

# seize the ways!

innovation + opportunity

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ENERGY STAR®

10<sup>th</sup> Annual Appliance Partner Meeting

Hotel SAX, Chicago

September 21-23, 2009



# Agenda

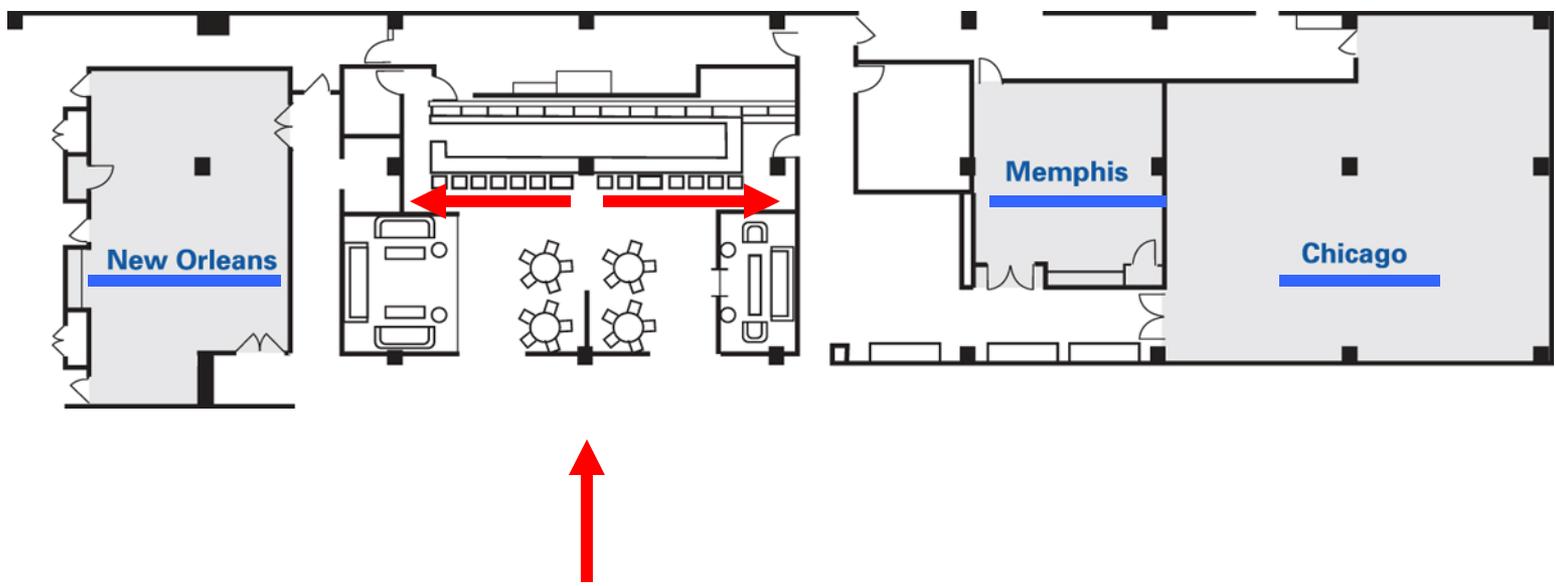
- Network session logistics
- Partner talking points
- Regional captains

