

ENERGY STAR. The simple choice for energy efficiency.



2019 ENERGY STAR® 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 a subsidiary of American Electric Power and the largest electric utility in the state receiving Partner of the Year-Sustained Excellence recognition. AEP Ohio excelled at promoting the importance of ENERGY STAR certified products and new homes to customers through its energy efficiency programs, generating an estimated 90 gigawatt hours in energy savings. Key 2018 accomplishments include:

- Providing incentives influencing the sale of more than 2.3 million ENERGY STAR certified lighting, appliance and HVAC products.
- Supporting the construction of more than 350 ENERGY STAR certified new homes, with over 6,000 homes certified since joining the program in 2009.
- Completing the first full year of the Efficiency Crafted New Manufactured Homes Program, promoting ENERGY STAR certified manufactured homes, engaging 9 manufacturers and 13 retail locations.
- Developing a full suite of collateral materials promoting ENERGY STAR at participating retail stores, community events and training sessions.
- Conducting more than 15,000 trainings for participating retail staff, builders, home energy raters, appraisers, and real estate agents, educating about the benefits of ENERGY STAR and AEP Ohio's program offerings.

Austin Energy

Austin, TX

Austin Energy is a municipal electric utility receiving Partner of the Year-Sustained Excellence recognition. Austin Energy has demonstrated leadership among Home Performance with ENERGY STAR (HPwES) partners and is advancing the energy efficiency field, focusing on improving the quality of HVAC installations to address proper sizing, air flow, duct sealing, air balancing, and refrigerant charge. Key 2018 accomplishments include:

- Completing 848 projects and achieving 1,526 kilowatts (kW) of gross energy savings; an additional 809 projects and 796 kW in gross energy savings were completed in the low-income program.
- Implementing a marketing strategy with market segmentation for customers most likely to participate, including digital, print, radio, out-of-home and television advertising as well as two targeted mailings, two targeted emails, and dynamic website content.
- Adding air-conditioning tune-up measures and direct install offerings to the HPwES program. To generate leads for residential programs, direct install kits with ENERGY STAR LED bulbs, water saving devices, and educational materials were provided at community outreach events.
- Offering scheduled and on-demand trainings for contractors, emphasizing code requirements, building science, HVAC quality installation, weatherization techniques, duct system design and modification, quality assurance and control (QA/QC), sales techniques, and customer service.
- Performing inspections on all HPwES jobs and using a third-party to perform QA/QC inspections for a statically valid sample of the projects.

- Offering an additional \$200 from Austin Energy, a \$200 discount from the participating contractor, and a \$200 discount from the HVAC equipment manufacturer to HPwES customers.

Baltimore Gas and Electric Company (BGE) **Baltimore, MD**

Baltimore Gas and Electric Company (BGE) is an electric and natural gas utility and is receiving ENERGY STAR Partner of the Year-Sustained Excellence recognition. BGE is Maryland's largest utility and provides 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. Key 2018 accomplishments include:

- Supporting the construction of more than 3,000 ENERGY STAR certified homes, for a total exceeding 20,000 homes since joining the program in 2009.
- Enhancing efforts to engage HVAC contractors by releasing several online trainings and hosting in-depth, in-person trainings for HVAC contractors, builders, and raters on quality design and installation.
- Using a multi-channel approach to promote a wide array of ENERGY STAR-certified products to residential and commercial customers including lighting, dehumidifiers, clothes washers and dryers, freezers, pool pumps, heat pump water heaters, air purifiers, room air conditions, HVAC systems, smart thermostats and commercial food service equipment.
- Using Home Performance with ENERGY STAR to successfully drive participation in performance-based incentive programs.
- Linking financial incentives directly to energy savings resulted in 3,689 completed audits and 994 Home Performance with ENERGY STAR projects in 2018; adding to the 20,112 completed audits and 7,611 jobs completed by the program to date.
- Increasing customer use of ENERGY STAR Portfolio Manager through its Building Tune-Up program, which completed 400 projects resulting in 12 million kilowatt hours.

BOMA International **Washington, DC**

BOMA International (BOMA), a federation founded in 1907, advances the commercial real estate industry by serving as a source of knowledge on building management and operations. BOMA is receiving Partner of the Year-Sustained Excellence recognition, continuing to maintain its leadership in promoting ENERGY STAR Portfolio Manager® and ENERGY STAR resources to the real estate industry to help members meet sustainability objectives. Key 2018 accomplishments include:

- Completing the first year of its W2 Challenge, promoting the benchmarking of water use and waste output, and directing nearly 2,000 buildings to utilize ENERGY STAR Portfolio Manager.
- Implementing an update to the BOMA 360 Performance Program to include water and waste benchmarking in Portfolio Manager.
- Continuing to offer an array of popular education and recognition programs that incorporate ENERGY STAR, including the BOMA Energy Efficiency Program (BEEP), BOMA Energy Performance Contracting (BEPC) Model, Office and Industrial Experience Exchange Reports (EER), BOMA 360 Performance Program, and The Outstanding Building of the Year (TOBY®) Awards.

- Prominently featuring ENERGY STAR in BOMA Magazine, e-newsletters, webinars and social media, reaching tens of thousands of commercial real estate practitioners.
- Promoting ENERGY STAR during relevant sessions at the BOMA International Conference & Expo.

CenterPoint Energy

Houston, TX

CenterPoint Energy is an electric transmission and distribution utility receiving ENERGY STAR Partner of the Year-Sustained Excellence recognition. CenterPoint Energy has demonstrated ongoing dedication to ENERGY STAR, and since partnering with the program in 2001, has consistently and successfully promoted ENERGY STAR certified homes throughout its service territory. Key 2018 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.
- Working with other Texas regional utilities to organize and co-sponsor a roundtable discussion with contractors and home energy rating companies to address home ventilation issues in hot, humid climates.
- Investing in a \$250,000 digital and print marketing campaign to promote ENERGY STAR certification, resulting in a 300 percent increase in social media impressions.
- Facilitating the participation of 65 home energy rater companies and trade 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.

Columbia Gas of Ohio

Columbus, OH

Columbia Gas of Ohio is a natural gas distribution company receiving ENERGY STAR Partner of the Year-Sustained Excellence recognition. Columbia Gas of Ohio is a leader in energy efficiency committed to incentivizing construction of ENERGY STAR certified homes, performance of energy audits and purchase of ENERGY STAR certified products. Key 2018 accomplishments include:

- Supporting the construction of nearly 450 ENERGY STAR certified homes, with 82 builders and 14 home energy rating companies enrolled in the program.
- Providing industry training for Home Performance with ENERGY STAR with more than 25 participating contractors and program energy auditors, on such subjects as Advanced Air Sealing Techniques, Combustion Safety, and sales training.
- Promoted and incentivized purchase of ENERGY STAR certified high efficiency furnaces, boilers, and both storage tank and tankless water heaters to residential customers.
- Partnering with Nest and Ecobee, layering manufacturer rebates with Columbia Gas' ongoing \$75 smart thermostat rebate so that customers could easily receive both rebates, resulting in over 7,700 ENERGY STAR certified smart thermostats being incentivized.
- Increasing the contractor assignment process for the Home Energy Audit and Rebate program by 19 percent since 2018, reducing barriers for customers to have a contractor complete recommended energy efficiency upgrades.

- Creating a video case study featuring builder interviews and homeowner testimonials that highlight the features and benefits of living in an ENERGY STAR certified home.

ComEd Chicago, IL

ComEd, a unit of Exelon Corporation, serves nearly four million customers in northern Illinois, and educates consumers regarding their energy usage. ComEd is receiving Partner of the Year-Sustained Excellence recognition and has expanded its commitment to using ENERGY STAR tools across its portfolio. Key 2018 accomplishments include:

- Incorporating ENERGY STAR throughout its energy efficiency program, projecting to achieve net savings of more than 1,700,000 megawatt hours in 2018 and driving energy efficiency excellence among utilities.
- Continuing to leverage the Energy Usage Data System software to assist customers with the benchmarking of nearly 6,000 buildings and compliance with Chicago’s benchmarking ordinance.
- Leveraging ENERGY STAR Portfolio Manager® metrics to recruit and screen for its Retro-Commissioning offering, resulting in the completion of 217 projects impacting over 67 million square feet of floorspace.
- Continuing to help customers set contractually enforceable energy performance targets for 23 new construction projects totaling more than four million square feet of floorspace.
- Launching an income eligible lighting discount initiative, providing increased incentives for ENERGY STAR certified bulbs in 222 stores, with estimated sales exceeding one million bulbs.
- Participating in numerous ENERGY STAR product promotions, and incorporating campaign identifiers, infographics, video and web page links, email features, and social media posts, as well as supporting the ENERGY STAR Earth Day, Rule Your Attic, ENERGY STAR Day and Holiday promotions.
- Teaming with utility partners to offer homeowners Home Performance with ENERGY STAR, resulting in 947 homeowners completing projects and receiving a Certificate of Completion documenting improvements for use in future real estate transactions.

Consumers Energy Jackson, MI

Consumers Energy is Michigan’s largest utility, providing natural gas and electricity to 6.7 million residents, and receiving Partner of the Year-Sustained Excellence recognition. Consumers Energy has integrated ENERGY STAR certification, tools, and resources across its portfolio of utility energy efficiency programs. Key 2018 accomplishments include:

- Consolidating related commercial building services into a single ENERGY STAR Programs offering, resulting in benchmarking 250 customer buildings and the ENERGY STAR certification of 118 buildings.
- Engaging 14 customers in the ENERGY STAR Challenge for Industry, representing a 40 percent increase from the previous year.
- Expanding its small business marketplace to create a convenient way to purchase 25 types of ENERGY STAR certified products.

- Partnering with Feeding America West Michigan and a consortium of Michigan foodbanks to leverage the *Light the Moment* with ENERGY STAR campaign and donating 200,000 LEDs through the Buy a Bulb Give a Bulb campaign.
- Saving customers approximately 67,000 megawatt hours of energy from its 2018 ENERGY STAR lighting and appliance programs.
- Supporting the construction of 800 ENERGY STAR certified homes, totaling nearly 4,000 since joining the program in 2014, and hosting a rater training course to facilitate the addition of 5 new home energy rating companies.
- Offering Home Performance with ENERGY STAR for the eighth year in a row, completing more than 10,000 whole-home improvements and issuing more than \$16 million in rebates.

Delaware Sustainable Energy Utility Dover, DE

The Delaware Sustainable Energy Utility is a non-profit organization established to help residents and businesses save money through clean energy and efficiency and is receiving Partner of the Year-Sustained Excellence recognition. Delaware Sustainable Energy Utility demonstrates leadership among the Home Performance with ENERGY STAR (HPwES) program, continuing to grow while delivering energy savings for customers. Key 2018 accomplishments include: Redesigning and streamlining the website. The new site currently includes a contractor search tool resulting in geo-targeted HPwES participating contractors.

- Launching new resources for participating contractors including an online portal for applications, agreement forms, reference documents and training information and a monthly newsletter.
- Aligning rebate and incentive levels to reflect the home performance priority of the program and to encourage homeowners to make whole-house improvements.
- Founding the Best Practices Working Group; 6 elected contractor members meet quarterly, and ad-hoc at critical times, to collaborate on a multitude of issues, program design initiatives and feedback sessions.
- Creating a contractor operation manual for guidance and clarification on program expectations and installation processes. This provides a clear view of program processes for participating contractors.

Delmarva Power & Light Company Washington, DC

Delmarva Power & Light Company, a subsidiary of Exelon Corporation, was first incorporated in 1909 and provides electric service to over 520,000 customers. Delmarva Power & Light is receiving Partner of the Year-Sustained Excellence recognition and demonstrates leadership in the energy efficiency industry by offering ENERGY STAR New Homes, Home Performance with ENERGY STAR, and promoting ENERGY STAR certified products and the ENERGY STAR certified buildings program.

- Continuing to deliver Home Performance with ENERGY STAR (HPwES) program with 240 audits and 124 completed projects that generated 707.6 megawatt hours, while introducing ENERGY STAR certified LEDs and smart thermostats to the program list of approved direct install and eligible measures.
- Transitioning to a performance-based incentive focused on the energy savings generated by the job, generating over 5,000 kilowatt hours in savings on average.

- Promoting a wide array of ENERGY STAR certified products to residential and commercial customers and working to ensure that hard to reach customers are well served by their programs.
- Supporting the construction of more than 160 ENERGY STAR certified homes and providing 500 megawatt hours of energy savings, nearly double the energy savings from 2017.
- Promoting its ENERGY STAR Certified New Homes program with a targeted digital campaign, generating nearly 4 million impressions among home builders and homebuyers.
- Promoting its HPwES program with print and digital marketing tactics, including direct mail and web banner ads, that generated more than 2 million impressions.
- Increasing building energy performance through the Energy Savings for Business Program by installing ENERGY STAR certified commercial products and requiring the use of ENERGY STAR Portfolio Manager in multiple programs.

Efficiency Vermont Burlington, VT

Efficiency Vermont is an advisor to electric utility customers offering energy-efficiency technical services and financial support, receiving ENERGY STAR Partner of the Year-Sustained Excellence recognition. Efficiency Vermont leveraged the ENERGY STAR home performance, products, and benchmarking platforms throughout the year, which enabled them to double their Vermont State Energy Management Program goals. Key 2018 accomplishments include:

- Launching an online appliance marketplace to help consumers purchase the most efficient ENERGY STAR certified appliances for their homes.
- Incorporating ENERGY STAR Portfolio Manager metrics to benchmark, set goals, and measure progress throughout its portfolio of commercial building programs, which have improved the energy performance of every hospital and nearly all K-12 schools in Vermont.
- Promoting a “Home Energy Makeover” contest for Vermonters to compete to win a \$5,000 incentive towards a Home Performance with ENERGY STAR project. This contest resulted in 28 video submissions, 25,600 visits to Facebook; and 2,300 unique website visits, resulting in 1.2 million total impressions.
- Launching a marketing campaign that resulted in 1,700 responses from customers requesting additional information about the HPwES program. This campaign tested multiple messages to determine the most effective for future marketing efforts.

Energize Connecticut in partnership with Eversource Energy and AVANGRID, Inc. subsidiaries of UI, SCG and CNG Boston, MA

Energize Connecticut in partnership with Eversource Energy and AVANGRID, Inc. are electric and gas utilities receiving Partner of the Year-Sustained Excellence recognition. Eversource Connecticut, et al have developed a comprehensive portfolio of ENERGY STAR branded energy efficiency programs including an innovative heating and cooling program that grew by 180 percent over the past 2 years. Key 2018 accomplishments include:

- Designing programs that influenced contractor purchasing decisions for energy-efficient products by promoting and educating contractors about the value of ENERGY STAR.
- Providing incentives for 15,656 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.

- Partnering with manufacturers to promote the installation of ENERGY STAR certified heat pump water heaters and training installation contractors.
- Educating the public by displaying ENERGY STAR messages in the Energize Connecticut Center for approximately 6,000 visitors.

Fannie Mae Multifamily Washington, DC

Fannie Mae supports investment in energy and water efficiency at multifamily properties with mortgage financing incentives, resulting in better quality, more sustainable, and more affordable housing. Fannie Mae is receiving Partner of the Year-Sustained Excellence recognition and has continued to expand on its green financing programs, raising awareness of the benefits of benchmarking and certification in the multifamily housing market and reaching thousands of owners and tenants. Key 2018 accomplishments include:

- Integrating ENERGY STAR Portfolio Manager® into standard multifamily mortgage loan processes, requiring over 7,200 properties to report ENERGY STAR scores in 2018, up by 20 percent from 2017.
- Launching a major six-million-dollar investment in its Green Measurement and Verification Service to ensure quality data is reported through Portfolio Manager for all mortgage loans that are required to submit energy performance metrics each year for the life of the loan.
- Educating green bond investors at more than 50 global organizations on Fannie Mae Green Bonds and the role that ENERGY STAR plays in communicating the environmental impact of a multifamily property backed by the bonds.
- Developing the Fannie Mae Green Bond Framework, describing to the bond market how each mortgage loan backed by a green bond leverages ENERGY STAR certification demonstrate top performance and ENERGY STAR Portfolio Manager to report energy and water consumption data.
- Raising awareness of the benefits of ENERGY STAR appliances through required energy audits; in 2018 borrowers committed to install ENERGY STAR appliances in almost 19,000 multifamily units, up from 12,000 units in 2017.
- Continuing to educate lenders on the value of ENERGY STAR certifications and on reporting through ENERGY STAR Portfolio Manager, with over 595 lender attendees at 16 meetings/webinars in 2018.

Focus on Energy Madison, WI

Focus on Energy is Wisconsin utilities' statewide energy efficiency and renewable resource program receiving Partner of the Year-Sustained Excellence recognition. Focus on Energy has demonstrated innovation among Home Performance with ENERGY STAR partners, launching the City of La Crosse Mayor's Home Energy Challenge and bringing the Home Performance with ENERGY STAR (HPwES) program to a new customer base.

- Achieving over 1 million British thermal units in energy savings after completing 1,600 HPwES projects. The number of HPwES projects completed increased by 27 percent compared to 2017.
- Launching a Home Energy Challenge with the City of La Crosse Planning Development, Xcel Energy, and local employers to encourage home upgrades. The City has reported close to 600 inquiries from customers about making energy improvements in their homes.

- Developing seasonal marketing campaigns including “Enjoy Summer All the Way” and “Be Chill, Not Chilly” campaign; the latter earned 1,470 customer entries to the HPwES program.
- Launching the Focus on Energy Ambassador Initiative, dedicated to leveraging realtors to increase awareness and participation in program offerings. The initiative engaged 795 realtors across Wisconsin before it officially started.
- Collaborating with two home inspection associations on a project to explain to new homeowners and potential customers the value of energy efficiency and how programs like HPwES can help them reduce energy waste and monthly costs.
- Strategizing to overcome a shortage of qualified contractors by engaging technical schools and contributing to the Wisconsin Department of Public Instruction Career Pathways resources with workforce development resources.

IREM

Chicago, IL

IREM is an international organization of nearly 20,000 individuals united to advance the profession of real estate management through training, professional development, and collaboration, receiving Partner of the Year-Sustained Excellence recognition. IREM has continued to promote sustainability and energy efficiency within its trainings and certification programs, with a focus on utilizing the ENERGY STAR program to achieve significant energy reductions. Key 2018 accomplishments include:

- Creating a new training certificate program that connects utilities with energy efficiency program participants in investment real estate and supports progress through Building Performance with ENERGY STAR. In the program, participants benchmark a building in ENERGY STAR Portfolio Manager®, develop an energy management policy and plan, participate in online training and live webinars, and begin participation in the utility energy efficiency program.
- Incorporating ENERGY STAR tools and resources and developing new medical office and senior housing requirements for the IREM Certified Sustainable Property certification program, which had a soft launch in 2018.
- Conducting the IREM Energy Efficiency Survey to gain insights on energy management, including benchmarking with Portfolio Manager in the Class B/C office sector.
- Continuing to offer the IREM Certified Property Manager credential course, Managing Maintenance Operations & Property Risk, including instruction on ENERGY STAR tools and resources. The course had 395 completions in 2018 and 1,399 total completions since adding ENERGY STAR content in 2016.
- Continuing to offer online training on energy management and ENERGY STAR tools and resources, including how to benchmark with Portfolio Manager.

National Grid Rhode Island

Waltham, MA

National Grid is an electricity and natural gas delivery company that connects nearly 7 million customers to vital energy sources through its networks in New York, Massachusetts, and Rhode Island. National Grid Rhode Island is receiving Partner of the Year-Sustained Excellence recognition.

The company demonstrated excellence in delivering energy efficiency programs, specifically Home Performance with ENERGY STAR (HPwES), completing 2,500 projects for over 5,910 megawatt hours and 20,890 million British thermal units in savings.

- Ranking third in the nation by American Council for an Energy-Efficient Economy (ACEEE) in energy efficiency policy and programs, earning a perfect score from ACEEE for utility policies and programs in Rhode Island for the fifth year in a row.
- Increasing the number of contractors in the HPwES program from 27 to 30.
- Offering incentives towards inline/bath fans and knob and tube remediation to encourage customer participation in the program.
- Implementing a special offer during the summer months for oil and propane to match electric and gas offer, employing contractors during the summer; the program continued throughout the year.
- Working with local governments and organizations to align goals while maximizing budget dollars including the Alliance for Healthy Homes, Commerce RI, the Rhode Island Office of Energy Resources, and the Capital Good Fund.
- Procuring LEDs at lower prices allowing for greater installation of ENERGY STAR labelled LEDs and increased cost effectiveness, providing approximately 20 LEDs per household.

New Hampshire Electric & Gas Utilities Manchester, NH

New Hampshire Electric & Gas Utilities is a utility consortium receiving ENERGY STAR Partner of the Year-Sustained Excellence recognition. New Hampshire Electric & Gas Utilities consistently promotes ENERGY STAR to builders as an essential tool and in 2018 drove market participation to over 20 percent statewide. Key 2018 accomplishments include:

- Supporting the construction of more than 750 ENERGY STAR certified homes, saving more than 40 million kilowatt hours over their lifetime.
- Developing a "Drive to ENERGY STAR" program to educate builders and HVAC contractors about program requirements, resulting in the introduction of 33 new builders to the program.
- Promoting the ENERGY STAR Certified Homes program at home shows state-wide, attracting approximately 15,000 visitors.
- Engaging New Hampshire residents on the benefits of ENERGY STAR certified homes through traditional and online promotions, including social media posts and monthly bill inserts to more than 400,000 customers.
- Conducting more than 40 trainings on ENERGY STAR and energy code requirements and 300 hours of trainings for builders, homeowners, and other stakeholders covering topics including Net Zero building, solar installation, and innovative air sealing techniques.

New Jersey Board of Public Utilities Trenton, NJ

The New Jersey Board of Public Utilities implements the New Jersey's Clean Energy Program, a statewide program offering financial incentives and services to New Jersey residents, businesses and local governments and is receiving Partner of the Year-Sustained Excellence recognition.

The New Jersey Board of Public Utilities demonstrates leadership among Home Performance with ENERGY STAR (HPwES) programs, saving more than 106,000 British thermal units. Key 2018 accomplishments include:

- Completing 3,268 HPwES projects in 2018, 1,039 of which were multifamily projects.
- Honoring 8 home performance contractors with the Century Club Award, an award for participating contractors that complete 100 or more projects in a calendar year. One contractor

completed 1,255 jobs in 2017 and ranked seventh in the nation while another company ranked 19th in the nation with 648 jobs.

- Utilizing outreach account managers to recruit new participating contractors and expand the HPwES contractor base in New Jersey, exhibiting and speaking at 127 events promoting the program.
- Developing a 90-minute workshop presentation for vocational students on building science and HPwES. Eleven New Jersey vocational schools are interested in receiving the workshop.
- Hosting four trainings specific for participating contractors on the Home Performance market, business planning, quality and service and marketing and sales. The trainings brought in 36 attendees, while technical trainings brought in 552 attendees.
- Collaborating with the New Jersey Institute of Technology to develop a digital customer journey, which is being used as an educational tool and featured on NJCleanEnergy.com. The goal is to illustrate the importance of achieving comfort, safety and durability in homes and stress the health benefits associated with energy efficiency.

New York State Research & Development Authority (NYSERDA) Albany, NY

NYSERDA works with stakeholders throughout New York to enable residents to benefit from energy efficiency and renewable energy and is receiving Partner of the Year-Sustained Excellence recognition. NYSERDA's market development activities reduce costs and accelerate consumer demand for energy efficiency and clean energy solutions. NYSERDA, an ENERGY STAR partner since 2001, uses ENERGY STAR serving as the foundation for its residential programs. Key 2018 accomplishments include:

- Completing a cumulative total of 87,364 Home Performance with ENERGY STAR (HPwES) projects.
- Continuing to offer a 50 percent discount for households with an income of 80 percent or less of the area median income.
- Incorporating ground source heat pump incentive program in the residential finance program. Since 2014, it received 47,486 applications and closed 23,636 loans. Approximately 28 percent of all participants in the HPwES program are using program financing.
- Adopting the national data standard HPXML, which standardizes home performance data across all projects. With this standardization, the program automated many administrative functions and reduced approval process times for contractors.
- Earning 14,026 sessions on the HPwES marketing microsite from paid search campaigns; 3 percent of traffic signed up for an assessment.
- Supporting the construction of more than 2,100 ENERGY STAR certified single-family homes and multifamily apartments, for a total of nearly 34,000 since joining the program.

PECO Energy Philadelphia, PA

PECO Energy is an electric and gas utility receiving ENERGY STAR Partner of the Year-Sustained Excellence Recognition. PECO Energy is being recognized for its sustained excellence in promoting a vast array of ENERGY STAR certified products to residential and commercial customers, as well as ENERGY STAR certified new homes. Key 2018 accomplishments include:

- Promoting ENERGY STAR certified heating and cooling (HVAC) equipment including central air conditioners, air source heat pumps, and ductless heat pumps. Through direct outreach to

customers as well as enhanced interaction with contractors/trade allies, about 1200 ENERGY STAR certified HVAC units were rebated in 2018, saving customers more than 2,300 MWh.

