGY STAR® Certified Homes since 2006. The company undertakes a comprehensive division-wide training program to maximize the understanding and value of ENERGY STAR certified homes. NTH is receiving ENERGY STAR Partner of the Year–Sustained Excellence for its promotion of building science applications and its dedication to the Certified Homes program. Key 2017 accomplishments include:

- Building more than 200 ENERGY STAR certified homes, for a total of more than 1,800 since joining the program in 2004.
- Installing smart thermostats in every home, with projected annual savings between \$130-\$145, and bringing ductwork into the conditioned spaces of the home to reduce energy waste. This move is estimated to save approximately 15 percent on the heating/cooling load of each home.
- Including a heat recovery ventilation system in every home, resulting in less redundant ductwork and providing fresh air that can be filtered in a more effective manner.
- Providing humidistat controls on all exhaust fans for all bathrooms with a shower or tub for hands-free moisture control, saving energy by not running needlessly.
- Participating in ENERGY STAR Day on Facebook, and increasing its reach to 23,500 ‘likes’ in 2017; website traffic also increased to more than 890,000 page views and the company’s YouTube channel features ENERGY STAR videos.
- Showcasing a “Smart Home” display booth at multiple shows, featuring the latest in energy-efficient lighting, tankless hot water systems, smart low voltage electrical panels, heat recovery ventilation systems, high efficiency furnaces, and ENERGY STAR certified appliances.

### **Providence Homes**

Jacksonville, FL

Providence Homes has exclusively built ENERGY STAR® certified homes since 2009. The company has built some of the most energy-efficient homes in their Florida market. Providence Homes is receiving ENERGY STAR Partner of the Year–Sustained Excellence recognition for its continued commitment to the ENERGY STAR Certified Homes program. Key 2017 accomplishments include:

- Building more than 170 ENERGY STAR certified homes, for a total of more than 1,200 since joining the program, and a projected median annual energy savings of more than \$700 per home.

- Reducing heating, air-conditioning, and ventilation warranty related expenses by more than 80 percent between 2008 and 2017.
- Collaborating with building science experts to help with training and marketing efforts, including the production of videos explaining the science behind ENERGY STAR certified homes that are played in model homes and online.
- Continuing the highly successful “Cooler Attics” marketing campaign, featuring a real chocolate bunny in the attic. The campaign has been very effective in demonstrating that the attics are so cool that even a chocolate bunny won’t melt.

## **Product Brand Owner**

### **Andersen Corporation**

Bayport, MN

Andersen Corporation (Andersen) produces energy-efficient windows and doors and has been an ENERGY STAR® partner since 1998. Andersen is receiving ENERGY STAR Partner of the Year–Sustained Excellence recognition for its longstanding commitment to expanding energy efficient product offerings and for developing new promotional materials focused on consumer education. Key 2017 accomplishments include:

- Increasing the number of ENERGY STAR certified products by adding seven new models, for a total of 328 models certified across multiple price points.
- Developing three new videos about energy-efficient construction, featuring the ENERGY STAR logo prominently, focusing on both new construction and historic renovations.
- Creating an animated infographic focused on energy efficiency with a goal of reducing overall energy use and utility bills. The video, featuring ENERGY STAR, educates homeowners on comparing the whole window experience rather than individual window components.
- Highlighting ENERGY STAR certified products and net-zero energy buildings at the combined Greenbuild and Architecture Boston Expo tradeshow.

### **Canon U.S.A., Inc.**

Melville, NY

Canon U.S.A., Inc. manufactures consumer, business and industrial imaging solutions. Canon is receiving ENERGY STAR® Partner of the Year–Sustained Excellence recognition for outstanding efforts in promoting ENERGY STAR certified products, reducing energy consumption, and a focus on education and training for customers and business partners. Key 2017 accomplishments include:

- Reducing carbon dioxide emissions from customer product use by approximately 15 million tons over the previous 8 years through energy-saving innovations.
- Reducing sleep mode power consumption of their professional large format printer (imagePROGRAF PRO-6000) by more than 60 percent as compared to the previous model.
- Boosting web content, including increasing the number of product pages featuring the ENERGY STAR logo by nearly 40 percent.
- Incorporating ENERGY STAR Ways to Save tips on Canon’s ENERGY STAR dedicated website, as well as celebrating Earth Day and ENERGY STAR Day.

- Engaging thousands of consumers in a meaningful way through social media, featuring ENERGY STAR and its energy, money, and environmental benefits, resulting in more than 120,000 impressions.
- Promoting ENERGY STAR across Canon's marketing efforts, including via showrooms, e-newsletters, brochures, and dealer/retailer training.

**Delta Electronics (Americas) Ltd.**

Taipei, Taiwan

Delta Electronics is a leading provider of thermal management solutions. Delta Electronics is receiving ENERGY STAR® Partner of the Year–Sustained Excellence recognition for its corporate commitment to sustainability and for manufacturing exceptional ENERGY STAR certified ventilation fans. Key 2017 accomplishments include:

- Achieving an exceptionally high rate of product certification with 113 (96 percent) of ventilation fan models earning ENERGY STAR certification and 21 (18 percent) rated ENERGY STAR Most Efficient 2017.
- Introducing light-emitting diode (LED) lighting for all ventilation fans with lighting, furthering Delta's commitment to providing energy-efficient products.
- Spreading the word about ENERGY STAR as a distinguishing factor of high efficiency ventilation and product quality via an interview on Southern California Public Radio. The program reached about 30.2 million weekly listeners through more than 1,000 public radio stations, plus 36.9 million unique users for online radio.
- Working with all distributors to train staff on the importance of high efficiency ventilation, and the meaning of the ENERGY STAR.
- Engaging with half a million builders and consumers through 20 key industry tradeshows featuring ENERGY STAR certified ventilation fans that resulted in 340,515 website page views.

**EATON**

Peachtree City, GA

Eaton delivers a range of innovative lighting solutions, as well as a broad portfolio of connected lighting systems that help maximize performance, energy efficiency and cost savings. Eaton is receiving ENERGY STAR Partner of the Year–Sustained Excellence recognition for its extensive offering of quality, efficient lighting products to builders and homeowners and its distinguished customer service. Key 2017 accomplishments include:

- Growing ENERGY STAR certified unit sales by 105 percent which avoided 2,600 GWh of electricity generation.
- Increasing ENERGY STAR training by 60 percent as compared to 2016.
- Demonstrating leadership in ENERGY STAR web-presence with over 1 million impressions generated through cooperative digital marketing campaigns in conjunction with channel partners.
- Launching the first ENERGY STAR certified connected recessed downlight that works with Alexa and WINK, broadening the reach of ENERGY STAR products to the connected home consumer.
- Hosting over 80 industry tradeshow events with ENERGY STAR as a key part of their promotional strategy, resulting in a 40 percent growth over the previous year.

- Supporting the ENERGY STAR *Light The Moment* campaign with a key lighting education webinar.
- Reducing greenhouse gas emissions associated with its facilities by 6 percent, water consumption by 16 percent, and energy use by 8 percent since 2014.

### **Hoshizaki America, Inc.**

Peachtree City, GA

Hoshizaki America, Inc. is an industry leader in the design, manufacture, and promotion of products in the food service industry. Hoshizaki is receiving ENERGY STAR® Partner of the Year–Sustained Excellence recognition for global leadership in product development and corporate commitment to sustainability and energy efficiency. Key 2017 accomplishments include:

- Elevating ENERGY STAR educational materials and messaging, while advancing awareness of ENERGY STAR through increased social media efforts, and continuing extensive employee, consultant, and dealer training.
- Engaging in the ENERGY STAR specification revision process while redesigning product lines to ensure customers continue to have highly efficient commercial refrigeration and ice machine equipment options.
- Adopting new technology in its commercial ice maker product lines, which increases ice production while reducing energy consumption by as much as 12 percent.
- Demonstrating a commitment to conservation by remodeling its corporate headquarters facility, including energy efficiency improvements to the heating and cooling system, water savings fixtures, sensory lighting and other upgrades. The upgrades are expected to result in energy savings of more than 6 million kilowatt hours and more than 1 million gallons of water.
- Leveraging promotional materials for the ENERGY STAR *Light the Moment* Campaign and hosting an ENERGY STAR Day celebration which highlighted the importance of certified products while encouraging employees to consider energy-saving opportunities in the workplace and in their own homes.

### **ITW Food Equipment Group**

Troy, OH

ITW Food Equipment Group is a commercial food equipment manufacturer and service provider supporting foodservice and food retail industries worldwide. ITW is receiving ENERGY STAR® Partner of the Year–Sustained Excellence recognition for its ongoing industry leadership in the commercial food equipment sector and its corporate commitment to sustainability. Key 2017 accomplishments include:

- Launching several new ENERGY STAR certified product lines including a new series rack-conveyor dishwasher with drain water energy recovery, thus reducing hot water usage by approximately 90 percent, and the Vulcan countertop electric fryer.
- Communicating the benefits of ENERGY STAR to industry professionals by hosting four Dealer Sales Development Program sessions and conducting training events with sales channel distributors and end users throughout the year.
- Continuing the Hobart Warewash targeted replacement and energy audit program, providing customers – including hospitals, local schools, higher education – a comparison of operating costs to show the potential savings available by upgrading to ENERGY STAR.

- Providing training opportunities for foodservice consultants to earn continuing education credits. Vulcan-hosted training sessions explained how to leverage ENERGY STAR tools and resources, search the Rebate Finder for ENERGY STAR incentives and how to communicate about lower total cost of ownership for certified products.
- Adopting energy efficiency improvements at manufacturing facilities across the country that reduce waste and energy consumption.

**LG Electronics, Inc.**  
Englewood Cliffs, NJ

LG Electronics is an industry leader in consumer electronics, home appliances, and mobile communications. LG is receiving ENERGY STAR® Partner of the Year–Sustained Excellence recognition for its commitment to improving the environment through energy efficiency, as evidenced by outstanding collaboration with ENERGY STAR on product innovation, and its far-reaching efforts to convey the benefits of ENERGY STAR certified products to consumers. Key 2017 accomplishments include:

- Driving consumer purchases of more than 6 million ENERGY STAR certified products in 2017, representing more than \$3 billion in sales.
- Generating millions of consumer impressions through the popular parenting websites Motherly.com and Fatherly.com for the ENERGY STAR *Laundry Made Better* promotion.
- Growing its number of ENERGY STAR certified models since 2016, including a 73 percent increase in heating and cooling products, a 24 percent increase in clothes dryers, and a 23 percent increase in refrigerators.
- Demonstrating product leadership across multiple categories including a strong showing of clothes washers recognized as ENERGY STAR Most Efficient. LG also expanded its participation by certifying room air cleaners for the first time.
- Executing more than 50,000 point-of-purchase efforts and press releases worth \$50 million value in support of numerous product promotions including ENERGY STAR *Flip Your Fridge* and Black Friday deals.
- Reaching retailers and consumers at 11 trade shows and hundreds of outreach events using onsite ENERGY STAR branding and promotions, including encouraging fans to take the ENERGY STAR pledge at the Final Four collegiate basketball events.

**Pentair**  
Sanford, NC

Pentair is a global leader in swimming pool, spa and aquatic equipment for applications ranging from residential pools to large water environments. Pentair is receiving ENERGY STAR® Partner of the Year–Sustained Excellence recognition for industry leadership in manufacturing energy-efficient pool pumps and for promoting ENERGY STAR tools and resources. Key 2017 accomplishments include:

- Dominating the ENERGY STAR certified product list for pool pumps with 34 percent of all ENERGY STAR certified models, providing energy-efficient options for every size and type of pool.
- Expanding energy-efficient product offerings to include 4 new models that incorporate updated controls, furthering energy saving potential without changing motor design.
- Engaging in innovative sales, marketing and educational tools for consumers and industry professionals and launching a campaign to introduce the many ENERGY STAR resources available to the pool industry.

- Providing salespeople, customers, and installers a visceral understanding of efficiency using its demonstration pumps in product demonstrations nationwide, at distributors and trade shows.
- Implementing more detailed and regionalized training for industry professionals.
- Participating robustly in relevant ENERGY STAR campaigns and promotions, including offering manufacturer rebates in coordination with them.
- Generously offering expertise and experience to inform the ENERGY STAR specification revision activity.

### **ProVia**

Sugarcreek, OH

ProVia, founded in 1977, manufactures energy-efficient windows and doors, providing widespread ENERGY STAR® marketing and educational content and commitment to corporate sustainability. ProVia is receiving ENERGY STAR Partner of the Year–Sustained Excellence recognition for helping consumers see value in saving energy and for increasing its offerings of ENERGY STAR certified products. Key 2017 accomplishments include:

- Introducing 531 more models of ENERGY STAR certified products, for a total of 3,671 from which distributors and homeowners can choose.
- Allowing customers and installers to visit company facilities regularly to learn about ENERGY STAR, educating nearly 400 people.
- Participating in the Tuscarawas County Dale Foland Manufacturing Camp, where a group of 7<sup>th</sup>-8<sup>th</sup> grade students were taught core competencies in manufacturing. ProVia taught the students on the topic of “quality” and how it related to the brand image, production efficiencies, and ENERGY STAR.
- Promoting the Sammy the Star ENERGY STAR educational program using banners, flyers and educational material, which help consumers and educators understand the value in saving energy.
- Saving more than 248,000 kilowatt hours (kWh) annually after installing solar panels in its own facilities, for a cumulative savings total of 1.4 million kWh since installation.

### **Ricoh USA, Inc.**

Malvern, PA

Ricoh USA, Inc. is a leading provider of document management solutions, information technology (IT) services, and digital cameras that is fully committed to sustainability. Ricoh is receiving ENERGY STAR® Partner of the Year–Sustained Excellence recognition for its outstanding efforts in training, education, and promotion of ENERGY STAR certified products. Key 2017 accomplishments include:

- Growing the company’s ENERGY STAR certified model offerings by 44 percent.
- Increasing social media and public relations interactions related to ENERGY STAR by 450 percent.
- Engaging new technical field support capabilities, which allow a field representative to be notified if a customer has turned off the energy savings settings, thus educating the customer on the value of ENERGY STAR, and telling the customer how to change the settings back.
- Announcing a new Eco Excellence Program for Dealers, which features ENERGY STAR and recognizes dealer partners for their environmental sustainability efforts.

