



ENERGY STAR

Partner of the Year

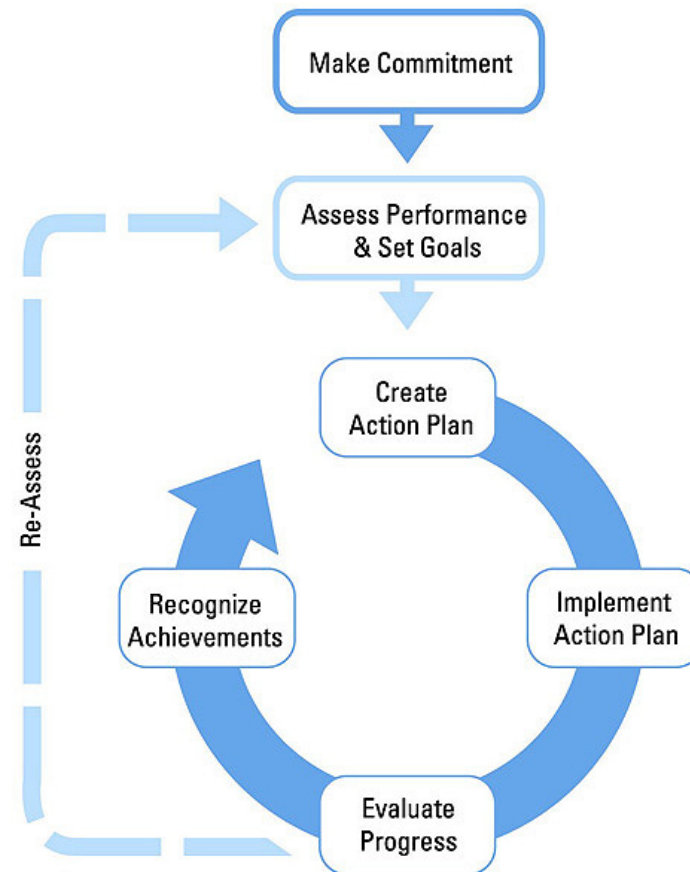
Awards

August 17, 2005

About The Web Conferences



- **Monthly**
- **Topics are structured on a strategic approach to energy management**
- **Help you continually improve energy performance**
- **Opportunity to share ideas with others**
- **Slides are a starting point for discussion**
- **Open & interactive**



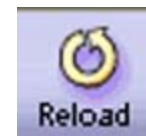
Web Conference Tips



- Mute phone when listening! Improves sound quality for everyone.

Use * 6 – to mute and * 7 to un-mute

- If slides are not advancing, hit reload button or close presentation window and press the launch button again.



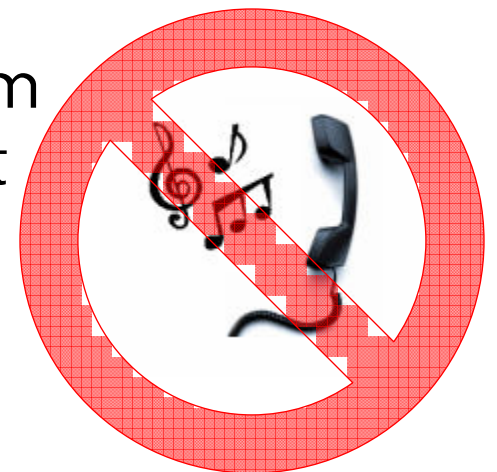
Web Conference Tips



- Chat Feature



- Presentation slides will be sent by email to all participants following the web conference.
- Hold & Music – If your phone system has music-on-hold, please don't put the web conference on hold!