- Working with 333 retailers, small and large, to promote the sale of ENERGY STAR certified lighting, as well as 114 national and regional retailers to promote the sale of ENERGY STAR certified appliances including air purifiers, ventilation fans, clothes washers and dryers, refrigerators and freezers, room air conditioners, pool pumps, and water heaters. Estimated savings from these efforts through October alone are nearly 45,000 MWh.
- Supporting the construction of 376 ENERGY STAR certified homes, representing a 27 percent increase from 2017. The program also implemented online search and social media advertising to increase homebuyer awareness of ENERGY STAR certified homes, generating more than 200,000 impressions and more than 1,800 visits to PECO's new homebuyer's webpage.
- Working with commercial lighting distributors to promote instant savings on LEDs, including seven ENERGY STAR certified lighting measures—approximately 25 percent of program induced purchases were for ENERGY STAR certified products. PECO also leverages ENERGY STAR certification for commercial food service equipment incentives.
- Tying into the ENERGY STAR Challenge for Industry by educating challenge participants about rebates that could help them achieve their goals. A recent email campaign delivered a 19 percent increase in unique open rates and direct response from 90 participants interested in PECO incentives.

Potomac Electric Power Company Washington, DC

Potomac Electric Power Company (Pepco), a subsidiary of Exelon Corporation, has been providing electric service to the Maryland and Washington, DC area for nearly 120 years, serving 842,000 customers and is receiving Partner of the Year-Sustained Excellence recognition. Pepco demonstrates leadership in the energy efficiency industry by offering ENERGY STAR New Homes, Home Performance with ENERGY STAR (HPwES), and promoting ENERGY STAR certified products and the ENERGY STAR certified buildings program.

- Continuing to deliver HPwES to customers with immediate energy savings, increased by 40 percent since 2018, to the sum of 11,080 megawatt hours (MWh). This was partially achieved through the installation of 144,000 ENERGY STAR certified LEDs.
- Transitioning to a performance-based incentive where incentives are based on the energy savings generated by the job. Project scopes of work increase energy savings by nearly 30 percent.
- Adding ENERGY STAR certified smart thermostats, air purifiers and dehumidifiers to an already robust list of ENERGY STAR appliances rebated through its appliance program. Through the third quarter of 2018, the program estimates saving 440 MWh of energy from smart thermostats alone; Pepco also launched the ENERGY STAR Retail Products Platform.
- Developing a series of new reports that highlight performance metrics granularly for HPwES participating contractors. The program provides courses, mentoring, and progress tracking to improve performance.
- Supporting the construction of over 600 ENERGY STAR certified homes and achieving a 4th consecutive year over year increase in the number of homes certified.
- Increasing building energy performance through the Energy Savings for Business Program by installing ENERGY STAR certified commercial products and requiring the use of ENERGY STAR Portfolio Manager in multiple programs.

Salt River Project Agricultural Improvement and Power District Tempe, AZ

Salt River Project Agricultural Improvement and Power District (SRP) is a natural gas utility serving one million customers, receiving ENERGY STAR Partner of the Year-Sustained Excellence recognition. SRP is the nation's third-largest public power utility and has been committed to delivering a comprehensive portfolio of energy efficiency programs to its customers for nearly a decade. Key 2018 accomplishments include:

- Supporting the construction of over 5,400 ENERGY STAR certified homes, for a total of more than 28,000 since 2012.
- Promoting the ENERGY STAR Certified Homes program through a comprehensive marketing campaign, including consumer brochures, billboards, digital media, and model home collateral material.
- Utilizing ENERGY STAR lighting criteria successfully for its product incentive program. As a result, 87 percent of SRP customers reported they have at least one energy efficient lamp in their home.
- Collaborating with other local organizations to deliver the Home Performance with ENERGY STAR program; participating contractors completed over 800 projects and saved 260,000 kilowatt hours of energy. This is attributed to creative marketing campaigns that included cinema advertisements, print media, bill inserts, and social media.

Southern Maryland Electric Cooperative Hughesville, MD

Southern Maryland Electric Cooperative (SMECO) is a customer-owned electricity cooperative recognized for Partner of the Year-Sustained Excellence. Southern Maryland Electric Cooperative has leveraged ENERGY STAR across the residential sector to help customer-members save energy. Key 2018 accomplishments include:

- Incentivizing a variety of ENERGY STAR certified LED bulbs, reaching more customer-members through a variety of channels including big box retail, dollar stores, food banks and energy savings kits; and saving customers 10,880 MWh during their program year.
- Expanding the quantity and variety of ENERGY STAR certified appliances and electronics in stores through the launch of the ENERGY STAR Retail Products Platform at four retail locations.
- Adding ENERGY STAR certified smart thermostats to its offerings in several sales channels including its residential heating and cooling program, retail programs (in-store and online), and its own online store. The ENERGY STAR name and logo appear in prominent areas of advertising and retail signage whenever space permits.
- Supporting the construction of 500 ENERGY STAR certified new homes, with nearly 4,000 homes certified since joining the program in 2008.

Southwestern Electric Power Company Shreveport, LA

Southwestern Electric Power Company (SWPECO) has provided electric utility service for over 100 years, and currently serves approximately 535,000 customers in Arkansas, Louisiana, and Texas and is receiving Partner of the Year-Sustained Excellence recognition. SWPECO continues to grow its Arkansas Home Performance with ENERGY STAR program within the single and multifamily home markets in 2018, generating energy savings. Key 2018 accomplishments include:

- Saving an approximate 10.64-gigawatt hours in gross energy savings, an increase of 11 percent over 2017, with the completion of 1,800 single-family homes and more than 2,000 multifamily units.
- Identifying 30 percent of program participants as those that fall within the income-qualified demographic, validating the program design.
- Launching a no-cost online training portal, providing low-cost Building Performance Institute training classes, and personalized mentoring for the contractor network. These efforts resulted in a 19 percent reduction in program cost.
- Continuing the successful joint utility partnership with Black Hills Energy Arkansas in 2018, resulting in 295 joint customers receiving a single joint contractor visit and comprehensive energy assessment report.
- Enhancing media outreach with ENERGY STAR branding in digital ads, Google AdWords, and social media resulting in a total of 5,815,905 ad impressions and 13,111 total click-throughs to the program website.
- Recognizing seven participating contractors with the Century Club Award, recognition for completing 100 or projects in a calendar year. Those contractors make up 98 percent of the 3,849 projects completed.

Texas-New Mexico Power Company Lewisville, TX

Texas-New Mexico Power (TNMP) Company is an electricity transmission and distribution service provider receiving ENERGY STAR Partner of the Year-Sustained Excellence recognition. TNMP consistently promotes the construction and verification of ENERGY STAR certified homes and has been helping home builders transform the residential new construction market towards greater energy efficiency since joining the program in 2003. Key 2018 accomplishments include:

- Providing incentives for just under 300 ENERGY STAR certified homes, a 24% increase over 2017, for a total of more than 8,200 homes since joining the program in 2003.
- Achieving a 13% increase in energy savings since 2017, to more than 1,207,366 kilowatt hours (kWh), with an additional 12% increase in peak demand reductions.
- Completing more than 35 one-on-one meetings with builders, Raters, and HVAC contractors to assist them with their ENERGY STAR participation.
- Conducting social media outreach to consumers about the ENERGY STAR Certified Homes program, bringing more than 3,000 visitors to the program's website.
- Sponsoring Home Builders Association events in Houston and in Dallas, promoting the ENERGY STAR Certified Homes program to industry attendees and distributing more than 3,500 flyers, brochures, and other ENERGY STAR program collateral at events.

The American Society for Healthcare Engineering of the American Hospital Association Chicago, IL

The American Society for Healthcare Engineering of the American Hospital Association (ASHE) is a membership group dedicated to the design, build, and operation of health care facilities. ASHE is receiving Partner of the Year-Sustained Excellence recognition for outstanding efforts to promote ENERGY STAR nationwide through the Energy to Care program. Key 2018 accomplishments include:

- Increasing recruitment by 16 percent surpassing 3,400 facilities in Energy to Care, a benchmarking and awards program that utilizes ENERGY STAR Portfolio Manager®.
- Recognizing 69 hospitals that saved 10 percent or more energy in a year, representing a 30 percent increase from 2017 and savings that topped \$396 million for hospitals in the Energy to Care program.
- Modeling its Energy to Care Treasure Hunt program after the ENERGY STAR Treasure Hunt and identifying \$116,000 in savings opportunities at its inaugural training event that attracted over 30 healthcare engineers.
- Publishing a new educational monograph highlighting savings opportunities implemented by ENERGY STAR certified hospitals.
- Creating a working group to give continuing education credits to members who provide pro bono verification services to certify hospitals eligible for ENERGY STAR.

The Lighting and Products Sponsors of Mass Save Waltham, MA

Mass Save®, sponsored by Cape Light Compact, Eversource, National Grid, and Unitol, helps consumers discover savings through the adoption of ENERGY STAR certified products and is receiving ENERGY STAR Partner of the Year-Sustained Excellence recognition. The Sponsors of Mass Save successfully executed an omni-channel retail and recycling initiative that resulted in 295,000,000 kilowatt hours in annual energy savings. Key 2018 accomplishments include:

- Supporting the sale of more than 8,500,000 ENERGY STAR certified lighting products through Negotiated Cooperative Promotions, instant price discounts, and direct online sales.
- Driving sales of more than 60,000 ENERGY STAR certified appliances and electronics. In the process, Mass Save removed more than 20,000 old, inefficient refrigerators, freezers, and dehumidifiers from the grid, and had them recycled in compliance with the EPA’s Responsible Appliance Disposal program.
- Engaging with customers at 182 events, including 37 dehumidifier recycling events, 87 pop-up retail events, and 58 community education events, where representatives communicated the value of ENERGY STAR.
- Generating excitement, interest, and demand for ENERGY STAR certified products through 12 limited-time, online sales promotions and two sweepstakes offering ENERGY STAR certified prizes.
- Maintaining a strong, digital presence that drove viewers to the Mass Save website and other online Mass Save assets providing information on and facilitating sales of ENERGY STAR certified lighting and appliances. Mass Save also sent over 820,000 emails and achieved more than 540,000 engagements through paid social content.

Energy Management

Allergan Madison, NJ

Allergan is a global pharmaceutical company focused on developing, manufacturing and commercializing branded pharmaceutical, device, biologic, surgical, and regenerative medicine products, receiving Partner of the Year-Sustained Excellence recognition. The company advanced strategic energy management by applying ENERGY STAR tools and resources to achieve a four and a half percent energy intensity reduction for its U.S. operations over the past year. Key 2018 accomplishments include:

- Investing \$8.4 million through the Allergan Energy Efficiency Capital Fund on projects that annually save \$1.8 million in energy costs and cut 8,500 metric tons of carbon dioxide emissions.
- Earning ENERGY STAR certification for one manufacturing plant and four office buildings.
- Implementing the ENERGY STAR Treasure Hunt approach at its manufacturing operation in France.
- Educating employees on home energy reduction opportunities during Energy Awareness Month, Energy Efficiency Day, and ENERGY STAR Day using social media and digital signage.
- Implementing new organizational key performance indicators and communication tools that leverage Allergan's 20 percent global energy reduction goal to keep facilities and operations management focused on energy performance.
- Actively supporting the ENERGY STAR Pharmaceutical Manufacturing Focus, Industrial Partnership, and other ENERGY STAR-sponsored initiatives.

Beacon Capital Partners LLC
Boston, MA

Beacon Capital Partners is a tenant-focused private real estate investment firm, totaling over \$13 billion in equity and receiving Partner of the Year-Sustained Excellence recognition. Beacon Capital has maintained a longstanding commitment to energy conservation and sustainability across its portfolio, leveraging ENERGY STAR tools and resources to communicate with stakeholders and maintaining a high average ENERGY STAR score of 73 across its portfolio. Key 2018 accomplishments include:

- Installing elevators with innovative regenerative drives in four properties. Regenerative elevator drives capture the heat generated by elevator brakes and convert it into electricity and reduce overall elevator electricity use by around 20 percent.
- Reducing energy use in HVAC pumping and piping systems by five percent through improved water treatment that reduces scaling and corrosion that wastes energy. The savings translates to nearly a one percent reduction in overall property energy use.
- Saving over \$500,000 in energy costs by employing its no Cost energy savings program at all properties, including utility sub-metering, data analysis, and investigation to identify opportunities.
- Piloting its Solar Film Awareness program, which involved producing informational decals for the windows treated with the technology to increase awareness among tenants on the energy saving features of the property.
- Continuing to update and promote its tenant welcome package that introduces new office tenants to its sustainability priorities, including its commitment to ENERGY STAR.

Bentall Kennedy (U.S.) Limited Partnership
Seattle, WA

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 receiving Partner of the Year-Sustained Excellence recognition. Bentall Kennedy has maintained a longstanding commitment to energy efficiency and promoting its ENERGY STAR partnership and achieved ENERGY STAR Certification for a company record number of properties in 2018. Key 2018 accomplishments include:

- Actively benchmarking its entire portfolio of 729 properties, improving the average ENERGY STAR score from 65 in 2017 to 68 in 2018.

- Increasing the number of ENERGY STAR certified properties in the U.S. portfolio from 45 in 2017 to 59 in 2018.
- Reducing weather-normalized source energy use by over two percent from 2017 to 2018.
- Promoting its partnership with ENERGY STAR and approach to energy management in the U.S. and internationally, with both internal and external stakeholders. New guidance materials were created in 2018 to assist property management teams in effectively using ENERGY STAR tools to manage the energy consumption of their properties.
- Participating in the expansion of ENERGY STAR certification into the Canadian market, with 12 Bentall Kennedy properties among the first to achieve ENERGY STAR certification in Canada.

Bozzuto Management Company
College Park, MD

Bozzuto Management Company manages over 255 multifamily communities along the East Coast, Northeast & Chicago, representing over 72,000 market rate & affordable units and over two million square feet of retail. Bozzuto is receiving Partner of the Year-Sustained Excellence recognition and has continued to achieve energy savings across its entire managed portfolio, consistently promoting ENERGY STAR and its resources throughout the multifamily industry. Key 2018 accomplishments include:

- Pursuing 100 percent benchmarking in ENERGY STAR Portfolio Manager® for all managed assets and achieving energy reductions of more than three percent and two percent in site and source energy usage, respectively, across its entire portfolio over 2017, which equates to a calculated energy cost savings of more than four million dollars.
- Achieving ENERGY STAR certification for 24 of its managed communities in 2018.
- Increasing its average ENERGY STAR Score from a 64 to 67 from 2017 to 2018 across its portfolio.
- Promoting its energy management programs and ENERGY STAR participation through social media, print publications, external job postings, industry speaking engagements and community events, in addition to its new corporate web site.
- Developing an internal communications program known as Bozzuto in the Know, which provides bi-weekly highlights of company activities, including sustainability and ENERGY STAR related accomplishments.

Bristol-Myers Squibb
New York, NY

Bristol-Myers Squibb is a global biopharmaceutical company whose mission is to discover, develop, and deliver innovative medicines that help patients prevail over serious diseases, receiving Partner of the Year-Sustained Excellence recognition. The company continued to demonstrate leadership within the industrial sector by extensively promoting ENERGY STAR to employees, other companies, and business organizations around the world. Key 2018 accomplishments include:

- Sustaining more than a two percent energy intensity reduction for 2018 to contribute to a long-term improvement of 12.2 percent since 2012.
- Exceeding the ENERGY STAR Challenge for Industry energy intensity reduction goal at its Wallingford, Connecticut site and registering four new sites to ensure all eligible facilities are participating.
- Involving over 460 employees and contractors at 13 sites in energy treasure hunts that identified over \$12 million in cost savings since 2015.

- Educating other ENERGY STAR Partner companies as well as the American Society for Healthcare Engineering and the Sierra Business Council on conducting energy treasure hunts.
- Launching the GREEN Ambassador employee engagement program which uses ENERGY STAR as a key tenet to promote sustainability.
- Achieving ENERGY STAR certification at its new state-of-the-art Princeton Pike office building and recertifying two other office buildings.

CalPortland Company
Glendora, CA

CalPortland Company, founded in 1891, is a major producer of cement, concrete, aggregates, and asphalt in the western United States and Canada, receiving Partner of the Year-Sustained Excellence recognition. In the past year, the company invested over \$100 million to improve its operational efficiency to produce an overall energy intensity improvement of over two percent. Key 2018 accomplishments include:

- Improving energy intensity by 17.5-percent and saving \$123 million since 2003.
- Completing construction of a new finish mill at the Oro Grande cement plant to increase utilization and efficiency. Most areas of the plant have been upgraded and optimized, including crushing, raw milling, kiln, finish grinding, transport and cement loadout.
- Constructing two compressed natural gas stations (CNG) to support CalPortland’s new fleet of 118 CNG ready mix trucks. The trucks were customized with near zero emission engines.
- Leveraging the position of CalPortland’s CEO as Chair of the Portland Cement Association to promote and support ENERGY STAR throughout the construction material industry and mentoring more than 11 ENERGY STAR industrial partners.
- Earning ENERGY STAR certification for the seventh consecutive time for the Rillito Cement Plant and for the second time at the Oro Grande Cement Plant while participating in the ENERGY STAR Challenge for Industry.
- Promoting ENERGY STAR through social media, community outreach, school events, advertisements and magazine articles to reach over 113,000 people, garnering nearly 59 million impressions.

CBRE Group, Inc.
Los Angeles, CA

CBRE Group, Inc. (CBRE) is a global commercial real estate services and investment firm with more than 80,000 employees, serving real estate investors through approximately 450 offices worldwide. CBRE is receiving Partner of the Year-Sustained Excellence recognition and has continued to maintain its comprehensive energy management program, providing overall leadership across the industry. Key 2018 accomplishments include:

- Achieving ENERGY STAR certification for a total of 324 buildings in 2018.
- Registering and benchmarking a company record-breaking 6,418 buildings, totaling 420 million square feet.
- Recognizing 22 buildings through its Climate Champion Award program, which highlights properties that have achieved a 10 percent annual increase in ENERGY STAR score.
- Having 18,500 employees complete training modules for ‘The Business of Green’ training program since its launch, featuring accomplishments and testimonials from key brokerage leaders and a customized ENERGY STAR for brokers presentation.
- Having more than 35,000 attendees to date for the co-sponsored BOMA training sessions.

- Publishing the fifth annual Green Building Adoption Index, which highlights the adoption rate of ENERGY STAR certified buildings.

Celanese Corporation

Irving, TX

Celanese Corporation is a global producer of specialty materials and chemical products which are used in major industries and consumer applications, receiving Partner of the Year-Sustained Excellence recognition. Sustained improvement of the energy program and enhanced employee engagement earned Celanese a six percent reduction in energy intensity and achieved the corporate energy reduction goal two years ahead of schedule. Additional key 2018 accomplishments include:

- Registering the Edmonton, Alberta plant for the ENERGY STAR Challenge for Industry and assisting in the initiation of Natural Resource Canada's launch of the ENERGY STAR program for industry.
- Expanding the energy program's scope to include new sites obtained through mergers and acquisitions and creating a team tasked with identifying energy efficiency opportunities from the use of information technology.
- Executing 155 energy and energy cost reduction projects with savings of more than \$17 million, while completing energy program assessments and plans across 12 sites and ensuring the energy project pipeline is sound through 2021 with forecast savings of over \$7 million.
- Extending the ENERGY STAR partnership to include participation in EPA's Tenant pilot, collaborating monthly with industrial partners, and contributing to the success of the annual ENERGY STAR industrial partner meeting.
- Advancing employee engagement on energy management through new employee training and corporate and local employee events and campaigns.

Colgate-Palmolive Company

New York, NY

Colgate-Palmolive Company is a global consumer products company operating in more than 200 countries, receiving Partner of the Year-Sustained Excellence recognition. Colgate-Palmolive continued to build upon its energy management foundation to extend energy management systems to address water and other environmental impacts. Key 2018 accomplishments include:

- Reducing energy intensity by nearly three percent in 2018 and avoiding \$560 million in energy costs since 2002.
- Investing in more than 70 energy capital projects forecast to deliver \$1.9 million in annual savings.
- Achieving the ENERGY STAR Challenge for Industry energy intensity reduction goal at two facilities, saving over 86,200 MMBtu of energy.
- Implementing its Renewable Energy Roadmap with the installation of two on-site solar energy projects at manufacturing sites in the United States and India that generate two MW of electricity.
- Analyzing more than 1,500 energy savings opportunities from 24 energy treasure hunt events to compile the most impactful projects for its 2020 Top 10 Energy & Water Actions program.
- Increasing the amount of facilities complying globally with its Top 10 Energy & Water Actions program to 83 percent.

Corning Incorporated

Corning, NY

Corning Incorporated applies its expertise in glass science, ceramic science, and optical physics to develop products for industrial and scientific applications and is receiving Partner of the Year-Sustained Excellence recognition. The company has built a significant internal communication platform for energy management best practice sharing and education that ensures worldwide energy management is institutionalized and practiced well. Key 2018 accomplishments include:

- Reaching nearly a one percent improvement in corporate energy intensity and, since 2012, a 15 percent reduction. More than one-half billion dollars have been saved through Corning's Global Energy Management program since its inception in 2006.
- Achieving the ENERGY STAR Challenge for Industry at eight manufacturing facilities for savings between 10.5 and 52.4 percent.
- Demonstrating leadership among U.S. manufacturers and within the glass industry by sharing energy management best practices at ENERGY STAR industrial meetings and participating in the ENERGY STAR Glass Industry Focus.
- Inspiring a business unit, Optical Fiber and Cable (OFC), to increase emphasis on energy performance. The OFC general manager challenged site energy teams, and OFC reached a 50 percent energy intensity reduction.
- Developing new internal and external communications strategies to promote ENERGY STAR and energy and water savings. All outreach efforts resulted in reaching an audience of 1.53 million.

Cushman & Wakefield

Chicago, IL

Cushman & Wakefield is a leading global real estate services firm with 45,000 employees in more than 70 countries, receiving Partner of the Year-Sustained Excellence recognition. Cushman & Wakefield consistently promotes ENERGY STAR tools and resources and oversee close to 300 ENERGY STAR certifications annually. Key 2018 accomplishments include:

- Achieving ENERGY STAR Certification for 298 buildings in 2018.
- Saving two million kilowatt hours in 2018 through its Energy Optimization Assessments initiative. Savings were realized by implementing low and no cost measures, focusing on operational adjustments, while developing longer term capital plans for deep retrofits of energy systems.
- Educating several hundred brokers, property managers, chief engineers, and other staff about ENERGY STAR Portfolio Manager® and the company's ENERGY STAR partnership via internal webinars.
- Participating in and receiving ENERGY STAR Charter Tenant Space recognition for two Cushman & Wakefield offices and tenants in managed properties.
- Using ENERGY STAR Portfolio Manager to track waste volume and diversion rates for 32 properties.

Des Moines Public Schools

Des Moines, IA

Des Moines Public Schools (DMPS) is the largest public school district in Iowa, educating more than 31,000 children each year, and is receiving Partner of the Year-Sustained Excellence recognition. DMPS

promoted energy efficiency awareness to students, staff, and the community and has continued its longstanding commitment to sustainability and implementation of ENERGY STAR best practices for comprehensive energy management. Key 2018 accomplishments include:

- Saving more than \$16 million and preventing the emissions of more than 25,000 metric tons of carbon dioxide since 2008, while achieving an average portfolio-wide ENERGY STAR score of 79, an increase of more than two percent from the previous year.
- Utilizing the ENERGY STAR Treasure Map for K-12 Schools to complete building tune-up audits, identifying savings opportunities in 15 buildings.
- Creating individualized energy posters and report cards for every school building to increase awareness and educate students, faculty, and the community on the important of energy conservation.
- Spending an average of \$120 per student on energy costs, significantly lower than the national average of \$205 per student while continuing its initiative to install 100 percent LED lighting by 2020 leading to an annual savings of \$197,000 in energy costs.
- Encouraging Des Moines area businesses and community members to engage with ENERGY STAR and enrolling DMPS buildings in the Energize Des Moines voluntary competition.
- Helping the city earn a place on EPA's 2018 ENERGY STAR Top Cities list of mid-sized cities, with 50 of the 66 buildings earning ENERGY STAR certification in Des Moines coming from the school district.

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, receiving Partner of the Year-Sustained Excellence recognition. As a leader in energy management, the company has expanded its energy program to incorporate the management of water and other natural resources. Key 2018 accomplishments include:

- Achieving nearly an 11 percent improvement in energy intensity since the 2008 baseline while managing Eastman's energy use in 2018 at a level \$48 million lower when compared to the baseline, normalized to current production rates and energy prices.
- Earning ENERGY STAR certification for three buildings and achieving the ENERGY STAR Challenge for Industry at three manufacturing sites.
- Mentoring ENERGY STAR industrial partners by sharing energy management best practices to enable these businesses to excel.
- Budgeting more than \$10 million and initiating more than 115 energy projects focused on steam and electrical systems improvement, process optimization, efficient equipment and improved lighting.
- Developing a steam system analysis tool, enabling engineers to quickly evaluate complex thermodynamic systems using real-time data, which includes functions to assess powerhouse equipment such as boilers, turbines, generators, and pumps.
- Sharing the benefits and resources of ENERGY STAR in presentations, community forums, and educational events to varied audiences including investors, customers, and others, resulting in over 350,000 impressions.

