

# 2003 ENERGY STAR® AWARDS



Hosted by  
U.S. Environmental Protection Agency  
U.S. Department of Energy





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## 2003 ENERGY STAR® Awards Ceremony

*Hosted by the U.S. Environmental Protection Agency and the U.S. Department of Energy*

5:00 p.m.

### **Reception**

*Co-hosted by Panasonic and Raytheon Company*

6:30 p.m.

### **Banquet**

Welcome and Opening Remarks

#### **Keynote Address**

**Christie Whitman**, *Administrator*

U.S. Environmental Protection Agency

#### **Dinner**

#### **Partner Addresses**

**Charles S. Brown, Jr.**, *Director, Global Manufacturing and Logistics and Senior Vice President*, Eastman Kodak Company  
2003 Corporate Commitment Award Winner

**Dale C. Pond**, *Senior Executive Vice President, Merchandising/Marketing*, Lowe's Companies, Inc.  
2003 Partner of the Year—Retail Partner

#### **Awards Presentation**

**Kathleen Hogan**, *Director*

*Climate Protection Partnerships Division*

U.S. Environmental Protection Agency

**Douglas L. Faulkner**, *Principal Deputy Assistant Secretary*  
*Energy Efficiency and Renewable Energy*

U.S. Department of Energy

#### **Excellence in Efficient Products**

#### **Excellence in Energy Management**

#### **Excellence in Efficient Homes**

#### **Excellence in Energy Efficiency and Environmental Education**

9:45 p.m.

### **Conclusion of Evening**



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## Speakers

### **Christie Whitman**

*Administrator*

U.S. Environmental Protection Agency

Christie Whitman was sworn in as EPA Administrator on January 31, 2001. Prior to that, Whitman served as the 50th Governor of New Jersey.

In testimony before the U.S. Senate on January 17, 2001, Whitman said she believed environmental and economic goals go hand in hand and that she would continue her record of working to forge strong partnerships among citizens, government, and business to produce measurable environmental results of cleaner air, water, and land.

As Governor of New Jersey, Whitman developed a strong environmental record, providing cleaner air, water, and land than when she was first elected in November 1993. Under her environmental leadership, New Jersey's air became significantly cleaner. The number of days New Jersey violated the federal one-hour air quality standard for ground level ozone dropped from 45 in 1988 to four in 2000. The state is on target to reduce greenhouse gas emissions below 1990 levels.

New Jersey's waterways, coasts, and ocean waters also became significantly cleaner. Beach closings reached a record low and the state earned recognition by the Natural Resources Defense Council for instituting the most comprehensive beach monitoring system in the nation. The Governor won voter approval for a plan to break a longstanding impasse over dredging the state's ports that is both environmentally acceptable and economical. She established a new watershed management program. New Jersey now leads the nation in opening shellfish beds for harvesting.



As a preservationist, Governor Whitman won voter approval for the state's first stable funding source to preserve one million more acres of open space and farmland in ten years. By 2010, New Jersey will have permanently preserved 40 percent of its local landmass, with more than half preserved during her tenure. She is an advocate for "smart growth" and in New Jersey she encouraged new growth in cities and other areas where roads, sewers, and schools are already in place. She encouraged redevelopment of cities through programs to streamline cleanups of abandoned industrial "brownfield" sites.

Whitman was New Jersey's first female governor. She appointed New Jersey's first African American State Supreme Court Justice, its first female State Supreme Court Chief Justice, and its first female Attorney General.

Prior to becoming governor, Whitman headed the New Jersey Board of Public Utilities and the Somerset County Board of Freeholders. She grew up in Hunterdon County, New Jersey and earned a bachelor's degree in government from Wheaton College in Massachusetts in 1968. She is married to John R. Whitman and has two children.

**Charles S. Brown, Jr.**

*Director, Global Manufacturing and Logistics and Senior Vice President*  
Eastman Kodak Company

Charles Brown began his Kodak career as a process engineer in the Synthetic Chemicals Division in 1973. He moved into production management in 1984, and then held a series of increasingly responsible manufacturing management positions. In 1993, he was named the general manager of Sensitized Goods Platform Center, responsible for the development of new products and technologies.

In 1995, he was named Chief Operating Officer, Consumer Imaging and Vice President, Eastman Kodak Company. He was responsible for the film, paper and camera businesses. In 1997, Brown was named the Assistant Director, Imaging Materials Manufacturing.

In 1999, Brown was named to his current position, Director, Global Manufacturing and Logistics. In this position, he provides leadership for Kodak's global operations for film, photographic paper, chemical products and equipment. In 2000, the Kodak Board of Directors elected Brown a Senior Vice President. Brown has been responsible for implementation of the Kodak Operating System, a strategy that has enabled Kodak to significantly improve service and responsiveness to customers, while eliminating operational waste.

Brown also has been a champion of diversity and the creation of an inclusive culture that engages and fully utilizes the talents of all employees. The culture change initiatives implemented by Brown have contributed to numerous awards and recognition for Kodak as a champion of diversity and social responsibility.

A native of Waukegan, Illinois, Brown received BS and MS degrees in chemical engineering from Cornell University before joining Kodak. He earned an MBA from Rochester Institute of Technology in 1979 and an MS in management as a Fellow at Massachusetts Institute of Technology, Sloan School of Management, in 1992. He is a member of the Engineering College Advisory Council and University Council at Cornell University. He is also a member of the Board of Trustees, Nazareth College, and a member of the Board of Directors, National Association of Manufacturers.



## **Dale C. Pond**

*Senior Executive Vice President, Merchandising/Marketing*

Lowe's Companies, Inc.

Dale Pond is the Senior Executive Vice President, Merchandising/Marketing, for Lowe's Companies, Inc., the 13th largest U.S. retailer and second in the growing home improvement industry segment. In this position, he has responsibility for integrating all merchandising and marketing activities, including international sourcing. Pond was promoted to his current position in October 1998. Prior to that he was Senior Vice President, Marketing.

Before joining Lowe's, Pond held a series of senior management positions at leading retailers and home improvement companies including Montgomery Ward & Company; Payless Cashways, Inc.; and Home Quarters Warehouse, Inc. (HQ), a division of the Hechinger Company; as well as Bernstein/Rein Advertising, Inc.

While at Bernstein/Rein, Pond was responsible for the development and supervision of the agency's eleven service offices, principally managing the McDonald's regional advertising account in 13 states. During that time, he created and developed the McDonald's Happy Meal concept, created an international training program, served on McDonald's National Agency Planning Committee; and successfully launched numerous regional sales promotional concepts, which eventually were adopted at the national level.

Throughout his career, Pond has focused on understanding customers, and meeting—and exceeding—their expectations.

Pond served in the United States Marine Corps, earned his BBA from Washburn University, and attended Stanford University's Graduate School of Business Executive Program.





## **Kathleen Hogan**

*Director, Climate Protection Partnerships Division*

U.S. Environmental Protection Agency

As the Director of the Climate Protection Partnerships Division, Kathleen Hogan manages most of the Agency's industry partnership programs including the ENERGY STAR Program. These programs are designed to reduce greenhouse gas emissions while saving businesses and consumers money. They also make it easy for businesses and consumers to make sound investments in energy-efficient equipment. Hogan has overseen a number of innovations in these programs, such as the Agency's transition from Green Lights to the whole building approach of ENERGY STAR Buildings, the development of a new commercial building benchmarking and labeling system, and the development of a broad consumer awareness campaign for the ENERGY STAR product label.

Hogan also manages a number of government partnership programs operating across a wide spectrum of industry that are designed to reduce emissions of the more potent greenhouse gases. She has designed, negotiated, and managed partnership programs with the U.S. natural gas industry to cost-effectively reduce methane emissions, the U.S. primary aluminum industry to cost-effectively reduce emissions of perfluorocarbons, as well as a joint effort with the Russian natural gas industry.

Hogan has been with the EPA for 14 years. Prior to EPA, she worked in consulting and for a water resources planning commission for the Potomac River. She received her Doctorate in Systems Analysis and Environmental Engineering from Johns Hopkins University and a Bachelor of Science in Chemistry from Bucknell University.

**Douglas L. Faulkner***Principal Deputy Assistant Secretary**Energy Efficiency and Renewable Energy*

U.S. Department of Energy

President George W. Bush on June 29, 2001, appointed Douglas Faulkner as Principal Deputy Assistant Secretary in the Office of Energy Efficiency and Renewable Energy, a \$1.3 billion R&D organization. From the beginning of the Bush Administration until then, Faulkner assisted Secretary of Energy Spencer Abraham as his Senior Policy Advisor for energy efficiency, renewable energy and energy emergency issues.

