

ENERGY STAR. The simple choice for energy efficiency.



2020 ENERGY STAR[®] AWARDS

Profiles in Leadership



Table of Contents

Partner of the Year: Sustained Excellence.....	8
Energy Efficiency Program Delivery	8
AEP Ohio - An AEP Company.....	8
AEP Texas	8
American Society for Health Care Engineering.....	8
Austin Energy	9
Baltimore Gas and Electric	9
BOMA International	10
CenterPoint Energy	10
City of Columbia Water & Light	10
Columbia Gas of Ohio	11
ComEd	11
Con Edison.....	12
Consumers Energy	12
Delaware Sustainable Energy Utility	13
Delmarva Power.....	13
Efficiency Vermont.....	13
Energize Connecticut in partnership with Eversource Energy and AVANGRID.....	14
Entergy Texas, Inc.	14
Fannie Mae Multifamily	15
IREM.....	15
Midwest Energy Efficiency Alliance	16
National Grid RI	16
New Hampshire Electric & Gas Utilities.....	16
New Jersey Board of Public Utilities.....	17
New York State Energy Research and Development Authority	17
PECO Energy.....	18
Pepco.....	18
Salt River Project Agricultural Improvement and Power District	19
Southern Maryland Electric Cooperative.....	19
Southwestern Electric Power Company (AEP SWEPCO)	19
Texas-New Mexico Power Company	20
Energy Management	20
Allergan	20

Atrium Health	21
Beacon Capital Partners, LLC	21
BentallGreenOak	21
Bimbo Bakeries USA	22
Bozzuto Management Company.....	22
Bristol-Myers Squibb.....	23
CalPortland Company.....	23
CBRE.....	24
Celanese Corporation.....	24
CEMEX USA	24
Colgate-Palmolive Company	25
CommonWealth Partners.....	25
Corning Incorporated.....	26
Cushman & Wakefield	26
Des Moines Public Schools	26
Fairfax County Public Schools	27
Food Lion, LLC.....	27
General Motors Company.....	28
Hanesbrands Inc.....	28
Hines	29
Intertape Polymer Group Inc.	29
J.C. Penney Company, Inc.....	29
JLL.....	30
Kenton County School District.....	30
Kilroy Realty Corporation	30
Kohl's Department Stores, Inc	31
Loudoun County Public Schools	31
Mansfield Independent School District	32
Marathon Petroleum Corporation	32
Memorial Hermann Health System	33
Merck & Co., Inc.	33
Nissan North America, Inc.	33
Northwestern University.....	34
Nuveen Real Estate.....	34
Principal Real Estate Investors, LLC.....	35

Raytheon Company	36
SL Green Realty Corporation	36
Target Corporation.....	36
The Boeing Company	37
Tishman Speyer	37
USAA Real Estate	38
Verizon	38
Vornado Realty Trust	38
Home Energy Rater/Provider.....	39
Building Energy, Inc.....	39
Energy Inspectors Corporation	39
EnergyLogic, Inc.	39
GDS Associates - Home Energy Ratings of New England	40
MaGrann Associates	40
PEG.....	40
New Home Builder and Affordable Housing	41
Beazer Homes USA, Inc.....	41
Brighton Homes.....	41
Chinburg Properties	42
Fulton Homes.....	42
Habitat for Humanity of Greater Nashville	43
Habitat for Humanity of Metro Denver	43
Houston Habitat for Humanity	43
Ivey Residential, LLC.....	44
KB Home	44
Mandalay Homes	45
New Tradition Homes.....	45
Providence Homes	45
Product Brand Owner.....	46
Air King America, LLC.....	46
Andersen Corporation.....	46
Beko US Inc.....	46
Canon U.S.A., Inc.....	47
Cooper Lighting Solutions.....	47
Delta Electronics (Americas) Ltd.	47

GE Lighting	48
Hoshizaki America, Inc.	48
HP Inc.	48
ITW Food Equipment Group.....	49
Kenmore	49
LG Electronics	49
Panasonic Life Solutions Company America	50
Pentair.....	50
ProVia LLC.	50
Ricoh USA, Inc.....	51
Samsung Electronics.....	51
Soft-Lite LLC	51
Welbilt, Inc.	52
Retailer	52
Best Buy Co., Inc.....	52
Nationwide Marketing Group.....	53
Service and Product Provider.....	53
Burton Energy Group	53
Cenergistic	53
CodeGreen Solutions	54
EnergyPrint	54
ENGIE Impact	54
Goby	54
Maximum Energy Professionals.....	55
Schneider Electric	55
Servidyne, LLC.....	55
Sustainable Investment Group, LLC	56
Home Performance with ENERGY STAR: Contractor of the Year	56
AZ Energy Efficient Home.....	56
EDGE Energy	56
GreenSavers	57
Ideal Energy.....	57
Wise Home Energy LLC	57
Partner of the Year.....	58
Energy Efficiency Program Delivery	58

Black Hills Energy	58
Central Hudson Gas & Electric Corp.....	59
Dominion Energy Ohio.....	59
Energy Smart Entergy	59
Entergy Arkansas LLC.....	60
Institute for Market Transformation	60
New Mexico Gas Company	60
Ohio Hospital Association	61
Portland Cement Association.....	61
Potomac Edison (FirstEnergy).....	62
PSEG Long Island.....	62
Public Service Company of Oklahoma.....	62
Energy Management	63
AMLI Residential	63
Boston Properties	63
Digital Realty Trust, Inc.....	64
Hudson Pacific Properties.....	64
Jamestown.....	65
LaSalle Investment Management.....	65
LBA Realty/LBA Logistics	66
Lockheed Martin Corporation.....	66
MetLife	66
Ozinga.....	67
Pinellas County Schools.....	67
The Kroger Co.	68
Welltower, Inc.....	68
Home Energy Rater/Provider.....	68
EAM Associates.....	68
JKP Energy Inspections	69
Pando Alliance	69
Southern Energy Management.....	69
TexEnergy Solutions/US Eco-Logic.....	70
New Home Builder and Affordable Housing	70
Main Street Homes	70
Winton & Associates	70

Product Brand Owner	71
A. O. Smith	71
Bradford White Corporation	71
Broan-NuTone	72
Continental Refrigerator	72
Emerson Sensi.....	72
Globe Electric Company (USA) Inc.	73
Greenlite Lighting Corporation.....	73
Hayward Industries, Inc.	73
Howe Corporation.....	74
L'Image Home Products.....	74
Retailer	75
Lowe's Companies Inc.	75
Service and Product Provider	75
Measurabl.....	75
Rivion LLC	75
The RMR Group LLC.....	75
Yardi Systems, Inc.	76
Home Performance with ENERGY STAR: Contractor of the Year	76
Ciel Power LLC	76
Elevation Solar.....	76
Green Team LI.....	77
Home Energy Medics, LLC	77
Excellence	78
Data Innovation	78
AEP Ohio, Columbia Gas and JadeTrack.....	78
ENERGY STAR Promotion	78
Columbia Association	78
Northwest Energy Efficiency Council	79
PPL Electric Utilities	79
Snohomish County Public Utility District No. 1	79
Urban Land Institute	80
Washington Gas	80
Xerox Corporation	81
Product Design	81

QBD Cooling Systems, Inc. 81
True Manufacturing (True Food Service Equipment) 82

Partner of the Year: Sustained Excellence

Energy Efficiency Program Delivery

AEP Ohio - An AEP Company Gahanna, Ohio

AEP Ohio — An AEP Company, a subsidiary of American Electric Power, is an electric utility that serves nearly 1.5 million customers. AEP Ohio promoted the importance of ENERGY STAR® certified products and new homes to customers through its energy efficiency programs, generating an estimated 1.5 billion kilowatt hours in energy savings. Key 2019 accomplishments include:

- Supporting the construction of nearly 200 ENERGY STAR certified new homes, with over 6,000 homes certified since joining the program in 2009.
- Achieving 37 percent market share of all eligible residential new construction units in its service territory to date, including nearly 15 percent market share for ENERGY STAR certified homes.
- Providing incentives and training to over 15,000 retailers on the benefits of ENERGY STAR certified heat pump water heaters, air and ground source heat pumps, smart thermostats, appliances and pool pumps.
- Implementing an annual marketing plan focused on ENERGY STAR that generated more than 8.5 million media impressions and resulted in more than 75,000 clicks to its landing page for rebates.

AEP Texas Corpus Christi, Texas

AEP Texas is an electric utility serving nearly 800,000 residential customers. In 2019, AEP Texas contributed to rebuilding efforts in areas devastated by Hurricane Harvey, partnering with homebuilders to incentivize the construction of nearly 150 ENERGY STAR certified homes. Key 2019 accomplishments include:

- Increasing the number of homebuilders participating in its program by over 50 percent from 2018.
- Implementing an ENERGY STAR-focused marketing campaign that included digital, print, radio, and social media elements, resulting in more than 10 million media impressions.
- Adding the ENERGY STAR Ways to Save tips to the SouthTXSaves.com website to educate consumers about energy efficiency.
- Partnering with multiple HVAC associations and cities to train nearly 200 HVAC contractors, energy rating companies, building officials and inspectors on the value of installing properly sized equipment.
- Promoting the upcoming ANSI 310 Standard for earning Energy Rating Index points for proper HVAC design and installation to energy rating companies in south Texas as another path to compliance with ENERGY STAR quality HVAC installation for new homes in 2020.
- Achieving 34 percent incremental peak energy savings by incentivizing builders' use of more efficient heat pumps.

American Society for Health Care Engineering Chicago, Illinois

The American Society for Health Care Engineering (ASHE) of the American Hospital Association is a society whose members design, build and operate health care facilities. ASHE advanced strategic energy

management in the healthcare sector by using ENERGY STAR tools and resources in its Energy to Care program. Key 2019 accomplishments include:

- Conducting four hospital treasure hunts and providing hands-on training to over 100 members. Savings opportunities identified ranged from \$500,000 to \$2 million.
- Recruiting 527 hospitals in its third annual competition to save energy, modeled after the EPA's Battle of the Buildings Challenge, a growth of over 20 percent from 2019.
- Benchmarking over 3,600 health care facilities in ENERGY STAR Portfolio Manager®, a growth of 8 percent.
- Recognizing 69 hospitals for saving 10 percent or more energy, an increase of 30 percent since 2017.
- Realizing energy savings of \$430 million in member hospitals since 2010.

Austin Energy

Austin, Texas

Austin Energy is a publicly owned electric utility serving the City of Austin, Texas, and surrounding areas. In 2019, Austin Energy completed 824 Home Performance with ENERGY STAR (HPwES) projects, and an additional 494 weatherization projects for low-income households. Additional key accomplishments include:

- Maintaining rigorous quality standards by performing 100 percent post-installation inspections in addition to engaging a third-party for additional quality assurance analysis.
- Developing, testing and incorporating HVAC Quality Installation procedures, including proper design, sizing, air-sealing and insulating of duct systems.
- Updating their marketing materials to increase customer awareness, leveraging the ENERGY STAR brand, and establishing uniformity between market-rate and income-eligible HPwES programs.
- Targeting diverse populations with a presence at home and garden shows, community events, local churches, food banks, and non-profit and community centers.
- Promoting contractor co-marketing with updated flyers, yard signs and digital media.
- Focusing on educating contractor marketing and sales staff by offering scheduled and on-demand training sessions highlighting best practices.
- HPwES participants rated their overall satisfaction with the program at 93 percent.

Baltimore Gas and Electric

Baltimore, Maryland

Baltimore Gas and Electric is an electric utility company. In 2019, through its BGE Smart Energy Savers Program, BGE achieved 80 percent of its energy-saving goal of 6,377 GW MWh in the first three quarters of the year, using just under 70 percent of the budget through addressing residential and commercial customers. Additional accomplishments include:

- Instituting an approach where comprehensive home improvements can be performed over time thus realizing a greater percentage of potential energy savings.
- Completing 2,895 home assessments, resulting in 991 improvements under the Home Performance with ENERGY STAR program
- Providing midstream incentives for ENERGY STAR certified lighting, smart thermostats, appliances and heat pump water heaters through a combination of an online marketplace and the retail products platform, resulting in over 20,000 MWh in savings.

- Supporting the construction of more than 3,000 ENERGY STAR certified homes and the installation of nearly 2,500 smart thermostats through the BGE ENERGY STAR New Homes Program, for a total exceeding 23,000 homes and 4,600 smart thermostats since joining the program in 2009.

BOMA International
Washington, District of Columbia

BOMA International is a trade association for commercial real estate professionals. BOMA continued to maintain its leadership in promoting ENERGY STAR resources to the real estate industry to help members meet sustainability objectives. Key 2019 accomplishments include:

- Completing year two of its W2 Challenge, promoting the benchmarking of water use and waste output and directing nearly 2,000 buildings in over 400 cities to utilize ENERGY STAR Portfolio Manager®.
- Continuing to offer an array of popular education and recognition programs that incorporate ENERGY STAR, including the BOMA Energy Efficiency Program (BEEP), BOMA Energy Performance Contracting (BEPC) Model, Office and Industrial Experience Exchange Reports (EER), BOMA 360 Performance Program and The Outstanding Building of the Year (TOBY®) Awards.
- Prominently featuring ENERGY STAR in videos, industry conferences, BOMA Magazine, e-newsletters, webinars and social media and reaching tens of thousands of commercial real estate practitioners.
- Promoting ENERGY STAR during relevant sessions at the BOMA International Conference & Expo.

CenterPoint Energy
Houston, Texas

CenterPoint Energy is a transmission and distribution utility serving 2.5 million customers. In 2019, CenterPoint Energy incentivized the construction of more than 3,100 ENERGY STAR certified homes, for a total of 109,000 since joining the program in 2001. Key 2019 accomplishments include:

- Increasing incentives offered for ENERGY STAR certified homes by 75 percent over those offered in 2018.
- Distributing more than 11,000 educational pamphlets to homebuyers to drive traffic to the ENERGY STAR website and implementing a cost-effective digital marketing strategy that increased social media impressions by 42 percent over 2018 levels.
- Educating industry stakeholders through the Greater Houston Builders Association with seminars and forums on better building practices, International Energy Conservation Code changes and ENERGY STAR program updates.
- Adding a new incentive for energy rating companies to increase engagement with the ENERGY STAR program.

City of Columbia Water & Light
Columbia, Missouri

City of Columbia Water & Light is a municipal utility. In 2019, Columbia Water and Light partnered with the state of Missouri and Earth Advantage to launch a Green Building Registry to document energy efficiency characteristics for over 3,500 homes in its territory and neighboring Boone Electric Coop. Additional accomplishments include:

- Revamping its low-income Home Performance with ENERGY STAR program to utilize contractors for home assessments instead of program staff to expand services outside of its service territory.

- Contributing over \$16.5 million to the local economy since 2012, saving over an estimated 3.05 million kWh and reducing over 1,500 kilowatts of utility through Home Performance with ENERGY STAR.
- Certifying staff with BPI Healthy Home Evaluator credential so that indoor ventilation and other healthbenefiting services can be provided to clients.
- Conducting a rental study titled “Unlocking Energy Efficiency in Columbia, Missouri’s Residential Rental Market” and began pilot testing energy efficiency services to multi-family residents.

Columbia Gas of Ohio Merrillville, Indiana

Columbia Gas of Ohio is a natural gas distribution company serving 1.4 million customers. The utility has saved customers over 8,000 thermal units of natural gas annually since 2011 and remains committed to incentivizing the construction of ENERGY STAR certified homes, performance of energy audits and purchase of ENERGY STAR certified products. Key 2019 accomplishments include:

- Supporting the construction of nearly 500 ENERGY STAR certified homes, with more than 80 home builders and 15 home energy rating companies enrolled in their program.
- Increasing the adoption of ENERGY STAR certified smart thermostats by 870 percent from 2018 to 2019 by promoting the technology during one-on-one meetings with builders.
- Providing incentives for more than 18,000 ENERGY STAR certified furnaces, boilers, water heaters and smart thermostats, avoiding the greenhouse gas emissions equivalent of more than 2,000 passenger vehicles driven for a year.
- Delivering Home Performance with ENERGY STAR improvements to a diverse customer base through its WarmChoice program, where more than 1,300 income-qualified customers received no-cost weatherization services.

ComEd Chicago, Illinois

ComEd is an electric utility in Northern Illinois. ComEd maintains robust programs for all customers while expanding its focus to ensure that more lower income residential customers and hard-to-reach business customers benefit from ENERGY STAR certified products. Key 2019 accomplishments include:

- Facilitating the installation of nearly 9,400 ENERGY STAR certified central air conditioners and heat pumps, including 400 units designated as ENERGY STAR Most Efficient, through a network of 700 contractors, each trained and educated on the benefits of ENERGY STAR.
- Working with an expanded network of retailers to sell more than 4.7 million ENERGY STAR certified lighting products and 19,700 certified appliances, with enhanced incentives offered in stores designated income eligible.
- Incorporating ENERGY STAR certified appliances, fixtures and windows into the construction of 620 affordable housing units across ten projects that yielded more than two million kWh in energy savings for income-eligible customers.
- Continuing to increase customer benchmarking of commercial and multi-family buildings through its Energy Usage Data System software that provides required energy information to nearly 8,800 buildings.

Con Edison
New York, New York

Con Edison is an electric utility. Con Edison's ENERGY STAR lighting, appliance and smart thermostat programs saved customers more than 105,750 net MWh. Key 2019 accomplishments include:

- Incentivizing more than 2.5 million ENERGY STAR certified LED light bulbs.
- Expanding its lighting and appliance programs to add independent hardware, grocery and appliance dealers.
- Designing efficiency programs to increase uptake, including participating in the ENERGY STAR Retail Products Platform and adding verified instant rebates for ENERGY STAR certified smart thermostats, room air conditioners and heat pump water heaters.

Consumers Energy
Jackson, Michigan

Consumers Energy is an electric and natural gas utility in Michigan. Consumers Energy continued its successful and sustained integration of ENERGY STAR certification, tools and resources across its portfolio of programs. Key 2019 accomplishments include:

- Saving an estimated 76,000 MWh and 97,000 MCF through its ENERGY STAR certified lighting and appliance program.
- Supporting the construction of 250 ENERGY STAR certified homes, totaling over 4,000 since joining the program in 2014, and adding seven new builders to their program.
- Engaging customers after the purchase of their ENERGY STAR certified home through a welcome gift initiative that recognizes customers for their smart, sustainable decision.
- Continuing to offer value-added services using ENERGY STAR tools and resources, resulting in 256 customer buildings benchmarked and 88 earning ENERGY STAR certification, and establishing its hometown city of Jackson's ranking as one of the smallest cities with the highest number of certified buildings in the country.

Delaware Sustainable Energy Utility Dover, Delaware

Delaware Sustainable Energy Utility (DESEU) is a non-profit organization that administers programs that help increase the energy efficiency of homes and businesses through the Energize Delaware initiative. In 2019, the DESEU Home Performance with ENERGY STAR (HPwES) program realized an assessment to project conversion ratio of over 61 percent, completing 698 projects. Additional key accomplishments include:

- Influencing customers to adopt weatherization as part of their home improvements.
- Continuing to diversify their HPwES delivery to low-income populations.
- Rebranding programs as Energize Delaware, incorporating ENERGY STAR into the website and conducting advertising and communications campaigns, with the program recognized as a trusted advisor.
- Partnering with contractors through the trade ally Best Practices Working Group to update the program design and operational structure to support more comprehensive home performance deliveries.
- Offering low-interest loans through the Delaware Home Energy Efficiency Loan Program to help promote larger and more comprehensive projects by customers and contractors.
- Holding over 50 community workshops and outreach events to educate consumers about energy efficiency measures and Energize Delaware program offerings, as well as leveraging resources and offerings to further enhance program participation and promote awareness of Home Performance with ENERGY STAR.
- Developing a Trade Ally Score Card based on key delivery criteria such as quality, timeliness and workmanship to help customers select the best trade ally for their energy assessments and home performance projects.

Delmarva Power Washington, District of Columbia

Delmarva Power, an electric utility, leverages the ENERGY STAR platform to deliver savings across its residential and commercial programs in Maryland. Key 2019 accomplishments include:

- Promoting a broad array of ENERGY STAR products to customers, including lighting, air purifiers, dehumidifiers, heat pump water heaters, smart thermostats, pool pumps and commercial food service equipment.
- Generating nearly 2.4 million impressions promoting ENERGY STAR residential products through a variety of tactics, including many that aligned with ENERGY STAR promotions.
- Providing incentives for nearly 140 ENERGY STAR certified homes and increasing the average energy savings per home by 29 percent over the past three years.
- Incorporating a performance-based incentive model leading to deeper savings for Home Performance with ENERGY STAR projects.
- Installing more than 41,000 ENERGY STAR-certified products through its business program, achieving more than 3,200 MWh of energy savings for customers.

Efficiency Vermont Burlington, Vermont

Efficiency Vermont is a program that promotes and facilitates energy efficiency across the state. In 2019, Efficiency Vermont modified the incentive structure from savings-based to income-based and tied it to a 0 percent Home Energy Loan to better address the moderate-income population who represent most of the state. Additional accomplishments include:

- Instituting an approach where comprehensive home improvements can be performed over time, thus realizing a greater percentage of potential energy savings.
- Transitioning ENERGY STAR certified lighting and appliances incentives to a midstream model to achieve more than 24,000 MWh savings.
- Adding an incentive for ENERGY STAR Emerging Technology Award-winning room air conditioners with variable speed functionality.
- Using ENERGY STAR Portfolio Manager® metrics to benchmark, set goals and measure progress to motivate continuous energy improvement in Vermont hospitals, support energy management in state buildings, and advance retrocommissioning of K-12 schools and businesses.