Fairfax County Public Schools

Fairfax, VA

Fairfax County Public Schools (FCPS) is the tenth largest school division in the nation, serving more than 190,000 students across more than 200 buildings and receiving Partner of the Year-Sustained Excellence recognition. FCPS has combined principal engagement, energy-saving practices, and the use of ENERGY STAR certified equipment into its ongoing commitment to finding new ways to save energy and promoting its ENERGY STAR successes. Key 2018 accomplishments include:

- Saving more than five million dollars in energy costs through a comprehensive energy program and saving more than \$23 million since 2014.
- Earning ENERGY STAR certification for 173 buildings in 2018.
- Enacting a student-driven energy conservation program in more than 50 schools that involved student-conducted home energy audits.
- Hosting its second Battle of the Buildings Competition to encourage student competition and energy conservation with 27 schools participating, with winning schools receiving water bottle filling stations to reduce plastic waste.
- Implementing an extensive outreach program to promote ENERGY STAR and energy efficiency including more than 67,000 impressions made through Twitter, 74,000 Facebook likes, and more than 3,000 FCPS Get2Green newsletter subscribers.
- Installing ENERGY STAR certified equipment during new construction and renewal projects, as well as 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.

Food Lion, LLC

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 serving approximately 10 million customers a week. Food Lion is receiving Partner of the Year-Sustained Excellence recognition for long-standing commitment to improving energy efficiency across its portfolio, and, since partnering with ENERGY STAR it has reduced energy consumption nearly 28 percent. Key 2018 accomplishments include:

- Achieving ENERGY STAR certification in more than nine out of 10 stores in its portfolio, representing 37 percent of all U.S. supermarkets.
- Maintaining an average ENERGY STAR score of nearly 70 across its stores.
- Saving 1.41 billion BTUs by retrofitting sales floors and refrigeration cases with LED lighting, contributing to a portfolio-wide 28 percent decrease in energy use intensity since 2000.
- Saving 27,416 kWh from the top three finishers of its inaugural ENERGY STAR Battle of the Buildings-style contest involving 43 stores in South Carolina.
- Mentoring three sister brands with 756 stores to establish an energy management program and begin installations of energy efficient upgrades in their supermarkets.
- Boosting social media coverage of ENERGY STAR efforts on Facebook to 1.2 million followers and Twitter to 59,000 followers, up 9 and 2 percent respectively from 2017.

General Motors Company

Detroit, MI

General Motors Company is a global automaker headquartered in the United States with operations in more than 120 countries, receiving Partner of the Year-Sustained Excellence recognition. The company showed leadership in industrial energy management by continuously improving its energy program at its operations in the U.S. and around the world. Key 2018 accomplishments include:

- Reducing manufacturing energy intensity by 19 percent and avoiding \$164 million in energy costs since 2010, equivalent to the profit from the sales of over 120,000 vehicles.
- Achieving the ENERGY STAR Challenge for Industry energy intensity reduction goal at eight facilities in 2018, bringing the total number of Challenge achievements to 135, more than any other participating company.
- Earning ENERGY STAR certification for 17 buildings, including two enterprise data centers, in 2018 as well as being the first company recognized with a certified ENERGY STAR Assembly plant in Canada.
- Issuing targeted communications to a wide range of audiences that highlight participation in the ENERGY STAR partnership.
- Implementing a new social media application, “Driving Sustainability”, to engage employees in campaigns such as Kill-o-Watt and in leveraging ENERGY STAR resources.
- Actively participating in and sharing best practices with the ENERGY STAR Motor Vehicle Industrial Focus and Industrial partnership.

HanesBrands Inc.

Winston-Salem, NC

HanesBrands is a marketer of everyday basic apparel with 68,000 employees manufacturing and distributing its brands, including: *Hanes, Champion, DIM, Maidenform, Bali, Playtex* and *Bonds*. The company is receiving Partner of the Year-Sustained Excellence recognition as its global energy management program continues to grow and extend its influence worldwide by encouraging people to act sustainably. Key 2018 accomplishments include:

- Reducing energy intensity by three percent, equal to an annual energy cost avoidance of \$2.3 million. Since 2007, energy intensity has improved 23.7percent, avoiding an energy expenditure of \$223 million.
- Implementing projects to increase the utilization of biomass, develop wastewater sludge to energy capabilities, recover wastewater heat, relight 10 facilities with LEDs and reduce boiler blowdown through reverse osmosis to save more than \$10.9 million annually.
- Collaborating with EPA to promote ENERGY STAR to the company’s U.S. and global markets by enhancing its multi-media communications campaign, achieving 913 million ENERGY STAR brand impressions. Since 2007, Hanesbrands has generated more than four billion brand impressions.
- Engaging its energy and sustainability network through summits at its U.S. headquarters and sites in Europe and Asia to increase employee engagement, build sustainable action and promote ENERGY STAR.
- Participating in the ENERGY STAR network of industrial partners to share energy management best practices and learn from others.

Hines
Houston, TX

Hines is a privately owned global real estate investment firm with a presence in 207 cities and 24 countries, and approximately \$116.4 billion of assets under management. Hines is receiving Partner of the Year-Sustained Excellence recognition and has maintained its strong corporate commitment to sustainability, continuing use of ENERGY STAR tools and resources to promote energy efficiency with its stakeholders. Key 2018 accomplishments include:

- Maintaining a high average ENERGY STAR Score of 74 across its portfolio in 2018.
- Benchmarking 218 buildings in ENERGY STAR Portfolio Manager®, representing more than 87 million square feet of space.
- Hosting the Hines’ East Region ENERGY STAR Challenge, with the winning team from North Bethesda Place increasing their score from an 85 to a 91 and reducing more than one million kilowatt hours from the base building load.
- Continuing its HinesGO® interior office tenant program, which draws on the ENERGY STAR Bring Your Green to Work campaign, which currently has 685 tenants participating representing more than 29 million square feet.
- Participating in the ENERGY STAR Tenant Space pilot program and receiving Charter Tenant recognition for two Hines regional offices.

Intertape Polymer Group Inc.
Sarasota, FL

Intertape Polymer Group Inc. (IPG) is a developer and manufacturer of tapes, films, and packaging systems for industrial and retail use, receiving Partner of the Year-Sustained Excellence recognition. IPG expanded energy efficiency activities across new acquisitions and existing facilities and promoted ENERGY STAR both internally and externally. Key 2018 accomplishments include:

- Achieving a one percent reduction in energy intensity to save over \$500,000 in avoided energy costs and nearly \$5.6 million since 2009.
- Engaging employees through ENERGY STAR Treasure Hunts at three locations, raising the total number of employees who have participated to 183 and the energy saving opportunities to \$1.8 million.
- Developing a “playbook” of best practices in energy management to enhance and sustain energy efficiency throughout operations.
- Working with local community leaders, businesses, and students to raise awareness about energy efficiency and support Certified Energy Manager training.
- Implementing a digital communications strategy to promote ENERGY STAR and energy accomplishments that resulted in 254,482 impressions and page views.

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

J.C. Penney Company, Inc. is a large apparel and home furnishings retailer, with approximately 1,000 stores in the United States and Puerto Rico. The company is receiving Partner of the Year-Sustained Excellence recognition for outstanding corporate commitment to reducing energy and continued promotion of ENERGY STAR to associates and consumers. Key 2018 accomplishments include:

- Certifying more than 600 stores and reducing its greenhouse gas emissions by over 19 percent since 2004.
- Reducing energy use by 1.4 percent across its portfolio and improving the average ENERGY STAR score by about two percent, from 60 to 62.
- Achieving \$1.9 million in avoided energy cost savings from operations and maintenance projects, a 75 percent increase over 2017.
- Improving the efficiency of 87 stores through new investments in LED retrofits, HVAC system replacements, chiller optimization, and energy management system upgrades.
- Training high school students to provide weekly operational reports to 75 store managers comparing the store's actual energy cost to the budget and identifying energy spikes for analysis.
- Adjusting electrical demand use in its stores during peak load events through proactive measures while maintaining comfort levels of employees and patrons.

JLL
Chicago, IL

JLL is a professional services and investment management firm offering specialized real estate services to clients seeking increased value by owning, occupying and investing in real estate, receiving Partner of the Year-Sustained Excellence recognition. JLL has maintained its dedication to driving energy savings within its managed properties and has continued to provide leadership in energy management to the industry. Key 2018 accomplishments include:

- Increasing its average ENERGY STAR score across its managed properties by more than four percent from 2017 to 2018.
- Achieving ENERGY STAR certification for 159 managed properties in 2018, and reducing its average weather normalized source energy use intensity by more than seven percent.
- Participating in the ENERGY STAR Tenant Space pilot program and receiving ENERGY STAR Charter Tenant recognition for three JLL offices.
- Garnering more than 300 media placements in real estate, energy, sustainability and general business publications that reference ENERGY STAR or include ENERGY STAR content.
- Sharing 179 posts with original content containing key ENERGY STAR messages, leading to nearly 4,800 social media engagements, and reaching 4.6 million people on JLL's social media channels.

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, owning 13.9 million square feet of office space and 200 housing units. KRC is receiving Partner of the Year-Sustained Excellence recognition and has consistently reduced energy consumption across its portfolio, providing leadership and stakeholder engagement in sustainability across the commercial real estate market. Key 2018 accomplishments include:

- Achieving ENERGY STAR certification for 77 percent of its portfolio including multifamily and tenant-operated buildings, the highest percentage in its history.
- Reducing weather normalized source energy consumption by more than four percent from 2017 levels.
- Launching the Brokers for Better Buildings Twitter campaign to celebrate brokers who helped sign green leases in its ENERGY STAR certified buildings.

- Participating in the ENERGY STAR Tenant Space pilot program, receiving ENERGY STAR Charter Tenant recognition for one of its offices.
- Promoting ENERGY STAR in an innovative TEDx talk that will reach a wide audience outside of the real estate industry.
- Promoting and participating in the BOMA W2 challenge across 84 buildings, which encourages building owners to track both water and waste through ENERGY STAR Portfolio Manager.

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

Kohl's Department Stores, Inc. is a specialty department store operating more than 1,100 stores across the United States and receiving Partner of the Year-Sustained Excellence recognition. Kohl's has established a long-term commitment to environmental stewardship by improving energy efficiency. Key 2018 accomplishments include:

- Earning ENERGY STAR certification for 26 additional stores, achieving a 90 percent certification rate across its portfolio.
- Improving its portfolio-wide ENERGY STAR score by more than two percent over the previous year, from 80 to 82 and achieving a 5.4 percent reduction in energy intensity.
- Upgrading lighting fixtures with LEDs at 124 stores, estimated to save 36 million kWh per year, and installing new HVAC technologies at 58 stores.
- Holding an annual re-commissioning summit for employees to identify and discuss low-cost best practices for saving energy in existing equipment.
- Promoting ENERGY STAR to associates and customers through overhead announcements, customer receipts, banner ads on envelopes, screensavers, websites, and internal reports.

Loudoun County Public Schools
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 is receiving Partner of the Year-Sustained Excellence recognition for its long-standing commitment to reducing costs while promoting energy efficiency through ENERGY STAR, demonstrating efficient stewardship of public resources. Key 2018 accomplishments include:

- Saving more than five million dollars in energy costs and preventing the emissions of more than 25,000 metric tons of carbon dioxide in 2018.
- Earning ENERGY STAR certification for 70 buildings in 2018, the most its certified in a single year.
- Benchmarking 100 percent of facilities in EPA's ENERGY STAR Portfolio Manager® tool, totaling more than 10 million square feet.
- Continuing to focus the attention of the Metropolitan Washington Council of Governments on ENERGY STAR Portfolio Manager as the benchmarking tool for use in initiatives.
- Certifying 100 percent of all new construction projects as Designed to Earn ENERGY STAR and speaking on a panel to promote the use of ENERGY STAR during the design and construction phase.

Mansfield Independent School District

Mansfield, TX

Mansfield Independent School District (MISD) educates more than 33,000 students across 43 campuses and is receiving ENERGY STAR Partner of the Year-Sustained Excellence recognition. MISD has achieved sustained commitment to improving energy efficiency and uses ENERGY STAR tools to encourage its students and community to join them in saving energy at school and at home. Key 2018 accomplishments include:

- Reducing energy usage costs by more than 19 percent to date and reducing carbon dioxide emissions more than by 5,000 metric tons in 2018.
- Earning an average portfolio-wide ENERGY STAR score of 85, a four percent increase from 2017, while certifying 100 percent of qualified schools in 2018.
- Conducting more than 2,400 individual audits resulting in improved energy efficiency and stakeholder buy-in for efficiency.
- Promoting its ENERGY STAR partnership, achieving more than seven million impressions, through marquee displays, social media outreach, email blasts to internal stakeholders, vehicle signage, and online presence.
- Educating 800 students through assembly presentations about the importance of saving energy at school and home through the ENERGY STAR resources for kids.
- 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 is a non-profit healthcare system receiving Partner of the Year-Sustained Excellence recognition. Memorial Hermann has achievement in earning ENERGY STAR certification for its hospitals and for continued promotion of ENERGY STAR initiatives at the state and national levels. Key 2018 accomplishments include:

- Saving an average of 0.7 percent energy across all 38 healthcare properties compared to 2017 and maintaining an average ENERGY STAR rating of 74.
- Earning ENERGY STAR certification for a new hospital that was designed to earn the ENERGY STAR, with more than 90 percent of its hospitals ENERGY STAR-certified at least once.
- Retrofitting fluorescent light fixtures with LEDs and saving over 14 million kilowatt hours in electricity.
- Becoming the first healthcare system in the state to utilize new ventilation rate standards that reduce energy use while still meeting air change rates set by the department of health.
- Growing the Texas Energy Roundup to over 100 active competitors and helping hospitals reduce energy use by an average of 1.5 percent annually.

Merck & Co., Inc.

Kenilworth, NJ

Merck & Co., Inc. is a global, research-based pharmaceutical and healthcare company that produces medicines, vaccines, and animal health products, receiving Partner of the Year-Sustained Excellence recognition. The company continues to strengthen its energy management practices worldwide and has reduced source energy by nearly 14 percent since 2015. Key 2018 accomplishments include:

- Investing almost \$10 million in energy projects from the Merck Energy Efficiency Capital Fund.
- Achieving ENERGY STAR certification at four office buildings and one manufacturing site that has been certified for 10 consecutive years.
- Adopting a Total Cost of Ownership approach for evaluating capital projects to ensure energy costs are more accurately considered in financial decision making.
- Benchmarking and sharing best practices with other ENERGY STAR partners while promoting the ENERGY STAR partnership to new companies.
- Increasing its procurement of electricity from renewable sources through a 60 MW virtual power purchase agreement.
- Actively participating in the ENERGY STAR Pharmaceutical Manufacturing Focus and Industrial partnership.

Nissan North America Franklin, TN

Nissan North America is the manufacturing and operations headquarters for Nissan automobile production and sales in the United States and Mexico, receiving Partner of the Year-Sustained Excellence recognition. In 2018, Nissan's Decherd, Tennessee Infiniti Powertrain Plant became the first U.S. powertrain plant to qualify for ENERGY STAR plant certification. Key 2018 accomplishments include:

- Achieving a 12 percent reduction in energy intensity since 2013.
- Earning ENERGY STAR plant certification for the Smyrna Assembly Plant for the 13th straight year.
- Working with EPA's Region 4 staff to introduce industrial companies from the cereal, metal casting, and utility industries to ENERGY STAR and providing engineering support to 25 Rankin County schools by assisting them with ENERGY STAR certification and energy management.
- Initiating external and alternative financing for energy projects for the first time, with the assistance of ENERGY STAR industrial partners.
- Supporting an increased level of energy benchmarking of painting processes through the ENERGY STAR Auto Focus group.
- Expanding Nissan's adaptation of the ENERGY STAR Treasure Hunt process to include activities focused on water reduction.

Nuveen Real Estate New York, NY

Nuveen Real Estate is a large real estate investment manager with \$125 billion in assets under management, receiving Partner of the Year-Sustained Excellence recognition. Nuveen Real Estate has demonstrated outstanding energy management across its portfolio and has maintained its continued dedication to ENERGY STAR. Key 2018 accomplishments include:

- Achieving ENERGY STAR certification for 66 properties in 2018.
- Reducing average weather-normalized source energy use intensity by almost two percent from 2017 to 2018.
- Including ENERGY STAR-related information in its investor reports, such as average weighted ENERGY STAR score and total number of ENERGY STAR certifications.
- Rolling out a process to review and consider all potential equity acquisitions based on energy related criteria, including ENERGY STAR certification, energy data through ENERGY STAR Portfolio Manager®, and ENERGY STAR adoption in the market area.

- Connecting 100 percent of its multifamily properties with the respective utility companies to automatically benchmark energy data into ENERGY STAR Portfolio Manager.

Olin Brass

Louisville, KY

Olin Brass is a manufacturer of copper and copper-alloy sheet, strip, foil, tube and fabricated components in North America, receiving Partner of the Year-Sustained Excellence recognition. The company has developed an energy management program from the ground up using ENERGY STAR energy management guidance and tools. Key 2018 accomplishments include:

- Achieving a 1.6 percent improvement in energy intensity over 2017 and 6.6 percent since 2015.
- Building a machine level energy intensity model to enable better management of energy performance on the shop floor.
- Benchmarking best energy management practices with ENERGY STAR industrial partners.
- Motivating managers through performance standards tied to energy and environmental goals.
- Conducting a treasure hunt of the casting plant with four teams consisting of participants from the company's plants and other cross-functional departments to identify potential projects with annual savings of \$441,265. The largest discovery was replacing the casting bay lights to reap \$33,000 in annual savings.
- Reaching out to eight community organizations, including a school district where the company supported school leadership, conducted a school energy walk-through, and provided information on energy saving options and energy incentives. As a result, an entire school was re-lamped with LED lights.

Principal Real Estate Investors, LLC

Des Moines, 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 and receiving Partner of the Year-Sustained Excellence recognition. Principal Real Estate has continually integrated ENERGY STAR programs and resources into its energy management and responsible property investing strategies and has continued its corporate commitment to energy conservation. Key 2018 accomplishments include:

- Achieving more than a three percent reduction in average weather normalized source energy use intensity from 2017 to 2018, contributing to more than \$52 million in cumulative avoided energy costs and over \$137 million in potential increased asset value since 2008.
- Achieving ENERGY STAR certification for 57 buildings in 2018, for a cumulative total of more than 610 certifications since 2009.
- Achieving more than 12 million kilowatt hours of energy savings from its third year of the Energy Playbook program.
- Launching the Cornerstone Awards, a program recognizing the leadership and engagement in sustainability efforts by its property teams and joint venture partners, with special emphasis placed on energy efficiency and ENERGY STAR.
- Initiating automated utility data collection and entry into ENERGY STAR Portfolio Manager® for 30 office, multifamily, and retail properties.

Raytheon Company
Waltham, MA

Raytheon Company is a technology and innovation company specializing in defense, civil government, and cybersecurity solutions, receiving Partner of the Year-Sustained Excellence recognition. Raytheon expanded its energy team membership and reach to develop a strategy along with projects that will generate ongoing energy savings into the future. Key 2018 accomplishments include:

- Designing and building an energy-efficient onsite data center which can be replicated at other sites, an accomplishment that received a top project award from the company's manufacturing peers.
- Completing onsite battery storage projects in two facilities to help offset power consumption from the grid during peak periods.
- Integrating aspects of the ENERGY STAR Treasure Hunt into Raytheon's energy and water survey tools.
- Repositioning the Conserve Raytheon Energy and Water program in the company to strategically drive greater energy management planning.
- Assigning a full-time communications expert to promote energy efficiency both internally and externally.
- Earning ENERGY STAR certification for Raytheon's Global Headquarters building for a second year.

Scott County Schools
Georgetown, KY

Scott County Schools educates more than 9,000 students across 14 schools and is receiving Partner of the Year-Sustained Excellence recognition. Scott County has utilized ENERGY STAR tools and resources to make improvements in energy efficiency and reduce operating costs as a key component of its energy management plan. Key 2018 accomplishments include:

- Reducing energy costs by more than \$950,000 in 2018 and five million dollars since 2010 by incorporating ENERGY STAR best practices into its behavioral management program.
- Earning ENERGY STAR certification for all school buildings for five consecutive years, making it the first district in Kentucky to reach this milestone.
- Achieving an average portfolio-wide ENERGY STAR score of 83, an increase of more than 8 percent from 2017.
- Promoting the importance of energy management to all students and district staff through short presentations by energy managers.
- Engaging the 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.
- Utilizing state of the art technology in new construction projects, including the use of a geothermal HVAC system and automated HVAC controls in the newest school building.

Sears Holdings Corporation
Hoffman Estates, IL

Sears is an integrated retailer receiving Partner of the Year-Sustained Excellence recognition. Sears has had a longstanding commitment to energy efficiency and community outreach across all its business units for superior energy management across its portfolio. Key 2018 accomplishments include:

- Saving an average of 6.9 percent energy in retail stores and increasing its average ENERGY STAR rating 3.6 percent, from 81.2 to 84.1 across its entire portfolio of 1,147 properties.
- Earning 140 ENERGY STAR certifications for Sears and Kmart Stores, with a total of 923 certified properties since 2009.
- Retrofitting its distribution center with LED lights and programable controls with an expected annual energy savings over \$560,000 and 7.7 Million kilowatt hours.
- Installing LED technology in 168 stores, energy management systems in 29 stores, and pilot testing automatic demand response programs in select properties.
- Boosting employee engagement and educating customers about the ENERGY STAR brand through social media, including 5.8 million likes on Sears and Kmart Facebook, and over 386,000 followers on Twitter.
- Implementing automatic demand response activities to reduce its electrical consumption by as much as 25 percent, reducing stress on the electrical grid during high demand periods and helping utilities to keep electricity on and costs lower within their communities.

SL Green Realty Corp.
New York, NY

SL Green Realty Corp. is a fully integrated real estate investment trust that is focused primarily on acquiring, managing, and maximizing the value of Manhattan commercial properties, receiving Partner of the Year-Sustained Excellence recognition. SL Green has consistently promoted ENERGY STAR tools and best practices throughout the industry and has engaged in robust tenant outreach and education programs for internal staff focusing on energy management. Key 2018 accomplishments include:

- Achieving ENERGY STAR Certification for 23 buildings across its New York City and suburban portfolios in 2018, representing a 46 percent increase from 2017.
- Hosting an internal competition between buildings to recognize buildings that achieved an ENERGY STAR certification for the first time in 2018, buildings with an ENERGY STAR score greater 90, and buildings that achieved ENERGY STAR certification for five consecutive years.
- Conducting an ENERGY STAR training for 50 building engineers and property managers to educate the team on ENERGY STAR Portfolio Manager®, ENERGY STAR score updates, and energy efficiency initiatives that can improve ENERGY STAR scores.
- Expanding its tenant amenity program, Living Green, to reach 96 companies and 516 tenants, resulting in increased ENERGY STAR awareness and access to energy management resources such as a free energy audit.
- Highlighting ENERGY STAR achievements in its annual sustainability report which is distributed to 400 shareholders, 25 tenant organizations, and displayed in building lobbies.

Staples the Office Super Store Framingham, MA

Staples is an office supply retailer receiving Partner of the Year-Sustained Excellence recognition. Staples has continued to maintain its notable corporate commitment to energy efficiency by consistently reducing energy use and being a leader in the industry. Key 2018 accomplishments include:

- Achieving a 1.6 percent energy savings across their portfolio, with an average reduction of 5 percent in electricity use since 2015.
- Earning eight ENERGY STAR certifications in 2018, with a total of 829 certified properties since 2009.
- Delivering more than 11 million kilowatt hours of energy savings by completing a multi-year LED lighting retrofit of its stores.
- Continuing energy treasure hunts at selected stores and saving 4.8 million kilowatt hours since 2013.
- Recruiting company volunteers to educate more than 1,200 students about the necessity of energy efficiency and promoting ENERGY STAR.
- Offering more than 900 ENERGY STAR products in its 1,400 stores.

Target Corporation Minneapolis, MN

Target Corporation is a large retailer that provides diverse merchandise at more than 1,800 stores across the United States, receiving Partner of the Year-Sustained Excellence recognition. Target has been dedicated to reducing energy management, communicating its energy and environmental initiatives to associates and consumers and integrating ENERGY STAR as part of their comprehensive program. Key 2018 accomplishments include:

- Reducing portfolio-wide energy consumption by 2.6 percent, saving 310 million kilowatt hours (MkWh) of power.
- Certifying a total of 1,509 stores as ENERGY STAR, the largest number of certified properties of any single retailer in the country.
- Upgrading lighting in stores and distribution centers with LEDs, replacing 812,000 fixtures resulting in 16 4M kilowatt hours estimated annual savings.
- Replacing more than 1,000 roof top HVAC units resulting in estimated annual savings of 12M kilowatt hours.
- Educating customers about ENERGY STAR goals and achievements through its corporate website, indoor signing, weekly circulars, and social media.