Faulkner served in the mid-1970's on the staff of the late Congressman Edward Madigan (IL). Faulkner's federal career began in 1979 as a China analyst at the Central Intelligence Agency and included an assignment as a Special Assistant to the Secretary of Energy, Admiral Watkins, from 1989–1992. Since the early 1990's, he has focused on building a new biobased economy—using crops, trees, and residues instead of imported oil to make transportation fuels, electricity, and a range of consumer goods, like plastics, paints and adhesives.

Born and raised in central Illinois, Faulkner received a Bachelor's degree from the University of Illinois and a Master's degree from the Johns Hopkins University, School of Advanced International Studies; he also studied for a year at the University of Singapore as a Rotary Scholar. Faulkner played intercollegiate basketball at home and abroad.



## Corporate Commitment Award

### **Eastman Kodak Company**

*Rochester, New York*

Eastman Kodak Company, a leader in the creation and use of images in the photography, health and commercial markets, is also a leader in practicing and promoting energy efficiency. Its corporate commitment to continually improve energy performance spans both operations and product lines. Eastman Kodak's world class energy team has top-level company commitment as demonstrated through its robust energy policy and aggressive energy and carbon dioxide reduction goals, which are tracked monthly. The energy team, working together with the basic manufacturing operations, implements a strategic energy management plan that has already saved more than \$8.5 million in operating costs and enough energy to operate all of its plants worldwide for a full month, reducing carbon dioxide emissions equivalent to planting 216,000 acres of trees. Eastman Kodak also produces and sells more than 20 ENERGY STAR qualifying product lines including copiers, printers, and scanners.





## **ENERGY STAR® Partner of the Year— Retail Partner**

### **Lowe's Home Improvement Warehouse**

*Wilkesboro, North Carolina*



**Improving Home Improvement**

This year, the seven million customers a week that shop at Lowe's 800 home improvement stores in 43 states are more likely than ever to save money and help protect the environment by taking home an ENERGY STAR qualifying product. Lowe's continues to teach consumers about ENERGY STAR through in-store promotions, the Lowe's *ENERGY STAR Solutions Guide*, informed sales staff, and specialized educational clinics about ENERGY STAR. In 2002, ENERGY STAR qualified products offered by Lowe's increased 30 percent over the prior year, resulting in a 39 percent increase in sales of qualifying products. Sales staff are better prepared to close the sale for energy efficiency—100 percent of employees have been educated about ENERGY STAR. The company has integrated ENERGY STAR education into every sales associate training venue, including collateral, intranet, broadcast (Business Television), and corporate wide communiqués (Lowe Down). Customer interest in ENERGY STAR is generated by a dedicated ENERGY STAR on-line shopping center; incorporating messages on the economic and environmental benefits of ENERGY STAR qualifying products in all consumer advertising (including weekly TV ads airing on HGTV, generating 143 million impressions for ENERGY STAR in 2002); and specialized public relations activities, such as the laundry room make over, featuring an ENERGY STAR qualifying clothes washer, on Ron Hazelton's, *House Call* (ABC).

What does Lowe's plan to do to top all that? Lowe's has announced a corporate commitment to increase sales of ENERGY STAR qualifying products by another 20 percent in 2003, is pursuing benchmarking and improving the efficiency of its own facilities with ENERGY STAR tools, and has become the first home improvement retailer to join EPA's Green Power Partnership.



## **ENERGY STAR® Partner of the Year— Product Manufacturers**

### **Panasonic**

*Secaucus, New Jersey*

# **Panasonic**

Panasonic's enduring commitment to energy efficiency with ENERGY STAR has again earned Panasonic the Partner of the Year Award. Panasonic and its affiliated Quasar and Technics brands, continue to outpace the competition by offering 434 ENERGY STAR qualifying models in 15 product categories. In fact, during 2002, Panasonic introduced 169 new models—all ENERGY STAR qualified and bearing the ENERGY STAR label. No other manufacturer offers as diverse a line of ENERGY STAR qualifying products. Panasonic's ENERGY STAR qualifying products include consumer electronics, office equipment, home appliances, lighting, and heating and cooling products. For the third year in a row, all Panasonic brand TV's, VCR's and TV combination units earned the ENERGY STAR label.

Panasonic's commitment to ENERGY STAR extends to sales and marketing, consumer education, specification development, product labeling, internal training and public outreach. In 2002, Panasonic created two ads: "Energy Savers" and "Making it a better world to play in" featuring the benefits of their ENERGY STAR products. Panasonic educates its employees about ENERGY STAR through internal training programs using innovative techniques such as the "Be an ENERGY STAR Expert" contest and integrated sales force training. To highlight its participation in the 2002 ENERGY STAR Consumer Electronics Holiday Campaign, Panasonic placed "Thanks for buying ENERGY STAR" inserts in the boxes of the 1.2 million qualifying Panasonic products sold during the 2002 holiday season.

**Maytag Corporation***Newton, Iowa*

Maytag Corporation, the first appliance manufacturer to label qualifying appliances at the factory, is now a six-time ENERGY STAR award winner. In 2002, Maytag introduced new ENERGY STAR qualifying models in all of its appliance categories including a complete line of new ENERGY STAR qualifying dishwashers that consume 35 percent less energy than conventional models. In all, Maytag offers 132 residential models that have earned the ENERGY STAR in three product categories—9 clothes washers, 18 dishwashers, and 105 refrigerators. ENERGY STAR qualified residential models represent over 28 percent of the units Maytag sold in 2002, a 33 percent increase over 2001. Dishwasher sales alone rose 63 percent and refrigerator sales rose 53 percent. Maytag continues to work closely with EPA and DOE to offer appealing ENERGY STAR promotions and educational opportunities for consumers. In 2002, Maytag's efforts included conducting a major press event and recognition luncheon for the residents of Bern, Kansas, who participated in a landmark DOE study on energy and water savings from ENERGY STAR qualified clothes washers. Maytag also partnered with the University of Delaware to educate its students about energy and water savings from ENERGY STAR qualified commercial clothes washers installed on campus.

**Canon U.S.A., Inc.***Lake Success, New York***Canon**

In 2002, Canon once again distinguishes itself as an outstanding ENERGY STAR partner through its continued commitment to ENERGY STAR and energy efficiency. Canon holds the record for producing the most (cumulative) ENERGY STAR qualified imaging products—279. On top of that, Canon created and placed a \$2 million advertising campaign featuring the benefits of its ENERGY STAR qualifying products in six major newspapers and journals for 15 weeks generating 11 million impressions. Canon continues to heavily market its “Copier of the Future Series,” which surpasses the energy efficiency performance level for ENERGY STAR. Canon also produces extensive internal and external communications materials and training programs. Canon’s Mobile Marketing Vehicle, a 53-foot tractor trailer that travels the country showcasing its ENERGY STAR qualifying line, as well as other Canon products, is just one example.

**JELD-WEN, inc.***Klamath Falls, Oregon***JELD-WEN**<sup>®</sup>  
WINDOWS & DOORS

JELD-WEN, winner of the 2003 ENERGY STAR Manufacturer Partner of the Year award for windows, is one of the world’s largest window and door manufacturers and an aggressive promoter of ENERGY STAR. Eighty percent of JELD-WEN’s product lines qualify for and carry the ENERGY STAR label. JELD-WEN’s diverse mix of promotional activities has raised awareness among home improvement retailers and major distributors nationwide. In 2002, these activities included running advertisements, training sales staff on the benefits of ENERGY STAR, and helping customers use ENERGY STAR to meet state code regulations. In 2002, JELD-WEN provided exemplary leadership in discussions about revising ENERGY STAR performance criteria for windows and doors. JELD-WEN acted swiftly to inform consumers about the new performance criteria by introducing a new label to reflect different climate region standards for windows and glass doors.



**Lennox Industries Inc.**

*Richardson, Texas*

A leading manufacturer of commercial and residential heating and cooling systems, Lennox has made a corporate commitment to deliver high quality, energy-efficient heating and cooling to customers throughout the United States. By consistently incorporating the ENERGY STAR logo into its advertising, as well as using ENERGY STAR messages, Lennox has helped make consumers aware of the environmental and economic benefits of high efficiency heating and cooling systems. Lennox also contributed to the success of the 2002 ENERGY STAR Cool Change campaign with its enthusiastic participation. Through its actions and leadership in promoting highly efficient heating and cooling systems, Lennox has proven itself an industry champion.



