

2017 ENERGY STAR® Awards

Partner of the Year Award Application

Energy Efficiency Program Delivery

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Eligibility: This award is open to utilities, state agencies, regional energy efficiency nonprofit organizations, associations, and other organizations that sponsor sustained energy efficiency and environmental programs.

Please note that for-profit energy service and product providers are not eligible for this award category and are redirected to the application for Service and Product Providers under the Partner of the Year category.

Description of Award: 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. Organizations applying for this award are strongly encouraged to address how they are transforming the market for energy efficiency in the long term.

The goal of this award is to recognize comprehensive, high-performing energy efficiency programs and/or portfolios that have directly leveraged ENERGY STAR to achieve (or to be positioned to achieve) significant impact in the marketplace advancing energy efficiency and related greenhouse gas emission reduction objectives.

Program Categories: Applicants may apply in one or more of the following four Program Categories. Applicants promoting ENERGY STAR in more than one ENERGY STAR program area (i.e., Residential New Homes, Home Performance with ENERGY STAR, ENERGY STAR Certified Products, and/or Commercial and Industrial) are strongly encouraged to submit one comprehensive application to most effectively convey their organization's strategic use of the ENERGY STAR platform and partnership in advancing energy efficiency, irrespective of internal organization/program management structures.

NOTE: For organizations that have been recognized with ENERGY STAR Awards in past years, the award evaluation committee will evaluate applicants not only on their ability to sustain successful strategies from prior years, but on the new strategies and activities initiated in 2016. Applicants are encouraged to respond accordingly in their narratives.

Contact your regional account manager for additional details or guidance if applying for multiple awards.

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Category 1. Residential New Construction: Programs that promote the construction of ENERGY STAR certified homes and apartments by implementing program elements such as the following:

- Design 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; and
- Measurement and evaluation processes to assess progress and attainment of goals and facilitate continuous improvement in the implementation of the program.

Category 2. Home Performance with ENERGY STAR. Innovative Sponsors and Partners of Home Performance with ENERGY STAR Programs that promote or deliver Home Performance with ENERGY STAR by implementing at least one of the following program elements:

- **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 the home performance assessment to Home Performance with ENERGY STAR project delivery for your participating contractors;
 - Produce verifiable impacts for homeowners, such as greater energy savings, improved safety and comfort, and enhanced building functionality;
 - Are supported and funded by diverse market actors (i.e. multiple utilities, manufacturers, retailers, distributors, etc.) working together to deliver Home Performance with ENERGY STAR.
- **Workforce infrastructure development** that provides mentoring, training, and recognition; and is supported by a quality assurance process;
- **Leadership** in the national, regional, state or local arenas to foster partnerships, collaboratives, and advancement of the home performance industry.

Category 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.

Category 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. The evaluation committee will look for several specific actions, including but not

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limited to:

- Implementing Building Performance with ENERGY STAR;
- Increasing the use of ENERGY STAR Portfolio Manager by making whole-building energy data more readily available to customers, in particular through use of the Portfolio Manager web services;
- Promoting the National Building Competition, the Challenge for Industry, and earning the ENERGY STAR for buildings; and,
- Setting energy design goals using Target Finder and achieving Designed to Earn the ENERGY STAR for new buildings.

Submissions must consist of **(1) an executive summary of no more than 300 words, and (2) a narrative of no more than three pages per program category as described above; (3) Supplemental materials are optional.**

Please note the following (applies for both the executive summary and narrative):

- **Accomplishments**—Applicants should provide **a detailed description of your 2016 accomplishments** demonstrating how you have met the required criteria below.
- **Cumulative Accomplishments**—When highlighting cumulative accomplishments, please ensure that you include a timeframe (e.g., saved \$3 million in 2016 and more than \$10 million since 2001).
- **Activities must be ongoing or completed during calendar year 2016**

1. Executive Summary (no more than 300 words)

Please provide a brief overview of your organization and the highlights of key accomplishments that make you eligible for this ENERGY STAR award. Include all of the following information: company revenue; location of company headquarters; brief summary of company (2-3 sentences); and a summary of your top three 2016 ENERGY STAR accomplishments. In the event that you are chosen to receive an award, this text will be used to prepare a summary of your organization's achievements. The Executive Summary will **not** count toward the narrative page limits outlined below.

2. Narrative (no more than three pages per program category).

It is recommended that each item, as defined below, be addressed explicitly in the application. New and emerging programs are encouraged to apply, and scores will be weighted accordingly (i.e., more heavily based on program design and anticipated market effects than proven energy and emission savings.)

Candidates **must** include the following in their submissions:

- a. Category:** From the list above, please identify all target Program Categories for your program(s)/initiative(s). If you address multiple Program Categories, please ensure that each category clearly addresses the following criteria.

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b. Program Design: Describe your program design in terms of goals, market barriers addressed, strategy for overcoming market barriers, key activities, and discuss why this approach is the best practice for your market. Applicants with new programs/program designs should focus heavily on this section, clearly explaining their program logic and why it is likely to lead to sustained market change.

