

2021 ENERGY STAR® AWARDS



Profiles in Leadership

ENERGY STAR. The simple choice for energy efficiency.



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Partner of the Year: Sustained Excellence

Corporate Commitment

Samsung Electronics Ridgefield Park, New Jersey

Samsung Electronics is a manufacturer of home appliances, consumer electronics, and mobile communications. In 2020, Samsung continued its outstanding leadership, providing extensive technical support to the ENERGY STAR program, delivering on its commitment to innovation in product efficiency, and maintaining a commitment to reducing the impact of its facilities through strategic energy management. Key 2020 accomplishments include:

- Earning the ENERGY STAR Emerging Technology Award for Advanced Adaptive Compressors for 11 refrigeration products, which were featured on their website.
- Engaging with the ENERGY STAR program continuously to provide valuable feedback and recommendations on products and specifications.
- Increasing the number of models earning ENERGY STAR Most Efficient recognition by 18 percent.
- Sharing ENERGY STAR information with its employees through various channels, including featuring ENERGY STAR Ways to Save Tips on an employee portal and educating all new hires on its conservation initiatives.
- Participating in the ENERGY STAR Earth Day and ENERGY STAR Day campaigns through engagements with stakeholders, customers, influencers, and journalists.
- Receiving ENERGY STAR Tenant Space recognition for its Samsung Solutions Center in Washington, DC.
- Developing a formal energy performance program for its office facilities, integrating energy management requirements in its building design standards, and pursuing multiple conservation measures to reduce energy usage.

Energy Efficiency Program Delivery

AEP Texas Corpus Christi, Texas

AEP Texas is an electric utility serving more than one million customers in southern and western Texas. In 2020, AEP Texas partnered with home builders and energy rating companies to incentivize the construction of nearly 190 ENERGY STAR certified homes. Key 2020 accomplishments include:

- Increasing the number of ENERGY STAR certified homes incentivized by over 30 percent from 2019, for a total of more than 3,000 since program inception.
- Increasing the number of homebuilders constructing ENERGY STAR certified homes by 12 percent from 2019, for a total of 19 participants.
- Implementing a wide-ranging, ENERGY STAR-focused marketing campaign that included digital, print, radio, and social media elements, resulting in nearly 13 million media impressions.
- Reaching over 58,000 impressions on the SouthTXSaves.com website, which included the ENERGY STAR Lighting Guide and ENERGY STAR HVAC Guide to further educate consumers about energy efficiency.

- Conducting more than 105 virtual meetings with homebuilders and energy rating companies to directly mentor them on meeting program requirements and conducting on-site performance testing.
- Achieving 325 kilowatt hours of peak energy savings by incentivizing homebuilders to install over 170 air-source heat pumps and obtaining over 141,000 kWh of energy savings by introducing incentives for installing ENERGY STAR certified smart thermostats.

American Society for Health Care Engineering of the American Hospital Association Chicago, Illinois

The American Society for Health Care Engineering (ASHE) of the American Hospital Association is a society whose members design, build, and operate health care facilities. ASHE advanced strategic energy management in the healthcare sector by using ENERGY STAR tools and resources in its Energy to Care program. Key 2020 accomplishments include:

- Recruiting 527 hospitals in its fourth annual competition to save energy, modeled after the EPA’s Battle of the Buildings Challenge, maintaining a 20 percent growth rate from 2019.
- Benchmarking over 3,600 health care facilities in ENERGY STAR Portfolio Manager®, a growth of 8 percent from 2019.
- Recognizing 69 hospitals for saving 10 percent or more energy, an increase of 73 percent from 2019.
- Realizing energy savings of \$537 million in member hospitals since 2010.

Appalachian Power Company Charleston, West Virginia

Appalachian Power Company (APCo), a subsidiary of American Electric Power, is an electric utility. APCo overcame challenges to product and service availability in its often mountainous, sometimes isolated service territory to deliver ENERGY STAR certified products and energy services to its customers, resulting in more than 2 million kWh of energy savings. Key 2020 accomplishments include:

- Deploying program field representatives to conduct 450 retail site visits and seven outreach events, resulting in 1,200 customer and retail sales associate trainings featuring ENERGY STAR products.
- Providing incentives for 970 ENERGY STAR certified appliances and nearly 12,500 weatherization measures.
- Working with ENERGY STAR lighting manufacturer partners to serve hard-to-reach customers at retail locations accessible to them.
- Leveraging and prominently displaying the ENERGY STAR logo on shelf labels, signs, and rebate forms at nearly 350 retail locations.
- Enrolling 3,490 ENERGY STAR certified thermostats in its demand response program.

Austin Energy Austin, Texas

Austin Energy is a municipal electric transmission and distribution utility. In 2020, Austin Energy modified its Home Performance with ENERGY STAR (HPwES) and Weatherization Assistance programs to promote participation and assist customers who were experiencing hardships from the COVID-19 pandemic. Key program accomplishments in 2020 include:

- Developing a remote assessment process to permit the HPwES program to conduct pre-and post-inspections on 100 percent of their projects.
- Adjusting contractor meetings and trainings to a virtual environment, thereby allowing greater participation by contractor and sales staff. Virtual meetings are planned to continue post-pandemic.
- Demonstrating leadership by adopting field and remote-inspection best practices in training programs, in addition to traditional program requirements, building codes, and building science topics.
- Raising loan cap limits from \$15,000 to \$20,000 for HPwES projects, while increasing allowable income limits and simplifying the application process.
- Providing a 25 percent reimbursement for HPwES participating contractors to purchase specialized equipment or receive required training.

Baltimore Gas and Electric Baltimore, Maryland

Baltimore Gas and Electric (BGE) is an electric utility company. In 2020, the BGE Smart Energy Savers Program offered a wide range of ENERGY STAR programs to residential and commercial customers, reducing energy use through retail, midstream, and contractor-based opportunities. Key 2020 accomplishments include:

- Incentivizing over 25,000 ENERGY STAR certified products, 45 percent of which were designated ENERGY STAR Most Efficient; allowing stores participating with ENERGY STAR Retail Products Platform (ESRPP) to directly ship ENERGY STAR certified products to customers in response to the Covid-19 public health crisis.
- Supporting the construction of more than 3,300 ENERGY STAR certified homes and the installation of nearly 2,600 ENERGY STAR certified smart thermostats, generating more than 6,700 megawatt hours in energy savings.
- Completing over 2,100 home energy assessments and 800 projects through its Home Performance with ENERGY STAR (HPwES) program, resulting in 2,600 MWh and over 46,000 therms in annual energy savings for participating households, despite the COVID-19 pandemic.
- Establishing minimum standards for its HPwES program to align with recommended efficiency levels for Maryland's climate zone, resulting in an increase in annual electrical savings per home upgrade project by an average of 7 percent, and natural gas savings by 12 percent.
- Providing financial incentives and technical assistance to commercial customers, enabling them to benefit from ENERGY STAR certified products and benchmark building energy performance.

Black Hills Energy Arkansas Rapid City, South Dakota

Black Hills Energy is a natural gas utility. In 2020, Black Hills Energy weatherized over 1185 homes providing an energy savings of over 1,018,915 therms through the Home Performance with ENERGY STAR program. Key accomplishments during 2020 include:

- Incorporating remote assessment techniques and COVID-19 safety protocols to sustain operations while maintaining safety for contractors and customers.
- Integrating operations with Southwestern Electric Power Cooperative to shared customers and extending program resources for contractor training, marketing, quality assurance, and program verification.
- Exhibiting leadership in the home performance industry by encouraging contractor mentoring and training through virtual education.

- Expanding the program’s reach through development of a low-income pathway whereby participants received health and safety measures not offered through standard weatherization services, including carbon monoxide and smoke detectors.
- Updating program marketing materials, including leave-behind folders and accomplishment reports, with the ENERGY STAR brand.

BOMA International
Washington, District of Columbia

BOMA International is a trade association for commercial real estate professionals. BOMA continued to maintain its leadership in promoting ENERGY STAR resources to the real estate industry to help members meet sustainability objectives. Key 2020 accomplishments include:

- Providing industry leadership and insight into challenges faced during the COVID-19 pandemic, assisting EPA with communicating ENERGY STAR Program guidance and updates to the ENERGY STAR Certification and benchmarking processes.
- Finishing its two-year W2 Challenge, promoting the benchmarking of water and waste within ENERGY STAR Portfolio Manager®, which culminated with having almost 2,000 properties, representing almost 500 million square feet of space, across 409 cities participate.
- 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.
- Instituting a new track of the BOMA 360 Performance Program specific to industrial buildings, which awards points for benchmarking in ENERGY STAR Portfolio Manager, using ENERGY STAR certified products for specifying tenant improvements, and achieving ENERGY STAR Certification.
- Prominently featuring and promoting ENERGY STAR in speeches, vlogs, BOMA Magazine, e-newsletters, webinars, and social media, reaching tens of thousands of commercial real estate practitioners.

CenterPoint Energy
Houston, Texas

CenterPoint Energy is a transmission and distribution utility serving more than 2.5 million customers in the greater Houston area. The utility incentivized the construction of more than 3,600 ENERGY STAR certified homes, for a total exceeding 112,000 homes since joining the program in 2001. Key 2020 accomplishments include:

- Increasing the annual total of incentivized ENERGY STAR certified homes by 15 percent from 2019 and augmenting incentives for participating builders by nearly 150 percent.
- Initiating a refreshed ENERGY STAR-focused digital marketing strategy, resulting in a nearly 700 percent increase in paid search impressions compared to 2019 and increasing broader social media impressions by nearly 20 percent.
- Redesigning its corporate web page to host a new “Find A Builder” feature that created 300 percent more clicks to participating ENERGY STAR builders’ websites.
- Saving more than 420,000 megawatt-hours of energy since the program’s inception.
- Educating industry stakeholders through the Greater Houston Builders Association with virtual seminars and forums on better building practices, International Energy Conservation Code changes, and ENERGY STAR program updates.

City of Columbia Water and Light Columbia, Missouri

City of Columbia Water and Light is a municipal utility. In 2020, Columbia Water and Light maintained its Home Performance with ENERGY STAR operations while adjusting the program to focus on the health and safety of its program staff and customers during the COVID-19 pandemic. Key accomplishments for 2020 include:

- Unveiling a report and case study, “Unlocking Energy Efficiency in Columbia, Missouri’s Residential Rental Market,” which highlights the benefits of home performance for renters and property management, and potentially, could lead to market expansion of energy improvements for renters.
- Restructuring low-income programming to allow audits by in-house staff.
- Implementing a water efficiency measure into the Home Performance with ENERGY STAR program for indoor and outdoor consumptive uses.
- Designing and implementing an Enhanced Home Performance program as an income-qualified aspect of HPwES.
- Developing a tool-lending library to ease the burden for new contractors entering the industry.
- Partnering with other energy programs, including Home Energy Score™, to add project information into the local Green Building Registry.

Columbia Gas of Ohio Columbus, Ohio

Columbia Gas of Ohio is a natural gas distribution company. The company’s efforts produced a combined total of 25,000 ENERGY STAR certified homes, energy audits and ENERGY STAR certified product purchases during the first three quarters of the year. Key 2020 accomplishments include:

- Providing incentives for the construction of more than 530 ENERGY STAR certified homes, an increase of over 20 percent compared to 2019, as well as for the installation of more than 850 ENERGY STAR certified smart thermostats and 370 high-efficiency gas furnaces.
- Promoting Columbia’s Warm Choice® (WC) program, which provides energy efficiency services to homeowners and renters whose income is at or below 150 percent of federal poverty guidelines, to reach 8,320 homes from 2019–2022.
- Developing strategies to identify potential WC customers, including reaching out to a local warehouse where employees were likely beneficiaries and creating a text-to-call feature available at any hour for customers who may work multiple jobs or work during nontraditional business hours.
- Working with the city of Columbus and AEP Ohio to complete 30,000 energy audits in two years.
- Rebating over 31,000 ENERGY STAR certified smart thermostats and heating, ventilation, and air-conditioning products, achieving annual energy savings of over 260,000 Mcf.
- Promoting ENERGY STAR certified smart thermostats through display ads, paid search and social, and Pandora and NPR ads, resulting in more than 7.8 million impressions.

ComEd Chicago, Illinois

ComEd is an electric utility. ComEd maintained a diverse portfolio of ENERGY STAR programs for all customers while striving to support development of affordable housing, and to ensure efficient products

reach low- and moderate-income households and small businesses and organizations in underserved communities. Key 2020 accomplishments include:

- Expanding its income-eligible retail products program beyond the big box retail stores by adding over 100 new small, local retailers. More than 100,000 ENERGY STAR certified air purifiers, dehumidifiers, and other products and 1.2 million certified LEDs and fixtures are estimated to be sold through stores serving lower income customers.
- Constructing and renovating more than 800 housing units through their Affordable Housing New Construction Program, generating 1,777,000 kilowatt hours of energy savings for income-eligible customers.
- Incentivizing use of ENERGY STAR commercial products in small businesses, nonprofit organizations, and public buildings in distressed communities.
- Increasing customer benchmarking of commercial and multi-family buildings through its Energy Usage Data System software that provides required energy information to over 9,200 buildings.

Consolidated Edison Company of New York New York, New York

Consolidated Edison Company of New York (Con Ed) is an electric, gas, and steam utility. Con Ed effectively promoted a wide variety of ENERGY STAR certified products through multiple program channels. Key 2020 accomplishments include:

- Doubling down on ENERGY STAR certified lighting to save customers more than 245,000 MWhs.
- Transitioning its water heater offering to promote ENERGY STAR certified heat pump water heaters through the New York State Clean Heat Program, offering incentives for products sold at retail or installed by a contractor in conjunction with an air-source heat pump.
- Launching a distributor-focused, midstream incentive for ENERGY STAR certified variable speed pool pumps.
- Expanding ENERGY STAR Retail Product Platform product offerings to include certified room air conditioners, dehumidifiers, smart thermostats, and refrigerators.

Consumers Energy Jackson, Michigan

Consumers Energy is an electric and natural gas utility in Michigan. Consumers Energy integrated ENERGY STAR certification, tools, and resources across its programs, helping it meet 2020 energy savings goals despite suspending programs for three months due to COVID-19. Key 2020 accomplishments include:

- Giving customers new tools to manage energy use with no-cost ENERGY STAR certified smart thermostats by making it easier for customers to take advantage of both its energy efficiency and demand response program incentives, resulting in over 46,000 thermostats distributed.
- Providing incentives for the construction of more than 270 ENERGY STAR certified homes and recruiting 40 new homebuilders to its new home construction program, saving more than 730 MWh of electricity and more than 23,000 Mcf of natural gas.
- Partnering with the city of Jackson to achieve the number one ranking in 2020 as the small city with the most ENERGY STAR certified buildings.

- Increasing training and developing incentives for new and existing contractors in its Home Performance with ENERGY STAR program, helping them exceed the number of projects from the previous year by 20 percent.
- Producing a marketing video to promote HPwES contractor programs focused on heating, ventilation, air conditioning, insulation, and windows.

Delmarva Power & Light Salisbury, Maryland

Delmarva Power & Light is an electric utility company. Delmarva launched two new programs in 2020—a residential lighting campaign and appliance recycling initiative, achieving enormous success through delivery of more than 250,000 ENERGY STAR certified lighting products and 25,000 recycled appliances. Delmarva also continued to drive residential energy savings through its Home Performance with ENERGY STAR program, which generated 133 projects, each expected to reduce energy costs by \$500. Key accomplishments include:

- Incentivizing over 25,000 ENERGY STAR certified products as part of the ENERGY STAR Retail Products Platform (ESRPP), of which 45 percent were ENERGY STAR Most Efficient products, representing total savings of over 3,500 MWh.
- Maintaining a third consecutive year of average energy savings per Home Performance with ENERGY STAR project of 6,000 kWh, based on recommended efficiency levels for its climate zone.
- Providing incentives for the construction of more than 300 homes and nearly 75 smart thermostats, yielding 625 megawatt hours of energy savings.
- Almost tripling its target goal for energy savings in its ENERGY STAR Certified Homes program.

Efficiency Vermont Winooski, Vermont

Efficiency Vermont is a statewide, regulated energy efficiency utility. Efficiency Vermont successfully adapted its ENERGY STAR certified products, homes, and Home Performance with ENERGY STAR programs to reach more low- to moderate-income customers during the COVID-19 pandemic. Key 2020 accomplishments include:

- Leveraging ENERGY STAR as a common denominator to assure customer satisfaction and quality, enhancing its online and in-store marketing presence to incentivize the purchase of ENERGY STAR certified products, and delivering net annualized savings of more than 83,000 MWh.
- Partnering with 90 distributors to implement nine midstream programs for products including ENERGY STAR certified heat pump water heaters, connected lamps and fixtures, and commercial food service equipment, resulting in combined savings of more than 25,000 net MWh savings for businesses.
- Increasing the number of ENERGY STAR certified homes receiving program incentives by 60 percent—with half of homes constructed for income-eligible homeowners—and committing additional resources to support the construction of zero-energy modular homes that pursue ENERGY STAR certification.
- Increasing incentives, expanding loan eligibility, and offering zero-percent financing for low- to moderate-income households to complete an estimated 1,300 Home Performance with ENERGY STAR projects, and developing a comprehensive media campaign to raise consumer awareness of enhanced offerings, generating 8 million media impressions.

Energize Delaware Dover, Delaware

Energize Delaware is an energy efficiency program administered by a non-profit organization. Energize Delaware increased availability of its program to DE residents, while also adding safety protocols for homeowners and trade partners, and still projected year over year improvements in homeowner participation and energy savings. Key achievements in 2020 include:

- Developing and implementing virtual assessments and quality assurance inspections.
- Delivering COVID-19 training sessions to share best practices with participating contractors.
- Reducing by half the co-pay for home assessments for both market rate and income-eligible HPwES programs.
- Developing and delivering virtual outreach programs through Facebook Live, sharing energy efficiency topics and program information.
- Adopting full home performance as a core market transformation tactic and increasing training for contractors, leading to a 22 percent increase in air sealing measures.
- Launching a trade ally working group (Best Practices Working Group) to promote effective program design and implementation.

Entergy Arkansas, LLC New Orleans, Louisiana

Entergy Arkansas, LLC. (EAL), a subsidiary of Entergy Corporation, is an electric utility. During 2020, Entergy Arkansas successfully expanded its ENERGY STAR program offerings and worked to address customer needs during the global pandemic, resulting in over 85,000 MWh saved. Key 2020 accomplishments include:

- Increasing sales of ENERGY STAR certified LEDs and fixtures by 8 percent at retailers targeting hard-to-reach customers.
- Adding rebates for ENERGY STAR certified freezers and ENERGY STAR Most Efficient room air conditioners.
- Launching an online marketplace for customers to purchase discounted ENERGY STAR certified LED bulbs, smart thermostats, air purifiers, and dehumidifiers.
- Distributing 75,000 packs of ENERGY STAR certified lighting products via food banks, non-profits, and schools free of charge.
- Generating more than 4.5 million impressions, leveraging the ENERGY STAR mark, and participating in several ENERGY STAR annual promotions including the pool pump, lighting, and Earth Day promotions.

Entergy Texas, Inc. Beaumont, Texas

Entergy Texas is an electric transmission and distribution utility serving more than 460,000 customers across southeast Texas. In 2020, Entergy Texas supported the construction of 430 ENERGY STAR certified homes and enhanced its incentive structure for home builders to include ENERGY STAR certified heat pump water heaters. Key 2020 accomplishments include:

- Achieving avoided peak demand energy use exceeding 473 kilowatt hours (kW) and more than 1.3 million kWh for its ENERGY STAR certified homes program.

- Increasing the number of home builders constructing ENERGY STAR certified homes by 11 percent over 2019 and 67 percent since 2018.
- Creating over 10.4 million impressions through sponsored online articles in the Houston Chronicle and over 8.3 million impressions through multi-faceted social media, television, and website marketing campaigns that promoted ENERGY STAR and energy efficiency.
- Reaching nearly 70,000 Twitter and Facebook users by participating in the ENERGY STAR Save for Good campaign.
- Highlighting the ENERGY STAR program in educational and outreach materials, including program guides, monthly stakeholder reports, emails to stakeholders, and the program website.
- Re-designing its 2021 program to include a homebuilder incentive for implementing the ENERGY STAR HVAC Quality Installation guidelines.

**Eversource and United Illuminating, Connecticut Natural Gas and Southern Connecticut Gas subsidiaries of AVANGRID, Inc.
Hartford, Connecticut**

Eversource and United Illuminating, Connecticut Natural Gas, and Southern Connecticut Gas subsidiaries of AVANGRID, Inc. are electric and gas utilities. These utilities sponsor Energize Connecticut, a statewide energy efficiency initiative that delivered a comprehensive portfolio of ENERGY STAR-branded energy efficiency programs to serve all customers. Key 2020 accomplishments include:

- Responding to the COVID-19 public health crisis by increasing incentives for ENERGY STAR certified heating, ventilation, and air-conditioning units, offering special online discounts for ENERGY STAR certified lighting, air cleaners, and smart thermostats, and increasing the impact of its retail products program by 14 percent. Combined, these initiatives resulted in the sale of about 70,000 ENERGY STAR certified products.
- Implementing a virtual pre-assessment for households, along with the introduction of a self-install energy efficiency kit to adapt to the COVID 19 pandemic.
- Offering incentives of up to 100 percent for insulation installation and providing online COVID-19 health and safety training for its contractors to ensure safety of its service providers and households to facilitate resumption of in-person Home Performance with ENERGY STAR.
- Empowering municipal partners to use EPA ENERGY STAR Portfolio Manager®, and other tools and resources to track building energy usage, evaluate buildings for energy efficiency improvements, monitor results of technology upgrades, and capture energy savings to meet required reduction goals.

**Fannie Mae
Washington, District of Columbia**

Fannie Mae is a federally sponsored financial institution for multifamily housing. Fannie Mae 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 2020 accomplishments include:

- Collecting energy and water performance data on multifamily Green Mortgage Loans through its Green Measurement and Verification Service to ensure quality data reporting through ENERGY STAR Portfolio Manager® for nearly 3,000 multifamily properties in 2020, up from 1,900 in 2019.

- Increasing the uptake of ENERGY STAR products at Green Rewards properties. In 2020, ENERGY STAR products, fixtures, or appliances were recommended at 100 percent of Green Rewards properties and selected at 98 percent of them.
- Conducting its fourth annual analysis of Green Building Certifications available to the multifamily market, which includes four ENERGY STAR building certifications, and published a white paper detailing the technical approach, titled “Driving Market Transformation Ranking and Rewarding Certifications for Energy-Efficient and Healthy Multifamily Buildings.”
- Launching a new Single-Family Green Mortgage-Backed Security (MBS) under its Green Bond Program, worth more than \$80 million across 11 MBS issuances and backed by mortgage loans for nearly 300 ENERGY STAR certified homes.
- Partnering with homebuilders, lenders, and energy rating companies to identify and validate single-family loans backed by ENERGY STAR certified homes, and then operationalizing and automating the process to more easily identify all home loans backed by ENERGY STAR certified homes.
- Educating the market about the value of ENERGY STAR certified homes through a large-scale social media and outreach campaign, including three social media posts that generated more than 150,000 impressions and 1,000 clicks each.

Institute for Market Transformation **Washington, District of Columbia**

The Institute for Market Transformation (IMT) is a national nonprofit dedicated to increasing energy efficiency in buildings. In 2020, IMT expanded its integration and promotion of ENERGY STAR Portfolio Manager®, 1–100 ENERGY STAR scores, and ENERGY STAR recognition for buildings and tenant spaces. Key 2020 accomplishments include:

- Advancing ENERGY STAR Portfolio Manager as the tool of choice, underpinning benchmarking requirements and building performance standards.
- Promoting ENERGY STAR Tenant Space recognition through the Green Lease Leaders program.
- Launching the Building Innovation Hub to support building owners and operators in meeting the District of Columbia’s Building Energy Performance Standards.

Institute of Real Estate Management (IREM) **Chicago, Illinois**

IREM is an international commercial real estate association for property and asset managers. 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 2020 accomplishments include:

- Advancing the IREM Certified Sustainable Property (CSP) program to include 120 new and 608 cumulative IREM CSPs. This program widely incorporates ENERGY STAR tools and resources and supports real estate managers in benchmarking and resource efficiency.
- Launching development of its integration with ENERGY STAR Web Services for its CSP platform to enhance usability for program applicants and improve tracking of energy and water performance of properties as a portfolio.
- Continuing development of a CSP program for industrial properties, which will focus on refrigerated and non-refrigerated warehouses and logistics centers, and leverage ENERGY STAR tools and resources to track energy performance data.