**SYLVANIA**

*Danvers, Massachusetts*

SYLVANIA is one of the world's leading lighting manufacturers. Today, 50 percent of SYLVANIA's product line is ENERGY STAR qualified, an increase from 35 percent in 2001. In 2002, SYLVANIA's sales of ENERGY STAR qualified products also increased by more than 85 percent compared to 2001. SYLVANIA currently has 9 compact fluorescent products available in 27 different packaging configurations, all prominently displaying the ENERGY STAR label. SYLVANIA plans to introduce four new specialty ENERGY STAR qualifying models in March 2003 and increase the percentage of SYLVANIA products that carry the ENERGY STAR label to 65 percent. The company's extensive promotional efforts in 2002 included a major newspaper advertising campaign, point-of-purchase materials, retailer circulars, and inserts in utility bill mailings. Last year, SYLVANIA won an ENERGY STAR award for its work on the Change a Light campaign.





## National Product Promotion Award



### **Midwest Energy Efficiency Alliance (MEEA) & Wisconsin Energy Conservation Corporation (WECC)**

*Chicago, Illinois/Madison, Wisconsin*

During the 2002 ENERGY STAR Change a Light Campaign, 600,000 ENERGY STAR qualifying CFLs were sold in the Midwest as a result of collaboration between these organizations. The Midwest Energy Efficiency Alliance, a regional network of organizations committed to energy efficiency, and the Wisconsin Energy Conservation Corporation, an energy efficiency services company, together created a uniform campaign, supported by eleven ENERGY STAR partners and covering six states. By enlisting support from retailers and manufacturers, MEEA and WECC promoted ENERGY STAR qualified light bulbs and fixtures through sales training, in-store promotions, and special events. They executed a variety of advertising strategies including cooperative advertising, in-store circulars, direct mail, and radio and television ads that encouraged consumers to change their world by making their next light an ENERGY STAR. Their combined efforts reached an estimated 7.2 million people. The Midwest commonly faces the challenge of low electricity rates and consumer lack of awareness on energy issues. Considering these obstacles, MEEA and WECC, working as a Change a Light team, generated significant results in terms of sales, awareness building, and environmental impact.





Westinghouse

## **Westinghouse Lighting Corporation**

*Philadelphia, Pennsylvania*

For the second year running, Westinghouse enthusiastically and successfully participated in the ENERGY STAR Change a Light campaign. By incorporating it into a year-round marketing and sales training strategy, Westinghouse has carried the ENERGY STAR Change a Light, Change the World message to trade shows and to tens of thousands of hardware stores and lighting showrooms. In 2002, Westinghouse matched strategies with MEEA and WECC, supporting their Change a Light initiative with the development of in-store materials, attendance at special events, and provision of promotional dollars. This team strategy was responsible for much of the tremendous success in the Midwest. Westinghouse also worked with utilities and retailers in the Northeast to help strengthen their ENERGY STAR Change a Light campaigns. Westinghouse continues to spread the word about the value of ENERGY STAR to new markets and audiences, demonstrating that simple actions like changing a light can change the world if many do their part.



## **ENERGY STAR® Award for Leadership in Energy Management**

### **Dutchess Community College**

*Poughkeepsie, New York*

**DUTCHESS**  
COMMUNITY COLLEGE

Dutchess Community College maintains a leadership position among the State University of New York (SUNY) 30-campus, community college system. Its aggressive energy efficiency goals, a 35 percent reduction by 2010, revolve around the College's five-year Strategic Master Plan and the state's energy master plan. Demonstrating strong organization-wide commitment, Dutchess has assembled an impressive team that distributes energy management responsibilities across all major College departments, from the President's office where goals are set, to the Dean of Administration, Director of Purchasing, Facilities, Community Relations, Student Affairs and Academic departments.

Central to its success is a strategy of partnering with energy efficiency companies and organizations to achieve its goals. Taking part in ENERGY STAR, NYSERDA's energy grant program, and a performance contract with Johnson Controls, Inc. has led Dutchess to reduce overall energy use 13 percent, equivalent to the salary of an additional professor per year. The President and Executive staff have made significant efforts to communicate the value of their energy efficiency efforts to the campus staff and students, the local community, and the statewide and national education community through its newsletter, web site, Earth Day event, brochures, training program, seminars, and other communication vehicles.



## **Food Lion, LLC**

*Salisbury, North Carolina*

Food Lion, LLC, a subsidiary of Brussels-based Delhaize Group, operates more than 1,200 supermarkets in 11 Southeastern and Mid-Atlantic states. A second time ENERGY STAR award winner, Food Lion has further demonstrated the value of superior energy performance to its bottom line. By fully integrating energy management throughout its business practices, Food Lion tripled its energy savings in just one year. In 2002, Food Lion achieved energy savings of 5 percent, and annualized cost savings of nearly \$15 million, despite increasing its net square footage by two percent. The company tracks 10 cents of its earnings per share to its energy accomplishments. In addition to various technology and system upgrades, Food Lion has implemented several highly successful initiatives including establishing a corporate energy awareness program designed to capitalize on the contributions of Food Lion's 86,000 employees; increasing funds dedicated to energy performance improvement projects; and implementing an Energy Bonus Program to reward employees who oversee its most energy-efficient stores. Food Lion's 2002 reductions in energy consumption are the equivalent of increasing sales by \$465 million, or the same as eliminating the energy use of 55 stores. Pollution prevention resulting from Food Lion's 2002 energy reduction efforts is the equivalent of removing 27,000 cars from the road or planting 37,000 acres of trees.



## **Hines**

*Houston, Texas*

# Hines

Hines, one of the largest privately held real estate development, investment, and management companies in the world, has a reputation for developing and maintaining buildings with superior amenities, services, and quality. Among these attributes, is the Hines reputation for exceptional engineering and energy performance. Hines has benchmarked its entire eligible real estate portfolio, representing over 62 million square feet. Hines holds the largest square footage of ENERGY STAR qualified properties in the nation. Through dedication and continuous improvement, Hines has achieved an average portfolio-wide score of 70 out of 100. In 2002, Hines continued to evolve and deepen its partnership with ENERGY STAR by giving industry presentations, hosting events, publishing articles and press releases, and promoting the value of ENERGY STAR to commercial real estate companies. Another way Hines promotes and demonstrates its outstanding partnership is by proactively communicating to tenants and joint venture partners that cost effective and efficient use of energy is not only good for the environment, but also good for the bottom line.



## **Poudre School District**

*Fort Collins, Colorado*

Since the Poudre School District Board of Education adopted an Energy Conservation Policy in 1996, the school district has developed short and long term strategies to increase energy awareness and efficiency in facility management and curriculum development. The District tracks all of its utility expenditures and notes changes on a monthly basis. In 2002, 10 additional schools surpassed ENERGY STAR performance levels, doubling the total number of ENERGY STAR qualifying schools, which now comprise more than 40 percent of the District's school portfolio. To demonstrate its commitment to continuous improvement, Poudre has documented an average increase across its 47 benchmarked schools from a score of 61 to 66 in the past year, equivalent to a 7 percent energy reduction district wide. Facility representatives present the ENERGY STAR label directly to the custodial staff and Principal, and often the Principal holds an assembly to announce the school's achievement. As an incentive to school staff to do their part to reduce energy by 10 percent, the District provides energy rebates that channel savings back to the school for education.



## **Raytheon Company**

*Lexington, Massachusetts*

# **Raytheon**

Raytheon Company, one of the world's largest defense and aerospace systems suppliers, is committed to strategic management of energy throughout its operations. Raytheon's corporate culture encourages a commitment to continuous improvement. To set the tone for achievement, the company has instituted several key management steps. These include the commitment of top executives to energy efficiency, a corporate energy policy that affects all operations, use of its partnership with ENERGY STAR to promote the energy program, an extensive tracking system that incorporates all facilities in the company, and benchmarking of these sites over time and against one another. Raytheon has successfully applied the Six Sigma approach to its management of energy. Under its comprehensive energy program, Raytheon Energy Action Program (REAP), the company has saved over \$6.8 million and 26 million kWh in the past year alone. These savings are equivalent to powering a community of 2,600 U.S. homes or removing 3,300 cars from the road each year.