Energize Connecticut in partnership with Eversource Energy and AVANGRID Orange, Connecticut

Energize Connecticut, in partnership with Eversource Energy and AVANGRID, is a statewide energy efficiency initiative administered by the electric and gas utilities Eversource Energy and AVANGRID Inc. and subsidiaries United Illuminating, Southern Connecticut Gas and Connecticut Natural Gas. Energize Connecticut delivered innovative ENERGY STAR solutions to all customers. Key 2019 accomplishments include:

- Promoting ENERGY STAR certified heating, cooling and water heating equipment through independent and big box retailers, manufacturers, equipment distributors and contractors, reaching 95 percent of heating and water heating distributors in Connecticut and providing incentives for nearly 27,000 units.
- Providing incentives for more than 220 ENERGY STAR certified homes and apartments, achieving energy savings of more than two million kWh.
Continuing to be a leader in the number of homes impacted through Home Performance with ENERGY STAR by improving approximately 6,600 single-family and 2,350 multifamily residences. Adopting the Home Energy Score so that improvements can better be recognized by the real estate market.
- Providing funding, engineering evaluations, access to energy data and technical support to enable customers to track energy performance in Portfolio Manager® and obtain ENERGY STAR certification.

Entergy Texas, Inc. The Woodlands, Texas

Entergy Texas Inc. is an electric transmission and distribution utility serving 454,000 customers. In 2019, Entergy Texas updated the incentive structure of its High-Performance Homes program to attract and reward home builders committed to constructing ENERGY STAR certified homes. Key 2019 accomplishments include:

- Increasing its incentive for ENERGY STAR certified homes by 42 percent over those offered in 2018.
- Supporting the construction of more than 400 ENERGY STAR certified homes and reducing peak demand by 1,128,000 kWh.
- Increasing the number of home builders constructing ENERGY STAR certified homes through its program by 50 percent compared to last year, including one builder committed to certifying all homes as ENERGY STAR.
- Implementing the third year of a multifaceted social media, TV and an online marketing campaign featuring ENERGY STAR that earned more than 8 million impressions.

Fannie Mae Multifamily Washington, District of Columbia

Fannie Mae Multifamily is a federally sponsored financial institution for multifamily housing. Fannie Mae Multifamily has continued to expand on its green financing programs, raising awareness of the benefits of benchmarking and certification in the multifamily housing market and reaching thousands of owners and tenants. Key 2019 accomplishments include:

- Collecting energy and water performance data on Green Mortgage Loans through Fannie Mae Multifamily's new Green Measurement and Verification Service to ensure quality data reporting through ENERGY STAR Portfolio Manager® for over 1,900 multifamily properties in 2019.
- Educating lenders and borrowers in 2019 on the value of ENERGY STAR certifications and on reporting through ENERGY STAR Portfolio Manager through 11 webinars with 1,387 attendees including lenders, multifamily owners and other multifamily stakeholders.
- Hosting over 90 meetings with lender partners in 16 cities as part of a Green Road Show and educating over 500 individual attendees on the new 2019 Green Rewards qualification requirements and the benefits of its Green Rewards program.
- Raising awareness of the benefits of ENERGY STAR certified appliances through required energy audits, where borrowers committed to install ENERGY STAR certified appliances in almost 70,000 multifamily units in 2019, up from 19,000 units in 2018.
- Improving the quality of the data being input into Portfolio Manager for properties backing Fannie Mae Green Mortgage Loans through Fannie Mae Multifamily's Green Measurement and Verification Service, leading to a more accurate ENERGY STAR score and source energy use intensity data.

IREM Chicago, Illinois

IREM is an international commercial real estate association for property and asset managers. IREM has continued to promote sustainability and energy efficiency within its trainings and certification programs, with a focus on utilizing the ENERGY STAR program to achieve significant energy reductions. Key 2019 accomplishments include:

- Advancing the IREM Certified Sustainable Property (CSP) program to include 179 new and 384 cumulative IREM CSPs by incorporating ENERGY STAR tools and resources and expanding into new asset types, including medical office and senior housing.
- Providing 100 hours of training for IREM CSP applicants, including how to benchmark in ENERGY STAR Portfolio Manager®.
- Launching a new IREM CSP application platform that will include ENERGY STAR Portfolio Manager Web Services, which will help streamline data collection efforts as part of a multiyear development strategy.
- Sharing ENERGY STAR tools and resources through its local chapters and promoting relevant ENERGY STAR webinars through its e-newsletter distributed weekly to 40,000 email addresses.
- Reaching more than 680 real estate professionals with IREM courses that include instruction on ENERGY STAR tools and resources. Course topics include using the ENERGY STAR Utility Data Access Map, achieving whole-building benchmarking in ENERGY STAR Portfolio Manager, and pursuing ENERGY STAR Certification.

Midwest Energy Efficiency Alliance

Chicago, Illinois

The Midwest Energy Efficiency Alliance (MEEA) is a nonprofit organization that works to promote energy efficiency in a 13-state region of the Midwestern United States. In 2019, MEEA collaborated with utilities, contractors, community organizations and real estate professionals to improve over 1,400 homes through the Home Performance with ENERGY STAR (HPwES) platform. Additional accomplishments include:

- Training 150 contractors through its Building Science Training Series on home performance techniques and offering continuing education units.
- Making home efficiency features searchable in the MRED Multiple Listing Service by real estate agents and homebuyers, and promoted greater use of energy efficiency fields in real estate transactions.
- Partnered with YouthBuild (a community program for disadvantaged youth) to provide energy efficiency education to young adults.
- Marketed HPwES through multiple marketing channels, resulting in over 800,000 impressions.

National Grid RI

Waltham, Massachusetts

National Grid Rhode Island (RI) is an electricity and natural gas distribution company. In 2019, National Grid RI provided over 8,590 home assessments, with 40 percent resulting in weatherization improvements for a total of over 3,500 projects completed in 2019. Additional key accomplishments include:

- Ranking third in the nation by American Council for an Energy-Efficient Economy for energy efficiency policy and programs, and achieving a perfect score for utility policy and programs.
- Providing 100 percent weatherization incentives up to \$4,000 for rental housing tenants, resulting in a 20 percent increase in tenant weatherization projects.
- Offering no-cost home energy assessments to households when customers set up an account, such as moving into a new home.
- Utilizing ENERGY STAR and HPwES branding and messaging, including a homeowner educational assessment packet, co-branded National Grid/HPwES completion certificate and monthly energy efficiency tips that remind customers of incentives and rebates available to them.
- Effectively procuring LEDs at a low cost, resulting in a large percentage of homes installed with ENERGY STAR labelled LEDs for a program average of 15.5 LEDs per household.
- Adding three additional HPwES contractors to the program.

New Hampshire Electric & Gas Utilities

Manchester, New Hampshire

New Hampshire Electric & Gas Utilities is a utility consortium made up of Eversource, Liberty Utilities, New Hampshire Electric Co-op and Unitil. New Hampshire Electric & Gas Utilities has consistently promoted ENERGY STAR to builders, home buyers and other partners as an essential tool and in 2019 drove market share of ENERGY STAR certified homes to nearly 23 percent statewide. Key 2019 accomplishments include:

- Supporting the construction of more than 550 ENERGY STAR certified homes, for a cumulative total exceeding 8,500 homes since joining the program in 2002.
- Engaging New Hampshire residents on the benefits of ENERGY STAR certified homes through traditional and online promotions, including a paid advertising campaign that generated 10,000 clicks to the program landing page.
- Promoting the ENERGY STAR Certified Homes program at home shows statewide that attracted approximately 15,000 visitors.
- Conducting more than 300 hours of training for builders, homeowners and other stakeholders on a variety of topics related to ENERGY STAR, energy efficiency and renewable energy.
- Partnering with local organizations to provide technical assistance and incentives to build energy-efficient, permanent residences for homeless veterans and affordable apartments for senior citizens.

New Jersey Board of Public Utilities Trenton, New Jersey

New Jersey Board of Public Utilities is a statewide agency that oversees public utilities and provides services related to energy and telecommunications to residents and businesses. In 2019, the New Jersey Clean Energy Program (NJCEP) — developed by the board — made significant strides in addressing low to moderate income residents’ energy burdens by distributing LED lighting at local food banks and including multifamily units within the Home Performance with ENERGY STAR (HPwES) portfolio. Additional accomplishments include:

- Providing rebates for over 44,000 ENERGY STAR certified appliances and 6.3 million LED bulbs, expanding its portfolio to include ENERGY STAR certified air purifiers, dehumidifiers and room air conditioners.
- Awarding and recognizing eight home performance contractors with the Century Club awards in 2019 — one of the contractors completed 1,455 jobs in 2018.
- Saving over 102,000 MMBtu through the HPwES program.

New York State Energy Research and Development Authority Albany, New York

New York State Energy Research and Development Authority (NYSERDA) promotes energy efficiency and the use of renewable energy sources. Since 2001, NYSERDA has served nearly 94,000 New York homes through its Home Performance with ENERGY STAR (HPwES) program. Key accomplishments include:

- Developed an in-house, HPXML compliant modeling tool available to its participating contractors free of charge.
- Deployed a comprehensive, paid search strategy generating over 13,832 visits to the microsite and resulting in a 26 percent conversion rate from site visit to assessment request by homeowners.
- Instituted a single, 10 percent incentive to contractors for HPwES work on market-rate homes to permit more flexibility for the contractor to conduct work.
- Served over 159,000 low-income residents since inception of the EmPower New York program.

PECO Energy
Philadelphia, Pennsylvania

PECO Energy is an electric and gas utility serving southeastern Pennsylvania. PECO programs promote ENERGY STAR certified homes as well as certified products in more than ten categories. Key 2019 accomplishments include:

- Partnering with retailers to provide rebates for more than 2.5 million ENERGY STAR certified LED light bulbs and 10,000 certified appliances, which realized over 116,000 MWh in savings.
- Working with seven lighting distributors to promote select ENERGY STAR certified LED bulbs and fixtures appropriate to the commercial marketplace.
- Supporting the construction of more than 500 ENERGY STAR certified homes, a 37 percent increase over 2018, while also increasing the number of participating home builders by 6 percent.

Pepco
Washington, District of Columbia

Pepco an electric utility, leveraged a wide range of ENERGY STAR offerings — including certified products and homes and Home Performance with ENERGY STAR — to help its Maryland customers become more efficient. Key 2019 accomplishments include:

- Helping business customers install 11,123 ENERGY STAR certified products with an associated 14,220 MWh of energy savings.
- Working with retailers to stock and sell more than 1.8 million ENERGY STAR certified bulbs and fixtures and more than 18,000 certified appliances with a combined savings of about 70,000 MWh.
- Integrating direct install into its Home Performance with ENERGY STAR program to attain immediate additional savings while acting as a driver for more thorough home assessments and adopting a pay for performance model to drive deeper savings, paying up to 75 percent of project costs depending upon energy savings.
- Providing incentives for more than 460 ENERGY STAR certified homes and increasing the average energy savings per home by nearly 50 percent over the past five years.

Salt River Project Agricultural Improvement and Power District Tempe, Arizona

Salt River Project Agricultural Improvement and Power District (SRP) is a natural gas utility, serving more than one million customers. SRP has been committed to delivering a comprehensive portfolio of energy efficiency programs to its customers for nearly a decade. Key 2019 accomplishments include:

- Supporting the construction of over 6,500 ENERGY STAR certified homes, for a total of more than 35,000 since 2012.
- Promoting the ENERGY STAR Certified Homes program to nearly one million customers through a comprehensive marketing campaign, including consumer brochures, billboards, digital media and model home collateral material.
- Achieving a Home Performance with ENERGY STAR program assessment-to-project conversion rate of 79 percent, exceeding the established goal of 40 percent.
- Reducing greenhouse gas emissions by more than 245 million pounds to date since joining the ENERGY STAR certified homes program in 2012.

Southern Maryland Electric Cooperative Hughesville, Maryland

Southern Maryland Electric Cooperative (SMECO) is a customer-owned electricity cooperative, serving 165,000 customers. SMECO has leveraged ENERGY STAR across the residential and consumer products sectors to help customer-members save energy. Key 2019 accomplishments include:

- Supporting the construction of more than 600 ENERGY STAR certified homes, a 15 percent increase since 2018, as well as a 23 percent increase in overall energy savings over the same period.
- Running a digital promotion campaign that resulted in 9.4 million impressions, focused on the benefits of ENERGY STAR certified homes and ENERGY STAR certified smart thermostats.
- Providing incentives for more than 9,300 ENERGY STAR certified appliances through downstream, midstream, instant rebates and online channels, saving customers 1,980 megawatt hours (MWh).
- Capturing more than 16,900 MWh in energy savings through its Residential Lighting Program, a 53 percent increase from 2018.
- Recycling more than 1,600 appliances, saving 1,595 MWh, and hosting two appliance turn-in events for customers to drop off room air conditioners or dehumidifiers.

Southwestern Electric Power Company (AEP SWEPCO) Shreveport, Louisiana

Southwestern Electric Power Company is a unit of American Electric Power (AEP SWEPCO). In 2019, AEP SWEPCO generated 10.4 GWh in gross energy savings leveraging the Home Performance with ENERGY STAR program serving single and multifamily clients. Additional accomplishments for the AR branch include:

- Improving 257 housing units through a no-cost Home Performance with ENERGY STAR model with a realized savings of 540 MWh with the Texarkana Housing Authority, leading to the development of an income-qualified pilot for 2020.
- Continuing support of home performance infrastructure with a no-cost online training portal for CEUs and providing low-cost Building Performance Institute training, marketing materials, sales training and

mentoring that is focused on customer service, quality workmanship and time management, resulting in sustained increases in home energy savings and reduced program costs.

- 75 percent of the Home Performance with ENERGY STAR participating contractors are Century Club award winners.
- Continuing success on partnering with Black Hills Energy in order to share expenses of contractor recruitment, training and oversight, thus enabling program consistency and expanding scarce resources.

Texas-New Mexico Power Company Lewisville, Texas

Texas-New Mexico Power Company (TNMP) is an electricity transmission and distribution service provider. In 2019, TNMP enhanced the design of its High-Performance Homes Program to increase participation among hard-to-reach small home builders and HVAC contractors in constructing ENERGY STAR certified homes. Key 2019 accomplishments include:

- Supporting the construction of nearly 300 ENERGY STAR certified homes and increasing energy rating companies' participation in the program by 14 percent compared to 2018.
- Increasing the number of home builders constructing ENERGY STAR certified homes in its program by 66 percent compared to 2018, through recruitment efforts in geographic regions were previously not wellrepresented in the program.
- Increasing the percentage of new home starts earning ENERGY STAR certification to 71 percent compared to 45 percent in 2018, despite a 26 percent decrease in new home starts in their service territory.
- Implementing outreach and education efforts featuring the ENERGY STAR program to internal staff and external stakeholders, including distributing free outreach materials to hundreds of builders, raters and HVAC dealers.
- Continuing a successful social media campaign that educated more than 10,000 consumers about the ENERGY STAR program.

Energy Management

Allergan Madison, New Jersey

Allergan is a pharmaceutical company. After applying the ENERGY STAR energy management principles in 2019, Allergan improved energy intensity 6.9 percent, moving the company closer to meeting its 2020 energy and climate goals while reducing operating costs. Key 2019 accomplishments include:

- Implementing an internal energy awareness communication plan that leveraged the Allergan's internal social media platform, and distributing a home energy tip book that highlighted ENERGY STAR and energy savings opportunities to employees.
- Investing over \$7 million in energy projects and upgrades with a simple payback of 2.7 years while the pipeline is primed with an additional \$9.3 million in projects for completion in 2020.
- Conducting Light Fairs that provided Allergan employees and contractors with LED bulbs that are estimated to save 366,000 kWh and prevent 563,500 pounds of greenhouse emissions.
- Realizing enhanced attention from plants to energy management through the assignment of both energy and greenhouse gas emissions reduction goals.

Atrium Health

Charlotte, North Carolina

Atrium Health is a healthcare organization based in North Carolina. Atrium Health advanced strategic energy management by using ENERGY STAR tools and resources to achieve a 1.8 percent energy intensity reduction across its portfolio last year. Key 2019 accomplishments include:

- Increasing the number of facilities tracked in Portfolio Manager® by 24 percent and raising the average ENERGY STAR score by 5.2 percent.
- Expanding its portfolio of ENERGY STAR certified facilities to 12 in 2019, including four hospitals and two senior living communities.
- Conducting a hospital ENERGY STAR Treasure Hunt, which identified savings equal to 8 percent of energy consumption, and sharing results in an EPA webinar and trade publication.
- Instituting a policy requiring future hospitals to achieve the “Designed to Earn the ENERGY STAR” designation using EPA’s ENERGY STAR Target Finder® calculator.

Beacon Capital Partners, LLC

Boston, Massachusetts

Beacon Capital Partners, LLC is a private real estate investment firm. Beacon Capital Partners has maintained a longstanding commitment to energy conservation and sustainability, leveraging ENERGY STAR tools and resources to motivate staff and tenants to continue and drive energy reductions across its portfolio. Key 2019 accomplishments include:

- Achieving ENERGY STAR Certification for 27 buildings in 2019.
- Reducing total site energy use intensity by over 2 percent through its no-cost energy savings program at all properties, including utility sub-metering, data analysis and investigation to identify opportunities.
- Leveraging its Off-Balance-Sheet Financing Program to accelerate installation of energy-saving equipment, which uses energy savings from short-term payback projects to fund larger capital retrofits.
- Recognizing energy management achievements of nine building management teams who won its fifth annual Blue Star Energy Awards Contest, which motivates participants to achieve ENERGY STAR related goals.
- Updating and continuing to implement its Property Manager/Building Operations Team Handbook; a cornerstone program which educates staff on its energy, sustainability and environmental programs.
- Continuing to update and promote its tenant welcome package that introduces new office tenants to its sustainability priorities, including its commitment to ENERGY STAR.

BentallGreenOak

Seattle, Washington

BentallGreenOak is a global real estate investment firm. BentallGreenOak has maintained a longstanding commitment to energy efficiency and promoting its ENERGY STAR partnership, and it achieved ENERGY STAR Certification for a company record number of properties in 2019. Key 2019 accomplishments include:

- Actively benchmarking 710 properties, improving the average ENERGY STAR score from 73 in 2018 to 75 in 2019.
- Increasing the number of ENERGY STAR certified properties in the U.S. portfolio from 59 in 2018 to 77 in 2019.

- Reducing weather-normalized source energy use by over 4 percent from 2018 to 2019.
- Updating its Target Setting Program to include internal, asset class-specific energy reduction targets for office, residential and enclosed retail assets, which is designed to set ambitious goals for improvement in ENERGY STAR Scores.
- Continuing to grow its ForeverGreen campaign, its internal sustainability communications platform, by introducing monthly sustainability and wellness topics as game show style trivia. This campaign included a month-long focus on energy efficiency and the importance of the organization’s partnership with ENERGY STAR.
- Promoting its partnership with ENERGY STAR and approach to energy management in the United States and internationally, with both internal and external stakeholders.

Bimbo Bakeries USA
Horsham, Pennsylvania

Bimbo Bakeries USA (BBU) is a baking company whose brands include Thomas’, Sara Lee, Arnolds and Entenmanns. In 2019, BBU achieved a 2.3 percent reduction in energy use from the previous year and became the first major baking company to purchase renewable energy for 100 percent of its electricity needs for all of its U.S. operations. Key 2019 accomplishments include:

- Earning ENERGY STAR certification at 13 commercial bread and roll bakeries.
- Conducting energy treasure hunts at 13 bakeries that engaged over 200 employees while identifying energy efficiency opportunities estimated to save over 37,000,000 kBtus. Bimbo participated in the inaugural ENERGY STAR Treasure Hunt Campaign.
- Implementing an internal energy awareness communication plan that reached over 12,000 employees with information on energy efficiency and ENERGY STAR.
- Hosting an ENERGY STAR Industrial Showcase at its Escondido, California bakery to highlight the accomplishments and energy best practices of this ENERGY STAR certified plant for over 250 employees, local government officials, and others.

Bozzuto Management Company
Greenbelt, Maryland

Bozzuto Management Company is a third-party manager of multifamily real estate. Bozzuto leveraged ENERGY STAR resources to develop unique and innovative tools that assist in its efforts to reduce energy consumption across its managed portfolio. Key 2019 accomplishments include:

- Pursuing 100 percent benchmarking in ENERGY STAR Portfolio Manager® for all managed assets.
- Achieving ENERGY STAR certification for at least 15 multifamily properties, with a goal to increase the number of certifications in their portfolio by 20 percent over 2018 levels.
- Developing its High-Performance Building Inspection offering that leverages ENERGY STAR Treasure Hunt materials to identify low and no-cost energy savings opportunities and conducting in a pilot in 2019 with a goal of rolling it out to all managed communities.
- Developing a value-added “mini energy audit” that was offered to partners who chose to pursue third-party verification for ENERGY STAR certification, conducted at the time of the site visit to capture best practices and additional savings opportunities.
- Partnering with Arcadia Energy to incentivize Bozzuto residents to sign up for a renewable energy option for their apartment by offering free ENERGY STAR Certified LED light bulbs.
- Promoting its energy management programs and ENERGY STAR participation through social media, print publications, external job postings, industry speaking engagements and community events, and its memberships in several working groups and industry organizations.

Bristol-Myers Squibb

New York, New York

Bristol-Myers Squibb (BMS) is a biopharmaceutical company. In 2019, Bristol-Myers Squibb strengthened its energy program during a major acquisition of pharmaceutical producer Celgene while reducing energy intensity by 1.76 percent, contributing to 13.8 percent energy intensity reduction since 2013. Key 2019 accomplishments include:

- Elevating energy management through a strategic organizational change that resulted in an expansion of the BMS Global Energy Services organization.
- Investing \$2.5 million on 39 capital energy projects that are expected to save over \$1.5 million annually and devoting over \$48 million to 416 projects with cumulative savings over \$129 million since 2010.
- Conducting a successful treasure hunt at its worldwide commercial headquarters site and participating in the inaugural ENERGY STAR Treasure Hunt Campaign. To date, 14 treasure hunts have been conducted, engaging over 490 participants and identifying over \$12 million in energy and water cost reduction opportunities.
- Achieving the ENERGY STAR Challenge for Industry goal with a 10.5 percent energy intensity reduction within only three years at its Humacao, Puerto Rico, site, only two years after the site recovered from the devastation of Hurricane Maria.
- Increased solar photovoltaic capacity by over 35 percent with two new installations, procured over 7 percent of imported electricity as green, and cogenerated more than 20 percent of the corporate electricity demand.