- Offering an IREM certification course, “Managing Maintenance Operations and Property Risk,” to 435 IREM Certified Property Manager candidates, which includes content on leveraging ENERGY STAR tools and resources. This was launched in several delivery formats, including an instructor-led online format for the COVID-19 pandemic.
- Working with Yardi Systems to release five of its existing online training products on Yardi Aspire, Yardi’s eLearning platform. These energy management courses cover ENERGY STAR tools and resources, as well as a case study on ENERGY STAR certification.

National Grid (RI) **Waltham, Massachusetts**

National Grid Rhode Island (RI) is an electricity and natural gas distribution utility. In 2020, National Grid RI conducted over 6,717 home assessments and 2,444 energy improvement projects while providing continuous service to its customers, despite challenges presented by the COVID-19 pandemic. Key achievements in 2020 include:

- Supporting 877.6 fulltime equivalent workers—a significant portion of the Rhode Island economy, since 71 percent of the 1,151 participating companies reside in the state.
- Increasing installation of ENERGY STAR labelled LED lighting through bulk purchasing, enabling cost-savings for its customers.
- Incorporating remote assessments to ensure staff and homeowner safety.
- Realizing an assessment-to-project conversion rate of 36 percent through September, despite COVID-19 related concerns by homeowners. Conversion rates are expected to increase after pandemic concerns abate.
- Maintaining a high customer satisfaction rate (9.25/10) for the year, despite implementation challenges.
- Partnering with six financial organizations to offer zero percent financing for home improvement energy savings projects.

New Hampshire Electric & Gas Utilities **Manchester, New Hampshire**

New Hampshire Electric & Gas Utilities is a utility consortium made up of Eversource, Liberty Utilities, New Hampshire Electric Co-op, and Unitil. The consortium has consistently promoted ENERGY STAR to builders, home buyers, and other partners and has driven market shares of ENERGY STAR certified homes to nearly 23 percent statewide since the program’s inception in 2002. Key 2020 accomplishments include:

- Supporting the construction of nearly 600 ENERGY STAR certified homes, for a cumulative total exceeding 8,900 homes since joining the program.
- Engaging New Hampshire residents on the benefits of ENERGY STAR certified homes through traditional and online promotions, including a paid advertising campaign that generated 10,000 clicks to the program’s website and more than 350 engagements.
- Promoting the ENERGY STAR program at home shows statewide that attracted approximately 10,000 visitors, prior to the pandemic shutdown.
- Providing extensive virtual training for builders, homeowners, and other stakeholders on a variety of topics related to ENERGY STAR, including code updates, innovative air-sealing techniques, and renewable energy, and developing a special COVID-19 health and safety training for energy rating companies doing on-site inspections during the second half of the year.

- Offering a new incentive called “Drive to ENERGY STAR,” geared toward familiarizing new builders with program requirements and encouraging them to build with 100 percent ENERGY STAR in the future.

New Jersey Board of Public Utilities **Trenton, New Jersey**

New Jersey Board of Public Utilities is a state agency with authority to oversee regulated utilities. NJBPU generated 1,591 single-family Home Performance with ENERGY STAR projects through low-interest financing and incentives, leading to an annual savings of more than 55,000 MMBtu. Key 2020 accomplishments include:

- Providing almost \$11 million to contractors and customers through incentives and loan interest rate buydown amounts for Home Performance with ENERGY STAR projects.
- Boosting marketing efforts by reimbursing 50 percent of advertising costs paid by contractors in the Home Performance with ENERGY STAR program, leading to more than \$280,000 in reimbursements for 116 ads throughout the year.
- Performing 188 HPwES quality assurance inspections, using workplace health and safety guidelines and protocols established in response to the COVID-19 pandemic.
- Rebating over 7 million ENERGY STAR lighting products and nearly 30,000 ENERGY STAR certified appliances.

New Mexico Gas Company **Albuquerque, New Mexico**

New Mexico Gas Company is a natural gas utility serving nearly 525,000 customers. In 2020, the utility continued to promote ENERGY STAR certified products and homes with its commercial and residential customers and increased ENERGY STAR program participation. Key 2020 accomplishments include:

- Increasing the number of single-family homes earning ENERGY STAR certification through its program to nearly 50—a 38 percent increase over 2019—and increasing the number of participating homebuilders to nearly 30, a 17 percent increase over 2019.
- Assisting four affordable multifamily housing properties with ENERGY STAR certification, leading to 700 families saving nearly 45,000 therms annually, as well as more than one million gallons of water.
- Launching a midstream water heater pilot program to engage manufacturers and distributors in increasing the installation of ENERGY STAR gas water heaters.
- Exceeding the annual residential program savings goal of 261,264 gross therms by 10 percent by leveraging ENERGY STAR certification for space and water heating equipment and smart thermostats.

PECO Energy Company **Philadelphia, Pennsylvania**

PECO Energy Company is an electric transmission and distribution utility. PECO successfully leveraged the ENERGY STAR label and messaging to increase customer and supplier awareness about the benefits of ENERGY STAR certified lighting, appliances, heating and cooling equipment, and new homes. Key 2020 accomplishments include:

- Helping customers save more than 1,950 MWh in electricity through programs offered on a wide array of ENERGY STAR certified products including air purifiers, vent fans, clothes washers and dryers, dehumidifiers, heat pump water heaters, refrigerators and freezers, room air conditioners, and variable speed pool pumps.
- Leveraging the ENERGY STAR name and mark to promote heating and cooling, and incentivizing more than 14,800 certified units, delivering combined savings of more than 6,400 MWh.
- Transitioning its lighting program to focus on specialty LEDs including ENERGY STAR certified candelabras, globes, and reflectors.
- Providing incentives for the construction of more than 500 ENERGY STAR certified homes, a six percent increase over 2019, saving homeowners more than 970 MWhs of electricity annually; garnering more than 155,000 impressions from related social media resulting in a 106 percent increase in web traffic.
- Modifying its in-person quality assurance protocol for ENERGY STAR certified homes by utilizing live, on-site video to conduct virtual verification inspections.

Potomac Electric Power Company (Pepco) Washington, District of Columbia

Potomac Electric Power Company (Pepco), a subsidiary of Exelon Corporation, is an electric utility. Pepco implemented a performance-based incentive structure that encouraged both customers and contractors to increase energy savings per job, leading to an additional 14 percent in electricity savings and 9 percent in natural gas savings over the previous year. Key 2020 accomplishments include:

- Performing 1,414 home energy assessments and 926 Home Performance with ENERGY STAR projects, which included replacing more than 200 HVAC systems and 100 heat pump water heaters.
- Achieving 105 percent of its annual commercial program savings goal, incentivizing nearly 235,000 ENERGY STAR certified products across more than 3,800 projects.
- Providing incentives for the construction of more than 500 homes and nearly 600 smart thermostats, yielding more than 1,000 megawatt-hours of energy savings.
- Leveraging the ENERGY STAR Portfolio Manager tool for customers and service providers, which helped Pepco's portfolio reach its commercial and industrial savings goals for 2020.
- Collaborating with Washington Gas & Light to introduce four new residential efficiency measures (ENERGY STAR certified gas furnaces, boilers, storage, and tankless water heaters), resulting in an additional savings of 2,800 MWh of electricity and 51,000 therms of natural gas.

PSEG Long Island Uniondale, New York

PSEG Long Island operates the Long Island Power Authority's transmission and distribution system. PSEG Long Island successfully promoted ENERGY STAR certified products and Home Performance with ENERGY STAR services to reach more customers, including low- to moderate-income customers. Key 2020 accomplishments include:

- Achieving more than 140,000 MWh and 410,000 MMBTU in energy savings through its energy efficient products program, processing more than 16,000 incentive for ENERGY STAR certified clothes washers and dryers, heat pump water heaters, dehumidifiers, and variable speed pool pumps.
- Leveraging the ENERGY STAR brand on over 120,000 program materials and displays including educational materials explaining ENERGY STAR and ENERGY STAR Most Efficient.

- Offering on-bill financing options and tiered rebates to help low and middle-income households complete Home Performance with ENERGY STAR (HPwES) upgrades, providing \$2.2 million in incentives to improve more than 650 homes.
- Creating a Home Energy Assessment (HEA) audit tool, which incorporates the DOE Home Energy Score and enables contractors to better present energy efficiency savings opportunities and available rebates to homeowners. Despite the COVID-19 pandemic, more than 2,500 HEAs were completed.
- Piloting a whole home solution program that leverages incentives from both its HPwES and Home Comfort Programs to encourage beneficial electrification and reduce dependency on fossil fuels.

Salt River Project Agricultural Improvement and Power District Tempe, Arizona

Salt River Project Agricultural Improvement and Power District is a natural gas utility. Salt River Project, the nation's third-largest public power utility, leveraged its ENERGY STAR programs to deliver energy savings of 641,058 MWh—the amount needed to power 36,000 homes for a year. Key 2020 accomplishments include:

- Promoting an incentive structure for Home Performance with ENERGY STAR projects by setting a fixed fee for home assessments and providing rebates for customers, generating 1,100 assessments and 758 jobs that resulted in an annual savings of 3,773,412 kWh.
- Supporting the construction of more than 2,300 ENERGY STAR certified homes, bringing its total to more than 38,600 since 2012, and achieving a 70 percent market share for single-family ENERGY STAR certified homes in its service territory.
- Requiring that all ENERGY STAR certified homes incentivized through its program include ENERGY STAR certified thermostats and water fixtures certified by EPA's WaterSense program.
- Discounting more than 250,000 ENERGY STAR certified lamps for its customers, bringing the total number of lamps discounted and sold through the program to 17 million.

SMECO - Southern Maryland Electric Cooperative Hughesville, Maryland

Southern Maryland Electric Cooperative (SMECO), a customer-owned electricity cooperative, serves more than 160,000 customers. SMECO has continued to promote ENERGY STAR in the residential and consumer products sectors to help its customer-members save energy. Key 2020 accomplishments include:

- Saving more than 35,000 megawatt-hours (MWh) of electricity across their ENERGY STAR programs.
- Supporting the construction of more than 700 ENERGY STAR certified homes, a 15 percent increase since 2019.
- Implementing a digital promotion campaign focused on the benefits of ENERGY STAR certified homes and smart thermostats that resulted in 9.5 million impressions among SMECO customer-members.
- Using ENERGY STAR messaging to emphasize the benefits of SMECO's incentives for ENERGY STAR certified heat pump water heaters, smart thermostats, pool pumps, and appliances as part of the ENERGY STAR Retail Products Platform, leading to the sale of over 9,000 appliances and smart thermostats and a savings of more than 1,800 MWh.

Southwestern Electric Power Company – Arkansas (AEP SWEPCO) Shreveport, Louisiana

Southwestern Electric Power Company - Arkansas is an electric transmission and distribution utility in Arkansas. In 2020, through its Home Performance with ENERGY STAR Program, SWEPCO Arkansas achieved 33,439 MMBtu of gross energy savings from single and multifamily home markets. Key 2020 accomplishments include:

- Sustaining program operations by adopting CDC COVID-19 safety protocols for improvements to single and multifamily properties, resulting in over 3,000 completed projects in 2020.
- Incorporating remote assessment strategies to streamline processes and sustain operations during the COVID-19 pandemic.
- Effectively managing scarce program resources by leveraging those from its partners, Black Hills Energy Arkansas and CenterPoint Energy, for functions of mutual benefit such as contractor training, quality assurance field inspections, and standardized energy assessment reports.
- Expanding diversity and inclusion initiatives by introducing HPwES as a framework for Income Qualified Weatherization Pathway for low to moderate income households.
- Exhibiting leadership to advance home performance by offering no-cost online virtual contractor training for continuing education units and low-cost Building Performance Institute virtual training classes.

Texas-New Mexico Power Company Lewisville, Texas

Texas-New Mexico Power Company (TNMP) is an electricity transmission and distribution service provider with more than 255,000 residential and business customers. In 2020, TNMP strengthened ENERGY STAR program participation among underrepresented small and medium-sized homebuilders and HVAC contractors by promoting HVAC right-sizing and the installation of ENERGY STAR certified smart thermostats. Key 2020 accomplishments include:

- Supporting the construction of more than 130 ENERGY STAR certified homes, for a total exceeding 8,600 since the program's inception in 2003.
- Increasing energy savings per ENERGY STAR certified home by more than 25 percent compared to 2019.
- Enhancing program design by supporting the installation of nearly 150 ENERGY STAR certified smart thermostats and more than 100 ENERGY STAR certified HVAC systems.
- Deploying an aggressive recruitment campaign to offset housing start reductions, resulting in partnerships with eight new home builders, a 67 percent increase in participation over 2019.
- Leveraging digital media to increase pageviews of its consumer-facing website by 180 percent over 2019 while also sharing broader ENERGY STAR brand messaging through a social media campaign.
- Increasing the average incentive per certified home by 83 percent over 2019 by leveraging data analytics and new reporting tools to provide homebuilders with enhanced information about incentive eligibility requirements.

The Ohio Hospital Association Columbus, Ohio

The Ohio Hospital Association (OHA) is a statewide federation of hospitals and health systems. Last year, the OHA's energy competition helped hospitals save an average 2.7 percent energy, four times the national average. Key 2020 accomplishments include:

- Helping three new hospitals achieve ENERGY STAR certification, for a total of 17 in 2020, the most of any state.
- Recruiting 117 hospitals for its sixth annual Ohio Energy Cup, an ENERGY STAR Battle of the Buildings competition to save energy.
- Delivering over \$9 million in savings to participating members.
- Using statewide energy data from ENERGY STAR Portfolio Manager® to help make the case for extending energy efficiency rebates through much of 2020.

The Sponsors of Mass Save WESTBOROUGH, Massachusetts

The Sponsors of Mass Save—Cape Light Compact, Eversource, National Grid, and Unitil—collaborated to execute an omni-channel retail initiative that leveraged ENERGY STAR certification for dryers, dehumidifiers, air purifiers, smart thermostats, room air conditioners, and lighting to achieve 37,000 MWh of net lifetime energy savings. Key 2020 accomplishment include:

- Promoting the purchase of ENERGY STAR certified products through multiple sales channels including in-store, online, paid and owned media, and experiential tactics.
- Implementing an instant rebate offering at select retail locations for ENERGY STAR certified dehumidifiers, room air cleaners, smart thermostats, and room air conditioners.
- Conducting energy efficiency fundraisers to sell ENERGY STAR certified lightbulbs to benefit schools, youth non-profits, and veterans, and distributing more than 160,000 bulbs at 178 food pantries.
- Helping sell more than 42,000 ENERGY STAR certified appliances and electronics through retail partnerships.

Energy Management

AML I Residential Chicago, Illinois

AML I Residential is a multifamily company focused on the development, acquisition, and management of apartment communities. AML I has continued to leverage its ENERGY STAR partnership to communicate the value of energy efficiency to both internal stakeholders and its residents across its communities. Key 2020 accomplishments include:

- Achieving 40 ENERGY STAR certifications for its communities, representing 55 percent of its portfolio.
- Continuing to add a lease addendum for its properties in Dallas, Florida, and Houston in order to obtain whole-building energy data, which will support ongoing benchmarking and ENERGY STAR certification efforts.
- Developing two new virtual options for residents to tour communities in response to COVID-19 that integrated the value of ENERGY STAR and energy management.
- Delivering video training modules to 100 percent of new employees, which includes specific modules for leasing, maintenance, and corporate employees, that detail ENERGY STAR best practices and information on ENERGY STAR certification.
- Devoting the entire first quarter of its sustainability social media calendar to energy management, featuring details on its ENERGY STAR certified properties, to increase awareness of ENERGY STAR and energy management benefits.

Atrium Health **Charlotte, North Carolina**

Atrium Health is a healthcare organization based in North Carolina. Atrium Health advanced strategic energy management by using ENERGY STAR tools and resources. Key 2020 accomplishments include:

- Raising the average ENERGY STAR score by 7 percent and saving \$500 thousand in energy compared to 2019.
- Achieving ENERGY STAR certification at 14 facilities, including new certifications of two hospitals.
- Expanding the use of Portfolio Manager® to track monthly waste and recycling data to 13 facilities.
- Using ENERGY STAR Target Finder® in the design of two medical office buildings and two hospital bed towers to meet ENERGY STAR levels of performance.

Beacon Capital Partners, LLC **Boston, Massachusetts**

Beacon Capital Partners is a private real estate investment firm. Beacon Capital has maintained a longstanding commitment to ENERGY STAR and energy conservation, including the development of several major projects that will drive energy reductions across its portfolio, and promoting the value of ENERGY STAR and energy management to internal staff. Key 2020 accomplishments include:

- Developing seven trigeneration projects that will each produce 500–750 kilowatts of electricity, roughly 250 tons of chilled water, and reduce the annual emissions of the buildings in which they are installed by 35–40 percent.
- Signing development agreements for three solar carport projects, each of which will produce approximately 30–40 percent of each property’s annual electricity needs.
- Installing 80 new regenerative elevator drives in Beacon Capital buildings, each of which consume as much as 60 percent less energy, to help offset increased elevator usage due to COVID-19 necessitated limited elevator occupancies.
- Reducing HVAC energy use by nearly five percent and overall property energy use by nearly 1 percent due to enhanced attention to water treatment at all properties.
- Updating and continuing to implement its Property Manager/Building Operations Team Handbook; a cornerstone program that educates staff on its energy, sustainability, and environmental programs.
- Recognizing energy management achievements of ten building management team members through its sixth annual Blue Star Energy Awards Contest, which motivates participants to achieve ENERGY STAR related goals.

BentallGreenOak **Seattle, Washington**

BentallGreenOak is a global real estate investment firm. BentallGreenOak has maintained a longstanding commitment to energy efficiency and has widely promoted its ENERGY STAR partnership to internal and external stakeholders. Key 2020 accomplishments include:

- Increasing its average ENERGY STAR score from a 74 in 2019 to a 77 in 2020.
- Achieving ENERGY STAR certification for 81 properties in 2020.

- Integrating ENERGY STAR metrics into its Eco Modeler tool so asset and property managers can measure the success of their energy efficiency strategies.
- Continuing implementation of its Sustainability Benchmarking Program, which is intended to benchmark asset performance against internal best practices and peers, and includes the property's ENERGY STAR score in the diagnostic report to drive performance and inform budget decisions.
- Communicating ENERGY STAR messaging to employees, tenants, clients, industry, and the public through quarterly ESG reports, its website, its annual report, in press releases, and on social media.

Bimbo Bakeries USA

Horsham, Pennsylvania

Bimbo Bakeries USA (BBU) is a baking company whose brands include Thomas', Sara Lee, Entenmanns, Arnold, and more. BBU achieved a five percent improvement in energy intensity over 2019 and a 1.9 percent reduction in absolute energy consumption over 2019, marking five consecutive years of improvement in energy performance. Key 2020 accomplishments include:

- Earning ENERGY STAR certification of 16 commercial bread and roll bakeries, the most certifications by any industrial company in a single year. One bakery was certified in Canada for the first time.
- Achieving the ENERGY STAR Challenge for Industry at Bimbo's bakery in Escondido, California, which was recognized as the Green Plant of Year by Food Processing Magazine.
- Encouraging the baking industry and the distilled spirits industries to manage energy through targeted outreach and communications including presentations, articles on BBU's energy management and carbon reduction efforts, and press releases.
- Piloting electric vehicles to understand how BBU's routes could be electrified, resulting in 100 additional electric vehicles ordered for delivery in 2021. The electric vehicles will join a fleet of over 500 vehicles powered by compressed natural gas and propane.
- Promoting energy efficiency to customers through messaging on Thomas' English Muffins packaging.

Boston Properties

Boston, Massachusetts

Boston Properties is a self-administered and self-managed real estate investment trust. Boston Properties has demonstrated ongoing dedication to corporate sustainability and has integrated ENERGY STAR into all aspects of its robust energy management program. Key 2020 accomplishments include:

- Requiring all properties to benchmark energy, water, and waste in ENERGY STAR Portfolio Manager®, and requiring all properties to target a minimum ENERGY STAR Score of 75.
- Committing to an aggressive science-based GHG reduction target, which leverages ENERGY STAR Portfolio Manager to forecast and commit to reducing combined scope one and two greenhouse gas (GHG) emissions.
- Optimizing energy use in tenant spaces by monitoring real-time interval data to set back HVAC systems during unoccupied periods due to COVID-19.
- Developing a 5.2 megawatt onsite solar photovoltaic system at Carnegie Center in Princeton, New Jersey. Power generated by the system is expected to provide at least 75 percent of the total annual energy consumption at four buildings and avoid 4,600 metric tons of GHG emissions annually.
- Presenting its Environmental Social Governance strategy, including how ENERGY STAR is integrated into its energy management program, to groups representing industry associations and academic institutions including Harvard University, the University of Massachusetts, Northeastern University, various investors,

prospective tenants, and attendees of the Greenbuild International Conference and Expo, reaching over 500 attendees in total.

Bozzuto Management Company **Greenbelt, Maryland**

Bozzuto Management Company is a third-party manager of multifamily communities. Bozzuto leveraged ENERGY STAR resources to develop unique and innovative tools that assisted in its efforts to reduce energy consumption across its managed portfolio and helped it to achieve its energy reduction target of three percent year over year. Key 2020 accomplishments include:

- Maintaining a 100 percent benchmarking of energy, water, and waste in ENERGY STAR Portfolio Manager® for all managed assets.
- Increasing the number of ENERGY STAR certified properties from 26 in 2019 to 41 in 2020.
- Promoting its energy management programs and ENERGY STAR participation through social media, print publications, marketing and training opportunities, and virtual industry speaking engagements.
- Enhancing its High-Performance Building Inspection offering that leverages ENERGY STAR Treasure Hunt materials to identify low and no-cost energy savings opportunities, and presenting the findings on an ENERGY STAR webinar.
- Partnering with a third-party waste hauling consultant that is committed to zero waste to create and maintain accurate and timely waste data in ENERGY STAR Portfolio Manager, improve reporting, and share metrics for source reduction and increased recycling.

Bristol Myers Squibb **New York, New York**

Bristol Myers Squibb Company (BMS) is a biopharmaceutical company. In 2020, BMS completed the integration of the former Celgene facilities into the corporate energy program and was able to reduce corporatwide energy intensity by 3.3 percent over 2019. Key 2020 accomplishments include:

- Instituting new corporate sustainability goals, including commitments to 100 percent renewable electricity, science-based targets, and net neutral carbon emissions by 2040.
- Integrating the energy management program and harmonizing energy reporting and data systems across the entire company following the acquisition of Celgene.
- Investing over \$8 million in 51 energy projects that will generate \$1.5 million in annual savings. Since 2010, investments in 467 projects have generated annual savings of \$22.2 million.
- Reducing the energy intensity among the top 25 energy consuming sites by 16.6 percent since 2013.
- Enrolling 100 percent of eligible sites in the ENERGY STAR Challenge for Industry, including 11 sites from the acquisition of Celgene. Twenty-one sites worldwide now participate in the challenge.
- Communicating the company's commitment to energy efficiency and the value of ENERGY STAR through annual reports, social media, and other engagements with suppliers and vendors.

CalPortland Company **Glendora, California**

CalPortland Company is a producer of cement, concrete, aggregates and asphalt pavement. The company demonstrated industry leadership by mentoring ENERGY STAR industrial partners, supporting

the industrial network, and working to promote sustainable operations in the cement, concrete, and asphalt paving industries. Key 2020 accomplishments include:

- Exploring alternative fuels and low emission feedstock for its cement plants to reduce carbon emissions and provide a line of lower carbon cement products.
- Supporting the ENERGY STAR Industrial partner network by sharing energy management best practices with other companies and assisting the National Asphalt Paving Association and its members to begin development of a specialized ENERGY STAR benchmark for measuring plant energy performance.
- Achieving an energy intensity improvement of 0.4 percent over 2019 despite unusual business conditions. Since 2003, energy intensity has improved by more than 17 percent, saving nearly \$149 million and preventing the emissions of 3.3 million tons of CO₂.
- Earning ENERGY STAR certification for the Rillito cement plant and achieving the ENERGY STAR Challenge for Industry at six ready mix concrete plants.
- Investing more than \$45 million to upgrade on- and off-road vehicles to improve fuel efficiency, constructing the company's third compressed natural gas (CNG) station, replacing 24 diesel hauler trucks with CNG trucks using renewable natural gas, and conducting a test of a hybrid CNG/electric concrete mixer truck.
- Promoting energy management best practices and increasing energy awareness through an innovative plant efficiency video series under CalPortland's "Energy in Industry" YouTube channel.