## **Starwood Hotels & Resorts Worldwide, Inc.**

*White Plains, New York*

Starwood Hotels & Resorts Worldwide, Inc. is one of the leading hotel companies in the United States, owning, operating, and franchising over 700 hotels in 80 countries. Its brands include Four Points, Sheraton, St. Regis, The Luxury Collection, Westin, and W Hotels. A team of engineers and accountants is dedicated exclusively to improving energy performance throughout Starwood properties. Starwood's "Energy Management is Good Business" strategy is centered around its commitment to making energy management everyone's responsibility. This commitment includes benchmarking and identifying best practices across its portfolio, providing financial incentives for accomplishments, and improving management practices as well as exploring new technologies. Working in conjunction with its energy service provider, Starwood benchmarked all of its owned and managed hotels. Now, Starwood plans on applying for labels for leading hotels to demonstrate its environmental commitment to guests and the public. At the Energy Efficiency Forum in June of 2002, Starwood's Sheraton Boston Hotel was recognized by EPA Administrator Christine Todd Whitman as one of the first hotels to achieve the ENERGY STAR label. Starwood invested approximately \$4.6 million in energy projects in 2002 and saved \$1.3 million, the equivalent to renting 9,800 additional rooms and saving over 18 million pounds of carbon dioxide.





## **USAA Real Estate Company**

*San Antonio, Texas*

USAA Real Estate Company is the investor, owner, and manager of real estate for its parent organization, USAA, a worldwide insurance and diversified financial services association. USAA Real Estate Company maximizes the value of its investment portfolio through hands-on, intensive, creative, and service-oriented property management. USAA joined ENERGY STAR in 2001, benchmarked 100 percent of its eligible portfolio by early 2002, and qualified for the ENERGY STAR label for almost half of those properties. In practicing its organization-wide commitment to improved energy performance, USAA worked with ENERGY STAR to create an in-house training program for building managers, customized an energy strategy to guide their efforts, and introduced ENERGY STAR benchmarking requirements to their national operating engineering service providers. The strategy included cost and use monitoring, energy efficiency retrofits, physical audits of properties, and a national approach to energy procurement. USAA also introduced an aggressive campaign to communicate the value and benefit for tenants due to the company's energy efficiency efforts. USAA improved the energy performance of their portfolio by 5 percent in the past year and is successfully translating energy performance improvements directly to the bottom line. One example is a property in California that sold for an additional \$1.5 million. USAA attributes the increased sale price to energy saving retrofits and procured power that translate into reduced operating costs and higher net operating income.



**USAA Real Estate Company**  
*Investor · Developer · Manager*



## **ENERGY STAR® Award for Excellence in Business and Institutional Outreach**



American Society for Healthcare Engineering  
of the American Hospital Association

### **American Society for Healthcare Engineering of the American Hospital Association (ASHE)**

*Chicago, Illinois*

The American Society for Healthcare Engineering believes improving energy efficiency in hospitals is an important part of promoting continuous improvement in the healthcare engineering profession. After all, the healthcare industry has the second highest energy intensity among all commercial building types, spending more than \$6 billion annually in energy costs. With improvement of healthcare energy performance a top priority in 2002, ASHE actively encouraged its 6000 members to join ENERGY STAR and to use the program's tools to track and manage energy, incorporate energy efficiency into new building design and construction, and apply for the ENERGY STAR label when eligible. Demonstrating exceptional collaboration with EPA, ASHE invited ENERGY STAR representatives to write a regular guest column in their new bi-monthly member magazine with a readership of 12,000. ASHE ran two full-page color public service announcements in the magazine, and regularly promoted ENERGY STAR initiatives to its membership through its weekly electronic newsletter. ASHE also invited an ENERGY STAR representative to speak at its national conferences and state chapter meetings, enabling 150 of its members to be trained on EPA's national energy performance rating system. ASHE used the ENERGY STAR rating system for its Healthcare Energy Project, a two-year study to identify and disseminate best practices of superior energy performing hospitals.



## **ENERGY STAR® Award for Excellence in Energy Services**

### **Servidyne Systems, LLC**

*Atlanta, Georgia*



Servidyne Systems, LLC, rounded out another stellar year with ENERGY STAR. An Atlanta-based energy solutions company specializing in energy benchmarking, facility maintenance management and monitoring, indoor air quality, building recommissioning, and related engineering services to improve building performance, Servidyne demonstrated its continued commitment to ENERGY STAR in 2002. A leader in providing benchmarking services, Servidyne staff benchmarked over 150 buildings in 2002, sponsored successful label applications for 44 buildings, and is in the process of certifying 36 more buildings in early 2003. Servidyne also embraced ENERGY STAR as an integral part of its business strategy, leveraging the label, tools and resources in its marketing materials, in its proprietary software, and in its education efforts.

Servidyne has integrated ENERGY STAR benchmarking scores within customer reports generated by its EnergyCheck software. Not only does this provide Servidyne's clients with valuable information about building energy consumption, but it also enables its clients to gauge their relative industry energy performance. Servidyne's education efforts were also strong during 2002. Senior staff conducted presentations about ENERGY STAR at major domestic and international conferences including the Third Serial International Symposium of 21st Century Shanghai Development in China—a testament to upper management's commitment to the benefits of the program. Finally, Servidyne volunteered to help EPA advance the ENERGY STAR program by participating in the Class of 2001 Label for Buildings Study, which is designed to evaluate best practices in labeled facilities.



## **Special Recognition— ENERGY STAR® Million Monitor Drive**

### **America Online, Inc.**

*Dulles, Virginia*

### **Cisco Systems**

*San Jose, California*

### **Citigroup**

*New York, New York*

### **Computer Associates**

*Islandia, New York*

### **Computer Sciences Corporation**

*El Segundo, California*

### **County of Loudoun (VA)**

*Leesburg, Virginia*

### **Harvard University— FAS Computer Energy Reduction Program**

*Cambridge, Massachusetts*

### **John F. Kennedy School of Government**

*Cambridge, Massachusetts*

### **Pitney Bowes, Inc.**

*Stamford, Connecticut*

### **Watt Watchers of Texas**

*El Paso, Texas*

In 2002, ten distinguished organizations led the charge in helping the ENERGY STAR Million Monitor Drive achieve its goal of activating the power management features of 1 million computer monitors nationwide. Collectively, these organizations activated the low power “sleep” features of their own computer monitors to deliver 37 million kWh per year in direct energy savings; many went well beyond committing to organization-wide power management to promote power management to customers, constituents, and colleagues through conference presentations, interactive web pages, and clever promotional campaigns. Some companies even built power management activation into the high-tech services they provide their clients. In addition to saving \$3 million in energy costs, these efforts will prevent 30,000 tons of carbon dioxide emissions annually—equivalent to that of 5,000 cars.



## **ENERGY STAR® Award for Affordable Housing**

### **U.S. Department of Housing and Urban Development (HUD)**

*Washington, District of Columbia*



Each year, the U.S. Department of Housing and Urban Development assists more than five million renters and homeowners—approximately 5 percent of all housing in the nation—through its various programs. The Department spends some \$4 billion each year on energy, primarily through utility allowances to renters, housing assistance payments to private building owners, and operating grants to public housing authorities. In July 2001, Deputy Secretary Jackson established a department-wide task force to identify measures that HUD could undertake to reduce these public expenditures and energy consumption within this housing sector. The task force identified use of ENERGY STAR including new homes, home retrofit, and ENERGY STAR qualified products as a key step in addressing these issues. Then, in September 2002, HUD Secretary Martinez, EPA Administrator Whitman, and DOE Assistant Secretary Garman signed a joint memorandum committing HUD to work with DOE and EPA to promote ENERGY STAR throughout its housing programs. Today, HUD, with assistance from EPA and DOE, is working toward the goals of promoting the purchase of ENERGY STAR qualified products and appliances to its block grant program recipients and housing authorities, constructing ENERGY STAR qualified homes in its HOPE VI Program, and promoting ENERGY STAR home improvement web tools and recommendations in its retrofit housing programs. For these reasons, HUD is this year's recipient for ENERGY STAR's Excellence in Affordable Housing.



## **ENERGY STAR® Partner of the Year— New Homes**

[www.ASTORIAHOMES.com](http://www.ASTORIAHOMES.com)

**Built for Life.™**

### **Astoria Homes**

*Las Vegas, Nevada*

Astoria Homes has shown impressive dedication to ENERGY STAR, effectively communicating the benefits of efficient homes to consumers in the Las Vegas market. Astoria Homes has accomplished this through educational forums with homeowners and prospects and incorporating ENERGY STAR messages in its advertising, sales models, and community brochures and newsletters. Astoria Homes was one of the first builders in the country to commit to building 100 percent of its homes to ENERGY STAR performance guidelines. Last year, over 500 Astoria Homes earned the ENERGY STAR label.