- Introducing the STEP (Sustainability Takes Everyone’s Participation) program, designed to educate employees and customers on sustainability. More than 20,000 employees have been trained with this tool, which features ENERGY STAR prominently.
- Introducing the Ricoh Sustainable Products Program (RSSP), which includes energy efficiency as one of the six criteria to qualify as an RSSP product; ENERGY STAR is one of the qualifying elements of energy efficiency.

**Samsung Electronics America**

Ridgefield Park, NJ

Samsung Electronics America, Inc. is a leading manufacturer of consumer electronics, mobile devices and enterprise solutions. Samsung is receiving ENERGY STAR® Partner of the Year–Sustained Excellence recognition for its dedication to advancing efficiency, as demonstrated by its long history of providing invaluable support to the ENERGY STAR specification development process, its notable design of ENERGY STAR certified products, and efforts to tout the benefits of ENERGY STAR to its employees and the public. Key 2017 accomplishments include:

- Achieving a 19 percent increase in ENERGY STAR certified products over 2016 with more than 100 new models, including the FlexWash and FlexDry laundry products.
- Supporting specification development for products such as clothes washers and dryers, and continually ensuring that the ENERGY STAR mark recognizes high-performing products by sharing vital technical input
- Launching a Times Square ad highlighting the benefits of ENERGY STAR products on ENERGY STAR Day, generating numerous impressions.
- Introducing 20 new refrigerator models which were recognized with the 2017 ENERGY STAR Emerging Technology Award for their use of innovative, efficient refrigerants.
- Collaborating with EPA to promote energy efficiency and environmental messaging through community outreach during the third annual Boys & Girls Clubs of America Climate Superstars Challenge.
- Embarking on a new partnership with the Puget Sound Energy rebate program to promote ENERGY STAR certified products and boost consumer awareness.

**Soft-Lite LLC**

Streetsboro, OH

Soft-Lite, a manufacturer of ENERGY STAR® vinyl replacement windows and doors, is receiving ENERGY STAR® Partner of the Year–Sustained Excellence recognition for developing a high-quality, comprehensive, training program about ENERGY STAR for its dealers , as well as effective array of unique web-based and print materials for consumer education. Key 2017 accomplishments include:

- Shipping a total of 215,000 ENERGY STAR certified products.
- Launching a new website to educate consumers about ENERGY STAR certified windows and doors.
- Distributing 105,000 product brochures featuring ENERGY STAR, in addition to 94,000 custom brochures, designed by Soft-Lite specifically for approximately 20 different dealers for use with consumers.
- Offering “Soft-Lite’s \$10K ENERGY STAR Certified Products Sweepstakes,” where the grand prize was a “houseful” of Soft-Lite ENERGY STAR certified replacement windows, including installation by an accredited dealer.

- Introducing a new line of hurricane windows designed to protect homeowners from strong winds and airborne debris, while also introducing a non-impact version, consisting of 66 new models that can be fitted with multiple high-performance glass options.

### **Welbilt, Inc.**

New Port Richey, FL

Welbilt, Inc. provides chefs and restaurant chain operators with innovative equipment throughout the supply chain. Welbilt is receiving ENERGY STAR® Partner of the Year–Sustained Excellence recognition for its outstanding promotion of ENERGY STAR certified products and for its corporate commitment to producing energy-efficient equipment. Key 2017 accomplishments include:

- Developing and redesigning products that exceed ENERGY STAR specification requirements by expanding Delfield’s GreenGenius™ refrigerant systems to additional product lines which incorporate climate-friendly refrigerants.
- Engaging in the ENERGY STAR specification revision process for commercial ice makers while redesigning products to be as much as 19 percent more energy efficient and use 10 percent less potable water.
- Advancing awareness of ENERGY STAR through a variety of integrated and interactive media tools, earning more than 3 million impressions in total. Welbilt engaged more than 44,000 community members through regular updates about the importance of ENERGY STAR certified products.
- Expanding the ENERGY STAR messaging on its YouTube channel through short videos showcasing certified products and explaining how energy efficiency and potential utility rebates lower total cost of ownership.
- Exhibiting ENERGY STAR certified products at more than 144 regional, national and international trade shows, with prominent labeling and marketing materials to educate customers about design features and settings that maximize energy savings.

## **Retailer**

### **Best Buy Co., Inc.**

Richfield, MN

Best Buy Co., Inc. (Best Buy) is a leading retailer providing technology products, services and solutions. Since 2009, Best Buy has sold enough ENERGY STAR® certified products to help customers save \$662 million on utility bills. Best Buy is receiving ENERGY STAR Partner of the Year–Sustained Excellence recognition for its widespread offerings of ENERGY STAR certified products and its ongoing commitment to educating consumers about energy efficiency. Key 2017 accomplishments include:

- Establishing a comprehensive ENERGY STAR presence on BestBuy.com, where one billion yearly visitors can easily learn about and identify ENERGY STAR certified products.
- Increasing the use of social media to promote energy-efficient products and promotions as well as playing the consumer facing in-store ENERGY STAR educational video up to eight times per hour in more than 1,000 stores.
- Stocking, promoting and selling enough ENERGY STAR certified products to prevent more than 543 million pounds of carbon dioxide from entering the atmosphere.



- Providing leadership in sales associate training with Best Buy’s ENERGY STAR e-learning, during the past nine years, to help all Blue Shirt sales associates provide customers with knowledge about energy-efficient products. More than 155,000 Blue Shirts completed the training, representing an investment of more than 26,000 training hours.

**Nationwide Marketing Group**  
Winston Salem, NC

Nationwide Marketing Group, a large buying and marketing organization, helps its 5,300 members understand and leverage the benefits of ENERGY STAR® certified products across 14,000 store fronts. The company has developed a high-quality, sustained commitment to comprehensive ENERGY STAR marketing and advertising for its independent retail store members. Nationwide Marketing Group is receiving ENERGY STAR Partner of the Year–Sustained Excellence recognition for its outstanding commitment to promoting energy efficiency and ENERGY STAR product sales and education. Key 2017 accomplishments include:

- Participating in the ENERGY STAR Retail Products Program with 297 Nationwide member store fronts, touching roughly 18 percent of U.S. consumer households.
- Educating member companies about ENERGY STAR in company newsletters and communications highlighting upcoming specification revisions, promotions, and benefits to consumers. More than 70 percent of Nationwide’s core members and more than 60 percent of associate members are routinely exposed to this training and promotional information through Nationwide’s MemberNet.
- Featuring ENERGY STAR certified products and messaging in a classroom format through new Nationwide Learning Academy courses at the member retailer conference. In 2017 there were 52 live product training sessions that featured ENERGY STAR, with more than 1,000 attendees.
- Developing an easy to use digital media platform that features ENERGY STAR certified products and messaging for use by its members. More than 1500 member companies used these ENERGY STAR Web materials in their local markets. In addition, web banner usage increased 25% over the past year.
- Developing a full annual calendar of numerous Omni-Channel Advertising Packages for its members, showcasing ENERGY STAR certified products, resulting in millions of consumer impressions in local markets. Packages included digital video, search, social media, print circulars, television commercials and point of sale printed materials.

**Sears Holdings Corporation**  
Hoffman Estates, IL

Sears Holdings Corporation (Sears) is a leading integrated retailer with full-line and specialty stores across the United States. Sears is receiving ENERGY STAR Partner of the Year–Sustained Excellence recognition for its longstanding commitment to energy efficiency and community outreach across all its business units, for demonstrated leadership in marketing of ENERGY STAR certified products, and for superior energy management across its portfolio. Key 2017 accomplishments include:

- Selling more than 2.4 million ENERGY STAR certified products, resulting in savings of 298 million kilowatt hours (kWh), approximately \$70 million in utility costs, and 459 million pounds of reduced carbon dioxide emissions.
- Offering 849 unique ENERGY STAR certified models across the lighting, appliances, consumer electronics, doors, windows, and heating and cooling product categories.

- Hosting the Rebuilding Together, Sears, and ENERGY STAR collaborative event ahead of the ENERGY STAR Products Partner Meeting. Two homeless veteran shelters were upgraded with energy efficient appliances, lighting, consumer electronics, doors, windows, and heating and cooling systems.
- Training more than 1,900 Sears Home Appliance associates who gained specific knowledge on ENERGY STAR certified products during the 2017 Sears Holding Home Appliance Roadshow.
- Executing a second year of the ENERGY STAR Retail Product Platform pilot, realizing an average sales increase of 4 percent for eligible products.
- Responsibly processing and recycling more than 182,000 refrigerators, freezers, air-conditioning units, and dehumidifiers, resulting in total energy savings of more than 1 billion kWh.

## **Service & Product Provider**

### **Burton Energy Group**

Alpharetta, GA

Burton Energy Group is a privately-held, independent company providing energy management services for businesses with multi-site, geographically diverse facilities. Burton Energy Group is receiving ENERGY STAR® Partner of the Year–Sustained Excellence recognition for helping corporate clients develop energy efficiency plans and reduce their operating costs. Key 2017 accomplishments include:

- Benchmarking more than 2,000 properties in Portfolio Manager® and offering certification services to more than 100 buildings in 2017.
- Responding to the growing capabilities of EPA’s ENERGY STAR Portfolio Manager by hiring a waste and recycling specialist and expanding sustainability service offerings.
- Developing and managing McDonald’s ECO2 program, bringing an energy management system modeled after ENERGY STAR to owners and operators of quick-serve restaurants nationally.
- Managing the Staples California Heating Ventilation and Air-Conditioning (HVAC) Optimization Program, enrolling more than 600 HVAC units and saving more than 800,000 kilowatt hours (kWh) in 2017 in Pacific Gas and Electric and Southern California Edison service territories.
- Initiating a comprehensive energy management program across 26 AmerisourceBergen warehouses and distribution centers, including performing six energy and retro-commissioning audits in 2017.
- Leveraging utility service and product provider status with the ComEd Small Business Energy Efficiency and RCxpress programs at more than 195 locations, delivering millions of kWh of energy savings.

### **Cenergistic**

Dallas, TX

Cenergistic uses technology and data to help organizations nationwide reduce electricity, natural gas, water, and fuel oil consumption. Cenergistic is receiving ENERGY STAR® Partner of the Year–Sustained Excellence recognition for its longstanding commitment to sustainability, promotion of energy conservation, and support of the ENERGY STAR program. Key 2017 accomplishments include:

- Assisting more than 1,430 buildings in earning ENERGY STAR certification in 2017, bringing the cumulative total to more than 9,860 certifications in 25 states.

- Saving clients an average of 26 percent in expected energy costs in 2017 and more than \$5 billion in energy costs since 1986.
- Promoting ENERGY STAR services in all proposals and marketing information, as well as through social media.
- Inviting EPA and company clients to present about ENERGY STAR during board meeting and public events and regularly participating in ENERGY STAR conferences.
- Maintaining dedicated Licensed Professionals on staff to perform ENERGY STAR certification review.
- Working with EPA to identify ways to improve the ENERGY STAR certification process.

### **ENGIE Insight**

Spokane, WA

ENGIE Insight (formerly Ecova) supports commercial, and industrial businesses by leveraging robust data to uncover opportunities and enable action to improve energy performance. The company's accurate data fosters widespread adoption of energy efficiency measures among its client base. ENGIE Insight is receiving ENERGY STAR® Partner of the Year–Sustained Excellence recognition for encouraging clients to use ENERGY STAR tools and best practices in their energy management programs. Key 2017 accomplishments include:

- Benchmarking more than 53,000 properties in ENERGY STAR Portfolio Manager® each month, across more than 75 client portfolios.
- Benchmarking more than 340 buildings in cities with energy benchmarking ordinances in 2017 and providing a Certified Energy Manager when required.
- Helping more than 305 properties earn ENERGY STAR certification in 2017, including 206 re-certifications.
- Conducting onsite verification and applications for more than 45 buildings for ENERGY STAR certification.
- Promoting strong partnership with ENERGY STAR using joint marketing activities and regularly attending ENERGY STAR partner conferences and trainings.

### **EnergyPrint**

St. Paul, MN

EnergyPrint collaborates with utilities to gather, input, and validate data to generate energy savings and help clients achieve ENERGY STAR® certification. EnergyPrint is receiving ENERGY STAR Partner of the Year–Sustained Excellence recognition for its ongoing commitment to helping small and medium-sized businesses drive action for better building performance. Key 2017 accomplishments include:

- Benchmarking hundreds of buildings in cities with energy benchmarking ordinances across the U.S., including Atlanta, Boston, Chicago, Minneapolis, New York City, Seattle, and Washington, D.C.
- Helping nearly 60 buildings earn ENERGY STAR certification, including eight first-time applicants.
- Adding more than 5,000 properties totaling more than 700 million square feet to Portfolio Manager since 2009, regularly updating them via web services.

- Launching Insights Architect, a business intelligence and data visualization program that helps to uncover trends and anomalies in utility data through streamlined reporting and metrics, including ENERGY STAR metrics.
- Promoting the value of ENERGY STAR partnership through new co-branded marketing resources for growing network of partners, which include top mechanical, automation, and energy services providers.
- Educating clients on the benefits of benchmarking with Portfolio Manager by integrating the ENERGY STAR brand into social media, blog posts, email marketing, whitepapers, webinars and industry events.

## **Goby**

Chicago, IL

Goby Inc. works to increase the value of real estate by ensuring sustainability through operational efficiency and strategic energy management and by helping clients gain recognition for improving their energy performance. Goby is receiving ENERGY STAR Partner of the Year–Sustained Excellence recognition for incorporating the use of ENERGY STAR resources as standard practice when providing energy management services to clients. Key 2017 accomplishments include:

- Helping clients earn ENERGY STAR certification for more than 690 properties.
- Using ENERGY STAR Portfolio Manager® to benchmark more than 2,100 buildings.
- Enhancing the ENERGY STAR reporting capabilities of their cloud-based platform with new features that streamline their clients' ability to showcase portfolio-wide performance.
- Creating a best practice guide for ENERGY STAR performance optimization that garnered more than 10,000 impressions on real estate professionals, leading to over 150 downloads.
- Promoting ENERGY STAR through seven blog posts, reaching an audience of more than 18,000.
- Supporting the ENERGY STAR program by joining a Service and Product Provider Web Conference to share best practices for completing an ENERGY STAR project and experiences with providing pro bono verification.