CBRE

Dallas, Texas

CBRE is a global commercial real estate services and investment firm. CBRE continued to grow its energy management and training programs, leveraging ENERGY STAR resources to provide leadership across the commercial real estate industry. Key 2020 accomplishments include:

- Achieving ENERGY STAR certification for 102 properties.
- Benchmarking 5,819 buildings in ENERGY STAR Portfolio Manager®, totaling more than 334 million square feet.
- Increasing its average ENERGY STAR Score across its portfolio from a 64 in 2019 to a 68 in 2020.
- Recognizing 21 property management teams through its Climate Champion Award program, which highlights properties that have achieved a 10 percent or more annual increase in their ENERGY STAR Score.
- Piloting innovative technologies, including an Artificial Intelligence engine to manage HVAC controls at a building in Seattle, which is expected to reduce energy costs by 25 percent and improve occupant comfort.
- Launching a service to assist with workplace re-entry during the pandemic to increase in flexible workspaces, connect with tenants through a new mobile app, recognize efficient operations through ENERGY STAR Tenant Space, and improve building performance and scores through optimizing HVAC controls.

Celanese Corporation

Irving, Texas

Celanese Corporation is a producer of specialty materials and chemical products for major industries and consumer applications. The company enhanced its sustainability framework for climate, energy and

water while leveraging the ENERGY STAR partnership to improve its corporate wide energy program and projects. Key 2020 accomplishments include:

- Decreasing absolute energy consumption by more than seven percent and energy intensity by 1.5 percent; energy intensity improved by 16 percent since 2013.
- Completing a renewable energy contract to obtain 70 percent of daylight electrical power needs and approximately 35 percent of total power requirements from solar sources at its Clear Lake, Texas, facility.
- Implementing 130 energy efficiency optimization, capital, and low- and no-cost projects with savings of \$9 million. Major projects included commissioning a 3.5 MW combined heat and power unit and completing a waste incinerator heat recovery project.
- Completing a materiality assessment aligned with the UN Sustainability goals that resulted in ten expert committees recommending strategic initiatives including leveraging the energy program to accelerate the company's climate, water, and waste program.
- Increasing collaboration to share and learn energy management practices within the ENERGY STAR industrial partnership and the collective ENERGY STAR Chemicals and Refining Focus group.
- Achieving the ENERGY STAR Challenge for Industry at two sites, speaking and leading a session at the annual ENERGY STAR industrial meeting, and communicating the benefits of energy efficiency to a broad set of audiences.

CEMEX USA

Houston, Texas

CEMEX USA is a producer, distributor, and marketer of cement, ready mixed concrete, aggregates, and other building materials. Through the company's sustainability efforts and alternative fuel projects, CEMEX was able to substitute 22.8 percent of fossil fuels with low-carbon alternatives, avoiding the burning of 318,000 metric tons of fossil fuels and emissions of 668,450 MTCO₂. Key 2020 accomplishments include:

- Budgeting more than \$17 million to renovate plants and enhance energy efficiency.
- Customizing a carbon dioxide reduction roadmap for cement production that includes methods for reducing cement process emissions, energy efficiency, alternative fuels, renewable energy, and other strategies.
- Earning ENERGY STAR certification for its Miami cement plant and achieving the ENERGY STAR Challenge for Industry at two cement terminals.
- Promoting energy efficiency and ENERGY STAR resources to employees through published corporate magazines.
- Sharing energy management best practices through the ENERGY STAR industrial partner network in a virtual plant tour and the ENERGY STAR Cement and Concrete Industry Focus.

Colgate-Palmolive Company

New York, New York

Colgate-Palmolive Company is a consumer products company. Colgate launched its new 2025 Sustainability and Social Impact Strategy, which includes targets for 100 percent renewable electricity by 2030, net zero carbon in operations by 2040, and energy efficiency and greenhouse gas emissions reductions. Key 2020 accomplishments include:

- Developing a Renewable Energy Master Plan to guide over 100 facilities in procuring and installing renewable energy, considering local actions for each facility.
- Launching a special Latin America Division Energy Reduction Team, an extension of the company's Global Energy Reduction Team, that focused on energy efficiency, renewable energy, technology solutions, and project implementation in that region. Seventy-five projects have been identified, with an estimated \$476,000 in savings across six facilities.
- Reducing energy intensity by 2.6 percent compared to 2019 and by 28.1 percent since 2005, while avoiding nearly \$672 million in energy costs since 2002.
- Achieving the ENERGY STAR Challenge for Industry at seven facilities, avoiding more than 187,136 MMBtus.
- Conducting a full plant energy treasure hunt that identified 69 energy reduction ideas with the potential to reduce the site's energy consumption by over 7,916 MWh and CO2 emissions by more than 3,826 MT, while supporting the ENERGY STAR Fill the Treasure Chest Campaign by sharing savings found in treasure hunts.

CommonWealth Partners

Los Angeles, California

CommonWealth Partners (CWP) is a private real estate investment, development, management, and operating company. CommonWealth Partners has demonstrated ongoing dedication to reduce its overall energy usage through a robust stakeholder engagement program that promotes ENERGY STAR tools and resources. Key 2020 accomplishments include:

- Benchmarking 100 percent of its portfolio within ENERGY STAR Portfolio Manager®.
- Continuing to utilize its real-time energy management platform and expanding the system into all managed properties in its portfolio to track and significantly reduce greenhouse gas emissions.
- Implementing a real-time energy management information system, which helped to support CWP's Energy Action Month by providing feedback on the real-time energy consumption at each building to further encourage energy, water, and waste reductions.
- Engaging tenants, occupants, and employees about ENERGY STAR achievements through social media, tenant memos, newsletters, its corporate website, decals at ENERGY STAR certified properties, and elevator signage.
- Holding virtual Earth Day and Energy Awareness Events, which included messaging about ENERGY STAR.

Corning Incorporated

Corning, New York

Corning Incorporated is an innovator in specialty glass, ceramics, and advanced optical products. Since 2006, the company's Global Energy Management program has contributed to a 31.6 percent gain in energy productivity valued at more than \$570 million. Key 2020 accomplishments include:

- Continuing refinement of the company's sustainability efforts by publishing its first set of public goals, including three environmental specific targets focused on energy, water, and waste management; and further emphasizing Corning's commitment to increase use of renewable energy extensively from a 2018 baseline.
- Supporting the ENERGY STAR industrial partner network by sharing energy management best practices and promoting the network to suppliers.
- Achieving the ENERGY STAR Challenge for Industry at eight manufacturing facilities with energy intensity reductions ranging from 10 to 21 percent.

- Reaching an audience of 149 million through varied media channels promoting Corning’s partnership with ENERGY STAR, internal energy management activities, and actions that improve Corning’s energy and resource efficiency.

Cushman & Wakefield

Chicago, Illinois

Cushman & Wakefield is a global real estate services firm. Cushman & Wakefield has maintained its longstanding commitment to energy conservation across its portfolio, and leverages ENERGY STAR tools and resources to communicate with internal and external stakeholders. Key 2020 accomplishments include:

- Achieving ENERGY STAR certification for 56 buildings in 2020.
- Increasing its average ENERGY STAR Score from a 71 in 2019 to a 75 in 2020.
- Delivering trainings for several hundred brokers, property managers, chief engineers, and other staff on the value of benchmarking in ENERGY STAR Portfolio Manager® and the company’s ENERGY STAR partnership via internal and external webinars.
- Saving over four million kilowatt hours in 2020 through its Energy Optimization Assessments and energy audits. 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.
- Leveraging ENERGY STAR Portfolio Manager to track waste volume and diversion rates for 149 properties in 2020 compared to 49 properties in 2019.

Des Moines Public Schools

Des Moines, Iowa

Des Moines Public Schools (DMPS) is a public school district in Iowa. DMPS promoted energy efficiency awareness to students, staff, and the community and has continued its longstanding commitment to sustainability by implementing ENERGY STAR best practices for comprehensive energy management, and has saved more than \$20.2 million and prevented the emissions of more than 40,600 metric tons of carbon dioxide since 2008. Key 2020 accomplishments include:

- Benchmarking 100 percent of DMPS facilities in ENERGY STAR Portfolio Manager®, totaling over 6.1 million square feet to achieve an average ENERGY STAR score of 83.
- Achieving ENERGY STAR certification at 41 schools.
- Developing plans and specification documents for HVAC upgrade projects at 10 buildings, utilizing state-of-the-art energy efficient equipment.
- Decreasing site energy use by more than 127 BBTU and source energy use by more than 184 BBTU since 2009.
- Spending an average of \$124 per student on energy costs, significantly lower than the national average of \$205 per student.
- Leading the City of Des Moines to become the third-ranked mid-sized city on EPA’s 2020 ENERGY STAR Top Mid-Sized Cities listing.
- Saving more than \$2 million compared to 2008 baseline energy year expenditures.

Fairfax County Public Schools

Falls Church, Virginia

Fairfax County Public Schools (FCPS) is a school district in Virginia. FCPS uses ENERGY STAR to engage students, conserve energy, protect the environment, and as a catalyst for stewardship throughout FCPS schools and the community. Key 2020 accomplishments include:

- Improving the average ENERGY STAR score to 80.5, a 17.3 percent increase over 2019.
- Saving more than \$6.7 million in annual energy costs and more than \$38.6 million since 2014 through a comprehensive energy management program.
- Creating the FCPS Energy Education Team, which strives to reduce district energy use and cost without negatively impacting health and safety, the educational environment, or productivity.
- Collaborating with GET2GREEN and utilizing its dashboard as a platform to educate students, staff, parents, and community members about ENERGY STAR information, including ENERGY STAR scores, presented as part of an interactive effort to encourage energy conservation.
- Reducing greenhouse gas emissions by 30 percent since 2014.

Food Lion, LLC

Salisbury, North Carolina

Food Lion is a retail grocery store chain. Food Lion has continued to leverage its ENERGY STAR partnership to communicate the value of energy efficiency to both internal stakeholders. In the past year, Food Lion expanded its LED lighting retrofit program to thirty-two stores, saving more than 9.2 billion BTUs annually. Key 2020 accomplishments include:

- Maintaining an average ENERGY STAR® score of 69.
- Certifying 919 of its stores as ENERGY STAR, representing 89 percent of its portfolio.
- Expanding its food-to-go program across more than 400 stores with ENERGY STAR certified warming and cooling equipment.
- Helping a sister brand develop an energy conservation culture and join the ENERGY STAR program.

General Motors Company

Detroit, Michigan

General Motors Company (GM) is a motor vehicle manufacturer. GM continued to reduce manufacturing energy intensity in 2020, despite plant shutdowns, contributing to a 16 percent reduction from a 2010 baseline, representing more than \$100 million in savings equivalent to the profit of the sales of 115,000 vehicles. Key 2020 accomplishments include:

- Earning ENERGY STAR certification for two assembly plants and five buildings while achieving the ENERGY STAR Challenge for Industry for six manufacturing sites.
- Participating in the ENERGY STAR Find the Treasure Campaign by sharing the results of 11 energy treasure hunts that found enough savings to reduce GM's carbon footprint by 1 percent.
- Sharing energy management best practices within the ENERGY STAR industrial network, including GM's procedures for conducting virtual energy treasure hunts.
- Using plant shutdowns due to the pandemic as an opportunity to challenge plants to reach new low levels of idle time energy consumption.

- Developing \$60 million in energy performance contracts with energy service companies to provide long-term support for energy savings and carbon emissions reductions.

Hanesbrands Inc.
Winston Salem, North Carolina

Hanesbrands Inc. is a manufacturer, distributor, and marketer of everyday apparel. In 2020, the company launched new sustainability goals and prioritized energy savings projects, which helped deliver a greenhouse gas reduction of 15,023 MTCO₂e and reached a renewable energy portfolio of 48.6 percent. Key 2020 accomplishments include:

- Announcing new sustainability goals for 2030, including a commitment to achieve an additional 25 percent energy reduction and utilize 100 percent renewable electricity.
- Elevating sustainability by establishing the company’s first formal chief sustainability officer, an enhanced sustainability task force, and a comprehensive sustainability website that includes references to ENERGY STAR.
- Selling more than 60 million underwear and sock products featuring Hanesbrands’ partnership with ENERGY STAR.
- Promoting ENERGY STAR through 821 million impressions, bringing the company’s total to more than 6 billion.
- Strengthening the energy management program through worldwide energy treasure hunts and an expanded supplier engagement platform from the Sustainable Apparel Coalition.

Hines
Houston, Texas

Hines is a privately owned global real estate investment firm. Hines has maintained its strong corporate commitment to sustainability, continuing use of ENERGY STAR tools and resources to promote energy efficiency with its stakeholders. Key 2020 accomplishments include:

- Achieving ENERGY STAR Certification for 59 properties.
- Increasing its average ENERGY STAR Score by over six percent from 2019 to 2020, with a 2020 average score of 84.
- Implementing a large number of energy efficiency projects across its portfolio, including a major energy efficiency effort at Bank of America Plaza, which saw its score increase from a 57 to an 82.
- Continuing to promote its Green Office for Tenants and Green Retail programs, which leverages ENERGY STAR best practices.
- Promoting the ENERGY STAR Tenant Space recognition by communicating its value to key stakeholders.

Hudson Pacific Properties
LOS ANGELES, California

Hudson Pacific Properties, Inc. (HPP) is a vertically integrated real estate company. HPP continued to grow its energy management program across its portfolio, utilizing ENERGY STAR resources to achieve its carbon neutrality goals. Key 2020 accomplishments include:

- Achieving ENERGY STAR certification for 51 properties in 2020.

- Achieving carbon neutrality in operations through the purchase of carbon offsets from a landfill gas recapture project and tracking this information in ENERGY STAR Portfolio Manager®.
- Continuing to incorporate language into its standard leases which requires tenants to use ENERGY STAR certified equipment, share energy information, and support energy efficiency initiatives.
- Expanding its external communication efforts by launching social media campaigns, engaging tenants, and speaking at numerous industry events, all which highlight and promote its partnership and success with ENERGY STAR.
- Continuing to recognize and award teams at properties that have the largest improvement in ENERGY STAR score, best innovation story, best tenant engagement story, and the having largest reductions in energy, water, and waste usage.

Intertape Polymer Group, Inc.
Sarasota, Florida

Intertape Polymer Group, Inc. develops, manufactures, and sells a variety of paper and film-based tapes, films, protective packaging, engineered coated products, and complementary packaging systems. Intertape supported energy efficiency awareness and training internally and in local communities and conducted several plant treasure hunts including its first virtual manufacturing plant treasure hunt for energy savings. Key 2020 accomplishments include:

- Expanding its corporate energy management program to include recently acquired manufacturing sites while achieving a 6.8 percent reduction in energy intensity over 2019, contributing to energy savings equivalent to \$6.4 million since 2009.
- Earning its first ENERGY STAR certification at a regional distribution center.
- Achieving the ENERGY STAR Challenge for Industry for a manufacturing site by reducing energy intensity by more than 21 percent.
- Supporting the ENERGY STAR industrial network by sharing expertise and leading energy management discussion sessions at meetings.
- Participating in the ENERGY STAR Find the Treasure campaign by sharing findings from energy treasure hunts.
- Promoting ENERGY STAR resources to its Manufacturing Leadership Council through tours and information sharing.

JCPENNEY
Lewisville, Texas

JCPENNEY is a clothing and home retail store. JCPENNEY continued to demonstrate leadership in the retail sector by achieving its 15 percent energy use reduction goal by using ENERGY STAR tools and resources. Key 2020 accomplishments include:

- Limiting all store prep and delivery times to normal business hours to reduce energy consumption.
- Programming its energy monitoring system to reduce energy use at stores with lower levels of operation.
- Conducting internal webinars to foster a culture that values energy conservation and environmental stewardship.

Jones Lang LaSalle (JLL)
Chicago, Illinois

Jones Lang LaSalle (JLL) is a professional services and investment management firm. JLL has continued to leverage ENERGY STAR resources to drive energy savings within its managed properties and provide leadership in energy management to the industry. Key 2020 accomplishments include:

- Increasing the average ENERGY STAR Score across its managed properties by more than seven percent from 2019 to 2020.
- Achieving ENERGY STAR certification for 80 managed properties in 2020.
- Engaging building engineers and facility managers through a training webinar focusing on ENERGY STAR Portfolio Manager® and other ENERGY STAR resources, with over 900 JLL employees in attendance.
- Garnering more than 514 media placements in real estate, energy, sustainability, and general business publications that include ENERGY STAR content, and sharing 27 posts with original content containing key ENERGY STAR messages, reaching 1.1 million people on JLL's social media channels.
- Committing to achieving net zero carbon emissions across its entire global office portfolio by 2030.

Kenton County School District
Ft. Wright, Kentucky

Kenton County School District (KCS D) is a school district in Kentucky. KCS D has been engaging staff, students, and the community in energy management and energy education since 2005. Key 2020 accomplishments include:

- Raising the average ENERGY STAR score to 86, a two-point increase over 2019 and reducing weather normalized site energy use intensity by 13.5 percent.
- Achieving ENERGY STAR certification at two schools in 2020.
- Saving nearly \$1.9 million in energy costs in 2020, equivalent to 47 teaching positions, and over \$17 million since 2005.
- Realizing a 50 percent reduction in energy use, lowering energy costs by 54 percent, and cutting carbon emissions by 56 percent since 2005.
- Increasing maintenance and equipment upgrades, focusing on HVAC systems, and improving indoor air quality.

Kilroy Realty Corporation
Los Angeles, California

Kilroy Realty Corporation is a real estate investment trust. Kilroy Realty has demonstrated its ongoing commitment to providing leadership and stakeholder engagement in sustainability across the commercial real estate market. Key 2020 accomplishments include:

- Achieving ENERGY STAR certification for 66 percent of its portfolio including multifamily and tenant-operated buildings.
- Launching its "Partners for the Planet" Twitter campaign, which highlighted ENERGY STAR and other important partners it works with to achieve its sustainability goals, as well as its "ENERGY STAR From Anywhere" Twitter campaign to highlight that its work on ENERGY STAR projects continued despite working from home.

- Leveraging ENERGY STAR Treasure Hunt resources to conduct virtual treasure hunts across 21 buildings, which identified 12 buildings for upgrades for a projected average energy savings of seven percent.
- Adding performance guarantee language to its standard contracts for energy efficiency projects.
- Growing the Kilroy Innovation Lab with new partners and four new pilots, including virtual retro commissioning, an innovative plug load project, a low flow showerhead retrofit, and a precooling HVAC project.
- Incorporating language encouraging tenants to pursue ENERGY STAR Tenant Space in all of its Building Standards Documents.

Kohl's, Inc.
Menomonee Falls, Wisconsin

Kohl's, Inc. is a specialty department store retail chain. Kohl's has demonstrated ongoing dedication to ENERGY STAR since 1998, and in 2020 used its energy management expertise to quickly adapt to new operational parameters. Key 2020 accomplishments include:

- Certifying two department stores as ENERGY STAR for a total of 1,074 stores certified since 2008.
- Adjusting its Building Automation, Lighting, and Control Sequences to fit new online order fulfillment retail operations, saving over 1.8 Million kWh.
- Upgrading lighting fixtures with LEDs at 45 stores, estimated to save 10 million kWh per year, and installing new HVAC technologies at 45 properties.

LBA Realty/LBA Logistics
Irvine, California

LBA Realty is a full-service real estate investment and management company. LBA has continued to leverage ENERGY STAR tools and resources to engage with engineering, property, and asset management teams to improve overall portfolio energy management. Key 2020 accomplishments include:

- Achieving ENERGY STAR certification for 16 properties in 2020, including a company record of seven industrial buildings.
- Increasing the average ENERGY STAR Score across its portfolio from an 84 in 2019 to an 87 in 2020.
- Developing an engagement program to educate and identify key tenants that it will partner with in support of ENERGY STAR Tenant Space recognition.
- Conducting its fourth annual Property Team Competition, which rewarded property teams for completing new efficiency projects, increasing ENERGY STAR scores, receiving new ENERGY STAR Certifications, decreasing energy usage, submitting sustainability case studies, and engaging tenants on energy efficiency.
- Implementing a new real-time energy meter monitoring and tracking software platforms that provide analytics, HVAC fault detection, and diagnostics and optimization.

Lockheed Martin Corporation
Bethesda, Maryland

Lockheed Martin Corporation is a global security and aerospace company principally engaged in the research, design, development, manufacture, integration, and sustainment of advanced technology

systems, products, and services. The company decreased energy intensity by 5 percent compared to 2019 and 16 percent over 2016, while avoiding \$34.6M in energy costs since 2010. Key 2020 accomplishments include:

- Expanding its Go Green gated capital program by funding 42 new energy efficiency projects.
- Participating in the ENERGY STAR Aerospace Industry Group to support and encourage other aerospace companies to join.
- Supporting the ENERGY STAR industrial network through sharing of energy management expertise in webinars and meetings.
- Using strategic communications to create more than 140,000 impressions designed to motivate employees to greater energy management and inform external audiences about accomplishments and the value of ENERGY STAR.
- Earning ENERGY STAR certification for two buildings and achieving the ENERGY STAR Challenge for Industry energy intensity reduction goal at one site.

LOUDOUN COUNTY PUBLIC SCHOOLS

Ashburn, Virginia

Loudoun County Public Schools (LCPS) is a school district in Virginia. LCPS has a long-standing commitment to reducing costs while promoting energy efficiency through ENERGY STAR and demonstrating that it's a good steward of public resources. Key 2020 accomplishments include:

- Raising the average ENERGY STAR score to 71, a four-point increase over 2019, and reducing weather normalized site energy use intensity by 16.6 percent.
- Achieving ENERGY STAR certification at 18 schools.
- Saving over \$100 million in energy costs and preventing over 489,000 metric tons of carbon dioxide emissions since 1993.
- Requiring Designed to Earn the ENERGY STAR (DEES) in new construction and renovation projects and achieving DEES for three new schools and one renovation project.
- Awarding an energy services company contract to implement energy efficiency retrofit projects, setting the stage for implementing energy efficiency measures across the portfolio over the next eight years.
- Completing a guaranteed energy savings retrofit project in J. Lupton Simpson Middle School, which includes a 592 KW solar array comprised of 1,500 panels as well as a full LED lighting replacement.
- Adopting a School Board Resolution calling for state and federal action on climate change.

Mansfield Independent School District

Mansfield, Texas

Mansfield Independent School District (MISD) is a school district in northern Texas. MISD has demonstrated a 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 2020 accomplishments include:

- Reducing carbon dioxide emissions by more than 9,400 metric tons and cumulatively saving nearly 54,000 metric tons of carbon dioxide emissions since 2012.
- Raising the average ENERGY STAR score to 91.4, a 10 percent increase over 2019.
- Reducing energy usage costs by more than \$2.3 million in 2020.

- Promoting its ENERGY STAR partnership and achieving millions of potential impressions through marquee displays, social media outreach, email blasts to internal stakeholders, vehicle signage, and an online presence.
- Performing building energy usage audits, conducting over 15,000 hours of preventative maintenance, and utilizing automated software to shut down computers each evening.

Marathon Petroleum Corporation **Findlay, Ohio**

Marathon Petroleum Corporation (MPC) manufactures and markets renewable and petroleum fuels and provides energy logistics services. MPC's emphasis on continual improvement of operations positioned the company to earn ENERGY STAR certification for five refineries in 2020, the highest number of certifications by any refiner in one year. Key 2020 accomplishments include:

- Establishing a companywide greenhouse gas emissions intensity reduction target (for scope 1 and 2 emissions) that will result in a 30 percent reduction below 2014 levels by 2030.
- Extending the Focus on Energy program to the former Andeavor refineries acquired in 2018 and employing ENERGY STAR tools for assessing program implementation. As a result, 600 new metrics have been established and will help MPC optimize energy performance at these sites.
- Launching MPC's Leading in Sustainable Energy strategy with core principles of lowering carbon intensity, increasing renewable fuels production and use, improving energy efficiency, conserving natural resources and reducing waste, and embracing innovation and deploying advanced technologies.
- Sharing best energy management practices within the ENERGY STAR industrial network and the ENERGY STAR Chemicals and Refining Focus.
- Reaching energy intensity reductions of 48 and 30 percent for two terminals in the logistics and storage business, exceeding the goals set for achieving the ENERGY STAR Challenge for Industry at these sites.