## **Clayton Homes, Inc.**

*Maryville, Tennessee*



Clayton Homes is the nation's first manufactured housing builder to certify all of its plants to be capable of producing ENERGY STAR qualified homes. By certifying all 20 of its plants, Clayton Homes can now manufacture more than 20,000 ENERGY STAR ready homes per year, available across 33 states. Clayton Homes has also developed innovative point-of-sale educational materials, signage, and technology displays to communicate the value of ENERGY STAR to consumers.

## **Pardee Homes**

*Los Angeles, California*



Pardee Homes is the first large corporate builder in the nation to commit to building 100 percent of its homes across all divisions to meet the ENERGY STAR performance guideline. Last year, more than 2,000 Pardee Homes earned the ENERGY STAR label. ENERGY STAR underscores the company's value message to consumers and anchors its lifestyle marketing approach. Pardee has measured the impact of its partnership with ENERGY STAR, charting a significant increase in customer satisfaction since fully implementing its commitment to build ENERGY STAR qualified homes.



## California ENERGY STAR® New Homes Program

**Pacific Gas and Electric Company**  
*San Francisco, California*



**Southern California Edison**  
*Rosemead, California*

**Southern California Gas Company**  
*Los Angeles, California*



**San Diego Gas and Electric**  
*San Diego, California*



California's four Investor-Owned Utility Companies, Pacific Gas and Electric Company, Southern California Edison, Southern California Gas Company, and San Diego Gas and Electric, have joined together to deliver a consistent ENERGY STAR New Homes program across their service areas. As a result of their efforts in the last nine months, more than 19,000 homes have been committed for labeling in 2003, representing 20 percent of all new home starts in the state. The utilities collaborated on an extensive advertising and marketing campaign to recruit builders into the California ENERGY STAR New Homes program and to educate consumers about the benefits of ENERGY STAR qualified homes.







## **CenterPoint Energy**

*Houston, Texas*



CenterPoint Energy's outstanding efforts in Houston, TX have resulted in 8,800 homes earning the ENERGY STAR label in 2002, representing nearly 30 percent of all new home starts in the market. These homes were constructed by 20 different ENERGY STAR builder partners participating in CenterPoint's program. CenterPoint's \$1 million advertising partnership employed innovative marketing approaches to greatly increase consumer recognition of the ENERGY STAR label in the Houston market. CenterPoint Energy, formerly Reliant Energy HL&P, is now a two-time winner of an ENERGY STAR Award in the new homes area, having received an award in 2001 as well.

## **Oncor Electric Delivery Company**

*Dallas, Texas*



Oncor Electric Delivery Company's extensive marketing, training, and incentive programs have resulted in 6,300 homes in the Dallas/Fort Worth area earning the ENERGY STAR label in 2002, representing 14 percent of all new home starts in that market. These homes were constructed by 35 different ENERGY STAR builder partners participating in the utility's program. Oncor has been highly instrumental in developing a robust infrastructure of independent verification organizations in the market by sponsoring a series of home energy rater training sessions. Oncor has also leveraged more than \$550,000 to fund a comprehensive advertising partnership that encompassed a variety of media outlets.



## **Energy Sense**

*Houston, Texas*

Energy Sense is a home energy inspection company providing verification and marketing services to ENERGY STAR builder partners in several Texas cities, including the highly successful Houston market. In 2002, Energy Sense saw tremendous growth; qualifying 4,000 homes for the ENERGY STAR label, up from only 300 homes in 2001. Energy Sense works closely with its builders to ensure that they realize the full benefit of their partnership with ENERGY STAR; providing marketing training for builder sales staff and technical training for builder construction personnel and subcontractors. Energy Sense also offers a variety of ENERGY STAR promotional and point-of-sale tools to its builder partners.



## **Guaranteed Watt Saver Systems – West, Inc.**

*Oklahoma City, Oklahoma*

Guaranteed Watt Savers Systems – West provided the diagnostic, verification, and training services that helped nearly 7,500 homes earn the ENERGY STAR label in 2002. Guaranteed Watt Savers supports the highly successful utility programs in the Houston and Dallas markets, and also works with builders in Oklahoma City. Guaranteed Watt Savers has also pioneered an initiative to offer a variety of ENERGY STAR promotional and point-of-sale tools to builder partners across the country. Guaranteed Watt Savers is now a two-time recipient of an ENERGY STAR award in the new homes area, having won this award in 2001 as well.



## **ENERGY STAR® Award for Excellence in Home Improvement**

### **New York State Energy Research and Development Authority (NYSERDA)**

*Albany, New York*

The New York State Energy Research and Development Authority continues to lead the country in improving the energy efficiency of existing homes. Their innovative implementation of Home Performance with ENERGY STAR is working to develop and support an energy-focused home improvement industry in New York. To spur demand for these whole-house services, NYSERDA is conducting an extensive multi-media campaign to educate consumers about ENERGY STAR qualifying products and services. To date, the Home Performance with ENERGY STAR initiative has served over 1,000 New York households with energy efficiency improvements valued at \$8.3 million and energy cost savings of \$600 per household. NYSERDA also successfully integrated long-term energy savings and ENERGY STAR messages in their Keep Cool room air conditioner turn-in program, which was designed to address summer peak load concerns. NYSERDA's partnership with more than 600 participating retailers across the state resulted in retiring and replacing more than 175,000 inefficient units with ENERGY STAR qualifying models and increasing the inventory of ENERGY STAR qualifying models for all customers by 101 percent since summer 1999. NYSERDA has truly excelled in spreading the ENERGY STAR home improvement message to millions of consumers.





## **Special Recognition— ENERGY STAR® New Homes Outreach**

### **Las Vegas Breakfast Club**

*Las Vegas, Nevada*

The Las Vegas Breakfast Club is the steering committee and driving force behind a unique and successful group of ENERGY STAR partners in Las Vegas. As a result of a dedicated team approach, this group is working cooperatively to increase consumer awareness of ENERGY STAR new homes in this fast-growing market. The 2002 Breakfast Club included Sia Howe from Astoria Homes, Kathy Hilty from Pardee Homes, Christy Stratton from Pulte Homes, Claire De Jesus from Southern Nevada Homes Guide, and Marcia and Steve Bottfeld from Marketing Solutions and Southern Nevada Homes Guide. The Breakfast Club oversaw the development of a highly successful advertising campaign that leveraged the time and resource contribution of nearly 30 ENERGY STAR partners and resulted in a 10 percent increase in consumer awareness of ENERGY STAR in the Las Vegas market. Based on their success in 2002, this group of highly-motivated ENERGY STAR partners is planning an all-new campaign for 2003.



## Regional, State, and Community Leadership in Energy Efficiency

### State of California: Flex Your Power and the California Investor-Owned Utilities—Pacific Gas and Electric Company, Southern California Edison, Southern California Gas Company, and San Diego Gas and Electric California

Working together, the State of California and the California Investor-Owned Utilities have locked in energy savings for California residents for years to come through successful promotion of ENERGY STAR. One highly visible aspect of their efforts, the California Flex Your Power campaign, was initiated in late 2001, in the wake of California's rolling black outs. Initially, the campaign focused on immediate energy conservation measures with energy efficiency measures playing a secondary roll. Since then, the campaign has successfully transitioned to promoting energy efficiency and long-term behavior change with ENERGY STAR, through its often humorous TV and radio advertisements, which have aired in English, Chinese, Spanish, and Vietnamese. As part of the campaign, 1,200 retailers committed to training sales associates, devoting shelf space to qualifying products, and continuing to spread the word about ENERGY STAR to consumers.

In tandem, the California Investor-Owned Utilities (IOUs), servicing 10 million residential customers, joined forces to standardize residential program offerings covering ENERGY STAR qualifying appliances, central air conditioning and heat pumps, programmable thermostats, as well as education and training. The response was overwhelmingly positive. California residents in IOU service territories responded by purchasing 2,805,500 ENERGY STAR qualifying products, generating combined sales of \$97 million for a total savings through November 2002 of 30 megawatts. Together, the State of California and the California Investor-Owned utilities demonstrate that energy efficiency programs that are well coordinated and implemented can have a tremendous impact in reducing energy consumption and protecting our environment.





## **Kentucky Division of Energy (KDOE)**

*Frankfort, Kentucky*

As a new entrant to ENERGY STAR, the Kentucky Division of Energy is being recognized for its early success, building coalitions and uniting diverse market players around ENERGY STAR as a platform for energy efficiency education. Their efforts demonstrate that state leadership and coordination can have a tremendous impact in stimulating investment in energy efficiency and environmental protection. Through public awareness and promotional events, web sites, magazine articles, public speaking engagements, television interviews, and promotional exhibits such as the Kentucky State Fair ENERGY STAR home display, KDOE generated three million media impressions for ENERGY STAR and grew Kentucky's ENERGY STAR partnership base by 40 percent—including recruiting two major utilities that serve 1.5 million customers. As a participant in the 2002 ENERGY STAR Change a Light campaign, KDOE estimates saving Kentuckians \$32,000 in energy costs and avoiding more than 10 million pounds of carbon dioxide emissions.