CalPortland Company

Glendora, California

CalPortland Company is a producer of cement, concrete, aggregates and asphalt pavement in the western United States. Since 2003, CalPortland's energy management efforts have reduced the company's overall energy intensity by 16.5 percent, avoiding \$135 million in unnecessary energy costs. Key 2019 accomplishments include:

- Working with the leadership of the national cement, concrete, and asphalt trade associations to increase industry involvement in energy management and ENERGY STAR.
- Advancing energy efficiency and emission reductions through extensive upgrades to the company's mobile fleet, rail operations, and cement plants, amounting to \$90 million in capital efficiency projects.
- Reducing the carbon footprint and imbedded energy of its cement products by developing blended cements and a natural pozzolan for clinker substitution.
- Incorporating strategic elements in the corporate energy program by using ENERGY STAR's cement plant certification, Challenge for Industry and Treasure Hunt Campaign.
- Focusing on community engagement and in-person education by reaching more than 136,000 individuals on energy management best practices and ENERGY STAR.
- Working with ENERGY STAR industrial partners to compare and benchmark best energy management practices.
- Incorporating energy management and ENERGY STAR into the company's corporate-wide professional development training program through videos, an intranet site, new employee orientation and regular employee engagements.

CBRE

Los Angeles, California

CBRE is a global commercial real estate services and investment firm. CBRE has continued to maintain its comprehensive energy management program and extensive training programs, providing overall leadership across the industry. Key 2019 accomplishments include:

- Achieving ENERGY STAR certifications for 148 properties in 2019.
- Registering and benchmarking 5,623 buildings, totaling more than 315 million square feet.
- Recognizing 25 property management teams through its Climate Champion Award program, which highlights properties that have achieved a 10 percent or more annual increase in ENERGY STAR score.
- Having 1,441 employees complete training modules in 2019 for “The Business of Green” training program, featuring accomplishments and testimonials from key brokerage leaders and a customized ENERGY STAR for brokers presentation.
- Having more than 1,000 attendees in 2019 complete the co-sponsored BOMA Energy Efficiency Program training program, which leverages ENERGY STAR Portfolio Manager® as a foundational tool for managing energy consumption.
- Publishing the sixth annual Green Building Adoption Index for Offices, and the first Green Building Adoption Index for Multifamily Buildings, which highlights the adoption rate of ENERGY STAR certified buildings.

Celanese Corporation

Irving, Texas

Celanese Corporation produces specialty materials and chemical products. Since 2015, Celanese has reduced the company’s overall energy intensity by 15 percent. Key 2019 accomplishments include:

- Executing 120 projects with energy savings of \$16 million, while the project pipeline is primed through 2022 with \$5 million in additional energy project savings.
- Launching the Celanese Energy Training Team to enhance the energy management skills of plant operations staff and an Energy Design Team to ensure the company’s capital projects incorporate best practices for energy, water and waste.
- Approving a major expansion of an acetic acid plant where the carbon footprint is improved, imbedded energy is reduced, and carbon dioxide is now a recycled input to the final product.
- Building on its comprehensive, worldwide energy management platform with ENERGY STAR to involve its Canadian plants in the ENERGY STAR Challenge for Industry with Natural Resources Canada.
- Engaging the interest of Celanese plants on energy project implementation and development through a corporatewide competition.
- Incorporating strategic elements in the corporate energy program by using ENERGY STAR’s Treasure Hunt Campaign and industrial site engagement tools.
- Working with ENERGY STAR industrial partners to compare and benchmark best energy management practices.

CEMEX USA

Houston, Texas

CEMEX USA is a producer of cement, ready mix concrete, aggregates and other building materials. In 2019, CEMEX’s energy management program reduced thermal energy intensity by 2.24 percent, equivalent to avoiding the combustion of 80,795 metric tons of coal. Key 2019 accomplishments include:

- Creating a CO2 Emissions Dashboard that enables emissions monitoring and regular carbon footprint evaluation.
- Managing the company's carbon footprint and reducing the imbedded energy of cement products through renewable energy, alternative fuels and lowered clinker content.
- Supporting EPA's development of the third ENERGY STAR cement plant energy performance indicator for evaluating U.S. cement plants.
- Achieving ENERGY STAR certification at two cement plants and benchmarking with the corporation's cement plants globally to identify energy performance improvements.
- Establishing key performance indicators and targets for energy efficiency in employees' annual performance objectives.
- Funding \$62 million in energy savings projects, including improvements to plant electrical, lighting, mechanical and drive systems. Through 2019, \$5.4 million has been invested in variable frequency drives on fans.

Colgate-Palmolive Company

New York, New York

Colgate-Palmolive Company is a consumer products company. Colgate-Palmolive demonstrated leadership in energy management by improving energy intensity by more than 1 percent in 2019 and by 26 percent since 2005. Key 2019 accomplishments include:

- Investing in 68 capital projects projected to save over 63,600 MWh and prevent 7.5 million kilograms of CO2e.
- Conducting six energy treasure hunts that identified over 356 energy projects with the potential to save over 39,000 MWh, and participating in the inaugural ENERGY STAR Treasure Hunt Campaign.
- Achieving the ENERGY STAR Challenge for Industry goal of a 10 percent energy intensity reduction within five years at four plants, avoiding over 124,460 MMBtu in energy. To date, Colgate-Palmolive plants have achieved the Challenge for Industry 74 times.

CommonWealth Partners

Los Angeles, California

CommonWealth Partners is a private real estate investment, development, management and operating company. CommonWealth Partners has consistently improved and expanded on its energy management program and has maintained its commitment to energy efficiency using ENERGY STAR. Key 2019 accomplishments include:

- Benchmarking 100 percent of its portfolio within ENERGY STAR Portfolio Manager® and achieving more than a 3 percent reduction in weather-normalized source energy use intensity across its portfolio.
- Incorporating its ENERGY STAR partnership and ENERGY STAR performance metrics — including energy, water and GHG emission reductions — into lobby posters and displaying them during Earth Day events for all managed properties.
- Distributing a Green Office Challenge survey to tenants at the end of the year to assess how they are contributing to energy, water and waste reductions at their properties, with awards given to those who demonstrate significant progress.
- Hosting its third annual internal Battle of the Buildings Bootcamp competition, which focused on empowering participating properties to reduce energy, water and waste over a three-month period.
- Continuing to utilize its real-time energy management platform and expanding the system into all managed properties in its portfolio.

Corning Incorporated

Corning, New York

Corning, Incorporated is a producer of specialty glass and ceramics and advanced optical products. In 2019, the company achieved a significant development milestone as its Global Energy Management Program joined the company's Manufacturing Technology and Engineering division, allowing greater energy and water savings within processes and plants. Key 2019 accomplishments include:

- Advancing significant energy projects for its glass manufacturing, including waste heat recovery from a glass plant and testing two new furnace technologies, one of which drops energy consumption by half and the other that doubles yield.
- Achieving a 1.2 percent energy productivity improvement in 2019.
- Increasing the number of facilities using renewable energy as five solar projects went online in 2019 for a total of 15 Corning solar projects with a nameplate capacity of more than 58 megawatts around the world.
- Incorporating strategic elements in the corporate energy program by using ENERGY STAR's treasure hunts, Guidelines for Energy Management and Challenge for Industry. Nine plants achieved the ENERGY STAR Challenge for Industry.
- Engaging sites around the world through targeted awareness activities, including the first international Energy Summit in Shanghai, China, for all sites in Asia and ENERGY STAR Industrial Showcases celebrating five plants achieving the Challenge for Industry.
- Expanding its energy management culture throughout the company through targeted communication such as articles, energy management networks and other unique methods for reaching employees.

Cushman & Wakefield

Chicago, Illinois

Cushman & Wakefield is a global real estate services firm. Cushman & Wakefield has maintained a longstanding commitment to energy conservation and sustainability across its portfolio, leveraging ENERGY STAR tools and resources to communicate with internal and external stakeholders. Key 2019 accomplishments include:

- Achieving ENERGY STAR certification for 130 buildings in 2019.
- Increasing its average ENERGY STAR score from a 69 to a 71 across its portfolio from 2018 to 2019.
- Saving over two million kWh in 2019 through its Energy Optimization Assessments and energy audits. Savings were realized by implementing low and no cost measures, focusing on operational adjustments while developing longer term capital plans for deep retrofits of energy systems.
- Delivering over 20 presentations to its tenants in 2019 on implementing energy efficient practices in their spaces, as well as advocating use of ENERGY STAR Certified equipment. In addition, vendors and building contractors were also trained to help align these partners with overall company energy management goals.
- Delivering trainings for brokers, with a focus on the value of asset energy performance and the use of ENERGY STAR as a market differentiator.
- Using ENERGY STAR Portfolio Manager® to track waste volume and diversion rates for 42 properties.

Des Moines Public Schools

Des Moines, Iowa

Des Moines Public Schools (DMPS) is a public school district in Iowa. DMPS promoted energy efficiency awareness to students, staff and the community and has continued its longstanding commitment

to sustainability by implementing ENERGY STAR best practices for comprehensive energy management. Key 2019 accomplishments include:

- Saving more than \$19.3 million and preventing the emissions of more than 31,500 metric tons of carbon dioxide since 2008.
- Benchmarking 100 percent of DMPS facilities in ENERGY STAR Portfolio Manager®, totaling over 6.1 million square feet to achieve an average ENERGY STAR score of 79.5.
- Earning ENERGY STAR certification for 49 eligible buildings and spending \$0.78 per square foot on energy costs, significantly lower than the national average of \$1.37.
- Continuing its initiative for all interior and exterior lighting to be LED by installing more than 1,200 LED high bay fixtures, saving approximately \$52,000 in annual energy costs.
- Utilizing the ENERGY STAR Treasure Map for K-12 Schools to complete building tune-up audits, identifying savings opportunities in seven buildings.
- Creating individualized and interactive energy report cards for every school building to increase awareness and educate students, faculty and the community on the importance of energy conservation.

Fairfax County Public Schools Falls Church, Virginia

Fairfax County Public Schools (FCPS) is a school district in Virginia. FCPS uses ENERGY STAR to engage students, conserve energy and protect the environment and as a catalyst for stewardship throughout FCPS schools and the community. Key 2019 accomplishments include:

- Saving more than \$7.3 million in annual energy costs in 2018 and 2019 and \$30.1 million since 2013 through a comprehensive energy management program and partnership.
- Earning ENERGY STAR certification for 60 buildings in 2019.
- Establishing a team of 10 Energy Education Specialists that work directly with schools to establish greater energy awareness and saving actions, such as tighter scheduling of HVAC operations and quicker responses to equipment and system issues.
- Implementing an extensive outreach program to promote ENERGY STAR and energy efficiency, reaching 337,000 Twitter and 88,000 Facebook followers, and more than 5,000 newsletter subscribers.
- Installing ENERGY STAR certified equipment during new construction and renewal projects, including EPA WaterSense plumbing fixtures at six schools.
- Upgrading FCPS' Get2Green website and energy dashboard with live utility energy data and ENERGY STAR information. The website encourages student and teacher engagement and competition in energy conservation.

Food Lion, LLC Salisbury, North Carolina

Food Lion, LLC is a retail grocery store chain. In the past year, Food Lion invested over \$15 million to improve its operational efficiency, saving more than 40.6 billion BTUs annually. Key 2019 accomplishments include:

- Reducing energy use across its portfolio by 0.5 percent, and maintaining an average ENERGY STAR® score of 69.
- Holding an ENERGY STAR Battle of Buildings contest to save energy, which involved 43 stores in South Carolina.
- Installing LED sales floor lighting in 163 stores and making LED lighting products available to customers as replacements for traditional compact fluorescent lights.

Helping sister brands develop an energy conservation culture, educating staff on ENERGY STAR benchmarking tools and resources like Portfolio Manager®.

General Motors Company **Detroit, Michigan**

General Motors Company is a motor vehicle manufacturer. In 2019, General Motors invested over \$90 million in energy projects by leveraging energy performance contracts in addition to internal capital. Key 2019 accomplishments include:

- Reducing manufacturing energy intensity by 18 percent since 2010, saving over \$122 million in energy costs.
- Conducting 16 energy treasure hunts that identified energy-saving measures with the potential to reduce total manufacturing energy use by 6 percent.
- Achieving the ENERGY STAR Challenge for Industry goal of a 10 percent energy intensity reduction within five years at two facilities in 2019. To date, General Motors plants have achieved the Challenge for Industry 142 times.
- Actively communicating the importance of energy efficiency and partnership with ENERGY STAR to employees, suppliers, customers and investors.
- Earning ENERGY STAR certification for eight buildings, two data centers and one Canadian assembly plant.
- Conducting treasure hunts and participating in the inaugural ENERGY STAR Treasure Hunt Campaign.

Hanesbrands Inc. **Winston-Salem, North Carolina**

Hanesbrands Inc. is a manufacturer of everyday basic apparel. In 2019, the company reduced energy intensity by 4.6 percent, generated 1.5 billion ENERGY STAR brand impressions and saved \$3.1 million through its energy management program. Key 2019 accomplishments include:

- Engaging process engineers and reducing thermal energy use by 7.3 percent at the company's largest fabric manufacturing plant through optimized manufacturing processes.
- Modifying existing production configurations and locations to the most energy advantageous formats in an ongoing effort to improve manufacturing.
- Expanding its energy management program to include over 85 locations in 23 countries, which incorporates recent acquisitions and three contract fabric suppliers.
- Hosting its fifth annual energy and sustainability summit, where facility managers, engineers and senior executives discussed the business case for energy management and ENERGY STAR, and participants were provided with continuing education.
- Earning ENERGY STAR certification for its corporate office building for 11 consecutive years and locating \$1.5 million in energy savings through nine treasure hunts that were reported as part of the ENERGY STAR Treasure Hunt Campaign.

Hines
Houston, Texas

Hines is a privately owned global real estate investment firm. Hines has maintained its strong corporate commitment to sustainability, continuing use of ENERGY STAR tools and resources to promote energy efficiency with its stakeholders. Key 2019 accomplishments include:

- Achieving ENERGY STAR certification for 37 buildings in 2019.
- Increasing its average ENERGY STAR score across its portfolio from an 82 to an 85 from 2018 to 2019.
- Reducing its weather-normalized source energy use intensity by more than 4 percent from 2018 to 2019.
- Utilizing the ENERGY STAR Interactive Utility Data Map to help identify which utilities provide aggregate whole building data for multifamily properties to assist in benchmarking efforts for this growing sector.
- Leveraging its Green Retail Program to encourage sustainability with its retail tenant spaces worldwide, which includes an energy efficiency scoring system that encourages the use of ENERGY STAR certified equipment.
- Continuing its HinesGO® interior office tenant program, drawing on the ENERGY STAR Bring Your Green to Work campaign, which currently has 643 tenants participating, representing more than 28 million square feet.

Intertape Polymer Group Inc.
Sarasota, Florida

Intertape Polymer Group Inc. (IPG) develops, manufactures and sells a variety of paper and film-based tapes, films, protective packaging, engineered coated products and complementary packaging systems. IPG reduced its energy intensity by 3.7 percent over 2018. Key 2019 accomplishments include:

- Sharing IPG's knowledge and experience on the importance of continuous energy improvement and the benefits of ENERGY STAR Treasure Hunts through three stories in local and trade publications. IPG participated in the inaugural ENERGY STAR Treasure Hunt Campaign.
- Supporting energy management in the community by conducting a Treasure Hunt for a local arts museum, where IPG engineers highlighted energy waste and advised on ways to reduce energy costs.
- Training engineers and aligning newly acquired manufacturing facilities in the IPG energy management system.
- Promoting energy awareness and ENERGY STAR tools in a regional energy management network and sharing best practices with other ENERGY STAR partners.
- Establishing long-term goals for energy intensity and carbon emissions reduction, increased use of renewable energy and additional environmental impacts.

J.C. Penney Company, Inc.
Plano, Texas

J.C. Penney Company, Inc. is a clothing and home retail store. J.C. Penney continued to demonstrate leadership in the retail sector by leveraging ENERGY STAR tools and resources to achieve a 5.6 percent energy intensity reduction over the past year. Key 2019 accomplishments include:

- Improving its average ENERGY STAR score by 8.1 percent, from 61 up to 66.
- Adding 17 new ENERGY STAR certifications, for a total of 535 ENERGY STAR certified stores.
- Increasing capital investments in energy efficiency by 40 percent, with a focus on HVAC systems.

JLL

Chicago, Illinois

JLL is a professional services and investment management firm. JLL has continued to leverage ENERGY STAR resources to drive energy savings within its managed properties and provide leadership in energy management to the industry. Key 2019 accomplishments include:

Increasing its average ENERGY STAR score across its managed properties by more than 2 percent from 2018 to 2019.

- Achieving ENERGY STAR Certification for 138 managed properties in 2019 and reducing its average weather normalized source energy use intensity by 3 percent.
- Developing a New Employee Experience and Engagement Guide for clients, which highlights the importance of engaging occupants in programs like ENERGY STAR.
- Leveraging the ENERGY STAR Treasure Hunt resources to identify over 180 energy-saving ideas with potential savings of over \$4 million.
- Garnering more than 390 media placements in real estate, energy, sustainability and general business publications that reference ENERGY STAR or include ENERGY STAR content.
- Sharing 15 posts with original content containing key ENERGY STAR messages, leading to nearly 272 social media engagements, and reaching 1.1 million people on JLL's social media channels.

Kenton County School District

Ft. Wright, Kentucky

Kenton County School District (KCSO) is a school district in Kentucky. KCSO has been engaging staff, students and the community in energy management and energy education since 2005. Key 2019 accomplishments include:

- Avoiding more than \$1.6 million in energy costs in 2019 through energy management, totaling cumulative savings of more than \$15 million since 2005.
- Achieving ENERGY STAR certification for 12 schools in 2019.
- Reducing energy use by 44 percent, costs by 47 percent, and emissions by 40 percent since 2005.
- Engaging students and teachers through an ENERGY STAR Treasure Hunt focusing on HVAC, lighting, plug loads and building envelopes.
- Encouraging community energy savings by publicly posting ENERGY STAR scores on the district website and in schools, distributing weekly interval data reports to building managers, and providing a monthly energy report to the Board of Education.

Kilroy Realty Corporation

Los Angeles, California

Kilroy Realty Corporation is a real estate investment trust. Kilroy Realty has consistently reduced energy consumption across its portfolio, providing leadership and stakeholder engagement in sustainability across the commercial real estate market. Key 2019 accomplishments include:

- Achieving ENERGY STAR Certification for 72 percent of its portfolio, including multifamily and tenantoperated buildings.
- Increasing its average ENERGY STAR score across its portfolio from 79 to 81 from 2018 to 2019.
- Leveraging ENERGY STAR Treasure Hunt resources to conduct hunts in approximately 60 percent of its portfolio.
- Completing 15 LED lighting projects spanning approximately 2.9 million square feet, with an expected savings of approximately 1.2 million kilowatt hours annually and \$203,000 in energy costs.
- Growing the Kilroy Innovation Lab with new partners and four new pilots, including a clear window film spray, an innovative plug load project, a low flow urinal retrofit and a precooling HVAC project.
- Incorporating a Vendor Code of Conduct in all new vendor contracts, which requires vendors to pursue energy efficiency.

Kohl's Department Stores, Inc
Menomonee Falls, Wisconsin

Kohl's Department Stores, Inc. is a specialty department store retail chain. Kohl's has demonstrated ongoing dedication to ENERGY STAR since 1998, and in 2019 achieved a 3.9 percent energy intensity reduction across its portfolio of buildings. Key 2019 accomplishments include:

- Certifying 12 department stores as ENERGY STAR for a total of 1,072 stores certified since 2008.
- Improving its portfolio-wide ENERGY STAR score by 1.7 percent over the previous year, from 82 to 84.
- Upgrading lighting fixtures with LEDs at 129 stores, estimated to save 31 million kWh per year, and installing new HVAC technologies at 467 stores.

Loudoun County Public Schools
Ashburn, Virginia

Loudoun County Public Schools (LCPS) is a school district in Virginia. LCPS has a long-standing commitment to reducing costs while promoting energy efficiency through ENERGY STAR and demonstrating that it's a good steward of public resources. Key 2019 accomplishments include:

- Saving more than \$6 million dollars in energy costs and preventing the emissions of more than 27,000 metric tons of carbon dioxide in 2019.
- Earning ENERGY STAR certification for 18 buildings in 2019.
- Saving over \$89 million in energy costs and eliminating 448,971 metric tons of CO2 emissions since 1993.
- Negotiating ESCO contracts to evaluate schools for Energy Performance Measures that will improve ENERGY STAR scores across the LCPS portfolio.
- Preparing a school board action item regarding a new policy that includes standards set forth by EPA's Designed to Earn the ENERGY STAR Program and the ENERGY STAR Certification Program.

Mansfield Independent School District Mansfield, Texas

Mansfield Independent School District (MISD) is a school district in northern Texas. MISD has sustained commitment to improving energy efficiency and uses ENERGY STAR tools to encourage its students and community to join them in saving energy at school and at home. Key 2019 accomplishments include:

- Reducing CO2 emissions by 2,459 metric tons for a cumulative reduction of more than 40,600 metric tons over the past seven years.
- Earning ENERGY STAR certification for 41 buildings in 2019.
- Conducting more than 1,700 individual audits resulting in improved energy efficiency and stakeholder buyin for efficiency.
- Promoting its ENERGY STAR partnership, achieving more than seven million potential impressions through marquee displays, social media outreach, email blasts to internal stakeholders, vehicle signage and an online presence.
- Performing over 16,000 hours of preventative maintenance, amounting to over 24 percent of total maintenance service hours.

