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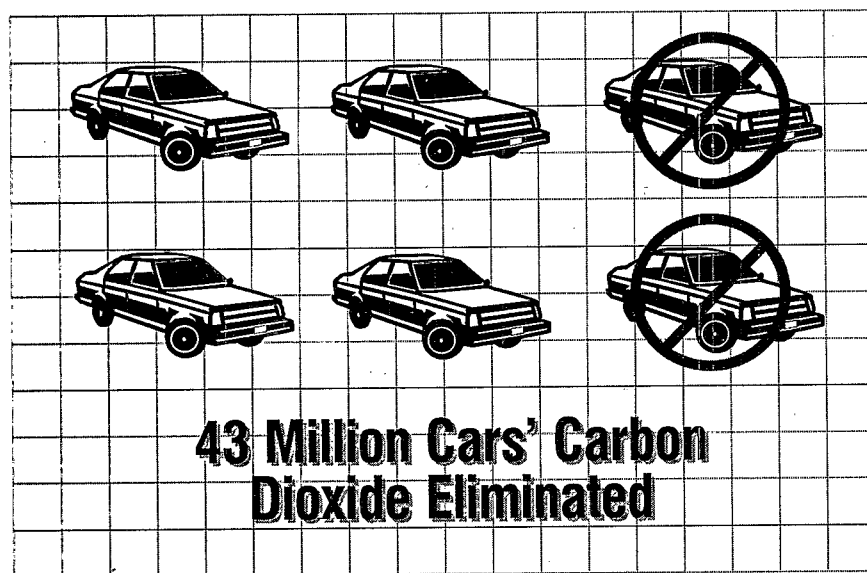
What Is Green Lights?



Green Lights is a voluntary, non-regulatory program aimed at promoting energy efficiency through investment in energy-saving lighting. The program saves money for businesses and organizations, and it creates a cleaner environment by reducing pollutants released into the atmosphere.

Pollution Prevention

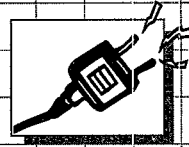
If energy efficient lighting were installed everywhere profitable, the resulting energy savings would prevent carbon dioxide emissions equivalent to those of 43 million cars—one third of the U.S. fleet.



Through Energy Efficiency

By reducing the energy needs of organizations, Green Lights creates direct savings which can be reinvested. Full implementation of Green Lights upgrades by current participants would save \$892 million annually in electric bills, which translates into 12.2 billion kilowatt-hours (kWh) of electricity.

**12.2
Billion
Annual
kWh
Savings**



**\$892
Million
Annual
Electric
Bill
Savings**



Green Lights Energy Savings Potential

Who Are The Participants?



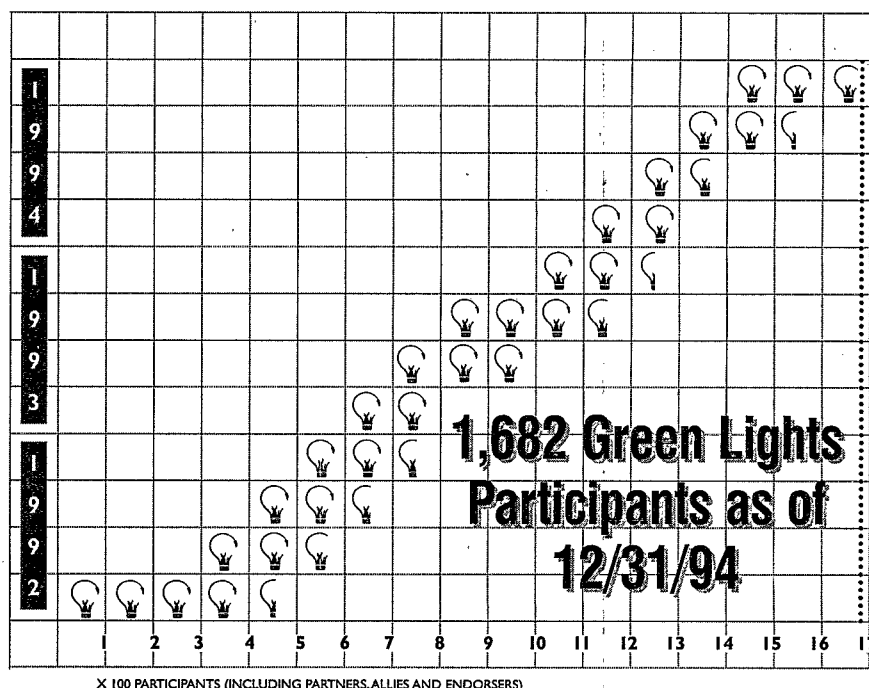
Over 1,600 Green Lights Partners, Allies, and Endorsers from throughout the country are clearing the air and

improving their bottom line through the installation and promotion of energy-efficient lighting.