Today's Web Conference

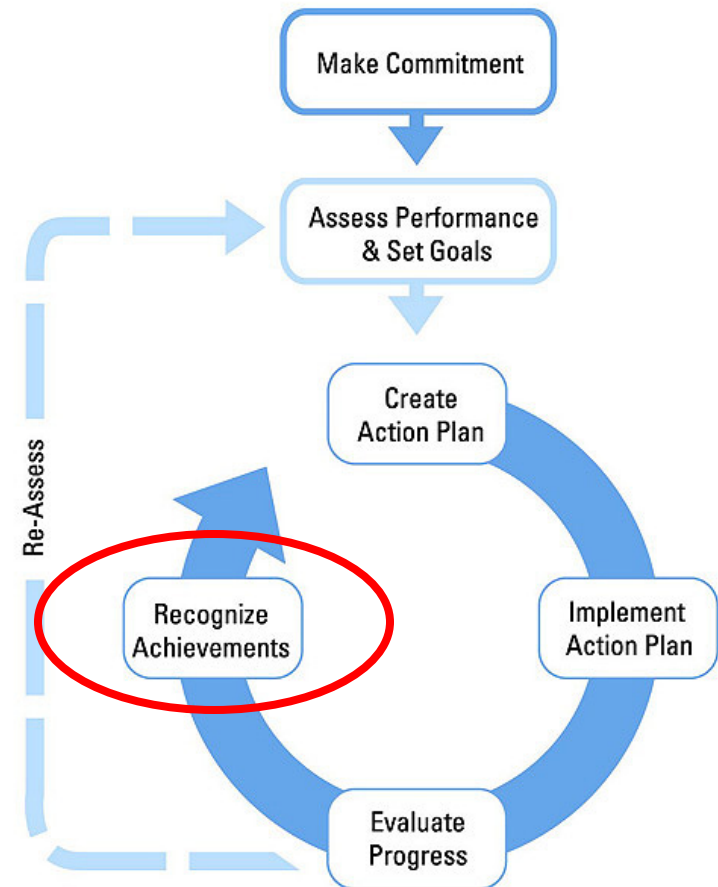


- Overview
- Recognition
- This year's application
- What we look for in applications
- Tips and FAQs
- Questions & Discussion
- Announcements

Why Partner Of The Year



- Recognition is key element of energy management
- External recognition helps to elevate energy and validate its importance



Partner of the Year Recognition



Awards

- Energy Management
- Service & Product Providers
- Energy Efficiency Program Delivery

Award Categories

- Partner of the Year
- Corporate Commitment
- Sustained Excellence



Awards are given only if EPA receives qualified applications.

Sustained Excellence



Organizations recognized for Sustained Excellence:

- Demonstrate continued significant energy reductions
- Build-up prior achievements
- Go beyond program “maintenance”

Awards Ceremony



- EPA and DOE recognize POY winners that demonstrate superior energy performance and environmental leadership.
 - Annual spring awards ceremony
 - POY winners encouraged to highlight their achievements
 - Audience members include high-level EPA and DOE officials, corporate executives, and the media