Marathon Petroleum Corporation Findlay, Ohio

Marathon Petroleum Corporation (MPC) is a petroleum distribution, refining and marketing company. In 2019, the company achieved a significant milestone for its six legacy refineries by reducing energy intensity by 2 percent since 2016, equivalent to 775 MMBtu per hour of energy and nearly 361,000 metric tons per year of carbon dioxide emissions. Key 2019 accomplishments include:

- Certifying four refineries in 2019, including two for a continuous period of 14 years. MPC celebrated by hosting its second consecutive ENERGY STAR industrial showcase to feature its refinery in Canton, Ohio, highlight refinery certifications, and share effective energy management strategies with attendees.
- Integrating 10 refineries acquired in 2018 into the MPC management system so that these facilities now have Energy Coordinators, energy accounting protocols, detailed tracking metrics, goals and roadmaps to close the gap between the current and benchmark performance.
- Requiring projects to be optimized for energy efficiency during project design. In 2019, MPC's refinery in Catlettsburg, Kentucky, and its Galveston Bay Refinery in Texas City, Texas, addressed steam production by retaining a full-time steam system technician to manage the steam systems, while Catlettsburg commissioned a waste heat steam generator to produce 20,000 pounds per hour to offset natural gas-fired steam boilers at a benefit of nearly \$750,000 annually.
- Conducting energy treasure hunts, participating in the 2019 ENERGY STAR Treasure Hunt Campaign, and working with ENERGY STAR industrial partners to compare and benchmark best energy management practices.
- Installing LEDs at 375 Speedway retail locations and initiating a corporate analysis of the energy efficiency opportunities in these stores.

Memorial Hermann Health System

Houston, Texas

Memorial Hermann Health System is a not-for-profit healthcare system. Memorial Hermann used ENERGY STAR tools and resources to save 25.8 percent of its energy, valued at more than \$135 million since 2008. Key 2019 accomplishments include:

- Achieving a 3.2 percent energy reduction across its portfolio even though new construction added 1 million new square feet.
- Certifying 10 out of 11 eligible hospitals as ENERGY STAR, with 2 achieving scores of 100, and 7 achieving scores over 90.
- Recruiting over 100 healthcare facilities to join the fifth Texas Energy Roundup competition, and helping hospitals reduce energy use by an average of 1.5 percent.

Merck & Co., Inc.

Kenilworth, New Jersey

Merck & Co., Inc. is a pharmaceutical health care company. Merck has a portfolio of energy projects totaling \$22 million which, when completed, are estimated to reduce annual energy use by 356,000 MMBtu, carbon dioxide emissions by 35,200 metric tons, and energy costs by \$6 million. Key 2019 accomplishments include:

- Continuing to improve energy performance by reducing the energy intensity of U.S. operations by 2 percent in 2019 and by 10.7 percent since 2015.
Purchasing 60 MW of renewable electricity to cover 17 percent of the company's electrical demand while also procuring 100 percent renewable electricity for its largest manufacturing plant in Elkton, Virginia, for the next three years.
- Earning ENERGY STAR certification for one manufacturing plant, two office buildings and one data center.

Nissan North America, Inc.

Franklin, Tennessee

Nissan North America, Inc. is a motor vehicle manufacturer. In 2019, the company continued to demonstrate leadership in energy management by reducing energy use by 3.1 percent. Key 2019 accomplishments include:

- Contributing 101,549 MMBtu of identified savings to the ENERGY STAR Treasure Chest Campaign, with over 74 percent of the low- and no-cost savings already implemented.
- Launching a new employee engagement communication campaign entitled "Save at Home! Save at Work!" that reached thousands of employees and gave away programmable thermostats.
- Achieving the first ENERGY STAR certification for an automobile engine plant.
- Benchmarking best energy management practices with ENERGY STAR industrial partners.

Northwestern University

Evanston, Illinois

Northwestern University is a private academic and research university. In the past year, Northwestern reduced the weather-normalized source energy use intensity of its campus buildings by nearly 6 percent, while continuing to promote the value of energy efficiency to internal and external audiences. Key 2019 accomplishments include:

- Issuing a Request for Information (RFI) to establish a long-term contract with an Efficiency as a Service (EaaS) provider.
- Delivering a presentation at the International District Energy Association conference on the value of building-level metering.
- Benchmarking the water use of more than 90 of its buildings in ENERGY STAR Portfolio Manager® for the first time.
- Engaging the campus community on efficiency through various events, including a campus awards program for contributions to sustainability, an efficiency competition between residence halls, a basketball game that highlighted energy conservation and an Earth Day event featuring an ENERGY STAR photo booth.
- Broaching the issue of efficiency with its dining provider, resulting in the installation of ENERGY STAR certified products in spaces that were renovated during the year.
- Highlighting ENERGY STAR certified products at a sustainability fair for students living off-campus.

Nuveen Real Estate

New York, New York

Nuveen Real Estate is a real estate investment management firm. Nuveen has demonstrated outstanding energy management across its portfolio and has maintained its continued dedication to ENERGY STAR. Key 2019 accomplishments include:

- Achieving ENERGY STAR Certification for 35 properties in 2019.
- Reducing average weather-normalized source energy use intensity by 2 percent from 2018 to 2019.
- Establishing a goal to reduce the energy intensity of its global real estate portfolio by 30 percent by 2030, which leverages ENERGY STAR Portfolio Manager® as its primary tracking tool.
- Delivering training to 100 percent of its executive staff — over 200 employees — to update and educate them on sustainability goals and global reduction targets, including the value of leveraging ENERGY STAR tools and resources to accomplish them.
- Reviewing all potential equity acquisitions for ESG risks and opportunities, including energy performance and climate-related risks, availability of energy data through ENERGY STAR Portfolio Manager, ENERGY STAR Certification status and eligibility and ENERGY STAR benchmarking requirements in key market areas.
- Providing ENERGY STAR metrics in its quarterly property reports, fund reports, house reports, and investor reports. Key performance indicators included ENERGY STAR score, ENERGY STAR Certifications, data availability and data quality.

Office Properties Income Trust

Newton, Massachusetts

Office Properties Income Trust is a real estate investment firm. Office Properties Income Trust has demonstrated an ongoing dedication to its energy management program, leveraging ENERGY STAR tools and resources in unique ways to communicate throughout its organization. Key 2019 accomplishments include:

- Achieving ENERGY STAR Certification for 34 buildings in 2019.
- Increasing its average ENERGY STAR score across its portfolio from a 69 to a 72 from 2018 to 2019 and reducing its average weather-normalized source energy use intensity by over 8% from 2018 to 2019.
- Hosting its fourth annual internal energy competition to recognize teams that improve the ENERGY STAR score at their property the most and implement the most efficient energy and water measures over a threemonth period. Its 2019 competition focused on engaging tenants and resulted in its largest participation rate with 31 properties, totaling almost five million square feet of space.
- Expanding on its active real-time data capture program with automated weekly, bi-weekly and monthly reporting on ENERGY STAR scores, energy consumption and energy related spending at 38 buildings, representing over 6.5 million square feet.
- Communicating ENERGY STAR successes to external stakeholders through press releases and providing direct messaging to tenants via email blasts and common space posting regarding ENERGY STAR recommendations for simple ways to reduce energy consumption.

Principal Real Estate Investors, LLC

Des Moines, Iowa

Principal Real Estate Investors, LLC is the dedicated real estate investment group of Principal Global Investors. Principal Real Estate has continually integrated ENERGY STAR programs and resources into its energy management and investment strategies and has continued its corporate commitment to energy conservation. Key 2019 accomplishments include:

- Achieving ENERGY STAR certification for 39 buildings in 2019.
- Achieving more than a 2 percent reduction in average weather normalized source energy use intensity from 2018 to 2019, contributing to more than \$60 million in cumulative avoided energy costs and over \$107 million in potential increased asset value since 2008.
- Achieving more than 19 million kilowatt hours of energy savings from its fourth year of the Energy Playbook program.
Completing its first year of its PRPI Cornerstone Awards program by recognizing five properties for sustainability leadership and sharing their accomplishments with stakeholders via property team newsletters, Twitter posts, website articles and award packets to the winning teams.
- Initiating automated utility data collection and entry into ENERGY STAR Portfolio Manager® for 31 office, multifamily and retail properties.
- Expanding on its third-party property assessments to include identification of tenant engagement initiatives to better understand their impact on energy reduction activities.

Raytheon Company

Waltham, Massachusetts

Raytheon Company is a defense, civil government and cybersecurity technology company. In 2019, Raytheon achieved a 1.2 percent absolute energy reduction, despite business growth. Key 2019 accomplishments include:

- Hosting New England commercial and industrial organizations at Raytheon facilities for training on ENERGY STAR Treasure Hunts and best practice sharing.
- Sharing expertise with over 500 individuals during an ENERGY STAR webinar on installing onsite battery storage systems at two of their facilities.
- Completing four Treasure Hunts, training twelve new employees on the process, and participating in the inaugural ENERGY STAR Treasure Hunt Campaign.
- Facilitating the first ever ENERGY STAR certified dairy processing plant by providing professional engineering support.

SL Green Realty Corporation

New York, New York

SL Green Realty Corporation is a fully integrated real estate investment trust. SL Green Realty Corporation has consistently promoted ENERGY STAR tools and best practices throughout the industry and has engaged in robust tenant outreach and education programs for internal staff focusing on energy management. Key 2019 accomplishments include:

- Achieving ENERGY STAR Certification for 12 buildings across its New York City and suburban portfolios in 2019.
- Achieving more than a 5 percent reduction in average weather-normalized source energy use intensity from 2018 to 2019.
- Hosting its annual internal competition between buildings to recognize buildings that achieved an ENERGY STAR certification for the first time in 2019, buildings with an ENERGY STAR score greater than 90, and buildings that achieved ENERGY STAR Certification for five consecutive years.
- Utilizing the ENERGY STAR Treasure Hunt resources in its corporate offices as part of a pilot program, including engaging employees from property management, engineering, information technology and office services.
- Continuing to promote its tenant amenity program, Living Green, to reach 1,200 tenant companies throughout its portfolio, resulting in increased ENERGY STAR awareness and access to energy management resources.
- Highlighting ENERGY STAR achievements in its annual sustainability report that is distributed to 500 shareholders, tenant organizations and investors.

Target Corporation

Minneapolis, Minnesota

Target Corporation is an upscale discount retailer. Target continued to demonstrate leadership in the retail sector by applying ENERGY STAR resources to produce an overall energy intensity improvement of 2.7 percent. Key 2019 accomplishments include:

- Replacing sales floor and backroom lighting with LEDs, resulting in 25.8 million kWh estimated annual savings.

- Upgrading the parking lot lighting of 500 stores to LEDs, reducing energy consumption by 80 percent.
- Educating customers about ENERGY STAR goals and achievements through their corporate website, indoor signage, weekly circulars and social media.

The Boeing Company

Chicago, Illinois

The Boeing Company is an aerospace company and provider of commercial airplanes, defense, space and security systems and global services. Since engaging with ENERGY STAR in 2010, Boeing has reached an energy cost savings level of \$40 million per year. Key 2019 accomplishments include:

- Strengthening energy management in several key areas, including best practice implementation, energy forecasting and renewable procurement.
- Expanding EPA's Battle of the Buildings model and creating tool kits for solid waste reduction.
- Identifying an estimated \$38 million in energy savings through energy assessments. Boeing participated in the inaugural ENERGY STAR Treasure Hunt Campaign.
- Focusing on energy reduction practices for paint operations, one of its most energy consuming processes, through a newly created team.
- Approving a renewable energy procurement strategy and refining energy forecasts through a new utility budgeting process.

Tishman Speyer

New York, New York

Tishman Speyer is an owner, developer and operator of real estate. Tishman Speyer has maintained its robust energy management plan across its portfolio and has implemented new training programs and energy efficiency incentive programs that leverage ENERGY STAR tools and resources. Key 2019 accomplishments include:

- Benchmarking 100 percent of owned properties in ENERGY STAR Portfolio Manager®, with 22 properties, achieving ENERGY STAR Certification in 2019.
- Achieving an almost 4 percent reduction in average weather-normalized source energy use intensity from 2018 to 2019.
- Developing and executing a six-month long engineering- and operations-focused energy efficiency training program for all building engineering teams, with a goal of developing new efficiency and conservation efforts and better understanding how operational changes can impact ENERGY STAR scores.
- Implementing over 86 energy efficiency projects and strategies ranging from small lighting retrofits to large infrastructure upgrades.
- Expanding on its occupant-facing ENERGY STAR promotions, including promotion of ENERGY STAR certifications and achieving 100 percent property participation in its Earth Day and Daylight Hours event.

USAA Real Estate

San Antonio, Texas

USAA Real Estate is the real estate investment arm of USAA. USAA Real Estate has continued to discover new opportunities to improve energy efficiency in its diverse portfolio, while promoting the ENERGY STAR program across the industry. Key 2019 accomplishments include:

- Achieving ENERGY STAR Certification for 32 buildings in 2019.
- Implementing new technology solutions, including energy storage, to reduce peak load and grid stress and investing in renewable energy credits to reduce environmental impacts.
- Improving data quality through a third party ESG data assurance process to validate not only data but also data collection and benchmarking processes.
- Engaging on-site property teams through its My Building Rocks campaign, where internal and external teams compete based on energy conservation measures implemented and energy savings realized. Winners are recognized quarterly with internal announcements, a trophy and a team lunch.
- Investing over \$2 million in energy efficiency retrofits in 2019 with an ROI of over 40 percent.

Verizon

New York, New York

Verizon is a telecommunications company. Verizon invested over \$30 million to improve its operational efficiency, saving more than 376 million kBtu of energy and reducing its energy use by more than 4.5 percent. Key 2019 accomplishments include:

- Funding 120 LED lighting projects, saving an estimated 20 million kWh of energy annually.
- Expanding its second Battle of the Buildings energy contest by 17 percent to 54 buildings, where 71 percent of contestants saved energy, and the winner reduced consumption by 19 percent.
- Certifying its 280th building as ENERGY STAR and being the only retailer to show ENERGY STAR certified retail locations on its wireless store locator page.

Vornado Realty Trust

New York, New York

Vornado Realty Trust is a fully integrated equity real estate investment trust. Vornado has maintained its excellent energy management program and has consistently promoted ENERGY STAR and energy efficiency programs throughout its organizations and to its tenants. Key 2019 accomplishments include:

- Achieving ENERGY STAR certification for seven buildings in 2019.
- Benchmarking 100 percent of its assets for energy, 99 percent for water and 85 percent for waste in ENERGY STAR Portfolio Manager®.
- Expanding its Tenant Energy Challenge in 2019 to include two San Francisco properties and an additional New York City property. The challenge used tips from “Bring Your Green to Work with ENERGY STAR” to reduce energy consumption and recognizes winners for the greatest energy reduction per square foot, as well as total absolute reduction in consumption.
- Hosting a workshop with architects, engineers and management to develop a list of measures that reduce emissions from tenant space design and operations, including using ENERGY STAR certified equipment, which will result in mandatory implementation in all tenant spaces.
- Hosting its fourth annual Tenant Sustainability Roundtable, a half-day summit featuring a segment on the ENERGY STAR Tenant Space program and ENERGY STAR best practices.

Home Energy Rater/Provider

Building Energy, Inc.

Star, Idaho

Building Energy Inc., a home energy rating company, certified nearly 1,000 homes as ENERGY STAR in 2019, representing an increase of more than 50 percent over 2018. Key 2019 accomplishments include:

- Securing a 100 percent certification commitment from each of their ENERGY STAR builder clients.
- Collaborating closely with a local utility sponsor to promote builder participation in the program, resulting in approximately 75 percent of their builder clients that are now building ENERGY STAR certified homes.
- Providing clients with sample scope-of-work contract language to help ensure that trades understand and satisfy ENERGY STAR program requirements.
- Training builder sales agents to effectively communicate the advantages of ENERGY STAR certified homes to potential homebuyers.

Energy Inspectors Corporation

Las Vegas, Nevada

Energy Inspectors Corporation, a home energy rating company, certified more than 16,000 homes as ENERGY STAR in 2019, for a cumulative total of more than 160,000 homes since 2001. Key 2019 accomplishments include:

- Expanding its services to support ENERGY STAR builder partners in the Seattle market, with the intention of increasing the program's market share across the Pacific Northwest.
- Contributing to the development of a new industry standard for grading the installation quality of HVAC systems.
- Working with the Residential Energy Services Network (RESNET) to develop an enhanced quality assurance process that will produce more accurate and robust results.
- Training owners of HVAC contractor companies on ENERGY STAR program requirements and best practices across several western states.

EnergyLogic, Inc.

Berthoud, Colorado

EnergyLogic Inc., a home energy rating company, certified more than 1,700 homes as ENERGY STAR in 2019 for a cumulative total of nearly 38,000 since 2006. Key 2019 accomplishments include:

- Recruiting multiple new builders to the program and helping existing builder partners to significantly increase their number of certified homes.
- Developing a collaborative HVAC design, installation and verification program to ensure that HVAC systems in ENERGY STAR certified homes achieve optimal performance.
- Delivering training to nearly 100 industry professionals to better communicate the value of ENERGY STAR to consumers.
- Leveraging "GenieLite" software for quality assurance that goes above and beyond program requirements to ensure the quality and consistency of ENERGY STAR home certifications.

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

GDS Associates — Home Energy Ratings of New England, a home energy rating company, certified more than 700 homes as ENERGY STAR in 2019, for a cumulative total surpassing 10,000 since 2005. Key 2019 accomplishments include:

- Engaging the New Hampshire building community through a series of energy-focused workshops that targeted “better than code” construction practices, specifically in support of ENERGY STAR.
- Training architectural and large general contracting firms to align their standard construction practices more closely with ENERGY STAR and utilizing the program as a code compliance method throughout Massachusetts.
- Providing HVAC design consultation, especially in rural areas where HVAC contractors are scarce, to help builders meet ENERGY STAR program requirements and shift toward better performing ductless systems.
- Helping to implement the NHSaves’ Drive to ENERGY STAR - Code Plus initiative to expose builders and developers to the home energy rating process, putting them on the road to becoming new or returning ENERGY STAR builder partners.

MaGrann Associates Mount Laurel, New Jersey

MaGrann Associates, a home energy rating company, certified more than 1,000 homes as ENERGY STAR in 2019 and promoted the adoption of the entire portfolio of ENERGY STAR Residential New Construction programs, including single-family, multifamily and manufactured homes. Key 2019 accomplishments include:

- Presenting more than 25 educational sessions for architects and developers that included information about the ENERGY STAR program.
- Refining and utilizing a custom tablet-based application for verification fieldwork, including the collection of notes, photographs and geotagged location.
- Continuing to be a vocal advocate for the inclusion of the ENERGY STAR Certified Homes program in utility rebate programs across the Mid-Atlantic and Midwest regions.
- Designing an ENERGY STAR smart thermostat program for nearly 1,000 multifamily affordable housing units, including customized tenant education.

PEG Fairfax, Virginia

PEG, a home energy rating company, certified more than 5,000 homes as ENERGY STAR in 2019, for a total of more than 78,000 since 2007. Key 2019 accomplishments include:

- Offering HVAC design, energy modeling and rebate analysis and processing to attract new clients to the ENERGY STAR program and maximize impact for current builder clients.
- Providing builders with third-party HVAC designs, enabling clients to reduce overall costs, improving energy efficiency, and standardizing their building plans to comply with ENERGY STAR program requirements.
- Delivering in-office and field-based training for new and existing builder clients to educate them on the proper execution of ENERGY STAR program requirements.

- Conducting sales training for builders and real estate professionals across the nation to help them understand program requirements and communicate the value of ENERGY STAR certified homes to consumers.
- Leveraging ENERGY STAR as an energy and quality baseline for homes seeking additional green certifications.

New Home Builder and Affordable Housing

Beazer Homes USA, Inc. Atlanta, Georgia

Beazer Homes USA, Inc., a large national home builder, constructed more than 5,300 ENERGY STAR certified homes in 2019 and delivered a comprehensive education program to consumers on the benefits of owning an ENERGY STAR certified home. Key 2019 accomplishments include:

- Promoting its participation in the ENERGY STAR Certified Homes program across all forms of media, including print and electronic, and at all energy efficiency forums attended.
- Transitioning to centralized engineered design of its heating and cooling systems to achieve consistent performance across markets.
- Improving the company-wide energy efficiency of its homes by 5 percent year-over-year.
- Piloting innovative building science solutions for constructing ENERGY STAR certified homes, including participating in a Department of Energy/Building America study on energy recovery ventilators

Brighton Homes Meridian, Idaho

Brighton Homes, a local home builder, celebrated its 10-year anniversary as an ENERGY STAR partner in 2019 and built more than 200 certified homes, for a total exceeding 1,300 since joining the program in 2009. Key 2019 accomplishments include:

- Partnering with Intermountain Gas Company to educate consumers about the value of ENERGY STAR through social media and their ENERGY STAR certified "Parade" model home.
- Updating its ENERGY STAR Infographic to contain statistics on the benefits of ENERGY STAR, including emissions equivalencies in trees planted and cars removed.
- Providing ENERGY STAR sales training for all sales agents at homes throughout each construction phase, describing features that contribute to ENERGY STAR and the performance of the home.
- Promoting ENERGY STAR with a two-page print ad in Boise Lifestyle magazine that reached more than 70,000 households.
- Emphasizing its commitment to building 100 percent ENERGY STAR certified homes on the company's website, social media and in outdoor signage and banners.
- Surveying all homebuyers after the purchase of their home, with over 70 percent responding that ENERGY STAR was a very important factor in their decision-making process, an increase of nearly 10 percent from last year.

Chinburg Properties

Newmarket, New Hampshire

Chinburg Properties, a regional home builder, has consistently promoted ENERGY STAR through its marketing materials and by educating prospective buyers, sales staff and project managers about the value of the program. Key 2019 accomplishments include:

- Constructing more than 75 ENERGY STAR certified homes, for a total of more than 600 since joining the program in 2004.
- Promoting the ENERGY STAR program across all marketing materials to increase consumer awareness of the benefits of owning an ENERGY STAR certified home.
- Expanding its participation in the program with its first planned ENERGY STAR certified multifamily rental building and creating a “Renters Guide to ENERGY STAR” for future tenants.
- Training its sales team on the benefits of ENERGY STAR, providing promotional brochures in all model homes and having on-site displays to showcase the value of ENERGY STAR.
- Employing a dedicated ENERGY STAR coordinator to check envelope and HVAC installation prior to third-party inspections to improve quality.