Partners are public and private organizations of all sizes, including 183 members of the Fortune 500. Green Lights Partners include businesses, federal, state, and local governments, nonprofit groups, environmentalists, schools, universities, and health care facilities. **Allies** include electric utilities, lighting manufacturers, lighting management

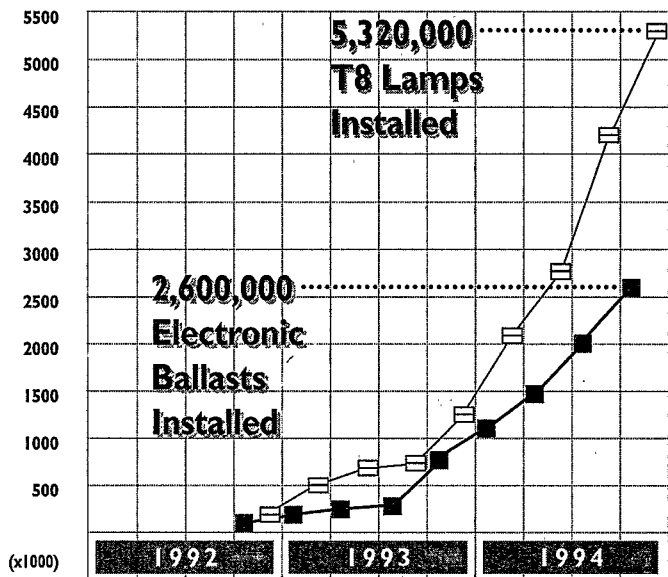
companies, lighting surveyors, and lighting distributors. **Endorsers** include professional and trade associations, as well as academies, boards, institutes, and societies.

Committed Green Lights Participants as of 12/94



GREEN LIGHTS PARTNERS

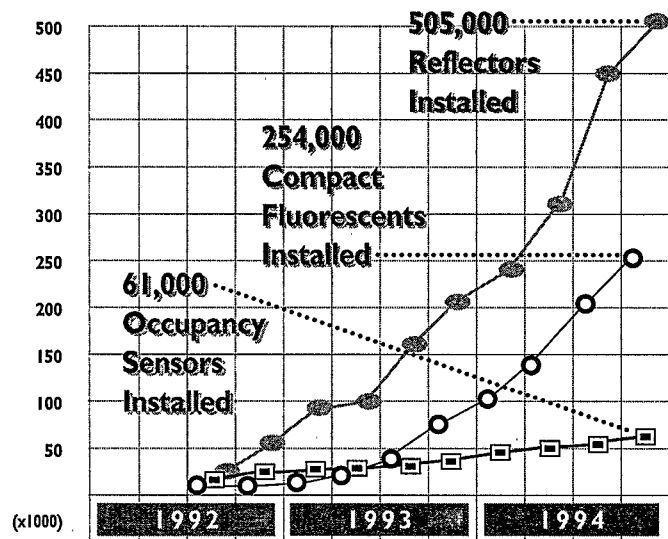
3M	HOSPITAL	ENVIRONMENTAL	ALTA BATES MEDICAL	POWER ASSOCIATION	AMERICAN	COUNTY PUBLIC	ARKANSAS	ASSOCIATED	AUTOMATIC DATA
ABBOTT	ALBERTSON'S, INC.	EDUCATION	CENTER	AMERICAN STANDARD	ASSOCIATION FOR THE	SCHOOLS	ARLINGTON PUBLIC	STUDENTS OF UC	PROCESSING INC
LABORATORIES	ALBERT EINSTEIN	THE ALLIANCE TO SAVE	ALTERA	AMERICAN RIVERS	ADVANCEMENT OF	ANR PIPELINE	SCHOOLS	BERKELEY	AVEDA CORPORATION
A-B EMBLEM	MEDICAL CENTER	ENERGY	CORPORATION	AMERICAN TRUCKING	SCIENC	COMPANY	ARLINGTON HOSPITAL	WESTERN QUEENS	THE CITY OF AZUSA,
A & C ENERCOM	ALCOA	ALLIANT TECHSYSTEMS	ALTOONA HOSPITAL	ASSOCIATION	AMHERST HOSPITAL	APEX TRUCKING	ARLINGTON COUNTY,	COMMUNITY HOSPITAL	CALIFORNIA
ADAT SHALOM	ALEXANDRIA CITY	INC.	AMDAHL	AMERICAN AUTO-	AMOCO	COMPANY, INC.	VIRGINIA	ATLANTA AREA	BACHARACH
CONGREGATION	PUBLIC SCHOOLS	ALLIANCE FOR	CORPORATION	MATRIX INC.	THE CITY OF	APPLIED COMPUTER	ARMADA/HOFFLER	PRESBYTERIAN HOMES	REHABILITATION
AES CORPORATION	ALLEGHENY COUNTY,	AFFORDABLE ENERGY	AMERICAN & EFIRD	AMERICAN MAIZE-	ANNAPOLIS,	TECHNOLOGIES	REAL ESTATE COMPANY	INC.	HOSPITAL
ALAHANCE COUNTY	PENNSYLVANIA	ALLIED FACILITY	INC	PRODUCTS COMPANY	MARYLAND	APPLIED MATERIALS,	AROMAS-SAN JUAN	ATLANTIC CITY	BACHMAN'S INC.
SCHOOLS	ALLEN PUBLISHING	SERVICES, INC.	AMERICAN COUNCIL	AMERICAN	ANNE ARUNDEL	INC.	UNIFIED SCHOOL	MEDICAL CENTER	BAILEY CORPORATION
ALAHO COMMUNITY	ALLEN MEMORIAL	ALLIED RESEARCH	FOR AN ENERGY EFF	BROADCASTING	COUNTY, MARYLAND	ARCO	DISTRICT	AUDUBON SOCIETY	BALDOR ELECTRIC
COLLEGE DISTRICT	HOSPITAL (AL)	CORPORATION	ECON	COMPANIES, INC.	ANNE ARUNDEL	ARISTECH CHEMICAL	OF NEW HAMPSHIRE	COMPANY	COMPANY
ALASKA AIRLINES, INC.	ALLERGAN	ALLIEDSIGNAL	AMERICAN EXPRESS	AMERICAN MEDICAL	COMMUNITY COLLEGE	CORP	THE CITY OF AUSTIN,	BALL CORPORATION,	METAL CONTAINER
ALBANY GENERAL	ALLIANCE FOR	AMORPHOUS METALS	AMERICAN PUBLIC	HOLDINGS, INC.	ANNE ARUNDEL	THE STATE OF	ASHEVILLE MICA	TEXAS	
							COMPANY		



