



Green Lights Program



Introducing... The Green Lights Program



*The U.S.
Environmental
Protection Agency's
Green Lights pro-
gram is a breath of
fresh air for the
nation's environ-
mental health and
economic growth.
By encouraging the
widespread use of
energy-efficient
lighting, Green
Lights is proving
that profitability and
environmental pro-
tection can go hand
in hand.*

How Is Green Lights Making a Difference?

Lighting accounts for 20–25 percent of all electricity sold in the United States. Too often, organizations treat lighting as overhead rather than as an opportunity for investment. By changing this mindset and joining Green Lights, participants realize average rates of return on their initial investment of 30 per-

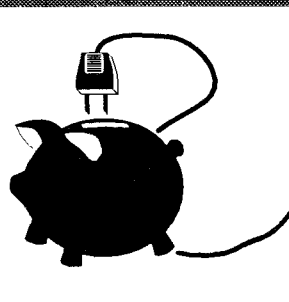
cent or more. They reduce their lighting electricity bill by more than half while maintaining—and often improving—lighting quality.

If Green Lights were fully implemented in all facility space in the United States, it would save over 65 million kilowatts of electricity annually, reducing the national electric bill by \$16

billion per year. These savings could then be invested in new jobs and enhanced productivity. In addition, Green Lights would result in reductions of carbon dioxide, sulfur dioxide, and nitrogen oxides equivalent to 12 percent of U.S. utility emissions, curbing acid rain and smog and helping to slow the greenhouse effect.

What's the Bottom Line?

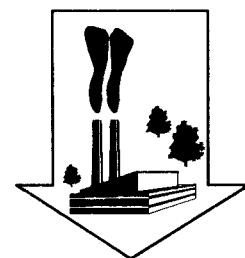
**Electric Bill Savings:
\$16 Billion/Year**



**Average IRR:
30 Percent**

$$0 = \sum_{t=0}^n \frac{C_t}{(1+R)^t}$$

**Air Pollution Cut:
12 Percent**



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Chicago, IL 60604-3590

By signing the Green Lights Memorandum of Understanding (MOU), senior management makes it clear that energy-efficient lighting is now one of the organization's high priorities. Management is now able to grant authority, approve budgets, streamline procedures, and assign staff to make the upgrades happen.

Who Are Green Lights Participants?

The Green Lights roster includes all kinds of organizations from all over the country. In less than 3 years, over 1,150 Partners, Allies, and Endorsers have joined the program.

Partners include corporations of all sizes, nonprofit organizations, and federal, state, and local government agencies. Health care facilities, universities and colleges, and restaurant and

hotel chains are just a few examples of the organizations that have teamed up with EPA to upgrade their lighting systems.

What Do Participants Commit To?

Green Lights asks its members to sign a Memorandum of Understanding (MOU) with EPA. In the MOU, participants agree to survey 100 percent of their facilities and, within 5

years of signing the MOU, to upgrade 90 percent of the square footage that can be upgraded profitably without compromising lighting quality. Participants also agree to appoint an

implementation manager to oversee their progress in the program, and to report at least annually to EPA on their upgrade progress.

How Does EPA Support Its Participants?

EPA provides a range of support systems to help Green Lights participants obtain information on energy-efficient lighting technology, financing options, and public recognition opportunities.

Lighting Services

Group: provides extensive technical support through a technical information hotline, a comprehensive *Lighting Upgrade Manual*, and training workshops.

Decision Support

System: state-of-the-art computer software that

helps participants survey facilities and select lighting upgrade options that maximize energy savings and meet profitability goals.

Financing Directory:

user-friendly computer data bases of every third-party financing program available.

The National Lighting Product Information Program:

objective source of current performance and price information on energy-efficient lighting products.

Ally Programs: bring

together members of the lighting industry and electric utilities to encourage customers to use energy-efficient lighting technologies.

Public Recognition:

participants receive public recognition for their environmental leadership through EPA-generated news articles, media events, and public service advertisements. EPA encourages participants to promote their own Green Lights activities by distributing ready-to-use promotional materials.



For more information on how to save money and energy with Green Lights, please contact:

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Or call 202 775-6650

For more information by fax (available 24 hours a day), call 202 233-9659