Memorial Hermann Health System **Houston, Texas**

Memorial Hermann Health System is a not-for-profit healthcare system. Memorial Hermann used ENERGY STAR tools and resources to save 28.7 percent of its energy, valued at more than \$150M since 2008. Key 2020 accomplishments include:

- Certifying 10 out of 11 eligible hospitals as ENERGY STAR, with three hospitals achieving scores of 100, and five achieving scores over 90.
- Recruiting 128 healthcare facilities to join the sixth Texas Energy Roundup, a co-branded ENERGY STAR competition, and helping hospitals reduce energy use.
- Reducing natural gas consumption by more than 56 percent across the system by balancing HVAC systems, implementing reset strategies, and eliminating old and oversized inefficient boilers.
- Re-lamping over 65,000 light fixtures with LEDs and saving an estimated \$1 million annually.

Merck & Co., Inc. **Kenilworth, New Jersey**

Merck & Co., Inc. is a global healthcare company that delivers health solutions through medicines, vaccines, biologic therapies, and animal health products. Merck achieved more than a 3 percent energy

intensity reduction across its operations worldwide in 2020 and earned ENERGY STAR certification for five buildings, one for its 10th consecutive year, and one manufacturing plant for a 12th consecutive year. Key 2020 accomplishments include:

- Actively supporting the ENERGY STAR Pharmaceutical Industry Focus and the broader ENERGY STAR industrial network by sharing energy and greenhouse gas reduction strategies.
- Convening its Design Thinking Workshop to develop a decarbonization strategy and establish pilot projects for enhanced greenhouse gas emissions reductions, including greater site electrification while also conducting the first Merck Sustainability Summit that engaged over 400 employees world-wide.
- Restructuring its Integrated Facilities Management program to ensure energy, water, and waste reduction practices are emphasized along with new key performance indicators.
- Updating its green building standard to incorporate sustainability earlier in a project and reducing the return on investment (ROI) threshold from 22 percent to 11 percent to enable a greater impact on renovations.
- Continuing progress in meeting the company's 2025 goals for renewable energy purchases with a letter of intent to purchase 60 MW of solar energy, adding to the 60 MW purchased in 2019.
- Requesting 90 percent of its strategic suppliers to identify opportunities for greenhouse gas and water use reductions.

MetLife **New York, New York**

MetLife is a global financial services company. MetLife has demonstrated ongoing dedication to corporate sustainability and has leveraged the ENERGY STAR program to achieve its environmental goals and engage internal and external stakeholders on energy management best practices. Key 2020 accomplishments include:

- Achieving ENERGY STAR Certification for 18 properties in 2020, representing over 10 million square feet of real estate across the company's own operations and investments portfolio.
- Integrating ENERGY STAR into MetLife's capital planning and budgeting processes, directing property managers to use ENERGY STAR Certified equipment where possible.
- Developing educational resources and virtual events to engage MetLife employees and customers while at home, which leverage ENERGY STAR resources and promote ENERGY STAR certified products.
- Hosting its EcoChallenge event virtually in October, tying the challenge closely to energy action month, which engaged 1,000 employees across 28 countries.
- Providing training to more than 100 property managers on how to benchmark their building in ENERGY STAR Portfolio Manager® and mobilizing over 100 suppliers to disclose their own energy consumption by encouraging use of ENERGY STAR certified products and ENERGY STAR Portfolio Manager.
- Integrating the ENERGY STAR Ways to Save tips tool into its website, which automatically updates with new ENERGY STAR tips every day.

Nissan North America, Inc. **Smyrna, Tennessee**

Nissan North America, Inc. is a motor vehicle manufacturer. Nissan renewed employee engagement by launching a new communication campaign, Save at Home! Save at Work! to reduce plant carbon dioxide emissions and energy consumption. Key 2020 accomplishments include:

- Improving Nissan’s average ENERGY STAR energy performance scores across the region by 3.8 points, despite COVID-related shutdowns.
- Earning ENERGY STAR certification for two manufacturing plants.
- Enhancing plant energy management through improved dashboards and data visualization, presentation of energy consumption and budget performance data by shop, and actionable weekend energy scorecards.
- Adapting to conditions of 2020 by conducting virtual plant energy and environmental assessments, enabling the engagement of manufacturing experts and avoiding the need to travel.
- Acting on benchmarking studies conducted by the ENERGY STAR Motor Vehicle Focuses to improve the efficiency of compressed air and chiller systems.

Northwestern University

Evanston, Illinois

Northwestern University is a private academic and research university. In 2020, Northwestern made continued progress toward its long-term goal of reducing the energy intensity of its buildings, including through conservation measures implemented in response to the COVID-19 pandemic. Key 2020 accomplishments include:

- Selecting an external energy service partner to establish a long-term energy management program, with significant annual energy savings anticipated by the end of the five-year project implementation period.
- Integrating sustainability training into the university’s mandatory new employee orientation process, encouraging energy and water saving best practices into workplace and daily habits.
- Increasing the number of Northwestern University buildings tracking water use in ENERGY STAR Portfolio Manager®.
- Formalizing a goal within its Facilities Management department to win the ENERGY STAR Partner of the Year award each year.
- Responding to the COVID-19 pandemic with an eye for energy efficiency, including HVAC, lab air change, and building schedule changes in partially occupied and unoccupied spaces, and transitioning its Earth Month event to virtual.

Nuveen Real Estate

New York, New York

Nuveen Real Estate is a real estate investment management firm. Nuveen has demonstrated outstanding energy management across its portfolio and has maintained its continued dedication to ENERGY STAR. Key 2020 accomplishments include:

- Achieving ENERGY STAR certification for more than 27 properties in 2020.
- Leveraging a remote support team to provide technical assessments instead of onsite energy audits.
- Redeveloping its internal and external reporting process to include Property Reports, Fund Reports, Sector Reports, and Investor Reports which are driven by quality, standardized data from ENERGY STAR Portfolio Manager®.
- Delivering training to 100 percent of its internal staff, including over 290 employees, to educate them on the principles of sustainability in real estate and the importance of achieving quality data analysis using ENERGY STAR Portfolio Manager.
- Engaging with over 80 property management companies monthly to communicate ENERGY STAR-related topics such as ENERGY STAR Portfolio Manager benchmarking requirements, ENERGY STAR building

certification deadlines and requirements, ENERGY STAR Portfolio Manager onboarding and profile management information, and ENERGY STAR Portfolio Manager sharing information.

Office Properties Income Trust **Newton, Massachusetts**

Office Properties Income Trust is a real estate investment firm. Office Properties Income Trust has maintained an ongoing dedication to improving its energy management program, leveraging ENERGY STAR tools and resources in unique ways to communicate throughout its organization. Key 2020 accomplishments include:

- Achieving ENERGY STAR certification for 34 buildings in 2020.
- Expanding on its 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 35 buildings, representing over 5.8 million square feet.
- Hosting its annual energy competition which recognizes teams that reduce energy use at their managed properties and that educate employees and tenants about energy efficiency.
- Communicating ENERGY STAR successes to external stakeholders through press releases and providing direct messaging to tenants via email campaigns and common space posting regarding ENERGY STAR topics and recommendations for simple ways to reduce energy consumption.

Principal Real Estate Investors **Des Moines, Iowa**

Principal Real Estate Investors is the dedicated real estate investment group of Principal Global Investors. Principal Real Estate has continually integrated ENERGY STAR programs and resources into its energy management and investment strategies and has continued its corporate commitment to energy conservation. Key 2020 accomplishments include:

- Benchmarking 252 buildings in ENERGY STAR Portfolio Manager®, totaling 54.2 million square feet and \$13.2 billion in real estate value.
- Achieving ENERGY STAR certification at 28 buildings in 2020.
- Completing its Energy Playbook Program, helping 75 properties achieve more than 19 million kilowatt hours of energy savings and a reduction of \$2.8 million in annual energy costs.
- Completing its second year of its PRPI Cornerstone Awards program and recognizing three properties for their sustainability leadership, with special emphasis on energy efficiency and ENERGY STAR, by sharing their accomplishments with stakeholders via property team newsletters, Twitter posts, website articles, and award packets to the winning teams.
- Expanding its PRPI initiative to industrial properties by benchmarking over 85 industrial properties in ENERGY STAR Portfolio Manager. Principal also joined the ENERGY STAR industrial working group to create sustainability best practice resources for industrial properties.

Raytheon Technologies **Waltham, Massachusetts**

Raytheon Technologies Corporation (RTX) is an aerospace and defense company that provides advanced systems and services for commercial, military, and government customers worldwide. In 2020 the

combining of the aerospace businesses of Raytheon Company and United Technologies Corporation resulted in two corporate energy programs uniting into one stronger program to create new energy, greenhouse gas, and water policies and develop a long-term management roadmap. Key 2020 accomplishments include:

- Establishing new energy and water conservation policies and implementing projects to reach \$1.5 million in annual energy savings from 101 projects.
- Completing an assessment of the company's opportunities for renewable energy and other demand management strategies.
- Supporting the ENERGY STAR Aerospace Group by sharing best energy management practices.
- Collaborating with EPA to support and engage companies in the New England Best Practices Network to facilitate energy management in the Northeast.
- Leading its virtual Energy Efficiency Challenge and treasure hunts to identify and share energy savings opportunities during the pandemic.
- Utilizing the new intranet site and newsletters to reach 180,000 RTX employees with energy management information.
- Partnering with local utilities to promote ENERGY STAR certified products and efficiency measures to employees through virtual energy fairs that save over 1.2 million kWh a year.

Scott County Schools Georgetown, Kentucky

Scott County Schools (SCS) is a school district in Kentucky. SCS leveraged ENERGY STAR to engage stakeholders, district officials, custodians, teachers, and students as part of the monthly Energy Reduction Award program. Key 2020 accomplishments include:

- Saving more than \$8.4 million since 2010, equivalent to the funds required to employ 168 teachers for one year.
- Achieving ENERGY STAR certification at 14 schools.
- Raising the average ENERGY STAR score to 91.6, a five-point increase over 2019.
- Distributing monthly emails to all district stakeholders to promote ENERGY STAR and energy-saving opportunities for the school district.
- Developing and implementing a district-wide energy savings project that lowered energy usage and energy expenses across the district.
- Adding one new high school and one new elementary school to ENERGY STAR Portfolio Manager® as well as replacing the roof on an aging elementary school to increase energy efficiency.

SL Green Realty Corp. New York, New York

SL Green Realty Corp. is a fully integrated real estate investment trust. 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 2020 accomplishments include:

- Continuing to benchmark 100 percent of its portfolio in ENERGY STAR Portfolio Manager®.
- Achieving ENERGY STAR Certification for 14 buildings across its New York City and suburban portfolios in 2020.

- Highlighting ENERGY STAR achievements in its annual sustainability report, which is distributed to 400 shareholders, tenant organizations, and investors.
- Continuing to promote its tenant amenity program, Living Green, to reach its 150,000 tenants throughout its portfolio, resulting in increased ENERGY STAR awareness and access to energy management resources.
- Enhancing its building inspection process that leverages ENERGY STAR Treasure Hunt materials to identify low- and no-cost energy savings opportunities and efficiency improvements.
- Engaging external stakeholders with ENERGY STAR content through elevator screens, tenant events, building plaques, its corporate website, tenant newsletters, speaking engagements, social media, and press releases.

Target Corporation **Minneapolis, Minnesota**

Target Corporation is an upscale discount retailer. Target continued to demonstrate leadership in the retail sector by applying ENERGY STAR resources to reduce energy waste. Key 2020 accomplishments include:

- Earning the ENERGY STAR for 44 stores and two offices and achieving the goal of certifying 80 percent of its portfolio.
- Replacing backroom lighting with LEDs, resulting in 37.2 million kWh estimated annual savings.
- Updating parking lot lighting to LED at 336 stores, and reducing annual energy consumption by 80 percent.
- Educating customers about ENERGY STAR goals and achievements through corporate website, indoor signage, weekly circulars, and social media.

The Boeing Company **Chicago, Illinois**

The Boeing Company is an aerospace company and provider of commercial airplanes, defense, space and security systems, and global services. In 2020, the company formed a corporate, global sustainability office, appointed its first chief sustainability officer, and elevated management of energy and greenhouse gas emissions. Key 2020 accomplishments include:

- Continuing to progress toward achieving a 25 percent greenhouse gas reduction goal and an absolute energy use reduction target of 10 percent.
- Offsetting all scope 1 and 2 emissions to achieve net zero carbon emissions through energy management, procurement of renewable energy, and the purchase of certified carbon offsets
- Contributing and gathering new energy management best practices through the ENERGY STAR Aerospace Group, including the optimization of aircraft painting operations for significant savings.
- Developing a common tool for the implementation and tracking of all conservation best practices, including energy, to provide greater visibility and access to manufacturing sites.
- Building capacity for site energy management by contracting with energy service companies to provide energy conservation engineers and related services to improve energy efficiency at manufacturing sites.
- Registering six sites in the ENERGY STAR Challenge for Industry and participating in the ENERGY STAR Find the Treasure campaign.

The RMR Group LLC
Newton, Massachusetts

The RMR Group is an alternative asset management company. The RMR Groups tracked COVID-related reductions across three portfolios saving over \$1.7 million in electric costs by reducing energy use in low occupancy or unoccupied spaces. Key 2020 accomplishments include:

- Increasing participation in the 2020 Building Benchmarking Challenge across four client portfolios for energy efficiency, benchmarking, and tenant engagement while increasing activity to include 250 buildings.
- Managing \$1.3 million of capital for client buildings to earn ENERGY STAR certification or reduce utility costs.

Tishman Speyer
New York, New York

Tishman Speyer is an owner, developer, and operator of real estate. Tishman Speyer has maintained its excellent energy management plan across its portfolio and has implemented new training programs which leverage ENERGY STAR tools and resources. Key 2020 accomplishments include:

- Benchmarking 100 percent of its properties in ENERGY STAR Portfolio Manager®.
- Maintaining an engineering and operations focused energy efficiency training program for all building engineering teams, with a goal of developing new efficiency and conservation efforts and better understanding how operational changes can impact ENERGY STAR scores.
- Pursuing multiple impactful energy efficiency projects, including a monitoring and commissioning project at the Chicago Mercantile Exchange that saved 18 percent in annual energy costs, and an upgrade to the Building Management System at Rockefeller Center that allows for remote monitoring and greater insight into energy consumption trends.
- Communicating with its tenants about energy efficiency regularly through its tenant platform ZO, with campaigns such as Daylight Hour and Earth Day, and a focus on what tenants can do at home to save energy.
- Expanding new goals for all West Coast properties to earn ENERGY STAR certification in 2021 and achieving an ENERGY STAR Score of 90 or higher.

USAA Real Estate
San Antonio, Texas

USAA Real Estate is the real estate investment arm of USAA. 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 2020 accomplishments include:

- Achieving ENERGY STAR certification for 32 buildings in 2020.
- Increasing its average portfolio ENERGY STAR Score from a 78 in 2019 to an 82 in 2020.
- Accomplishing its goal set out in 2011 to reduce energy consumption by 20 percent across its portfolio by 2020 using ENERGY STAR Portfolio Manager to track and report data.
- Investing over \$500,000 in capital and operational energy efficiency projects in 2020, generating over \$1.5 million in savings.

- Improving its data exchange process to validate data collection and benchmarking through ENERGY STAR Portfolio Manager®.
- Highlighting ENERGY STAR achievements in its annual sustainability report, which is distributed to internal and external audiences.

Verizon

Basking Ridge, New Jersey

Verizon is a telecommunications company. Verizon continued to improve its operational efficiency, saving more than 369 million kBtu of energy. Key 2020 accomplishments include:

- Funding 182 LED lighting projects, saving an estimated 23 million kWh of energy annually.
- Certifying three data centers as ENERGY STAR and being the only retailer to highlight ENERGY STAR certified retail locations on its wireless store locator page.
- Installing over \$15M of on-site solar and surpassing its goal of 75 locations with ENERGY STAR certified electric vehicle charging stations.
- Featuring ENERGY STAR leadership in a video about its partnership and the importance of building a culture of energy efficiency.

Vornado Realty Trust

New York, New York

Vornado Realty Trust is a fully integrated real estate investment trust. Vornado has maintained its excellent energy management program and has consistently promoted ENERGY STAR and energy efficiency programs throughout its organizations and to its tenants. Key 2020 accomplishments include:

- Achieving ENERGY STAR certification for seven buildings in 2020.
- Benchmarking 100 percent of its assets for energy, 99 percent for water and 70 percent for waste in ENERGY STAR Portfolio Manager®.
- Completing an ENERGY STAR Treasure hunt with a large retail tenant. The completion of low- and no-cost Energy Conservation Measures (ECMs) achieved a projected 100,000-kilowatt hours and \$22,000 in annual savings, with additional ECMs, including a lighting retrofit and HVAC modifications, underway.
- Receiving ENERGY STAR Tenant Space recognition for two offices in 2020, and committing to recognizing 30 other building management offices, with a plan to use these as leading examples for property managers to encourage office tenants to pursue recognition in 2021.
- Participating in two ENERGY STAR Webinars to share best practices with the industry: Engaging Commercial Tenants on Energy Efficiency and Innovative Technologies Part II to discuss how it adds carbon savings and carbon penalty avoidance to the value stack for energy efficiency project evaluation, as well as strengthening the relationship between changing Source Energy Use Intensity and measured carbon emissions from buildings.

Welltower Inc.

Toledo, Ohio

Welltower Inc. is a real estate investment trust. Welltower continued to demonstrate leadership in the senior living sector by reducing its energy by 2.8 percent through its ENERGY STAR partnership. Key 2020 accomplishments include:

- Certifying nine senior communities as ENERGY STAR.
- Sharing a best practice case study of a community for inclusion in the ENERGY STAR Senior Living Toolkit published by Argentum, the largest senior living association in the United States.
- Promoting ENERGY STAR tools and resources through stakeholder engagement initiatives, including a property management Sustainability Handbook, new hire training, newsletters, and social media platforms.
- Serving as a panelist in ENERGY STAR webinars and hosting a podcast on the tracking of energy, water, and waste consumption in ENERGY STAR® Portfolio Manager.

Home Energy Rater/Provider

Building Energy Star, Idaho

Building Energy, a home energy rating company, certified more than 1,700 homes as ENERGY STAR in 2020, representing an increase of more than 75 percent over 2019. Key 2020 accomplishments include:

- Successfully encouraging its largest builder client to commit to certifying 100 percent of their homes as ENERGY STAR.
- Expanding and enhancing its HVAC design services in Idaho and Washington, enabling more builder clients to meet ENERGY STAR program requirements.
- Developing an online “microsite” to educate consumers about the benefits of ENERGY STAR for homeowners and the environment.
- Collaborating with two ENERGY STAR builder partners to develop a cooperative marketing campaign to educate homebuyers about the benefits of ENERGY STAR certified homes.

Energy Inspectors - a DPIS Company Las Vegas, Nevada

Energy Inspectors—a DPIS Company, is a home energy rating company that certified more than 19,000 homes as ENERGY STAR in 2020, for a cumulative total of nearly 220,000 since 2001. Key 2020 accomplishments include:

- Recruiting multiple new builders and developers into the program, which will collectively certify more than 3,000 additional homes and apartments.
- Expanding the expertise of additional staff through training on both the ENERGY STAR single-family and multifamily new construction programs.
- Educating industry leaders at multiple national conferences about the ANSI/RESNET/ACCA 310 HVAC Grading Standard and its role in the ENERGY STAR residential new construction programs.
- Developing an enhanced quality assurance process that allows remote oversight of inspections, enabling real-time insight and more robust feedback.

EnergyLogic, Inc.
Berthoud, Colorado

EnergyLogic, Inc., a home energy rating and applied building science company, certified more than 2,200 homes as ENERGY STAR in 2020, while helping to improve the rating industry through education and mentorship. Key 2020 accomplishments include:

- Recruiting new builders to the program and helping existing builder partners increase their participation, including Cardel Homes, which increased its percentage of homes certified as ENERGY STAR from 73 percent to 97 percent in 2020.
- Helping building professionals adapt to the remote oversight procedures necessitated by COVID-19, including holding a webinar attended by more than 50 local building officials.
- Improving its collaborative HVAC design, installation, and verification program to ensure that systems installed in ENERGY STAR certified homes achieve optimal performance.
- Delivering training to more than 100 industry professionals to better communicate the value of ENERGY STAR to consumers.
- Leveraging its “QA GenieLite” quality assurance software to help ensure the quality and consistency of ENERGY STAR home certifications.

GDS Associates - Home Energy Ratings of New England
Marietta, Georgia

GDS Associates—Home Energy Ratings of New England, a home energy rating company, certified more than 1,300 homes as ENERGY STAR in 2020, a 25 percent increase from the prior year. Key 2020 accomplishments include:

- Presenting virtual workshops on the benefits of building beyond code to ENERGY STAR program requirements for New Hampshire building industry stakeholders.
- Conducting virtual energy design charettes with first-time development teams seeking ENERGY STAR certification to ensure compliance while maximizing cost-effective approaches to meeting program requirements.
- Working closely with the utility sponsors of the NHSaves ENERGY STAR program to capture a larger percentage of new construction projects throughout the state and support aggressive savings targets for their next three-year energy efficiency plan.
- Expanding participation in the NHSaves “Drive to ENERGY STAR - Code Plus” initiative that exposes builders to the energy rating process and creates a path toward ENERGY STAR partnership.
- Conducting quality assurance “ride alongs” with staff members on a variety of construction types to ensure consistency across all styles of projects.

MaGrann Associates
Mt Laurel, New Jersey

MaGrann Associates, a home energy rating company, certified more than 1,000 homes as ENERGY STAR in 2020 and increased the percentage of its ratings that achieve ENERGY STAR certification from 70 percent to more than 95 percent. Key 2020 accomplishments include:

- Recruiting 14 new builder partners to join the ENERGY STAR program that will collectively construct 2,000 additional certified homes and apartments.

- Educating more than 400 real estate and design professionals about the ENERGY STAR Multifamily New Construction program.
- Refining its proprietary tablet application for verification of fieldwork to enhance remote quality assurance practices, including photographs of projects and geotagged reports.
- Continuing to advocate for the inclusion of ENERGY STAR in utility rebate programs across the Mid-Atlantic and Midwest regions.

PEG FAIRFAX, Virginia

PEG, a home energy rating and HVAC design engineering company, certified more than 6,000 homes as ENERGY STAR in 2020, for a cumulative total of more than 82,000 since 2007. Key 2020 accomplishments include:

- Expanding participation in the ENERGY STAR program with both existing and new builder partners, despite challenges brought on by COVID-19 restrictions and increased lumber costs.
- Providing standardized HVAC design for 50,000 homes, supporting compliance with ENERGY STAR requirements and enhancing construction consistency and system performance.
- Developing a process that enabled the inclusion of ENERGY STAR certified homes in the Fannie Mae Green Mortgage-Backed Security program.
- Partnering with RHEIA (an engineered HVAC distribution system) to pilot a new HVAC duct system designed to more easily meet ENERGY STAR program requirements.
- Sharing ENERGY STAR messaging on all social platforms and promoting the program to all potential new clients.
- Enhancing its field data collection application to improve the efficiency and quality of ratings for ENERGY STAR certified homes.

Southern Energy Management Raleigh, North Carolina

Southern Energy Management, a home energy rating company, continued its commitment to ENERGY STAR in 2020 by certifying more than 900 homes, recruiting new partners to join the program, and maintaining its support for multiple production builder partners. Key 2020 accomplishments include:

- Recruiting five new ENERGY STAR builder partners and transitioning two builders to constructing 100 percent ENERGY STAR.
- Decreasing the average airtightness of builders' ENERGY STAR certified homes by 18 percent over the last five years, affecting a total of more than 4,000 homes.
- Creating showroom displays and "silent sellers" to help builders showcase the benefits of ENERGY STAR certification and features.
- Developing continuing education for builders and real estate professionals on the importance of energy efficiency and ENERGY STAR certified home features.
- Working with a program implementer to develop a new quality assurance pilot for the utility, Duke Energy Progress, enabling a significant increase in quality assurance review rates.
- Developing a field data collection tool and "outlier detector" dashboard to enhance the quality of home energy ratings and ENERGY STAR certifications.