## **Maximum Energy Professionals**

Torrance, CA

Maximum Energy Professionals (MEP) is a consulting and engineering design firm specializing in energy conservation and helping building owners and managers save money and optimize energy efficiency. MEP is receiving ENERGY STAR® Partner of the Year–Sustained Excellence recognition for utilizing ENERGY STAR tools and best practices with its clients and for promoting the ENERGY STAR brand. Key 2017 accomplishments include:

- Benchmarking 100 percent of their client buildings, and achieving ENERGY STAR certification for more than 95 percent of them.
- Submitting more than 225 ENERGY STAR certification applications, more than a 10 percent increase from 2016.
- Promoting the ENERGY STAR by including the partner logo in all proposals, reports, and email signatures, representing more than 50,000 impressions in 2017.
- Assisting a major national banking customer with achieving ENERGY STAR certification at more than 60 branch locations, representing a 30 percent increase for their building portfolio since 2016.

- Partnering with another ENERGY STAR Partner of the Year Award winner to offer a utility data analysis software program, allowing customers to more accurately analyze their utility data trends and make strategic energy-efficiency upgrade decisions.
- Creating a training for real estate property managers and building engineers that encourages them to partner with the ENERGY STAR program.

### **Servidyne**

Atlanta, GA

Servidyne provides energy and sustainability consulting in the commercial and institutional building sector throughout North America. The company recently expanded its scope by providing water benchmarking and audits, and waste assessments. Servidyne is receiving ENERGY STAR® Partner of the Year–Sustained Excellence recognition for its ongoing commitment to energy efficiency and broader sustainability goals for its clients. Key 2017 accomplishments include:

- Assisting more than 170 commercial office buildings obtain ENERGY STAR certification in 2017, more than a 65 percent increase compared to 2016.
- Contributing to the ongoing growth and development of the ENERGY STAR program offerings by participating in the ENERGY STAR Tenant Recognition pilot program as a Charter Tenant and providing detailed feedback on program requirements, processes, and tools.
- Responding to the growing capabilities of EPA’s ENERGY STAR Portfolio Manager® by expanding service offerings to include both water and waste audits and tracking.
- Supporting the ENERGY STAR program by joining a Service and Product Provider Web Conference to share best practices for completing an ENERGY STAR project and experiences with providing pro bono verification.
- Providing expertise on ENERGY STAR benchmarking as members of numerous technical committees.

### **Sustainable Investment Group LLC**

Atlanta, GA

Sustainable Investment Group (SIG) is a full-service consulting firm that has been helping clients reduce energy and water use since 2008. SIG is receiving ENERGY STAR® Partner of the Year–Sustained Excellence recognition for outstanding promotion of EPA’s ENERGY STAR Portfolio Manager® and for successfully integrating ENERGY STAR tools, resources, and guidance across its program offerings. Key 2017 accomplishments include:

- Increasing the average ENERGY STAR score across all portfolios with more than 24 months of building data by 2.5 percent.
- Benchmarking more than 430 buildings (100 percent of its client buildings) in ENERGY STAR Portfolio Manager.
- Helping clients earn more than 240 ENERGY STAR certifications, including 50 first time certifications.
- Assisting a client with improving their building’s ENERGY STAR score by 15 points in less than one year through retro-commissioning and other energy-efficiency improvement projects.

## **Contractor of the Year – Home Performance with ENERGY STAR**

### **AZ Energy Efficient Home**

Phoenix, AZ

AZ Energy Efficient Home has participated in the Home Performance with ENERGY STAR® (HPwES) program since 2010. In addition to the energy and utility bill savings associated with HPwES, the company focuses on promoting and delivering the health benefits derived from energy efficiency. AZ Energy Efficient Home is receiving Home Performance with ENERGY STAR Contractor of the Year–Sustained Excellence recognition for its outstanding delivery of HPwES, year over year. Key 2017 accomplishments include:

- Achieving the highest rate of measured savings at the meter compared to other contractors in Arizona Public Service territory.
- Hosting a radio show, AZ Healthy Home Radio Hour, and reaching out to hospitals, physicians, and real estate professionals to explain the benefits of energy efficiency and HPwES.
- Participating in a pilot with Arizona Public Service to install Wi-Fi enabled hot water heater timers and thermostatic mixing valves to determine the viability for load shifting.
- Testing a new technology to address the room pressure balancing issue in home energy efficiency through a passive room pressure relief system.
- Demonstrating leadership by sharing best practices at residential energy efficiency conferences across the country.

### **GreenSavers**

Bend, OR

GreenSavers is a dedicated home performance contractor in Oregon, delivering solutions that are central to Home Performance with ENERGY STAR® (HPwES) objectives. The company's business practices have decreased costs and increased energy savings. GreenSavers is receiving Home Performance with ENERGY STAR Contractor of the Year–Sustained Excellence recognition for distinguished participation in the HPwES program, year over year. Key 2017 accomplishments include:

- Increasing average energy savings per project by 12.8 percent, increasing the average invoice by 6.1 percent, and decreasing the cost per completed appointment by 15.6 percent.
- Becoming the first home performance contractor in the country to earn B Corp certification. B Corps are companies certified by the nonprofit B Lab to meet rigorous standards of social and environmental performance, accountability, and transparency.
- Achieving a 61.2 percent increase in online lead generation while increasing the marketing budget by only 1.6 percent. The gain represents the success of optimized content online, which prominently features HPwES. Total views for the Google listing increased by 340 percent, and calls from the Google listing increased by 364 percent.
- Training staff members to offer the Home Energy Score and preparing for the requirement that every new home listing in Portland, Oregon has a Home Energy Score.
- Tripling installations of ENERGY STAR certified heat pump water heaters.

## Partner of the Year

### Energy Efficiency Program Delivery

#### American Society for Healthcare Engineering (ASHE)

Chicago, IL

The American Society for Healthcare Engineering (ASHE) is a professional membership group of the American Hospital Association, with more than 12,000 members who design, build, operate, and maintain health care facilities. ASHE is receiving ENERGY STAR® Partner of the Year recognition for its superior delivery of the Energy to Care program to hospitals throughout the United States. Key 2017 accomplishments include:

- Increasing recruitment by 26 percent and surpassing 2,700 facilities in Energy-to-Care, a benchmarking and awards program that utilizes ENERGY STAR Portfolio Manager®.
- Growing their ENERGY STAR Battle of the Buildings Competition to 18 state chapters, a 50 percent increase from 2016.
- Promoting ENERGY STAR Treasure Hunts to their chapters, with the first taking place in Illinois and North Carolina. The three teams identified over \$300,000 in savings opportunities.
- Savings that topped \$327 million for hospitals in the Energy to Care program, with the number of hospitals cutting energy use more than 10 percent in a single year growing by 40 percent.
- Administering a survey to collect detailed energy use data from hospitals and medical offices to help EPA update the ENERGY STAR scores.

#### Columbia Water and Light

Columbia, MO

Columbia Water and Light (CW&L) is a municipal utility that offers diverse programs to ensure access to energy efficiency for residents across its service territory. CW&L is receiving ENERGY STAR® Partner of the Year recognition for its unique and consistent implementation of the Home Performance with ENERGY STAR (HPwES) program. Key 2017 accomplishments include:

- Partnering with the City of Columbia's Community Development Department and the Housing Authority to deliver high quality improvements with multiple funding options to low-income residents. Low-income residents participating in HPwES save approximately 25 percent on their heating and cooling bills.
- Offering the U.S. Department of Energy's Home Energy Score to participants in HPwES to explain energy savings potential and to document improved energy efficiency. CW&L is developing a GIS mapping tool to track homes scored with the Home Energy Score.
- Developing programs and marketing campaigns specifically designed for landlords and rental properties to reach the 55 percent of Columbia housing stock that is rental properties.
- Holding more than 370 educational and outreach events since 2014, educating more than 30,000 residents on energy efficient practices and ENERGY STAR programs.
- Partnering with Boone Electric to provide HPwES to non-CW&L customers living within the Columbia area, while creating consistency in program messaging and delivery.

## **Con Edison**

New York, NY

Con Edison of New York is one of the world's largest energy delivery systems, with electric, gas and steam services providing energy for 10 million people who live in New York City and surrounding areas. Con Edison is receiving ENERGY STAR® Partner of the Year recognition for its outstanding support of ENERGY STAR certified products as it leverages the ENERGY STAR certification platform to guide its customers to better energy usage decisions. Key 2107 accomplishments include:

- Making consistent use of the ENERGY STAR logo and trademark in all program marketing and outreach as it informs customers about the energy-efficient choices they can make in their daily lives and through the purchase of ENERGY STAR certified products.
- Tripling its initial savings goal in the first year of using an upstream lighting mark down program, influencing the sale of nearly 600,000 ENERGY STAR certified lighting for savings of more than 28,000 megawatt hours.
- Offering exclusively ENERGY STAR incentives for room air conditioners, clothes washers, dehumidifiers and dishwashers since the program's inception; the program incentivized more than 22,000 appliances in 2017.
- Promoting a suite of ENERGY STAR products as an early adopter of the ENERGY STAR Retail Products Platform, including room air conditioners with Wi-Fi connectivity, ENERGY STAR Most Efficient refrigerators, clothes washers and dryers, and other smaller appliances through a midstream incentive approach, with an initial focus on in-store marketing and training in 2017. Con Edison is collaborating and sharing lessons learned with other utilities, retailers, and stakeholders.

## **D.C. Sustainable Energy Utility**

Washington, DC

The D.C. Sustainable Energy Utility (DCSEU) implements energy efficiency and renewable energy programs, with a focus on incentivizing new technologies and assisting low-income residents. DCSEU is receiving ENERGY STAR® Partner of the Year recognition for its effective promotion of ENERGY STAR certified products and its commitment to energy conservation. Key 2017 accomplishments include:

- Establishing and integrating ENERGY STAR certified products into programs specifically designed for low-income multifamily buildings and hard to reach populations.
- Continuing to transform the markets for smart thermostats, residential appliances, and light bulbs to more efficient products by using ENERGY STAR educational messaging and promotional materials with District of Columbia businesses and residents.
- Educating residents who earn sustainability "externships" across the District about the importance and impact of ENERGY STAR through its workforce development program.
- Incentivizing the sale of more than 230,000 certified products to District residents – a 39 percent increase from the previous year.
- Achieving emissions reductions of more than 860,000 metric tons of carbon, bringing the total lifetime emissions avoided to more than 3 million metric tons of carbon since 2011.
- Promoting the benefits of ENERGY STAR certified lighting through attractive educational materials, including Home Energy Savings Kits, in addition to comprehensive media and outreach campaigns to promote a variety of products.



## **Delaware Sustainable Energy Utility**

Dover, DE

The Delaware Sustainable Energy Utility (DESEU) is a nonprofit organization that helps residents and businesses save money with energy efficiency. The utility has developed a comprehensive and effective Home Performance with ENERGY STAR® (HPwES) program focused on consumer education and energy savings. DESEU is receiving ENERGY STAR Partner of the Year recognition for its distinguished HPwES program. Key 2017 accomplishments include:

- Completing 1,538 audits that generated 2,671.30 million British thermal units (MMBtu) in energy savings and 1,191 HPwES jobs that generated 16,474.80 MMBtu in energy savings.
- Increasing the number of contractors participating in the HPwES program from 18 to more than 60, many of which are heating and cooling contractors, thus creating a sustainable home performance industry and increasing employment opportunities.
- Creating marketing campaigns that include broadcast radio, print newspaper ads, emails, search engine and web banner ads, direct mail, as well as organic and promoted social media posts, generating more than 11.3 million impressions and reaching more than 1.5 million residences.
- Partnering with Renew Financial to provide low interest loans to Delawareans who otherwise would not be able to participate in the program.
- Leveraging previous customers using testimonials and a Refer-A-Friend campaign to generate new HPwES leads.

## **El Paso Electric**

El Paso, TX

El Paso Electric is a regional electric utility providing service to 417,000 retail and wholesale customers in Texas and New Mexico. El Paso Electric is receiving ENERGY STAR® Partner of the Year recognition for its support and promotion of the ENERGY STAR Certified Homes program. Key 2017 accomplishments include:

- Providing incentives for 65 ENERGY STAR certified homes, for a total of 572 homes since joining the program in 2010. Of all the new homes built in the service territory in 2017, 28 percent participated in the EPEC New Homes Program.
- Increasing the average kilowatt hour (kWh) savings per home by 21 percent since 2016.
- Saving 381,935 kWh during 2017 and more than 1,590 million kWh since 2010, while meeting annual savings goals two months ahead of schedule.
- Distributing 500 ENERGY STAR Certified Homes program brochures and additional promotional materials, and running a full-page advertisement in the Spring Showcase of Homes Publication, with a circulation of 45,000.
- Building collaborative relationships with Home Energy Raters, and increasing Rater participation in the program by 25 percent since 2016.
- Participating in more than 50 individual meetings with home builders and their teams about the ENERGY STAR Certified Homes program and EPA's Indoor airPlus program, and holding two ENERGY STAR sales training classes with 70 participating realtors.

**Entergy Texas**  
The Woodlands, TX

Entergy Texas is an electric transmission and distribution utility serving customers in southeast Texas that began incentivizing ENERGY STAR® certified homes in 2003. The Entergy Texas High-Performance Homes Program is receiving ENERGY STAR Partner of the Year recognition for continued commitment to the ENERGY STAR Certified Homes program. Key 2017 accomplishments include:

- Achieving a 317 percent increase in the number of ENERGY STAR certified homes in 2017 over 2016, saving more than 1,670,000 kilowatt hours (kWh).
- Training more than 25 builder sales staff on how to sell ENERGY STAR certified homes and providing financial incentives to encourage builder participation.
- Distributing more than 2,000 ENERGY STAR brochures, flyers, and logo collateral materials during meetings, model home visits, and industry events. Entergy Texas also sponsored the local Home Builders Association meeting, with 400 participants.
- Co-organizing and co-sponsoring with other Texas regional utilities a roundtable discussion with contractors and Home Energy Raters to address home ventilation issues in hot, humid climates.
- Engaging 250,000 consumers through a multi-faceted marketing campaign featuring ENERGY STAR and its benefits that resulted in 251,000 Facebook impressions, 5,000 target rating points for a television ad, and more than 5,500 program website views.