Fulton Homes

Tempe, Arizona

Fulton Homes, a regional home builder, built 900 ENERGY STAR certified homes in 2019, an increase of more than 30 percent from 2018 and the largest number of ENERGY STAR certified homes they have built in a single year. Key 2019 accomplishments include:

- Introducing radio campaigns featuring ENERGY STAR and Indoor airPLUS, in addition to a promotion with tips for homeowners to be more energy efficient and save money. As part of the promotion, Fulton also paid utility bills for six contest winners.
- Increasing customer awareness of ENERGY STAR through social media, the company’s website, e-blasts, and displaying program information on each customer’s log-in portal.
- Distributing a co-branded ENERGY STAR Home Maintenance Guide that provides energy-saving tips for new homeowners of ENERGY STAR certified homes.
- Showcasing how its Design Center is used to educate potential buyers to attendees of the Innovative Housing Alliance conference and hosting other builders at the center throughout the year.
- Including smart thermostats in all homes and increasing the number of communities participating in EPA’s WaterSense program.

Habitat for Humanity of Greater Nashville Nashville, Tennessee

Habitat for Humanity of Greater Nashville, an affordable home builder and volunteer organization, built nearly 60 ENERGY STAR certified homes in 2019, for a total of over 500 since joining the program in 2006, saving low-income homeowners approximately \$13.5 million in energy bill costs over the life of their mortgages. Key 2019 accomplishments include:

- Training more than 7,000 volunteers on how to correctly install insulation, air seal windows and doors, and implement other ENERGY STAR-recommended building practices.
- Promoting ENERGY STAR to the more than 1,500 volunteers at the 2019 Jimmy & Rosalynn Carter Work Project while building 21 ENERGY STAR certified homes at the event.
- Informing volunteers, homeowners and local code officials about the value of ENERGY STAR certified homes and promoting the ENERGY STAR program to other Habitat affiliates.
- Promoting ENERGY STAR certification in all collateral materials, including online, brochures, letterhead, build signs, social media, press and events.
- Wirelessly monitoring major electrical circuits in completed ENERGY STAR certified homes to ensure ongoing performance and identify areas for future improvement.

Habitat for Humanity of Metro Denver Denver, Colorado

Habitat for Humanity of Metro Denver, an affordable home builder and volunteer organization, has shown dedication to improving the construction process to increase energy efficiency and augmenting community awareness of ENERGY STAR through homeowner training and local outreach programs. Key 2019 accomplishments include:

- Constructing over 30 ENERGY STAR certified homes in 2019, for a total of nearly 300 since joining the program in 2002.
- Teaching homeowners how to live in and maintain their ENERGY STAR certified homes, including end-of-build partner family walk-throughs, where homeowners learn about the energy-saving features of their homes and ways to save even more on their energy bills.
- Collaborating with home energy rating companies to educate field staff about opportunities to continually improve construction methods and practices, resulting in better-built, more energy-efficient homes.
- Partnering with local high schools through “Geometry in Construction,” where students learn about and build modular energy efficient homes with support from Habitat staff and understand the benefits of the ENERGY STAR certification.
- Hosting “Behind the Build” construction site tours for donors and sponsors to see how homes are built, including how they meet the ENERGY STAR program requirements.
- Continuing to construct panelized walls systems in a self-run production warehouse to incorporate advanced framing techniques and reduce mistakes in the field.

Houston Habitat for Humanity Houston, Texas

Houston Habitat for Humanity, an affordable home builder and volunteer organization, has been committed to the ENERGY STAR program for over 20 years, constructing more than 700 ENERGY

STAR certified homes since joining the program and promoting ENERGY STAR through its staff training, homeowner education and outreach programs. Key 2019 accomplishments include:

- Promoting its ENERGY STAR partnership through its website, monthly newsletter, collateral for donors and construction sites.
- Adding a new staff member to focus on educating new homeowners with a walk-through demonstrating the energy-efficient features of their home.
- Working with a local TV station to film a home throughout construction, educating the public on the energy efficiency features in the home.
- Using ENERGY STAR program materials to help reduce the need for insulation contractor call-backs by 80 percent.

Ivey Residential, LLC **Evans, Georgia**

Ivey Residential LLC, a locally-owned home builder, demonstrated ongoing dedication to the ENERGY STAR Certified Homes program, building more than 150 ENERGY STAR certified homes in 2019 for a total of more than 1,300 since joining the program in 2006. Key 2019 accomplishments include:

- Promoting ENERGY STAR across all media sources, including a new radio campaign.
- Using a “Behind the Walls” display in its model homes to help homebuyers understand the benefits of ENERGY STAR certified homes and providing maintenance guidance.
- Employing an extensive training program to ensure that all staff, as well as subcontractors and trade allies, understand ENERGY STAR program requirements.
- Installing 100 percent LED lighting and an electric vehicle charger in every garage.

KB Home **Los Angeles, California**

KB Home, a large national home builder, continued its dedication to the ENERGY STAR program in 2019, constructing more than 7,700 ENERGY STAR certified homes and promoting ENERGY STAR in every facet of its business. Key 2019 accomplishments include:

- Achieving the milestone of more than 137,000 cumulative ENERGY STAR certified homes built to date, more than any other home builder.
- Educating customers and real estate professionals on the benefits of ENERGY STAR certified homes through its Energy Performance Guide® (EPG®), a consumer education tool that projects estimated energy savings and utility bills for prospective homebuyers.
- Building the second-generation KB ProjeKt, a concept home that educates both consumers and industry professionals on energy-efficient opportunities today and in the future, reinforcing ENERGY STAR as a vital foundation for KB Home’s new home construction.
- Including ENERGY STAR messaging in its updated website, marketing materials, corporate sustainability report, employee training and industry event presentations.

Mandalay Homes

Prescott, Arizona

Mandalay Homes, a regional home builder, has continued to demonstrate leadership in energy efficiency and promoting the ENERGY STAR program to the building industry. Key 2019 accomplishments include:

- Constructing more than 200 ENERGY STAR certified homes in 2019, for a total of more than 800 since joining the program in 2013.
- Educating homeowners about the features and benefits of ENERGY STAR certified homes through its sales staff, homeowner videos, home certification reports, buyer walk-throughs during construction, and by continuing education emails after move-in.
- Presenting at industry conferences about how certifying homes as ENERGY STAR is a selling tool that creates consumer confidence and boosts the builder's brand.
- Working with their local utility to install demand response devices, such as smart connected thermostats and hybrid heat pump water heaters, in all new homes.
- Comprehensively training all contractors on what is required for the home to earn the ENERGY STAR and creating specific performance criteria for each community to improve quality control and consistency.

New Tradition Homes

Vancouver, Washington

New Tradition Homes, a regional home builder, built 185 ENERGY STAR certified homes in 2019, for a total of nearly 2,200 homes since joining the program in 2004. Key 2019 accomplishments include:

- Featuring ENERGY STAR messaging prominently throughout its extensive rebranding campaign, marketing materials and model home displays.
- Promoting ENERGY STAR on social media with drone footage, 360-degree home tours, and virtual model home tours.
- Improving the airtightness of its already well-sealed homes by 13 percent and completing its effort to bring furnaces and ductwork into the conditioned spaces of its homes.

Providence Homes

Jacksonville, Florida

Providence Homes, a local home builder, built more than 170 ENERGY STAR certified homes in 2019, for a total of nearly 1,600 since 2009. Key 2019 accomplishments include:

- Improving the efficiency of its homes by over 5 percent compared to 2018 through better air-sealing and tighter ductwork.
- Collaborating with building science experts on training and marketing efforts, including filming videos explaining the science behind ENERGY STAR certified homes.
- Continuing its successful marketing campaign that promotes ENERGY STAR certified homes as better designed, better built and better performing.

Product Brand Owner

Air King America, LLC West Chester, Pennsylvania

Air King America, LLC is a manufacturer of ventilation and indoor air quality products. Air King did an outstanding job bringing efficient products and ENERGY STAR messaging to a broad swath of contractors and homeowners. Key 2019 accomplishments include:

- Redesigning some models and eliminating others to shift product focus toward ENERGY STAR certified models.
- Delivering ENERGY STAR material to over 95,000 Air King web site visitors, including Ways to Save Tips, a dedicated ENERGY STAR page with links back to energystar.gov and on pages featuring ENERGY STAR certified products.
- Earning over 157,000 impressions of ENERGY STAR related content through Twitter and other social media channels.
- Providing ENERGY STAR certified products to major showcase homes that promote energy efficiency or net zero building, educating thousands of people who tour these homes either live or through virtual tours online on energy-efficient building.

Andersen Corporation Bayport, Minnesota

Andersen Corporation, a window and door manufacturer, implemented and deployed a variety of public relations, education and marketing efforts focused on ENERGY STAR in 2019. These activities resulted in a combined estimated 2.76 billion impressions, an increase of 130 percent from 2018. Key 2019 accomplishments include:

- Offering ENERGY STAR certified models for 99 percent of its window product lines and 93 percent of its door product lines.
- Achieving ENERGY STAR certification for Andersen's 299,000 square-foot corporate headquarters and participating in the Xcel Solar Rewards Program, resulting in a cost savings of approximately \$100,000 per year.
- Completing energy efficiency and re-lighting projects and upgrading compressed air and dust collection equipment to reduce energy use and improve safety at three facilities.
- Posting consumer-focused ENERGY STAR and energy efficiency quizzes online to promote and celebrate Energy Awareness Month and ENERGY STAR Day.

Beko US Inc. Bolingbrook, Illinois

Beko US Inc. is a home appliance and consumer electronics manufacturer. Beko focuses on innovation in efficient product design, demonstrating a continuous and relentless push to increase product efficiency and a significantly increasing in the number of products participating in the ENERGY STAR program. Key 2019 accomplishments include:

- Expanding the number of ENERGY STAR certified appliance models by 83 percent from the previous year.
- Increasing the number of models earning ENERGY STAR Most Efficient recognition by 130 percent compared to last year with multiple products in every category in which they participate, including clothes washers, dryers, dishwashers and refrigerators.
- Creating an online course to educate architects and interior designers on the benefits of ENERGY STAR.
- Participating in various ENERGY STAR campaigns and promotions, including the laundry, Earth Day, Flip Your Fridge, and ENERGY STAR Day campaigns.
- Extensively promoting ENERGY STAR at trade shows and buying group shows.

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

Canon U.S.A Inc., a subsidiary of Canon Inc., manufactures consumer, business and industrial imaging solutions. In 2019, Canon reached over 100 percent of its 11,000 employees regarding the importance of ENERGY STAR. Key accomplishments include:

- Developing a new model line that consumes 47 percent less energy than its predecessor.
- Featuring ENERGY STAR in social media posts, resulting in over 150,000 impressions.
- Providing retail and sales training on the value of ENERGY STAR to over 37,000 customers.

Cooper Lighting Solutions
Peachtree City, Georgia

Cooper Lighting Solutions delivers indoor and outdoor lighting luminaires and controls solutions specifically designed to maximize performance, energy efficiency and cost savings. In 2019, Cooper's ENERGY STAR certified product sales resulted in almost two million metric tons in greenhouse gas reductions. Key 2019 accomplishments include:

- Introducing two new ENERGY STAR certified product lines: a smart lighting system and direct mount recessed downlight, both of which improved the ease of installation and use for consumers.
- Accelerating overall sales of ENERGY STAR certified LED downlight retrofit kits, which provide an easy-to-install, long-term energy efficient alternative to replacing recessed fixtures.
- Partnering with two of the largest home improvement retailers in the United States with nationwide wingstacks of ENERGY STAR certified direct-mount LED retrofits.

Delta Electronics (Americas) Ltd.
Fremont, California

Delta Electronics (Americas) Ltd. manufactures residential ventilation fans and other power and thermal management products. Delta maintained outstanding leadership in its offerings of efficient vent fan models and expanded its ENERGY STAR marketing and training efforts. Key 2019 accomplishments include:

- Offering in-depth training on the importance of ENERGY STAR certification that reached all employees and all distributor locations.
- Reaching 1.4 million people with point-of-purchase materials featuring ENERGY STAR certified products.

- Achieving ENERGY STAR Most Efficient recognition for one third of Delta vent fan models.

GE Lighting
E. Cleveland, Ohio

GE Lighting is the consumer lighting division of General Electric, specializing in lighting solutions for every space in a home. In 2019, GE set itself apart with its extensive marketing of ENERGY STAR certified lighting products in partnership with major retailers and through social media. Key 2019 accomplishments include:

- Expanding the amount of ENERGY STAR displays with a new big-box retail chain that had previously not participated in such utility-supported promotions. Over 1,000 displays were shipped to this new retailer alone.
- Driving over 300,000 views of ENERGY STAR certified LED advertisements through sponsored social media posts throughout the year.
- Prominently using Light the Moment campaign materials in over 300 locations at one home-improvement retailer.
- Increasing total sales (in dollars) of ENERGY STAR certified products by 10 percent year-over-year.

Hoshizaki America, Inc.
Peachtree City, Georgia

Hoshizaki America Inc. is a manufacturer of commercial food service equipment. In 2019, Hoshizaki redesigned refrigeration and ice maker product lines to use more environmentally friendly refrigerants and save energy costs for their customers. Key 2019 accomplishments include:

- Converting its entire Steelheart refrigeration line to a natural refrigerant, R-290, and investing in upgrades expected to prevent approximately 25,000 metric tons of greenhouse gas emissions, saving \$3 million in lifetime customer energy costs.
- Completing a redesign of the KMEdge X ice machine line for a forecasted customer energy cost savings of approximately \$1.7 million.
- Training over 15,000 dealer salespeople and technical staff throughout North America on the benefits of ENERGY STAR.

HP Inc.
Palo Alto, California

HP Inc. is a global technology company focused on creating a portfolio of printers, PCs, mobile devices, solutions and services. In 2019, HP did an outstanding job integrating ENERGY STAR information into its events, reaching over 465,000 partners and customers. Key accomplishments include:

- Certifying 96 percent of eligible products.
- Training over 1,300 HP employees on the value of ENERGY STAR through 300 training sessions.
- Featuring ENERGY STAR in its sustainability work, which reached 4.7 million people.

ITW Food Equipment Group

Troy, Ohio

ITW Food Equipment Group is a commercial food service equipment manufacturer. In 2019, ITW Food Equipment Group brands increased the availability of ENERGY STAR certified models across the board and expanded efforts to educate dealers about the value of ENERGY STAR. Key 2019 accomplishments include:

- Nearly doubling the number of available ENERGY STAR certified convection ovens from the Hobart, Wolf and Vulcan brands.
- Completing a two-year program to convert all Traulsen brand refrigeration equipment production lines to low GWP refrigerants that maintain or improve on prior model energy use.
- Introducing a new mid-tier brand, Centerline by Hobart, that debuted with an ENERGY STAR certified undercounter dishwasher.
- Achieving ENERGY STAR certification for Vulcan and Wittco heated holding cabinets.
- Publishing an ENERGY STAR toolkit for Vulcan dealers that details up-to-date, state-by-state rebates, incentives and messaging illustrating the financial benefit for purchasers.

Kenmore

Hoffman Estates, Illinois

Kenmore, a part of Transform SR LLC (previously known as Sears Holding Corporation) is a home appliance provider. In the past year, Kenmore extensively promoted and highlighted ENERGY STAR through various channels, including sales training, social media and well-known home improvement influencers. Key 2019 accomplishments include:

- Training over 90 percent of all sales associates selling ENERGY STAR certified Kenmore brand major appliances through a multi-pronged approach that included training guides, point-of-sale/point-of-purchase, and digital efforts using a web-based training platform.
- Teaming with Bob Vila for an ENERGY STAR laundry sweepstakes that led to more than 500,000 entries and 1.9 million total page views.
- Distributing over 62 million circulars that prominently featured ENERGY STAR certified Kenmore Brand major appliances to Sears and Kmart stores, auto centers, outbound sears.com fulfillments and in-home technicians and mailers.
- Launching a Kenmore Smart 2.0 app for Kenmore connected appliances that points users to the ENERGY STAR Rebate Finder and has been sent over to 50,000 registered Kenmore Smart app users.
- Leveraging multiple social media channels throughout the year to educate and promote ENERGY STAR, with a combined follower and visitor base of over 667,000 that was reached with the message of energy savings and positive environmental impact associated with ENERGY STAR.

LG Electronics

Englewood Cliffs, New Jersey

LG Electronics, Inc. is a manufacturer of consumer electronics, home appliances and mobile communications. In 2019, LG expanded its commitment to ENERGY STAR by significantly increasing the number of ENERGY STAR models it offers, while participating widely in ENERGY STAR campaigns, exposing millions of consumers to the value of ENERGY STAR. Key 2019 accomplishments include:

- Obtaining ENERGY STAR certification on more than 80 percent of all LG product models across various categories, leading to the purchase of 3.7 million LG ENERGY STAR certified products.
- Increasing the number of ENERGY STAR models by 70 percent for mini-split air conditioners, 31 percent for refrigerators, 25 percent for clothes dryers and 12 percent for washing machines.
- Increasing unit sales of models recognized as ENERGY STAR Most Efficient by 27 percent.
- Featuring ENERGY STAR prominently through campaigns, including Flip Your Fridge, ENERGY STAR Day, and Black Friday/Holiday, through social media and its Times Square billboard in New York City, driving millions of consumer impressions.
- Partnering with Lowe's in celebrating ENERGY STAR Day to help local families in Charlotte, North Carolina, with energy efficiency upgrades featuring ENERGY STAR certified refrigerators, clothes washers and dryers.

**Panasonic Life Solutions Company America
Newark, New Jersey**

Panasonic Life Solutions Company America offers ventilation and indoor air quality solutions. Panasonic is an industry leader on home ventilation efficiency and effectiveness and carried the ENERGY STAR savings message to over 2.5 million consumers, trade show visitors, retail staff and distributor salespeople.

- Achieving a 99 percent sales rate for ENERGY STAR certified ventilation fan models.
- Training over 53,000 distributor and retailer personnel at 7,700 locations in selling ENERGY STAR certified ventilation.
- Showing ENERGY STAR products and messaging at 59 trade shows, reaching 170,000 people.

**Pentair
Minneapolis, Minnesota**

Pentair is a residential and commercial swimming pool, spa and aquatic equipment manufacturer. In 2019, Pentair helped its customers save 4.1 billion kWh of energy and \$455 million in energy costs with the purchase of ENERGY STAR certified pool pumps. Key 2019 accomplishments include:

- Developing a new 5HP pool pump that expands the range of ENERGY STAR certified pool pumps for applications needing high flow capabilities.
- Developing the industry's first pool pump with connected functionality.
- Embarking on an educational campaign for pool trade and utility industries about ENERGY STAR specification update occurring in 2021.
- Developing a best-practice mid-stream model for utility-run pool pump rebate programs.
- Distributing almost 15,000 ENERGY STAR related brochures, almost 5,000 pieces of ENERGY STAR related stuffers, banners, posters and counter displays and more than 34,000 catalogs, which included 28 pages of ENERGY STAR certified products.

**ProVia LLC.
Sugarcreek, Ohio**

ProVia LLC., a window and door manufacturer, continued its commitment to ENERGY STAR through a high rate of product certification and extensive internal training programs, with a company-wide focus on sustainability. Key 2019 accomplishments include:

- Selling ENERGY STAR window and door product lines representing more than 96 percent of total sales volume.

- Launching a four-month consumer outreach campaign to promote ENERGY STAR and its commitment to environmental stewardship.
- Training 100 percent of ProVia employees and 93 percent of distributor and retailer employees on ENERGY STAR and how to promote the program using a variety of sales tools.
- Recycling more than 900 tons of aluminum, brass, and steel, 300 tons of paper, 500 tons of glass and 250 tons of vinyl scrap.
- Saving more than 250,000 kilowatt hours of electricity through solar panels mounted on company buildings.

Ricoh USA, Inc.
Exton, Pennsylvania

Ricoh USA, Inc. is a global technology company that specializes in office imaging equipment, production print solutions, document management and IT services. In 2019, Ricoh certified 100 percent of its eligible models. Key 2019 accomplishments include:

- Launching a program to increase power management usage in ENERGY STAR certified products, increasing customer engagement from 50 percent to 90 percent of machines in the field.
- Expanding its education campaign with new videos and brochures, which educated over 30,000 employees, customers and partners.
- Promoting ENERGY STAR to its dealer network via weekly meetings.

Samsung Electronics
Ridgefield Park, New Jersey

Samsung Electronics is a global manufacturer of home appliances, consumer electronics and mobile communications. In the past year, Samsung demonstrated leadership by producing energy-efficient appliances and technology, engaging employees and schoolchildren about the value of ENERGY STAR certified products, and providing extensive technical support to ENERGY STAR specification development. Key 2019 accomplishments include:

- Investing in energy efficiency technologies for home appliances where Samsung is a market leader and demand for ENERGY STAR is significant, with an ENERGY STAR portfolio that includes 100 percent of dishwashers, 94 percent of refrigerators, 96 percent of clothes washers, and 64 percent of clothes dryers.
- Increasing the number of base models earning ENERGY STAR Most Efficient recognition by 44 percent.
- Engaging in marketing and education about ENERGY STAR products through Samsung.com, YouTube, retail partners and holiday promotions.
- Increasing ENERGY STAR communications via multi-channel education, including Samsung's Global and US Newsrooms.
- Partnering with EPA and National Educational Environmental Foundation (NEEF) on a flagship environmental program, Climate Superstars, to teach schoolchildren about the importance of ENERGY STAR, leading to 200 registrations and 140 ENERGY STAR pledges.

Soft-Lite LLC
Streetsboro, Ohio

Soft-Lite LLC, a window manufacturer, shipped nearly 172,000 ENERGY STAR certified window products in 2019, representing nearly 100 percent of its total sales volume. The company also expanded its integrated use of the ENERGY STAR brand throughout its dealer training, marketing materials and social media presence. Key 2019 accomplishments include:

- Expanding its online efforts to educate and promote ENERGY STAR on its company website and through an educational video library, YouTube channel and social media efforts, along with a dedicated intranet site for dealers.
- Delivering an ENERGY STAR training program to educate 100 percent of its employees and nearly 300 dealer and distributor locations on the ENERGY STAR program, the anatomy of an energy-efficient window, and instructions for how dealers can best promote the program.
- Providing dealers with an array of customizable ENERGY STAR marketing and sales aides to help educate consumers about ENERGY STAR certified windows.
- Promoting various ENERGY STAR campaigns on its social media web sites, including ENERGY STAR Day and the ENERGY STAR Holiday Gift Guide Campaign.