The Boeing Company Chicago, IL

The Boeing Company is a manufacturer of commercial jetliners and defense, space, and security systems supporting customers in 150 countries, receiving Partner of the Year-Sustained Excellence recognition. A hallmark of Boeing's energy management program is company-wide engagement of its sites globally in an annual competition for energy savings. Key 2018 accomplishments include:

- Developing a company-wide energy competition formed around the ENERGY STAR Battle of the Buildings with multiple sites achieving double-digit reductions in energy use and the company reducing electricity consumption overall by 1.6 percent.

- Committing \$100 million to workplace improvements, including lighting, equipment, and fixture upgrades while investing \$5.8 million in an LED lighting upgrade for the Renton, Washington plant.
- Establishing new environmental targets to reduce energy use by 10 percent, greenhouse gas emissions by 25 percent, water by 25 percent, and waste to landfill by 20 percent between 2017 and 2025.
- Executing a seamless transition of the corporate energy team to a new location. Detailed knowledge transfer plans were developed, and a transition period was built in to ensure the energy management program continued to succeed.
- Strengthening Boeing's partnership with ENERGY STAR through active participation in the aerospace industry group and by sharing experiences and toolsets through EPA webinars, industrial partner benchmarking, and meetings with members of the International Aerospace Environmental Group.

Tishman Speyer
New York, NY

Tishman Speyer is a leading owner, developer, and operator of real estate around the world, receiving Partner of the Year-Sustained Excellence recognition. The real estate company has continued and expanded on its excellent energy management plan across its portfolio and has implemented new training programs and energy efficiency incentive programs which leverage ENERGY STAR tools and resources. Key 2018 accomplishments include:

- Benchmarking 100 percent of owned properties in ENERGY STAR Portfolio Manager® for seven consecutive years, with 43 properties achieving ENERGY STAR certification in 2018, representing 25 million square feet of space.
- Commissioning an innovative Thermal Ice storage system at a property which resulted in a 60 percent decrease in energy intensity, for a total anticipated energy cost savings of four million kilowatt hours per year.
- Implementing a standardized energy management system onto a cloud-based monitoring system for its entire portfolio which allows for real-time diagnosis of energy usage patterns and live ENERGY STAR score updates, creating the foundation for new energy management training and incentive programs.
- Achieving more than a two percent total reduction in weather normalized source energy use intensity across all buildings in the U.S. portfolio from 2017 to 2018.
- Expanding on its occupant-facing promotions, including referencing ENERGY STAR in its Daylight Hour and Energy Conservation Days initiative, which resulted in 100 percent building participation, and continuing promotion of ENERGY STAR certified properties.

USAA Real Estate
San Antonio, TX

USAA Real Estate is the real estate investment arm of USAA and provides co-investment asset management services for investors and capital for development projects, receiving Partner of the Year-Sustained Excellence recognition. USAA Real Estate has continued to find new opportunities to improve energy efficiency in its diverse portfolio, while promoting the ENERGY STAR program across the industry. Key 2018 accomplishments include:

- Reducing weather-normalized energy use intensity by almost three percent from 2017 to 2018, resulting in energy cost savings of over \$1.24 million.
- Improving its average ENERGY STAR score from a 79 to an 81, from 2017 to 2018 respectively.
- Continuing to leverage technology, engagement and new best practices to drive better financial and environmental outcomes, including the use of ENERGY STAR tools & resources, ENERGY STAR certification, energy analytics, automated ongoing commissioning, and smart metering.
- Engaging on-site property teams through its My Building Rocks campaign where internal and external teams compete based on energy conservation measures implemented and energy savings realized. Winners are recognized quarterly with internal announcements, a trophy, and a team lunch.
- Investing over \$1.4 million in capital and operations projects in 2018, which has led to energy savings of over 3.1 million kilowatt hours, and a return on investment of 30 percent.

Verizon
New York, NY

Verizon is a global communications and technology company receiving Partner of the Year-Sustained Excellence recognition. Verizon has continued to meet its corporate commitment to reducing energy and has promoted ENERGY STAR to associates and consumers. Key 2018 accomplishments include:

- Saving an average of 4.1 percent energy in its wireless retail stores and 3.1 percent in its wireline stores compared to 2017, equating to a reduction of more than 293 million kilo-British thermal units.
- Earning 108 ENERGY STAR certifications for its retail stores, with a total of 278 certified properties since 2001.
- Investing more than \$20 million in energy efficiency upgrades including LED lighting, HVAC, chillers, cooling towers, and economizers.
- Hosting its first internal energy contest with 46 buildings where 70 percent of competitors saved energy and the winner saved 20 percent.
- Participating as a Charter Tenant of the ENERGY STAR Tenant Space program and earning recognition for its building in New York.

Vornado Realty Trust
New York, NY

Vornado Realty Trust is a fully integrated equity Real Estate Investment Trust, with more than 30 million square feet of office, retail, residential and hotel space concentrated in the core markets of New York, Chicago, and San Francisco. Vornado is receiving Partner of the Year-Sustained Excellence recognition for maintaining a sophisticated approach to energy management across its portfolio, and consistently promoting ENERGY STAR and energy efficiency programs throughout its organizations and to its tenants. Key 2018 accomplishments include:

- Achieving ENERGY STAR certification for 18 buildings covering 13.7 million square feet, or 35 percent of its portfolio.
- Benchmarking 100 percent of its assets for energy, 99 percent for water and 85 percent for waste in ENERGY STAR Portfolio Manager®.
- Leveraging ENERGY STAR resources during its Energy Reduction Challenge in New York City during climate week in September 2018. The energy management team employed the recommendations from “Bring Your Green to Work” with all tenants at 330 West 34th Street,

which helped lead to energy reductions equivalent to 8 percent of the building total electricity on an annual basis.

- Hosting its third Tenant Sustainability Roundtable, a half-day summit featuring a segment on the ENERGY STAR Tenant Space program.

Home Energy Rater/Provider

Building Energy, Inc. Star, ID

Building Energy, Inc. is a home energy rating company receiving ENERGY STAR Partner of the Year-Sustained Excellence recognition. Building Energy certified more than 500 homes in 2018, representing a 170 percent increase in certifications compared to 2017. Key 2018 accomplishments include:

- Recruiting 15 new builders to the ENERGY STAR Certified Homes program in 2018.
- Implementing a new line of business for HVAC design to improve the quality of systems and improve compliance with ENERGY STAR program requirements.
- Certifying a new, four-story 80-unit ENERGY STAR multifamily building in Boise, ID.
- Assisting in the development and implementation of a local utility's ENERGY STAR Certified Homes rebate program.

Energy Inspectors, Inc. Las Vegas, NV

Energy Inspectors, Inc., is home energy rating company receiving ENERGY STAR Partner of the Year-Sustained Excellence recognition. Energy Inspectors expanded its service territory into key new markets, and certified more than 15,000 homes in 2018, for cumulative total exceeding 145,000 homes. Key 2018 accomplishments include:

- Assisting three large builders with adapting to new ENERGY STAR program requirements in California, enabling them to continue to certify 100 percent of their homes as ENERGY STAR.
- Encouraging multiple builders to commit to certifying 100 percent of their homes as ENERGY STAR in 2018, resulting in an anticipated 1,400 additional ENERGY STAR certified homes per year.
- Enhancing its proprietary cloud-based tools to streamline and improve the accuracy of field inspections for ENERGY STAR certified homes.
- Training builder sales staff on an on-going basis about how to talk about ENERGY STAR to their customers and the experience of living in an ENERGY STAR certified home.

Energy Logic, Inc. Berthoud, CO

EnergyLogic, Inc. is a high-performance building consulting company receiving ENERGY STAR Partner of the Year-Sustained Excellence recognition. EnergyLogic, Inc. has demonstrated a sustained commitment to the ENERGY STAR program, verifying more than 1,800 ENERGY STAR certified homes in 2018, for a cumulative total exceeding 34,000 since 2006. Key 2018 accomplishments include:

- Strengthening ENERGY STAR market share by influencing developers to implement ENERGY STAR at a community-wide level.
- Supporting the work of 43 rating companies in 2018, resulting in nearly 40 percent more ENERGY STAR certified homes compared to 2017.

- Engaging and training national production builders and several regional builders on ENERGY STAR program requirements and sales strategies.
- Integrating 'GenieLite' quality-assurance software into its internal and external quality assurance programs to ensure the quality and consistency of ENERGY STAR home certifications.

PEG

Fairfax, VA

PEG is an engineering, energy, and environmental consulting firm receiving ENERGY STAR Partner of the Year-Sustained Excellence recognition. PEG continued to strengthen its commitment to the ENERGY STAR program by certifying more than 5,700 homes as ENERGY STAR during 2018, an increase of 14 percent compared to 2017. Key 2018 accomplishments include:

- Delivering more than 40 field trainings and over 25 office trainings for new and existing builder clients to educate them on the proper execution of ENERGY STAR Certified Homes program requirements.
- Providing energy modeling services to help clients cost-effectively achieve ENERGY STAR certification for their homes.
- Conducting dozens of sales trainings for builders and real estate professionals across the nation to help them understand the ENERGY STAR Certified Homes program and communicate the value to consumers.
- Utilizing a designated Quality Assurance department to conduct file and field quality assurance, while maintaining a high level of quality, and continuing to improve the program.
- Providing third-party HVAC design for its clients to improve the quality of systems and improve compliance with ENERGY STAR program requirements.

TopBuild Home Services

Daytona Beach, FL

TopBuild Home Services is a home energy rating company receiving ENERGY STAR Partner of the Year-Sustained Excellence recognition. TopBuild Home Services has demonstrated an ongoing commitment to ENERGY STAR, expanding their service territory to more than 20 states and certifying more than 9,000 homes in 2018, for a cumulative total exceeding 160,000 homes. Key 2018 accomplishments include:

- Equipping all field personnel with internet-connected tablets to allow for real-time data collection and generation of status reports.
- Analyzing over 300 house plans for a leading builder in Texas to ensure compliance and continued participation after implementation of more stringent program requirements.
- Supporting one of the nation's largest builders during an acquisition to enable them to maintain their 100 percent commitment to ENERGY STAR in a key market.
- Enhancing its information management system to reduce reporting bottlenecks for HVAC contractors during the ENERGY STAR home certification process.
- Providing ENERGY STAR sales training for the sales staff of over 25 builders in 2018.

New Home Builder

Beazer Homes USA, Inc. Atlanta, GA

Beazer Homes is a large national home builder receiving ENERGY STAR Partner of the Year-Sustained Excellence recognition. Beazer Homes built more than 5,000 ENERGY STAR certified homes in 2018, for a cumulative total of more than 58,000 homes since joining the program, and consistently educates consumers about the benefits of owning an ENERGY STAR certified home. Key 2018 accomplishments include:

- Focusing on advanced, cost-effective building science solutions for constructing ENERGY STAR certified homes.
- Transitioning to standardized third-party design of heating and cooling systems to achieve consistent system performance across markets.
- Working with its home energy rating company partners to develop an ENERGY STAR-specific training curriculum for use in ongoing company training initiatives.
- Promoting the ENERGY STAR Certified Homes program across all forms of media, including print and electronic and at all energy efficiency forums attended.

Brighton Homes Boise, ID

Brighton Homes is a home builder receiving ENERGY STAR Partner of the Year-Sustained Excellence recognition. Brighton Homes has demonstrated ongoing dedication to ENERGY STAR by building more than 200 certified homes in 2018, for a total of more than 1,100 since joining the program in 2009. Key 2018 accomplishments include:

- Partnering with Intermountain Gas Company to educate consumers about the value of ENERGY STAR through newsletters and social media.
- Showcasing ENERGY STAR certified homes features and benefits throughout model homes to educate prospective buyers.
- Educating superintendents and warranty representatives to reinforce the benefits of ENERGY STAR certified homes.
- Emphasizing its commitment to building 100% ENERGY STAR certified homes on the company's website, social media, and in outdoor signage and banners.
- Surveying homebuyers after purchase of their home, with over 60 percent responding that ENERGY STAR was very important factor in their decision-making process.

Chinburg Properties Newmarket, NH

Chinburg Properties is a home builder receiving ENERGY STAR Partner of the Year-Sustained Excellence recognition. Chinburg Properties consistently promotes ENERGY STAR through its marketing materials and by educating prospective buyers, sales staff, and project managers about the value of the program. Key 2018 accomplishments include:

- Constructing more than 50 ENERGY STAR certified homes in 2018, for a total of more than 450 since joining the program in 2004.

- Training site superintendents, project managers, and their sales team on the features and benefits of ENERGY STAR certified homes to educate homeowners.
- Adding a new dedicated ENERGY STAR coordinator to work with the subcontractors on HVAC Design Reports and other technical questions.
- Displaying the ENERGY STAR logo across all marketing material and leveraging the brand to increase consumer awareness.
- Integrating best practices throughout construction to ensure that homes meet ENERGY STAR program requirements, such as onsite 'show and tell' refreshers with Raters.

Fulton Homes Tempe, AZ

Fulton Homes is a regional home builder receiving ENERGY STAR Partner of the Year-Sustained Excellence recognition. Fulton Homes built 750 homes in 2018, for a cumulative total of more than 4,500 homes, and has consistently worked to increase customer awareness of ENERGY STAR certified homes through its advertising, social media, and promotions. Key 2018 accomplishments include:

- 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 six contest winners.
- Championing the benefits of ENERGY STAR certified homes and Indoor airPLUS to other builders by presenting at industry events and hosting builders at their facility.
- Distributing a co-branded ENERGY STAR Home Maintenance Guide that provides energy saving tips for new homeowners of ENERGY STAR certified homes.
- Training 100 percent of all construction and customer care personnel on the features and benefits of ENERGY STAR certified homes.

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 is receiving ENERGY STAR Partner of the Year-Sustained Excellence recognition. Habitat for Humanity of Greater Nashville has demonstrated longstanding commitment to the ENERGY STAR Certified Homes program, building 32 ENERGY STAR certified homes in 2018, for a total more than 500 since joining the program in 2006, saving low-income homeowners approximately 12 million in energy costs over the life of their mortgages. Key 2018 accomplishments include:

- Training more than 6,000 volunteers on how to correctly install insulation, air seal windows and doors, and implement other ENERGY STAR-recommended building practices.
- Informing numerous volunteers, homeowners, and local code officials about the value of ENERGY STAR certified homes and consistently promoting the ENERGY STAR program to other Habitat affiliates.
- Promoting ENERGY STAR certification in all collateral materials, including online, brochures, letterhead, build signs, social media, press, and events.
- Wirelessly monitoring major electrical circuits in completed ENERGY STAR certified homes to ensure ongoing performance and identify areas for future improvement.

Habitat for Humanity of Metro Denver Denver, CO

Habitat for Humanity of Metro Denver is a builder of energy efficient affordable homes receiving ENERGY STAR Partner of the Year-Sustained Excellence recognition. Habitat for Humanity of Metro Denver has demonstrated continued leadership in building affordable, energy-efficient homes for more than 15 years, constructing over 40 homes in 2018, for a total of more than 270 ENERGY STAR certified homes since joining the program. Key 2018 accomplishments include:

- Advancing efforts to teach homeowners how to live in and maintain their ENERGY STAR certified homes, including end-of-build partner family walk throughs, where homeowners learn about the energy-saving features of their homes and ways to save even more on their energy bills.
- Collaborating with home energy rating companies to educate field staff about opportunities to continually improve construction methods and practices, resulting in better-built, more energy-efficient homes.
- Educating the community about the importance of ENERGY STAR as part of its volunteer build events.
- Hosting construction site tours for donors and sponsors to see how homes are built, including how they meet the ENERGY STAR program requirements
- Beginning to construct panelized walls systems in a self-run production warehouse to incorporate advanced framing techniques and reduce mistakes in the field.

Houston Habitat for Humanity Houston, TX

Houston Habitat for Humanity is a builder of energy efficient affordable homes receiving ENERGY STAR Partner of the Year-Sustained Excellence recognition. Houston Habitat for Humanity consistently delivers ENERGY STAR certified homes to low income homebuyers and has been committed to the ENERGY STAR program for over 20 years, constructing more than 700 ENERGY STAR certified homes since joining the program. Key 2018 accomplishments include:

- Saving more than 500,000 kilowatt hours (kWh) of usage in its ENERGY STAR certified homes constructed since 2007.
- Promoting its ENERGY STAR partnership on through its website, monthly newsletter, collateral to donors, and construction sites.
- Educating homeowners with a custom maintenance manual and post construction walk-through of their home to describe all the included ENERGY STAR certified home features.
- Constructing its ENERGY STAR certified homes to also meet EPA's Indoor airPlus and WaterSense program specifications.

Ivey Residential, LLC. Evans, GA

Ivey Residential, LLC is a home builder receiving ENERGY STAR Partner of the Year-Sustained Excellence recognition. Ivey Residential has demonstrated ongoing dedication to the ENERGY STAR Certified Homes program by building more than 140 ENERGY STAR certified homes in 2018, for a total of more than 1,000 since joining the program. Key 2018 accomplishments include:

- Promoting ENERGY STAR throughout the year to illustrate how its homes' advanced features provide valuable benefits for homeowners in each season.
- Using a "Behind the Walls" display in its model homes to help homebuyers understand the benefits of ENERGY STAR certified homes and providing maintenance guidance.

- Employing an extensive training program to ensure that all staff, as well as subcontractors and trade allies, understand ENERGY STAR program requirements.
- Providing pre-wiring for electric vehicle charging stations in all its homes.

KB Home
Los Angeles, CA

KB Home is a large national home builder receiving ENERGY STAR Partner of the Year-Sustained Excellence recognition. KB Home has continued its dedication to the ENERGY STAR program, delivering more than 11,000 ENERGY STAR certified homes in 2018, for a total of more than 124,000 since joining the program in 2000. Key 2018 accomplishments include:

- Successfully transitioning to advancing program requirements in Texas and California, while retaining its commitment to offering ENERGY STAR as a standard feature and working closely with EPA’s ENERGY STAR team in addressing transition issues as they arose.
- Educating customers and real estate professionals on the benefits of ENERGY STAR certified homes through its Energy Performance Guide® (EPG®), a consumer education tool that projects estimated energy savings and utility bills for prospective homebuyers.
- Building the second-generation KB ProjeKt, an innovative concept home that educates both consumers and industry professionals on energy-efficient opportunities today and in the future, reinforcing ENERGY STAR as a vital foundation for KB Homes’ new home construction.

Mandalay Homes
Prescott, AZ

Mandalay Homes is a home builder receiving ENERGY STAR Partner of the Year-Sustained Excellence recognition. Mandalay Homes has shown continued dedication to promoting the ENERGY STAR brand and innovating to improve the energy efficiency of their homes. Key 2018 accomplishments include:

- Certifying more than 200 homes in 2018, for a total of more than 600 ENERGY STAR certified homes since joining the program in 2013.
- Educating homeowners about the features and benefits of ENERGY STAR certified homes through training sales staff, homeowner videos, home certification reports, buyer walk-throughs during construction, and continuing education emails after move-in.
- Introducing its new “iON series” homes based on ENERGY STAR Certified Homes program requirements and optimizing energy use, solar production, and energy storage/management to achieve lower utility bills and help stabilize the electric grid.
- Educating real estate professionals on how ENERGY STAR certified homes outperform those built to code.

Meritage Homes
Scottsdale, AZ

Meritage Homes is one of the largest homebuilders in the nation and is receiving ENERGY STAR Partner of the Year-Sustained Excellence recognition. Meritage Homes certified 8,200 homes in 2018, saving over 75 million kilowatt hours annually, and resulting in more than \$9 million in energy bill savings for consumers. Key 2018 accomplishments include:

- Promoting increased consumer education about ENERGY STAR through its collaborations with real estate professionals and other industry players.

- Working with *Builder Magazine* to build and display an advanced construction demonstration project showcasing ENERGY STAR building improvements and inspiring media articles aimed at educating the new construction industry.
- Continuing to operate 180 Learning Centers across the United States that “peel back” the walls of model homes so that consumers, municipalities, trades, and vendors can look inside the inner workings of the home, experience hands-on interactive displays, and view videos.
- Using their website, social media, and traditional marketing to improve the ability of buyers to discern better building practices and choose the improved quality of ENERGY STAR certified homes.
- Hosting mandatory vendor, trade, and construction management training days in every division to provide continuous education on new program developments.
- Continuing to promote the value of ENERGY STAR by advocating for improved community policy, trade awareness, real estate professional education, appraisal processes, and mortgage underwriting criteria.

New Tradition Homes Vancouver, WA

New Tradition Homes is a family-owned regional builder receiving ENERGY STAR Partner of the Year-Sustained Excellence recognition. New Tradition Homes, an ENERGY STAR partner since 2004, built more than 260 ENERGY STAR certified homes in 2018, for a total of more than 2,000 since joining the program. Key 2018 accomplishments include:

- Undertaking a comprehensive and ongoing division-wide training program to maximize understanding about the value of ENERGY STAR certified homes.
- Incorporating efficient HVAC systems and bringing ductwork into the conditioned spaces of the its homes, using an in-house team to design aesthetic improvements to dropped ceilings and chases that conveniently hide HVAC ducting.
- Building its most efficient home to date with ENERGY STAR’s foundational strategies, tight air-sealing, and advanced technologies like triple pane windows.
- Promoting ENERGY STAR on social media with drone footage, 360-degree home tours, and virtual model home and spec tours.

Providence Homes Jacksonville, FL

Providence Homes is a home builder receiving ENERGY STAR Partner of the Year-Sustained Excellence recognition. Providence Homes has demonstrated an ongoing commitment to ENERGY STAR, building more than 170 ENERGY STAR certified homes in 2018, for a total of more than 1,300 since joining the program, while achieving a projected median annual energy savings for consumers of more than \$740 per home. Key 2018 accomplishments include:

- Launching a new marketing campaign based on EPA’s “Better is Better” messaging to promote ENERGY STAR certified homes as better designed, better built, and better performing.
- Using ENERGY STAR-recommended building science practices to hone construction techniques and build increasingly tighter homes with better-sealed ductwork.
- 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 its successful “Cooler Attics” marketing campaign, demonstrating the energy saving and comfort benefits of unvented, conditioned attics.

Product Brand Owner

Air King America, LLC Westchester, PA

Air King is a manufacturer of energy efficient ventilation and indoor air quality products receiving ENERGY STAR Partner of the Year-Sustained Excellence recognition. Air King is committed to making energy efficiency accessible to everyone, with a wide variety of reasonably-priced, ENERGY STAR certified products, including the range hood subcategory. Key 2018 accomplishments include:

- Communicating the benefits of ENERGY STAR certified ventilation through a robust consumer and contractor training portfolio including relationships with a technical university and several home renovation shows.
- Offering ENERGY STAR certified exhaust fan and range hoods at a wide variety of price points, making them accessible to a wider range of customers.
- Earning over 168,000 impressions from ENERGY STAR related posts through Twitter and other social media channels.
- Providing ENERGY STAR certified products to major showcase homes that promote energy efficiency or net zero building, educating thousands of people who tour these homes either live or through virtual tours online on energy efficient ventilation.
- Participating in the ENERGY STAR *Light the Moment* campaign through Air King’s ENERGY STAR Day event by handing out over 750 ENERGY STAR certified LED light bulbs.

Anderson Corporation Bayport, MN

Andersen Corporation is a window and door manufacturer receiving ENERGY STAR Partner of the Year-Sustained Excellence recognition. Andersen Corporation has a longstanding commitment to promoting energy efficient fenestration products and offering robust training for in-house employees, distributors, and retailer staff. Key 2018 accomplishments include:

- Developing and deploying a multi-faceted campaign to educate business customers and consumers about the benefits of ENERGY STAR and energy efficiency resulting, in a combined 1.2 billion impressions.
- Featuring ENERGY STAR messaging in 180+ national/regional events across 120 cities, including educational seminars, home shows, trade events, dealer events, and trainings.
- Continuing to maintain and update product displays in 1,800 The Home Depot stores, averaging 6.5 stock and special order displays per store featuring the ENERGY STAR logo on display and graphics.
- Establishing a new business, Heritage Windows and Doors, which added five new ENERGY STAR qualifying product lines to the Andersen product portfolio.

Beko US, Inc. Bolingbrook, IL

Beko US, Inc. is a home appliance manufacturer receiving ENERGY STAR Partner of the Year recognition. Beko US, Inc. offers customers a wide array of ENERGY STAR certified products; seven of

its newly introduced dishwasher platforms achieved ENERGY STAR Most Efficient recognition. Key 2018 accomplishments include:

- Increasing the number of dishwasher models recognized as ENERGY STAR Most Efficient by 67 percent.
- Increasing the number of clothes washer models recognized as ENERGY STAR Most Efficient by 80 percent.
- Leveraging partnerships with ENERGY STAR and Nationwide Buying Group to increase the visibility of ENERGY STAR certified products in independent retail stores through highly effective point-of-purchase campaign materials.