**Institute for Market Transformation**  
Washington, DC

The Institute for Market Transformation (IMT) is a national nonprofit dedicated to increasing energy efficiency in buildings to save money, drive economic growth, and reduce pollution. IMT is receiving ENERGY STAR® Partner of the Year recognition for promoting ENERGY STAR products, tools, and best practices. Key 2017 accomplishments include:

- Working with 20 cities through the City Energy Project to develop and implement building performance policies that utilize ENERGY STAR Portfolio Manager®.
- Launching the Landlord-Tenant Energy Partnership, partnering with 47 landlords and tenants to accelerate building energy performance in more than two million square feet of commercial building space using ENERGY STAR tools.
- Conducting several regional in-person trainings for brokers on the value of the ENERGY STAR program and subsequently adapting the course into an online training that is has been consistently named a top Better Buildings resource.
- Cohosting webinars and trainings with EPA experts to advise city sustainability leaders.
- Promoting ENERGY STAR in print and online publications and holding regular meetings with EPA to discuss avenues to build partnership.
- Serving as a trusted partner to the Urban Sustainability Directors Network on matters related to energy efficiency in buildings.

**IREM**  
Chicago, IL

The Insitute of Real Estate Managers (IREM) is a professional association of 20,000 real estate managers dedicated to maximizing the value of investment real estate and promoting superior energy management through education and best practices. IREM is receiving ENERGY STAR® Partner of the Year

recognition for its work to promote sustainability and energy efficiency within its trainings and certification programs, with a focus on utilizing the ENERGY STAR program as a means to achieve significant energy reductions. Key 2017 accomplishments include:

- Developing a new 30-minute online course, ‘Benchmarking Multifamily Properties,’ which instructs residential real estate professionals on using ENERGY STAR Portfolio Manager® to benchmark and track energy, water, and waste.
- Presenting the online course, ‘Accessing & Using Energy Data to Improve Property Operations,’ instructing commercial real estate professionals on accessing utility data, using ENERGY STAR Portfolio Manager to benchmark and track resource consumption.
- Delivering workshops on energy management, including ENERGY STAR tools and resources, with IREM chapters, U.S. Green Building Council chapters, cities, the City Energy Project, and other partners.
- Offering the IREM Certified Property Manager credential course, ‘Managing Maintenance Operations & Property Risk,’ which includes instruction on ENERGY STAR tools and resources.
- Continuing to offer the IREM Certified Sustainable Property program, which encourages use of ENERGY STAR Portfolio Manager for benchmarking, awards points for minimum ENERGY STAR scores and use of ENERGY STAR products.
- Conducting the IREM Energy Efficiency Survey, which asks survey respondents about their energy management perceptions and practices, including use of ENERGY STAR Portfolio Manager.

### **Midwest Energy Efficiency Alliance**

Chicago, IL

The Midwest Energy Efficiency Alliance (MEEA) is a collaborative network advancing energy efficiency for sustainable economic development and environmental stewardship. MEEA is receiving ENERGY STAR® Partner of the Year recognition for its successful administration of the Illinois Home Performance with ENERGY STAR (HPwES) program, and for continuing to provide a state-wide platform for whole-home retrofit work. Key 2017 accomplishments include:

- Implementing the Illinois HPwES program after the program was transferred from the Illinois Office of Energy & Recycling.
- Issuing 7,000 HPwES project certificates of completion to homeowners, documenting energy saving measures and training 240 HPwES participating contractors to date.
- Supporting the National Association of Realtors Green Designation courses for over 75 real estate agents to expand the pool of agents with knowledge of the value of energy efficiency.
- Supporting the most well-attended Green Appraisal training course in Illinois that resulted in a total of 58 trained Green Appraisers, as recognized by the Appraisal Institute.
- Proving contractor support services that include an equipment loan program, a building science hotline, and a portal to find job opportunities and prospective employees.
- Training contractors to offer the Home Energy Score and launching a Home Energy Score pilot to test the viability of a state-wide offering.

### **Public Service Company of Oklahoma**

Tulsa, OK

The Public Service Company of Oklahoma serves 544,000 customers across the State. The utility is receiving ENERGY STAR® Partner of the Year recognition for its increased support of the ENERGY

STAR Certified Homes program, direct engagement with stakeholders, and public outreach efforts. Key 2017 accomplishments include:

- Supporting the construction of 165 ENERGY STAR certified homes, a 54 percent increase since 2016.
- Promoting the benefits of ENERGY STAR certified homes online and implementing a new marketing campaign with heavy presence during the annual Parade of Homes tour, which featured tours of two ENERGY STAR certified homes.
- Collaborating extensively with ten of the most influential builders in the market – including the largest production builder in the territory – to educate consumers about the benefits of ENERGY STAR.
- Sponsoring two Green Courses with the Great Plains Chapter of the Appraisal Institute, with a total of 45 attendees; PSO also certified 18 new Green Appraisers, with the goal of having ENERGY STAR certified homes appraised at a higher value than homes built to code.
- Offering additional incentives for ENERGY STAR certified lighting and heating, ventilation, and air-conditioning products.
- Engaging in a special pilot project with the Choctaw Nation Housing Authority to provide rebates and design assistance for 50 new homes for elderly residents.

## **Energy Management**

### **Atrium Health**

Charlotte, NC

Atrium Health provides a full spectrum of healthcare and wellness programs throughout North and South Carolina. Atrium Health is receiving ENERGY STAR® Partner of the Year recognition for its commitment to energy savings and comprehensive use of Portfolio Manager®. Key 2017 accomplishments include:

- Reducing their hospital portfolio Energy Use Intensity by 18 percent, worth \$9.2 million in energy cost savings since 2013.
- Earning ENERGY STAR certification for four facilities, including one hospital.
- Conducting an ENERGY STAR Treasure Hunt at a hospital, finding \$75,000 in potential savings.
- Designing a new building expansion to perform in the top 25 percent for energy efficiency through ENERGY STAR Target Finder.
- Participating in a national energy survey to update the ENERGY STAR score for hospitals and medical offices.

### **Bimbo Bakeries USA**

Horsham, PA

Bimbo Bakeries USA is a baking company whose brands include Thomas', Sara Lee, Oroweat, Arnold, Nature's Harvest, and more. The company has used ENERGY STAR® tools and guidance to build its energy management program. Bimbo Bakeries is receiving the ENERGY STAR Partner of the Year recognition for the growth of its energy management program and leadership in the baking sector. Key 2017 accomplishments include:

- Achieving an energy intensity improvement of 1.5 percent over 2016 and contributing to a three-percent improvement since 2015, all while saving enough energy equivalent to produce over 40 million loaves of bread.
- Earning ENERGY STAR certification at 14 of the company's bakeries.
- Achieving the goals of the ENERGY STAR Challenge for Industry recognition at 11 bakeries since 2013, the most in the commercial baking sector.
- Actively participating in the ENERGY STAR Focus on Energy Efficiency in Commercial Baking and sharing its expertise within the industry.
- Investing over \$7 million in energy efficiency projects in its bakeries, depots, and retail centers.
- Pioneering the use of bio-digestion systems to produce biogas that has generated over \$750,000 in energy savings.
- Conducting energy treasure hunts using ENERGY STAR guidance at more than half of its facilities to find over \$2.5 million in energy savings opportunities with payback periods of under two years.

### **Bozzuto Management Company**

Greenbelt, MD

Bozzuto Management Company (Bozzuto) is a leading manager of multifamily communities in the eastern United States, representing 67,000 market rate units and more than 3 million square feet of retail space. Bozzuto is receiving ENERGY STAR® Partner of the Year recognition for promoting the ENERGY STAR program across its portfolio and for its energy management efforts. Key 2017 accomplishments include:

- Pursuing 100 percent benchmarking in ENERGY STAR Portfolio Manager® for all managed assets, and achieving energy reductions of 3.3 percent and 1.8 percent in site and source energy usage, respectively, across entire portfolio over 2016. The savings equates to nearly \$4.3 million, for a total of \$8.4 million over the last two years.
- Achieving ENERGY STAR certification for 20 of their managed communities, an increase of over 40 percent over the previous year's total.
- Maintaining momentum of the National Building Competition, Battle of the Buildings, into two self-initiated energy and water contests: War of the Watts I & II.
- Communicating the value of ENERGY STAR to an audience via a robust and strategic communications platform, including industry speaking engagements, webinars to nationally distributed publications, as well as a streamlined social media presence and an employee-focused quarterly newsletter.
- Linking operations and maintenance activities to energy performance, highlighting ENERGY STAR scores on a highly visible web-based platform available to all employees.
- Developing training modules for site teams that highlight the benefits of ENERGY STAR, and the specific high-efficiency features and management behaviors of their communities.

### **CommonWealth Partners**

Los Angeles, CA

CommonWealth Partners (CWP's) mission is to create and maintain environments that are both sustainable and efficient, while securing the financial health of the company's investors and tenants. CWP is receiving ENERGY STAR® Partner of the Year recognition for its energy management program and commitment to energy efficiency. Key 2017 accomplishments include:

- Demonstrating its commitment to energy efficiency through benchmarking close to 100 percent all of eligible properties within ENERGY STAR Portfolio Manager®.
- Reducing its portfolio-wide energy use intensity consumption by 21.9 percent from a 2013 baseline, equivalent to the annual energy use of 3,974 homes.
- Hosting ENERGY STAR Tenant appreciation events, and organizing Green Office Challenge that allows tenants to compete with other tenants, recognizing the tenant with the highest energy reduction by awarding a Certificate of Achievement.
- Developing and hosting an internal Battle of the Buildings Bootcamp competition which focused on empowering participating properties to reduce energy, water, and waste over a three month period.
- Communicating the importance of energy efficiency using ENERGY STAR Portfolio Manager, tools & resources to a wide audience including building management teams, brokers, investors, and tenants.

### **Fairfax County Public Schools**

Falls Church, VA

Fairfax County Public Schools (FCPS) is the tenth largest school division in the nation, serving more than 189,000 students across more than 200 buildings. FCPS has a long-standing partnership with EPA, combining principal engagement, energy-saving practices, and the use of ENERGY STAR® certified equipment to save energy and protect the environment. FCPS is receiving ENERGY STAR Partner of the Year recognition for its ongoing commitment to finding new ways to save energy and promote its successes with the ENERGY STAR program. Key 2017 accomplishments include:

- Saving more than \$5 million in energy costs in 2017 through a comprehensive energy program, and saving more than \$19 million and preventing the emissions of more than 92,000 metric tons of carbon dioxide since 2014.
- Earning the Top Performer Award during the ENERGY STAR Battle of the Buildings: BOOTCAMP for George C. Marshall High in the K-12 water reduction category.
- Hosting a Battle of the Buildings Competition with 47 schools and achieving more than \$29,000 in energy savings in just three months.
- Earning ENERGY STAR certification for more than 150 district buildings in 2016.
- Installing ENERGY STAR certified equipment during new construction and renewal projects, including LED lighting and classroom occupancy sensors, water source heat pumps, variable refrigerant flow systems, variable frequency drives, energy recovery units, and low-flow plumbing fixtures.

### **Forest City Realty Trust**

Cleveland, OH

Forest City Realty Trust, Inc. (Forest City) is a national real estate company engaged in owning, developing, managing and acquiring commercial and residential properties. The company integrates ENERGY STAR® into all aspects of its portfolio, from specifying efficient appliances in new construction to benchmarking 100 percent of its properties in Portfolio Manager®. Forest City is receiving ENERGY STAR Partner of the Year recognition for fully integrating ENERGY STAR into its internal energy management platform. Key 2017 accomplishments include:

- Benchmarking 100 percent of its portfolio in ENERGY STAR Portfolio Manager, representing more than 35 million square feet of commercial real estate.
- Improving its average portfolio ENERGY STAR score by 6 percent over 2016.

- Achieving ENERGY STAR Certification for six office and four multifamily residential properties, and requiring 100 percent of new homes built in its Stapleton community to be certified, representing the largest ENERGY STAR community in Colorado.
- Participating as a Charter Tenant in the ENERGY STAR Tenant Space pilot program with its new company headquarters, which will house approximately 400 employees in 133,000 square feet of office space.
- Training 100 percent of apartment property management teams on its custom internal Energy Reporting Dashboards that are linked directly to ENERGY STAR Portfolio Manager.
- Communicating ENERGY STAR benefits to all residents and tenants in certified buildings via posted logo signage and other tenant communications, such as newsletters and meetings.
- Incorporating benefits of the ENERGY STAR products and other energy and water-saving features available in its apartments into its Property Positioning and Leasing Training materials.

### **Government Properties Income Trust**

Newton, MA

Government Properties Income Trust (GOV) is a real estate investment trust that owns properties in the United States that are leased to government tenants, covering 55 buildings and 7.3 million square feet. GOV is receiving ENERGY STAR® Partner of the Year recognition for incorporating ENERGY STAR marketing, benchmarking, and guidelines into standard practices. Key 2017 accomplishments include:

- Using ENERGY STAR Portfolio Manager® to benchmark energy and water in 100 percent of its directly managed properties, and 80 percent of its tenant-managed properties, for a total benchmarking coverage of 90 percent of its portfolio.
- Hosting its second annual internal National Building Competition, modeled after EPA’s “Battle of the Buildings” with 21 properties participating. This competition awards recognition to the top three building teams that most improve the ENERGY STAR score at their property over a three month period.
- Providing direct messaging to tenants via email blasts and common space posting regarding ENERGY STAR recommendations for simple ways to reduce energy consumption.
- Implementing an active real-time data capture program with automated weekly, bi-weekly and monthly reporting on ENERGY STAR scores, energy consumption and energy related spending at 20 buildings representing 3.6 million square feet of space.

### **J.P. Morgan Chase & Co.**

New York, NY

J.P. Morgan Chase & Co. (J.P. Morgan) is a leading global financial services firm and one of the largest banking institutions in the United States, with operations worldwide. J.P. Morgan is receiving ENERGY STAR® Partner of the Year recognition for improving energy efficiency across its portfolio and investing in energy management. Key 2017 accomplishments include:

- Achieving a 6.8 percent reduction in source energy use across its portfolio and improving the average ENERGY STAR score by 13.1 percent, from 45 to 51.
- Earning ENERGY STAR certification for 104 Chase bank branches and benchmarking 100 percent of its U.S. portfolio of more than 4,000 buildings in Portfolio Manager®.
- Bringing the ENERGY STAR for Tenants initiative to commercial real estate tenants, including identifying one to participate in the Charter Tenant pilot program.