## Sponsoring Organizations of NEEP

*Lexington, Massachusetts*



In 2002, the sponsoring organizations of Northeast Energy Efficiency Partnerships, Inc. (NEEP) continued to make significant gains in their mission to steadily increase energy efficiency in the Northeast, with aggressive efforts to raise consumer awareness and increase market share of ENERGY STAR qualified appliances and lighting. As a result, ENERGY STAR is becoming increasingly visible in retail stores throughout the Northeast. In 2002, cooperative advertising jumped 250 percent creating 34 million advertising impressions for ENERGY STAR. In stores, inventory devoted to ENERGY STAR qualifying products increased substantially for both appliances and lighting—shelf space for lighting fixtures alone increasing an impressive 84 percent. Today, more Northeast salespeople have the knowledge and tools to inform shoppers about the value of energy efficiency. Independent surveys showed a 28 percent increase in salesperson awareness and promotion of energy-efficient lighting over the previous year and an 11 percent increase in awareness among appliance dealers. Through the coordinated efforts of NEEP sponsors including National Grid (Massachusetts Electric Company, Narangansett Electric Company, Nantucket Electric Company, Granite State Electric Company), NSTAR Electric, Cape Light Compact, Northeast Utilities System (Connecticut Light and Power, Western Massachusetts Electric Company), The United Illuminating Company, Unitil/Fitchburg Gas and Electric Light Company, Efficiency Vermont, and Long Island Power Authority, more than 1.7 million ENERGY STAR qualifying products were sold to homes in the Northeast in 2002.



NORTHWEST  
ENERGY  
EFFICIENCY  
ALLIANCE  
[www.nwalliance.org](http://www.nwalliance.org)

## **Northwest Energy Efficiency Alliance**

*Portland, Oregon*

As a four time award winner, the Northwest Energy Efficiency Alliance (the Northwest Alliance) continues to build on its strategy to enhance the visibility of the ENERGY STAR label and its key messages in the marketplace. Do Northwest Alliance strategies get results? You bet. The Northwest region surpasses national marketshare for most ENERGY STAR qualifying appliances and tops the nation at 32 percent market share for ENERGY STAR qualifying clothes washers—double the national average—saving the region valuable energy and water resources. To advance their goals, the Northwest Alliance takes every opportunity to build national ENERGY STAR elements and themes into regional efforts: promoting [www.energystar.gov](http://www.energystar.gov), integrating “Change” into public relations and promotional efforts, and developing regional promotions around national campaigns, such as the ENERGY STAR Holiday Electronics Campaign. During the campaign, onscreen ads carrying the ENERGY STAR message made six million impressions on moviegoers in 43 theaters. Nearly 40 utilities participated in the promotion. Core program tools include a newsletter, listserv, and marketing toolkit reflect the integration of ENERGY STAR into all program materials. These tools, along with cooperative marketing projects, promotions and public relations activities, enable the Northwest Alliance to create a focused, consistent marketing message across the region.

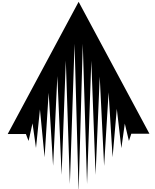




## **Southern Minnesota Municipal Power Agency (SMMPA)**

*Rochester, Minnesota*

Southern Minnesota Municipal Power Agency has embraced ENERGY STAR as a means to cost effectively increase the production, distribution, and installation of energy-efficient products in their region. In 2002, SMMPA, a wholesale generation and transmission utility owned and operated by its 18 member municipal utilities servicing 92,000 retail customers, promoted a diverse array of ENERGY STAR qualifying products to their residential customers including ceiling fans, programmable thermostats, home audio and video equipment, major appliances, lighting, and central and room air conditioning. As a small organization, SMMPA has been particularly effective in leveraging the ENERGY STAR partner network, tools, and offerings. Sold by its highly successful participation in the 2002 ENERGY STAR Change a Light Campaign, which saved the member utilities 363,500 kWh and customers more than \$21,750 in estimated electricity costs, SMMPA is already gearing up to participate in the 2003 national ENERGY STAR cooling, appliance, and lighting promotions.





## **Wisconsin ENERGY STAR Homes/Focus on Energy** *Madison, Wisconsin*

Wisconsin ENERGY STAR Homes/Focus on Energy is a state-wide energy efficiency and renewable energy program that has effectively accelerated the market transformation to energy-efficient new homes. Focus on Energy, through the Wisconsin Energy Conservation Corporation, launched the Wisconsin ENERGY STAR Homes program in 1999. This program has been highly successful since its inception, growing significantly in 2002, both in builder participation and consumer awareness. More than 280 builders across Wisconsin are now building homes to the Wisconsin ENERGY STAR guidelines, and in May 2002, the program commemorated its 1000th ENERGY STAR qualified home. The Wisconsin ENERGY STAR Homes program has utilized the ENERGY STAR label as part of a comprehensive marketing effort including web site, consumer education brochures, home show presentations, and a lifestyle advertising campaign that focuses on empowering individuals.



## **Special Recognition—Excellence in Environmental Education**

### **KLAS-TV**

*Las Vegas, Nevada*

### **Today's THV**

*Little Rock, Arkansas*

### **WCFN UPN 49**

*Champaign, Illinois*

### **WITN-TV**

*Washington, North Carolina*

### **CNN**

*Atlanta, Georgia*

### **Fox News Channel**

*New York, New York*

### **Home & Garden Television (HGTV)**

*Knoxville, Tennessee*

For the first time this year, EPA recognizes the commitment to environmental education demonstrated by television networks and stations across the country who have taught their viewers about the benefits of ENERGY STAR qualifying products and homes by airing ENERGY STAR Public Service Announcements (PSAs). In 2002, each of these stations aired the "Change" PSA more than 500 times, cumulatively reaching an audience of more than 7.4 million viewers with the simple message that choosing ENERGY STAR can help them save money, save energy, and do their part to protect the environment.



## 1993

### Green Lights®

Johnson Controls  
*Ally of the Year*

## 1994

### Green Lights®

Mobil Corporation  
*Partner of the Year*

Primo Lighting Management  
*Lighting Management Company  
Ally of the Year*

Cooper Lighting  
*Manufacturing Ally of the Year*

Arizona Public Service Company  
*Utility Company Ally of the Year*

## 1995

### Green Lights®

Johnson & Johnson  
*Large Corporate Partner of the Year*

The Washington Times  
*Small Corporate Partner of the Year*

Arlington County Public Schools  
*Government Partner of the Year*

Santa Cruz Valley Union High  
*Government Partner of the Year*

University of Missouri-Columbia  
*University Partner of the Year*

University of Michigan Hospitals  
*Large Hospital Partner of the Year*

Lima Memorial Hospital  
*Hospital Partner of the Year*

Whitaker Newsletters  
*Small Business Partner of the Year*

Sligo Adventist School  
*Non-Profit Partner of the Year*

Honeywell, Inc.  
*Manufacturer Ally of the Year*

Innovative Lighting Services  
*Lighting Management Company  
Ally of the Year*



## 1996

### Green Lights®

USX Corporation

*Large Corporate Partner of the Year*

Westinghouse Electric Corporation

*Large Corporate Partner of the Year*

Halliburton Company

*Corporate Partner of the Year*

City of Philadelphia

*City Government Partner of the Year*

County of San Diego

*County Government Partner of the Year*

State of California

*State Government Partner of the Year*

Larry's Markets

*Small Corporate Partner of the Year*

University of Texas

M.D. Anderson Cancer Center

*Large Hospital Partner of the Year*

St. Charles Medical Center

*Small Hospital Partner of the Year*

Colonial Pacific Leasing Corporation

*Small Business Partner of the Year*

Massachusetts Institute of Technology

*University Partner of the Year*

Columbia University

*University Partner of the Year*

Whitehill Lighting & Supplies, Inc.

*Lighting Distributor Ally of the Year*

Parke Industries, Inc.

*Lighting Management Company Ally of the Year*

Philips Lighting Company

*Lighting Manufacturer Ally of the Year*

Southern California Edison Company

*Utility Company Ally of the Year*

### ENERGY STAR® Products

Ricoh Corporation

*Office Equipment Partner of the Year*

Compaq Computer Corporation

*Office Equipment PC Partner of the Year*

Samsung Electronics Company

*Office Equipment Monitor Partner of the Year*

Hewlett-Packard Company

*Office Equipment Printer Partner of the Year*

Canon U.S.A., Inc.