# Networking Session Overview

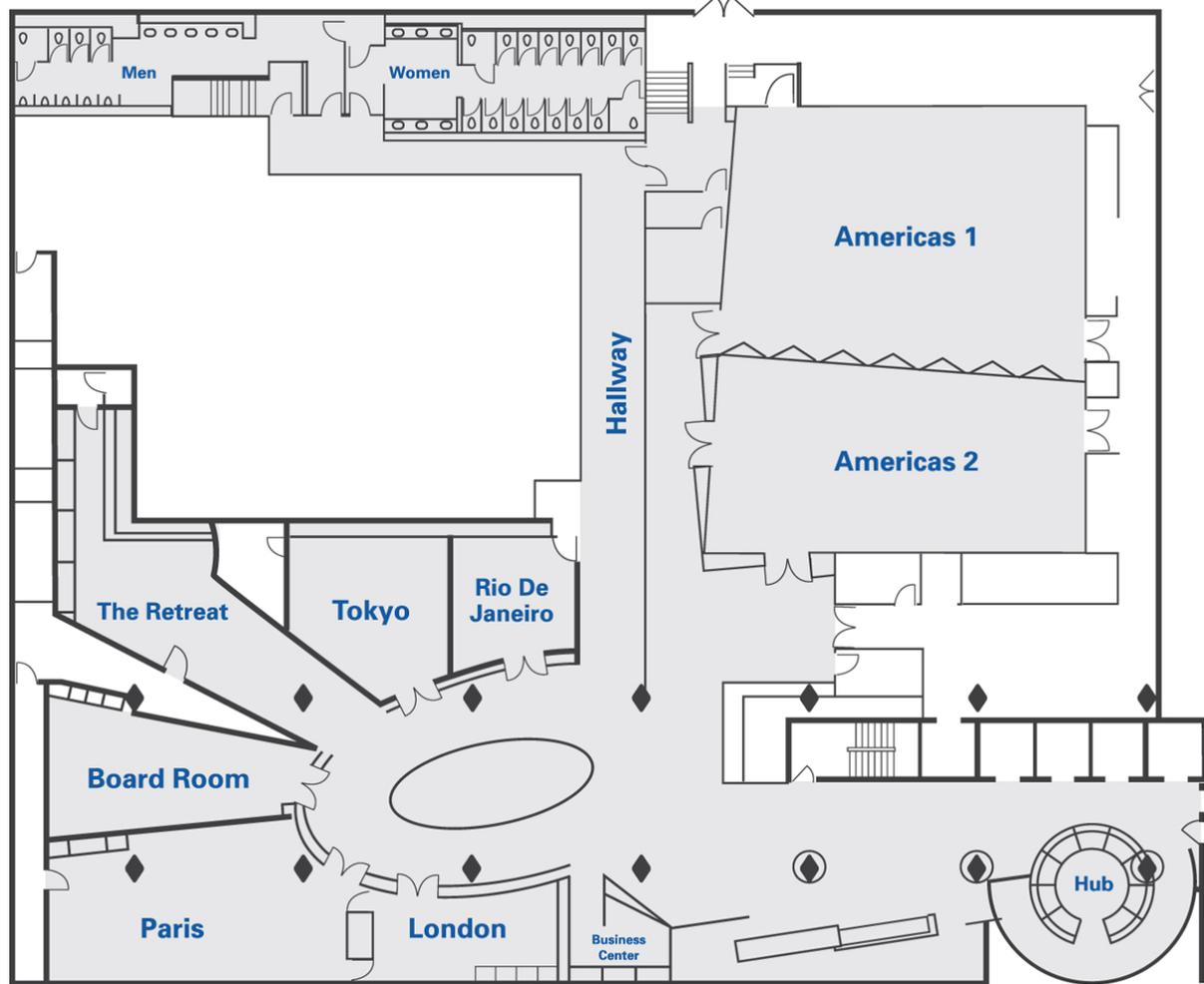
- **What is the purpose of the networking sessions?**
  - Forum to discuss 2010 ENERGY STAR appliance promotions.
- **How will the networking sessions be organized?**
  - EEPS (utilities and contractors) divided by U.S. regions
  - EEPS will host the rooms while manufacturers and retailers rotate.
  - Each session lasts 35 minutes.
  - Your networking schedule was emailed to you.

<b>EEPS Region</b>	<b>Room</b>	<b>Floor</b>
Northeast	New Orleans	1 <sup>st</sup>
Northwest	Tokyo	4 <sup>th</sup>
Midwest	Chicago	1 <sup>st</sup>
Southeast/Mid-Atlantic	Boardroom	4 <sup>th</sup>
Southwest	London	4 <sup>th</sup>
California	Paris	4 <sup>th</sup>
New York	Rio	4 <sup>th</sup>
State Energy Offices	Memphis	1 <sup>st</sup>

# Lobby Level



# 4<sup>th</sup> Floor



# EEPS Talking Points

- What are your 2010 appliance program goals?
- Which products will your program promote and at what levels?
- Will appliance program funding increase, decrease, or remain the same in 2010?
- How will you solicit proposals for your programs?
- What are your metrics for success?

# Retailer/Manufacturer Talking Points

- What are your 2010 plans for ENERGY STAR appliance promotions?
- Do you have any product launches planned in 2010?
- What are some key considerations for soliciting partnership?

# Regional Captains

Region	Captain
Northeast/New Jersey	Ed Schmidt & Matt D'Alessio, NEEP
Midwest	Bobby Fey, WECC
California	Alison ten Cate, Resource Solutions Group
Mid-Atlantic/Southeast	Grace Burek, APT
NYSERDA	Carl Uthe, Lockheed Martin
Northwest	Sarah Moore, BPA & Megan McCabe, Fluid Market Strategies
Southwest/Mountain	Elizabeth Freeman, PECl



# Questions?