- Completing LED retrofit and thermal blanket installation projects at 995 bank branches across the U.S.
- Achieving emissions reductions of more than 37 percent from 2005 levels, putting the company on track to meet its goal of a 50 percent reduction by 2020.

### **Marathon Petroleum Corporation**

Findlay, OH

Marathon Petroleum is the second-largest fuels manufacturer in the United States, with processing and refining capacity of about 1.9 million barrels of crude oil per calendar day. The company operates an extensive energy management program that carefully manages energy in plant operations. Marathon Petroleum is receiving ENERGY STAR® Partner of the Year recognition for its broad commitment to pursue excellence in energy performance at its six refineries and other facilities. Key 2017 accomplishments include:

- Achieving a 2.5 percent improvement in the aggregate energy performance for its refining operations for a 3-year period concluding in 2017. Since 2002, the company has reduced the greenhouse gas emissions per unit of product by 16 percent.
- Earning the highest number of ENERGY STAR certified U.S. refineries with 39 certifications (75 percent of U.S. refinery certifications) since 2006. The company's Louisiana and Ohio refineries have earned top quartile energy performance continually for 12 years, while in 2017, Marathon earned 3 certifications.
- Achieving the goals of the ENERGY STAR Challenge for Industry recognition and a 30-percent reduction at the company's Cincinnati Renewable Fuels plant.
- Using energy performance benchmarking and evaluation "from the ground up" to determine the best way to adjust operations at two refineries that have not yet earned the ENERGY STAR, and initiating extensive facility improvements.
- Engaging communities near facilities and investors about ENERGY STAR and the company's participation to promote energy management.
- Supporting the ENERGY STAR Focus on Energy Efficiency in Refining and Chemicals Production through best practice sharing and presentations to ENERGY STAR industrial participants.

### **Northwestern University**

Evanston, IL

Northwestern University is one of the nation's leading academic and research universities. The University has fully integrated its energy management program into all levels of the campus operations.

Northwestern University is receiving ENERGY STAR® Partner of the Year recognition for its energy savings and promotion of ENERGY STAR tools and resources to students and employees. Key 2017 accomplishments include:

- Avoiding more than 2,400 metric tons of carbon in 2017, and cumulatively reducing energy use by more than nine percent since 2012.
- Replacing exterior lighting fixtures with LEDs with dimming controls, saving more than \$50,000 in electricity costs annually.
- Co-branding with ENERGY STAR throughout the Residence Hall's Green Cup competition, which resulted in savings of more than 167,000 kilowatt hours of electricity and more than



34,000 cubic feet of water, equivalent to the greenhouse gas emissions saved by diverting 44 tons of waste from landfill to recycling.

- Implementing a Green Office Certification program modeled after EPA's ENERGY STAR Bring your Green to Work, engaging more than 700 University employees across the campus.
- Implementing a steam trap survey program resulting in a 90 percent decrease in wasted steam energy since 2013 and savings of nearly \$2 million each year.

### **Olin Brass**

Louisville, KY

Olin Brass is a leading manufacturer of copper and copper-alloy sheet, strip, foil, tube and fabricated components in North America. The company has developed a sustainability program from the ground up using ENERGY STAR® energy management guidance and tools. Olin Brass is receiving ENERGY STAR Partner of the Year recognition for the commitment of employees and management to build energy management into all operations. Key 2017 accomplishments include:

- Reducing energy intensity by 1.8 British thermal units per pound since 2016. Since becoming an ENERGY STAR partner, the company has saved nearly \$7 million through energy management.
- Studying the factors that influence individual plant performance through enhanced metering and energy mapping to determine methods for advancing improved plant energy performance.
- Sharing its energy management best practices with other ENERGY STAR partners in the manufacturing sector, including a fertilizer producer.
- Completing treasure hunts at two plants, identify 58 projects and completing 17 projects for \$223,390 in savings with a 0.36-year payback.
- Rewarding plants that achieve energy intensity reductions with the Olin Brass Presidential Green Initiative and the Shining Star awards.
- Communicating to employees, several local college classes and communities about ENERGY STAR and energy management opportunities these groups may take to save at home and work.

### **The Kroger Co.**

Cincinnati, OH

The Kroger Co. is one of the nation's largest traditional grocery retailers, employing more than 443,000 associates who serve 8.5 million customers daily across more than 2,700 supermarkets and department stores. The Kroger Co. is receiving ENERGY STAR® Partner of the Year recognition for its prioritization of ENERGY STAR best practices in its energy management program and for its continued commitment to energy reduction. Key 2017 accomplishments include:

- Earning more ENERGY STAR building certifications than any other commercial entity by certifying 320 grocery stores in 2017, bringing the total number of stores certified to 793 since 2011.
- Achieving *Designed to Earn the ENERGY STAR* certification for 10 grocery stores, and certifying 25 previously designed facilities .
- Achieving an average ENERGY STAR score of 70 across 1,933 facilities totaling nearly 128 million square feet.
- Saving 48.7 million kilowatt hours of electricity by installing more than 3.8 million LED lamps.
- Raising the awareness of the ENERGY STAR label to 8.5 million customers every day through ENERGY STAR store certification labels and ENERGY STAR labeled product sales.

## **Virginia Beach City Public Schools**

Virginia Beach, VA

Virginia Beach City Public Schools (VBCPS) serves more than 67,000 students in more than 11 million square feet of building space. VBCPS is receiving ENERGY STAR® Partner of the Year recognition for its successful use and promotion of ENERGY STAR tools and resources for energy efficiency and continuous improvement efforts, and for significantly improving average portfolio-wide ENERGY STAR scores. Key 2017 accomplishments include:

- Earning ENERGY STAR certification for 38 buildings in 2017, including first-time ENERGY STAR certification for three buildings.
- Avoiding costs of more than \$4 million per year since 2006.
- Using ENERGY STAR score metrics as part of the project prioritization process, completing four retro-commissioning projects, leading to increased ENERGY STAR scores in each building.
- Converting heating and cooling systems in three schools to geothermal HVAC systems and using them as teaching tools as part of student curriculum.
- Opening the first facility designed using *Design to Earn* the ENERGY STAR criteria.
- Expanding efforts to individualize heating and cooling setback schedules and temperature points, leading to optimized temperatures and maximized efficiency and occupant comfort.
- Promoting the ENERGY STAR program through speaking engagements at national, state, and local conferences and meetings.

## **Home Energy Rater/Provider**

### **Building Efficiency Resources LLC**

Brevard, NC

Building Efficiency Resources, LLC (BER) is a national provider of technical, educational, and quality assurance services for Home Energy Raters and building performance professionals throughout the United States. BER is receiving ENERGY STAR® Partner of the Year recognition for its support and promotion of the ENERGY STAR certified homes program. Key 2017 accomplishments include:

- Reaching the cumulative milestone of verifying more than 10,000 ENERGY STAR certified homes.
- Training more than 330 Home Energy Raters to certify homes as ENERGY STAR.
- Educating building professionals on the importance of ENERGY STAR and how to meet the intent of the Water Management Guidelines.
- Teaching courses for organizations such as the Northeast Home Energy Rating System Alliance and the Passive House Institute of the United States.
- Delivering state-wide builder training for the New York State Home Builders Association, including code enforcement official trainings, as well as training for real estate, home inspector and appraisal industry professionals.
- Providing marketing and educational efforts in support of the ENERGY STAR Certified Homes program in since 2010.

## **EAM Associates**

Wall, NJ

EAM Associates (EAM) offers a portfolio of services to building industry professionals. An ENERGY STAR® partner since 2000, EAM serves as a Home Energy Rater providing extensive support to home builders. EAM is receiving ENERGY STAR Partner of the Year recognition for promoting and expanding the ENERGY STAR Certified Homes program. Key 2017 accomplishments include:

- Verifying more than 1,000 ENERGY STAR certified homes, for a total of more than 15,000 since joining the program.
- Expanding EAM's ENERGY STAR Builder Toolkit, a comprehensive collection of resources which detail the entire ENERGY STAR certification process.
- Conducting comparative energy modeling analysis to demonstrate the features and beneficial trade-offs of ENERGY STAR to help recruit builders.
- Completing its first rehabilitation building under the ENERGY STAR Multifamily High-Rise Program, resulting in the addition of 68 senior affordable units in an urban area.
- Assisting a large builder partner with their company website update by supplying language and graphics, helping the builder showcase their 100 percent commitment to building ENERGY STAR certified homes to current and prospective customers.

## **MaGrann Associates**

Mount Laurel, NJ

MaGrann Associates is an energy rating and engineering consulting company focused on sustainable construction, retrofit, and program implementation in the residential market. An ENERGY STAR® partner since 1996, the company has consistently supported ENERGY STAR integration into project scopes for builders, developers, and utilities. MaGrann Associates is receiving ENERGY STAR Partner of the Year recognition for its long-standing promotion of the ENERGY STAR Certified Homes program for both industry professionals and consumers. Key 2017 accomplishments include:

- Certifying 2,300 units, an increase of 68 percent compared to 2016, for a total of more than 50,000 since joining the program.
- Collaborating with 45 ENERGY STAR builder partners, a 45 percent increase since 2016.
- Developing and delivering contractor and project technical trainings, including development of project-specific guides for trades and contractors, as well as best practice trainings for a number of national and regional trade organizations.
- Deploying innovative iPad-based data collection tools to enhance the efficiency, accuracy, and tracking of ENERGY STAR inspection compliance in the field.
- Supporting client marketing of ENERGY STAR projects through sales training, development, and deployment of ENERGY STAR focused collateral materials, as well as ENERGY STAR promotion by MaGrann sales staff during new client recruitment, on the company's website and in ENERGY STAR dedicated materials.

**Sustainable Comfort, Inc.**  
Worcester, MA

Sustainable Comfort, Inc. is an energy efficiency and green building consulting firm specializing in third party verification programs in the multifamily residential market. The company provides assistance to developers, architects, and builders during all phases of financing, design, and construction. Sustainable Comfort is receiving ENERGY STAR® Partner of the Year recognition for its support of the ENERGY STAR Certified Homes program and its efforts to advance energy efficiency in the affordable housing market. Key 2017 accomplishments include:

- Verifying more than 400 ENERGY STAR certified homes in 2017, for a total of 1,380 homes since joining the program.
- Actively engaging in more than 90 projects supporting the ENERGY STAR Multifamily High-Rise program.
- Conducting building science trainings, as well as a contractor orientation to review ENERGY STAR process and techniques with each trade expert on individual projects.
- Publishing case studies of high performing projects in various media channels including Affordable Housing Finance, Rate it Green, the New England Real Estate Journal, Building Enclosures, Building Design + Construction, and Civil + Structural Engineer.

## **Multifamily High-Rise Developer**

**Community Investment Strategies**  
Lawrence Township, NJ

Community Investment Strategies (CIS) is a woman-owned business enterprise development firm that primarily serves low-income and senior populations. CIS is receiving ENERGY STAR® Partner of the Year recognition for its commitment to building high-quality, sustainable housing for its current residents and for future generations. Key 2017 accomplishments include:

- Certifying more than 200 units, a 130 percent increase from 2016, for a cumulative total of 540 units.
- Building 32 communities that are ENERGY STAR certified and using subcontractors that are trained in energy-efficient construction techniques and practices.
- Having the entire CIS portfolio committed to energy benchmarking over the next year.
- Implementing quality management programs while shortening construction schedules and saving money.
- Building in locations across New Jersey that are typically underserved, with a focus on thoughtful design and development.

## **New Home Builder**

**Mandalay Homes**  
Phoenix, AZ

Mandalay Homes began building 100 percent ENERGY STAR® certified homes in 2013 and is dedicated to constructing houses that provide comfort and durability for buyers. Mandalay Homes is receiving ENERGY STAR Partner of the Year recognition for notable emphasis on building science education and training, as well as strong ENERGY STAR marketing efforts. Key 2017 accomplishments include:

- Building 205 ENERGY STAR certified homes, an increase of 107 percent from 2016.
- Constructing homes with an average of about 5 percent greater efficiency compared to 2016, using ENERGY STAR resources.
- Developing a continuing education credit training program to educate sales staff and real estate professionals in the service territory about ENERGY STAR.
- Creating an educational and post-closing followup campaign for home buyers about the features of their new homes, so that buyers will be better prepared to maintain their ENERGY STAR certified homes.
- Participating in additional EPA programs such as Indoor airPlus and Water Sense, with a focus on sustainability and comprehensive health protections.

## Product Brand Owner

### **Air King America, LLC**

West Chester, PA

Air King America, LLC has been manufacturing ventilation products for almost 50 years and is dedicated to providing affordable and efficient ventilation solutions. Air King is receiving ENERGY STAR® Partner of the Year recognition for designing ENERGY STAR certified exhaust fans and range hoods with real world applications in mind, and for promoting ENERGY STAR as a key marker of efficiency. Key 2017 accomplishments include:

- Maintaining a year-over-year increase in ENERGY STAR certified bathroom exhaust fans and range hood sales with over 50 percent of ventilation sales coming from ENERGY STAR certified products.
- Engaging more than 15,000 Twitter users during its ENERGY STAR Awareness Month with targeted tweets about *Light the Moment* with ENERGY STAR.
- Handing out over 950 certified LED lamps to employees as part of the Light the Moment with ENERGY STAR initiative.
- Creating a certified continuing education course focused on Indoor Air Quality and using ENERGY STAR certified ventilation products. More than 800 architects, engineers, and builders across the country have completed the course.
- Introducing range hood power units providing ENERGY STAR certified products that can be used to comply with established standards for continuous ventilation as well as local exhaust.

### **Beko US Inc.**

Bolingbrook, IL

Beko US Inc., a subsidiary of ARCELIK A.S., is a major home appliance manufacturer committed to sustainability. Beko is receiving ENERGY STAR®-Partner of the Year recognition for developing innovative, energy efficient products and for raising awareness about the benefits of energy savings. Key 2017 accomplishments include:

- Demonstrating an unwavering commitment to efficient product design by achieving ENERGY STAR certification for 100 percent of its product line-up – a ten point increase over its 90 percent product certification rate in 2016.

- Introducing and promoting products with next-generation efficiency, including four heat pump dryers. These dryers are among the more than 90 percent of Beko products earning ENERGY STAR Most Efficient recognition in 2017.
- Elevating efficiency and environmental messaging through marketing materials such as those developed in collaboration with the ENERGY STAR *Flip Your Fridge* promotion.
- Broadening the reach of energy savings success stories by engaging retailers through a new partnership with Nationwide buying group.