U.S. Eco Logic, Inc. | TexEnergy Solutions **Irving, Texas**

U.S. Eco Logic, Inc. | TexEnergy Solutions, a home energy rating company, certified more than 1,500 homes as ENERGY STAR in 2020, for a cumulative total of more than 53,000 since 2002. Key 2020 accomplishments include:

- Preparing its builder partners for the new ANSI/RESNET/ACCA 310 HVAC Grading Standard, an important new initiative to help builders achieve ENERGY STAR.
- Providing more than 150 hours of on-site technical training to construction teams and sub-contractors to help them implement ENERGY STAR requirements and best practices in the field.
- Conducting four introductory training sessions for the Texas Real Estate Commission to help real estate professionals better understand and value ENERGY STAR certified homes.
- Upgrading its cloud-based inspection platform to include both “point-in-time” and “trendline” quality assurance reports.

New Home Builder and Affordable Housing

Beazer Homes USA, Inc. **Atlanta, Georgia**

Beazer Homes USA, Inc., a large national homebuilder, constructed more than 6,000 ENERGY STAR certified homes in 2020 and promoted ENERGY STAR in every facet of its business. Key 2020 accomplishments include:

- Implementing a new electronic records management process for ENERGY STAR certification documentation.
- Developing all-new house plans that highlight the homes’ ENERGY STAR and energy performance features, as well as the design aesthetics.
- Embarking on a multi-year strategy to reduce energy consumption in homes constructed and improving its homes’ energy efficiency by two percent from 2019.
- Promoting participation in the ENERGY STAR program across all forms of print and electronic media.
- Increasing quality assurance inspection requirements to include additional ENERGY STAR certified home validation.

Brighton Homes **Meridian, Idaho**

Brighton Homes, a local homebuilder, built 235 ENERGY STAR certified homes in 2020, for a total of 1,636 homes since partnering with ENERGY STAR in 2009. Key 2020 accomplishments include:

- Promoting ENERGY STAR in all print marketing materials, including flyers, brochures, and model home signage and placards.
- Partnering with Intermountain Gas Company to educate consumers about the value of ENERGY STAR through social media and local Parade of Homes campaigns.

- Providing ENERGY STAR-focused training for all sales agents, superintendents, and warranty representatives throughout the construction process, enabling them to effectively communicate about the features that contribute to ENERGY STAR certification.
- Promoting ENERGY STAR with a two-page print ad in Boise Lifestyle magazine that reached more than 70,000 households, as well as a one-page advertisements in the Meridian Lifestyle Magazine and the Best of Idaho Magazine.
- Including a question about the importance of ENERGY STAR certification in surveys of homebuyers conducted after closing and one year later, with over 60 percent responding that ENERGY STAR was a very important factor in making their purchasing decision.

Chinburg Properties **NEWMARKET, New Hampshire**

Chinburg Properties, a regional homebuilder, has consistently promoted ENERGY STAR through its marketing materials and educated prospective buyers, sales staff, and project managers about the value of the program. Key 2020 accomplishments include:

- Constructing more than 150 ENERGY STAR certified homes and apartments.
- Employing ENERGY STAR messaging extensively in its model homes and homebuyer education materials.
- Conducting a survey of residents in its rental properties, which yielded positive feedback on residents' perspectives regarding comfort, savings, and noise reduction in their ENERGY STAR certified units.
- Promoting the ENERGY STAR program across all marketing materials to increase consumer awareness of the benefits of owning an ENERGY STAR certified home.
- Training its sales team to increase understanding of ENERGY STAR home certification benefits, enabling them to effectively and enthusiastically sell the value of ENERGY STAR to prospective buyers.
- Establishing an internal ENERGY STAR coordinator position, responsible for performing a review of framing components, insulation, window installations, and HVAC installations prior to third-party inspection by the energy rating company.

Fulton Homes **Tempe, Arizona**

Fulton Homes, a regional homebuilder, built 800 ENERGY STAR certified homes in 2020, and raised consumer awareness about ENERGY STAR and other energy-saving tips, as well as EPA's Indoor airPLUS program, through a comprehensive media outreach strategy. Key 2020 accomplishments include:

- Implementing a new television advertising campaign to raise awareness and promote the benefits of ENERGY STAR certified homes to consumers.
- Continuing its successful radio campaigns that feature both ENERGY STAR and Indoor airPLUS, and provide energy-saving tips for homeowners, as well as paying utility bills for six lucky contest winners.
- Increasing customer awareness of ENERGY STAR through the company's social media, website, electronic communications, and online customer tools.
- Providing an ENERGY STAR Home Maintenance Guide that provides energy-saving tips for new owners of ENERGY STAR certified homes.
- Establishing a dedicated ENERGY STAR coordinator to work with on-site project managers to oversee, educate, and track the entire ENERGY STAR certified homes construction process.

Habitat for Humanity of Greater Nashville Nashville, Tennessee

Habitat for Humanity of Greater Nashville, an affordable homebuilder and volunteer organization, has built more than 550 ENERGY STAR certified homes since joining the program, saving \$14 million in energy usage for their homeowners. Key 2020 accomplishments include:

- Creating new videos that explain ENERGY STAR building practices and the benefits of ENERGY STAR certification to augment on-site training, as volunteer and homeowner personal contact was limited during the 2020 pandemic.
- Communicating to all partners, including future homeowners, volunteer corps, corporate and faith sponsor groups, subcontractors, and board members about what it means to be a 100% ENERGY STAR certified builder.
- Promoting ENERGY STAR certification in all collateral materials, including website, company letterhead, brochures, annual reports, build signs, social media, press, and events.

Habitat for Humanity of Metro Denver Denver, Colorado

Habitat for Humanity of Metro Denver, an affordable homebuilder and volunteer organization, has continued to improve its construction process to increase energy efficiency and enhance community awareness of ENERGY STAR through homeowner training and local outreach programs. Key 2020 accomplishments include:

- Constructing more than 300 ENERGY STAR certified homes since joining the program.
- Maintaining a commitment to building 100 percent ENERGY STAR certified homes, despite the loss of its volunteer workforce due to the pandemic.
- Teaching 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.
- Continuing its partnership with local high schools through Geometry in Construction, where students learn about and build modular energy-efficient homes with support from Habitat staff and are exposed to the benefits of ENERGY STAR certification.
- Hosting “Behind the Build” construction site tours for donors and sponsors, allowing them to see how homes are built, including how they meet the ENERGY STAR program requirements.
- Continuing to construct panelized wall systems in a self-run production warehouse to incorporate advanced framing techniques and reduce mistakes in the field.

Houston Habitat for Humanity Houston, Texas

Houston Habitat for Humanity, an affordable homebuilder and volunteer organization, has been committed to the ENERGY STAR program for more than 20 years, constructing more than 700 ENERGY STAR certified homes since joining the program. Key 2020 accomplishments include:

- Continuing to certify all new construction to ENERGY STAR and completing nearly 500 energy-efficient renovations as part of its Hurricane Harvey Recovery program.

- Providing enhanced education and outreach through future homeowner education and promotion of its ENERGY STAR partnership to donors and sponsors.
- Starting the Houston Habitat "Build Your Future" On-the-Job Training program, through which participants learn residential construction and repair skills, including ENERGY STAR program requirements and how to achieve them.
- Updating its in-house and homeowner training and documents to promote the energy-saving features of their homes, including ENERGY STAR program requirements.

Ivey Residential, LLC **Evans, Georgia**

Ivey Residential, LLC, a locally owned homebuilder, constructed more than 240 ENERGY STAR certified homes in 2020, an increase of 60 percent from 2019 and the largest number of ENERGY STAR certified homes the company has built in a single year since joining the program in 2006. Key 2020 accomplishments include:

- Providing technical documents and diagrams for trades, vendors, and superintendents as ENERGY STAR program requirements change, allowing them to collaboratively adapt as a team.
- Installing 100 percent LED lighting and an electric vehicle charger in the garage of every home constructed.
- Promoting the ENERGY STAR program across all media platforms, including news, blog, video specials, print materials, and model homes.
- Using a "Behind the Walls" display in its model homes to help homebuyers understand the benefits of ENERGY STAR certification and providing maintenance guidance.

KB Home **Los Angeles, California**

KB Home, a large national homebuilder, constructed more than 8,800 ENERGY STAR certified homes in 2020 and promoted ENERGY STAR as the cornerstone of its sustainability commitment, highlighting ENERGY STAR throughout its constituent networks as the preferred platform for the homebuilding industry to create energy-efficient new housing stock. Key 2020 accomplishments include:

- Featuring ENERGY STAR messaging in its marketing materials and updated website, corporate sustainability report, and printed materials displayed at all studio design centers and model homes.
- Providing training and education for new employees and real estate professionals on sustainability features and standards, including ENERGY STAR certification.
- Educating consumers about the benefits of ENERGY STAR certification that go beyond energy efficiency, including health benefits, comfort, airtightness, and fresh air exchange.
- Aligning corporate efforts toward the de-carbonization of homes with a continuum of energy-efficiency solutions for the home, including building an increasing number of all-electric ENERGY STAR certified homes.
- Highlighting all-electric options built on the ENERGY STAR certified homes platform as part of a panel on future technologies in the homebuilding industry at the annual (NAHB) International Builders' Show.

Main Street Homes Midlothian, Virginia

Main Street Homes, a regional homebuilder, constructed more than 300 ENERGY STAR certified homes in 2020, for a total of nearly 1,500 since 2001. Key 2020 accomplishments include:

- Educating consumers about the ENERGY STAR program through digital banners, social media channels, and websites, resulting in over one million impressions and 2,500 digital clicks.
- Reducing customer warranty requests by building homes to higher standards, including ENERGY STAR program requirements.
- Introducing in-house training for sales agents, enabling them to better understand and sell the features and benefits of ENERGY STAR certified homes.
- Hosting construction manager-led new home orientations for each homebuyer before closing to explain their new home's systems and ENERGY STAR features and benefits.
- Holding weekly pre-construction team meetings for each home to discuss ENERGY STAR requirements prior to field work, and hosting monthly trade council meetings to review, discuss, and plan for future ENERGY STAR program requirements, utilizing virtual meetings during the pandemic.
- Educating local area real estate professionals and trade partners about the value of ENERGY STAR certification through blog entries and educational videos.

Mandalay Homes Prescott, Arizona

Mandalay Homes, a regional homebuilder, built 175 ENERGY STAR certified homes in 2020, for a total of nearly 1,000 since joining the program in 2013. Key 2020 accomplishments include:

- Initiating a new comprehensive internal sales training program to help the company better communicate the value of ENERGY STAR certification to consumers and generate a greater understanding of the program and its benefits.
- Highlighting the ENERGY STAR program and messaging in sales offices and model homes.
- Installing variable speed mechanical systems and all-electric appliances in pursuit of energy-efficient and carbon-neutral homes.
- Promoting its ENERGY STAR program achievements as an integral part of an interactive timeline of the company's history.

Meritage Homes Scottsdale, Arizona

Meritage Homes, a large national homebuilder, constructed more than 9,000 ENERGY STAR certified homes in 2020, saving over 80 million kilowatt hours annually, and a total combined yearly impact of more than 120 million lbs. of CO₂. Key 2020 accomplishments include:

- Launching a new website platform and social media campaign to educate buyers on how to identify the better building practices featured in ENERGY STAR certified homes.
- Creating extensive employee training webinars, videos, and other digital content to promote its commitment to providing energy-efficient, healthy, comfortable, and durable homes through the ENERGY STAR program.
- Advocating for increased transparency and valuation of ENERGY STAR certified homes in the real estate transaction process, including mortgage underwriting, appraisals, and property listings.

- Partnering with government stakeholders, utilities, and industry groups to build and monitor zero energy, all-electric communities throughout the U.S.

New Tradition Homes

VANCOUVER, Washington

New Tradition Homes, a regional homebuilder, constructed over 200 ENERGY STAR certified homes in 2020, for a total of nearly 2,400 since joining the program in 2004. Key 2020 accomplishments include:

- Increasing the energy efficiency of its homes by moving ductwork inside conditioned spaces for all new floorplans.
- Redesigning model home and sales centers to include new ENERGY STAR program informational wall displays and co-branded collateral, call-out cards, and a cut-out wall display with a “behind the scenes” look at energy-efficient building practices.
- Introducing “Simply Smarter Home,” a package of smart home technology aimed at increasing energy efficiency in every home.
- Educating homebuyers about their ENERGY STAR certified home post-sale and surveying them about the importance of ENERGY STAR certification and energy efficiency in their purchasing decision.
- Training all new staff members about the benefits of ENERGY STAR certification and other green building requirements as part of their onboarding process.

Providence Homes

Jacksonville, Florida

Providence Homes, a local homebuilder, constructed 140 ENERGY STAR certified homes in 2020, for a total of more than 1,700 since 2009. Key 2020 accomplishments include:

- Building homes that were on average 80 percent tighter and 30 percent more energy efficient than code.
- Entering five ENERGY STAR certified homes in the Northeast Florida Parade of Homes and promoting its participation to consumers.
- Posting ENERGY STAR-related content and videos on its website and social media channels.
- Continuing its tried and true marketing campaign to promote ENERGY STAR certified homes as better designed, better built, and better performing for homebuyers.

Product Brand Owner

A. O. Smith Corporation

Milwaukee, Wisconsin

A. O. Smith Corporation is a manufacturer of residential and commercial water heaters and water treatment products. A. O. Smith leveraged the ENERGY STAR mark with high visibility point-of-sale materials, and coordinated with utility partners to increase annual sales of ENERGY STAR certified heat pump water heaters by 50 percent. Key 2020 accomplishments include:

- Developing a mobile app that allows professionals and homeowners to monitor and control their heat pump water heater remotely and to integrate their water heater with smart grid programs resulting in

improved performance and increased savings. The app has been downloaded more than 43,800 times since its release.

- Creating point-of-sale materials raising consumer awareness about the availability of \$300 federal tax credits for ENERGY STAR certified water heaters that appeared in more than 1,000 Lowe's stores.
- Partnering with Bob Villa to host a giveaway and free installation of ENERGY STAR certified heat pump water heaters to increase public awareness of the energy and cost savings associated with the technology.
- Expanding its line of ENERGY STAR certified commercial gas water heaters.

Air King America, LLC **West Chester, Pennsylvania**

Air King America, LLC is a manufacturer of ventilation and indoor air quality products. Air King, LLC maintained a commitment to increasing visibility and accessibility of ENERGY STAR certified ventilation products. Key 2020 accomplishments include:

- Offering the lowest cost ENERGY STAR certified exhaust fan on the market in 2020, converting even more builders and distributors to using ENERGY STAR solutions.
- Earning more than 70,000 impressions on twitter with ENERGY STAR specific tweets.
- Featuring ENERGY STAR certified Air King products in major showcase homes, including The New American Remodel in Las Vegas, which had over 3,200 visitors during the International Builders Show.
- Doubling range hood LE series sales, and discontinuing non-ENERGY STAR versions as a result.
- Increasing the number of visitors to ENERGY STAR featured pages on the Air King website by 7 percent from last year for a total of over 102,000 page views.
- Engaging employees with a multi-dimensional, fun ENERGY STAR day celebration, even amid a global pandemic.

Andersen Corporation **Bayport, Minnesota**

Andersen Corporation is a window and door manufacturer. Despite the impacts of COVID-19, Andersen Corporation generated more than 1.3 billion impressions across their ENERGY STAR marketing, communication, and consumer education efforts, and included ENERGY STAR messaging during more than 35 virtual and in-person events that exceeded 500,000 attendees. Key 2020 accomplishments include:

- Launching a new thin triple glass technology option, which maintains the sash design thickness of a double-pane window, but with improved energy efficiency to meet the requirements of the ENERGY STAR Most Efficient recognition program.
- Educating homeowners on ENERGY STAR products through more than 410,000 in-home and virtual appointments.
- Implementing a four-week educational campaign on social media to generate awareness of ENERGY STAR, resulting in nearly 680,000 impressions.

Beko US, Inc.
Bolingbrook, Illinois

Beko US Inc. is a manufacturer of major home appliances. In 2020, Beko set and met a goal for new products to meet or exceed the ENERGY STAR certification requirements, thereby increasing the number of ENERGY STAR certified offerings, expanding the categories that earn ENERGY STAR Most Efficient recognition, and receiving the ENERGY STAR Emerging Technology Award for refrigeration products. Key 2020 accomplishments include:

- Demonstrating leadership by introducing in the U.S. market next-generation refrigerators and freezers that are 30 percent more efficient than federal standards and use low global warming potential refrigerants.
- Earning the ENERGY STAR Technology Award for Advanced Adaptive Compressor Systems for eight refrigerator and freezer models under the Beko and Blomberg brands.
- Increasing the percentage of ENERGY STAR certified products available by 6 percent from 2019.
- Maintaining the ENERGY STAR certified products sales percentage, despite the challenging pandemic environment.
- Participating in various ENERGY STAR campaigns and promotions, including the Earth Day, Flip Your Fridge, and ENERGY STAR Day campaigns.

Broan-NuTone
Hartford, Wisconsin

Broan-NuTone offers ventilation products including ventilation and supply fans, kitchen ventilation, and heat and energy recovery ventilators. In 2020, Broan-NuTone increased excitement around ENERGY STAR products through point-of-purchase displays, retail and distributor training, and new product offerings. Key 2020 accomplishments include:

- Increasing the visibility of ENERGY STAR models by adding new store placements to major retail accounts including Home Depot, Lowe's, Menard's, Ace, TrueValue, and Do It Best.
- Promoting the ENERGY STAR brand on the company website with more than 550,000 page views of ENERGY STAR certified products for a 5 percent increase over 2019.
- Increasing ENERGY STAR visibility through internal and external trainings, with a growth in online enrollment for wholesale channel training featuring ENERGY STAR to 7,709.
- Launching multiple new ENERGY STAR certified product lines to serve different customer needs, including features like easy-to-clean grilles, room side installation, selectable color lighting, and selectable speeds for both continuous and spot ventilation.

Canon U.S.A., Inc.
Melville, New York

Canon U.S.A., Inc. manufactures consumer business and industrial imaging solutions. Over the course of 2020, Canon engaged with over 700,000 consumers through social media, featuring the energy, cost-saving and environmental benefits of ENERGY STAR and incorporated the ENERGY STAR Ways to Save tip tool on its website. Key 2020 accomplishments include:

- Continuing to show leadership by developing next-generation laser printers to achieve their lowest power consumption ever.

- Earning ENERGY STAR certification for nearly 90 percent of eligible products.
- Participating in ENERGY STAR Day, reaching over 30,000 Canon employees and 12,500 customers with ENERGY STAR messaging.
- Training over 4,000 retailers and distributors on the importance of ENERGY STAR.

Cooper Lighting Solutions **Peachtree City, Georgia**

Cooper Lighting Solutions is a manufacturer of lighting products. Cooper expanded ENERGY STAR offerings in the important LED downlight category and delivered significant greenhouse gas emission reductions through certified downlight sales. Key 2020 accomplishments include:

- Increasing the total number of offerings that earned the ENERGY STAR label by 19 percent, year-over-year.
- Expanding the scope of its HALO Direct Mount product line to include ENERGY STAR certified smart home products, which enabled consumers to have greater control over their efficient home lighting.
- Supporting the creation of an educational factsheet on ENERGY STAR certified LED downlights.
- Preventing 2+ million metric tons of GHG emissions through sales of ENERGY STAR certified downlights.
- Participating in multiple ENERGY STAR campaigns through social media, including ENERGY STAR Day and Holiday promotions. Each of these efforts garnered thousands of impressions.

Delta Electronics (Americas) Ltd. **Fremont, California**

Delta Electronics (Americas) Ltd. is a provider of power and thermal management solutions such as ventilation fans. Delta fans are highly efficient, with 30 percent of models recognized as ENERGY STAR Most Efficient. Key 2020 accomplishments include:

- Supplying more than half a million ENERGY STAR certified fans to apartments, student housing, senior living, and hotels.
- Demonstrating a strong commitment to efficiency with more than 90 percent of ventilation fan product lines earning ENERGY STAR certification, and over 96 percent of sales dollars associated with ENERGY STAR certified products.
- Reaching all Delta employees and thousands of distributor and retailer staff with training on the benefits of ENERGY STAR certified ventilation fans.

GE Lighting, a Savant company **E. Cleveland, Ohio**

GE Lighting, a Savant company, offers smart home lighting solutions. GE Lighting dramatically enhanced the visibility of the ENERGY STAR label by creating and delivering co-branded light bulb displays across hundreds of retail locations. Key 2020 accomplishments include:

- Executing ads and posts on Facebook and other social media platforms throughout the year, supporting key seasonal campaigns including Earth Day and ENERGY STAR Day. These ads, combined with utility specific regional promotions, highlighted on social media resulted in over 500,000 consumer impressions.

- Certifying 1,407 lamp models to ENERGY STAR requirements, a notable increase from 2019. Entirely new categories were added including LED+ (bulbs with one special feature), and connected lamps with more lumen output for exceptional brightness.
- Launching a revamped gelighting.com website which now includes a search filter for ENERGY STAR products and a sustainability section (gelighting.com/sustainability), which provides information on lamp and package recycling and ENERGY STAR products with links to energystar.gov.

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

Globe Electric Company (USA) Inc. is a manufacturer of lighting products. Globe Electric delivered numerous in-aisle displays at dollar stores and created new ENERGY STAR certified downlights at the request of its retail customers. Key 2020 accomplishments include:

- Participating online in ENERGY STAR lighting campaigns, which included sharing original content and content created by ENERGY STAR.
- Expanding its collection of ENERGY STAR certified smart products which includes LED bulbs and LED recessed lighting.
- Increasing unit sales of ENERGY STAR certified light fixtures over 2019 levels thanks to DIYers who are continually looking for new projects.
- Providing considerably more ENERGY STAR offerings at e-tailer hardware stores than in 2019, which allowed a deluge of new online shoppers the ability to select efficient ENERGY STAR models.

Hoshizaki America, Inc.
Peachtree City, Georgia

Hoshizaki America is a commercial food service equipment manufacturer. Hoshizaki added seven new ENERGY STAR products to their portfolio over the past year, including an Economy Series of refrigerators and freezers targeting the low-cost food service equipment market. Key accomplishments for 2020 include:

- Making production and efficiency design improvements to 12 undercounter refrigeration units that earned the ENERGY STAR label.
- Expanding the KMEdge X Line to large ice machines, which included major design improvements and efficiencies.
- Providing ENERGY STAR related virtual trainings to over 5,000 retailers and distributors.
- Partnering with Peachtree City, Georgia, to complete a cart path extension that allows employees to drive electric golf carts to work instead of cars.

HP Inc.
Palo Alto, California

HP Inc. is a global technology company. HP prominently featured ENERGY STAR in its Earth Day campaign, a high-profile buyers guide, and on its website leading to over 10 million-page views and impressions. Key 2020 accomplishments include:

- Certifying 91 percent of eligible models to ENERGY STAR, while increasing the number of ENERGY STAR models offered by 9 percent.
- Publishing guidance for customers to choose from the most sustainable products via the first-of-its kind Sustainability Buyer's Guide on HP Shopping, which prominently features ENERGY STAR certification for each applicable product.
- Educating partners and sales representatives on the importance of ENERGY STAR via HP's Blue Carpet training platform, reaching over 8,500 internal and external individuals.

ITW Food Equipment Group

Troy, Ohio

ITW Food Equipment Group is a commercial food service equipment manufacturer. Over the last year, ITW introduced 48 new ENERGY STAR certified models, a nearly 13 percent increase from 2019, with the majority of those new models priced in a more affordable tier. Key accomplishments for 2020 include:

- Increasing its ENERGY STAR listings under the Traulsen brand by 47 models through the introduction of the Centerline™ mid-tier offering, which accounted for a 125 percent increase in the number of ENERGY STAR models for Traulsen.
- Launching a new ENERGY STAR certified ventless rack-conveyor dish machine under the Hobart Warewash brand, with an energy recovery system that lowers the amount of energy consumed by 30 percent per rack compared to standard ventless machines.
- Growing the Hobart Warewash obsolete program, which targets older Hobart units for upgrade to new ENERGY STAR certified units by providing owners of legacy equipment with cost and energy savings figures.
- Pivoting quickly to virtual ENERGY STAR training sessions in response to COVID-19, and reaching more than 1,000 employees, sales professionals and dealer/distributors.
- Completing an array of physical plant efficiency improvements at the company's campus in Troy, Ohio, including lighting (fluorescent to LED), HVAC (ENERGY STAR system installation), new energy efficient windows and roofing insulation.