Canon U.S.A., Inc.
Melville, NY

Canon U.S.A., Inc. is a consumer, business, and industrial imaging solution manufacturer receiving ENERGY STAR Partner of the Year-Sustained Excellence recognition. The company offers a wide array of ENERGY STAR certified products and is committed to reducing energy consumption. Key 2018 accomplishments include:

- Increasing the energy efficiency of its imaging products in sleep and standby modes by up to 30 percent in its latest generation of products.
- Engaging with 80 million consumers through social media and press releases featuring ENERGY STAR messaging.
- Training its 14,000 employees on energy efficiency and the benefits of ENERGY STAR.
- Delivering cumulative savings of almost 18 million tons of carbon dioxide over the past nine years from product innovations.

Delta Electronics, Inc.
Taoyuan City, Taiwan

Delta Electronics is a global provider of power and thermal management solutions receiving ENERGY STAR Partner of the Year-Sustained Excellence recognition as a supplier of ventilation fans. Delta Electronics consistently strives to improve the efficiency and variety of its fan offerings, bringing ENERGY STAR certified ventilation to a wider variety of circumstances. Key 2018 accomplishments include:

- Maintaining a robust offering of ENERGY STAR certified fans, comprising 90 percent of all fan models Delta offers and accounting for 95 percent of Delta's fan sales dollars.
- Striving for continued efficiency gains over and above the requirements of the ENERGY STAR specification.
- Engaging with half a million builders and consumers through 21 key industry tradeshows featuring ENERGY STAR certified ventilation fans, prompting more than 360,000 website page views.
- Offering the only 3-inch ducted fan model that meets ENERGY STAR Most Efficient criteria.

EATON
Peachtree City, GA

Eaton is a lighting manufacturer receiving ENERGY STAR Partner of the Year-Sustained Excellence recognition. Eaton demonstrated outstanding dedication to ENERGY STAR by increasing available certified models by 420 percent, with a significant sales increase since 2017. Key 2018 accomplishments include:

- Delivering an estimated two million metric ton reduction in greenhouse gas emissions and a savings of almost two gigawatts of electricity through their sales of ENERGY STAR certified downlights.
- Reaching 2.6 million consumers through their support of the ENERGY STAR *Light the Moment*, ENERGY STAR Day and Earth Day campaigns via national product promotions, trade shows, ads, blogs, email campaigns, social media and giveaways.
- Partnering with local elementary schools to host Earth Day events, educating students about ENERGY STAR, energy efficiency and smart consumer practices.
- Expanding the reach of ENERGY STAR products to the smart home consumer with the ENERGY STAR certified Halo HOME Smart Lighting System.

GE Lighting East Cleveland, OH

GE Lighting specializes in home lighting solutions and is receiving ENERGY STAR Partner of the Year recognition. GE Lighting distinguished itself by participating in ENERGY STAR *Light the Moment* campaign, resulting in-store promotions in hundreds of retail stores across the country. Key 2018 accomplishments include:

- Generating nearly 8.5 million social media impressions for *Light the Moment* lighting pallets for one retailer.
- Prioritizing a strong presence of a variety of ENERGY STAR certified light bulbs for a new simplified light bulb set at Lowe's stores, to help reduce customer confusion and improve the shopping experience.
- Collaborating with utilities to increase the presence of ENERGY STAR products in more than 8,000 in store displays featuring ENERGY STAR certified light bulbs across Lowe's stores.
- Increasing the number of ENERGY STAR certified models offered in 2018 by 68 percent.
- Selling more than 6 million GE-branded, ENERGY STAR LED holiday string lights to retailers in 2018.
- Taking part in ENERGY STAR Day via Twitter, which resulted in a reach of 11,360 impressions.

Hoshizaki America, Inc. Peachtree City, GA

Hoshizaki America, Inc. is a manufacturer of food service equipment and is receiving ENERGY STAR Partner of the Year-Sustained Excellence recognition. The company demonstrated impressive dedication to product innovation and sustainability, redesigning its refrigeration product lines to increase energy efficiency and reducing greenhouse gas emissions by 42 percent. Key 2018 accomplishments include:

- Saving customers \$1.7 million in operation costs through energy savings associated with novel ice maker design.
- Achieving corporate goals for continuous improvement in recycling efforts, waste control and utility efficiencies throughout Hoshizaki facilities that resulted in overall savings of \$1.3 million dollars, 1.3 million gallons of water, and 5.2 million kilowatt hours of energy.
- Establishing a comprehensive ENERGY STAR presence on the Hoshizaki website with over 6,000 clicks on the landing page and 115,000 impressions on social media.
- Building company-wide awareness about its ENERGY STAR partnership and qualified products, yielding 95 percent logo recognition among employees.

ITW Food Equipment Group

Troy, OH

ITW Food Equipment Group is a family of brands dedicated to supporting food production and is receiving ENERGY STAR Partner of the Year-Sustained Excellence recognition. Through its multiple brands, ITW Food Equipment Group is a leader in promoting the benefits of ENERGY STAR to end users, innovating in efficient product design and increasing sales of ENERGY STAR certified models. Key 2018 accomplishments include:

- Launching a new, online Total Cost of Ownership Calculator, featuring online and PDF outputs that show customers the water and energy, water and environmental savings that can be realized when comparing a new, ENERGY STAR certified dish machine with any other legacy dish machine.
- Publishing an annual Green Products brochure that features 12 ENERGY STAR certified product families, enabling commercial kitchens to realize energy efficiency while cooking and preparing high quality food.
- Implementing high efficiency compressor technology and a new proprietary digital controller in its refrigeration equipment, resulting in end-use customers realizing improved cabinet performance and energy savings.
- Expanding its “Obsolete” program, targeting older Hobart units for upgrade to new ENERGY STAR certified equipment, while highlighting ENERGY STAR certified products and the cost and energy savings that can be realized compared to legacy equipment.

LG Electronics

Englewood Cliffs, NJ

LG Electronics USA is a global manufacturer of consumer electronics, home appliances and mobile communications receiving Partner of the Year-Sustained Excellence recognition. The company is a leader in corporate sustainability, exemplified by their active engagement in ENERGY STAR promotions and high visibility ads that reached millions of consumers with energy efficiency messages and their innovation in efficient product design. Key 2018 accomplishments include:

- Featuring ENERGY STAR on a Times Square billboard that generated over 13 million impressions and on the CNN Airport Network with 1,865 screens in 57 airports across the country.
- Exposing over 8,000 consumers at the world renowned 2018 Bonnaroo Music and Arts Festival to 50 ENERGY STAR certified washers and dryers featured in the "LG Laundroo Laundry Lounge" during the four-day camping festival.
- Earning the 2018 ENERGY STAR Emerging Technology Award for breakthrough variable-speed compressor technology in room air conditioners with up to 40% improvement in efficiency.
- Increasing the number of ENERGY STAR certified models offered in 2018 by 31 percent for room air conditioners, 14 percent for refrigerators and computers, 9 percent for displays, and 8 percent for clothes dryers and dishwashers.
- Participating in numerous ENERGY STAR promotional efforts including *Flip Your Fridge*, ENERGY STAR Day, Black Friday, and holiday promotions.
- Educating employees on their commitment to environmental sustainability through sustainability reports, new employee orientations, as part of its annual global volunteer day, and through the company's Corporate Social Responsibility “Live Green” newsletter distributed to over 2,000 U.S. employees.

Panasonic Life Solutions Company America Newark, NJ

Panasonic Life Solutions Company America manufactures high-efficiency ventilation fans and is receiving Partner of the Year-Sustained Excellence recognition. Panasonic leads the industry in its support for improved test methods and ENERGY STAR specifications that better recognize more efficient and higher quality products, as well as promoting ENERGY STAR certified ventilation. Key 2018 accomplishments include:

- Encouraging the industry to test product performance in typical installations with higher external static pressure and publish the results.
- Training over 50,000 distributor and retailer employees about the importance of efficient, ENERGY STAR certified home ventilation.
- Reaching over 8 million consumers with print and web advertising featuring ENERGY STAR certified products.
- Earning 99 percent of ventilation fan sales from ENERGY STAR certified products.
- Sponsoring several demonstration homes that allowed thousands of builders, specifiers and architects to see ENERGY STAR certified ventilation fans in action and training over 2,000 design professionals on energy efficient methods of meeting ASHRAE green home ventilation specifications.
- Supporting the ENERGY STAR Certified Homes program, and the builders who participate in it, with education about efficient and effective ventilation, including speaking at the 2018 Certified Homes Stakeholder Meeting.

Pentair Minneapolis, MN

Pentair is a leading manufacturer of smart, sustainable pool pumps receiving ENERGY STAR Partner of the Year-Sustained Excellence recognition. Pentair collaborates with ENERGY STAR to promote efficiency, including through a pool pump campaign that garnered 75 million impressions driven by online ads and posts, and led to more than 17,000 rebates. Key 2018 accomplishments include:

- Actively engaging in social media campaigns on ENERGY STAR related topics throughout 2018 using Facebook, Twitter, Instagram, and YouTube resulting in 760,000 cumulative impressions.
- Developing advanced pool pump technology that controls flow rates in addition to speed, resulting in unprecedented savings and without compromising performance, which resulted in tremendous market enthusiasm.
- Assisting meaningfully in the ENERGY STAR specification revision process, particularly by explaining complex technical and policy issues surrounding new DOE minimum efficiency regulations.
- Saving consumers 3.7 billion kWh and \$412 million in savings resulting from the purchase of Pentair ENERGY STAR certified pool pumps.

ProVia Sugarcreek, OH

ProVia is a window and door manufacturer receiving ENERGY STAR Partner of the Year-Sustained Excellence recognition. ProVia has continued their commitment to ENERGY STAR through a high rate of product certification, high impact employee and dealership training programs, and in-house energy-saving and environmental actions. Key 2018 accomplishments include:

- Certifying 94 percent of their window product lines and 98 percent of their door product lines as ENERGY STAR.
- Providing sales training, including detailed ENERGY STAR content, for 100 percent of all new and current employees and 90 percent of distributors and retailer employees on site.
- Utilizing ENERGY STAR Portfolio Manager to monitor and benchmark energy use in window and door manufacturing facilities.
- Implementing numerous energy and environmental improvements, including upgrading lighting systems to LEDs, purchasing new trucks that are more fuel efficient, reducing paper waste in the plants, and installing a new rainwater collection system for use in-house.

Ricoh USA, Inc.
Malvern, PA

Ricoh is a global technology company receiving ENERGY STAR Partner of the Year-Sustained Excellence recognition. Ricoh offers a wide array of ENERGY STAR certified products and has more than doubled its education, training, and communications efforts in support of the ENERGY STAR program. Key 2018 accomplishments include:

- Promoting ENERGY STAR to its 80 million stakeholders through press releases that featured ENERGY STAR.
- Developing a video targeting federal agencies and how they can save energy in the workplace.
- Communicating the value of ENERGY STAR to its 3,000 dealers and partners for use in selling product to customers.
- Certifying over 94 percent of its product models.

Samsung Electronics America, Inc.
Ridgefield Park, NJ

Samsung Electronics America, Inc. is an innovative technology company receiving ENERGY STAR Partner of the Year-sustained Excellence recognition. Samsung Electronics America, Inc. is a leader in manufacturing highly energy-efficient products, educating millions of consumers and their own workforce about the benefits their ENERGY STAR products, while contributing invaluable technical insights to ENERGY STAR specification development efforts that enable the program to deliver more savings to consumers. Key 2018 accomplishments include:

- Delivering more than 700 ENERGY STAR certified models to the market across multiple product lines providing energy savings and innovation to scores of consumers.
- Joining EPA in multiple ENERGY STAR promotions including Flip Your Fridge, ENERGY STAR Most Efficient, and holiday promotions using their enormous reach to spread the word about the benefits of energy efficiency.
- Building on their successful Boys and Girls Club of America Climate Superstars Program to highlight ENERGY STAR certified products and energy saving tips, growing participation to nearly 200 Clubs.
- Running a Times Square ad promoting ENERGY STAR certified products that was visible to 330,000 visitors. Samsung also produced a video featuring their ENERGY STAR certified washer/dryer models that was viewed 14,500 times on the Samsung YouTube Channel and linked to location-tailored rebates on their consumer website.
- Engaging employees around ENERGY STAR and energy efficiency nationwide through an ENERGY STAR Day celebration that included the ENERGY STAR pledge, integrating the Ways to Save Tips on their My Workplace website, and developing and delivering training to more than 700 new employees that featured ENERGY STAR content.

Soft-Lite LLC
Streetsboro, OH

Soft-Lite LLC is a window manufacturer receiving ENERGY STAR Partner of the Year-Sustained Excellence recognition. Soft-Lite LLC achieved a 5.8 percent increase in the number of ENERGY STAR certified products available compared to 2017 and expanded its integrated use of the ENERGY STAR brand throughout its dealer training, marketing materials, and on-line and social media presence. Key 2018 accomplishments include:

- Shipping a total of 219,000 ENERGY STAR certified products.
- Delivering a structured ENERGY STAR training program to educate its dealers and distributors on what the ENERGY STAR program is, the anatomy of an energy-efficient window, and instructions for how dealers can best promote the program.
- Providing a unique ENERGY STAR marketing collection to its dealers, which offers a variety of customizable marketing and sales aides that can be used to help educate consumers about the ENERGY STAR Windows Program and encourage them to purchase ENERGY STAR certified Soft-Lite windows.
- Enhancing its YouTube social media efforts by adding a new set of short videos to educate consumers about ENERGY STAR certified windows, including environmental benefits.

Welbilt, Inc.
New Port Richey, FL

Welbilt, Inc. is a multi-brand food service equipment company committed to helping commercial kitchens reach their full potential and is receiving ENERGY STAR Partner of the Year-Sustained Excellence recognition. Welbilt, Inc. has a large portfolio of ENERGY STAR certified products across multiple brands, totaling 431 models. Key 2018 accomplishments include:

- Increasing its ENERGY STAR product portfolio by 15 percent across seven brands (Cleveland, Convotherm, Delfield, Frymaster, Garland, Koolaire, Manitowoc). Delfield, a refrigeration brand, showed the most significant increase with 61 new ENERGY STAR certified models.
- Increasing sales of ENERGY STAR certified combination ovens by 23 percent, specifically targeting K-12 customers with incentive packages, training, demonstrations and a culinary cookbook.
- Making a significant financial investment to achieve product performance that meets current and new ENERGY STAR levels.
- Incorporating ENERGY STAR levels into the new product introduction process to increase sales of a redesigned refrigeration line using low-GWP refrigerant.
- Engaging consumers through multiple channels, including print, digital, blog and social media, with over 1.7 million impressions educating customers about the value of ENERGY STAR.

Retailer

Best Buy Co., Inc.
Richfield, MN

Best Buy Co., Inc. is a multinational consumer electronics retailer receiving ENERGY STAR Partner of the Year-Sustained Excellence recognition. Best Buy sold enough ENERGY STAR certified products to prevent more than 573 million pounds of carbon dioxide from entering the atmosphere. Key 2018 accomplishments include:

- Increasing sales of ENERGY STAR certified appliances by 19 percent in 2018.
- Delivering four new ENERGY STAR e-learnings to help sales associates provide customers with knowledge about ENERGY STAR certified products.
- Creating an ENERGY STAR landing page on BestBuy.com/energystar, where one billion yearly visitors can easily learn about and purchase ENERGY STAR certified products.
- Developing an aggressive social media plan that included ENERGY STAR content across multiple platforms, including Twitter, Pinterest, and multiple national blog sites.
- Playing an engaging, animated video with the tagline, "You're a Star When You Buy Energy Star" on numerous large televisions, eight times per hour in more than 1,000 stores.

Nationwide Marketing Group

Winston-Salem, NC

Nationwide Marketing Group is a retail buying group receiving ENERGY STAR Partner of the Year-Sustained Excellence recognition. Nationwide Marketing Group has demonstrated ongoing commitment to protecting the environment by developing outstanding marketing materials for its member store use that prominently feature ENERGY STAR, leading to thousands of new stores stocking and selling ENERGY STAR certified products. Key 2018 accomplishments include:

- Growing the network of independent stores with access to ENERGY STAR certified products by dramatically expanding its membership base from 1,600 stores to 5,500 stores.
- Increasing participation in the ENERGY STAR Retail Products Platform to include 240 storefronts across 12 participating utility markets by providing dealer bonus and consumer incentive programs.
- Providing ENERGY STAR certified products training through Nationwide Learning Academy with 316 online product training modules and awarding over 5,400 "Win With ENERGY STAR" Training Series Certifications to retail product sales associates.
- Partnering with key industry suppliers to drive the 'Get Clean Save Green' campaign, featuring ENERGY STAR, across member store websites in targeted geographical regions.
- Promoting ENERGY STAR using MemberNet TV, showing ENERGY STAR educational content videos over 9,000,000 times in stores.

Sears Holdings Corporation

Hoffman Estates, IL

Sears Holdings Corporation is an integrated retailer receiving Partner of the Year-Sustained Excellence recognition. Sears Holdings Corporation has demonstrated leadership by stocking and selling more than 2 million ENERGY STAR certified products and by reducing energy consumption across its portfolio by 14 percent and certifying 140 stores as ENERGY STAR in 2018, bringing the total number of certified stores to 923. Key 2018 accomplishments include:

- Demonstrating ongoing commitment to the sale of ENERGY STAR certified products, with sales totaling \$63 million.
- Saving an average of 6.9 percent energy in retail stores compared to the previous year and increasing its average ENERGY STAR rating 3.6 percent, from 81.2 to 84.1 across its entire portfolio of 1,147 properties.
- Removing and recycling more than 168,000 old refrigerators, freezers, AC units and dehumidifiers, resulting in avoided greenhouse gas emissions of approximately one million metric tons of carbon equivalent and total energy savings of about 250 million kilowatt hours (kWh).

- Retrofitting its distribution center with LED lights and programable controls with an expected annual energy savings over \$560,000 and 7.7 million kilowatt hours.

Service and Product Provider

Burton Energy Group Alpharetta, GA

Burton Energy Group is a privately held, independent company providing energy, water, and waste management services for businesses with multi-site, geographically diverse facilities receiving Partner of the Year-Sustained Excellence recognition. Burton Energy Group helped corporate clients develop energy efficiency plans and reduce their operating costs. Key 2018 accomplishments include:

- Benchmarking more than 2,200 properties each month in ENERGY STAR Portfolio Manager® and offering certification services to more than 20 buildings in 2018.
- Utilizing the growing capabilities of Portfolio Manager as part of its expanding sustainability service offerings by benchmarking water consumption at more than 1,300 buildings.
- Launching McDonald's ECO2 program, a utility management system modeled after ENERGY STAR which has identified more than 5,000 MWh, 120,000 therms and 4 million gallons of water savings to 61 owners and operators of quick-serve restaurants nationwide.
- Participating as a Charter Tenant in the ENERGY STAR Tenant Space pilot to help develop efficiency and recognition criteria for tenants in office buildings.
- Initiating focused ENERGY STAR promotion to market sectors underrepresented in ENERGY STAR, such as hotels, multi-family and senior living properties.

Cenergistic Dallas, TX

Cenergistic helps clients find hidden energy and water savings by applying sustainability as a service solution, helping clients reduce energy and water expenses while improving comfort. Cenergistic is receiving Partner of the Year-Sustained Excellence recognition and has demonstrated a longstanding commitment to sustainability, promotion of energy conservation, and support of the ENERGY STAR program. Key 2018 accomplishments include:

- Assisting more than 1,230 buildings in earning ENERGY STAR certification in 2018, which includes almost 60percent of all certified K-12 schools.
- Saving K-12 schools, universities, and municipalities more than five billion dollars in energy costs since 1986.
- Promoting ENERGY STAR services in all proposals and marketing information, as well as through social media.
- Maintaining dedicated Licensed Professionals on staff to perform ENERGY STAR certification review at no additional cost to client.

CodeGreen Solutions, Inc.
New York, NY

CodeGreen Solutions, Inc. provides comprehensive energy management and sustainability consulting services to more than 550 million square feet of commercial property across the country. The company, receiving Partner of the Year-Sustained Excellence recognition, has been dedicated to helping clients reduce energy, water and waste expenses and has continued to use ENERGY STAR as the foundation for its energy efficiency and sustainability services. Key 2018 accomplishments include:

- Benchmarking more than 970 individual properties in ENERGY STAR Portfolio Manager® in 2018 and performing ENERGY STAR certification for 157 buildings, including 42 percent of all office buildings certified in New York City.
- Achieving ENERGY STAR Charter Tenant recognition for their headquarters, as well as for client offices in the Empire State Building in the ENERGY STAR Tenant Space pilot.
- Performing energy audits encompassing 26 million square feet, identifying over \$5.5 million dollars in energy savings in 2018.
- Communicating the value and application of ENERGY STAR tools and resources in local legislation, benchmarking, and energy efficiency initiatives and participating in 10 panels across the country and in Mexico.

EnergyPrint
St. Paul, MN

EnergyPrint provides an information platform that works directly with utilities to gather, input, and validate data for commercial building owners, operators, and service provider partners to generate energy and cost savings. EnergyPrint is receiving Partner of the Year-Sustained Excellence recognition and has demonstrated continued commitment to deliver ENERGY STAR tools and best practices to the small and medium size commercial buildings market across the U.S. and Canada. Key 2018 accomplishments include:

- Benchmarking more than 1,500 properties in ENERGY STAR Portfolio Manager® each month.
- Assisting nearly 80 properties earn the ENERGY STAR certification, including 22 first time applicants.
- Facilitating submissions of energy and water disclosure for clients in cities with benchmarking ordinances across the US., including Atlanta, Boston, Chicago, Minneapolis, Seattle, and Washington, DC.
- Conducting training sessions to a partner network of nearly 5,000 sales, engineering, and property management professionals on benchmarking with Portfolio Manager and ENERGY STAR partnership.

ENGIE Insight
Spokane, WA

ENGIE Insight enables sustainable resource management for multi-site commercial and industrial businesses by leveraging energy, water, waste and telecom data to uncover savings opportunities for clients. ENGIE Insight is receiving Partner of the Year-Sustained Excellence recognition and has continued to encourage clients to use ENERGY STAR tools and best practices in their energy management programs. Key 2018 accomplishments include:

- Benchmarking more than 53,000 properties in ENERGY STAR Portfolio Manager® each month.

- Supporting ENERGY STAR program updates through training of all sales and delivery teams and providing a rigorous multi-channel client communications program.
- Conducting an annual EcoChallenge to more than 1,200 Engie Insight employees to increase energy awareness and promote upgrading to ENERGY STAR certified products.
- Educating C-suite clients on the benefits of benchmarking with Portfolio Manager by integrating the ENERGY STAR brand into social media posts by the Executive Leadership Team

Goby Inc.
Chicago, IL

Goby Inc. helps clients increase the value of real estate by ensuring sustainability through operational efficiency and strategic energy management and is receiving Partner of the Year-Sustained Excellence recognition. Goby helped clients gain recognition through ENERGY STAR certification and incorporated the use of ENERGY STAR resources as standard practice when providing energy management services. Key 2018 accomplishments include:

- Helping clients earn ENERGY STAR certification for more than 800 properties.
- Using ENERGY STAR Portfolio Manager® to benchmark more than 3,000 buildings.
- Assisting with over 780 compliance submissions for nearly every municipal benchmarking ordinance in North America, including in Canada.
- Designing, testing, and implementing powerful new reporting capabilities within its cloud-based enterprise data platform to provide clients with deeper insights into their utility consumption, ENERGY STAR performance metrics, and opportunities for savings and improvements.
- Hosting two webinars with more than 200 registrants to promote the benefits of ENERGY STAR for real estate portfolios and educating attendees on the 2018 ENERGY STAR score updates.
- Promoting ENERGY STAR through multiple blog posts and social media platforms.

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, receiving Partner of the Year-Sustained Excellence recognition. MEP has continued to integrate and utilize ENERGY STAR tools and best practices with its clients. Key 2018 accomplishments include:

- Benchmarking 100 percent of their client buildings with ENERGY STAR Portfolio Manager.
- Submitting more than 245 ENERGY STAR certification applications and providing 7 cost-free verifications as a public service for organizations lacking resources.
- Promoting ENERGY STAR by including the partner logo in all proposals, reports, and email signatures, representing more than 70,000 impressions in 2018.
- Promoting ENERGY STAR on its website, in blog articles, and on social media, representing 170,000 Twitter impressions and 60,000 website/blog impressions, for a total of 230,000 impressions in 2018.
- Updating its ENERGY STAR training for property managers, building engineers and portfolio managers to help them learn more about the program.
- 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.