## **GE Lighting**

E. Cleveland, OH

GE Lighting is an industry leader in energy-efficient lighting and is committed to sustainability at the corporate level. A longstanding ENERGY STAR® partner, GE collaborates effectively with both retailers and utilities to deliver customer value. GE is receiving ENERGY STAR Partner of the Year recognition for its significant promotion of ENERGY STAR certified products and active participation in ENERGY STAR campaigns. Key 2017 accomplishments include:

- Maintaining certification for 620 ENERGY STAR light-emitting diode (LED) models, with continued sales growth year over year.
- Supporting the ENERGY STAR *Light the Moment* campaign, working with retailers to incorporate ENERGY STAR education messaging and graphics on in-store displays. GE included a prominent *Light the Moment* graphic and campaign link from its website, resulting in thousands of page views.
- Collaborating with 28 retailers and a wide array of utilities across the country to promote awareness and achieve significant sales of ENERGY STAR certified LED lighting products through a variety of marketing activities, including coupons, bulb giveaways, demos and retail markdown programs.
- Initiating sustainability programs that align business strategies with meeting societal needs while minimizing environmental impacts.
- Reducing greenhouse gas emissions by 18 percent across all its facilities and water-use by 29 percent, from a 2011 baseline with a goal of reducing emissions by 20 percent in 2020.
- Donating more than 73,000 ENERGY STAR certified LEDs to a variety of charitable organizations, to help support energy efficiency and lower energy bills for those in need.

## **HP Inc.**

Palo Alto, CA

HP Inc. is a global technology company focused on creating a broad portfolio of printers, computers, mobile devices, and other products. HP is receiving ENERGY STAR® Partner of the Year recognition for its outstanding promotion of ENERGY STAR certified products and innovation in energy-efficient design. Key 2017 accomplishments include:

- Earning ENERGY STAR certification for more than 790 personal system and printer models, representing 90 percent of its product portfolio.
- Continuing to shift its portfolio toward more energy-efficient products requiring fewer materials, such as the HP Elite Slice which is up to 70 percent lighter than earlier models.
- Doubling the number of computer monitors/displays that earned ENERGY STAR Most Efficient recognition.

- Featuring ENERGY STAR educational messaging and products in the HP Innovation Journal, the Consumer Technology Association holiday media tour, the hp.com website, and via social media. This included promoting Energy Awareness Month and participating in the ENERGY STAR Day pledge.

## **Kenmore**

Hoffman Estates, IL

Kenmore is a well-known brand of household appliances sold by Sears Holdings Corporation and through Sears, has been an ENERGY STAR® supporter since 1992. Kenmore is receiving ENERGY STAR Partner of the Year recognition for its extensive promotion of ENERGY STAR certified appliances, both in stores and online. Key 2017 accomplishments include:

- Increasing the percentage of total sales dollars from ENERGY STAR certified Kenmore appliances by over seven percent compared to the prior year, and selling more than 1.3 million ENERGY STAR certified appliances through its various stores and online retail partners.
- Creating training materials for retail partners that extend to over 1,300 stores and 7,000 sales associates that highlight and stress the importance of energy savings through ENERGY STAR certified appliances.
- Promoting energy-efficiency and ENERGY STAR through a new partnership with Amazon to sell Kenmore ENERGY STAR certified major appliances. For the first time ever, digital ENERGY STAR marketing and educational materials on individual Amazon product pages expose online consumers to the Kenmore Brand and the ENERGY STAR Program.
- Reaching more than 1.3 billion impressions through various marketing efforts aimed at promoting ENERGY STAR certified products and the Kenmore brand.

## **Retailer**

### **Metro Lighting**

Brentwood, MO

Metro Lighting is a family-owned and operated lighting retailer serving distributors across the country through its instore and online sales. Metro Lighting is receiving ENERGY STAR® Partner of the Year recognition for its highly effective efforts educating its employees and the community about energy efficiency. Key 2017 accomplishments include:

- Demonstrating exceptional commitment to training its sales associates, contractors, home builders, interior designers, and retail customers on how to promote ENERGY STAR certified products. This included the creation of an online ENERGY STAR training module to educate and identify areas of improvement for sales staff.
- Educating consumers about energy efficiency, protecting the climate and the benefits of ENERGY STAR certified products.
- Increasing its stock and displays of ENERGY STAR certified products from 2016.
- Continuing the annual SHOW ME LED event which, year after year, brings together a diverse crowd of people with a common interest in ENERGY STAR products, energy savings and LED technology.

## Service and Product Provider

### **CodeGreen Solutions, Inc.**

New York, NY

CodeGreen Solutions, Inc. (Code Green) is an energy and sustainability consulting firm that provides solutions and managed services to more than 300 million square feet of commercial property across the country. The company is dedicated to helping building owners and tenants reduce energy use. Code Green is receiving ENERGY STAR® Partner of the Year recognition for its strong support of the ENERGY STAR program through engaging nationwide tenant organizations in understanding the benefits of ENERGY STAR. Key 2017 accomplishments include:

- Benchmarking more than 200 million square feet of property in Portfolio Manager® in 2017, totaling over 630 individual buildings across the country.
- Working to raise the average ENERGY STAR score from 67 to 74 across all client portfolios since 2010.
- Performing 130 ENERGY STAR certifications in 2017, including nearly 50 percent of the commercial buildings certified in Manhattan, making CodeGreen the largest ENERGY STAR certification provider in Manhattan in 2017.
- Benchmarking more than 30 percent of the 450 million square feet of commercial property in New York City that must comply with the Local Law 84 benchmarking requirement.
- Performing energy audits encompassing 37 million square feet and resulting in over \$8 million dollars in energy savings in 2017, with cumulative energy audits covering more than 122 million square feet since 2010.
- Helping to build a custom energy benchmark for JFK Terminal 4 to compare performance against other airports and help it become the first airport terminal in the country to pursue Leadership in Energy and Environmental Design certification.

### **Moseley Architects**

Richmond, VA

Moseley Architects is a full service architectural, engineering, planning, and interior design firm. The firm has designed more than 3.6 million square feet of buildings achieving *Designed to Earn the ENERGY STAR®* certification for 17 different clients over the past decade. Moseley Architects is receiving ENERGY STAR Partner of the Year recognition for its commitment to energy efficiency and sustainable building design. Key 2017 accomplishments include:

- Achieving *Designed to Earn the ENERGY STAR* certification on 13 building design projects, for nearly 1.4 million square feet, and preventing 3,100 metric tons of carbon dioxide.
- Delivering presentations at national and regional architecture conferences on using ENERGY STAR tools for tracking energy lifecycle from design through building operations.
- Providing several in-house training sessions to their design team through “Moseley University” on design strategies using the ENERGY STAR approach for various building types.
- Promoting ENERGY STAR through more than 60 project interviews, press releases, case studies, and project profiles.
- Collaborating with EPA to improve the design and functionality of the ENERGY STAR Portfolio Manager.
- Continuing to work with clients to monitor energy use once the building is occupied.



**Schneider Electric**  
Louisville, KY

Schneider Electric serves clients in more than 100 countries worldwide, providing energy management and automation services. Schneider Electric is receiving ENERGY STAR® Partner of the Year recognition for advancing ENERGY STAR programs through benchmarking and integrating efficiency strategies into its services for commercial and industrial property managers across North America. Key 2017 accomplishments include:

- Benchmarking more than 16,000 properties using ENERGY STAR Portfolio Manager®, and assisting 380 properties in earning ENERGY STAR certification, including 22 properties that earned certification for the first time.
- Identifying more than \$10 million in combined annual saving opportunities from energy efficiency measures at 54 client properties.
- Sponsoring community and local government groups to provide ENERGY STAR benchmarking and free certifications for schools, non-profits, and other businesses.
- Assisting with data submissions for more than 200 client buildings into city, county, or state benchmarking ordinances.
- Supporting more than 200 school districts, county and city governments, and other non-commercial entities with ENERGY STAR benchmarking and data management through performance contracting groups.
- Promoting ENERGY STAR engagement through joint webinars with EPA and training sessions with utility companies and incorporating ENERGY STAR into its collateral materials for prospective clients.

**Contractor of the Year – Home Performance with ENERGY STAR**

**C.S. Construction**  
Eau Claire, WI

C.S. Construction is a design-build construction company and a participant in the Focus on Energy Home Performance with ENERGY STAR® (HPwES) program. C.S. Construction incorporates energy efficiency in every job; the company strives for the greatest energy savings possible. C.S. Construction is receiving HPwES Contractor of the Year recognition for its strong support of ENERGY STAR and its commitment to the HPwES program. Key 2017 accomplishments include:

- Completing 191 energy assessments and 157 HPwES projects; this represents a 10-fold increase in projects compared to 2016. In 2017, the company achieved energy savings amounting to 4,577 million British thermal units.
- Collaborating with the Focus on Energy HPwES program to design and implement an air sealing and insulation sales strategy targeting landlords and rental properties. The strategy includes guaranteeing rebates to owners to secure interest in improving their rental properties.
- Including educational information and cost estimates for air sealing and insulation upgrades that qualify for the Focus on Energy HPwES with every project bid.
- Securing customers more than \$540,000 in incentives through the Focus on Energy HPwES program.
- Collaborating with Focus on Energy to issue post-project press releases highlighting the energy savings associated with completed projects.

**EDGE Energy**  
McLean, VA

EDGE Energy is a renewable energy systems installer and residential contracting company committed to corporate sustainability. EDGE Energy is receiving Home Performance with ENERGY STAR® Contractor of the Year recognition for its distinguished participation in the Home Performance with ENERGY STAR (HPwES) program. Key 2017 accomplishments include:

- Converting internal IT systems to Salesforce in order to connect building science data to accounting and employee payroll systems, allowing for the creation of automated bonuses and paid referrals.
- Offering continuing education to employees, and an internal energy auditor incubator to help air-seal and weatherization technicians grow their careers. Six technicians earned the Building Analyst credential in 2017 from this effort.
- Attending meetings in Virginia on the impacts of the International Energy Conservation Code on housing.
- Beginning the integration of heating, cooling, and plumbing into existing operations to meet market demand and re-engage with past clients.
- Modernizing home energy audit data storage with custom Salesforce objects so clients can share project data with energy markets and on Openeemeter.org.

**Ideal Energy**  
Phoenix, AZ

Ideal Energy is an established, quality-driven contracting company, with a focus on heating and air conditioning. Ideal Energy is receiving Home Performance with ENERGY STAR® Contractor of the Year recognition for its outstanding participation in the Home Performance with ENERGY STAR (HPwES) program. Key 2017 accomplishments include:

- Earning the Trane West Region Pacesetter Award, which is awarded for percentage growth in sales for variable capacity ENERGY STAR certified equipment in the western United States.
- Hiring and training additional advisors who can perform an audit and generate equipment calculations onsite to sell HPwES upgrades during the audit.
- Investing in online marketing efforts in order to promote HPwES and energy efficient insulation.
- Participating on the boards of Efficiency First and Efficiency First Arizona and establishing an ongoing relationship with the Arizona Corporation Commissioners. The company also helps the Arizona Home Performance program with ENERGY STAR identify and address issues for the energy efficiency market.
- Establishing a relationship with a local builder for designing, installing and testing energy efficient ductwork and ENERGY STAR heating and cooling equipment in new homes.

**Wise Home Energy**  
Rochester, NY

Wise Home Energy provides comprehensive home assessments and improvements in the greater Rochester, New York area to both market rate and low income customers. Wise Home Energy is receiving Home Performance ENERGY STAR® Contractor of the Year recognition for notable participation in the Home Performance with ENERGY STAR (HPwES) program. Key 2017 accomplishments include:

- Bringing the *Proof is Possible Tour* to Rochester, NY, in order to educate consumers on the importance of scientific testing to ensure work is done to quality standards, with a traveling tiny house exhibit.
- Serving on the Home Performance Coalition’s Steering Committee for the Saratoga, New York 2018 Regional Conference.
- Conducting regular trainings with mock building structures and in-home technical training videos.
- Encouraging clients to consider the comfort, safe, and health of their home, in addition to energy use. To that end, the company tests indoor air quality after installations to measure the quality of work.
- Taking trainings on manufactured housing insulation to address a void in efficient and cost-effective measures in the local mobile homes market.
- Educating homeowners on the value of choosing the home performance approach and a contractor participating in the HPwES program.

## **Excellence in ENERGY STAR Promotion**

### **Central Hudson Gas & Electric Corporation**

Poughkeepsie, NY

Central Hudson Gas and Electric (Central Hudson) provides 300,000 customers with electricity and 79,000 customers with natural gas in a service territory spanning New York State’s Hudson Valley. Central Hudson is receiving ENERGY STAR® recognition for its effective engagement in the ENERGY STAR *Light the Moment* promotion and its community-based educational efforts. Key 2017 accomplishments include:

- Promoting ENERGY STAR certified light-emitting diode (LED) lighting, including the distribution of 382,000 bill inserts as well as point-of-purchase signing in 31 retail locations and on-line marketplaces, and discounting nearly 425,000 ENERGY STAR certified LED bulbs, all of which resulted in more than 17,000 megawatt hours (MWh) in energy savings.
- Featuring the “Light the Moment with Central Hudson” contest on its website and online marketplace, Facebook and Twitter, and through email.
- Organizing numerous in-store educational events in its service territory, promoting ENERGY STAR certified lighting and the “Light the Moment with Central Hudson” contest to thousands of consumers.
- Engaging limited-income customers in partnership with local United Way chapters, and distributing more than 20,000 ENERGY STAR certified LED bulbs to more than 4,000 customers.
- Participating in the ENERGY STAR Day promotion through social media, and leveraging the ENERGY STAR *Ways to Save* web service.

### **Entergy Mississippi, Inc.**

Jackson, MS

Entergy Mississippi, Inc. is an electric utility serving approximately 447,000 customers across the state. Entergy Mississippi is receiving ENERGY STAR® recognition for its high-quality certified lighting

outreach to limited-income communities and participation in the ENERGY STAR laundry and heat pump water heater product promotions. Key 2017 accomplishments include:

- Distributing more than 75,000 ENERGY STAR certified light bulbs to limited-income residents, an increase of 72 percent since 2016.
- Delivering more than 300,000 kilowatt hours in energy savings through its promotion of ENERGY STAR certified appliances to Mississippi residents.
- Integrating ENERGY STAR through its appliance program materials including signage, brochures, website, bill inserts, newsletter articles, social media, and online search ads, resulting in hundreds of thousands of impressions.
- Participating in the ENERGY STAR *Laundry Made Better*, water heater, and ENERGY STAR Day promotions by leveraging social media posts with content and graphics from ENERGY STAR.
- Educating customers about the benefits of ENERGY STAR certified products and practices by leveraging the ENERGY STAR Ways to Save tips web service.