Kenmore

Hoffman Estates, Illinois

Kenmore, a part of Transform SR LLC (previously known as Sears Holding Corporations) is a home appliances manufacturer. In 2020, Kenmore focused on maintaining products with consumer-resonating features, with ENERGY STAR as a primary attribute. Key achievements in 2020 include:

- Increasing the percentage of ENERGY STAR certified products by 9 percent, despite the pandemic environment and a period of corporate reorganization.
- Committing to efficiency by increasing the number of front-load clothes washers and refrigerators that are recognized as ENERGY STAR Most Efficient.
- Highlighting ENERGY STAR on the Kenmore website, with over 1.8 million unique visitors and over 3 million views. As the only first-party appliance brand on the Amazon platform, Kenmore had over 80 product details pages that reference ENERGY STAR.
- Participating in the Bob Vila 2020 ENERGY STAR Laundry Made Better contest with a Kenmore giveaway; this drove over 460,000 entries and 1.93 million views across the contest.

L'Image Home Products

Montreal, Quebec

L'Image Home Products is a manufacturer of LED light bulbs and fixtures. In 2020, L'Image Home Products partnered with a major dollar store retailer to launch a successful market test that paved the way for a full ENERGY STAR co-branded campaign in 2021. Key 2020 accomplishments include:

- Distributing millions of individual ENERGY STAR certified lamps and luminaires in thousands of stores in underserved markets across the United States.
- Developing and certifying 23 new ENERGY STAR lamps and luminaire models, with a majority being recessed lighting fixtures.
- Delivering thousands of product displays featuring the ENERGY STAR label along with “Light the Moment”, and “Save Energy, Save Money, Protect the Planet” messaging.

Panasonic

Newark, New Jersey

Panasonic offers ventilation and indoor air quality solutions. Virtually all of the vent fans Panasonic sold were ENERGY STAR certified models, and the company’s participation in model homes resulted in millions of ENERGY STAR impressions and almost half a million engagements. Key 2020 accomplishments include:

- Demonstrating strong leadership in efficient manufacturing, with 93 percent of eligible models earning ENERGY STAR certification and 99 percent of sales from ENERGY STAR certified models.
- Advancing test methods to improve accuracy in representing the performance of vent fans and range hoods.
- Reaching all employees and 90 percent of distributor personnel with valuable training, including how vent fans earn ENERGY STAR certification, and the importance of doing so.
- Showcasing ENERGY STAR Most Efficient ventilation products in several prominently featured model homes, resulting in millions of impressions and over 480,000 full video views and virtual tours.
- Featuring ENERGY STAR products in advertisements, thought leadership pieces and trade press with over a million impressions and web videos featuring ENERGY STAR products and content with over 60,000 views.

Pentair

Minneapolis, Minnesota

Pentair is a provider of swimming pool and spa equipment. Pentair is the first and only manufacturer to have an ENERGY STAR pool pump certified for connected functionality. Key 2020 accomplishments include:

- Expanding web capabilities including a completely new design and navigation structure with search engine and filtering options making it easier to find ENERGY STAR products. This improvement resulted in 506,802 impressions for ENERGY STAR related pages and 2,997 views of Pentair’s dedicated ENERGY STAR landing page.
- Enhancing social media efforts to improve consumer targeting capabilities and allow for targeting based on geography and individual consumer interests.

- Increasing Facebook impressions from 42,139 in 2019 to 1,335,436 impressions in 2020 by posting ENERGY STAR related information and energy efficiency related topics.
- Increasing social media impressions (Twitter, Instagram, LinkedIn) by an average of 278 percent over the past year by posting ENERGY STAR related information and energy efficiency related topics.
- Developing new online training resources that give industry professionals easier access to technical education, including access to education on the proper setup and programming of ENERGY STAR pool pumps to ensure they are installed for optimum performance and energy savings.

ProVia, LLC.
Sugarcreek, Ohio

ProVia is a window and door manufacturer. In 2020, 100 percent of ProVia’s window and door models had options that were ENERGY STAR certified, with ENERGY STAR models comprising nearly 95 percent of windows sales and almost 90 percent of door sales. Key 2020 accomplishments include:

- Improving and promoting a replacement window energy-efficiency calculator to help homeowners find the estimated energy savings from choosing ENERGY STAR replacement windows, and an energy performance calculator to help consumers interpret the product performance ratings.
- Using a variety of sales tools to provide all employees and 95 percent of distributor locations with ENERGY STAR training to promote and explain the program and its value.
- Completing construction of a 366,000 square foot energy-efficient manufacturing facility and a 29,000 square foot office facility with ENERGY STAR certified HVAC systems, ENERGY STAR Most Efficient high-performance window systems, ENERGY STAR certified ceiling fans and lighting systems, and energy-efficient insulation throughout the building envelope.

Ricoh USA
Exton, Pennsylvania

Ricoh USA is an information management and digital services company. Ricoh reached all of its employees, retailers and distributor partners with ENERGY STAR training and featured ENERGY STAR into its new sales platform. Key 2020 accomplishments include:

- Demonstrating leadership as a strong participant in expanding ENERGY STAR imaging equipment criteria to include remanufactured equipment.
- Completing a series of workshops for sales teams describing ENERGY STAR and how it can benefit its customers.
- Incorporating ENERGY STAR as a key component in its UN Sustainable Development Goals.

SoftLite Windows & Doors
Streetsboro, Ohio

SoftLite Windows & Doors is a window and door manufacturer. Despite the pandemic, SoftLite enhanced its training program to educate nearly 900 individuals across 250 dealer and retailer locations about the ENERGY STAR program and produced almost 195,000 ENERGY STAR certified window and patio doors, an 11 percent increase from the prior year. Key 2020 accomplishments include:

- Launching three new and improved ENERGY STAR certified window and door products with a variety of glass, spacer, and low emissivity combinations to provide the best thermal performance for each climate, including high-performance glass options designed for ENERGY STAR Most Efficient recognition.
- Promoting the ENERGY STAR program by participating in Earth Day, Tax Credit, and ENERGY STAR Day promotions through social media and web content.
- Expanding and improving the company's intranet site and product marketing collection for dealers and retailers, including ENERGY STAR program and training information.
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Welbilt, Inc.

New Port Richey, Florida

Welbilt, Inc. is a commercial food service equipment manufacturer. Over the last year, Welbilt released four new ENERGY STAR certified commercial ice machines under the Manitowoc Ice brand, and maintained the highest number of ENERGY STAR models of any ice machine manufacturer. Key accomplishments for 2020 include:

- Increasing the number of ENERGY STAR products offered by Welbilt brands by 4 percent compared to the prior year.
- Increasing sales of ENERGY STAR products for the Manitowoc and Cleveland brands, which were up 41 percent and 31 percent, respectively.
- Launching a virtual expo in August 2020 and increasing the number of videos that specifically mention ENERGY STAR on Welbilt's YouTube channel and websites to 56 videos, an increase of seven from the previous year.
- Training 3,400 dealers using ENERGY STAR focused content.
- Engaging consumers through multi-channel digital education featuring ENERGY STAR that resulted in nearly 1 million impressions from social media, ads, and web clicks.

Retailer

Best Buy Co., Inc.

Richfield, Minnesota

Best Buy Co., Inc. is an electronics and appliances retailer. In 2020, Best Buy built on its leadership as a retailer of energy efficient products by selling enough ENERGY STAR products to avoid greenhouse gas emissions equivalent to removing approximately one million cars from the road. Key 2020 accomplishments include:

- Providing a comprehensive ENERGY STAR presence on BestBuy.com, where one billion yearly visitors can easily learn about and identify ENERGY STAR certified products.
- Creating an employee e-learning training specific to ENERGY STAR. During that time, nearly 200,000 Best Buy Blue Shirts (sales associates) successfully completed the training. This represents an investment of more than 31,580 hours of training.
- Committing to help consumers leverage ENERGY STAR to reduce their carbon emissions by 20 percent and save \$5 billion on utility costs by 2030. Best Buy Co., Inc. will implement a three-point plan to reach this goal: merchants to assort and promote ENERGY STAR products; suppliers to include ENERGY STAR specs in product design; and utilities to reduce fossil fuels in their energy production, thus reducing the carbon impacts of sold products.

Nationwide Marketing Group **Winston-Salem, North Carolina**

Nationwide Marketing Group is a buying and marketing group. In 2020, Nationwide committed to driving ENERGY STAR “Top Of Mind” awareness, raising ENERGY STAR appliance sales from 46 percent to more than 50 percent. Key 2020 accomplishments include:

- Increasing storefront participation in the ENERGY STAR Retail Products Platform in existing markets and supporting efforts to add new utility markets.
- Refining rebated ENERGY STAR programs, which dramatically differentiated ENERGY STAR products for its members and consumers.
- Focusing efforts to deliver energy efficiency and equity by targeting low and middle-income consumers in utility-rebated locations.
- Investing in people, processes, and creative resources to assure Nationwide members can offer digital content, mobile, social, and video featuring ENERGY STAR and ENERGY STAR Most Efficient Products across over 1,450 member websites, product digital assets and pricing tag tools.
- Expanding Nationwide member access to marketing materials for ENERGY STAR Heat Pump Water Heaters, Lighting, and Smart Home products.
- Producing training modules through the Nationwide Learning Academy, that trained thousands of members on the advantages of ENERGY STAR and why certified products present the best choice for customers.

Service and Product Provider

Burton Energy Group **Alpharetta, Georgia**

Burton Energy Group is an energy, water, and waste management services company. Burton Energy continued its commitment to ENERGY STAR® by assisting clients to benchmark energy and water use monthly in more than 300 properties. Key 2020 accomplishments include:

- Assisting with energy disclosure reporting for 55 properties nationwide.
- Introducing ENERGY STAR to new clients in significantly COVID-impacted hospitality, restaurant, and retail business sectors.

Cenergistic **Dallas, Texas**

Cenergistic is an energy services company providing energy and water sustainability services. Cenergistic continues to integrate ENERGY STAR® into all client services, benchmarking more than 770 buildings, and assisting in the certification for nearly 40 percent of all ENERGY STAR certified K-12 schools. Key 2020 accomplishments include:

- Benchmarking more than 770 buildings in ENERGY STAR Portfolio Manager.
- Verifying 180 ENERGY STAR certified properties.
- Assisting EPA in understanding the impacts of COVID-19 disruption in schools on continued ENERGY STAR certification.

CodeGreen Solutions

New York, New York

CodeGreen Solutions is a real estate sustainability and energy management company. CodeGreen continues its commitment to ENERGY STAR® by benchmarking to their entire client portfolio of almost 1,600 properties comprising 650 million square feet. Key 2020 accomplishments include:

- Integrating ENERGY STAR tools into energy audits for 28 million square feet, identifying almost \$9.7M of annual energy savings in 2020 alone.
- Providing benchmarking for more than 193 million square feet in New York City, and delivering reporting services in support of energy disclosure requirements for more 37 percent of city office buildings.

ENGIE Impact

New York, New York

ENGIE Impact is a resource management and sustainability consulting services provider. ENGIE continues its longstanding excellence in delivering ENERGY STAR® by completing more than 47,000 energy benchmarks and more than 18,000 water benchmarks in ENERGY STAR Portfolio Manager®. Key 2020 accomplishments include:

- Assisting clients to secure more than 3,100 rebates worth \$25 million for ENERGY STAR certified products.
- Recruiting 76 ENERGY STAR brand ambassadors to extend program partnership communications across multiple social media channels.

Goby

Chicago, Illinois

Goby is a utility information services provider specializing in sustainability consulting and environmental, social and governance reporting. Goby benchmarked energy, water, and waste for more than 4,000 client properties across the United States and Canada, an increase of 1,500 properties in one year. Key 2020 accomplishments include:

- Supporting ENERGY STAR certification for nearly 400 properties, including 100 properties submitted for the first time.
- Completing more than 1,000 reporting submissions for clients in locations with local city, state, and provincial benchmarking ordinances.
- Promoting ENERGY STAR nearly 30 times through blog posts, social media, and client emails.

Maximum Energy Professionals Torrance, California

Maximum Energy Professionals is an energy conservation engineering firm. Maximum Energy Professionals benchmarked 100 percent of its sustainability portfolio and assisted with more than 250 ENERGY STAR certified buildings, including 41 for the first time. Key 2020 accomplishments include:

- Establishing the firm in EPA rankings as one of the most active and accurate licensed professionals providing certification services.
- Providing innovative submetering solutions to allow clients buildings to apply for ENERGY STAR certification.
- Delivering ENERGY STAR content in over 150 Twitter, Instagram, blog posts, blast emails.

Measurabl San Diego, California

Measurabl is a sustainability data management services company. Measurabl benchmarked more than 15,195 buildings in the ENERGY STAR Portfolio Manager® tool and increased three-fold the number of ENERGY STAR certifications it supported, reaching a total of 1,015. Key 2020 accomplishments include:

- Adding new benchmarks for nearly 3,000 buildings in Portfolio Manager, a 25 percent increase from the previous year.
- Investing to provide new client services supporting management of ENERGY STAR certification eligibility and status, and compliance with state and local benchmarking requirements.
- Generating more than 90,000 views of webpages with ENERGY STAR related content.

Schneider Electric Louisville, Kentucky

Schneider Electric is an energy management and automation services company. Schneider Electric supported hundreds of organizations to benchmark more than 42,500 properties and receive recognition at more than 100 ENERGY STAR certified facilities. Key 2020 accomplishments include:

- Increasing client properties benchmarked by over 11,000 properties.
- Servicing more than 200 school districts, county and city governments, and other commercial entities with ENERGY STAR benchmarking and data management through performance contracting groups.
- Engaging clients to develop energy management strategies inclusive of ENERGY STAR certification goals, benchmarking targets, and encouraging organizations to become ENERGY STAR Partners.

Servidyne, LLC Atlanta, Georgia

Servidyne is an energy, sustainability, and occupant wellness consulting firm. Servidyne partnered with the ENERGY STAR program to provide guidance on operating buildings during the COVID -19 pandemic to reduce the risk of virus transmission while still focusing on energy efficiency performance. Key 2020 accomplishments include:

- Delivering two ENERGY STAR-sponsored webinars on “Building HVAC Operations and COVID-19.”
- Assisting 174 client buildings to earn ENERGY STAR certification.
- Presenting a paper at the 2020 ASHRAE Annual Meeting that compared the results of ASHRAE Standard 100 with ENERGY STAR scores.

Sustainable Investment Group (SIG) **Atlanta, Georgia**

Sustainable Investment Group, LLC (SIG) is a full-service sustainability consulting firm. SIG assisted with ENERGY STAR certification for 166 buildings. Key 2020 accomplishments include:

- Certifying 67 more properties than last year, despite obstacles created by COVID-19.
- Hosting multiple question and answer sessions with clients regarding changes to the ENERGY STAR certification criteria due to COVID-19.
- Submitting 34 of the 85 data centers earning ENERGY STAR certification in 2020.

Yardi Systems, Inc **Santa Barbara, California**

Yardi Systems Inc. is an investment, property, asset, and energy management software development company. Yardi helped more than 140 clients benchmark energy for more than 3,500 buildings, and benchmark water for more than 3,000 buildings. Key 2020 accomplishments include:

- Promoting ENERGY STAR to thousands of commercial real estate professionals and providing digital courses for over 36,000 attendees from more than 58 countries.
- Sharing information from ENERGY STAR on benchmarking, building performance, and energy management in more than 32 industry publications and nearly 40 social media posts.
- Engaging with lenders, financial institutions and environmental, social, and governance reporting platform providers to share ENERGY STAR data for clients to gain access to green financing for buildings.

Home Performance with ENERGY STAR: Contractor of the Year

AZ Energy Efficient Home **Phoenix, Arizona**

AZ Energy Efficient Home is a full-service home performance and HVAC company. AZ Energy Efficient Home continued to maximize load shifting potential by installing a record number of smart thermostats and Wi-Fi-connected water heaters, increasing the number of customers in a plan that reduces energy and maximizes savings. Key 2020 accomplishments include:

- Expanding its business by obtaining a Commercial and Residential HVAC license and a Master Heat Pump Certification.
- Establishing rigorous metrics for measuring HVAC efficiency.
- Sponsoring and presenting a green certification training webinar for realtors, focused on HPwES audits.
- Representing HPwES contractors on statewide panels and participating in seminars and conferences to advise other contractors on growing their businesses and returning to work.

Ciel Power LLC **Kearny, New Jersey**

Ciel Power LLC is a home performance contractor. Ciel Power leveraged its ENERGY STAR partnership to launch its 12th public and private partnership promoting Home Performance with ENERGY STAR in New Jersey, this time for the residents of Westfield. Key 2020 accomplishments include:

- Shifting priorities to emphasize electrification and as a result, saw a five-fold increase in sales of ENERGY STAR certified heat pumps and cooling equipment.
- Encouraging local businesses to purchase electric vehicles and utilizing webinars, speaking opportunities and media engagement to highlight the benefits of electric vehicles.
- Joining partners and stakeholders in a statewide campaign to save energy efficiency programs and initiatives.
- Celebrating Madison, New Jersey's first "Energy Efficiency Day," highlighting the town's successful home energy auditing program, which produced more than 200 audits.

EDGE Energy **Beltsville, Maryland**

EDGE Energy is a home performance company. Edge expanded its business and hired two new employees, leveraged multiple funding sources to maximize health and energy retrofits for low-to-moderate income clients, and used the COVID-19 pandemic shutdown to revamp its marketing and business development strategies. Key 2020 accomplishments include:

- Performing 469 home audits, surpassing EDGE's previous record—even with a four-month shutdown.
- Completing a total of 268 projects, including 39 net-zero projects.
- Investing in equipment and staff to add Aerosal duct sealing to its business model.
- Focusing on branding and business development by updating the website, marketing collateral, and mobile applications.

Elevation Home Energy Solutions **Chandler, Arizona**

Elevation Home Energy Solutions is a solar and home performance company that serves Arizona, Nevada, Texas, North Carolina, and South Carolina. In 2020, the company completed more than 1,000 Home Performance with ENERGY STAR projects, a 40 percent increase in projects over the previous year. Key 2020 accomplishments include:

- Completing projects that led to an average savings of 3,556 kWh per customer.
- Creating a video detailing the benefits of a Home Performance with ENERGY STAR audit.
- Utilizing initial consultation for solar design to introduce other opportunities for efficiency upgrades.
- Providing Home Performance with ENERGY STAR Certificates of Completion and Appraisal Addendums to participating homeowners to document energy efficiency measures installed.

GreenSavers Bend, Oregon

GreenSavers is a home performance and HVAC contractor located in Portland, Oregon. Green Savers participated in a statewide pilot program that awards incentives based on verified energy savings rather than anticipated savings, completing 100 projects in the process. Key 2020 accomplishments include:

- Increasing energy savings per project by almost 60 percent.
- Selling and installing more than \$1.35 million of high efficiency heat pumps in the first ten months of 2020.
- Joining with a nonprofit to educate homeowners about the benefits of heat pumps and heat pump water heaters.
- Offering virtual appointments for insulation, HVAC, and window estimates.
- Cross-training team members in primary service areas of HVAC, insulation, and windows.
- Shifting marketing efforts to develop original content, boosting organic search results, and reducing marketing budget.

Home Energy Medics, LLC ARLINGTON, Virginia

Home Energy Medics, LLC (HEM) is a home performance company based in Arlington, Virginia. HEM leveraged its ENERGY STAR partnership and Pearl certification to grow its business by 20 percent, yielding its highest annual revenue. Key 2020 accomplishments include:

- Nearly doubling the number of home energy assessments performed over the previous year and completing almost 100 projects.
- Implementing a remote assessment, enabling customers to receive assessments without a contractor entering their home, and using video conferencing to review audits and proposals.
- Providing auditors with training to earn certificates in order to perform duct leakage tests and assess the health of a home.
- Upgrading existing audit tool, leading to faster turnaround times and fewer errors.
- Obtaining licensing requirements for Maryland, expanding its territories to all three jurisdictions in the DMV (District of Columbia, Maryland and Virginia).
- Joining a new county commission focus on climate change, energy, and the environment.

Ideal Energy Phoenix, Arizona

Ideal Energy is a Home Performance and HVAC Company. Ideal Energy exceeded revenue goals by 10 percent and continued to promote indoor air quality and high performing homes, while also serving in leadership roles in the Building Performance Association. Key 2020 accomplishments include:

- Completing 162 projects, an increase of 7 percent over the previous year.
- Initiating a 100 percent comfort guarantee on all duct systems designed by Ideal Energy, resulting in fewer follow-up visits and improved customer satisfaction.
- Increasing sales of indoor air quality equipment by 39 percent.
- Obtaining multiple high-performance mechanical contracts by custom home builders, including for work on the first passive house to be built in Arizona.

- Serving on the policy committee for the Building Performance Association and engaging with state officials on behalf of home performance contractors.
- Fostering interest in the home performance workforce by teaching classes at the Electric League of Arizona.

Wise Home Energy LLC **Rochester, New York**

Wise Home Energy is a residential Home Performance Contractor. Wise Home Energy implemented remote technology and increased energy savings per project by more than 10 percent, demonstrating its commitment to deeper retrofits. Key 2020 accomplishments include:

- Achieving total electrification for 12 homes.
- Collaborating with the state of New York to develop COVID-19 safety protocols and advance electrification.
- Providing remote alternatives for energy audits, relying on video and photo sharing technologies, in order to continue to provide these services during the COVID-19 shutdown.
- Securing a policy change for insulation protocols in mobile homes.
- Participating in the GreenerMiles Carbon Reduction Alliance, which aims to reduce tailpipe emissions from company-wide vehicles through support of carbon reduction projects.

Partner of the Year

Energy Efficiency Program Delivery

Arizona Public Service **Phoenix, Arizona**

Arizona Public Service (APS) is an electric utility serving more than 1.2 million customers. APS employed ENERGY STAR offerings across multiple program areas to promote energy efficiency while also integrating renewables, managing peak demand, and reducing carbon and other air pollutants to meet its internal Clean Energy Commitment. Key 2020 accomplishments include:

- Saving more than 212,002 megawatt hours (MWh) of electricity across all ENERGY STAR programs, helping the state of Arizona exceed its goal of 22 percent energy efficiency savings by 2020.
- Supporting the construction of more than 8,000 ENERGY STAR certified homes.
- Offering free ENERGY STAR certified smart thermostats through its online marketplace to customers enrolling in its demand response program.
- Partnering with a software provider to identify opportunities in its HPwES program to target cost-effective energy savings and enhanced quality assurance procedures, such as customer satisfaction surveys, ongoing no-cost training for contractors, and mentorship opportunities.
- Achieving an assessment to retrofit conversion rate of 81 percent, resulting in 1,200 HPwES projects in 2020.
- Offering an enhanced HPwES program by adding a “Certificate of Energy Improvements,” which details energy upgrades performed in the home; APS issues approximately 30 certificates per month and promotes the certificates to increase home values.

Build San Antonio Green San Antonio, Texas

Build San Antonio Green (BSAG) is a residential energy-efficient building program that promotes the sustainable, innovative use of energy and resources. BSAG has incentivized the construction of more than 11,000 ENERGY STAR certified homes since joining the program in 2008. Key 2020 accomplishments include:

- Providing incentives for nearly 2,400 homes that earned ENERGY STAR certification, an increase of 68 percent over 2019.
- Contributing to a reduction in peak energy demand of 18.2 megawatts and preventing 296 million pounds of CO2 emissions through its green building certifications.
- Promoting ENERGY STAR certified homes and resource sustainability across all income levels through messaging that is specifically tailored to the local market.
- Adopting ENERGY STAR Version 3.1 program specifications two years ahead of schedule and collaborating extensively with several national, regional, and local builder partners.

