



# 2009 ENERGY STAR<sup>®</sup> Award Application

## Partner of the Year – Service and Product Provider

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- Eligibility:** **Partner of the Year – Service and Product Provider**  
ENERGY STAR Partners that provide energy efficiency related *products and services* to the commercial, institutional, and industrial markets, including energy services companies (ESCOs), unregulated energy retailers and marketers, engineers, architects, energy consultants, contractors, distributors, manufacturers, commercial lenders, energy information providers, and/or any other provider of energy efficiency related products and/or services.
- Description:** The Partner of the Year – Service and Product Provider (SPP) Award honors businesses and organizations that are the catalysts – the ones that through their products, services, and/or effective outreach efforts - help companies or public sector organizations to succeed in strategically managing their energy use or design buildings with superior energy efficiency. These SPPs provide the assistance that allows their customers to improve energy performance in existing buildings/manufacturing plants and building design. Types of SPPs include energy services companies (ESCOs), unregulated energy retailers and marketers, engineers, architects, energy consultants, contractors, distributors, manufacturers, commercial lenders, energy information providers, and/or any other provider of energy efficiency related products and/or services.
- Narrative:** Your submitted application should not exceed **10 pages** in 12-point font. Pages that exceed the limit will not be evaluated. Applicants are encouraged to submit supplemental materials that support the application, such as program descriptions, brochures and energy policy statements, as long as they are clearly referenced within the application. These materials will not count towards the 10-page limit, but must be directly relevant to energy performance and/or ENERGY STAR.
- Winning applications will clearly show the organization's commitment to and success in improving facility energy performance for their clients. They will also describe how services, programs and outreach efforts leverage ENERGY STAR.
- Summary of Accomplishments** - Please also provide a brief overview (**no more than 300 words**) of your organization and the accomplishments upon which you are applying for this ENERGY STAR award. In the event that you are chosen to receive an award, this text will be the basis EPA and DOE will use in preparing a summary of your organization's achievements.
- Criteria:** The 2009 ENERGY STAR Awards will be based on work and accomplishments completed during the previous **12 months**, except where specifically noted. Accomplishments outside of this time period may be mentioned for reference and to demonstrate continuous improvement.
- Scoring:** The application is scored on a 100-point scale and the weight of each section or question is provided.

**All Service and Product Provider Partners must complete sections 1-4**  
*(Architecture firms complete Section 1B; all other SPPs complete Section 1A)*

**Section 1A – Energy Performance Metrics** **[30 points]**

Using table below, please quantify the results of building/manufacturing plant upgrades. Indicate if you used a metric other than the EPA energy performance rating system.

<b>Energy Performance for Existing Buildings</b> <i>Most Recent 12 Months</i>	<b>EPA's Portfolio Manager</b>	<b>Other</b>
<b>Number</b> of energy performance ratings provided.		
<b>Number</b> of <b>individual customer buildings</b> for which one or more energy performance ratings were provided.		
Indicate <b>percent</b> of all customers' <b>existing buildings</b> assessed with an energy performance rating.		
<b>Number</b> of buildings that received the <b>ENERGY STAR</b> Label.		<b>N/A</b>
<b>Continuous Improvement of Building Energy Performance</b> <i>Most Recent 12 Months</i>	<b>EPA's Portfolio Manager</b>	<b>Other</b>
<b>Number</b> of customers' buildings with an energy performance rating that improved 10 points or more.		
<b>Percent</b> of all customers' buildings with an energy performance rating that improved by 10 points or more.		
<b>ENERGY STAR Leaders – Continuous Improvement of Portfolio-wide Energy Performance in Buildings</b> <i>Most Recent 12 Months</i>	<b>EPA's Portfolio Manager</b>	
<b>Number</b> of customers' <b>portfolios</b> with an energy performance rating that improved by 10 points or more.		
<b>Number</b> of customers' <b>portfolios</b> with an average energy performance rating of 75 or better.		

Organizations that serve only the Industrial market should develop a brief narrative discussing the energy performance improvements associated with their work with ENERGY STAR partners.

Applicants should include:

- Percent weighted average of total energy consumption reduced as a result of the services and products provided,
- Number of Teaming Profiles developed,
- Any other measure of energy performance improvement illustrating success from services and products provided.