**Globe Electric Inc.**  
Montreal, QC

Globe Electric is a market leader for light-emitting diode (LED) bulbs. The company is receiving ENERGY STAR® recognition for effectively promoting its ENERGY STAR certified products and for its notable community outreach programs. Key 2017 accomplishments include:

- Collaborating with the ENERGY STAR program to develop market strategies that promote the availability of lower cost, high quality ENERGY STAR certified LEDs to consumers.
- Working in partnership with utility sponsors to develop several food pantry distribution programs targeting low income communities and under-represented and interfaith groups in several eastern U.S. states.
- Helping U.S. consumers save more than \$5,000,000 in electricity costs in one year.
- Focusing on retailers that service lower income and rural consumers that have not previously had ENERGY STAR certified products available to them.
- Achieving a 1,194 percent increase in ENERGY STAR certified LED bulbs sales over 2016 levels. For ENERGY STAR LED fixtures, Globe increased unit sales by 96.13 percent over 2016 levels.

**Good Earth Lighting, Inc.**  
Mount Prospect, IL

Good Earth Lighting, Inc. designs, engineers, manufactures, and promotes attractive ENERGY STAR® certified light fixtures. The company places strong emphasis on product quality. Good Earth Lighting is receiving ENERGY STAR recognition for its emphasis on training and education. Key 2017 accomplishments include:

- Increasing ENERGY STAR units shipped by 64 percent.
- Focusing on product-related ENERGY STAR training for sales staff at all levels, providing important product information relevant to all the ENERGY STAR products it offers.
- Introducing new ENERGY STAR product packaging with an environment friendly look and design. This packaging was rolled out across all product categories, providing a consistent merchandising message.

- Expanding ENERGY STAR product offerings, particularly in linear fixtures which saw a 1,500 percent increase in ENERGY STAR shipments.

### **Greenlite Lighting Corporation USA**

Irvine, CA

Greenlite Lighting Corporation USA manufactures light-emitting diode (LED) bulbs to provide energy-saving lighting solutions to North American residential markets. Greenlite is receiving ENERGY STAR® recognition for distinguished promotion of lighting products. Key 2017 accomplishments include:

- Bringing ENERGY STAR certified LED bulbs to all demographic sectors through retail channels like Dollar Tree, Habitat for Humanity ReStore, etc., with special pricing made possible by utilities.
- Selling ENERGY STAR certified LED bulbs through various retail channels including Ace Hardware, Dollar Tree, Independent Retailers, Target Markets, Price Rite, and Ocean State.
- Partnering with Xcel Energy on activities that included giveaways of ENERGY STAR certified LED bulbs at professional sporting events with the Minnesota Twins, Minnesota Timberwolves, and the Colorado Rockies.
- Exhibiting at seven industry trade shows including the ENERGY STAR Products Partner Meeting and Light Fair International.

### **L'Image Home Products Inc.**

Montreal, QC

L'Image Home Products designs, develops, and manufactures a wide range of lighting products and brings affordable, energy-efficient lighting products to a variety of retail channels across North America. L'Image Home Products is receiving ENERGY STAR® recognition for generating substantial growth in the utility rebate sector around ENERGY STAR certified lighting. Key 2017 accomplishments include:

- Establishing 2017-2018 efficiency programs in discount store retailers.
- Selling enough ENERGY STAR products to offset 22,390 metric tons of carbon dioxide, equivalent to the emissions of 4,794 passenger vehicles driven for one year.
- Introducing 17 new products with ENERGY STAR certification.
- Generating a record 82,166 impressions with multi-channel outreach featuring ENERGY STAR logos through web, non-web, and other means such as POP displays.

### **MACH® Energy**

Oakland, CA

MACH® Energy is a leading cloud-based and mobile software provider of energy and water management solutions for commercial real estate property managers, operators, and engineers. MACH Energy is receiving ENERGY STAR® recognition for comprehensive research, education, and promotional campaigns. Key 2017 accomplishments include:

- Surveying more than 400 building professionals nationwide to collect their opinions on the significance of ENERGY STAR, Portfolio Manager®, and building benchmarking requirements.

- Completing regional outreach to more than 1,000 buildings in the San Francisco area, urging building owners to integrate with Portfolio Manager, start benchmarking their energy usage, and report their ENERGY STAR scores in order to comply with local benchmarking ordinances.
- Publishing a 54-page industry research paper and accompanying infographic, “ENERGY STAR: An analysis of economic benefits to the built environment,” which is a comprehensive analysis of the history, benefits, and future of ENERGY STAR.
- Averaging more than a 2.5 percent increase in ENERGY STAR scores across all client portfolios using MACH Energy’s software platform.

### **Northwest Energy Efficiency Council**

Seattle, WA

The Northwest Energy Efficiency Council (NEEC) is a non-profit association of the energy efficiency industry whose mission is to promote policies and programs that enhance market opportunities. NEEC is being recognized for its multi-faceted support for benchmarking with ENERGY STAR Portfolio Manager®. Key 2017 accomplishments include:

- Answering more than 5,100 inquiries from Seattle customers through its Energy Benchmarking Help Desk regarding use of EPA’s ENERGY STAR Portfolio Manager®. NEEC reduced the number of buildings relying on default data from 642 to 44 in 2017.
- Training 1,277 building operators representing 214 million square feet of commercial and institutional building space using the Building Operator Certification’s ENERGY STAR Portfolio Manager curriculum.
- Serving five local jurisdictions through its Smart Buildings Center (SBC), which provides data analytics and visualization services derived from ENERGY STAR Portfolio Manager to capture trends in city, county, and state buildings. The SBC leveraged Portfolio Manager data to develop quarterly and annual reports focusing on greenhouse gas emission and energy use intensity reductions.

### **Washington Gas**

Springfield, VA

Washington Gas is a natural gas service provider in the nation’s capital region, offering rebates on high-efficiency gas appliances and equipment for residential and commercial customers. Washington Gas is receiving ENERGY STAR® recognition for promoting certified products and rebates, and participation in ENERGY STAR promotions. Key 2017 accomplishments include:

- Promoting ENERGY STAR certified products and rebates to customers, with a focus on smart thermostats and water heaters, and increasing redeemed ENERGY STAR incentives significantly.
- Participating in one of the first ENERGY STAR certified smart thermostat promotions through an email campaign co-branded with NEST, resulting in customers redeeming 3,057 rebates.
- Garnering nearly 5 million impressions in combined print advertising and bill inserts promoting ENERGY STAR and its environmental benefits to its customers.
- Featuring ENERGY STAR certified smart thermostats and water heaters via digital channels, including targeted efforts in Maryland and Virginia, resulting in nearly 15,000 impressions on Facebook and Twitter
- Supporting ENERGY STAR Day via social media resulting in nearly 2,000 impressions.

## **Excellence in Product Design**

### **AT&T**

Dallas, TX

AT&T is a leading provider of pay-television and global telecommunications. AT&T is receiving ENERGY STAR® recognition for deploying millions of cutting edge, energy efficient set-top boxes. Key 2017 accomplishments include:

- Deploying more than 10 million ENERGY STAR certified set-top boxes -100 percent of AT&T's set-top box purchases in 2017.
- Saving 250 million kilowatt hours annually with their efficient hardware, and saving their customers more than \$759 million in energy costs since 2009.
- Decreasing the energy consumption of all active U.S. receivers by 24 percent since 2012, even with a nine percent increase in deployed receivers.
- Growing the success of the energy efficient Genie® whole-home DVR solution that allows a central ENERGY STAR certified DVR to connect to ENERGY STAR certified Genie® Mini or DIRECTV Ready televisions with no additional receivers required.
- Certifying all eligible set-top boxes to the new, stringent ENERGY STAR Version 5.1 specification.

### **Panasonic**

Newark, NJ

Panasonic offers high-performance ventilation solutions that are ENERGY STAR® certified and comply with stringent ventilation codes and green building standards. Panasonic is receiving ENERGY STAR recognition for its continued industry leadership in protecting the environment through superior, energy-efficient products. Key 2017 accomplishments include:

- Placing 123 ads in 46 print publications reaching more than 2.7 million impressions.
- Incorporating ENERGY STAR in nearly all press, advertising, marketing materials, social media, and trade show booth displays.
- Training more than 45,000 retail employees and more than 3,000 builders, designers, engineers, and specifiers on energy efficiency in ventilation and the value of ENERGY STAR.
- Highlighting ENERGY STAR messaging in 25 consumer and trade media placements reaching a total audience of over 2.6 million.
- Offering fans designed to deliver indoor air quality, efficiently, despite variations in installation quality.
- Donating hundreds of ENERGY STAR certified fans to Hurricane Irma and Harvey victims, working with Habitat for Humanity Hurricane Disaster Relief.

### **True Manufacturing (True Food Service Equipment)**

O'Fallon, MO

True Manufacturing is a leading manufacturer of commercial refrigeration equipment, serving a variety of market sectors. True Manufacturing is receiving ENERGY STAR® recognition for its innovation in the commercial refrigeration market, developing high-efficiency equipment using sustainable materials. Key 2017 accomplishments include:

- Earning the ENERGY STAR Emerging Technology Award for Innovative Refrigerant Systems for 42 commercial refrigeration models, offering customers between 50 - 2,400 kilowatt hours in annual savings.
- Increasing the total number of models listed by more than 100 percent.
- Elevating the ENERGY STAR profile of commercial refrigeration equipment, engaging in the specification revision process and continuing to advance energy efficiency.
- Developing entire product lines that make use of hydrocarbon refrigerants and accelerating the market shift to more climate-friendly refrigerant options across the country.

## **Certificate of Recognition**

### **Columbia Association**

Columbia, MD

Columbia Association (CA) is a nonprofit public service corporation dedicated to providing the highest level of fitness and community amenities to the 100,000 residents of Columbia, MD. CA has reduced its energy intensity by 19 percent while broadly promoting ENERGY STAR® programs and engaging the community in energy efficiency awareness. CA is receiving a Certificate of Recognition for integrating ENERGY STAR energy management practices into its operations and investing in ENERGY STAR equipment and efficiency upgrades over the last five years.

### **Evergreen Credit Union**

Neenah, WI

Evergreen Credit Union is a full-service financial institution dedicated to corporate sustainability. Evergreen Credit Union is receiving a Certificate of Recognition for using ENERGY STAR® guidelines and tools to reduce electric, gas, and water usage as part of its energy management plan, including achieving an ENERGY STAR certification score of 98, reducing energy intensity by nearly 15 percent since 2014, and lowering its energy costs by 74 percent through the installation of onsite solar panels. The company also promotes ENERGY STAR actively on social media and employs a sustainability manager.



# 2018 ENERGY STAR® AWARD CRITERIA

The simple  
choice for  
energy  
efficiency.



## March 2018

### 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, Home Energy Rater/Provider, New Home Builder, Product Brand Owner, Retailer, and Service and Product Provider.

### Partner of the Year—Energy Efficiency Program Delivery

This award recognizes organizations that have demonstrated leadership and best practices in implementing energy efficiency program and/or program portfolios that incorporate ENERGY STAR as a key strategy. Recipients of awards in this category distinguish themselves through their use of ENERGY STAR tools, strategies and resources as a cost-effective approach to delivering near-term program results while also effectively overcoming market barriers to efficiency such that more efficient products, homes, and buildings become the norm.

This award recognizes organizations in four Program Categories:

1. Residential New Construction—programs that promote the construction of ENERGY STAR certified homes and apartments by implementing program elements such as the following:
  - Designing approaches that are based on the local housing market and unique program goals and reflect the most important regional factors for program success;
  - Marketing strategies that increase awareness of ENERGY STAR certified homes and apartments;
  - Training sessions to help stakeholders be successful program participants;
  - Strategic incentive structures that help to offset upgrade costs and encourage participation;
  - Outreach approaches that create strong relationships with stakeholders, communicate procedures and expectations, and share important program information;
  - Quality assurance protocols to ensure the integrity of the ENERGY STAR label and the EEPS program;
  - Measurement and evaluation processes to assess progress and attainment of goals, and facilitate continuous improvement in program implementation.
2. Home Performance with ENERGY STAR—innovative Home Performance with ENERGY STAR Sponsors and partners that promote or deliver Home Performance with ENERGY STAR by implementing at least one of the following:
  - Marketing strategies that increase the use and awareness of Home Performance with ENERGY STAR with demonstrated project-generating results;
  - Program delivery approaches that produce a high conversion ratio from home performance assessments to Home Performance with ENERGY STAR projects for participating contractors; significant impacts for homeowners, such as greater energy savings, improved safety and comfort, and enhanced building functionality; and are supported and funded by diverse market actors;
  - Workforce infrastructure development that provides mentoring, training, and recognition for participating contractors and is supported by a quality assurance process; and

- Leadership in the national, regional, state or local arenas to foster partnerships, collaboratives, and advancement of the home performance industry.
3. Certified Products—programs that are designed to overcome market barriers to widespread adoption of ENERGY STAR certified commercial and residential products and/or related best practices, such as power management of office equipment, consumer education on proper thermostat use, etc.
  4. Commercial and Industrial—programs that deliver improved whole-building energy performance in existing commercial buildings; target and track performance for new construction; and/or achieve facility-wide improvement in industrial plants, by using ENERGY STAR tools and resources to overcome market barriers.