Awards Ceremony

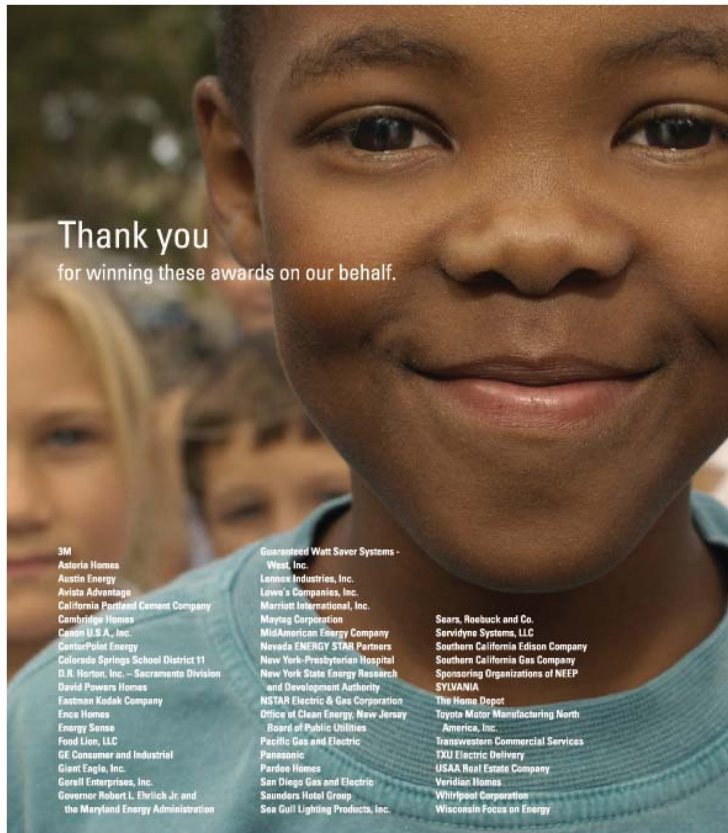


POY Recognition



- EPA showcases winners in a press release and in a Public Service Announcement that appears in major publications such as *Forbes*, *Time*, *Newsweek*, and *Energy User News*.
- EPA helps support POY winners that share their success stories with the media.
- EPA promotes the financial and environmental performance of leading partners via outreach to financial stakeholders including Wall Street, institutional investors, pension funds, and others.

Award PSA



- 3M
- Asteria Homes
- Austin Energy
- Avista Advantage
- California Portland Cement Company
- Cambridge Homes
- Castle U.S.A., Inc.
- CenterPoint Energy
- Colorado Springs School District 11
- D.R. Horton, Inc. - Sacramento Division
- David Powers Homes
- Eastman Kodak Company
- Enca Homes
- Energy Sense
- Food Lion, LLC
- GE Consumer and Industrial
- Giant Eagle, Inc.
- Gorall Enterprises, Inc.
- Governor Robert L. Ehrlich Jr. and the Maryland Energy Administration
- Guaranteed Watt Saver Systems - West, Inc.
- Lennox Industries, Inc.
- Love's Companies, Inc.
- Marriott International, Inc.
- Maryland Corporation
- MidAmerican Energy Company
- Nevada ENERGY STAR Partners
- New York Presbyterian Hospital
- New York State Energy Research and Development Authority
- INSTAR Electric & Gas Corporation
- Office of Clean Energy, New Jersey
- Board of Public Utilities
- Pacific Gas and Electric
- Panasonic
- Pardoe Homes
- San Diego Gas and Electric
- Sandwich Hotel Group
- See Gull Lighting Products, Inc.
- Sears, Roebuck and Co.
- Servidyne Systems, LLC
- Southern California Edison Company
- Southern California Gas Company
- Sponsoring Organizations of NEEP
- SYLVANIA
- The Home Depot
- Toyota Motor Manufacturing North America, Inc.
- Transwestern Commercial Services
- TXU Electric Delivery
- USAA Real Estate Company
- Veridian Homes
- Whirlpool Corporation
- Wisconsin Focus on Energy



CONGRATULATIONS TO THE 2005 ENERGY STAR® AWARD WINNERS

For helping Americans prevent greenhouse gas emissions equivalent to those from 18 million cars and for protecting our environment for generations to come. ENERGY STAR is a program administered by the U.S. Environmental Protection Agency and the U.S. Department of Energy, designed to help businesses and individuals protect the environment through superior energy efficiency. For more information, visit www.energystar.gov.



Special Promotional Materials



- POY winners may use a special ENERGY STAR logo to promote their achievement to employees, customers, the media, and other stakeholders.



PARTNER OF THE YEAR 2005

More POY Recognition



For POY Award Winners and strong applicants:

- Selected to present at ENERGY STAR events
- Invited to have successful management practices illustrated in the Guideline's "In Practice" database
- Referred to trade press and media seeking contacts at organizations with strong energy programs

This Year's Application



1. Organizational-wide Improvements (50%)
2. Management Practices (35%)
3. Communicating Success (15%)

Organizational-Wide Improvements Section



Four parts:

- A. For Designated ENERGY STAR Leaders
- B. For Non-Leaders using Portfolio Manager
- C. For Organizations unable to use Portfolio Manager
- D. For Industrial organizations

Pick the one that applies to your organization!