Schneider Electric
Louisville, KY

Schneider Electric provides energy management and automation services for clients worldwide and is receiving Partner of the Year-Sustained Excellence recognition. Schneider Electric has advanced the market presence of ENERGY STAR through benchmarking and certification and integrated energy efficiency strategies and best practices into its services for commercial and industrial property managers throughout North America. Key 2018 accomplishments include:

- Benchmarking more than 25,000 properties using ENERGY STAR Portfolio Manager and Target Finder tools, including more than 10,000 water and 2,400 waste management benchmarks for clients which nearly double the activity for newly managed properties over prior year.
- Supporting more than 600 properties in earning ENERGY STAR certification with 11 properties earning certification for the first time.
- Identifying more than \$3 million in energy savings and efficiency projects across millions of square feet for commercial, industrial and institutional facilities.
- Assisting more than 200 school districts, county and city governments, and non-commercial entities with ENERGY STAR benchmarking and data management through its performance contracting groups.
- Helping clients develop energy management strategies using ENERGY STAR for certification goals, benchmarking targets, and joining as ENERGY STAR Partners.
- Promoting ENERGY STAR offerings and providing feedback on program changes; educated clients through industry events, workshops, and outreach using social media and publications.

Servidyne, LLC
Atlanta, GA

Servidyne provides sustainability consulting, including energy and water benchmarking, building audits, and waste assessments for the commercial and institutional building sector throughout North America. Servidyne is receiving Partner of the Year-Sustained Excellence recognition and has demonstrated a sustained commitment to energy efficiency and continued to achieve deeper sustainability goals for its clients. Key 2018 accomplishments include:

- Assisting more than 140 clients achieve ENERGY STAR certification, increasing their cumulative total to over 1,500 buildings.
- Conducting studies of ENERGY STAR benchmarking for energy, water and waste, along with evaluating wellness and resilience to improve client assets.
- Helping to educate clients to prepare for the 2018 ENERGY STAR score updates through webinars, conferences, social media, and company produced videos and providing energy audits to increase client ENERGY STAR scores.
- Achieving recognition for its headquarters office as an ENERGY STAR Charter Tenant Space.
- Participating in four collaborative efforts with ENERGY STAR and provided technical expertise for future program development.

Sustainable Investment Group, LLC
Atlanta, GA

Sustainable Investment Group (SIG) is a full-service consulting firm helping clients earn green building certifications by reducing their energy and water use since 2008 and is receiving Partner of the Year-

Sustained Excellence recognition. The company offered comprehensive use of EPA’s ENERGY STAR tools and guidance and successfully integrated these resources across its program offerings. Key 2018 accomplishments include:

- Benchmarking 100 percent of its client’s buildings using the ENERGY STAR Portfolio Manager®; including 40 first time certifications and 17 pro-bono certifications for deserving clients.
- Performing a walk-thru of every building submitted for ENERGY STAR certification to ensure quality control of benchmark data and building operations to preserve integrity of application submissions.
- Hosting multiple Q&A sessions about the 2018 ENERGY STAR score updates for its clients to help them understand how to make improvements to their respective buildings prior to and after the score changes in Portfolio Manager.
- Gaining three “Most Active Licensed Professional” credentials for staff members to enhance knowledge of ENERGY STAR and provide high level of service to clients through information exchange and documenting outcomes.
- Distributing a monthly newsletter highlighting ENERGY STAR certified buildings and score updates reaching more than 2,400 subscribers through its social media network.

Contractor of the Year: Home Performance with ENERGY STAR

AZ Energy Efficient Home Phoenix, AZ

AZ Energy Efficient Home is a home energy performance company receiving Home Performance with ENERGY STAR Contractor of the Year-Sustained Excellence recognition. AZ Energy Efficient Home has demonstrated leadership in the Home Performance with ENERGY STAR program, collaborating with Arizona Public Service to initiate a pilot program to add insulation and stucco to the outside of brick multifamily buildings. Key 2018 accomplishments include:

- Offering Pearl Certification, codified documentation of completed energy efficiency improvements, to homeowners to improve the value of their home.
- Achieving the highest savings at the meter among contractors participating in the Arizona Public Service program for 2018.
- Sharing the value of home performance with the community by presenting at local libraries and real estate associations, while also presenting to hospital staff about indoor air quality.
- Collecting mold samples for the Department of Housing and Urban Development to study the differences in mold across different geographic regions.
- Demonstrating a commitment to customer service by proactively seeking customer feedback during all stages of work.

GreenSavers Bend, OR

GreenSavers is a home energy performance company receiving Home Performance with ENERGY STAR Contractor of the Year-Sustained Excellence recognition. GreenSavers is a leader in the Home Performance with ENERGY STAR (HPwES) program and the first home performance contractor to earn B Corporation Certification. In 2018, GreenSavers completed 32.9 percent more home performance projects compared to 2017. Key 2018 accomplishments include:

- Increased project revenue in by 35 percent and reduced marketing expenses by almost 12 percent, resulting in a decrease in the cost per scheduled appointment.
- Earning 72 5-star reviews on Google, Yelp and Angie’s List, representing a gain of 41 percent compared to the previous year.
- Boosting monthly views of listings on Google Search by 216 percent between July 2017 and July 2018. Improvements in search engine performance can be attributed to content the company’s web site, which prominently features HPwES.
- Selling 45 percent more high efficiency heat pump systems in 2018, raising average energy savings per project by 6.3 percent while increasing the average invoice by only 1.4 percent.
- Seeing a 62 percent increase in the number of past clients that scheduled a new estimate or energy audit in 2018, because of effective email marketing featuring ENERGY STAR content.
- Supporting the Portland Clean Energy Fund; the initiative is expected to generate \$30 million annually for clean energy projects and job training in Portland.

Partner of the Year

Energy Efficiency Program Delivery

Appalachian Power Company Charleston, WV

Appalachian Power Company, an operating subsidiary of American Electric Power, is an electric utility that serves approximately 1 million customers in West Virginia, Virginia, and Tennessee receiving Partner of the Year recognition. Appalachian Power continues to successfully deliver discounted ENERGY STAR certified products across more rural parts of West Virginia and Virginia. Key 2018 accomplishments include:

- Partnering with General Electric (GE) at Lowe’s stores throughout West Virginia and Virginia to promote sales of ENERGY STAR certified lighting in support of the ENERGY STAR *Light the Moment* campaign.
- Offering discounts on more than 4.2 million ENERGY STAR certified LED bulbs in their West Virginia service territory.
- Completing more than 45,000 customer trainings at more than 300 retail locations and 250 outreach events.

Black Hills Energy Rapid City, SD

Black Hills Energy Arkansas provides natural gas service to 169,000 Arkansas customers, and is receiving Partner of the Year recognition. Black Hills Energy Arkansas demonstrates leadership in the energy efficiency delivery field, saving more than 400,000 therms and teaming with an electric utility to deliver additional savings for Home Performance with ENERGY STAR (HPwES) customers. Key 2018 accomplishments include:

- Co-delivering HPwES with Southwestern Electric Power Company to customers of both companies with unified messaging, delivery, and processes.

- Adding ENERGY STAR branding to marketing materials and leveraging the trust and credibility of the brand to explain the value of the HPwES program.
- Producing a HPwES case study detailing the impacts of weatherization on customers' homes.
- Providing substantial training for the contractor network. Combustion safety, customer service, and standards were highlighted, and all crew leads were required to take 14.5 hours of additional online training, while 24 weatherization contractors received Building Performance Institute training at reduced cost.
- Evaluating avenues for adding additional ENERGY STAR products or certifications to the program roadmap for possible inclusion in coming years.

City of Columbia Water & Light Columbia, MO

Columbia Water & Light is a municipal utility with a community-centered philosophy, receiving Partner of the Year recognition. Columbia Water & Light is a leader among utilities that delivery energy efficiency programs, expanding the reach of Home Performance with ENERGY STAR (HPwES) by establishing new partnerships with local utilities, regional groups, and the Green Building Registry. Key 2018 accomplishments include:

- Completing more than 500 HPwES projects in 2018, with more than 7,000 homes improved since the program's inception. Over \$22,000,000 has been invested by homeowners, saving more than 12 million kilowatt hours.
- Restructuring the low-income energy efficiency programming to delegate audits to local contractors. This public/private partnership expands access to efficiency programming outside service territory while promoting local businesses.
- Partnering with the State of Missouri and Earth Advantage to launch the Green Building Registry, allowing realtors, homebuyers and home sellers a means to promote the efficiency of their home.
- Co-hosting the Missouri Energy Initiative Midwest Energy Policy Series on Energy Efficiency. This regional conference brought together real estate agents, appraisers, mortgage bankers, and contractors to exchange industry best practices in energy efficiency.
- Receiving a Silver Telly Award. Out of 12,000 applicants, the Columbia Water & Light was recognized for its Goldilocks commercial featuring the "get your home just right" theme of the HPwES program.
- Participating in a 7-step evaluation of how to implement rental efficiency standards, while forming partnerships with numerous stakeholder groups to establish a rental energy efficiency policy and incentivize investment. Local housing stock is approximately 55 percent rental properties.

Con Edison New York, NY

Con Edison is an electric utility receiving ENERGY STAR Partner of the Year recognition. Con Edison used innovative marketing techniques to reach an entirely new market for ENERGY STAR certified LED lighting resulting in a doubling of energy savings. Key 2018 accomplishments include:

- Increasing ENERGY STAR market share in the challenging category of hot water heaters by implementing a new program design which leveraged both distributors and retailers with mid-stream and downstream incentives.

- Participating in and recruiting new members into the ENERGY STAR Retail Products Platform.
- Incentivizing 23,000 ENERGY STAR certified appliances and launching a new program for ENERGY STAR certified thermostats.
- Demonstrating excellence in branding by using the ENERGY STAR label in a comprehensive consumer outreach campaign that reached its audience through social media, retail point of purchase materials, web, and training materials.

Entergy Arkansas, LLC Little Rock, AR

Entergy Arkansas, LLC, is an electric utility receiving ENERGY STAR Partner of the Year recognition. Entergy Arkansas, LLC has made leveraging ENERGY STAR criteria, third-party certification, and branding tools a key component of their strategy to deliver energy efficient solutions to their customers. Key 2018 accomplishments include:

- Leveraging the ENERGY STAR brand to influence the sale of more than 1.4 million ENERGY STAR certified lighting and appliance products to residential and commercial customers via upstream, midstream, and downstream channels, saving customers and estimated 46,000,000 kilowatt hours of energy.
- Establishing a broad retail partner network, working with large and small retailers as well as non-profit thrift stores, to provide product discounts and rebates for ENERGY STAR certified lighting, pool pumps, clothes washers, dehumidifiers, and room air purifiers. Retail sales associates were trained in more than 260 locations about the value of ENERGY STAR.
- Donating more than 50,000 ENERGY STAR certified LED bulbs through the North Central Arkansas Food Bank, representing energy savings of more than 44 million kilowatt hours in 2018 alone.
- Garnering an estimated 65,000 media impressions in its campaign to promote ENERGY STAR certified products through educational materials, in-store point-of-purchase signage, social media, email and digital advertising. Numerous ENERGY STAR promotions including, ENERGY STAR Day and *Light the Moment* with ENERGY STAR were highlighted in social media and the ENERGY STAR logo was heavily leveraged throughout their campaigns.

Entergy Texas The Woodlands, TX

Entergy Texas is an electric transmission and distribution utility receiving ENERGY STAR Partner of the Year recognition. Entergy Texas has demonstrated ongoing dedication to ENERGY STAR through its Entergy Texas High-Performance Homes Program, saving customers more than 1,385,000 kilowatt hours. Key 2018 accomplishments include:

- Coordinating and sponsoring HVAC training for more than 86 HVAC contractors, home energy rating companies, and home builders in the Houston market.
- Distributing more than 3,500 ENERGY STAR-branded promotional products during builder meetings, model home visits, and industry events.
- Engaging millions of consumers through a multi-faceted social media, television, and website marketing campaign that resulted in more than 222,000 Facebook impressions, 552,000 Twitter impressions, 469,000 television advertising impressions, and 3,409,000 program website views.
- Converting six builders from ENERGY STAR Version 3.0 to ENERGY STAR Version 3.1 through its “Path to ENERGY STAR” incentive tier.

- Conducting more than 35 in-person meetings and calls with builders and Raters to discuss their ENERGY STAR participation and the path that ENERGY STAR offers for code compliance.

Midwest Energy Efficiency Alliance Chicago, IL

The Midwest Energy Efficiency Alliance is a collaborative network advancing energy efficiency for sustainable economic development and environmental stewardship in the Midwest region, receiving Partner of the Year recognition. The Alliance has demonstrated leadership implementing Home Performance with ENERGY STAR (HPwES) and the Illinois Home Performance with ENERGY STAR program throughout northern Illinois, in collaboration with investor-owned utilities, contractors, realtor associations, and appraisers. Key 2018 accomplishments include:

- Issuing approximately 900 HPwES Certificates of Completion in 2018 to homeowners who received qualifying retrofits, documenting energy saving measures and recognizing the investment in a more efficient home.
- Training contractors and home inspectors to offer the U.S. Department of Energy’s Home Energy Score through a pilot program that immerses attendees in training during a two-day bootcamp.
- Working with the National Association of Realtors and the Appraisal Institute to train real estate and appraisal professionals on energy efficiency, how to properly value energy efficiency features when selling homes.
- Facilitating Building Science Training Series as an opportunity to keep contractors educated and up-to-date with the latest home performance techniques; 100 contractors were trained with 10 courses in 2018.
- Providing support services to the contractor network that include an equipment loan program, a building science hotline, and a portal to job opportunities and prospective employees.
- Coordinating with four major investor-owned utility companies in northern Illinois – ComEd, Nicor Gas, Peoples Gas and North Shore Gas – to promote and implement Illinois Home Performance with ENERGY STAR throughout their service territories.

New Mexico Gas Company Albuquerque, NM

New Mexico Gas Company (NMGC) is the largest natural gas utility in the state and is receiving ENERGY STAR Partner of the Year recognition. New Mexico Gas Company demonstrated leadership in promoting incentives for residential ENERGY STAR furnaces, boilers, smart thermostats, condensing and tankless water heaters, ENERGY STAR certified new homes, and ENERGY STAR commercial food service equipment. Key 2018 accomplishments include:

- Expanding residential program contractor outreach, with four recruitment sessions focused on the advantages of installing ENERGY STAR certified equipment for approximately 115 attendees; an increase in attendees of 23 percent from the previous year.
- Utilizing the ENERGY STAR Dealer and Distributor kit to educate dealers on energy efficiency in commercial kitchens and display them as an ENERGY STAR Product distributor.
- Educating regional home builder on the benefits of building and selling above code homes, holding more than 200 individual meetings with home builders and their teams and home energy raters regarding ENERGY STAR, Indoor airPLUS and the NMGC ThermSmart New Homes Program.
- Issuing rebates for an estimated 1,700 ENERGY STAR certified furnaces and tankless water heaters, for a total of 10,393 units since 2012.

Ohio Hospital Association Columbus, OH

The Ohio Hospital Association is a statewide federation of 237 hospitals and 13 health systems, receiving Partner of the Year recognition. The Ohio Hospital Association provided members energy efficiency resources leveraging ENERGY STAR tools to reduce energy costs of Ohio hospitals while improving public health. Key 2018 accomplishments include:

- Benchmarking 59 percent of its member hospitals in EPA's ENERGY STAR Portfolio Manager® and helping generate an average of .9 percent energy savings since 2014, a 36 percent improvement above the national average.
- Certifying three new Ohio hospitals as ENERGY STAR, with a total of 13 certified since 2014.
- Recruiting 116 hospitals to join the fourth state-wide Ohio Energy Cup, an ENERGY STAR Battle of the Buildings-style competition.
- Promoting Portfolio Manager as an essential tool to track and verify energy savings using social media, website, and newsletters to more than 12,000 followers.
- Increasing ENERGY STAR benchmarking to 82 percent of critical access hospitals in its membership.
- Negotiating with over 30 Ohio utilities to receive monthly energy data on hospitals to provide its members monthly ENERGY STAR scores.

PSEG Long Island Melville, NY

PSEG Long Island is a subsidiary of Public Service Enterprise Group Inc (PSEG), a publicly traded diverse energy company receiving Partner of the Year recognition. PSEG Long Island demonstrates innovation among energy efficiency programs and continues to improve the experience for contractors and customers participating in programs. Key 2018 accomplishments include:

- Incentivizing 3.3 million LED bulbs and nearly 1,500 Home Performance with ENERGY STAR (HPwES) projects.
- Providing tiered rebate for low-and-middle income HPwES customers: Assisted (50 percent capped at \$4,000) and Enhanced (100% capped at \$4,000). These two tiers account for 72 percent of completed projects in 2018 and over \$4.4 million in rebates.
- Launching a new online contractor portal that reduces contractor administrative time required to participated in the utility program.
- Offering free home energy assessments to all customers to educate them on the benefits and potential savings available via the HPwES. This effort resulted in over 5,600 completed assessments.
- Partnering with the U.S. Department of Energy to administer the Home Energy Score. PSEG Long Island is now 5th in the nation in producing Home Energy Scores and has completed more than 6,800 Home Energy Score assessments to date.
- Educating underserved, hard-to-reach audiences about the benefits of ENERGY STAR certified products, establishing new program agreements with dollar stores to target low to moderate income customers. PSEG also collaborated with Long Island Harvest and Long Island Cares to distribute more than 300,000 certified LEDs to local food banks.
- Exceeding annual goals for its ENERGY STAR certified lighting and appliance programs by the third quarter of 2018 due to high customer participation in the ENERGY STAR lighting,

dehumidifiers, clothes washers, room air purifiers and pool pump categories, while promoting the ENERGY STAR Most Efficient 2018 marketing designation.

Energy Management

AMLI Residential Chicago, IL

AMLI Residential, founded in 1980, is a multifamily company focused on the development, acquisition, and management of Class A sustainable apartment communities across the United States, receiving Partner of the Year recognition. AMLI has demonstrated ongoing dedication to corporate sustainability and has leveraged the ENERGY STAR program to communicate the value of energy efficiency to both internal stakeholders and its residents across its communities. Key 2018 accomplishments include:

- Achieving ENERGY STAR Certification for 26 communities, representing over 36 percent of its portfolio.
- Increasing its portfolio average ENERGY STAR score from an 80 in 2017 to an 82 in 2018.
- Continuing implementation of its LED retrofit and solar programs throughout its portfolio, which has saved 3,720,596 kilowatt hours (kWh) and 1,902,800 kWh in 2018 respectively.
- Engaging leasing staff to educate residents and prospective residents on the benefits of living in an ENERGY STAR certified community, and the energy efficient features of the properties.
- Partnering with Green Mountain Energy to promote and provide clean energy options to residents.

Atrium Health Charlotte, NC

Atrium Health is a not-for-profit healthcare system that provides a full spectrum of healthcare and wellness programs throughout North and South Carolina, receiving Partner of the Year recognition. Atrium Health has a commitment to improve public health through better energy management and has reduced energy consumption more than 20 percent since partnering with ENERGY STAR. Key 2018 accomplishments include:

- Achieving ENERGY STAR certification at 10 facilities, including the new certification of two hospitals in 2018.
- Expanding the number of facilities tracked in ENERGY STAR Portfolio Manager® from 82 to 114, a 28 percent increase in one year.
- Maintaining an average ENERGY STAR score of 53 across its portfolio of 114 facilities, representing a 31-point improvement since 2013.
- Conducting an ENERGY STAR Treasure Hunt to uncover \$75,000 in potential energy savings at a small rural hospital.
- Launching an ENERGY STAR Bring Your Green to Work campaign which identified 38 projects worth \$850,000 in energy savings.

Bimbo Bakeries USA

Horsham, PA

Bimbo Bakeries USA is a baking company whose brands include Thomas, Sara Lee, Orowheat, Arnold, and Nature's Harvest, receiving Partner of the Year recognition. The company seeks to build a sustainable and productive energy program and uses ENERGY STAR guidance and tools to continue to lead the U.S. baking sector in energy management. Key 2018 accomplishments include:

- Expanding its portfolio of ENERGY STAR certified bakeries to 14, the most in the baking sector and for any one company in the industrial sector.
- Maintaining an energy savings trend by achieving a one percent reduction in energy intensity in 2018 to contribute to a four percent improvement since 2015.
- Expanding the use of bio-digesters to three bakeries that provide roughly one MW of electrical power.
- Committing to a virtual power purchase agreement that will produce the equivalent of the company's electrical usage from wind power by 2020 and reduce 260,000 metric tons CO₂e annually.
- Conducting energy treasure hunts using ENERGY STAR guidance at 75 percent of its bakeries where over \$3 million in energy savings were identified with payback periods of under two years.
- Launching a customer-focused smartphone app that provides consumers with product-based sustainability information and highlights the company's involvement with ENERGY STAR.

Boston Properties

Boston, MA

Boston Properties is a self-administered and self-managed real estate investment trust and one of the largest owners, managers, and developers of first-class office properties in the United States. Boston Properties is receiving Partner of the Year recognition and has demonstrated ongoing dedication to corporate sustainability and has integrated ENERGY STAR into all aspects of its robust energy management program. Key 2018 accomplishments include:

- Achieving ENERGY STAR Certification for 77 properties in 2018.
- Requiring all properties to benchmark whole-building energy, water, and waste performance monthly in ENERGY STAR Portfolio Manager®.
- Promoting the ENERGY STAR program to more than 20 groups representing industry associations and academic institutions – most of whom were being educated about ENERGY STAR for the first time.
- Requiring all properties to target an ENERGY STAR score of at least 75 and requiring properties below that score to set annual performance improvement goals.
- Incorporating cost recovery for ENERGY STAR certification, sub-metering of high intensity tenant equipment, and tenant energy disclosure through ENERGY STAR Portfolio Manager into its Master Lease form.

Bullitt County Public Schools

Shepherdsville, KY

Bullitt County Public Schools serves more than 13,000 students and 27 school and administrative buildings and is receiving Partner of the Year recognition. The school district has sustained their energy management program making significant efforts to improve energy efficiency across the district and to create a productive learning environment for students. Key 2018 accomplishments include:

- Saving more than \$930,000 in energy costs in 2018, bringing the twelve-year program cumulative savings total to more than \$6 million.
- Earning an average portfolio-wide ENERGY STAR score of 79, showing a six percent increase since 2017 and earning ENERGY STAR certification for 18 buildings in 2018.
- Participating in the Kentucky School Board Association's Battle of the School Buildings and earning second and third place for energy reduction.
- Holding a contest to rebrand the district's student energy program mascot, from Energy Watchdog to Green Earth Group, that involved all students.
- Continuing energy shutdowns email reminding faculty and staff to implement energy-saving behavior for off-session days at school, as well as at home.
- Communicating energy achievements using energy dashboards that display real time energy performance and the ENERGY STAR score of each building.

CEMEX USA

Houston, TX

CEMEX USA is a building materials supplier that produces, distributes, and markets cement, ready mixed concrete, aggregates, and building materials, receiving Partner of the Year recognition. The company operates a comprehensive energy management program that spans all major operations based on principles embodied in the ENERGY STAR Guidelines for Energy Management. Key accomplishments in 2018 include:

- Achieving nearly a one percent thermal energy intensity reduction while integrating alternative fuels to reduce environmental impacts.
- Certifying three cement plants with the ENERGY STAR and enrolling 25 cement terminals in the ENERGY STAR Challenge for Industry.
- Developing methods for motivating executive management and employees to achieve energy goals, including a gainsharing program to reward hourly employees and annual performance assessments for salaried staff tied to energy metrics.
- Mentoring new ENERGY STAR industrial partners by sharing best energy management practices.
- Participating in the ENERGY STAR Focus on Energy Efficiency for Cement Manufacturing by testing plant benchmarking models and presenting on impactful energy management opportunities in cement manufacturing to industry.
- Communicating on energy efficiency and ENERGY STAR through quarterly employee publications.

CommonWealth Partners

Los Angeles, CA

CommonWealth Partners is a fully integrated private real estate investment, development, management and operating company receiving Partner of the Year-Sustained Excellence recognition. CommonWealth Partners has consistently improved and expanded on its energy management program and has maintained its commitment to energy efficiency using ENERGY STAR. Key 2018 accomplishments include:

- Demonstrating its commitment to energy efficiency by benchmarking all eligible properties within ENERGY STAR Portfolio Manager®.
- Reducing its weather normalized source energy use intensity by more than two percent from 2017 to 2018.

- Incorporating its ENERGY STAR partnership and ENERGY STAR performance metrics into lobby posters during tenant events and providing Q&A with property management on its energy management program.
- Developing and hosting its second internal Battle of the Buildings Bootcamp competition which focused on empowering participating properties to reduce energy, water, and waste over a three-month period, resulting in saving more than 12,000 MWh of energy, 16,000 kGal of water, and more than 3,400 MtCO₂e cumulatively.
- Providing training for Real Estate graduate students at the University of San Diego on the use of ENERGY STAR Portfolio Manager®.