Welbilt, Inc.
Newport Richey, Florida

Welbilt, Inc. is a commercial food service equipment manufacturer. In 2019, Welbilt increased their ENERGY STAR portfolio by 3 percent across seven different brands and expanded efforts to educate customers and stakeholders about the value of ENERGY STAR. Key 2019 accomplishments include:

- Boosting the number of ENERGY STAR products to 446, representing a 3 percent increase in Welbilt’s ENERGY STAR
- product portfolio, which spans seven brands (Cleveland, Convothem, Delfield, Frymaster, Garland, Koolaire and Manitowoc).
- Engaging customers and stakeholders through multi-channel education of print, digital, blog and social media
- with over 2.6 million impressions for ENERGY STAR and four free energy efficient product apps.
- Training over 1,100 dealers and distributors during product demonstrations about the benefits of ENERGY STAR.
- Promoting ENERGY STAR at over 124 tradeshow with a reach of over 120,000 visitors.

Retailer

Best Buy Co., Inc.
Richfield, Minnesota

Best Buy Co., Inc. is a consumer electronics and appliance retailer. In 2019, Best Buy sold enough ENERGY STAR certified products to prevent more than 580 million pounds of CO2 emissions. 2019 key accomplishments include:

- Developed a new companywide carbon reduction goal, which relies primarily on increasing sales of ENERGY STAR certified products to meet the goals.
- Delivered best-in-class training to 100 percent of its sales associates, teaching them to highlight the benefits of ENERGY STAR certified products during the sales process.

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

Nationwide Marketing Group is North America's leading buying, marketing and operational support organization for Independent retailers. In 2019, Nationwide produced high-quality digital marketing content for its members that drove overall sales increases in ENERGY STAR products. 2019 key accomplishments include:

- Raising the visibility of ENERGY STAR by creating custom web pages for 1,700 individual retail store members that included links to incentives, promotions, video and social media content.
- Providing leadership in the retail category with other major retailers by facilitating joint projects to promote ENERGY STAR certified products.
- Producing on-demand videos featuring ENERGY STAR product educational content for use in member's stores or on their websites and social media platforms.

Service and Product Provider

Burton Energy Group **Alpharetta, Georgia**

Burton Energy Group is an energy, water and waste management services company. Burton Energy continued its commitment to ENERGY STAR by assisting clients to benchmark energy and water use monthly in more than 2,200 buildings. Key 2019 accomplishments include:

- Automating data transfer between client's databases and ENERGY STAR Portfolio Manager® for accurate and timely benchmarking.
- Assisting with energy disclosure reporting for more than 100 properties nationwide.
- Promoting ENERGY STAR to underrepresented sectors, including hotels, multifamily and retail properties.

Cenergistic **Dallas, Texas**

Cenergistic is an energy services company providing energy and water sustainability services. Cenergistic continues to integrate ENERGY STAR into client services and educate clients about the importance of ENERGY STAR certification and benchmarking verifying more than 500 buildings. Key 2019 accomplishments include:

- Benchmarking their entire schools, universities and municipalities portfolio of more than 1,000 buildings in ENERGY STAR Portfolio Manager®.
- Assisting clients in making ENERGY STAR presentations at public events, such as school board meetings, providing exposure to board members, staff members, students, family members and community members.

CodeGreen Solutions

New York, New York

CodeGreen Solutions is a real estate sustainability and energy strategy company. CodeGreen continued its commitment to ENERGY STAR by assisting New York City real estate owners with benchmarking more than 155 million square feet. Key 2019 accomplishments include:

- Automating data transfer into ENERGY STAR Portfolio Manager® for accurate and routine benchmarking in more than 1,100 buildings.
- Providing detailed, customized, and hands-on benchmarking services, including building walkthroughs, interviews with tenants, meter by meter data collection and verification, and quarterly updates of all metrics.
- Supporting ENERGY STAR Portfolio Manager for tracking New York City Mayor’s Office carbon emissions limits for existing buildings; impacting over 57,000 properties for more than 3 billion square feet of real estate.

EnergyPrint

St. Paul, Minnesota

EnergyPrint is a provider of energy and utility information services. EnergyPrint continued its demonstrated excellence in delivering ENERGY STAR tools and best practices to “hard-to-reach” small and medium size commercial buildings markets in the United States and Canada. Key 2019 accomplishments include:

- Automating monthly data transfer into Portfolio Manager® for more than 1,700 buildings for reliable and accurate benchmarking.
- Assisting nearly 80 properties with earning the ENERGY STAR certification, including 40 first-time applicants.
- Conducting training on Portfolio Manager benchmarking to nearly 6,000 sales, engineering and property management professionals, including ENERGY STAR partners, over the past 10 years.

ENGIE Impact

New York, New York

ENGIE Impact is a resource management and sustainability consulting company. ENGIE continued its excellence in delivering ENERGY STAR by completing over 46,000 energy benchmarks and more than 17,000 water benchmarks in ENERGY STAR Portfolio Manager®. Key 2019 accomplishments include:

- Assisting more than 900 clients to secure more than \$20 million in rebates for ENERGY STAR certified products.
- Supporting ENERGY STAR score updates through technical assistance, training sales and delivery teams, and promoting through multi-channel external communication programs.

Goby

Chicago, Illinois

Goby is a utility information services provider specializing in sustainability consulting and environmental, social and governance reporting. Goby continues its commitment to ENERGY STAR® by assisting their clients in benchmarking energy, water, and waste for more than 2,500 properties across the United States and Canada. Key 2019 accomplishments include:

- Supporting ENERGY STAR certification for more than 400 properties, which includes 10 percent of all building certifications achieved in Canada.
- Completing more than 900 reporting submissions for clients in locations with local city, state and provincial benchmarking ordinances.

Maximum Energy Professionals
Torrance, California

Maximum Energy Professionals is an energy conservation engineering firm. Maximum Energy Professionals benchmarked 100 percent of its sustainability portfolio and assisted with nearly 220 ENERGY STAR certified buildings. Key 2019 accomplishments include:

- Promoting ENERGY STAR to all design and property condition assessment clients through proposals and reports — an average of 1,500 additional touches per year.
- Integrating ENERGY STAR into its website and social media posting, totaling 230,000 impressions, including 170,000 on Twitter and 60,000 on its website and blogs.

Schneider Electric
Louisville, Kentucky

Schneider Electric is an energy management and automation services company. Schneider Electric supported organizations in benchmarking more than 31,000 properties, including nearly 6,000 newly managed properties. Key 2019 accomplishments include:

- Supporting clients in achieving more than 100 ENERGY STAR certified properties.
- Assisting more than 200 school districts and county and city governments with benchmarking and data management using ENERGY STAR Portfolio Manager® and identifying more than \$4 million in energy savings.

Servidyne, LLC
Atlanta, Georgia

Servidyne LLC is an energy and sustainability consulting firm. Servidyne has continued its long-term commitment to integrating ENERGY STAR into client services and assisted 117 clients in achieving ENERGY STAR certification, bringing its 20-year cumulative total to over 1,600 certifications. Key 2019 accomplishments include:

- Providing information to assist clients for certifying and improving energy performance, including targeted emails on how to achieve ENERGY STAR certification with the subject lines, including “You Made the Cut!,” “Still Below Certification Level, but Close!” and “Still Below Certification Level”.
- Increasing water benchmarking in more than 80 percent of buildings and waste by 6 percent.

Sustainable Investment Group, LLC

Atlanta, Georgia

Sustainable Investment Group, LLC (SIG) is a sustainability consulting firm. SIG benchmarked 100 percent of client's buildings using ENERGY STAR Portfolio Manager® and added 22 newly benchmarked buildings. Key 2019 accomplishments include:

- Assisting with ENERGY STAR certification for 166 buildings, including four new certifications.
- Distributing a monthly newsletter spotlighting ENERGY STAR certified properties for reducing energy and water consumption to more than 2,500 readers.

Home Performance with ENERGY STAR: Contractor of the Year

AZ Energy Efficient Home

Phoenix, Arizona

AZ Energy Efficient Home is a home performance contractor based in Arizona. AZ Energy Efficient Home has demonstrated continued leadership in the Home Performance with ENERGY STAR program by collaborating with Arizona Public Service to create Home Performance Plus, which is an added layer to HPwES that includes capability to shift electricity loads and enable grid-interactive features within homes, including demand response. Additional key 2019 accomplishments include:

- Increasing total energy savings, average energy savings per project and average invoice cost.
- Collaborating with the city of Phoenix, APS, Pearl Certification and Home Smart, providing the field testing on a pilot demonstrating the added value of Pearl Certifications for HPwES consumers.
- Collaborating with the Western Maricopa Education Center (West-Mec) to deliver courses on building science as a HPwES Contractor.
- Demonstrating industry leadership by embracing the health aspects of home performance and participating in a NASEO publication on grid-interactive buildings.

EDGE Energy

Beltville, Maryland

EDGE Energy is a home performance and solar PV contractor based in Maryland. EDGE Energy expanded its "Green Advocator Program" by utilizing a custom mobile application to build a network of advocators, which resulted in a higher conversion rate. Additional key 2019 accomplishments include:

- Increasing key project metrics, including completed projects and conversion rates from assessments to home upgrades.
- Overall 81 percent conversion rate of audits to home upgrade projects
- Developing and vetting the "HPwES Lab" template, which integrates school studies into real world applications for trade skill development, through the Baltimore & Prince George's County School Administrators.
- Integrated efforts between the healthcare industry and the Maryland Weatherization Assistance Program, focusing on lead abatement and other health issues for families with child lead poisoning cases.

- Expanded prior networking efforts with its Green Advocator Program by utilizing a smartphone app to promote Home Performance with ENERGY STAR and solar PV.

GreenSavers

Portland, Oregon

GreenSavers is a home performance contractor based in Oregon. In 2019, GreenSavers leveraged the Home Performance with ENERGY STAR (HPwES) program to increase high-efficiency heat pump system sales to realize an average per project energy savings greater than 28 percent over 2018.

Additional key 2019 accomplishments include:

- Increasing key project metrics, including completed projects, average energy savings and average invoice.
- Improving Google search results, leading to a 34 percent increase in first-time calls and self-scheduled appointments.
- A 45 percent increase in return customers completing additional projects.
- Developing a new business line where building science principles are used to seal and insulate accessory dwelling units to increase homeowner living space by 13 percent.
- Enjoying stellar client reviews on the Google, Angie’s List and HomeAdvisor platforms.

Ideal Energy

Phoenix, Arizona

Ideal Energy is a home performance contractor based in Phoenix, Arizona. Ideal Energy is a leader among Home Performance with ENERGY STAR (HPwES) participating contractors locally and nationally, offering services such as energy audits, high performing duct systems, insulation and heating and cooling services that help to increase the comfort and indoor air quality of a home. Additional key accomplishments include:

- Completing 159 Home Performance with ENERGY STAR home energy assessments and completing 199 home upgrades — an increase of one project with 252 fewer assessments over 2018.
- Increasing their assessment to upgrade conversion rate by 129 percent and average invoice cost. Participating in the Business Working Group for the 2020 National Home Performance Conference.
- Participating in the Arizona Public Service “Home Performance Plus” pilot program committee
- Issuing 128 Pearl Certifications of home energy upgrades to homeowners.
- Expanding service offerings to improve indoor air quality in homes by reducing pollutants such as fine particulates

Wise Home Energy LLC

Rochester, New York

Wise Home Energy LLC is a home performance contractor based in New York. Wise Home Energy demonstrates leadership in the Home Performance with ENERGY STAR (HPwES) program nationally and locally. Additional key 2019 accomplishments include:

- Receiving recognition in 2019 by the New York State Energy Research and Development Authority (NYSERDA) for Outstanding Performance by a Contractor. Participating in the “Contractor Symposium” in Burlington, Vermont, comprised of 10 leading Home Performance contractors.

- Partnering with Pathstone, a nonprofit community development and human services organization, and the University of Rochester for an “Energy and Society” course analyzing utility and energy savings data from 10 home performance projects.
- One of two contractors selected to provide home energy ratings in the Town of Irondequoit, New York, as part of the first phase of NYSERDA’s Home Energy Ratings Pilot.

Partner of the Year

Energy Efficiency Program Delivery

Appalachian Power Company Charlestown, West Virginia

Appalachian Power Company is an electric utility. Appalachian Power Company is being recognized for helping customers in its West Virginia and Virginia service territories save 22 million kWh in 2019 with ENERGY STAR certified lighting and appliances. Key 2019 accomplishments include:

- Increasing the availability of ENERGY STAR certified lighting and appliances in hard-to-reach areas of its service territory and selling more than 140,000 LED bulbs that would not otherwise have been stocked, achieving 4.2 million kWh of savings.
- Incentivizing 623,000 ENERGY STAR certified LED bulbs and 653 ENERGY STAR certified appliances in West Virginia.
- Displaying more than 22,000 pieces of printed materials leveraging ENERGY STAR at nearly 350 retail locations, home assessments and community outreach events in its West Virginia and Virginia service territories.
- Installing 38,500 ENERGY STAR certified bulbs during home energy audits, saving nearly 1 million kWh.

Black Hills Energy Rapid City, South Dakota

Black Hills Energy is a natural gas utility. In 2019, Black Hills Energy weatherized 649 single-family homes and 80 multifamily units to achieve a 372,345 therm savings of natural gas in the first ten months. Additional key 2019 accomplishments include:

- Providing home performance measures to customers shared by Southwestern Electric Power Company and Black Hills Energy Arkansas to provide efficiency in program delivery and consistent training to contractors.
- Revising the home assessment process to include direct-install measures to be followed by air and duct sealing resulting in a more thorough assessment and deeper energy savings.
- Developing a low-income pathway into the Home Energy Savings Program, thereby offering health and safety measures previously not available to these residents.

Central Hudson Gas & Electric Corp Poughkeepsie, New York

Central Hudson Gas and Electric Corporation provides power to customers in New York's Hudson River Valley. Central Hudson offers incentives for a range of ENERGY STAR certified products, including heat pump water heaters, smart thermostats and LED light bulbs. Key 2019 accomplishments include:

- Incentivizing over 800,000 ENERGY STAR certified LED bulbs (in a service territory with only 300,000 electric customers), resulting in 34,600 megawatt hours (MWh) in savings, nearly two times more than incentives and savings in 2018.
- Expanding lighting partner retail locations from 45 to 75 with particular focus on reaching low and moderate income customers.
- Launching verified instant rebate programs for ENERGY STAR certified smart thermostats and heat pump water heaters at select retailers.
- Incentivizing about 950 ENERGY STAR certified smart thermostats and more than 250 ENERGY STAR certified heat pump water heaters, a 100 percent increase over 2018.

Dominion Energy Ohio Cleveland, Ohio

Dominion Energy Ohio is a natural gas distribution company in Ohio. In 2019, the Dominion Energy Ohio Home Performance with ENERGY STAR (HPwES) program performed over 4,500 energy assessments and completed more than 3,200 projects, saving over 300,000 therms of natural gas. Additional key 2019 accomplishments include:

- Offering connected thermostats to 945 participating customers at a reduced cost, leading to savings over 58,000 therms of natural gas for customers.
- Improving auditor effectiveness by providing training with continuing education units on customer communication and ENERGY STAR benefits through Dominion Energy Ohio's on-site training facility.
- Achieving an 8 percent growth in participation by incorporating the ENERGY STAR logo and messaging in marketing materials to increase customer brand awareness, including the program website, bill inserts, program flyers, home assessment reports and applications.
- Partnering with hospitals and community partners to increase outreach and program education in return for an incentive paid to each partner per assessment.

Energy Smart | Entergy New Orleans, Louisiana

Entergy is an electricity and natural gas utility in Louisiana. In 2019, Entergy, through its Energy Smart program, made energy efficiency improvements to 570 homes, saving approximately 1.3 million kWh, with an average of 2,284 kWh per household. Additional key 2019 accomplishments include:

- Leveraging the Home Performance with ENERGY STAR brand in all residential program marketing and utilizing Home Performance with ENERGY STAR as a starting point to drive participation in Entergy's Energy Smart programs.
- Engaging trade allies through a comprehensive contractor engagement program, including newsletters, trainings and advisory groups.

- Partnering with the Finance Authority of New Orleans (FANO) to introduce a green mortgage loan option for homebuyers in the Orleans Parish market, which provide new property owners with additional finances to help make their homes more energy efficient.
- Collaborating with the Vietnamese Initiatives in Economic Training to provide interpreters to work with customers where program access was limited due to language barriers.

Entergy Arkansas LLC

New Orleans, Louisiana

Entergy Arkansas, LLC, an electric utility, leveraged the ENERGY STAR brand and content across marketing channels to exceed 2019 program goals and serve more of its hard-to-reach customers. Key 2019 accomplishments include:

- Increasing participation in ENERGY STAR certified pool pump and room air conditioner incentives by 60 percent and 180 percent, respectively.
- Maintaining a broad retail and distributor partner network, working with large and small retailers as well as nonprofit thrift stores to provide ENERGY STAR certified product discounts and rebates.
- Partnering with manufacturers specializing in hard-to-reach markets to provide incentives for more than 230,000 ENERGY STAR certified bulbs and fixtures.
- Leveraging ENERGY STAR branding and content across its website, social medial, point-of-purchase signage, print collateral and more.

Institute for Market Transformation

Washington, District of Columbia

The Institute for Market Transformation (IMT) is a national nonprofit dedicated to increasing energy efficiency in buildings. In 2019, IMT expanded its integration and promotion of ENERGY STAR Portfolio Manager®, 1-100 ENERGY STAR scores, and ENERGY STAR certification for buildings. Key 2019 accomplishments include:

- Engaging additional energy utilities on providing whole-building data solutions to their customers toward making benchmarking easier for building owners and managers and yielding more accurate information.
- Creating new tools and resources for states and local governments, including implementing benchmarking initiatives that rely on ENERGY STAR Portfolio Manager, to support improvement and create greater consistency in the market around compliance.
- Updating its online education course for real estate brokers, which promotes the value of 1-100 ENERGY STAR scores and ENERGY STAR certification for buildings.
- Engaging the private sector through its Green Lease Leaders program and promoting the value of disclosing whole-building 1-100 ENERGY STAR scores to tenants.
- Organizing landlord-tenant workshops that created a feedback loop for ENERGY STAR for Tenants.

New Mexico Gas Company

Albuquerque, New Mexico

New Mexico Gas Company (NMGC), headquartered in Albuquerque, is the largest natural gas company in New Mexico. NMGC leveraged ENERGY STAR certified products and homes in its efficiency programs to save its residential and commercial customers more than 400,000 therms in 2019. Key 2019 accomplishments include:

- Using ENERGY STAR campaigns to drive customers to its program website resulting in a 68 percent growth in web traffic.
- Redesigning its smart thermostat program to require ENERGY STAR certification.
- Engaging the two largest distributors in its service territory to promote ENERGY STAR certified commercial food service equipment, increasing equipment sales by 90 percent over the prior year.
- Supporting the construction of more than 60 ENERGY STAR certified homes, which contributed to an overall program savings of over 290,000 therms.
- Holding more than 200 individual meetings with builders and home energy rating companies regarding the ENERGY STAR certified homes and EPA Indoor airPLUS programs.

Ohio Hospital Association Columbus, Ohio

The Ohio Hospital Association (OHA) is a statewide federation of hospitals and health systems. Last year, the OHA's energy competition helped hospitals save an average of 1.3 percent of energy. Key 2019 accomplishments include:

- Helping five new hospitals achieve ENERGY STAR certification, for a total of 14 since 2008.
- Recruiting over 100 hospitals for its fifth annual Ohio Energy Cup, an ENERGY STAR Battle of the Buildings competition to save energy.
- Conducting energy best practice tours to provide hands-on education of hospitals that demonstrate energy savings.

Portland Cement Association Washington, District of Columbia

Portland Cement Association (PCA) is a policy, research, education and market intelligence organization that serves U.S. cement manufacturers. Since 2003, PCA has supported ENERGY STAR and U.S. cement producers in their efforts to benchmark the energy performance of cement plants and improve the energy efficiency of these production facilities. Key 2019 accomplishments include:

- Collaborating with EPA to produce the first, second and third versions of the ENERGY STAR cement plant energy performance indicator (EPI), a tool that has enabled plant comparisons, goal setting and improvement.
- Incentivizing cement producers to participate in ENERGY STAR through recognition of the energy accomplishments of companies and plants.
- Promoting the ENERGY STAR Treasure Hunt Campaign to all U.S. cement producers. As a result, several significant cement producers participated.
- Providing forums for industry and EPA to discuss energy management and promote strategies for enhanced energy savings.
- Elevating energy management to the senior levels of PCA leadership to inform cement company executives.

Potomac Edison (FirstEnergy)
Akron, Ohio

Potomac Edison, a subsidiary of FirstEnergy, is an electric utility serving nearly 400,000 customers. In 2019, Potomac Edison demonstrated leadership in promoting the construction of ENERGY STAR certified homes within its service territory. Key 2019 accomplishments include:

- Supporting the construction of more than 1,100 ENERGY STAR certified homes and installation of nearly
- 1,400 ENERGY STAR certified smart thermostats, producing more than 2,600 megawatt-hours of savings.
- Introducing a Spanish Training Initiative to provide technical training materials in Spanish for air sealing and insulation installation crews working on ENERGY STAR certified homes.
- Introducing a requirement that all ENERGY STAR certified homes have 90 percent LED lighting installed, ensuring higher adoption of ENERGY STAR lighting by program participants.
- Hosting a training on HVAC Quality Installation that introduced home builders and energy rating companies to the new ANSI Standard for grading the installation of HVAC systems.
- Hosting an annual Maryland ENERGY STAR New Homes Program Award Ceremony, which recognized the leading home builders and energy rating companies participating in the Maryland utilities' ENERGY STAR New Homes programs.