## Section 1B – Energy Performance Targets & Metrics

[30 points]

(Architecture firms complete Section 1B)

Using the table below, please quantify the estimated energy performance results of your building design projects and operating buildings designed by your firm. Indicate if you used a metric other than the EPA energy performance rating system. The following building types are available in the EPA rating: Office, K-12 School, Medical Office Building, Hotel, Hospital, Residence Hall/Dormitory, Supermarket/Grocery, Warehouse, Retail, Wastewater Treatment Facilities, and Bank/Financial Institutions.

Energy Performance for Building Design <i>Most Recent 24 Months</i>	EPA's Target Finder	Other Rating
<b>1. Number of building designs completed.</b>		N/A
<b>2. Number of completed building designs eligible for an ENERGY STAR rating. (see building types above)</b>		N/A
<b>3. Number of building designs</b> assessed with an energy performance rating (i.e., Target Finder).		
<i>(estimate square footage of #3)</i>		
<b>4. Percent of building designs</b> assessed with an energy performance rating (use total from #2 above).		
<b>5. Number</b> of building designs that received “Designed to Earn the ENERGY STAR.” (include raw scores or weighted average)		N/A
<b>6. Estimated energy savings and greenhouse gas emissions prevented.</b>		
Energy Performance for Existing Buildings <i>(designed by your organization) Most Recent 12 Months</i>	EPA's Portfolio Manager	Other
<b>7. Number</b> of energy performance ratings provided (buildings benchmarked).		
<b>8. Number</b> of buildings that received the ENERGY STAR Label.		N/A
<b>9. Actual energy savings and greenhouse gas emissions prevented.</b>		

## Section 2 – Energy Efficiency Design & Performance Improvement [40 points]

- Describe how your organization integrated ENERGY STAR messages in business offerings to improve energy efficiency in building design and/or energy performance in existing buildings.
- Provide examples of energy efficient design projects and/or energy improvement measures that used ENERGY STAR tools, resources, and/or products.
- Describe practices, technologies, and integrated design strategies used to enhance energy performance and efficiency.
- Discuss potential/resulting energy savings, and environmental and financial benefits.

### **Section 3 – Organizational Commitment**

**[15 Points]**

Environmental leadership and establishing energy performance goals are key factors why organizations participate in ENERGY STAR.

- Describe how your mission aligns with ENERGY STAR goals and the value it brings to your organization.
- Describe ways that your organization has demonstrated its commitment to promoting and/or delivering enhanced energy efficiency and energy performance in building design and existing buildings/manufacturing plants.
- Describe steps taken to adopt best practices for energy management strategies. Explain how your organization provides “whole building” energy performance design targets and energy improvement measures in existing buildings and/or manufacturing plants.
- Explain how your organization used EPA tools and resources to promote whole building energy performance targets and/or deliver enhanced energy performance in existing buildings/manufacturing plants. Describe how these tools and resources have contributed to the success of your organization and indicate which tools and resources that were found to be useful by your customers.

### **Section 4 – Education and Outreach Activities**

**[15 Points]**

Provide specific examples and highlight instances where ENERGY STAR resources helped your organization make informed decisions about energy design and the value of energy performance and energy management in existing buildings. Use the topic headings below to organize your response.

- **Leadership Positions** – List positions held by your staff in related industry organizations; explain how these individuals have promoted energy and environmental performance goals.
- **Outreach Activities** –
  - Discuss how your organization provided outreach (*e.g., conferences, events, publications*) to staff, professional associations, and commercial, industrial or institutional markets to promote superior energy efficiency and performance in building design and operations.
  - List presentations/workshops that your staff has led to help the industry better understand performance benchmarks and/or whole-building energy targets.
  - Identify customers and other affiliates that have become an ENERGY STAR partner resulting from your influence.
  - Describe and quantify how your organization has integrated ENERGY STAR in its target market strategies.
- **Recognition & Achievements** – Recognition may include the following: participating in ENERGY STAR Leaders, building energy improved by 10% or better, and ENERGY STAR for buildings and/or designs and preparing success stories/case studies.
  - List energy and environmental awards that your organization has earned for its building design or existing buildings.
  - Describe efforts your organization has taken to help building/manufacturing plant owners and managers gain recognition for enhanced energy performance in existing buildings and/or energy efficiency building designs.
- **Marketing Collateral** – Include copies of marketing materials and company Web site pages that include using the ENERGY STAR logo and/or reference to the program. Explain how marketing materials were used and estimate size of the market reached. *Note: Examples of materials and collateral will **not** count towards the 10 page limit.*