Sample: Section 1.D, Industrial ENERGY STAR Partners



Acme Auto Manufacturing					
All Facility Types	vehicle assembly	glass	casting	motor production	office
Facilities tracked and b'marked	15	6	3	2	3
Facilities operated, by type	20	7	3	3	3
Total corporate output	936,000 vehicles in 2005				
Aggregate corporate energy intensity, 2005	6.79 mmbtu/vehicle				
Aggregate corporate energy intensity, 2004	6.85 mmbtu/vehicle				

Sample: Section 1.D, Industrial ENERGY STAR Partners



EPI Scoring	
Plant	Score
1	56
2	47
3	39
4	67
5	77
6	80
7	33
8	30
9	67
10	76
11	62
12	57
13	78
14	51
15	29

- Don't assume we know everything about how and why you track performance; provide brief explanations as needed to convey your system and the meaning of data provided in the application
 - eg. Why are only 15 of 20 plants tracked and benchmarked?
- Describe normalization(s) if not using ENERGY STAR rating system
- If track internationally, tell us but don't include non-US
- May use your energy tracking system printout

Management Practices Section



Use this section to discuss:

- Your organization's commitment to superior energy management
- How your energy program is organized
- The successful practices that are used to deliver real results
- Examples of specific projects or initiatives

Relate management practices to elements of the Guidelines for Energy Management.

Communications Section



Use this to describe...

- Internal communications to employees, management, etc.
- External communications to customers, shareholders, neighbors, etc.

... on the value of energy efficiency, energy management, and your partnership with ENERGY STAR.

Review Process



- Reviewed by Sector and Account Managers.
- Recommendations are made to the EPA Selection Committee.
- Selection Committee reviews all applications, recommendations, and deliberates.
- Award winners are chosen and notified by phone & mail

What We Look For In An Application



- Achievements – significant and consistent improvement in energy performance
- Demonstration – show your organization's commitment to and success in managing energy & protecting the environment
- Completeness – address all requested items in the application and explain carefully
- Adherence – please follow directions
 - no more than 12 pages for written text
 - answer all questions
- The best of the best, of course!

Areas For Improvement



- Communications – activities have been limited
 - Partners agree to educate staff and public about ENERGY STAR & energy efficiency
- Achievements – unclear and incomplete benchmarking tables and numbers
- Continuing improvement – show how it progresses from previous years
- Specific improvement projects – tell us what you did in the past year – not 5 or 10 years ago

Tips For Completing The Application



- Read the Guidelines for Energy Management. See if your program has the elements of corporate energy management: www.energystar.gov/
- Take the test. Review your energy practices against those in the Guidelines by filling out the “Matrix”, a self-assessment tool

More Tips...



- Highlight your involvement and participation in ENERGY STAR. Having a great energy program and involvement with ENERGY STAR but does not help.
- Provide relevant and illustrative supplemental materials.

FAQ's



- **Can I use data or examples from before 2005?** Data and examples should cover a 12 month period that captures the majority of 2005.
- **Do I really have to provide this or that?** Yes, please address the requested items.
- **Can I provide supporting materials?** Yes, please provide examples as an attachment.
- **Can I send the application in a few days late?** No. We really hold to the postmarked and emailed date of 12/15/05.

Application Process



- Download Application - www.energystar.gov/awards
- Submit by December 15, 2005
- Ceremony – March 21, 2006
Capital Hilton Washington, DC



Questions & Comments

Upcoming Web Conferences



September 21 – Climate Risk And Energy
Management

October 26 – Partner Networking Meeting
Washington DC

www.energystar.gov/networking



Thank you for participating!