PSEG Long Island
Uniondale, New York

PSEG Long Island is the current transmission and distribution operator for Long Island Power Authority. In 2019, PSEG Long Island programs promoted ten categories of ENERGY STAR-certified products as well as Home Performance with ENERGY STAR. Key 2019 accomplishments include:

- Achieving more than 40.5 MW and about 150,000 MWh in energy savings through promotion of ENERGY STAR certified products with particular success in promoting certified lighting, dehumidifiers, clothes washers and dryers, and variable speed pool pumps.
- Working to drive even greater savings through the promotion of products designated as “ENERGY STAR Most Efficient 2019” for refrigerators, clothes washers and dryers, ventilation fans and dishwashers.
- Improving processes for its Home Performance with ENERGY STAR (HPwES) program by developing an electronic portal that enables contractor flexibility with modeling software tools, minimizes repetitive data entry and maintains program standards.
- Incorporating an air source heat pump pilot program into a HPwES program targeted at replacing inefficient resistant heating systems that are prevalent in its service territory.

Public Service Company of Oklahoma
Tulsa, Oklahoma

Public Service Company of Oklahoma is an electric utility company. In 2019, Public Service Company of Oklahoma significantly increased its energy savings through the ENERGY STAR certified homes program and streamlined efforts in the Home Performance with ENERGY STAR program to over 207 percent. Additional 2019 accomplishments include:

- Comprehensive training programs designed for customers, sales associates, HERS raters, and homebuilders, including in-person, classroom-style and workshops.
- Streamlining the home energy assessment process by utilizing a smartphone app that combines education, rebate information and suggested home improvements in one platform.
- Reaching 122 percent of its savings goal by providing incentives for ENERGY STAR certified lighting, appliances, heat pump water heaters, electric vehicle supply equipment, pool pumps and heating and cooling equipment.
- Supporting the construction of more than 200 ENERGY STAR certified homes, doubling their 2018 cumulative total, while also increasing kWh energy savings by more than 200 percent.

Energy Management

AMLI Residential Chicago, Illinois

AMLI Residential develops, acquires and manages multifamily apartment communities. AMLI leveraged the ENERGY STAR program to communicate the value of energy efficiency to both internal stakeholders and its residents across its communities. Key 2019 accomplishments include:

- Achieving ENERGY STAR certification for 31 communities, representing over 45 percent of its portfolio.
- Increasing its portfolio average ENERGY STAR score from a 90 in 2018 to a 92 in 2019.
- Continuing implementation of its LED retrofit program throughout its portfolio, which saved 11,413,434 kWh, representing \$844,155 in energy costs in 2019.
- Creating a lease addendum in order to obtain whole-building energy data for its properties in Dallas, Florida and Houston, which will support ongoing benchmarking and ENERGY STAR certification efforts.
- Piloting the ENERGY STAR Treasure Hunt concept at one of its properties to help engage staff in energy management and identify opportunities for improvement.
- Creating sustainability education infographics and promoting the value of ENERGY STAR to help employees who speak English as a second language understand the value of energy management and opportunities at the company.

Boston Properties Boston, Massachusetts

Boston Properties is a self-administered and self-managed real estate investment trust. Boston Properties has demonstrated ongoing dedication to corporate sustainability and has integrated ENERGY STAR into all aspects of its robust energy management program. Key 2019 accomplishments include:

- Achieving ENERGY STAR certification for 52 properties in 2019, with an increase in its ENERGY STAR score of over 2 percent across its portfolio.
- Requiring all properties to benchmark whole-building energy, water and waste performance monthly in ENERGY STAR Portfolio Manager® and requiring all properties to target an ENERGY STAR score of at least 75.
- Promoting the ENERGY STAR program to groups representing industry associations and academic institutions, including the City of Boston, Princeton University, the GRESB community, the Environmental Defense Fund, attendees of the Greenbuild conference, and various investors, reaching over 500 attendees in total.

- Marketing and issuing \$1.85 billion of green bonds in two offerings and providing impact reporting which included quantifying ENERGY STAR scores, energy consumption, water performance, and GHG emissions reductions.
- Commissioning the largest indoor lithium-ion battery storage energy storage system in the United States at the Colorado Center in Santa Monica, California. The 3.7 megawatt hour system will create approximately \$200,000 of energy cost savings on an annual basis.

Digital Realty Trust, Inc.
San Francisco, California

Digital Realty is a publicly-listed real estate investment trust. Digital Realty advanced strategic energy management by applying ENERGY STAR tools and resources, while certifying 30 data centers representing 64 percent of its U.S. portfolio. Key 2019 accomplishments include:

- Achieving ENERGY STAR certification for 30 data centers in 2019.
- Benchmarking 100 percent of its U.S. portfolio in ENERGY STAR Portfolio Manager® for energy, water and waste.
- Reducing weather-normalized source energy use intensity for its portfolio by 1.5 percent and increasing its average ENERGY STAR score by 4 percent from 2018 to 2019.
- Tracking energy through its real-time energy management system, which connects directly to ENERGY STAR Portfolio Manager, and utilizing this information to identify new resource conservation measures in its annual infrastructure upgrade program.
- Communicating ENERGY STAR value and recognition via multi-channel communications, including press releases, social media, email campaigns and direct outreach to customers, by using promotional resources, logo and related materials to reach key stakeholders in its business.
- Providing training to global sales teams to communicate ENERGY STAR efforts and value to its customers.

Hudson Pacific Properties
Los Angeles, California

Hudson Pacific Properties, Inc. (HPP) is a vertically integrated real estate company. HPP expanded benchmarking in 2019 to 100 percent data coverage of energy, water and waste in ENERGY STAR Portfolio Manager® for all office, retail and studio properties in the portfolio in the U.S. and Canada. Key 2019 accomplishments include:

- Achieving ENERGY STAR certification for 47 properties in 2019.
- Improving the average portfolio ENERGY STAR score from a 75 to a 77 and reducing weather-normalized source energy use intensity by 2 percent from 2018 to 2019.
- Recognizing and awarding teams at properties that have the largest improvement in ENERGY STAR score, hosting the best tenant engagement event, and having the largest reductions in energy, water and waste usage from 2018 to 2019.
- Expanding its external communication efforts by producing its first Corporate Responsibility Report, launching social media campaigns, engaging tenants and speaking at numerous industry events, all which highlight and promote its partnership and success with ENERGY STAR.
- Incorporating language into its standard leases which requires tenants to use ENERGY STAR Certified equipment, share energy information and support energy efficiency initiatives.

Jamestown

Atlanta, Georgia

Jamestown is a real estate investment management company. Jamestown advanced strategic energy management by applying ENERGY STAR tools and resources to achieve a 5 percent weather-normalized source energy use intensity reduction for its portfolio over the past year. Key 2019 accomplishments include:

- Achieving ENERGY STAR certification for eight buildings in 2019.
- Improving the average portfolio ENERGY STAR score from a 74 to a 76 and reducing weathernormalized source energy use intensity by five percent from 2018 to 2019.
- Benchmarking 100 percent of its office and mixed-use assets in ENERGY STAR Portfolio Manager®.
- Implementing an energy management system, centered on tracking data in ENERGY STAR Portfolio Manager, across 16 buildings and 2.5 million square feet to track real-time energy data with the goal of assisting building engineers in optimizing energy use and improving their ENERGY STAR scores.
- Developing several initiatives that utilize or promote ENERGY STAR tools and resources including its Green Office Challenge for tenants, its Earth Day lobby events, internal trainings for staff on ENERGY STAR best practices, monthly and quarterly energy management updates for property teams and its annual Battle of the Buildings bootcamp modeled after the ENERGY STAR Building Competition.

LaSalle Investment Management

Chicago, Illinois

LaSalle Investment Management is a real estate investment management firm. LaSalle has demonstrated ongoing dedication to corporate sustainability and leverages the ENERGY STAR program to communicate to investors and tenants about its strong energy management program. Key 2019 accomplishments include:

- Achieving ENERGY STAR certification for 27 properties in 2019.
- Formalizing its Environmental Management System, which leverages ENERGY STAR Portfolio Manager® in order to achieve high performance in energy and water efficiency.
- Rolling out its US Energy & Sustainability Procedures and Guidelines, which leverages the ENERGY STAR Guidelines for Energy Management, to all assets under operational control in its portfolio.
- Requiring action plans for all assets under management which recognizes current energy, water and waste benchmarking efforts and sets targets for improvements with operational and efficiency projects as well as tenant engagement initiatives.
- Promoting its energy management programs and ENERGY STAR participation through social media, industry speaking engagements, industry trade press, webinars and through participation in several industry working groups.

LBA Realty/LBA Logistics
Irvine, California

LBA Realty is a full-service real estate investment and management company. LBA has continued to leverage ENERGY STAR tools and resources to engage with engineering, property and asset management teams to improve overall portfolio energy management, amounting to a 7 percent reduction in average weather-normalized source energy use intensity (EUI) in 2019. Key 2019 accomplishments include:

- Achieving ENERGY STAR certification for 13 properties in 2019.
- Increasing its average ENERGY STAR score across its portfolio from an 81 to an 85 from 2018 to 2019 and reducing its average weather-normalized source EUI by over 7 percent from 2018 to 2019.
- Engaging with tenants in its industrial properties on the value of ENERGY STAR and benchmarking, leading to the benchmarking of over 100 industrial properties in ENERGY STAR Portfolio Manager® in 2019.
- Conducting its third annual Property Team Competition, which rewarded property teams for completing new efficiency projects, increasing ENERGY STAR scores, receiving new ENERGY STAR certifications, decreasing energy usage, and engaging tenants on energy efficiency.
- Implementing new energy monitoring and tracking software platforms that leverage ENERGY STAR Portfolio Manager to help improve its benchmarking practices.

Lockheed Martin Corporation
Bethesda, Maryland

Lockheed Martin Corporation is a security and aerospace company. In 2019, Lockheed Martin achieved a 14 percent reduction in energy intensity over 2010 and realized \$31 million dollars in annual operational savings as a result of their energy efficiency program. Key 2019 accomplishments include:

- Approving more than \$20.7 million through a gated capital energy project funding program for improvements to lighting, building management controls, steam, boilers, VFDs, chillers, etc.
- Achieving the ENERGY STAR Challenge for Industry at its Troy, Alabama, plant.
- Realizing nearly 120,000 MMBtu in savings potential from Treasure Hunts at six sites and participating in the inaugural ENERGY STAR Treasure Hunt Campaign.
- Promoting energy management and ENERGY STAR resources to 16,000 suppliers through a targeted newsletter.
- Earning ENERGY STAR certification for two buildings.

MetLife
New York, New York

MetLife is a global financial services company. MetLife has demonstrated ongoing dedication to corporate sustainability and has leveraged the ENERGY STAR program to achieve its environmental

goals while increasing overall portfolio value through the reduction of operating expenses. Key 2019 accomplishments include:

- Achieving ENERGY STAR Certification for 25 properties in 2019, representing over 12 million square feet of real estate across the company's own operations and investments portfolio.
- Reducing average weather-normalized source energy use intensity by 3 percent from 2018 to 2019.
- Utilizing the ENERGY STAR Guidelines for Energy Management to develop MetLife's Energy Efficiency Guidelines, which provide easily executable, quick payback efficiency measures for its entire global office portfolio.
- Rolling out real-time energy monitoring dashboards to more than 110 investment properties for asset managers to continuously monitor ENERGY STAR scores, certification status and other consumption metrics from ENERGY STAR®.
- Expanding promotion of ENERGY STAR resources and tips, including promoting ENERGY STAR Certified programmable thermostats to new audiences such as MetLife Home & Auto policy customers.
- Hosting its EcoChallenge which engaged 2,000 employees across 28 countries to conserve the equivalent of 30,000 pounds of CO2 emissions and 75,000 gallons of water and changed over 400 light bulbs to ENERGY STAR certified models.

Ozinga **Mokena, Illinois**

Ozinga is a construction materials and logistics company. Using the ENERGY STAR Guidelines for Energy Management, the company built a corporate energy management program that has produced a 15 percent reduction in energy intensity in its first year. Key 2019 accomplishments include:

- Modifying its fleet so that natural gas fueling stations are now contracted to dispense renewable natural gas from a landfill. The company's compressed natural gas fleet greenhouse gas emissions have improved by 75 percent in comparison to the emissions from a comparable diesel fleet, all while experiencing no change in vehicle performance.
- Registering Ozinga's 20 highest production facilities in the ENERGY STAR Challenge for Industry to provide external goals to the sites.
- Conducting treasure hunts to identify plant savings and participating in the inaugural ENERGY STAR Treasure Hunt Campaign.
- Building a compressed air leak detection and repair program that incorporates operation team training on leaks, advanced ultrasonic air leak detection and bi-annual plant walkthroughs.
- Creating a diverse companywide energy team comprised of operations and maintenance managers along with corporate employees from communications, information technology and finance to lead the program.
- Completing energy projects including retrofitting five maintenance shops with LED lighting and developing the Ozinga Ready-Mix Plant Energy Assessment Guide, a scorable energy opportunity identifier tool targeted to plant operators.

Pinellas County Schools **Largo, Florida**

Pinellas County Schools (PCS) is a public-school district in Florida. PCS has a long-standing commitment to preventing energy waste, optimizing building and comfort systems and creating a culture of sustainability. Key 2019 accomplishments include:

- Avoiding more than \$7 million dollars in energy costs and 48 million kWh of electricity in 2019.

- Earning ENERGY STAR certification for 90 schools in 2019.
- Engaging with the energy management team through monthly meetings to identify methods to improve the processes toward energy conservation goals, to include ENERGY STAR partner initiatives.
- Updating and maintaining detailed HVAC zone maps for each instructional facility, which allows conservation of energy through better planning and consolidation of activities.
- Sustaining an energy incentive program which allows all schools to earn discretionary dollars based on their performance on six energy audits conducted throughout the school year.

The Kroger Co.
Cincinnati, Ohio

The Kroger Co. is a retail grocery store chain. Last year, the Kroger Co. applied ENERGY STAR tools and resources to achieve a 2.3 percent energy intensity reduction across its portfolio. Key 2019 accomplishments include:

- Certifying 29 new grocery stores as ENERGY STAR®, for a total of 814 certified stores since 2011.
- Installing over 32,000 glass doors on open refrigerated cases, LED retrofits and other energy projects, saving 66.6 million kWh of energy.
- Requiring new stores to achieve Designed to Earn the ENERGY STAR designation from EPA.

Welltower, Inc.
Toledo, Ohio

Welltower, Inc. is a healthcare real estate investment trust. Welltower advanced strategic energy management by applying ENERGY STAR tools and resources to achieve a 1.3 percent energy intensity reduction for its portfolio over the past year. Key 2019 accomplishments include:

- Certifying 13 senior living communities as ENERGY STAR in 2019.
- Retrofitting 64 properties with LEDs and saving 9.8 million kWh of energy.
- Educating operators, investors, contractors and vendors about ENERGY STAR tools like Portfolio Manager®, Building Upgrade Manual and the Building Upgrade Value Calculator.

Home Energy Rater/Provider

EAM Associates
Wall, New Jersey

EAM Associates, a home energy rating company, certified more than 1,500 homes as ENERGY STAR for the second consecutive year and reached a cumulative total of nearly 18,000 ENERGY STAR certified homes since 2000. Key 2019 accomplishments include:

- Conducting educational meetings with builders, architects and engineers to transition to the new ENERGY STAR Multifamily New Construction program in advance of EPA’s implementation deadline.
- Contributing to the development of a new industry standard for grading the installation quality of HVAC systems.

- Co-hosting a two-day building science and HVAC design summit in Houston for designers, installers and raters to explore best practices and emerging technologies for high performance home construction.
- Helping builder clients identify and mitigate moisture-humidity issues and developing a best practices resource for future designs based on detailed case studies.
- Piloting the use of performance monitoring sensors in a multifamily project which will inform future designs and aid property management staff in optimizing maintenance and improving tenant satisfaction.

JKP Energy Inspections Gilbert, Arizona

JKP Energy Inspections, a home energy rating company, certified more than 4,000 homes as ENERGY STAR in 2019, representing an increase of nearly 100 percent from last year. Key 2019 accomplishments include:

- Promoting adoption of the ENERGY STAR Multifamily New Construction program prior to its implementation date, resulting in commitments of more than 700 housing units from developers.
- Converting builders from minimum code compliance to ENERGY STAR certification, without added costs, through extensive educational and training efforts.
- Enhancing quality assurance through monthly educational sessions for field inspectors, implementation of a peer-to-peer review process and incorporation of geolocation into their operations to facilitate inspections.
- Offering multiple training sessions to trades at the commencement of construction in new communities to help ensure their builders' success.

Pando Alliance Ellicott City, Maryland

Pando Alliance, a home energy rating company, certified more than 1,000 homes as ENERGY STAR for the first time in 2019. Key 2019 accomplishments include:

- Leading the ENERGY STAR certification process for 80 percent of all competitive low-income housing tax credit projects awarded in Maryland in 2019.
- Designing and implementing an in-house digital inspection application tailored to the ENERGY STAR certification process for multifamily construction.
- Developing detailed operations and maintenance manuals for multifamily property owners and managers, as well as user-friendly manuals for multifamily renters, to ensure optimal operation and maintenance.
- Promoting adoption of the ENERGY STAR Multifamily New Construction program prior to its mandatory implementation date.

Southern Energy Management Raleigh, North Carolina

Southern Energy Management, a home energy rating company, continued its commitment to ENERGY STAR by certifying more than 1,000 homes in 2019 and recruiting six new partners into the program, while maintaining support for multiple production builders. Key 2019 accomplishments include:

- Educating affordable housing stakeholders at multiple venues about the benefits that ENERGY STAR certification brings to underserved populations.
- Using geolocation tracking to ensure that adequate time is invested into each inspection.

- Proactively providing quarterly field trainings for their builders to ensure program compliance, review best practices and identify areas for continuous improvement.
- Promoting their ENERGY STAR builders' achievements through initiatives like its High-Performance Hall of Fame and Shine On award programs.

TexEnergy Solutions/US Eco-Logic Irving, Texas

TexEnergy Solutions/ U.S. Eco Logic, Inc., a home energy rating company, certified more than 1,500 homes as ENERGY STAR in 2019, for a cumulative total of more than 52,000 since 2002. Key 2019 accomplishments include:

- Adding new reporting tools to its cloud-based inspection platform, including photos, geo-location, time stamps and detailed inspection reports, to improve the inspection process.
- Holding weekly trainings for all field inspectors to help them better understand and verify code and ENERGY STAR program requirements.
- Decreasing the number of inspection “red tags” issued on ENERGY STAR certified homes by more than 60 percent from the prior year.
- Providing sales training for production builders’ sales agent teams, as well as numerous independent real estate professionals, enabling them to better value and sell the features and benefits of ENERGY STAR certified homes.

New Home Builder and Affordable Housing

Main Street Homes Midlothian, Virginia

Main Street Homes, a regional home builder, constructed more than 260 ENERGY STAR certified homes in 2019, bringing their total to nearly 1,200 ENERGY STAR certified homes since 2001. Key 2019 accomplishments include:

- Implementing a marketing campaign that achieved more than 250,000 impressions, promoting how ENERGY STAR certified homes provide better quality, comfort and durability, while reducing utility and maintenance costs.
- Educating Richmond-area real estate professionals on the value of ENERGY STAR certified homes through a direct mail campaign and hosting “lunch and learn” events.
- Delivering in-house trainings to position its sales team to effectively sell the features of ENERGY STAR certified homes and engaging clients on the benefits that best align with their personal values.
- Developing and implementing a new quality management and inspection plan to ensure that all certified homes meet program requirements.

Winton & Associates El Paso, Texas

Winton & Associates, a regional home builder, constructed more than 100 ENERGY STAR certified homes in 2019, for a cumulative total of over 2,000 homes since 2004. Key 2019 accomplishments include:

- Training sales staff about the ENERGY STAR program and providing homebuyers with information about the features and benefits of ENERGY STAR certified homes.
- Appearing in a segment for a local real estate television show focused on how their homes earn the ENERGY STAR.
- Installing solar panel systems as a standard feature in new homes and realizing a 40 percent improvement in Home Energy Rating System scores from 2018 to 2019.
- Highlighting ENERGY STAR certification through the local Parade of Homes, which attracts thousands of local community members.

Product Brand Owner

A. O. Smith

Ashland City, Tennessee

A.O. Smith is a provider of products used to heat, treat and conserve water for residential and commercial customers. A.O. Smith is recognized for its commitment to innovation in efficient water heater product design and its demonstration of leadership in extensively promoting ENERGY STAR to contractors, builders and wholesalers. Key 2019 accomplishments include:

- Launching the first ENERGY STAR certified commercial heat pump water heater (CHP-120) in the U.S. for light commercial applications
- Training Lowe's sales associates to promote and answer questions about the energy saving advantages of heat pump technology.
- Maintaining an ENERGY STAR product web hub for contractors, builders, wholesalers and utilities with downloadable sales materials promoting the sale of ENERGY STAR certified products.
- Distributing bi-weekly ENERGY STAR webinars, announcements and promotions to 60,000+ recipients of its Contractor Rewards e-Newsletter and standalone e-blasts, with an average open rate of 25-30 percent.
- Promoting ENERGY STAR certified residential heat pump water heaters through the wholesale channel with a vacation getaway sales promotion, as well as utility rebate programs throughout the year.

Bradford White Corporation

Ambler, Pennsylvania

Bradford White Corporation is a manufacturer of residential, commercial and industrial products for water heating, space heating, combination heating and storage applications. In the past year, Bradford White has demonstrated outstanding commitment to ENERGY STAR through expanded national and regional education and training on the advantages of ENERGY STAR certified heat pump water heaters. Key 2019 accomplishments include:

- Engaging with customers in California about ENERGY STAR certified heat pump water heaters, resulting in over four million radio impressions, 200,000 print impressions, over 2,500 email opens, and over 200 registrants for in-person training events.
- Helping consumers identify installers with heat pump water heater experience by supporting ENERGY STAR's Heat Pump Water Heater Installer Finder with the addition of 295 contractors.
- Launching a new website dedicated to highlighting its 45 ENERGY STAR certified models, their impressive savings potential and the importance of efficient water heating.