Central Hudson Gas & Electric Poughkeepsie, New York

Central Hudson Gas & Electric (Central Hudson) is an electric and gas transmission and distribution utility. Central Hudson effectively leveraged ENERGY STAR for its products program throughout the year, helping customers save more than 32,000 MWh. Key 2020 accomplishments include:

- Providing incentives for ENERGY STAR certified heat pump water heaters (under the New York State Clean Heat program), leveraging multiple channels including instant discounts in store, midstream incentives offered through participating distributors, and direct-to-customer rebates.
- Promoting ENERGY STAR certified thermostats, standard and specialty lighting, and variable speed pool pumps by leveraging the ENERGY STAR mark in store, online and through social media.
- Expanding the number of retail partners participating to include more independent retailers, which now make up 25 percent of all retail partners.

Entergy New Orleans New Orleans, Louisiana

Energy Smart is an energy efficiency program administered by a New Orleans utility. In 2020, Energy Smart adapted its program to include a COVID-19 plan to safely promote and implement the program and continue to serve 275 homes. Key 2020 accomplishments include:

- Developing and implementing a virtual assessment protocol in order to maintain operations of the Home Performance with ENERGY STAR (HPwES) program.
- Creating an online portal for customers to obtain information about HPwES and schedule an assessment.
- Developing a trade ally rebate tool to complete and process rebates and streamline the process.
- Increasing program diversity by mentoring potential Disadvantage Business Enterprise contractors through the certification process and enrolling them into the program.
- Fostering program awareness and exposure by partnering with community organizations such as the Urban League of New Orleans and providing free energy savings kits at food giveaways and other community gatherings.

Entergy Solutions Louisiana Baton Rouge, Louisiana

Entergy Solutions Louisiana is a utility-administered energy efficiency program in Louisiana. In 2020, the program was redesigned to include a COVID-19 plan to ensure Entergy staff could safely promote and implement home energy assessments and upgrades, resulting in over 579 home improvements generating approximately 2.3 million kWh energy savings. Key 2020 accomplishments include:

- Developing and implementing a virtual assessment protocol to maintain operations of the Home Performance with ENERGY STAR program during the COVID-19 pandemic.
- Realizing a positive customer satisfaction rating of four or above on a five-point scale.
- Increasing program data collection efficiency, including coordinating with the Department of Energy to integrate project data reporting with Home Energy Score.
- Increasing program diversity by mentoring potential Disadvantage Business Enterprise contractors through the certification process and enrolling them into the program and utilizing Spanish and Vietnamese-speaking staff to address non-English speaking customers.
- Fostering program awareness among income-qualified customers with affordable options that mirror the market rate Home Performance with ENERGY STAR program.

Hawai'i Energy Honolulu, Hawaii

Hawai'i Energy is a statewide efficiency program focused on empowering businesses and families to reduce energy use in pursuit of a 100 percent clean energy future. Hawai'i Energy effectively rolled out new programs and expanded others to help customers deal with economic hardship, delivering a combined 328,000 MWh of lifetime energy savings through installation of ENERGY STAR certified products. Key 2020 accomplishments include:

- Launching a \$1 million energy relief grant to help local businesses purchase ENERGY STAR certified products and other efficiency upgrades.
- Increasing focus on ENERGY STAR certified commercial kitchen products by doubling rebates and expanding customer and distributor education, saving participating customers a combined \$111,000 in operating expenses.
- Expanding its ENERGY STAR trade-up initiative, which purchases certified appliances in bulk in order to provide them at reduced cost to communities with identified geographic or socioeconomic barriers.

Orange & Rockland Utilities, Inc. Pearl River, New York

Orange & Rockland Utilities, Inc. is an electric and gas utility. Orange & Rockland effectively leveraged ENERGY STAR certified products for its residential products program, helping save customers more than 55,000 MWh. Key 2020 accomplishments include:

- Offering instant rebates for ENERGY STAR certified smart thermostats at major retail outlets.
- Saving over 32,000 MWh of energy through its lighting program and increasing the number of retailers participating in the program to include stores that serve hard-to-reach customers.

- Adding a low-income distribution plan to its lighting program to directly ship ENERGY STAR LED light bulbs to food pantries, which were seeing a higher demand for resources due to the COVID-19 pandemic.
- Offering incentives for ENERGY STAR certified heat pump water heaters sold at retail or installed by a contractor in conjunction with the installation of an air source heat pump as part of the New York State Clean Heat program.
- Providing merchandizing support and sales training that featured ENERGY STAR through more than 500 store visits.

Portland Cement Association Washington, District of Columbia

Portland Cement Association (PCA) is a policy, research, education, and market intelligence organization serving America’s cement manufacturers. PCA played a key role in promoting investment in energy efficiency technologies and practices and reduction of greenhouse gas emissions while furthering the cooperative relationship between PCA members and the EPA ENERGY STAR industrial partnership. Key 2020 accomplishments include:

- Promoting ENERGY STAR cement plant certification so that 13 cement plants earned the ENERGY STAR by achieving top energy performance.
- Engaging members to participate more fully in the ENERGY STAR Focus on Energy Efficiency in Cement and Concrete Manufacturing group, including supporting energy best practice benchmarking activities among the industry.
- Organizing members to commit to develop a roadmap to decarbonize the industry across the concrete value chain by 2050.
- Supporting informational efforts to promote current strategies for reducing carbon emissions from cement manufacturing, including the challenges of using more cements that have lower carbon-emitting profiles.
- Promoting the achievements of its members in the ENERGY STAR program and informing members of opportunities to learn energy management strategies.

PPL Electric Utilities Allentown, Pennsylvania

PPL Electric Utilities is an electric transmission and distribution utility. PPL partnered with 41 retail chains, offered 20 different rebates and 77 instant discounts on ENERGY STAR certified products, while facilitating the savings of over 62,600 MWh for the year. Key 2020 accomplishments include:

- Leveraging ENERGY STAR campaigns and marketing on its website, significantly increasing rebate uptake, page views, social media impressions, and products sold on its marketplace; and achieving over 16 million impressions from social media activities that leveraged ENERGY STAR annual promotion materials.
- Increasing incentive uptake for ENERGY STAR certified heat pump water heaters by 89 percent, compared to 2019 leveraging ENERGY STAR tax incentive messaging and the ENERGY STAR buying guide.
- Increasing ENERGY STAR certified products sold through its online marketplace by 25 percent by including free shipping on orders of ENERGY STAR certified products costing more than 35 dollars.
- Removing and recycling over 2,500 appliances, saving over 3 million kWh.

Public Service Company of Oklahoma Tulsa, Oklahoma

Public Service Company of Oklahoma (PSO) is an electric utility company serving 550,000 customers. During the past year, PSO strengthened consumer engagement with ENERGY STAR certified homes and products through a digital marketing campaign that resulted in more than 21 million media impressions, a 37 percent increase over 2019. Key 2020 accomplishments include:

- Providing incentives for the construction of 170 ENERGY STAR certified homes and increasing the number of participating homebuilders and participating energy rating companies by 25 and 20 percent, respectively, over 2019.
- Featuring ENERGY STAR certified homes in a new homebuilder-focused blog and video, resulting in a 155 percent increase in page views compared to 2019.
- Moving homebuilders beyond the installation of minimum-code HVAC equipment to high-efficiency systems.
- Deploying field representatives to train more than 5,000 retailers and customers on ENERGY STAR certified products; PSO has provided rebates for over 7,000 ENERGY STAR certified products, including ENERGY STAR certified electric vehicle charging systems.
- Introducing a \$500 bonus rebate for ENERGY STAR certified HVAC products and training more than 100 HVAC service providers in response to the COVID-19 pandemic.

Southwestern Electric Power Company – Louisiana and Texas (AEP SWEPCO) Shreveport, Louisiana

Southwestern Electric Power Company (SWEPCO) is an electric utility company. In 2020, SWEPCO Louisiana and Texas delivered more than 9600 MWh of annual energy savings through residential efficiency programs that effectively leveraged ENERGY STAR messaging and product criteria.

Key 2020 accomplishments include:

- Launching an incentive for ENERGY STAR certified Level 2 electric vehicle chargers, offering customers a \$250 prepaid gift card to install units at home.
- Capturing 3.4 million page views from online customer outreach leveraging ENERGY STAR and national promotions including Light the Moment, laundry, Earth Day, ENERGY STAR Day, and the Holiday buying guidance.
- Offering a package of highly efficient, all-electric appliances for new homes, including high efficiency heat pumps, induction cooktops, and ENERGY STAR certified appliances, water heaters, lighting and electric vehicle chargers.
- Developing a series of videos featuring ENERGY STAR and offering energy savings tips to help customers as they began to spend more time at home due to the COVID-19 pandemic.

Urban Land Institute Washington, District of Columbia

The Urban Land Institute (ULI) is a real estate industry group. ULI promoted the use of ENERGY STAR tools and resources through its robust network of real estate partners, further driving program participation and best practices in energy management. Key 2020 accomplishments include:

- Publishing a report written on energy efficiency for Class B and C offices, which promoted benchmarking with ENERGY STAR Portfolio Manager®, sharing energy consumption data with tenants, and highlighting ENERGY STAR resources for the Class B and C office market. This was supported by six webinars to national and local audiences to maximize its reach.
- Incorporating ENERGY STAR messaging into many ULI reports including the “Greenprint Volume 11 Performance Report,” the “ULI Blueprint for Green Real Estate” report, and the “Decarbonizing the Built Environment: 10 Principles for Climate Mitigation Policies” report.
- Developing four Tenant Energy Optimization Program resources that support ENERGY STAR programs for Multifamily, New Construction, and the ENERGY STAR Tenant Space recognition, and holding webinars to promote the content.
- Communicating ENERGY STAR updates to all 40,000+ ULI members across the United States, which includes articles about leveraging ENERGY STAR Portfolio Manager for benchmarking analysis, and utilizing ENERGY STAR Treasure Hunts for optimized building operations during COVID-19.
- Promoting ENERGY STAR benchmarking, updates, webinars, programs, and announcements to ULI Greenprint members during monthly members-only calls, and via monthly members-only newsletters. This includes content on updates to the ENERGY STAR certification process due to COVID-19, upcoming ENERGY STAR trainings and webinars, and promoting the launch of the ENERGY STAR Tenant Space recognition.

Energy Management

Columbia Property Trust New York, New York

Columbia Property Trust is a publicly-listed real estate investment trust. Columbia Property Trust leveraged ENERGY STAR resources to grow its comprehensive energy management program, with a focus on internal and external stakeholder engagement. Key 2020 accomplishments include:

- Achieving ENERGY STAR certification for 12 properties within its portfolio.
- Benchmarking 100 percent of its portfolio in ENERGY STAR Portfolio Manager®, representing almost seven million square feet.
- Including property sustainability criteria, such as the ENERGY STAR Score, as part of its annual employee review process, to incentivize property teams to improve performance and apply for ENERGY STAR Certification.
- Developing a dashboard that integrates real-time ENERGY STAR related metrics and ENERGY STAR certification status to property teams.
- Establishing and maintaining a strong tenant relationship at the property level through meetings, communications, programs, and events including on sustainability and energy efficiency efforts. Communications include ENERGY STAR related tips and resources, direct links to the ENERGY STAR website, and promotion of the ENERGY STAR Tenant Space recognition.

Digital Realty

San Francisco, California

Digital Realty is a real estate investment trust. Digital Realty continued to advance its strategic energy management efforts and set ambitious energy efficiency goals by leveraging ENERGY STAR tools and resources. Key 2020 accomplishments include:

- Increasing the average ENERGY STAR score of its portfolio by over 48 percent from 2019 to 2020.
- Achieving ENERGY STAR certification for 31 data centers in 2020.
- Completing more than 46 energy efficiency upgrade projects across its portfolio, saving more than \$3 million in energy costs.
- Utilizing benchmarking data from ENERGY STAR Portfolio Manager® to support a new carbon reduction target with the Science-Based Targets Initiative, and leveraged ENERGY STAR principles as part of the key strategy to improve energy efficiency to achieve the target.
- Communicating the importance of ENERGY STAR and ENERGY STAR certification through multi-channel communications including press releases, social media, email campaigns, and direct outreach, by using promotional resources, logos, and related materials to reach key stakeholders.

East Baton Rouge Parish School System

Baton Rouge, Louisiana

The East Baton Rouge Parish School System (EBRPSS) is a public school district in Louisiana. EBRPSS committed to improve its energy management efforts in order to control and reduce operating costs, as well as to improve aging infrastructure. Key 2020 accomplishments include:

- Improving its average ENERGY STAR Portfolio Manager® score by 29.9 percent, from 39.4 to 51.
- Achieving ENERGY STAR certification at two schools in 2020.
- Realizing energy cost savings of more than \$1.7 million, preventing more than 10,000 metric tons of carbon dioxide, and reducing energy water consumption by over 27 million gallons in 2020 and saving over \$46 million in energy costs over the life of the program.
- Saving more than \$110,000 of direct utility bill refunds and credits by discovering billing errors and misapplied charges through auditing of monthly utility bills, bringing cumulative refund and credit savings to more than \$1.2 million and since 2014.
- Utilizing ENERGY STAR Treasure Hunts to identify and implement several no-cost/low-cost conservation measures at four school district sites, totaling nearly \$27,000 of annual energy savings and preventing emissions of over 210 metric tons of carbon dioxide.
- Instituting an Energy Conservation Page in the district newsletter reaching over 41,000 students and their parents, 5,200 district employees, and 441,000 school district/community stakeholders.
- Installing ENERGY STAR certified LED light fixtures, three high-efficiency air-cooled chillers, and four high efficiency hydronic condensing boilers in a new elementary school.
- Receiving the 2020 Association of Energy Engineers (AEE) Region IV Energy Management Award for results obtained through the implementation of ENERGY STAR best practices.

Empire State Realty Trust

New York, New York

Empire State Realty Trust, Inc. is a real estate investment trust. Empire State Realty Trust has demonstrated an ongoing commitment to energy management and ENERGY STAR, leveraging its partnership to promote best practices to internal and external audiences. Key 2020 accomplishments include:

- Certifying 76 percent of its building portfolio, representing over 7.2 million square feet.
- Promoting and increasing awareness of the ENERGY STAR brand by lighting up the Empire State Building cyan blue in honor of the 36,000 ENERGY STAR certified buildings and plants.
- Integrating its High-Performance Design & Construction Guidelines and Sustainability Provisions into every lease, which require that tenants follow ENERGY STAR Tenant Space requirements for design, construction, and data sharing.
- Issuing educational materials throughout 2020 specifically addressing Tenant Energy load reduction and Vampire Loads, including a “While You Were Out” program to encourage load reduction to ensure equipment remained off when not needed.
- Training 100 percent of its employees on best practices including the use of ENERGY STAR Portfolio Manager, and pursuing ENERGY STAR certifications.

Hexion Inc. Columbus, Ohio

Hexion Inc. is a producer of thermosetting resins, coatings, adhesives, and specialty resins. The company established a strong energy management program using ENERGY STAR guidance and tools that has reduced energy intensity by 28 percent and saved \$14 million in energy costs since 2014. Key 2020 accomplishments include:

- Executing 52 energy projects for \$2 million in savings in 2020.
- Conducting treasure hunts at 23 sites to identify 131 potential projects that are approved for development.
- Forming a capital fund for projects and extending the required payback level to increase projects under development.
- Expanding employee engagement through enhanced internal communications, training, an upgraded collaboration platform, and expanded metrics.
- Supporting the ENERGY STAR industrial partner network by sharing practical energy management approaches through a virtual plant tour.

Jamestown Atlanta, Georgia

Jamestown is a real estate investment management company. Jamestown improved its energy management program and implemented a new data tracking system, leveraging ENERGY STAR tools to help optimize energy use and improve efficiency in its buildings. Key 2020 accomplishments include:

- Achieving ENERGY STAR certification for 11 buildings in 2020, representing two million square feet of real estate across the country.
- Improving the average portfolio ENERGY STAR Score from a 76 in 2019 to an 85 in 2020.
- Benchmarking 100 percent of its office and mixed-use assets in ENERGY STAR Portfolio Manager®.

- Implementing a real-time energy management system, centered on tracking data in ENERGY STAR Portfolio Manager, across 16 buildings and three million square feet, with the goal of assisting building engineers in optimizing energy use and improving ENERGY STAR scores.
- Developing several initiatives that utilize ENERGY STAR Application Programming Interface (API) to sync calendarized data with ENERGY STAR Portfolio Manager to allow property teams to better visualize monthly energy usage, evaluate seasonal impacts, and identify meters using high amounts of energy.

Koch Industries Incorporated

Wichita, Kansas

Koch Industries, Inc. (KII) is a private company engaged in the diverse industries of petroleum refining, chemicals, biofuels and ingredients; forest and consumer products; fertilizers; polymers and fibers; process and pollution control equipment and technologies; electronic components; commodity trading; minerals; energy; glass; ranching; and investments. During the past five years, KII invested more than \$1.5 billion in energy efficiency improvement projects. Key 2020 accomplishments include:

- Earning the first ENERGY STAR certification of a pulp mill in the United States, as well as certification for two fertilizer plants along with others in the refining and glass businesses.
- Developing a statistical method for measuring energy intensity across the diverse businesses of the company.
- Improving its energy management system to encompass more than 90 percent of the company's energy spend and engaging each KII company, including Georgia-Pacific, Flint Hills Refining, Molex, Guardian Industries, INVISTA, and Koch Ag & Energy Solutions.
- Supporting energy management within the ENERGY STAR industrial partner network by sharing strategies for energy management under the extreme business conditions of the past year, including remote technologies.

LaSalle Investment Management

Chicago, Illinois

LaSalle Investment Management is a real estate investment management firm. 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 2020 accomplishments include:

- Rolling out its Sustainability Management Program, which includes consulting services that aid property teams in quarterly ENERGY STAR Portfolio Manager® trainings, utility consumption updates, and reviews of profile details.
- Incorporating green lease language into industrial standard lease forms in order to spur cooperation with tenants to share energy, water, and waste data between LaSalle and its tenants.
- Implementing LED retrofit projects to reduce electricity consumption at properties during the COVID-19 slowdown, preparing both for site operations during more vacant times as well as for large demand when main shift workers return.
- Formalizing the integration of property energy efficiency performance into its Annual Performance Goals to drive more involvement from all levels internally, including participation in ENERGY STAR trainings for all property team members and asset management employees.

- Promoting its energy management programs and ENERGY STAR participation through social media, industry speaking engagements, industry trade press, webinars, and through participation in several industry working groups.

Lewisville Independent School District

Lewisville, Texas

Lewisville Independent School District (LISD), is a school district in Texas. LISD promoted energy efficiency to students, faculty, and staff during campus events and staff meetings. Key 2020 accomplishments include:

- Benchmarking 100 percent of its facilities and raising the average ENERGY STAR score to 88, a seven-point increase over 2019.
- Achieving ENERGY STAR certification at 62 schools since 2017.
- Saving more than \$3 million in utility cost avoidance in 2020 and over \$24 million over the past 12 years.
- Reducing carbon dioxide emissions by nearly 23,000 metric tons for a cumulative reduction of more than 167,000 metric tons over the past 12 years.
- Featuring ENERGY STAR in district communications such as utility management reports, newsletters, and the district's energy policy to further promote and drive energy efficiency throughout facilities.
- Promoting its ENERGY STAR partnership and achieving thousands of impressions through campus signage, social media outreach, and certification plaques at recognized campuses.
- Conducting the district's first ENERGY STAR Treasure Hunts and focusing on finding energy conservation measures from HVAC, lighting, plug loads, and building envelopes to help drive additional energy savings.

Northwood

Charlotte, North Carolina

Northwood Office is a commercial development, leasing, and property management firm. Northwood Office has demonstrated a strong commitment to energy management and its partnership with ENERGY STAR through the development of a robust energy management program, which promotes ENERGY STAR to internal and external audiences. Key 2020 accomplishments include:

- Achieving ENERGY STAR Certification for 62 properties in 2020.
- Earning its first-ever Designed to Earn the ENERGY STAR recognition for a newly constructed 11-story office building.
- Delivering trainings to general managers, property managers, and other staff on the value of ENERGY STAR and the company's partnership via internal and external webinars.
- Implementing a policy to benchmark all currently owned properties and new acquisitions using ENERGY STAR Portfolio Manager® and pursue ENERGY STAR certification if eligible.
- Completing the BOMA W2 Challenge to track water and waste using ENERGY STAR Portfolio Manager® and being featured in a BOMA article noting its achievements and continued efforts for continued water and waste cost savings.
- Leveraging tools and software to auto-sync utilities within ENERGY STAR Portfolio Manager for superior accuracy and timely data collecting.

Ozinga Bros., Inc.
Mokena, Illinois

Ozinga is a construction materials and logistics service provider. The company developed a motor study program that provided insights into motor performance and enabled the design of motor management changes for energy efficiency. Key 2020 accomplishments include:

- Maintaining energy intensity achievements, despite the challenging conditions of 2020.
- Creating an anti-idling screw air compressor program using compressor settings and additional air storage to minimize energy idling.
- Initiating quarterly energy management team meetings to ensure broad engagement and communication across the company. The team includes representatives from maintenance, information technology, finance, and communications.
- Completing a diverse set of projects affecting energy efficiency in compressed air systems, truck engine block heating, transportation fuel accounting, sprinkler system improvement, and shutdown of dust collector fans when not in use.
- Sharing energy management best practices among the partners in the ENERGY STAR industrial network.

Parkway School District
Chesterfield, Missouri

Parkway School District (PSD) is a public school district in Missouri. PSD achieved energy use reduction goals by implementing a comprehensive approach to energy improvements, community engagement, and curriculum development. Key 2020 accomplishments include:

- Saving over \$6 million in energy costs and preventing the emissions of more than 77,000 metric tons of carbon dioxide since 2010.
- Achieving ENERGY STAR certification at seven schools in 2020.
- Benchmarking 100 percent of district buildings and raising the average ENERGY STAR score to 83, an 11-point increase over 2019, and reducing portfolio-wide source energy use intensity by 25 percent from a 2015 baseline.
- Preparing comprehensive school board policies on sustainability and energy that include designing new construction and renovation projects to be ENERGY STAR certified, purchasing ENERGY STAR certified equipment, and the monitoring and tracking of district energy use.
- Converting interior lighting at 18 buildings spanning over 1.7 million square feet and district-wide exterior lighting to LED since 2015.
- Promoting the ENERGY STAR Home Energy Yardstick and energy conservation best practices to students, staff, and the community through the district-wide Sustainable Schools Challenge.

Physicians Realty Trust
Milwaukee, Wisconsin

Physicians Realty Trust (PRT) is a company that owns, manages, and leases properties to physicians and hospitals. PRT is using ENERGY STAR resources as a foundation to meet its target of reducing energy intensity ten percent by 2023. Key 2020 accomplishments include:

- Benchmarking 100 percent of its facilities in ENERGY STAR Portfolio Manager®, and using ENERGY STAR scores to prioritize capital improvement projects for energy, water, and waste.

- Completing LED retrofits on 1.3M square feet, accounting for 7.1 M kwh savings annually.
- Hosting a low-cost energy saving challenge among its property managers and utilizing ENERGY STAR resources to generate ideas.
- Engaging tenants to save energy with ENERGY STAR’s “Save water to Save energy” promotional materials.

Piedmont Office Realty Trust, Inc.
Atlanta, Georgia

Piedmont Office Realty Trust, Inc. is a real estate investment trust. Piedmont has leveraged its ENERGY STAR partnership and resources to develop innovative ways to communicate the value of energy efficiency to its tenants and employees. Key 2020 accomplishments include:

- Achieving ENERGY STAR Certification for 42 buildings in 2020, representing 80 percent of the buildings within its portfolio.
- Engaging tenants on ENERGY STAR topics and developing service offerings and resources for property teams to encourage tenants to participate in the ENERGY STAR Tenant Space recognition.
- Issuing weekly energy reports to its Property Management leadership team that provides a comparison of that week’s energy use compared to a baseline prior to the COVID-19 pandemic. This effort helped quantify the impact that reduced physical occupancy had on its buildings, to help target inefficiencies.
- Hosting a quarterly energy-savings competition to drive energy savings, educate property managers and engineers on energy efficiency best practices, and recognize high performing teams.
- Developing a monthly property management newsletter featuring sustainability topics, operational best practices, and promoting ENERGY STAR training events.