## Partner of the Year—Energy Management

This award recognizes businesses and organizations that demonstrate their commitment to environmental protection through superior energy management, particularly by integrating and promoting ENERGY STAR tools and resources within their energy management program. Applications are evaluated in three categories:

1. Energy Management Practices—practices employed by the organization to manage and reduce energy use. These include long-term strategies, management practices, innovative technologies, cost-effective upgrades, data-driven enhancements to systems or processes, or other practices implemented at the corporate or organization level to improve performance.
2. Communication Strategies—how the organization used communications to support and promote their energy management program and enhance its partnership with ENERGY STAR. Their communications plans are strategic, integral components of their corporate energy management programs. This is demonstrated through:
  - Communication strategies for promoting energy efficiency with ENERGY STAR to internal audiences, such as employees and senior leadership.
  - Communication strategies for promoting energy efficiency with ENERGY STAR to external audiences, such as tenants, customers, and shareholders.
  - Participation in ENERGY STAR recognition activities.
3. Demonstration of Energy Savings—actual energy performance improvements achieved by the organization during 2017, taking into account both the magnitude of the improvements, and current energy performance relative to the organization’s peers. Partners are encouraged to express savings in business, financial, and environmental metrics, and to illustrate cumulative accomplishments.

## Partner of the Year—Home Energy Rater/Provider

This award recognizes certified ENERGY STAR Home Energy Rater, Accredited Rating Provider, and Accredited Quality Assurance Provider partners who have demonstrated excellence and innovation in assisting home builders and/or Raters in expanding the ENERGY STAR Certified Homes program. Organizations receiving this award are evaluated using the following criteria:

1. Recruitment—how the organization directly contributed to growth in the number of builders and/or Home Energy Raters participating in the ENERGY STAR Certified Homes program in its service area(s).
2. Technical Support—support the organization provided to builders and Raters during 2017, such as identifying cost effective solutions to achieve greater energy efficiency, providing technical training to builders and/or Raters, assisting builders to incorporate emerging technologies and advanced building practices, or other value added services.

3. Innovation—innovative approaches used by the organization in working with builders and/or Raters to implement their ENERGY STAR Certified Homes programs during 2017 (e.g., customer management systems, verification processes, unique quality assurance approaches).
4. Marketing and Sales Support—ENERGY STAR-related marketing and sales support provided to builders and/or Raters during 2017. This may include activities designed to increase consumer awareness /demand for ENERGY STAR certified homes, or activities designated to increase the knowledge and ability of builder sales agents and/or real estate professionals to effectively sell the features and value of ENERGY STAR certified homes.

### **Partner of the Year—Multifamily High Rise Developer**

This award recognizes ENERGY STAR multifamily high rise (MFHR) developer partners that have demonstrated excellence and innovation in building and promoting ENERGY STAR certified apartments. Developers receiving this award are evaluated on the following criteria:

1. Promotion and Marketing—marketing materials and activities that the organization developed and/or used in 2017 to promote and market its ENERGY STAR certified apartments.
2. ENERGY STAR Web Presence—how the organization’s website highlights its ENERGY STAR partnership, discusses features of ENERGY STAR certified apartments, and cross-links to the ENERGY STAR Multifamily High Rise program website.
3. Energy Efficiency Innovation—at least one innovation or emerging technology that was featured in the organization’s ENERGY STAR certified MFHR projects in 2017 that improved cost and/or energy efficiency. Partners are encouraged to demonstrate how the innovation translated into benefits for occupants.
4. Costs and Benefits Associated with ENERGY STAR—costs and savings associated with the organization’s ENERGY STAR certified MFHR projects constructed during 2017 as compared to code. Costs can include incremental hard costs (e.g., materials) and soft costs (e.g., labor hours). Savings can include utility bill savings, energy savings, and/or emissions savings.
5. Training Activities—training developed and/or conducted related to ENERGY STAR certified MFHR projects that the organization engaged in during 2017, such as training of sales/leasing staff to promote the features and benefits of ENERGY STAR certified units, or training of site supervisors or trades regarding the ENERGY STAR MFHR technical program requirements.
6. Licensed Professional Letter of Recommendation—letter of recommendation that describes the Licensed Professional’s experience working with the developer during 2017 to construct, verify, and/or promote ENERGY STAR certified MFHR apartments. Licensed Professionals can be considered for a Certificate of Recognition when nominated by their developers.

### **Partner of the Year—New Home Builder**

This award recognizes ENERGY STAR home builder partners that have demonstrated excellence and innovation in building and promoting ENERGY STAR certified homes, including builder partners who serve the affordable housing and low- income housing community. Organizations receiving this award are evaluated based on the following criteria:

1. Promotion and Marketing—materials and activities that the organization developed and used to promote and market ENERGY STAR certified homes during 2017.
2. Training—training related to ENERGY STAR certified homes that the organization developed and/or conducted

during 2017, such as training of sales staff to promote the features and benefits of ENERGY STAR certified homes; training of site supervisors or trades regarding the ENERGY STAR certified homes technical program requirements; training of customer service representatives to answer homeowner questions related to the operation of their ENERGY STAR certified homes.

3. Quality and Cost Control—organizations must describe at least one area where the ENERGY STAR Certified Homes program was used to enhance the quality or cost control of the construction process in 2017.
4. Innovations and Emerging Technologies—organization must describe at least one innovation or emerging technology that was incorporated into its ENERGY STAR certified homes in 2017, such as the use of connected home technology or an advanced building practice such as LED lighting or spray foam insulation.
5. Home Energy Rater/Accredited Rating Provider Acknowledgement—organization is asked to identify any Home Energy Rating companies or Rating Providers who were integral to their success with the ENERGY STAR Certified Homes program in 2017. EPA takes these acknowledgements into consideration when reviewing the Partner of the Year – Home Energy Rater/Provider applications.

## Partner of the Year—Product Brand Owner

This award recognizes product brand owners of ENERGY STAR certified products who have furthered the goals of ENERGY STAR through their active participation. Partners must demonstrate that their company's activities and accomplishments are specific to supporting ENERGY STAR's objective in the following areas: ENERGY STAR partners who manufacture certified products and have furthered the goals of ENERGY STAR through their active participation in the program. Applications are evaluated in the following categories:

1. Furthering Energy Efficiency in Products:
  - Number of ENERGY STAR certified models available in 2017 and percentage change over previous year.
  - Percentage of eligible 2017 models that are ENERGY STAR certified.
  - New ENERGY STAR models/option packages developed/certified in 2017, including a brief description of innovation in product design for energy efficiency.
  - Engagement and leadership in regards to the ENERGY STAR program, including participation in ENERGY STAR product specification development effort(s) and conduct/sharing of research and/or data that support specification development.
  - Activities that go above and beyond minimum labeling requirements.
2. Training Efforts:
  - Integration of ENERGY STAR into organization's sales force and employee training.
  - Cooperation with distributors, retailers, or utility/state/regional partners to increase ENERGY STAR information in retail/distributor product knowledge training.
  - Collaboration with EPA in the development of training activities.
3. Sales and Marketing - specific activities undertaken to promote ENERGY STAR certified products:
  - Integration of ENERGY STAR in exhibits at key industry tradeshow and inclusion of ENERGY STAR in presentations for meetings with distributors and/or retailers.
  - Participation in one or more of EPA's 2017 ENERGY STAR Products Promotions or other consumer outreach initiatives/campaigns including: Light the Moment; Water Heaters; Smart Thermostats; Pool Pumps; Flip Your Fridge; Earth Day; Cooling; Room Air Conditioners; ENERGY STAR Most Efficient; and ENERGY STAR Day.

- Consumer outreach that promoted ENERGY STAR certified products, such as in-store activities, advertising, public relations, media or community events, digital media, and direct mail.
4. Consumer/End User Education:
    - Innovative and/or impactful educational efforts that go above and beyond simple ENERGY STAR logo use and/or messaging.
    - Consumer education on the importance of energy efficiency, the problem of climate change, the benefits of preserving the environment, and/or the benefits of reducing air pollution.
  5. Cross-Cutting Efforts That Have Been Incorporated into Company Practices:
    - Offering recycling of products and/or packaging or developing in-house recycling programs.
    - Participation in the development of data tools, such as QPX and Product Finder.
    - Commitment to organization-wide facility energy efficiency improvements.
    - Organizational procurement practices of energy-efficient and/or ENERGY STAR certified products.
    - Company efforts to reducing GHG emissions (e.g., recycling programs, solar, Bike to Work initiatives, electric vehicle charging stations, etc.)
    - Participation in other EPA programs and campaigns, such as: SmartWay, Green Power Partnership, Responsible Appliance Disposal (RAD) Program, and WaterSense.
    - Company efforts to reducing GHG emissions in the value chain of its products (i.e. manufacturing processes for products).
    - Use of ENERGY STAR Portfolio Manager to benchmark buildings or preference given to leasing space from ENERGY STAR certified buildings.
    - Energy management program that spans the company operations and that is in accord with ENERGY STAR's Guidelines for Energy Management.
    - Commitment to protecting the integrity of the ENERGY STAR brand through continuous improvement, enhanced quality assurance, reporting logo violations, or other practices.

## Partner of the Year—Retailer

This award recognizes retailers, both large and small, that are making an ever-increasing contribution to the growing success of ENERGY STAR. Applications are evaluated in the following categories:

1. ENERGY STAR Partnership and Planning:
  - High-level engagement that includes the development of an implementation plan informed by EPA's top-priority products and initiatives for the year.
  - Working throughout the year to facilitate EPA relationships with merchant and marketing representatives.
2. Product Marketing and Promotions:
  - Working to order, stock, and promote ENERGY STAR products in store and online.
  - Working to increase stocking, sales, and labeling of ENERGY STAR priority products categories, including lighting, appliances, consumer electronics.
  - Engaging in ENERGY STAR seasonal promotions.
3. General ENERGY STAR Consumer Education:
  - Promoting ENERGY STAR and educating consumers about energy efficiency and its environmental and other benefits through general efforts, such as in-store, online, and other (e.g., advertising, public relations, events, trainings, and participation in EPA ENERGY STAR communications campaigns).

4. ENERGY STAR Training Efforts:

- Educating sales associates about the ENERGY STAR program and the value of ENERGY STAR certified products.
- Cooperation with product brand owners, manufacturers, or utility/state/regional partners to increase ENERGY STAR information in product knowledge training.
- Collaboration with EPA in the development of training activities.
- Provision of specific training materials to associates for ENERGY STAR certified lighting and ENERGY STAR Most Efficient appliances.

## Partner of the Year—Service and Product Provider

This award recognizes businesses and organizations that catalyze market transformation in energy efficiency through their products, services, and/or effective outreach efforts. Award-winning Service and Product Providers (SPPs) demonstrate outstanding success in helping private- or public-sector organizations to improve energy performance in their existing buildings and building designs. Applications are evaluated in the following categories:

1. Organization and Business Practices:

- Utilizing ENERGY STAR partnership and EPA’s tools and resources to differentiate organization and improve business relationships with customers.
- Alignment of organization’s mission with the ENERGY STAR program.
- Delivering energy efficiency in existing buildings and/or building designs that incorporate superior energy performance.
- Integration of ENERGY STAR tools and resources into day-to-day business practices.
- Collaborated with EPA or provided feedback to EPA on the design and functionality of ENERGY STAR tools and resources.

2. Benchmarking and Certification:

- Helps its clients benchmark and certify existing buildings
- Helps its customers improve the energy efficiency of their building design projects

3. Marketing and Recognition:

- Organization uses its ENERGY STAR partnership to help the organization market its services and recognize the success of its projects and clients.
- 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.
- Including the ENERGY STAR logo and/or referencing the ENERGY STAR program on any marketing materials, articles, publications, white papers, web pages, or other media.
- Using ENERGY STAR to help clients gain recognition for achieving energy efficiency and enhanced performance in design projects and/or existing buildings.

## Contractor of the Year—Sustained Excellence, Home Performance with ENERGY STAR Program

Participating contractors who have received Home Performance with ENERGY STAR Contractor of the Year recognition for multiple years and have gone above and beyond the criteria needed to qualify for this recognition are honored with the award for Sustained Excellence.



## Contractor of the Year—Home Performance with ENERGY STAR Program

This award recognizes participating contractors who demonstrate innovative business practices that make them leaders in the home performance industry. The award winners take on challenges and apply unique approaches to realize notable success in their local Home Performance with ENERGY STAR markets. They exhibit outstanding professionalism, build strong customer relationships, and apply building science solutions to improve homes. Applications are evaluated based on the following criteria:

1. **Project Results**— consistently achieve significant energy savings, load shifting, or demand reduction with Home Performance with ENERGY STAR and are able to demonstrate replicable and innovative approaches to achieve these results.
2. **Industry and Business Leadership**—providing leadership in their market, either among their peers or by improving their own company, including efforts to engage in local and national policy and/or regulatory initiatives, training and mentoring, industry trade groups, and continuing education. Improved business efficacy and operational efficacy by implementing new offerings or procedures learned through their association with Home Performance with ENERGY STAR.
3. **Customer Engagement**— building strong customer relationships through effective approaches including innovative Home Performance with ENERGY STAR marketing campaigns, connecting marketing activities to sales, using unique tactics to close sales, collecting and integrating customer feedback, responding to customer concerns, achieving high customer ratings.

## Excellence—ENERGY STAR Promotion

This award recognizes specific, exemplary ENERGY STAR promotions or consumer outreach campaign activities (as opposed to ongoing efficiency programs) that took place during calendar year 2017. Activities may include participation in one or more of EPA’s ENERGY STAR 2017 product promotions listed below, or other consumer outreach initiatives that promoted ENERGY STAR certified productions.

- Flip Your Fridge
- Earth Day
- Pool Pumps
- Cooling
- Room Air Conditioners
- ENERGY STAR Most Efficient
- Water Heaters
- ENERGY STAR Change the World Tour: Brighten a Life with ENERGY STAR
- ENERGY STAR Day

Partners receiving this award implemented promotions, marketing, or consumer outreach campaigns that clearly work in the support of any or all of the following goals:

1. Increase consumer understanding of ENERGY STAR – visual recognition of blue label, what it stands for, who’s behind it, individual and collective benefits of choosing ENERGY STAR.
2. Increased consumer awareness and sales of ENERGY STAR certified products in a sustainable manner (e.g., any price incentives are complemented with educational materials conveying product benefits and value).
3. Affect sustained behavior change around energy efficiency – move consumers from “knowing” to “doing.”
4. Increase presence of ENERGY STAR in media/social media (TV, newspapers, consumer publications, Web

content, trade publications, radio, etc.).

5. Support positioning ENERGY STAR as a trusted resource for energy efficiency and drive traffic to [www.energystar.gov](http://www.energystar.gov).

## **Excellence—Product Design**

This award recognizes important contributions to driving efficiency in products. Partners recognized with this award lead in the design and manufacture of the best of ENERGY STAR certified products.

## **Certificates of Recognition**

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