- Promoting and supporting ENERGY STAR Day through social media.

Broan-NuTone Hartford, Wisconsin

Broan-NuTone is a manufacturer of home ventilation products. In 2019, Broan-NuTone significantly expanded its ENERGY STAR certified product offerings and increased its commitment to educating consumers about the value of ENERGY STAR. Key 2019 accomplishments include:

- Launching 11 new ENERGY STAR product lines, including innovative features to save energy, improve indoor air quality and increase consumer satisfaction.
- Exhibiting at 44 local and national trade shows, prominently displaying ENERGY STAR products.
- Reaching over 9,000 retailer and distributor sales personnel with online training that featured ENERGY STAR products and messaging.
- Increasing page views of ENERGY STAR certified products by 26 percent — more than 600,000 in 2019.

Continental Refrigerator Bensalem, Pennsylvania

Continental Refrigerator is a U.S. commercial refrigeration equipment manufacturer. Continental Refrigerator is recognized for its innovation in energy efficient product design and outstanding commitment to ENERGY STAR education. Key 2019 accomplishments include:

- Utilizing an array of point-of-purchase promotional materials featuring ENERGY STAR, including a four-page brochure dedicated to ENERGY STAR certified products.
- Developing a K-12 brochure to promote ENERGY STAR certified products to school food service directors.
- Amplifying the influence of the ENERGY STAR label through on- and off-site training to multiple dealers, sales associates, manufacturer representative groups and consultants about the benefits of saving energy.
- Engaging with standard setting bodies, industry committees and various consortia activities to provide input and advocate for the ENERGY STAR program.

Emerson Sensi St. Louis, Missouri

Emerson Sensi is a smart thermostat manufacturer. Over the past year, Emerson dramatically stepped up its sales of ENERGY STAR certified smart thermostats, going above and beyond the minimum labeling requirements to promote the value of ENERGY STAR. Key 2019 accomplishments include:

- Increasing sales of ENERGY STAR certified smart thermostats by 400 percent.
- Ensuring the ENERGY STAR label is prominently featured by every online retailer through which Emerson sells its products.
- Featuring ENERGY STAR on “Take A Ticket” in-aisle tear pads at a highly-trafficked, major home improvement retailer.
- Using ENERGY STAR promotions for Earth Day, ENERGY STAR day, and holiday events, which garnered over 60,000 engagements.

- Educating over 100,000 Emerson employees and HVAC contractors about the advantages of ENERGY STAR through training.

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

Globe Electric Inc. is a Canadian supplier of a wide breadth of lighting and electrical products. Globe significantly expanded the overall availability of ENERGY STAR LED downlight retrofit kits and LED general service bulbs, demonstrating an impressive commitment to bolstering the quality+value message of ENERGY STAR nationwide. Key 2019 accomplishments include:

- Introducing new ENERGY STAR certified product lines in the LED downlight retrofit kit category that yielded a 700 percent year-over-year increase in sales.
- Delivering ENERGY STAR certified LED bulbs to entirely new retail chains, including Shaw's Supermarkets, Ann & Hope, and Ocean State Job Lot.
- Increasing the ENERGY STAR year-over-year share of total sales by an impressive 30 percent.

Greenlite Lighting Corporation
Montreal, Quebec

Greenlite Lighting Corporation provides environmentally responsible lighting for every need. Greenlite increased overall sales of ENERGY STAR LED lamps in the vital convenience retail segment. Key 2019 accomplishments include:

- Maintaining an impressive overall 99 percent ENERGY STAR certified sales rate.
- Delivering over 7 million ENERGY STAR certified bulbs through food banks to those in need.
- Using a multi-dimensional regional campaign that included ads on social media, internet radio and local TV, Greenlite delivered over 60,000 ENERGY STAR certified bulbs to consumers.

Hayward Industries, Inc.
Berkeley Heights, New Jersey

Hayward Industries, Inc. is a residential and commercial pool equipment manufacturer. In 2019, Hayward offered a line of the most energy efficient pool pumps in the market while continuing to improve its technology and performance. Key 2019 accomplishments include:

- Featuring an ENERGY STAR certified pool pump with the highest weighted energy factor (WEF) in the industry.
- Outperforming ENERGY STAR requirements by an average of 44 percent with all its variable speed pool pumps.
- Increasing social media reach by 18 percent to about 71,000 followers across multiple platforms, furthering efforts to promote ENERGY STAR certified pool pumps.
- Launching a Pool Solutions App to highlight product features and utility rebate to help pool professionals upsell ENERGY STAR certified pool pumps.

Howe Corporation
Chicago, Illinois

Howe Corporation is a U.S. manufacturer of refrigeration equipment. Howe is being recognized for its continued improvements in energy efficient product design and dedication to educating stakeholders about energy efficient technology. Key 2019 accomplishments include:

- Developing a dedicated webpage featuring ENERGY STAR certified products and links to ENERGY STAR resources.
- Engaging the U.S. Environmental Protection Agency to ensure technical information is clear and relevant for specification development.
- Participating in novel marketing promotions through social media in support of ENERGY STAR Day and Earth Day.
- Integrating ENERGY STAR into an expanding, companywide training effort.

L'Image Home Products
Montreal, Quebec

L'Image Home Products Inc. designs, develops and manufactures a wide range of electrical products, with a focus on lighting. LHP set a new standard for omnichannel promotion of ENERGY STAR in social media, at tradeshow, as well as expanding the availability of energy efficient lighting to low-income individuals across the country. Key 2019 accomplishments include:

- Growing the presence of ENERGY STAR certified bulbs at dollar stores, which have an outsized positive impact on lower-income Americans.
- Robustly utilizing ENERGY STAR campaign materials in-store for point of purchase materials as well as digitally during holiday and Earth Day promotional periods.
- Saving consumers over 300 million KWH in annual electricity costs from total ENERGY STAR products sold in calendar year 2019.

Retailer

Lowe's Companies Inc. Mooresville, North Carolina

Lowe's Companies Inc. is an American retail company specializing in home improvement. In 2019, Lowe's distinguished itself as a destination for shoppers seeking ENERGY STAR products with its storewide promotional campaign. Key 2019 accomplishments include:

- Increasing ENERGY STAR sales across all major product categories, including a 27 percent increase in lighting sales.
- Participating in ENERGY STAR national promotions by hosting EPA materials on Lowes.com and working with 325 efficiency program sponsors to promote products in store, including ENERGY STAR logos on all certified products in newspaper circulars, resulting in more than 1.4 billion impressions.

Service and Product Provider

Measurabl San Diego, California

Measurabl is a sustainability software data management services company. Measurabl benchmarked more than 12,200 buildings in the Portfolio Manager® tool and assisted with nearly 300 ENERGY STAR certifications. Key 2019 accomplishments include:

- Adding new benchmarks for 3,000 buildings in ENERGY STAR Portfolio Manager, a 30 percent increase from the previous year.
- Promoting ENERGY STAR on blog posts and webpages with more than 17,000 views.

Rivion LLC Milwaukee, Wisconsin

Rivion LLC is an energy consulting firm. Rivion benchmarked more than 11,000 buildings in ENERGY STAR Portfolio Manager® with energy, water and waste data. Key 2019 accomplishments include:

- Engaging new organizations with using ENERGY STAR tools to track performance improvements across portfolios, including Irgens, Kohler, MARS Wrigley and the Milwaukee Bucks.
- Highlighting ENERGY STAR on "Innovations with Ed Begley, Jr" television series.

The RMR Group LLC Newton, Massachusetts

The RMR Group is an alternative asset management company. The RMR Group provided technical assessments, real-time energy monitoring, and audits to help clients identify energy saving opportunities using ENERGY STAR Portfolio Manager® tool. Key 2019 accomplishments include:

- Using ENERGY STAR Portfolio Manager to track metrics for its Energy Engagement Competition, comprised of 17 energy and water saving activities geared to helping tenants improve performance.

- Assisting with benchmarking more than 260 senior living facilities.

Yardi Systems, Inc.
Santa Barbara, California

Yardi Systems, Inc. is an investment, property, asset and energy management software development company. Yardi helped more than 100 clients benchmark energy in over 2,300 buildings, leading to a nearly 110 percent increase from the previous year. Key 2019 accomplishments include:

- Benchmarking water in over 2,000 buildings, a 300 percent increase from 2018.
- Publishing more than 20 articles on benefits of ENERGY STAR and resources for benchmarking energy performance and energy management.

Home Performance with ENERGY STAR: Contractor of the Year

Ciel Power LLC
Kearny, New Jersey

Ciel Power LLC is a home performance contractor based in New Jersey. Ciel Power expanded its community engagement in 2019 through its participation in numerous community events and leveraging public-private sector partnerships to increase completed projects. Additional key 2019 accomplishments include:

- Increasing key project metrics, including completed projects, number of assessments and total energy savings.
- Achieved 50 percent year-over-year growth in completed projects.
- Leveraging public-private partnerships to generate broader awareness of HPwES, working directly with local officials, nonprofit organizations, volunteer green groups and civic organizations.
- In June of 2019, Ciel Power took delivery of its first electric vehicle, part of a companywide plan to transition to electric vehicles.
- Demonstrating industry leadership by co-sponsoring a discussion on the master energy plan for New Jersey.

Elevation Solar
Chandler, Arizona

Elevation Solar is a home performance contractor based in Arizona. Elevation Home Energy Solutions expanded their energy savings footprint by installing measures while educating more customers about the benefits of their HPwES program in Arizona, Nevada and Texas. Additional key 2019 accomplishments include:

- Increases in key project metrics including completed projects, number of assessments, conversion rates, total energy savings, average project energy savings and average home performance invoice cost.
- Completed 685 projects in 2019, which represents a 94 percent increase in projects from 2018.
- Achieved an 87 percent conversion rate from assessment to upgrade.
- Collaborated with local real estate firms performing energy audits and installing HPwES improvements during home renovations.

- Provided a HPwES sales training seminar to educate their sales agents on the features and benefits of home performance improvements.

Green Team LI

Holbrook, New York

Green Team LI is a home performance contractor based in New York. Green Team LI integrates solar energy and energy efficiency cross-education with potential clients expressing interest in implementing solar investments, saving money, making their homes comfortable and reducing their environmental impact. Additional key 2019 accomplishments include:

- Increases in key project metrics including completed projects, assessments, total energy savings, average energy saving per project and average invoice cost.
- Completed 530 projects, which represents a 63 percent increase over 2018.
- Partnered with the New York Jets through a raffle for game tickets and a chance at a home makeover to expand consumer awareness of energy efficiency through in-stadium messages at Jets Stadium
- Worked with the DOE Home Energy Score initiative and PSEG Long Island.
- Demonstrates industry leadership through participation in organizations and conferences, such as USGBC Long Island, Building Performance Contractors Association, the Home Performance Coalition, and the Town of Huntington Advisory Committee on Energy Efficiency, Renewables, and Sustainability (ACEERS).

Home Energy Medics, LLC

Arlington, Virginia

Home Energy Medics, LLC is a home performance contractor based in Virginia. Home Energy Medics has demonstrated leadership among Home Performance with ENERGY STAR (HPwES) participating contractors, including improvements to home performance delivery processes and community engagement. Additional key 2019 accomplishments include:

- Increasing average energy savings per project and average invoice cost.
- Promoted Pearl Certification to document energy improvements for homeowners and use in future real estate transactions.
- Recognized with a Leadership Award in 2019 from the Virginia Energy Efficiency Council for their forward-thinking processes and approach to residential energy retrofits.
- Adopted a new pre-retrofit visit with clients, which covers logistics and preparations to allow for more efficient on-site installation of improvements.
- Joined the new advocacy committee for EcoAction Arlington.
- Added a live chat function to the web site to increase potential customer outreach.

Excellence

Data Innovation

AEP Ohio, Columbia Gas and JadeTrack Columbus, Ohio

AEP Ohio and Columbia Gas of Ohio, independent electricity and natural gas utilities, respectively, partnered with software provider, JadeTrack, to offer commercial customers a single platform to obtain energy data for benchmarking in ENERGY STAR Portfolio Manager®. These three ENERGY STAR partners are being recognized for this first-of-a-kind collaboration. The noteworthy aspects of this effort include:

- Creating a co-branded, shared customer enrollment website so that customers only need to complete the process once.
- Providing 36 months of historical usage data from both utilities and using web services to send the data to Portfolio Manager.
- Promoting jointly the related benchmarking and energy efficiency events in their Ohio service territories.
- Enabling customers to view electric and gas usage data, and ENERGY STAR metrics in a common dashboard.

ENERGY STAR Promotion

Columbia Association Columbia, Maryland

Columbia Association is a nonprofit, public service corporate manager of a village in Maryland. In 2019, Columbia Association promoted ENERGY STAR products and services through marketing, advising and subsidizing cost saving measures. Additional accomplishments include:

- Championing a community cooperative model for Home Performance with ENERGY STAR whereby improvements are discounted and employing a third-party advisor to facilitate program participation.
- Delivered a presence at 24 community events where ENERGY STAR products and programs were promoted and LED bulbs were distributed.
- Employed a unique marketing strategy using continual scrolling TV signage at fitness centers generating over 4,000,000 impressions.
- Promoting nearly the full suite of ENERGY STAR products and programs broadly among Columbia Association staff and all 100,000 residents, including electronics, appliances and smart thermostats as well as participation in Light the Moment, Earth Day, ENERGY STAR Day, and the Energy Treasure Hunt resulting in more than 4 million impressions.

Northwest Energy Efficiency Council Seattle, Washington

Northwest Energy Efficiency Council (NEEC) is a non-profit energy efficiency trade association. In 2019, NEEC expanded the integration of ENERGY STAR Portfolio Manager® throughout its initiatives. Key 2019 accomplishments include:

- Training new operators through its Building Operator Certification® program that includes tutorials on ENERGY STAR Portfolio Manager.
- Offering energy efficiency diagnostic tools through a lending library.
- Collaborating through its Small Buildings Center with the City of Seattle Tune-Up Accelerator to focus support on small and medium buildings, a hard-to-reach market.
- Promoting data quality and completeness to building owners and managers complying with the City of Seattle benchmarking law.

PPL Electric Utilities Allentown, Pennsylvania

PPL Electric Utilities serve 1.4 million customers in 29 counties in central and eastern Pennsylvania. In 2019, PPL promoted ENERGY STAR certified products to their customers through retail, behavioral, rebate, and low-income programs across their territory, effectively integrating ENERGY STAR through a wide variety of media channels, including direct, digital, and outdoor, resulting in 15.5 million impressions. Key 2019 accomplishments include:

- Partnering with 41 retail chains and conducting more than 2,350 retail visits and sales-associated training sessions on ENERGY STAR certified products, while facilitating the sale of more than 1.5 million ENERGY STAR certified LED light bulbs.
- Providing incentives for thousands of ENERGY STAR certified products, including ductless heat pumps, air-source heat pumps and refrigerators, while retiring and properly recycling more than 89,900 nonENERGY STAR old refrigerators and freezers.
- Sponsoring the THINK! ENERGY educational programs in conjunction with the National Energy Foundation and the Pennsylvania Department of Education, educating 20,496 students (68 percent from low-income schools) on the importance of conserving energy.
- Leveraging the ENERGY STAR label, messaging and national campaign value by participating in several ENERGY STAR promotions including Flip Your Fridge, ENERGY STAR Day, and pool pumps, as well as through its newly launched online marketplace.

Snohomish County Public Utility District No. 1 Everett, Washington

Snohomish County Public Utility District No. 1 is a public utility serving more than 300,000 customers in the Pacific Northwest. In 2019, the PUD expanded its ENERGY STAR-branded, energy-efficiency outreach efforts to include promotions focused on harder to reach, low-income and/or geographically remote customers without easy access to energy-efficiency opportunities, effectively delivering 65,000 ENERGY STAR certified products to 19,300 households. Key 2019 accomplishments include:

- Expanding independent retail programs to increase the selection of ENERGY STAR certified products by 300 percent and expanding the number of stores offering ENERGY STAR products by 200 percent.
- Delivering 4,800 ENERGY STAR branded, energy efficiency kits to 20+ food banks.
- Increasing the number of engagements through social posts by utilizing ENERGY STAR campaigns, including Light the Moment and ENERGY STAR Day, reaching 4.8 million impressions.
- Premiering a new instant rebate program through independent appliance retailer, Albert Lee, that increased rebate redemptions on ENERGY STAR certified products by an estimated 20 percent.
- Launching an online marketplace where customers can shop online for ENERGY STAR certified light bulbs and smart thermostats.
- Conducting a sweepstakes to draw customers to their Smart Rewards site, which features ENERGY STAR products, that resulted in a 117 percent increase in unique visitors.

Urban Land Institute Washington, District of Columbia

The Urban Land Institute (ULI) is a real estate industry group. ULI promoted the use of ENERGY STAR tools and resources through its robust network of real estate partners, further driving program participation and best practices in energy management. Key 2019 accomplishments include:

- Coordinating with ENERGY STAR on ULI's Tenant Energy Optimization Program (TEOP), including promotion and content leveraging ENERGY STAR Certification, ENERGY STAR Tenant Space recognition, using ENERGY STAR Portfolio Manager®, and installing ENERGY STAR Certified appliances.
- Incorporating ENERGY STAR highlights and metrics into ULI reports, including the Greenprint Volume 10 Annual Performance Report, the Embedding Sustainability in Transactions Report, the Sustainability in Hotels: Opportunities and Trends Shaping the Future of Hospitality report, and the Washington D.C. Sustainability Advisory Services Panel report.
- Promoting ENERGY STAR tools and resources to ULI Greenprint members through various channels, including its monthly Greenprint members-only newsletter and its monthly members-only Greenprint Performance Committee call. Greenprint members are also encouraged to use ENERGY STAR Portfolio Manager for energy benchmarking and data sharing/reporting back to ULI.
- Communicating ENERGY STAR updates to more than 40,000 ULI members nationally, including articles about ENERGY STAR Portfolio Manager score changes, 2018 ENERGY STAR Partner of the Year award winners, and social media for Energy Efficiency Day and ENERGY STAR Partner Day.
- Leveraging ULI's conference and event presentations to elevate ENERGY STAR to attendees, as well as promoting ENERGY STAR at several industry trade events including the BOMA International Conference, ULI New York events, the Environmental Leader and Energy Manager conference, the Rocky Mountain Green conference and Greenbuild, among others.

Washington Gas Springfield, Virginia

Washington Gas serves more than 1 million residential, commercial, and industrial customers throughout Washington DC, Maryland, and Virginia. In 2019, Washington Gas greatly expanded its participation in ENERGY STAR product and new homes promotions, integrating the ENERGY STAR label in outreach that resulted in more than 2.4 million impressions. Key accomplishments include:

- Deploying more than 900,000 bill inserts actively promoting residential rebate programs for ENERGY STAR certified products, including laundry and boiler systems.

- Participating in the ENERGY STAR laundry promotion featuring ENERGY STAR certified dryers as well as the ENERGY STAR water heater and smart thermostats promotions, generating more than 15,000 impressions through social media.
- Engaging in the Earth Day and ENERGY STAR Day campaigns by leveraging campaign materials and promoting ENERGY STAR on social media, generating nearly 5,000 impressions.
- Leveraging the ENERGY STAR label in residential digital advertising, including display ads, social media targeted posts (Twitter and Facebook), dedicated emails and online sponsored articles.
- Supporting the construction of over 1,300 ENERGY STAR certified homes by incentivizing nearly 2,500 pieces of ENERGY STAR certified equipment.

Xerox Corporation Norwalk, Connecticut

Xerox Corporation is a work solutions company specializing in print technology, imaging and data analytics. Xerox excelled in the promotion of its ENERGY STAR certified products to all its audiences through extensive training and marketing efforts, reaching more than 90,760 employees and customers. Key 2019 accomplishments include:

- Featuring the ENERGY STAR certification mark and educational messaging throughout Xerox.com web pages, including relevant product category pages, individual product pages, and its sustainability pages.
- Participating in ENERGY STAR Day with external messages through social media, including Facebook, Twitter, LinkedIn, and Instagram, garnering a total of 39,813 impressions, as well as internal outreach through a newsletter to employees which was seen by over half the company — a total of over 16,700 impressions.
- Comprehensively Integrating ENERGY STAR education into all employee training activities, including its new-hire training video viewed by 100 percent of new employees and training on Xerox's long legacy of sustainability that has reached over 600 team members. As a result, 100 percent of its customer engagements in 2019 included communicating the value of ENERGY STAR certified products.

Product Design

QBD Cooling Systems, Inc. Brampton, Ontario

QBD Cooling Systems, Inc. is a Canadian manufacturer of commercial refrigeration equipment. QBD is recognized for leadership in the development of energy efficient products, including smaller charge sizes of environmentally friendly R-290 refrigerants. Key 2019 accomplishments include:

- Improving energy efficiency through research and innovation and optimizing existing refrigeration systems with more energy efficient parts such that 2019 models on average are 50 percent more energy efficient than previous models.
- Celebrating ENERGY STAR day companywide, including informational sessions for employees and social media promotion of the ENERGY STAR brand.
- Training 100 percent of workforce on the effective use of the ENERGY STAR logo for promotional and training materials.

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

True Manufacturing (True Food Service Equipment) is a U.S. manufacturer and global supplier of commercial refrigeration equipment. True Manufacturing is recognized for its innovations in the commercial refrigeration market, including continued development and ongoing promotion of equipment that uses environmentally friendly R-290 refrigerants. Key 2019 accomplishments include:

- Continuing to increase sales of ENERGY STAR certified products to over 65 percent.
- Educating customers about the advantages of making energy-efficient and environmentally friendly purchases.
- Training sales and marketing teams on the advantages of ENERGY STAR certification and annually updating the training materials.
- Promoting ENERGY STAR with certified products, signage and banners at multiple tradeshows with a reach of approximately 240,000 visitors.

Please join EPA and DOE in thanking the following ENERGY STAR partners for their generous support of refreshments and dinner at the 2020 ENERGY STAR Awards.*

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*No EPA or DOE funds were used to pay for the refreshments and dinner.