Pinellas County Schools
Largo, Florida

Pinellas County Schools (PCS) is a public school district in Florida. PCS has a long-standing commitment to preventing energy waste, optimizing building and comfort systems, and creating a culture of sustainability. Key 2020 accomplishments include:

- Saving more than 69 million kWh of electricity, 378,000 therms of natural gas, and 646,000 gallons of water, for total savings of \$8.7 million this year.
- Raising the average ENERGY STAR score to 75.3, a 5 percent increase over 2019.
- Saving over 1 BBTU of energy, reducing energy bills by nearly \$37 million, and avoiding more than 235,000 pounds of carbon dioxide since 2015.
- Sustaining an energy incentive program which allowed all schools to earn discretionary dollars based on their performance on six energy audits conducted throughout the school year.
- Collaborating with the Science, Technology, Engineering, and Math (STEM) Department to provide outreach to students and the surrounding community by participating in STEM after school programs and promoting ENERGY STAR initiatives.

The University of Chicago **Chicago, Illinois**

The University of Chicago is an institution of higher education. In 2020, University of Chicago expanded the reach of its energy conservation measures while further engaging the campus community on energy efficiency and ENERGY STAR. Key 2020 accomplishments include:

- Partnering with a campus research institute to host nine student research assistants that supported the university's energy and sustainability programs.
- Revising its greenhouse gas emissions reduction goal to be on an absolute rather than intensity basis.
- Sharing back energy performance information with the campus community through benchmarking dashboards and engaging them through utility plant tours and other initiatives.
- Implementing preventative maintenance and commissioning projects in 14 buildings constituting 2.5 million square feet of its most energy-intensive floor area as well as a campus-wide steam insulation project.
- Earning ENERGY STAR certification for two of its buildings.
- Responding to the COVID-19 pandemic with an eye for energy efficiency, through HVAC assessments and repairs, setbacks with lower occupancy, and more.

Ventas, Inc. **Chicago, Illinois**

Ventas is a healthcare real estate investment trust. Over the past year, Ventas invested over \$14M on energy efficiency projects and aligned its energy program with ENERGY STAR guidelines. Key 2020 accomplishments include:

- Certifying 35 senior care communities and two independent living communities as ENERGY STAR, up from 15 certifications in 2019.
- Benchmarking 1,900 buildings and 54 million square feet of real estate in Portfolio Manager, representing 53 percent of its portfolio.
- Retrofitting 152 properties with LEDs and HVAC improvements, improving the facility's ENERGY STAR score by 10 points on average.
- Highlighting the ENERGY STAR partnership on its website, internal reports, and social media.

Home Energy Rater/Provider

JKP Energy Inspections, LLC **Gilbert, Arizona**

JKP Energy Inspections, LLC, a home energy rating company, certified more than 3,000 homes as ENERGY STAR in 2020 and increased the percentage of its ratings that achieve ENERGY STAR certification to more than 95 percent. Key 2020 accomplishments include:

- Recruiting several new builders into the ENERGY STAR program, with more than 1,500 homes and apartments under development.
- Adding staff to its plan review team to increase capacity to identify cost-effective measures for builders to achieve ENERGY STAR program requirements.

- Equipping field verifiers with new tablets to help streamline reporting of test data and photographs during ENERGY STAR certified home inspections.
- Collaborating with utility sponsors to streamline the reporting process and enhance quality assurance for ENERGY STAR certified homes that are eligible for rebates.

Pando Alliance **Ellicott City, Maryland**

Pando Alliance, a home energy rating company focused on sustainability consulting for affordable housing, certified more than 850 dwelling units as ENERGY STAR in 2020. Key 2020 accomplishments include:

- Delivering 19 customized ENERGY STAR Multifamily New Construction presentations about the program's requirements, best practices, and updates to its design team partners.
- Providing preliminary design services for more than 40 competitive low-income housing tax credit projects submitted to the state of Maryland, all of which are pursuing ENERGY STAR certification.
- Successfully advocating for adoption of the ANSI/RESNET/ACCA 310 HVAC Grading Standard, an important new element of the ENERGY STAR residential new construction programs.
- Introducing senior-level peer shadowing in the field to ensure consistency in assessing program compliance and facilitating ongoing peer-to-peer quality assurance to promote best practices.
- Expanding its ENERGY STAR oriented consulting and rating services further into Pennsylvania and Virginia.

Product Brand Owner

Bosch Appliances **Irvine, California**

Bosch Appliances is a residential kitchen and laundry appliances manufacturer. With products added in 2020, Bosch's entire portfolio of laundry, refrigeration, and dishwasher products are ENERGY STAR certified. Key 2020 accomplishments include:

- Demonstrating leadership in efficiency by certifying almost all of their kitchen and laundry products to ENERGY STAR and increasing the number and sales of ENERGY STAR certified models in 2020.
- Launching an ENERGY STAR Most Efficient recognized heat pump clothes dryer with an innovative self-cleaning condenser, pairing high efficiency and more convenience for consumers.
- Garnering almost 500,000 impressions on social media posts featuring ENERGY STAR, including posts related to Earth Day's 50th anniversary, laundry, dishwashers, and ENERGY STAR Day.
- Engaging frequently with the ENERGY STAR program to provide feedback on products and specifications and participating at the ENERGY STAR Product Partner Meeting as a speaker.

Bradford White Corporation **Ambler, Pennsylvania**

Bradford White Corporation is a manufacturer of residential commercial and industrial products for water heating, space heating, combination heating and storage applications. Bradford White engaged customers through a multi-channel education campaign featuring ENERGY STAR certified residential

water heater and boiler products resulting in more than 750,000 impressions. Key 2020 accomplishments include:

- Educating to manufacturer reps about the benefits of its ENERGY STAR certified product portfolio through text messages, emails, updated collateral and the newly created RepConnect® ENERGY STAR® landing page.
- Promoting energy-efficiency awareness opportunities, including the ENERGY STAR heat pump water promotion, ENERGY STAR Day, and Energy Awareness month, to contracting customers, manufacturer reps and employees to encourage them to post supplied content on their social media sites.
- Facilitating expanded access to qualified installers of ENERGY STAR certified heat pump water heaters through the ENERGY STAR Installer Finder, contributing new plumbing contractor content specific to the California market.
- Developing and hosting 77 webinars on heat pump water heaters, along with attending dozens of related meetings throughout the year.
- Advancing utility midstream incentive program approaches to increase sales of ENERGY STAR certified heat pump water heaters.

ecobee **Toronto, Ontario**

ecobee offers smart home solutions. In 2020, ecobee suffused its omni-channel marketing with ENERGY STAR branding through online and big box retailers, using websites, packaging, and instore collateral. Key 2020 accomplishments include:

- Training over 2,000 individuals throughout the corporation and through its HVAC contractor network about the value of ENERGY STAR materials included a focus on the trustworthiness of the ENERGY STAR logo that promises that products are certified to deliver on their promise of energy savings for the end user.
- Releasing eco+ optimization software for all ecobee users, demonstrating a commitment to continuous innovation for improved energy efficiency beyond what is required for ENERGY STAR certification.
- Reaching thousands of followers with social media campaigns and web content for ENERGY STAR Day and Energy Efficiency Day, developed in close collaboration with EPA.
- Maintaining ENERGY STAR as a cornerstone of ecobee's brand identity, with most income from sales of ENERGY STAR certified products.
- Actively contributing to improvement of the ENERGY STAR smart thermostat specification and to development of the ENERGY STAR Smart Home Energy Management System (SHEMS) specification.

Emerson Sensi **St. Louis, Missouri**

Emerson Sensi offers heating, ventilation, and air conditioning (HVAC) controls, including the Sensi smart thermostat solution. Emerson Sensi stepped up efforts to promote the value of ENERGY STAR through social media platforms, with more than 300,000 impressions and 2,500 engagements. Key 2020 accomplishments include:

- Enhancing customer energy savings opportunities with application improvements that included temperature limits, HVAC monitoring, service reminders, and engaging energy usage reports resulting in more than 4 million customer touchpoints.

- Collaborating with the largest utility companies and implementers to boost consumer awareness and offer a selection of affordable smart thermostats to meet consumer demand, and increasing participation in demand response programs by more than 118 percent, leveraging Sensi app enhancements to drive program enrollments.
- Distributing HVAC contractor collateral, technical training, and spec sheets that featured ENERGY STAR content through 675 wholesaler locations and the Virtual National Sales Meeting and reaching more than 33,000 subscribers directly with a cover wrap on the HVAC News trade magazine.

Howe Corporation **Chicago, Illinois**

Howe Corporation is a U.S. manufacturer of commercial icemaking equipment. Howe is being recognized for its continued improvements in energy efficient product design and engagement through ENERGY STAR promotional efforts. Key 2020 accomplishments include:

- Promoting the ENERGY STAR message through multiple social media outlets, company website, and virtual trade show booths.
- Engaging with the program further as an ENERGY STAR retail partner, being listed on the ENERGY STAR Dealer and Distributor Locator, and participating in program webinars and partner meeting.
- Implementing building-wide energy efficiency and supply-chain sustainability metrics.
- Designing advancements in technology to meet the demand for low global warming potential refrigerants.

Rheem® Manufacturing **Atlanta, Georgia**

Rheem® Manufacturing makes residential and commercial water heaters and boilers, as well as heating, ventilating and air conditioning equipment. Rheem launched a new line of ENERGY STAR certified heat pump water heaters and a national training initiative for plumbers and contractors to market and install these new products. Key 2020 accomplishments include:

- Collaborating with retail channel partners including Home Depot, Menards, and other hardware and lumber outlets throughout the country to promote certified products in-aisle with the ENERGY STAR label on product displays and on boxes, as well as promoting rebates for ENERGY STAR products through a variety of in-store signage.
- Developing the “Go Green” landing page at www.rheem.com/gogreen that received nearly 2,000 hits since launching in late Q3 2020 and features ENERGY STAR certified water heating products.
- Promoting and maintaining Rheem’s ENERGY STAR landing page <https://www.rheem.com/innovations/energy-star/> that received over 10,000 visits and serves as a resource for plumbers and contractors to quickly find ENERGY STAR water heating products for their customers.
- Launching a water heating blog (<http://rheem.com/waterheatingblog>) that features ENERGY STAR certified products, promoting them as a smart way to save energy and money.
- Providing outreach to plumbers and training 250,000 plumbers, contractors, and key influencers on sustainable products or sustainable installation and recycling best practices.
- Providing co-op marketing funds to plumbers and distributors to promote the use of ENERGY STAR truck wraps and marketing materials and increase sales of higher grade, more efficient products.

Xerox Corporation
Norwalk, Connecticut

Xerox Corporation is an intelligent work solutions company. Xerox earned ENERGY STAR certification for 100 percent of its product lines, while training over 1,600 retailers and distributors about ENERGY STAR imaging equipment. Key 2020 accomplishments include:

- Demonstrating leadership advancing efforts to expand the ENERGY STAR imaging equipment specification to include remanufactured imaging equipment and professional imaging equipment.
- Increasing the number of ENERGY STAR product offerings by 57 percent from 2019.
- Promoting ENERGY STAR as part of ENERGY STAR Day, World Ecolabel Day, and the Xerox website, generating over 40,000 consumer impressions.

Service and Product Provider

Moseley Architects
Richmond, Virginia

Moseley Architects is an architectural, engineering, planning, and interior design firm. Moseley Architects submitted six projects that achieved Designed to Earn the ENERGY STAR recognition, representing more than one million square feet and averaging an estimated 40 percent annual energy and CO2 reductions. Key 2020 accomplishments include:

- Using the ENERGY STAR Target Finder to analyze the site and source energy, and CO2 savings associated with nine different renewable energy systems.
- Designing four buildings that earned ENERGY STAR certification, once built and operating.
- Promoting ENERGY STAR to clients and design partners through more than 8,000 social media impressions with a total reach of 2,700 individuals.

RealPage, Inc.
Richardson, Texas

RealPage is a provider of software and data analytics to the real estate industry. RealPage benchmarked over 5,000 multifamily properties, comprised of over 21,700 buildings, with the ENERGY STAR Portfolio Manager®, more than doubling properties benchmarked in 2019. Key 2020 accomplishments include:

- Achieving a nationwide record of 100 percent reporting compliance for clients in jurisdictions with benchmarking requirements.
- Launching the RealPage Waste Management Solution allowing property management companies to import their waste data using ENERGY STAR Portfolio Manager web services.
- Disseminating ENERGY STAR content in communications, reaching over 15,000 print subscribers and roughly 4 million individual multifamily households.

Rivion LLC **Milwaukee, Wisconsin**

Rivion LLC is an energy consulting firm. Rivion nearly tripled its ENERGY STAR activities in 2020 by benchmarking 170 buildings in ENERGY STAR Portfolio Manager® with energy, water, and waste data, and completing 14 ENERGY STAR building certifications. Key 2020 accomplishments include:

- Increasing multifamily client use of benchmarking, and using ENERGY STAR tools and resources to guide design of new properties and pursue preferable financing.
- Posting ENERGY STAR content over 40 times in blog posts and on social media, including Facebook, Twitter, and LinkedIn.

Home Performance with ENERGY STAR: Contractor of the Year

e3 Solutions **Conway, Arkansas**

e3 Solutions is a Home Performance Contractor in Arkansas. E3 continued to generate deep savings for its customers and generated an average of 37 MMBtu per home. Key 2020 accomplishments include:

- Completing 885 projects, achieving almost 85 percent of its 2019 activities.
- Successfully implementing a virtual assessment and assurance tool that will remain an option for e3 customers.
- Maximizing investment in staff by enabling four team members to obtain BPI certifications, including by its first-ever office member, to increase field knowledge for both office and field staff. In total, the e3 team earned 58 Continuing Education Units (CEUs) and completed 28 courses.

Green Team LI **Holbrook, New York**

Green Team Long Island (LI) is a home performance company. Green Team LI helped the state of New York develop and share best practices for contractors during the COVID-19 pandemic using videos, educational materials, and online training, and completed nearly 400 weatherization, heat pump and solar installations. Key 2020 accomplishments include:

- Utilizing a combination of video conferencing, satellite images, photos by homeowners, and new technologies to develop remote and low-touch methods for home energy audits and assessments, a practice likely to become permanent.
- Developing a “Remote Audit Challenge” that provides grant funds to approximately a dozen companies statewide, at the request of state officials.
- Participating in a state-sponsored pilot program focused on Home Energy Score and Pearl Certification.
- Retooling its marketing program by focusing on low-touch engagement opportunities, including online contests, mailers, and community-based webinars that leveraged ENERGY STAR programs.
- Developing a charity-based program to highlight the Home Performance with ENERGY STAR program while also generating charitable donations.
- Converting a ten-unit co-op in New York City from oil steam to a high efficiency air-source heat pump system, part of a case study on how buildings in New York City can be electrified.

Excellence

ENERGY STAR Marketing

Columbia Association Columbia, Maryland

Columbia Association is a nonprofit public service corporation that manages a planned community. CA leveraged community-wide resources and multiple marketing channels to promote the ENERGY STAR brand and encourage participation in the Home Performance with ENERGY STAR program. Key 2020 accomplishments include:

- Producing 10 YouTube videos, organizing two community-wide meetings focused on energy savings, and utilizing CA's website, a dedicated television channel, and local news organizations to educate residents about the benefits of the ENERGY STAR program.
- Providing a local non-profit with \$10,000 to promote Home Performance with ENERGY STAR.
- Continuing to market and implement a Home Energy Efficiency Upgrade cooperative, which provides members a cost savings of 15 percent for bulk purchases.

EFI Southborough, Massachusetts

Energy Federation, Inc. (EFI) is a provider of utility-branded marketplaces and instant rebate programs for utility companies. EFI successfully leveraged the ENERGY STAR label to help utilities meet their customer's needs, promoting ENERGY STAR certified products through online marketplaces and working with utility clients and ENERGY STAR manufacturer partners on marketing efforts including training, buyer guides, the EFI blog, social media, and product promotions. Key 2020 accomplishments include:

- Training employees on the value of ENERGY STAR and how to effectively identify certified products online and in store.
- Designing and creating buyer's guides for online utility marketplaces, including for smart thermostats and lighting, to walk customers through specific features such as ENERGY STAR certification.
- Posting blogs and social media (LinkedIn, Facebook, and Twitter) featuring the ENERGY STAR savings opportunities, in support of ENERGY STAR Day and Holiday promotions.
- Promoting ENERGY STAR certified products through several seasonal campaigns coordinated with 15+ utility clients including March Madness, Earth Day, 4th of July, Energy Efficiency Day, and ENERGY STAR Day, generating nearly 300,000 customer interactions.

Greenlite Lighting Corporation Montreal, Quebec

Greenlite Lighting Corporation manufactures lighting products and smart home devices. In 2020, Greenlite continued to partner with utilities to deliver ENERGY STAR LED bulbs in non-traditional

drugstores and convenience stores, which drives much-needed affordable ENERGY STAR products to more families. Key 2020 accomplishments include:

- Expanding its utility-funded food bank programs to distribute millions of ENERGY STAR certified products to income-disadvantaged consumers nationwide.
- Introducing a direct-to-consumer smart thermostat program that distributed thousands of ENERGY STAR certified smart thermostats. In addition, Greenlite's program reach grew markedly, with a combined national reach of approximately 10 million residential customers in 2020.
- Partnering in every major upstream residential utility lighting program to grow the reach of ENERGY STAR products and deliver millions of utility-rebated ENERGY STAR bulbs and fixtures to consumers.

Lexmark International, Inc. Lexington, Kentucky

Lexmark International, Inc. provides printing and imaging products, software, solutions, and services. Lexmark enhanced both its employee training and consumer marketing efforts to further promote the benefits of ENERGY STAR internally and externally. Key 2020 accomplishments include:

- Raising awareness and education about the benefits of ENERGY STAR among 9,368 employees through the development of new training tools, including the Technical Education and Cultivation Hub (TEACH), as well as the utilization of existing training opportunities, such as sales and marketing global weekly meetings, FAQs, Customer Request For Proposal/Request For Information (RFP/RFI) team training, and worldwide intranet.
- Incorporating ENERGY STAR certification information and the ENERGY STAR mark in all relevant product documentation, brochures, and web pages, as well as on the Product Certifications and Product Energy Use pages of its public facing Corporate Social Responsibility website.
- Highlighting ENERGY STAR as part of a Science Technology Engineering and Mathematics (STEM) event during Engineering Day at the University of Kentucky engaging 3,000 students and their families in Lexmark's technology and innovations in energy efficiency.
- Celebrating ENERGY STAR Day and promoting Lexmark's commitment to energy efficiency and sustainability on social media through posts reaching 120,000 social media followers.

National Grid Waltham, Massachusetts

National Grid is an electricity, natural gas, and clean energy delivery company, serving more than 5.5 million residential customers in New York, Massachusetts, and Rhode Island. National Grid Rhode Island successfully implemented a multichannel energy-saving marketing campaign developed to drive awareness, education, and participation in its ENERGY STAR programs resulting in millions of impressions and nearly 30 million kWh in savings for Rhode Island. Key 2020 accomplishments include:

- Promoting ENERGY STAR certified lighting and appliances through retail point-of-sale signing that featured ENERGY STAR along with energy and rebate savings benefits.
- Enhancing the customer experience online through owned and marketplace channels, including further integration of ENERGY STAR brand and benefits education through a dedicated energy-efficiency blog and e-blast featuring ENERGY STAR, and increased promotions of ENERGY STAR certified lighting, room air cleaners, dehumidifiers, and smart thermostats on its marketplace. 2020 marketplace sales included 3,872 ENERGY STAR certified smart thermostats and 29,239 certified lighting kits.

- Educating customers and increasing demand for ENERGY STAR certified products through a comprehensive media strategy, including digital and paid search tactics as well as participation in Energy Efficiency and ENERGY STAR Day.
- Serving harder-to-reach families with a variety of community partnership initiatives that included a food bank program that reached 23,000 families with 46,800 ENERGY STAR certified bulbs, as well as a school fundraiser and distribution of free back-to-school kits to 21,000 needy families to help save energy and money and educate students about the benefits of ENERGY STAR, while preparing them for careers in energy.
- Initiating an overarching educational “Comfort Zone” campaign to address energy-saving opportunities for customers during the pandemic. The campaign featured ENERGY STAR certified lighting and appliances as energy-saving solutions to help customers conserve energy and save money during hard times.

Snohomish County PUD, No. 1 Everett, Washington

Snohomish County PUD, No. 1 is a public power utility that delivers power and water to its customer-owners. Snohomish PUD developed a robust cross-channel marketing strategy that enabled it to successfully serve its 350,000 customers’ increased energy-saving needs with the benefits of ENERGY STAR certified products. Key 2020 accomplishments include:

- Developing, promoting and distributing 35,000 free ENERGY STAR certified product bundles through the Snohomish marketplace, including a bathroom and entertainment bundle.
- Expanding its ENERGY STAR certified heat pump water heater program through a direct-to-consumer marketplace promotion featuring an increased rebate and the ENERGY STAR Water Heater Replacement Guide. Promotional tactics included social, a monthly e-newsletter, targeted email, and direct mailer to 280,000+ customers on the PUD’s homepage, and through a digital takeover in the Everett Herald newspaper.
- Engaging customers through its Smart Rewards Sweepstakes to familiarize them with PUD’s efficiency programs and resources, as well as educate them on the benefits of ENERGY STAR products. More than 3,800 customers entered the 2020 Sweepstakes—a 135 percent increase over 2019.
- Increasing participation in its Smart Rewards program by offering a \$50 Smart Reward on all ENERGY STAR certified clothes washers to incentivize customers to purchase an energy-efficient model, despite supply-chain issues.

Product Design

Beverage-Air Winston Salem, North Carolina

Beverage-Air is a U.S. manufacturer and global supplier of commercial refrigeration equipment. Beverage-Air is recognized for leadership in the development of energy efficient products, selling 38 percent more ENERGY STAR certified models and transitioning to R-290 refrigerant. Key 2020 accomplishments include:

- Improving energy efficiency through research and innovation, and optimizing existing refrigeration systems so that 2020 models are up to 30 percent more energy efficient than previous models.

- Delivering a meaningfully higher level of energy conservation through a focus on variable speed compressors and adaptive defrost features.
- Launching multiple social media campaigns and printing brochures for manufacturer representative groups, buying groups, dealers, and purchasers to highlight the ENERGY STAR certified models.
- Training sales workforce and all distributor locations on ENERGY STAR certified models, energy consumption, and environmental impact.

Hayward Industries Inc.
Berkeley Heights, New Jersey

Hayward Industries Inc. is a residential and commercial pool equipment manufacturer. Hayward’s variable-speed pool pumps have the highest efficiency rating of any pool pump certified as ENERGY STAR. Key 2020 accomplishments include:

- Publishing a 15-page white paper positioning ENERGY STAR as one of the authority leaders in upholding new efficiency standards for products within the pool industry as part of many digital education materials for consumers to combat challenges brought by the COVID-19 pandemic.
- Leading the industry in the promotion of WEF for pool pumps on their ENERGY STAR certified pool pump page by creating educational pieces and producing resources that helped explain the new ranking system.
- Promoting an FAQ guide about the new ENERGY STAR ranking system.
- Educating customers about ENERGY STAR 3.0 by hosting webinars and posting video explaining new energy standards.

QBD Cooling Systems Inc.
Brampton, Ontario

QBD Cooling Systems Inc. is a Canadian manufacturer of commercial refrigeration equipment. QBD is being recognized for continued leadership in the development of energy efficient products including hydrocarbon-based refrigeration systems. Key 2020 accomplishments include:

- Improving refrigeration equipment energy efficiency through integrated design, including an R-290 compressor, specially programmed controllers, motors, LED lighting, and reduced charge amounts up to 90.5 percent.
- Raising awareness company-wide on ENERGY STAR Day through informational sessions and social media promotion of the value of ENERGY STAR.
- Investing many hours to provide ENERGY STAR training to 100 percent of sales staff and external service technicians.

True Manufacturing (True Food Service Equipment)
O’Fallon, Missouri

True Manufacturing (True Food Service Equipment) is a U.S. manufacturer and global supplier of commercial refrigeration equipment. True Manufacturing is recognized for its continuous innovation in the commercial refrigeration market including promotion of equipment and safety measures for environmentally friendly R-290 refrigerants. Key 2020 accomplishments include:

- Continuing to increase sales of ENERGY STAR certified products to over 70 percent.

- Educating 100 percent of its workforce about the value of ENERGY STAR and sustainability best practices.
- Raising awareness about ENERGY STAR through YouTube promotional videos and online training, as well as banners and displays at tradeshow with a reach of approximately 14,000 visitors.