Greenville County Schools

Greenville, SC

Greenville County Schools (GCS) is the largest public-school system in South Carolina, educating more than 75,000 students across 85 schools, receiving Partner of the Year recognition. GCS has integrated ENERGY STAR tools and resources into its commitment to an effective energy management program and its goals to reduce energy cost and consumption. Key 2018 accomplishments include:

- Implementing ENERGY STAR's Guidelines for Energy Management and realizing \$6.5 million in avoided costs annually due to a district-wide energy management program.
- Reducing energy expenditures by three million dollars from 2015 to 2018, despite adding 600,000 square feet to its portfolio and experiencing a utility cost increase of 17 percent.
- Earning ENERGY STAR certification for 68 schools in 2018.
- Providing annual training to more than 9,000 district employees in energy management, utilizing the ENERGY STAR Best Practices Checklist for Improved Energy Performance.
- Creating an after-school consolidation project to minimize the use of HVAC systems during programs that take place after school hours, with projected savings of \$500,000 annually.
- Displaying ENERGY STAR certification decals at certified facilities, reaching over 500,000 visitors annually including thousands of families without internet access.

Hudson Pacific Properties, Inc.

Los Angeles, CA

Hudson Pacific Properties, Inc. (HPP) is a vertically integrated real estate company focused on repositioning, developing, and operating high-quality office, media, and entertainment properties, receiving Partner of the Year recognition. HPP has continued to grow its energy management program and has seen significant reductions in energy usage, by leveraging ENERGY STAR resources as a focal point to help drive improvements. Key 2018 accomplishments include:

- Achieving ENERGY STAR Certification for 44 properties in 2018.
- Improving the average portfolio ENERGY STAR score from a 68 to a 71 from 2017 to 2018 and reducing weather-normalized source energy use intensity by five percent during that same time.
- Implementing an engagement and recognition program, which recognizes properties that have the largest improvement in ENERGY STAR score, hosting the best tenant engagement event, and the having largest reductions in energy, water, and waste usage.
- Developing and implementing property level sustainability action plans, where benchmarking in ENERGY STAR Portfolio Manager®, internal and external communications, ENERGY STAR scores, and ENERGY STAR certification were common metrics to help further implement the company's strategic plan.

Johnson & Johnson

New Brunswick, NJ

Johnson & Johnson is a global healthcare company, operating within the consumer, medical devices and pharmaceutical business segments, receiving Partner of the Year recognition. The company has established a robust global energy program that demonstrates the importance of energy management in achieving sustainability goals. Key 2018 accomplishments include:

- Improving energy intensity by more than two percent at 46 sites in the United States and Puerto Rico, and by more than a 19.4 percent improvement since 2010.
- Investing \$22 million in energy-related projects through its CO₂ Capital Relief program that has cut energy use by 520 gigawatt hours, saved \$75 million in energy costs, and avoided nearly 270,000 metric tons of carbon dioxide emissions annually since 2004.
- Achieving ENERGY STAR certification at two office buildings while enrolling its first manufacturing facilities in the ENERGY STAR Challenge for Industry.
- Benchmarking and sharing best practices with other companies through the ENERGY STAR Pharmaceutical Manufacturing Focus and industrial partnership.
- Conducting three ENERGY STAR Treasure Hunts that identified 111 opportunities with the potential to reduce one-third of annual energy costs while preventing nearly 12,000 metric tons of greenhouse gas emissions on those properties.
- Leveraging ENERGY STAR materials in communications to employees and external stakeholders to underscore the company's commitment to energy management as a strategy for achieving sustainability goals.

LaSalle Investment Management

Chicago, IL

LaSalle Investment Management is one of the world's leading real estate investment managers operating in 17 countries and is an independent subsidiary of JLL, receiving Partner of the Year recognition. LaSalle has demonstrated ongoing dedication to corporate sustainability and leverages the ENERGY STAR program to communicate to investors and tenants about its strong energy management program. Key 2018 accomplishments include:

- Achieving ENERGY STAR certification for 33 properties in 2018.
- Participating in the ENERGY STAR Tenant Space pilot program and receiving ENERGY STAR Charter Tenant Space recognition for a LaSalle office space.
- Leveraging the ENERGY STAR Guidelines for Energy Management to develop its first-ever US Energy & Sustainability Procedures and Guidelines for its office portfolio.
- Incorporating energy management language, including the sharing of energy and water data between LaSalle and its tenants, into its standard lease forms to spur cooperation with tenants to develop energy and sustainability plans.
- Implementing LED lighting retrofits across all property types including retail parking lots, multi-family common areas, and industrial tenant spaces, which achieved significant energy savings with as short as a year payback.

LBA Realty, LLC
Irvine, CA

LBA Realty is a full-service real estate investment and management company with office and industrial properties in major U.S. markets, receiving Partner of the Year recognition. LBA has continued to integrate energy efficiency and ENERGY STAR throughout its organization, and has consistently engaged with engineering, property, and asset management teams to improve overall portfolio energy management. Key 2018 accomplishments include:

- Achieving ENERGY STAR Certification for 21 properties in 2018.
- Increasing its average ENERGY STAR Score across its portfolio from a 78 to an 81 from 2017 to 2018 and reducing its average weather-normalized source EUI by over five percent from 2017 to 2018.
- Participating in the ENERGY STAR Tenant Space pilot program and receiving ENERGY STAR Charter Tenant Space recognition.
- Engaging with tenants in its industrial properties on the value of ENERGY STAR and benchmarking, leading to the benchmarking of over 80 industrial properties in ENERGY STAR Portfolio Manager® in 2018.
- Developing ENERGY STAR educational flyers for lobby directories and elevator screens which reach 25,000 occupants per day.

Lockheed Martin Corporation
Bethesda, Maryland

Lockheed Martin Corporation is a global security and aerospace company involved in the research, design, manufacturing, and integration of advanced technology systems, products, and services, receiving Partner of the Year recognition. In 2018, the company's gated capital program approved more than \$18 million for 40 projects, an investment with the potential to save millions of dollars annually in avoided energy costs. Key 2018 accomplishments include:

- Maintaining an energy intensity reduction of 15 percent from a 2010 baseline, enough to offset the company's employee commuting and business travel emissions for approximately one year.
- Earning ENERGY STAR certification for seven office and data center buildings.
- Engaging 400 K-12 students and their families during Lockheed Martin Family Science Night with hands-on experiments and co-branded Go Green and ENERGY STAR signage that taught concepts of energy efficiency and energy management while promoting STEM careers.
- Expanding existing advanced metering infrastructure to include 54 sites and over 1,000 meters to provide real-time data and help inform more detailed engineering studies, curtailment strategies, and energy saving opportunities.
- Completing numerous projects, including installation of a high efficiency chiller, solar thermal tank, and a 2-megawatt carport solar energy system.
- Reaching more than 11,000 people inside and outside of the company about ENERGY STAR.

Marathon Petroleum Corporation
Findlay, OH

Marathon Petroleum Corporation is an integrated refining, marketing, and midstream company with crude oil refining capacity of more than three million barrels per day across 16 refineries, receiving Partner of

the Year recognition. The company advances energy management throughout all operations and leads its industry in ENERGY STAR refinery certifications. Key 2018 accomplishments include:

- Improving energy intensity by two percent over 2016. Since 2002, the company's efficiency gains have reduced greenhouse gas emissions per barrel of throughput by more than 20 percent, while efficiency gains in refining have helped avoid approximately 750 million British thermal units per hour of energy consumption.
- Expanding the company's energy management network beyond refining to include its terminal, marine, transportation, pipeline, retail, and natural gas gathering and processing businesses.
- Earning ENERGY STAR certification at three of its refineries. The Garyville, Louisiana, and Canton, Ohio, refineries were the first to be certified for 13 consecutive years.
- Extending the ENERGY STAR industrial network and communicating energy management by hosting an ENERGY STAR Industrial Showcase at the certified Garyville Refinery. This provided a forum for 125 elected officials, regulators, industry peers, and employees to discuss energy efficiency and share best practices.
- Confirming a 38 percent reduction in source energy-use intensity over a period of 10 years at its corporate headquarters campus in Findlay, Ohio; taking the ENERGY STAR Challenge for the first time at nine fuels terminals, and a second time at its biorefining facility; and, retrofitting Speedway retail brand stores with exterior LED lighting and ENERGY STAR certified equipment.
- Continuing to implement a formal energy strategy for achieving best-in-class energy performance at its refineries through six key actions. The company's logistics and storage division adopted a similar strategy in 2018 to drive improvements in energy use throughout its terminals, pipelines and transportation logistics assets.

MetLife

New York, NY

MetLife is a global financial services company, providing insurance, annuities, employee benefits and asset management to customers in over 40 countries, receiving Partner of the Year recognition. MetLife has demonstrated ongoing dedication to corporate sustainability and has leveraged the ENERGY STAR program to achieve its environmental goals while increasing overall portfolio value through the reduction of operating expenses. Key 2018 accomplishments include:

- Achieving ENERGY STAR certification for 40 properties in 2018, representing over 22 million square feet of real estate across the company's own operations and investments portfolio.
- Reducing average weather-normalized source energy use intensity by more than three percent from 2017 to 2018.
- Engaging over 10,000 employees in MetLife's employee engagement program, Our Green Impact, by disseminating ENERGY STAR resources including Bring Your Green to Work, ENERGY STAR best practices, and promoting ENERGY STAR certified products.
- Leveraging the ENERGY STAR Guidelines for Energy Management to set performance goals for MetLife's corporate real estate portfolio and MetLife Investment Management real estate properties.
- Communicating ENERGY STAR energy goals and successes to more than 10,000 stakeholders including investors, building tenants, clients, employees and the greater communities, through its campaigns such as Powerful Ideas®, Daylight Hour, internal trainings, corporate blog posts, tenant events, and social media.

**Northwestern University
Evanston, IL**

Northwestern University is a private academic and research university receiving Partner of the Year recognition. Northwestern has demonstrated an institution-wide commitment to energy management, reducing the energy use intensity of its buildings by five percent over the last year while also promoting the value of efficiency and ENERGY STAR on campus and to the public. Key 2018 accomplishments include:

- Improving the University's average 1-100 ENERGY STAR score by 7percent over a 2017 baseline.
- Promoting the value of efficiency and ENERGY STAR through communications that engage the campus community, such as events throughout the month of April connected to Earth Day.
- Formalizing its commitment to energy efficiency through a goal to reduce energy use intensity 20 percent by 2020 and creating a governance structure to tackle the related challenges.
- Developing a system to streamline and organize the data coming from campus utility meters to inform decision-making.
- Expanding its Green Office Certification program, modeled after ENERGY STAR Bring Your Green to Work, to engage a cumulative 900 University employees.
- Implementing a system to track the lifecycle of energy conservation measures and efficiency projects.

**Office Properties Income Trust – GOV Portfolio
Newton, MA**

Office Properties Income Trust – GOV Portfolio is a real estate investment trust which primarily owns office properties that are majority leased to the U.S. Government and other government tenants. GOV is receiving Partner of the Year recognition and has demonstrated an ongoing dedication to its energy management program, leveraging ENERGY STAR tools and resources in unique ways to communicate throughout its organization. Key 2018 accomplishments include:

- Achieving ENERGY STAR certification for 67 buildings in 2018.
- Hosting its third annual internal energy competition which recognizes the top three building teams that improve the ENERGY STAR score at their property the most and implements the most energy efficiency measures over a three-month period.
- 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 26 buildings.
- Dedicating yearly capital allocation for energy and sustainability projects including a capital equipment replacement program that supports high-efficiency end-of-life replacements over code-compliant like-for-like equipment selections.
- Providing direct messaging to tenants via email blasts and common space postings regarding ENERGY STAR recommendations for simple ways to reduce energy consumption.

Pinellas County Schools

Largo, FL

Pinellas County Schools (PCS) is the sixth-largest public-school district in Florida serving more than 100,000 students with 5,000 employees across 140 campuses. PCS is receiving Partner of the Year recognition and has a long-standing commitment to preventing energy waste, optimizing building and comfort systems, and creating a culture of sustainability. Key 2018 accomplishments include:

- Avoiding more than seven million dollars in energy costs and 60 million kilowatt hours of electricity in 2018.
- Earning ENERGY STAR certification for 92 schools in 2018, representing more than half of the ENERGY STAR certified schools in Florida and maintaining an average portfolio-wide ENERGY STAR score of 72, a four percent increase from 2017.
- Implementing a student engagement lesson plan, with an ENERGY STAR savings hunt assignment to engage students in the importance of energy conservation and sustainability in school and at home.
- Configuring HVAC schedules to match the occupancy patterns for after school and special events to minimize the use of HVAC systems in unoccupied spaces and eliminating or limiting the use of push button occupancy overrides to reduce energy waste.
- Enacting an energy incentive program, engaging all students, faculty, and staff, which allowed schools to earn discretionary funds based on their performance on six energy audits.

The Kroger Company

Cincinnati, OH

The Kroger Co. is a food retailer with nearly 2,800 stores under two dozen banners with annual sales of more than \$115.3 billion, receiving Partner of the Year recognition. Kroger has invested in a robust energy management program achieving significant improvements in energy efficiency from design through operation. Key 2018 accomplishments include:

- Achieving a 4.4 percent reduction in energy across its portfolio of 1,870 properties and increasing its average ENERGY STAR score from a 70.6 to a 72.
- Certifying 181 grocery stores as ENERGY STAR, with a total of 818 certified properties since 2011.
- Installing over five million T8 LED lamps and saving over 179.5 million kilowatt hours.
- Preserving design information of top performing stores in its ENERGY STAR Portfolio Manager® accounts for replication and future ENERGY STAR certification.
- Helping EPA develop energy efficiency standards for bakeries and dairy processing plants.

Welltower Inc.

Toledo, OH

Welltower is a healthcare real estate investment trust and provides real estate capital to leading seniors housing operators, post-acute care providers and health systems. Welltower is receiving Partner of the Year recognition and has demonstrated a commitment to improving energy efficiency across its portfolio while investing in energy management. Key 2018 accomplishments include:

- Saving an average of 1.7 percent energy across its portfolio of 390 properties compared to the previous year and increasing its average ENERGY STAR score to a 53.

- Earning ENERGY STAR certification for 38 senior care communities, including nine certified for the first time.
- Upgrading to LED lighting at 24 communities, leading to 3.7 million kilowatt hours reduction in energy and \$300,000 in cost savings.
- Replacing boilers at 24 senior care communities and medical office buildings and upgrading roof top HVAC units at 49 communities and medical office properties.
- Mandating the purchase of ENERGY STAR certified products in its procurement guidelines.
- Promoting ENERGY STAR to its tenants, residents, employees, and investors through newsletters, social media, website, and trade publications.

Home Energy Rater/Provider

Energy Services Group New Castle, DE

Energy Services Group is a home energy rating company receiving ENERGY STAR Partner of the Year recognition. Energy Services Group is a long-time ENERGY STAR partner and certified more than 700 homes as ENERGY STAR in 2018, representing a 48 percent increase in certifications compared to 2017. Key 2018 accomplishments include:

- Employing techniques to help builders consistently meet ENERGY STAR program requirements, such as using blower door equipment to guide air-sealing crews early in construction, resulting in tighter homes.
- Providing builders with cost-effective solutions to meet energy codes and bridge the gap to achieving ENERGY STAR, boosting program participation.
- Accelerating builder recruitment by launching an ENERGY STAR certified homes sales program in Pennsylvania that aligns with newly adopted code requirements and utility incentives.
- Delivering training for more than 50 appraisers at four different ENERGY STAR certified home communities to educate them about the added value of ENERGY STAR and high-performance construction.

GDS Associates – Home Energy Raters of New England Marietta, GA

GDS Associates is a home energy rating company receiving ENERGY STAR Partner of the Year recognition. GDS Associates certified nearly 1,000 new homes as ENERGY STAR in 2018, an increase of over 70 percent compared to 2017, bringing its all-time total to more than 9,000 homes certified. Key 2018 accomplishments include:

- Providing targeted training to New Hampshire real estate agents, code officials, and HVAC contractors to expand awareness of the ENERGY STAR Certified Homes program.
- Participating with New Hampshire's four investor owned utilities to develop a comprehensive plan to significantly increase participation in their ENERGY STAR-based efficiency program over the next three years.
- Helping to implement the local utility's "Drive Toward ENERGY STAR Homes - Code Plus Initiative" program to expose builders and developers to the home energy rating process, putting them on the road to becoming new or returning ENERGY STAR builder partners.

- Leveraging familiarity with the ENERGY STAR Certified Homes program as a springboard to completing New Hampshire's first affordable multifamily Passive House Institute US building and rating the top three homes in the state's first ever Net Zero Challenge program.

MaGrann Associates
Mount Laurel, NJ

MaGrann Associates is a home energy rating company receiving ENERGY STAR Partner of the Year recognition. MaGrann Associates continued its commitment to ENERGY STAR, certifying more than 1,000 homes in 2018, for a cumulative total exceeding 50,000. Key 2018 accomplishments include:

- Developing and deploying innovative data collection methods and tools, including an aerial drone-based visual and infrared inspection process for multifamily buildings.
- Creating new multifamily-focused resources on fresh air ventilation, air sealing, duct sealing, and advanced framing to help partners comply with ENERGY STAR Certified Home program requirements.
- Designing public-facing presentations and consumer awareness collateral to help new homeowners and tenants operate and maintain their ENERGY STAR certified homes.
- Advocating for the inclusion of the ENERGY STAR Certified Homes program in utility rebate programs.

Southern Energy Management
Raleigh, NC

Southern Energy Management is a home energy rating company receiving ENERGY STAR Partner of the Year recognition. Southern Energy Management certified more than 1,300 homes in 2018, for a cumulative total exceeding 20,000 homes since 2006. Key 2018 accomplishments include:

- Working with a leading national developer to ensure that all homes constructed by builders in one of its most-popular communities are ENERGY STAR certified, resulting in more than 2,500 ENERGY STAR certified homes built to date.
- Providing clients with performance metrics to drive continuous improvement in their ENERGY STAR certified homes, allowing one client to reduce infiltration by 20 percent over the course of one year.
- Promoting the ENERGY STAR program at numerous industry conferences and advocating for its inclusion in state housing finance programs.

Sustainable Comfort, Inc.
Worcester, MA

Sustainable Comfort Inc. is a multifamily-focused green building consulting firm receiving ENERGY STAR Partner of the Year recognition. Sustainable Comfort continued to expand in the affordable housing space in 2018, certifying more than 660 homes as ENERGY STAR, representing a 60 percent increase compared to 2017. Key 2018 accomplishments include:

- Conducting orientation training for every ENERGY STAR certified home project to familiarize contractors with all program requirements, checklist items, and testing procedures.
- Leveraging ENERGY STAR as the energy performance backbone for thousands of multifamily units pursuing additional certifications such as Passive House Institute US (PHIUS), LEED for Homes, and Enterprise Green Communities.
- Providing feedback and insight to ENERGY STAR's creation of a combined program for low rise and high-rise multifamily buildings, drawing on its experience in both sectors.

US EcoLogic Inc Texas Energy Solutions

Irving, TX

US-EcoLogic Inc/ TexEnergy Solutions is an employee-owned home energy rating company promoting green, energy efficient, and ENERGY STAR certified homes and apartments across 30 states and is receiving ENERGY STAR Partner of the Year recognition. US-EcoLogic Inc/ TexEnergy Solutions certified 1,540 homes as ENERGY STAR in 2018, raising its all-time total to more than 50,000 homes. Key 2018 accomplishments include:

- Working closely with its builder clients to ensure their successful transition to new ENERGY STAR program requirements in Texas.
- Providing sales training for seven production builder's sales agent teams, as well as numerous independent real estate professionals, enabling them to better value and sell the features and benefits of ENERGY STAR certified homes.
- Helping builders and contractors to incorporate ENERGY STAR's mechanical fresh air requirements through ongoing training, discussions, and product research.
- Enhancing quality assurance by upgrading its proprietary cloud-based inspection platform and conducting weekly trainings and one-on-one mentored inspections with each Rater and Field Inspector.

New Home Builder

Main Street Homes

Midlothian, VA

Main Street Homes is a home builder receiving ENERGY STAR Partner of the Year recognition. Main Street Homes built more than 250 ENERGY STAR certified homes in 2018, bringing their total to nearly 1,000 ENERGY STAR certified homes since joining the program. Key 2018 accomplishments include:

- Leveraging the ENERGY STAR label, messaging, and national campaigns to achieve more than 250,000 impressions promoting how ENERGY STAR certified homes provide better quality, comfort, durability, and reduced utility and maintenance costs.
- Utilizing building science techniques to provide an estimated annual energy bill savings of \$1200 for each of their homebuyers, for a combined savings of over \$300,000 for all its 250 new homeowners in 2018.
- Delivering in-house trainings to position its sales team to effectively sell the features of ENERGY STAR certified homes and engaging clients on the benefits that best align with their personal values.

Product Brand Owner

A.O. Smith

Milwaukee, WI

A. O. Smith has been providing hot water for more than 80 years and is receiving Partner of the Year recognition. A.O. Smith offers customers an extensive array of ENERGY STAR certified water heaters, and played a pivotal role partnering with ENERGY STAR to develop a nationwide Product Finder tool

that allows consumers to identify contractors with experience installing highly efficient, heat pump water heaters. Key 2018 accomplishments include:

- Partnering with ENERGY STAR to dramatically improve the effectiveness of the ENERGY STAR Product Finder for water heaters through the inclusion of a contractor locator function made possible by nationwide AO Smith contractor data.
- Providing ENERGY STAR training and internal messaging centered around the ENERGY STAR Product Finder for water heaters to improve understanding of the tool's functionality and increase sales of ENERGY STAR certified heat pump water heaters.
- Creating the A. O. Smith ENERGY STAR Hub for contractors, builders, wholesalers and utilities to download sales materials and grow their business.
- Promoting ENERGY STAR qualified products through A. O. Smith's more than 5,000 wholesale contracts and more than 30,000 loyal contractors
- Distributing a press release to targeted trade publications focusing on the contractor locator features of the improved ENERGY STAR Product Finder for water heaters.

Broan-NuTone Hartford, WI

Broan-NuTone is a global leader in residential indoor air quality and is receiving Partner of the Year recognition. Broan-NuTone leveraged its strong retail presence with ENERGY STAR in-store signage at over 4,000 retail locations, along with 870 ENERGY STAR displays in distributor showrooms. Key 2018 accomplishments include:

- Promoting the value of ENERGY STAR to an estimated 10,000 plus pro-channel customers (builders, distributors, contractors, etc.) and exhibiting at over 75 national and regional trade shows.
- Supporting the ENERGY STAR Certified Homes program by participating in a Partner Meeting ventilation panel and working with EPA staff to provide training on solutions for whole house mechanical ventilation requirements.
- Incentivizing ENERGY STAR certified product purchases via bonus rebates through major buying groups.
- Donating 2,285 premium Broan and Nutone UltraGreen series ENERGY STAR Most Efficient recognized fans (worth over \$1 million by list price) to Habitat for Humanity.
- Working with EPA to expand ENERGY STAR certification to supply fans, and promptly certifying several models to serve the burgeoning supply ventilation market.

Globe Electric Company (USA) Inc. Pointe Claire, Quebec, Canada

Globe Electric is a lighting manufacturer receiving ENERGY STAR Partner of the Year recognition. Globe Electric offers customers a wide variety of ENERGY STAR certified lighting products at low price-points that provide significant electricity savings to a diverse consumer base. Key 2018 accomplishments include:

- Helping U.S. consumers save over \$12 million in electricity costs and reducing annual greenhouse gas emissions by more than 140 million pounds.
- Distributing over 550,000 ENERGY STAR certified bulbs and 5,000 desk lamps through a total of 680 food pantry locations serving over 280,000 households in need at no cost.
- Achieving an increase of 9.5 percent in ENERGY STAR certified LED bulb sales compared to 2017. For ENERGY STAR certified light fixtures, Globe increased unit sales by 195 percent through its recessed lighting program at The Home Depot.

- Expanding its ENERGY STAR product selection at retail, focusing on retailers that service lower income and rural consumers that have not previously had ENERGY STAR certified products available to them. Through its retail and community food bank partners, Globe delivered more 2.4 million ENERGY STAR certified LED bulbs in 2018.

Greenlite Lighting Corporation
Montreal, Quebec, Canada

Greenlite, based in Montreal, Canada, is a lighting manufacturer dedicated to protecting the environment and is receiving ENERGY STAR Partner of the Year recognition. Greenlite Lighting Corporation is being recognized for delivering over twenty million ENERGY STAR certified bulbs to drug stores and smaller-format hardware stores, which represent entirely new retail channels for ENERGY STAR bulbs.

Key 2018 accomplishments include:

- Reaching customers that are typically not consumers of energy-efficient products through partnerships with Habitat for Humanity, Salvation Army, Goodwill, St. Vincent de Paul, and other independent retailers.
- Partnering with drug and convenience stores to deliver ENERGY STAR bulbs to customers that would otherwise be left without a low-cost, high-quality option. In one convenience store alone, Greenlite sold over one million utility-supported ENERGY STAR certified LEDs.
- Distributing over one million ENERGY STAR certified bulbs and fixtures in Massachusetts and Rhode Island through upstream programs which featured ENERGY STAR *Light the Moment* campaign branding.
- Donating more than 5 million ENERGY STAR certified LED bulbs through food banks across the country.