*Office Equipment Copier Partner of the Year*

Pitney Bowes Facsimile Systems

*Office Equipment Fax Machine Partner of the Year*

Honeywell Corporation

*HVAC Large Manufacturer Partner of the Year*

Addison Products Company

*HVAC Small Manufacturer Partner of the Year*



## 1997

### ENERGY STAR Buildings<sup>SM</sup>

University of Missouri-Columbia  
*Partner of the Year*

Honeywell, Inc.  
*Partner of the Year*

### Green Lights<sup>®</sup>

Bank of America  
*Large Corporate Partner of the Year*

Siemens Business  
Communications  
*Small Corporate Partner of the Year*

City and County of Denver  
*Government Partner of the Year*

Columbia/HCA  
*Healthcare Partner of the Year*

University of Cincinnati  
*University Partner of the Year*

University of Rochester  
*University Partner of the Year*

Elks Club of State College  
*Non-Profit Partner of the Year*

WESCO Distribution, Inc.  
*Lighting Distributor Ally of the Year*

Lighting Management  
Consultants, Inc.  
*Lighting Management Company  
Ally of the Year*

### ENERGY STAR<sup>®</sup> Products

Compaq Computer Corporation  
*Office Equipment Computer  
Partner of the Year*

Samsung Electronics  
Corporation  
*Office Equipment Monitor  
Partner of the Year*

Lexmark International, Inc.  
*Office Equipment Printer  
Partner of the Year*

Ricoh Corporation  
*Office Equipment Copier  
Partner of the Year*

Canon U.S.A., Inc.  
*Office Equipment Facsimile  
Partner of the Year*

Advanced Micro Systems/  
Hewlett-Packard  
*Office Equipment Best Technical  
Innovation*

Sun Microsystems  
*Office Equipment Best Internal Promotion*

Pitney Bowes  
*Office Equipment Best External Promotion*

Weil-McLain  
*HVAC Large Manufacturer  
Partner of the Year*

Addison Products Company  
*HVAC Small Manufacturer  
Partner of the Year*

### ENERGY STAR<sup>®</sup> Homes

North American Insulation  
Manufacturers Association  
*Outstanding Industry Association*

National Home Energy  
Resources Organization  
*Outstanding Home Rating/Tech Support*

ConSol, Inc.  
*Outstanding Home Rating/Tech Support*

Greenstone Industries  
*Outstanding Manufacturer*

Energy Design Technologies  
*Outstanding Building Trade Vendor*



## 1998

### ENERGY STAR Buildings<sup>SM</sup>

Mobil Corporation  
*Partner of the Year*

The Trane Company  
*Ally of the Year*

Johnson & Johnson  
*Outstanding ENERGY STAR Buildings Upgrade*

### Green Lights<sup>®</sup>

Compaq Computer Corporation  
*Corporate Partner of the Year*

Louisville & Jefferson County  
Metropolitan Sewer District  
*Government Partner of the Year*

St. Joseph's Hospital  
*Healthcare Partner of the Year*

Walt Disney World Company  
*Hospitality Partner of the Year*

Davenport Community Schools  
*School System Partner of the Year*

McDonald's Corporation  
*Retail Partner of the Year*

American Electric Power  
Company  
*Ally of the Year*

City of Scottsdale  
*Best Promotions*

### ENERGY STAR<sup>®</sup> Products

IBM Corporation  
*Office Equipment Computer Partner of the Year*

Samsung Electronics  
Corporation  
*Office Equipment Monitor Partner of the Year*

Ricoh Corporation  
*Office Equipment Imaging Partner of the Year*

Xerox Corporation  
*Office Equipment Best Partner Promotion*

Lithonia Emergency Systems  
*Exit Sign Partner of the Year*

Maytag Corporation  
*Appliance Partner of the Year*

### ENERGY STAR<sup>®</sup> Homes

Energy Rated Homes—Midwest  
*Home Rating/Technical Support Provider Ally of the Year*

Andersen Corporation  
*Manufacturer Ally of the Year*

Gainesville Regional Utilities  
*Utility Ally of the Year*

Southlake Development, Inc.  
*Small Builder of the Year*

Watt Homes  
*Medium Builder of the Year*

Best Homes  
*Medium Builder of the Year*

Pulte Homes  
*Large Builder of the Year*

Palm Harbor Homes, Inc.  
*Manufactured Home Builder of the Year*

### Best Promotions

AstraLite  
*Best External Promotion*

GDE Systems, Inc.  
*Best Educational Material*

Vermont Star Homes  
*Most Creative Use of Media*



## 1999

### **ENERGY STAR Buildings<sup>SM</sup>**

Polaroid Corporation  
*Corporate Partner of the Year*

Johnson Controls, Inc.  
*Ally of the Year*

CEC Consultants, Inc.  
*Ally of the Year*

Mervyn's California  
*Retail Partner of the Year*

New York State Office of  
Mental Health  
*Healthcare Partner of the Year*

Broward County Commission  
*Government Partner of the Year*

Wake County Public  
School System  
*Education Partner of the Year*

### **Green Lights<sup>®</sup>**

The Boeing Company  
*Corporate Partner of the Year*

Amtech Lighting Services  
*Ally of the Year*

Staples  
*Retail Partner of the Year*

Northern Illinois Medical Center  
*Healthcare Partner of the Year*

Mercer County  
*Government Partner of the Year*

State of Ohio  
*Government Partner of the Year*

University of Virginia  
*Education Partner of the Year*

### **ENERGY STAR<sup>®</sup> Products**

IBM Corporation  
*Office Equipment Computer  
Partner of the Year*

Ricoh Corporation  
*Office Equipment Imaging  
Partner of the Year*

Sony Electronics, Inc.  
*Home Electronics Partner of the Year*

Matsushita Electric/Panasonic  
*Home Electronics Partner of the Year*

Lithonia Emergency Systems  
*Exit Sign Partner of the Year*

Whirlpool Corporation  
*Appliance Partner of the Year*

Maytag Appliances  
*Appliance Leadership Award*

Andersen Corporation  
*National Window Partner of the Year*

Windowmaster Products  
*Regional Window Partner of the Year*

Soft-Lite L.L.C.  
*Regional Window Partner of the Year*

The Home Depot  
*National Window Retailer of the Year*





## 1999

### **ENERGY STAR® Homes**

New England  
Joint Management Committee  
*Ally of the Year—Utility*

Conectiv Power Delivery  
*Ally of the Year—Utility*

Andersen Corporation  
*Ally of the Year—Manufacturer*

Energy Rated Homes—Midwest  
*Ally of the Year—  
Technical Support Provider*

Florida Department of  
Community Affairs and  
the Florida Solar Energy Center  
*Ally of the Year—State or Local  
Government Agency*

### **ENERGY STAR® for Small Business Award**

Speare Memorial Hospital

The Williams Inn

Inn at Wiccoppee

Petrucelli International

American Academy of  
Otolaryngology-Head and Neck  
Surgery Foundation

GGs Information Services, Inc.

Penn-Craft Community  
Association

Weatherbury Farm

Gulf Coast Paper

American Cat Emporium & Wood  
Products

The Doorstep Homeless Shelter

Lagniappe Banquet Hall

River Run Bed & Breakfast

Subway Sandwiches and Salads

Metropolitan Manufacturers  
Association

Boulder Book Store

Sycamore Plaza Partnership

Paras, LLC

Centerplex

Larry's Markets

### **ENERGY STAR® for Congregations Award**

Georgetown Gospel Chapel

North Oxnard

United Methodist Church



## 2000

### **Excellence in Consumer Education**

New York State Energy Research & Development Authority  
Ricoh Corporation  
Northeast Energy Efficiency Partnerships  
State of Wisconsin

### **Combined Heat and Power Awards**

Dow Chemical Company  
Louisiana State University  
Trigen, Oklahoma City, OK  
Trigen, Tulsa, OK  
Trigen, Chicago, IL  
Trigen, Trenton, NJ  
Trigen, Philadelphia, PA  
University of North Carolina  
Rutgers University  
Malden Mills  
All Systems Cogeneration

### **ENERGY STAR® Homes**

FirstEnergy Corporation  
*Ally of the Year*  
Florida Power Corporation  
*Ally of the Year*  
Public Service Electric & Gas Company of New Jersey  
*Ally of the Year*  
D.R. Wastchak, L.L.C.  
*Ally of the Year*  
Bosshardt Realty Services, Inc.  
*Special Recognition Award*  
Town & Home, Inc.  
*Special Recognition Award*

### **ENERGY STAR® Labeling**

Ricoh Corporation  
*Product Labeling*  
Sears, Roebuck & Company  
*Retail*  
Panasonic  
*Home Electronics*  
Whirlpool Corporation  
*Appliances*  
Ricoh Corporation  
*Office Equipment*

Alside  
*National Window*  
Thermal Industries  
*Eastern Regional Window*  
Viking Industries, Inc.  
*Western Regional Window*  
National Coatings Corporation  
*Roof Products*  
Sun Microsystems  
*Outstanding Corporate Commitment*

### **ENERGY STAR Buildings<sup>SM</sup> and Green Lights<sup>®</sup>**

Johnson & Johnson  
*Partner of the Year: Corporate*  
State of Wisconsin  
*Partner of the Year: Government Buildings*  
ShopKo Stores, Inc.  
*Partner of the Year: Retail Buildings*  
La Quinta Inns, Inc.  
*Partner of the Year: Hospitality Buildings*



## 2000

Arden Realty, Inc.