**For Certified Products Programs: in addition to discussing those programs that exclusively promote ENERGY STAR certified products, highlight any programs promoting a subset of ENERGY STAR products, as well as programs that do not exclusively incentivize ENERGY STAR products, if any. For these programs, discuss the market positioning strategy involved, and outline marketing and communications strategies designed to promote ENERGY STAR and minimize consumer confusion. Provide relative percentage breakdowns of each type of incentive.*

c. Incorporation of ENERGY STAR: Describe how you have incorporated the ENERGY STAR platform (i.e., messaging, tools, and strategies) as a central pillar of your initiative. Participation in EPA-led national promotions may be included in this application to the extent they are part of a larger program strategy. Please provide relevant examples in electronic format as part of your supplemental materials.

d. Market Effects: Please provide qualitative and numerical data to support your case that the market has changed or will likely change in a sustained way as a result of your initiative (e.g., improved energy performance of buildings and homes in your region, changes in ENERGY STAR awareness or availability/sale of ENERGY STAR certified products, homes, or services). To the extent possible, also indicate the size and importance of the market that has been (or will be) affected within the context of your service territory, state, or region.

Examples of market effects *include, but are not limited to*, the following:

- Energy savings, peak demand reductions, and air pollution reductions achieved through residential, commercial, and/or industrial sector programs that explicitly leverage ENERGY STAR.
- Increase in salesperson/contractor knowledge; change in business practices.
- Increase in participation by key suppliers, including energy service companies, software vendors, financial institutions, trainers, manufacturers, distributors, equipment suppliers, architects, engineers, contractors, or retailers.
- Increase in service availability.
- Increase in third-party advertising by market participants.
- Increase in consumer awareness; change in consumer attitude.
- Breadth and reach of publicity activities.
- Increase in participation in the ENERGY STAR Program.
- Decrease in costs to administer a program through better efficiency and/or streamlining operations.

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- Estimated year-to-date energy savings.
- **e. Program Category-Specific Market Effects:** Applicants must provide the following information specific to the Program Category(ies) covered in your application:
 - For Residential New Construction:
 - Please provide specific program numbers for 2015 and 2016 and the percent change in these numbers from 2015 to 2016 for the following:
 - Number of new homes in the service territory that were ENERGY STAR Certified.
 - Number of builders and Home Energy Raters partnering in the program.
 - Number of media impressions to demonstrate growth in consumer awareness of ENERGY STAR Certified Homes.
 - Description of efforts to engage the local HVAC industry about quality installation and their participation in the ENERGY STAR program.

NOTE: Sponsors implementing tiered incentive programs where the ENERGY STAR Certified homes program is not the entry-level tier should only report results from those that participated at the ENERGY STAR level.

- For Home Performance with ENERGY STAR:
 - **Marketing**
 - Innovative marketing that specifically highlights and leverages the Home Performance with ENERGY STAR platform.
 - **Program delivery approaches**
 - Innovative solutions to grow Home Performance with ENERGY STAR, such as motivating homeowners to take action, increased recognition for whole house solutions, developing a low-to-moderate income program, offering financing opportunities, diversity and strength of the contractor workforce, and/or economic growth.
 - Completed projects¹ by participating contractors.
 - Assessment to completed project conversion rates.
 - Substantiated measurement and verification of performance of improved homes.
 - **Workforce infrastructure development**
 - Support for development of local contractor networking and advocacy.
 - Activities to recruit and train participating contractors as demonstrated by production rates, retention, number of Home Performance with ENERGY STAR Contractor of the Year Award (previously known as the Housing Innovation Award) winners, Century Club Contractors, etc.
 - Improved contractor performance as measured and verified through a quality assurance system.
 - **Leadership**
 - Integration of Home Performance with ENERGY STAR into local market infrastructure (e.g. MLS, appraisers, insurance companies, code enforcement, etc.).

¹ HPwES completed projects include a test-in/assessment, the work or installation of energy saving measures, and a test-out.

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- Success in coordinating with other organizations (i.e., utilities, manufacturers, state/local governments, retail, finance organizations, non-profits, and trade associations) to grow overall market acceptance of home performance.
- Develop or test innovative, scalable approaches to delivering Home Performance with ENERGY STAR that are replicable for sponsors across the country.

NOTE: Sponsors that provide quantitative results of campaigns and initiatives will be considered more competitively than those who do not provide any quantitative information.

- For ENERGY STAR Certified Products:
 - Increase in sales or market share of ENERGY STAR certified products—and any tiered subsets, vis a vis non-certified models.
 - Increase in shelf space devoted to ENERGY STAR certified products.
 - Increase in dealer stocking for certified products.
 - Number of older/inefficient units permanently removed from service (e.g., properly recycled).
- For Commercial and Industrial:
 - Increase in use of EPA's ENERGY STAR measurement and tracking tool, ENERGY STAR Portfolio Manager, and the Target Finder, for new construction.
 - Number of customers obtaining the energy data they need to benchmark in Portfolio Manager through a utility service to enhance data access
 - Number of customers participating in the National Building Competition or Challenge for Industry.
 - Increase in buildings earning the ENERGY STAR label.
 - Number of customer buildings benchmarked and evaluated through a Building Performance with ENERGY STAR program.

f. Data Sources: Please reference data sources used to support your market effect claims. As relevant, briefly (1-2 sentences) describe the data collection method, sample frame, and respondent population (e.g., telephone survey, large-share sample of heating and cooling contractors).

3. Supplemental Materials (optional): Applicants may submit electronic samples of program materials and evaluation reports to accompany the narrative description. Absent electronic submission of collateral marketing materials, EPA will validate incorporation of the ENERGY STAR label by reviewing use of the ENERGY STAR logo and educational content of the applicant's website. In all cases, EPA reserves the right to consider online resources in reviewing applications.

ENERGY STAR is the simple choice for energy efficiency. For more than 20 years, EPA's ENERGY STAR program has been America's resource for saving energy and protecting the environment. Join the millions making a difference at energystar.gov.