Hayward Industries Inc.
Elizabeth, NJ

Hayward Industries, Inc. is a leading global manufacturer of residential and commercial pool equipment receiving ENERGY STAR Partner of the Year recognition. Hayward Industries demonstrated clear commitment to ENERGY STAR through millions of impressions generated by their print and digital advertising of leading-edge certified products. Key 2018 accomplishments include:

- Certifying the first ENERGY STAR Version 2.0 pool pump and the first non-self-priming ENERGY STAR model with the launch of the new PowerFlo VS 300 variable-speed above ground pump; this pump provides up to 80 percent energy savings over single-speed pumps and quieter operation.
- Achieving over 100,000 unique visitors to a page promoting the benefits of ENERGY STAR products, using targeted multi-channel consumer marketing.
- Expanding the market for ENERGY STAR certified pool pumps by offering lower horsepower models that are suited for typical pools with up-front prices that appeal to a broader range of pump purchasers.
- Updating messaging and targeting it to achieve not just high reach but high engagement, as exemplified by an email campaign, in conjunction with a utility promotion, that achieved a 46 percent open rate.

HP Inc.
Palo Alto, CA

HP Inc. is a global technology company receiving the ENERGY STAR Partner of the Year award. The company expanded its portfolio of ENERGY STAR certified products and increased awareness of the ENERGY STAR label through its website and social media. Key 2018 accomplishments include:

- Increasing the number of ENERGY STAR certified products to more than 800, which represents 91 percent of its product portfolio.
- Training HP employees and customers about the benefits of ENERGY STAR at over 500 Innovation Tours and corporate customer briefings.
- Developing innovative, efficient products which utilize closed-loop recycled plastic and adding an additional 10 computer displays to its portfolio of products earning ENERGY STAR Most Efficient recognition.
- Featuring social media content on its website and via twitter highlighting ENERGY STAR and energy efficiency for more than 4 million people.

Kenmore
Hoffman Estates, IL

Kenmore is part of Sears Holdings Corporation, providing major and small kitchen appliances and is receiving ENERGY STAR Partner of the Year recognition. Kenmore offered customers a wide array of ENERGY STAR certified products, with 543 ENERGY STAR certified and ENERGY STAR Most Efficient recognized appliance models available in 2018, selling more than 1.2 million through multiple retail channels. Key 2018 accomplishments include:

- Training over 6,000 sales associates on ENERGY STAR certified Kenmore Major Appliances and 1,200 store owners and sales associates at the Sears Hometown tradeshow.
- Selling more than 1.2 million ENERGY STAR certified products, saving about 158 million kilowatt hours of energy and about 259 million pounds of carbon dioxide emissions, which is equivalent to about 25,000 cars.
- Promoting ENERGY STAR certified appliances by teaming with a home improvement icon, Bob Vila, for “Bob Vila’s Brand-New Laundry Machine Giveaway with the Kenmore Brand” sweepstakes that yielded 531,145 entries and 2.5 million total web page views.
- Distributing one million circulars featuring 41 ENERGY STAR certified Kenmore Brand major appliances to Sears and Kmart stores, auto centers, outbound sears.com fulfillments, as well as through in-home technicians and Black Friday mailers.
- Continuing to promote Kenmore Elite ENERGY STAR certified connected room air conditioners at the 2018 AT&T Business Summit attended by over 3,900 attendees from more than 800 companies.

L’Image Home Products Inc.
Montreal, Quebec, Canada

L’Image Home Products is a designer, manufacturer, and distributor of unique lighting, electrical, and other products and is receiving ENERGY STAR Partner of the Year recognition. L’Image increased its ENERGY STAR offerings by 170 percent, introducing 15 new certified lighting products. Key 2018 accomplishments include:

- Distributing over 3.4 million ENERGY STAR certified lamps and luminaires that will reduce greenhouse gas emissions by over 2.2 million metric tons of carbon dioxide equivalents over the course of their lifetimes.

- Partnering with utilities, efficiency program implementers, retailers, and ENERGY STAR to expand rebate program reach to 2,400 store locations across 32 states, compared to 900 stores in 2017.
- Organizing an Earth Day promotional event for hard-to-reach customers that resulted in a 34% lift in sales of ENERGY STAR certified products.
- Producing over 170,000 ENERGY STAR bulb trays and over 75,000 ENERGY STAR *Light the Moment* bulb trays that were delivered to thousands of Dollar Tree locations across the country.

Service and Product Provider

Measurabl San Diego, CA

Measurabl is a sustainability software company, offering a data management platform that allows clients to measure, manage and rate their environmental, social and governance performance. Measurabl is receiving Partner of the Year recognition and has extended the use of ENERGY STAR benchmarking and performance metrics into the market through their software. Key 2018 accomplishments include:

- Benchmarking more than 9,400 buildings in ENERGY STAR Portfolio Manager®, with more than 1,000 buildings earning ENERGY STAR certification and an average ENERGY STAR score of 76 for buildings using Measurabl software.
- Automating external reporting of ENERGY STAR certification and performance metrics for its clients.
- Providing a partner network as a new, streamlined way for clients to connect with experienced companies to make it easier for them to earn ENERGY STAR certification.
- Coordinating marketing campaigns with initiatives such as blogs, social media posts, emails, and events to share the latest ENERGY STAR updates and news, reaching an audience of more than 12,000 through its outbound communications.

The RMR Group Newton, MA

The RMR Group LLC is an asset management company whose business primarily consists of providing management services to real estate investment trusts and real estate related operating companies. RMR is receiving Partner of the Year recognition and has continued to incorporate ENERGY STAR tools and best practices into its services for the commercial real estate industry. Key 2018 accomplishments include:

- Benchmarking 344 properties and achieving ENERGY STAR certification for 87 properties.
- Managing its third annual building competition modeled after the ENERGY STAR Battle of the Buildings with 32 properties participating, awarding the top three building teams with recognition and monetary incentives for improving the ENERGY STAR score and completing an Energy Scavenger Hunt.
- Earning BOMA 360 awards for seven clients utilizing ENERGY STAR tools including ENERGY STAR Portfolio Manager®, energy management plans and tenant resources to ensure delivery of best in class energy management and sustainability services.

- Providing direct messaging to tenants and property management teams via email blasts, common space postings and poster boards for tenant appreciation events leveraging ENERGY STAR tips for simple ways to achieve excellence in energy management.
- Offering management services through an active real-time data capture program with automated reporting of ENERGY STAR scores, energy consumption and energy-related spending at 38 buildings.

Yardi Systems

Santa Barbara, CA

Yardi develops software to support investment property, asset and energy management for all types and sizes of real estate companies worldwide. Yardi is receiving Partner of the Year recognition and made an outstanding commitment to develop software for assessing energy efficiency while seamlessly integrating it with ENERGY STAR tools. Key 2018 accomplishments include:

- Promoting ENERGY STAR extensively by helping nearly 50 clients benchmark more than 1,100 existing buildings and earning ENERGY STAR certification for its headquarters building.
- Assisting clients in municipalities requiring ENERGY STAR documentation for new construction projects.
- Promoting ENERGY STAR to thousands of owners, managers and commercial real estate professionals through the BOMA Water and Waste Challenge; participated in webinars and produced corporate blog posts highlighting ENERGY STAR.
- Explaining ENERGY STAR benefits and benchmarking requirements for commercial and residential building owners in webinars, 4 major corporate client events and individual meetings with property owners.
- Hosting a webinar, “ENERGY STAR Simplified,” addressing the process of regulatory benchmarking and benefits of using ENERGY STAR Portfolio Manager® and promoting the recorded event to more than 23,000 clients.

Contractor of the Year: Home Performance with ENERGY STAR

Ciel Power LLC

Kearny, NJ

Ciel Power LLC is a home energy performance company receiving Home Performance with ENERGY STAR Contractor of the Year recognition. Ciel Power has demonstrated marketing savvy with an innovative approach to promoting the Home Performance with ENERGY STAR (HPwES) program. Key 2018 accomplishments include:

- Executing outreach programs in New Jersey that each garnered approximately two hundred home energy assessments, prompting municipalities to extend their outreach programs and garnering national attention.
- Leveraging public-private partnerships to generate broader awareness of HPwES, working directly with local officials, nonprofit organizations, volunteer green groups, and civic organizations.
- Promoting participation in HPwES with media opportunities with local elected officials in each of our two municipal outreach programs, focused on home energy savings.

- Advocating for HPwES at stakeholder forums on the creation of New Jersey’s Energy Master Plan.
- Spearheading a session at the 2018 New Jersey League of Municipalities Conference for elected officials and community leaders on the company’s outreach campaigns in the Borough of Madison.

DNR Construction
Oak Forest, IL

DNR Construction is a home energy performance company receiving Home Performance with ENERGY STAR Contractor of the Year recognition. DNR Construction has been providing weatherization and construction services for more than 16 years. Key 2018 accomplishments include:

- Completing more than 660 Home Performance with ENERGY STAR (HPwES) projects and saving 2,900 million British thermal units of savings in 2018. Project infiltration reductions average 49 percent; the program minimum is 30 percent.
- Partnering with the Chicago Bungalow Association’s Energy Savers program to retrofit over 4,000 vintage Chicago bungalows and homes over the course of the program, with more than 2,500 qualifying for HPwES.
- Positioning themselves as a trusted and reliable contractor for the Illinois Home Performance with ENERGY STAR program, Peoples Gas and ComEd’s weatherization programs, and Elevate Energy’s Impact Illinois program.
- Exemplifying a commitment to efficiency, quality and customer satisfaction through a rigorous QA/QC protocol of inspecting 10 percent of projects on-site.
- Educating each customer on the value that energy efficiency and weatherization will contribute to their home, relaying educational information about health, efficiency, and comfort benefits.
- Evolving business operations from a siding company to a home performance company by following HPwES requirements to deliver energy efficiency.

EDGE Energy
Beltsville, MD

EDGE Energy is a home energy performance company receiving Home Performance with ENERGY STAR Contractor of the Year recognition. EDGE Energy has demonstrated leadership in the Home Performance with ENERGY STAR (HPwES) program, increasing the audit-to-job ratio to 57 percent. Key 2018 accomplishments include:

- Leveraging performance-based Maryland utility rebates and securing \$319,715 in rebates for customers, off-setting 33 percent of project costs while promoting larger energy efficiency projects at a lower cost.
- Certifying two new Home Energy Raters from existing staff and altered audit protocol that doubled time onsite, which led to 42 percent higher conversion rates.
- Initiating a formal business-to-business campaign, empowering all employees to promote EDGE’s services to businesses, such as real estate offices, mortgage brokers, with the intention of cross-promoting and earning new clients.
- Providing a Pearl Certification for 49 homes, allowing homeowners and the real estate market to identify and quantify the added value of a healthy home, resulting in the nation’s first-ever Pearl platinum retrofit home.

- Utilizing Salesforce to track inbound and outbound referrals tagged to partnering businesses and to internal employees to incentivize and reward new business opportunities.
- Hiring two HVAC technicians to reduce need to subcontract HVAC work and expand consultative services.

Elevation Solar
Gilbert, AZ

Elevation Solar is a home energy performance company receiving Home Performance with ENERGY STAR Contractor of the Year recognition. Elevation Solar is innovating in the solar and Home Performance with ENERGY STAR (HPwES) areas, offering an energy audit at the initial stage of the solar design process. Key 2018 accomplishments include:

- Educating customers about the benefits and savings they would receive by investing in HPwES improvements, while also promoting solar design.
- Achieving a 76 percent assessment to completed project conversation rate.
- Completing 353 HPwES assessments, a 37 percent increase from 2017.
- Establishing a relationship with a local real estate firm to audit and install HPwES improvements to their homes, with the improvements resulting in home efficiency savings to the homeowners.
- Investing in radio and online marketing to promote HPwES improvements to homeowners in the Phoenix, AZ market.
- Focusing on customer experience as evidenced by high ratings with the BBB, Google, Yelp, Best Company and Home Advisor.

Home Energy Medics, LLC
Arlington, VA

Home Energy Medics LLC is a home energy performance company receiving Home Performance with ENERGY STAR Contractor of the Year recognition. Home Energy Medics has demonstrated leadership among Home Performance with ENERGY STAR (HPwES) participating contractors, retrofitting 100 homes with over the past year. Key 2018 accomplishments include:

- Achieving 31 percent growth in completed HPwES projects and a 50 percent increase in gross revenue in 2018.
- Remaining committed to the HPwES approach through 8 different program iterations and participating in all of them.
- Promoting Pearl Certification, documentation of energy improvements, to show increased home value.
- Improving digital marketing efforts that achieved better qualified leads and reduced the cost-per-lead, while incorporating the value of HPwES into marketing materials.
- Hiring and training four new full-time energy auditors and comfort advisors and providing technical and sales training that resulted in a 19 percent increased average project size.
- Participating in a contractor success symposium to receive training and exchange information with peers on sales, business strategy, and recruitment.

Ideal Energy
Phoenix, AZ

Ideal Energy is a home energy performance company receiving Home Performance with ENERGY STAR Contractor of the Year recognition. Ideal Energy is a leader among Home Performance with ENERGY STAR (HPwES) participating contractors, offering services such as energy audits, high performing duct systems, insulation, and heating and cooling services that help to increase the comfort and indoor air quality of a home. Key 2018 accomplishments include:

- Spearheading an initiative to streamline the customer validation process and minimizing paperwork for contractors.
- Arranging meetings with the Arizona Corporation Commission regarding concerns with a decrease in demand-side management rebates and programs.
- Using Pearl Certification to sell home performance jobs. The report quantifies the value of home performance versus single measure installations and can be a valuable sales tool.
- Implementing DocuSign to streamline management tasks, saving an average of 11 pages of printed paper per job.
- Purchasing and remodeling a building to make it into a showroom. Customers will be able to see efficient HVAC equipment, water heating, shade screens and indoor air quality equipment.
- Providing feedback on the implementation of program changes, including the adoption of the data standard HPXML.

Wise Home Energy LLC
Rochester, NY

Wise Home Energy is a home energy performance company receiving Home Performance with ENERGY STAR Contractor of the Year recognition. Wise Home Energy demonstrates leadership in the Home Performance with ENERGY STAR (HPwES) program and is being recognized for home energy savings. Key 2018 accomplishments include:

- Volunteering with the not-for-profit Rochester Construction Training Center, offering construction training to disadvantaged students to introduce them to the trades, while also providing mentorship to a local insulation company.
- Partnering with the Rochester Refugee Resettlement Center, a not-for-profit that helps refugee families settle in the area, enrolling 30 families in local energy efficiency and energy assistance programs.
- Working as a HeartShare/Project Share Provider to avoid gas and electric shutoff. The company assisted with 260 grants and introduced recipients to the HPwES programs to help lower their energy usage.
- Earning outstanding online reviews from clients that describe the whole-house approach that Wise Home Energy provides through the HPwES program.
- Participating in the filming of Home Diagnosis TV that will on PBS in 2019, highlighting the importance of home performance testing and diagnosing problems that would not be addressed if no energy testing was completed.

Excellence in ENERGY STAR Promotion

Central Hudson Gas & Electric Corporation Poughkeepsie, NY

Central Hudson Gas & Electric Corporation is a utility that serves the Central Hudson region and is receiving ENERGY STAR recognition for Excellence in Promotion. Central Hudson Gas & Electric Corporation is being recognized for its exceptional commitment to marketing and promoting ENERGY STAR certified products to its customers. Key 2018 accomplishments include:

- Engaging consumers through multi-channel education featuring ENERGY STAR, that resulted in 92 million radio impressions, 17 million Pandora Radio impressions, 317,000 website clicks and more than 5 million ENERGY STAR certified products sold.
- Participating in the ENERGY STAR *Light the Moment* promotion through numerous outreach activities including point-of-purchase signage and a "Light the Moment with Central Hudson" contest featured on its website, in social media, and through email as well as through retail and community events.
- Aligning program promotions for lighting, smart thermostats, and appliance recycling with ENERGY STAR product promotions, including *Light the Moment*, and Flip Your Fridge.
- Participating in the nationally coordinated ENERGY STAR Day promotion through extensive outreach on social media.
- Leveraging ENERGY STAR messaging as part of instant rebate promotions on ENERGY STAR certified smart thermostats through newsletters and social media.
- Utilizing ENERGY STAR Flip Your Fridge messaging and materials to promote refrigerator and freezer recycling rebates through social media that also encouraged customers to use the ENERGY STAR Flip Your Fridge calculator to demonstrate savings.

Columbia Association Columbia, MD

Columbia Association is a nonprofit public service corporation that manages Columbia, Maryland, a planned community that is home to approximately 100,000 people and several thousand businesses and is receiving Excellence in Promotion recognition. Columbia Association demonstrates innovation among ENERGY STAR partners and the energy efficiency community by promoting ENERGY STAR products and programs with robust marketing and engagement campaigns. Key 2018 accomplishments include:

- Encouraging participation in the Home Performance with ENERGY STAR (HPwES) program centered on a community cooperative model. The organization secured discounted pricing for energy efficiency improvements and served as a third-party advisor to facilitate participation in the program and provided HPwES certificate window clings.
- Staffing booths at 22 community events to promote ENERGY STAR certified products and programs. It engaged in community fairs and amenity promotion events to distribute ENERGY STAR LED bulbs, brochures on utility sponsored ENERGY STAR programs, and informational literature on successes as an ENERGY STAR Partner.
- Generating approximately 4,000,000 impressions from scrolling ENERGY STAR digital TV signage that ran continuously in fitness facilities. Twenty-one large flat screen TVs are stationed in for community marketing purposes and a custom ENERGY STAR promotional graphic was presented on the screen approximately every ten minutes.

Hawai'i Energy

Honolulu, HI

Hawai'i Energy is a utility serving the State of Hawai'i and is receiving ENERGY STAR recognition for Excellence in Promotion. Hawai'i Energy demonstrated commitment to promoting ENERGY STAR through robust participation in ENERGY STAR Day, with outreach events and direct marketing and social media, reaching millions of Hawai'i consumers. Key 2018 accomplishments include:

- Facilitating an ENERGY STAR Day television morning show blitz and featuring the ENERGY STAR label during several appearances throughout the year on local lifestyle programs.
- Sponsoring the locally written play by the Honolulu Theatre for Youth, a children's musical aimed at teaching audiences more about energy in Hawai'i in a fun, interactive way. The musical featured an ENERGY STAR song, and a recorded music video of the song with their mascot, Pluggy.
- Actively participating in energy fairs and community outreach events distributing hundreds of informational handouts and featuring educational energy-saving activities including demonstrations of ENERGY STAR certified product savings.
- Distributing emails to 160,000 island residents promoting ENERGY STAR Day and utilizing content from the ENERGY STAR Day toolkit to highlight key reasons to choose ENERGY STAR certified products.
- Regularly posting on social media to promote ENERGY STAR certified products and related content, such as *Flip Your Fridge*, *Laundry Made Better*, and other ENERGY STAR product promotions, including those for room air-conditioning, water heaters, smart thermostats, lighting, and pool pumps.
- Commissioning a microsite, EfficiencyUnlocked.org, featuring ENERGY STAR certified products and energy-saving tips that encourages visitors to learn about saving energy by taking a virtual tour of a home.

Lowe's Home Improvement

Charlotte, NC

Lowe's is a home improvement retailer receiving ENERGY STAR recognition for Excellence in Promotion. Lowe's has demonstrated excellence in promoting ENERGY STAR certified products broadly, including participation in numerous ENERGY STAR product promotions and consumer outreach through marketing, advertising and media publicity, generating more than 1.3 billion impressions. Key 2018 accomplishments include:

- Marketing ENERGY STAR certified products by leveraging numerous owned channels including in-store, and ex-store promotions that informed billions of consumers about the benefits of ENERGY STAR.
- Promoting ENERGY STAR certified products (including lighting, heat pump water heaters and smart thermostats) in-store through coordinated point-of-purchase signing.
- Comprehensively including the ENERGY STAR logo on all in-store and online Deal of the Day promotions and signage.
- Prominently featuring ENERGY STAR throughout the Lowes.com site in qualified product pages, including its Rebate Center to connect customers with utility rebates on ENERGY STAR certified products and the Appliance Selector Tool including ENERGY STAR as a key criterion for filtering the product search results.
- Messaging ENERGY STAR products, tips, and promotions on Facebook, Pinterest, Instagram, Next Door, and Twitter with more than four million likes and 260,000 Twitter followers.

MACH® Energy

Oakland, CA

MACH® Energy is a 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 Excellence in Promotion recognition for comprehensive research, education, and promotional campaigns. Key 2018 accomplishments include:

- Presenting the findings from its 54-page industry research paper and infographic, “ENERGY STAR: An analysis of economic benefits to the built environment,” at the World Energy Engineering Congress.
- Highlighting benefits of its new software features to help identify opportunities to improve ENERGY STAR scores.
- Recommending in a white paper that ENERGY STAR accomplishments be used by employers to attract and retain Millennial employees who highly value working in a modern, energy efficient environment.
- Hosting a webinar and using other communication channels to educate stakeholders on the ENERGY STAR score updates.
- Presenting at multiple industry events on utilizing tenant metering to drive Energy Star integration.

Excellence in Product Design

Big Ass Fans

Lexington, KY

Big Ass Fans manufactures super-efficient overhead and directional fans and LED lights for industrial, commercial and residential use and is being recognized for Excellence in Product Design. Big Ass Fans consistently produces products that are superior in terms of energy efficiency and is being recognized as a leader in producing fans that are both effective and aesthetically pleasing. Key 2018 accomplishments include:

- Producing 14 Haiku fan models that are top-performers in airflow efficiency compared to other ENERGY STAR certified fan products. Haiku models held three of the top four spots on the ENERGY STAR certified ceiling fan list and all 14 models were in the top 25.
- Providing input and data to in support of the ENERGY STAR ceiling fan and ceiling fan light kit specification development, including helpful ideas on how to ensure satisfactory performance without being overly prescriptive.
- Leveraging the ENERGY STAR label and messaging to promote ENERGY STAR certified ceiling fans to consumers via web pages with over 275,000 unique views in 2018.

Howe Corporation

Chicago, IL

The Howe Corporation manufactures commercial ice making equipment and is receiving ENERGY STAR recognition for Excellence in Product Design. Howe Corporation maintained ENERGY STAR certification on 80 percent of eligible automatic commercial ice makers, actively participated in efficiency

criteria setting processes, and promoted the ENERGY STAR program through collaborative efforts with utilities and various marketing outlets. Key 2018 accomplishments include:

- Promoting ENERGY STAR to customers through comprehensive website, emails, social media posts, blog articles and trade show displays.
- Installing occupancy sensors in common areas, continuing to reduce energy usage from previous-year efforts to replace windows and lighting on the factory floor.
- Achieving ENERGY STAR certification of Howe's first Ice Making Head.
- Working with program administrators to ensure Howe's ENERGY STAR certified products were included in rebate programs and to promote these products in different regions.
- Promoting energy-efficient ENERGY STAR certified ice management systems that save customers energy and money through scheduled operation times.
- Implementing improvements to in-house testing facilities to reduce time-to-market for product improvements for ENERGY STAR certified products.

QBD Cooling Systems Inc. Brampton, Ontario, Canada

QBD Cooling Systems Inc., Canada is a commercial refrigeration equipment manufacturer and is receiving ENERGY STAR recognition for Excellence in Product Design. The company developed a new line of products in 2018 using refrigerants that are on average 52 percent more energy efficient compared to previous generation models. Key 2018 accomplishments include:

- Developing a hydrocarbon refrigerant-based product line, bringing down energy consumption by 30 to 40 percent compared to standard hydrofluorocarbon (HFC) based systems.
- Focusing on the development of environmentally sustainable systems to meet and or exceed ENERGY STAR levels. With 15 models certified as ENERGY STAR certified and additional models going through certification, QBD is close to achieving their 100 percent qualification goal.
- Redesigning heat exchangers to reduce charge amount by around 70 percent compared to standard HFC based systems, leading to higher energy efficiencies and reduced environmental impact.
- Extensively promoting and marketing that led to 99 percent of total sales being exclusively hydrocarbon (HC)-based equipment.
- Introducing the Product Line Information System to test 100 percent of products.
- Training field technicians for large corporate clients to increase awareness about HC systems and encourage promotion of ENERGY STAR certified products, that translated to a change in sales behavior as reflected by increased sales.

True Manufacturing (True Food Service Equipment) O'Fallon, MO

True Manufacturing (True Food Service Equipment) is a refrigeration equipment manufacturer receiving ENERGY STAR recognition for Excellence in Product Design. True Manufacturing stands out for its use of alternative refrigerants as well as its marketing of ENERGY STAR certified products through trade shows, product labeling, and specification sheet labeling. Key 2018 accomplishments include:

- Establishing data collection on all ENERGY STAR related links and increasing its digital marketing of ENERGY STAR certified products, which showed more than a million hits on pages containing the ENERGY STAR logo.

- Training the company's domestic sales force on using the ENERGY STAR listings as a major marketing and sales tool.
- Increasing the percentage of sales of ENERGY STAR certified products from 22 percent to over 60 percent in 2018.