*Partner of the Year:*

*Commercial Real Estate*

Harwood Management Services

*Partner of the Year:*

*Commercial Real Estate*

Sachem Central School District,  
New York

*Partner of the Year: Education Buildings*

North Memorial Health Care

*Partner of the Year:*

*Healthcare Buildings*

Advance Transformer Co.

*Ally of the Year:*

*Large Energy Service Provider*

Public Service Company  
of Colorado—

Denver District Cooling

*Ally of the Year:*

*Small Energy Service Provider*

GE Lighting

*Green Lights: Ally of the Year*

Pitney Bowes, Inc.

*Green Lights: Partner of the Year*

### **ENERGY STAR® for Small Business Award**

Thomas Mott Homestead Bed  
and Breakfast

Ye Olde England Inne

YWCA of White Plains &  
Central Westchester

American Environmental  
Outfitters, Inc.

A.O.K Body Shop

British American Autocare Inc.

C.W. Hines and Associates Inc.

Bestway

Cape Canaveral Marine Services,  
Inc.

Micro MICR Corp

Pizza Hut of Gainesville

The Green Institute

ENCAP L.L.C.

Environmental Law & Policy  
Center

McDonald's Restaurant

Urban Options

Community Mercantile

Eastdale Plaza

California Family Fitness Centers

Intrepress Technologies

La Paz Electronics International

Laser & Skin Surgery Center

### **ENERGY STAR® for Congregations Award**

Beth El-Kesser Israel Temple

Hazon

Trinity Lutheran Church

Settlement Lutheran Church

First Christian Church

Solana Beach

Presbyterian Church

St. John's Episcopal Parish

Cheney United Methodist  
Church



## 2001

### **Excellence in Consumer Education**

Pacific Gas and Electric Company

Northwest Energy Efficiency Alliance

Wisconsin Energy Conservation Corporation

Sacramento Municipal Utility District

Participating Electric and Gas Utilities of the Northeast Energy Efficiency Partnerships

### **Improving Energy Efficiency in Buildings and Business**

Hilton Hotels Corporation  
*Partner of the Year*

Verizon  
*Partner of the Year*

M.J. Soffe Company  
*Partner of the Year*

Shaw's Supermarkets, Inc.  
*Partner of the Year*

Virtua Health  
*Partner of the Year*

University of Missouri at Columbia  
*Partner of the Year*

University of Virginia  
*Partner of the Year*

Kingston City Schools  
*Partner of the Year*

Arden Realty, Inc.  
*Partner of the Year*

Hines  
*Partner of the Year*

Servidyne Systems, Inc.  
*Partner of the Year*

Johnson Controls, Inc.  
*Partner of the Year*

Harrisburg Area Community College  
*Honorable Mention*

Raytheon Company  
*Honorable Mention*

BJ's Wholesale Club, Inc.  
*Honorable Mention*

Bonneville Power Administration  
*Honorable Mention*

Arizona Army National Guard  
*Honorable Mention*

### **Energy-Efficient Homes**

Southwest Gas Corporation  
*Partner of the Year*

Guaranteed Watt Saver Systems West, Inc.  
*Partner of the Year*

The Connecticut Light and Power Company  
*Partner of the Year*

Woods & Associates  
*Partner of the Year*

Bob Vila  
*Excellence in Home Improvement*

Atlantic Design and Construction  
*Energy-Efficient Builder Award*

Barry Andrews Homes  
*Energy-Efficient Builder Award*

Beazer Homes  
*Energy-Efficient Builder Award*

Tierra Concrete Homes  
*Energy-Efficient Builder Award*



## 2001

### Energy-Efficient Products

Canon U.S.A., Inc.  
*Partner of the Year*

Whirlpool Corporation  
*Partner of the Year*

Panasonic  
*Partner of the Year*

Maytag Corporation  
*Partner of the Year*

National Coatings Corporation  
*Partner of the Year*

Alside  
*Partner of the Year*

Harvey Industries  
*Partner of the Year*

Viking Windows and Patio Doors  
*Partner of the Year*

Sears, Roebuck & Company  
*Partner of the Year*

Pitney Bowes, Inc.  
*Honorable Mention*

Intel Corporation  
*Technical Innovation in ENERGY STAR*

AMD  
*Technical Innovation in ENERGY STAR*

### Excellence in Corporate Commitment

IBM Corporation

### Combined Heat and Power Awards

The College of New Jersey

### ENERGY STAR® for Small Business Award

CHW Elementary

Aurum Learning Systems

Ashe Memorial Hospital

Kiddie U

Tech Vest, Inc.

The Midtown Building

Three Rivers Resource Conservation & Development Council, Inc.

Schmidt Veterinary Clinic

American Air Conditioning

Jerry F. Pepper, APLC

Community Mercantile

Jose Oshea's Café and Cantina

Barbara's Bakery

Beutler Heating and Air Conditioning

Vic's IGA Market

Rancho Murieta Association

Spaans Cookie Company

Turn On To America

Watt Executive Plaza

Helen Anderson  
President & CEO (retired),  
Rayvern Lighting Supply  
Company, Inc.  
*Special Award Winner*

Sacramento Municipal Utility  
District (SMUD)  
*Special Award Winner*

Wisconsin Focus on Energy  
*Special Award Winner*

America's Small Business  
Development Centers (ASBDC)  
*Special Award Winner*

### ENERGY STAR® for Congregations Award

Congregation  
Beth El-Keser Israel

Covington Seventh-Day  
Adventist Church

Sikh Religious Temple

Bethesda Lutheran Church



## 2002

### **Corporate Commitment Award**

Verizon Communications Inc.

### **Excellence in Consumer Education Award**

Participating Electric, Gas and  
Efficiency Utilities of the  
Northeast Energy Efficiency  
Partnerships

Sacramento Municipal Utility  
District

Northwest Energy Efficiency  
Alliance

Wisconsin Energy Conservation  
Corporation

### **ENERGY STAR® Award for Excellence in Energy Management**

Food Lion, LLC

Starwood Hotels & Resorts  
Worldwide, Inc.

Hines

Arden Realty, Inc.

General Motors Corporation

BJ's Wholesale Club, Inc.

Jefferson County Public Schools

### **ENERGY STAR® Award for Excellence in Business and Public Education**

Society of Industrial and  
Office REALTORS®

### **ENERGY STAR® Award for Excellence in Service Provider Performance**

Servidyne Systems, LLC

### **ENERGY STAR® Award for Excellence in New Homes**

Vermont Energy Investment  
Corporation

D.R. Wastchak, L.L.C.

Reliant Energy HL&P

Ence Homes

New Jersey  
ENERGY STAR® Homes

### **ENERGY STAR® Award for Excellence in Manufactured Housing**

Champion Enterprises, Inc.



## 2002

### **ENERGY STAR® Award for Excellence in Home Improvement**

New York State Energy Research  
and Development Authority

### **Change A Light, Change the World Award**

Midwest Energy Efficiency  
Alliance

SYLVANIA

GE Lighting

### **Special Recognition for Industry Leadership**

Hunter Fan Company

### **Special Recognition for Technical Innovation**

Royal Vendors, Inc.

### **Special Recognition for Online Information**

Lowe's Home Improvement  
Warehouse

### **ENERGY STAR® Partner of the Year—Product Manufacturers**

Panasonic

Canon U.S.A., Inc.

Good Earth Lighting, Inc.

Maytag Corporation

Whirlpool Corporation

Phillips Lighting Company

Alside

VELUX America Inc.

### **ENERGY STAR® Partner of the Year—Retail**

Sears, Roebuck & Co.



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