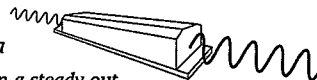
**T8 Lamps and Electronic Ballasts
Installed 9/92—12/94**

Allies Help Establish A Strong Market

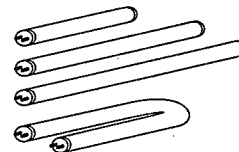
Allies are an integral part of our program. A growing number of manufacturers are producing energy-efficient products. By increasing the share of the market dominated by such goods, these Allies are ensuring a lasting demand in the future.



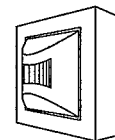
■ **Electronic Ballast** — A mechanism that regulates the amount of electricity required to start a lighting fixture and maintain a steady output of light. Electronic ballasts save 12-25 percent more power than their magnetic predecessors.



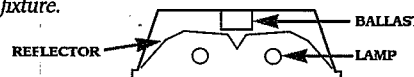
☐ **T8 Lamp** — This lamp gives off more light per watt than the conventional T12 used in most buildings and often produces less harsh light.



☐ **Occupancy Sensor** — A device that turns lights off after a space becomes unoccupied.

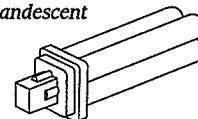


● **Reflector** — A highly polished "mirror-like" component that directs light downward, reducing light loss within a fixture.



○ **Compact Fluorescent**

— A small, fluorescent lamp used as an alternative to incandescent lighting. The fluorescent lamp lasts roughly ten times longer than an incandescent light and is 3 times more effective.



**Compact Fluorescents, Sensors and
Reflectors Installed 9/92—12/94**

PARTNERS...

OPERATIONS	BAXTER HEALTHCARE	BELL ATLANTIC	AIR CONDITIONING	BLUE RIDGE PARKWAY	BP EXPLORATION -	THE BRUCE COMPANY	UNIVERSITY SYSTEM	MARINE SERVICES, INC.	MARY'S HOSPITAL
BALTIMORE COUNTY,	CORP	BELL	CO., INC.	BLUFFTON COLLEGE	ALASKA	BRYN MAWR HOSPITAL	THE STATE OF	CARDOLITE	CARRIER
MARYLAND	BAY AREA HOSPITAL	COMMUNICATIONS	BETH ISRAEL HOSPITAL	BMC WEST	BRADYTRANE SERVICE	BUCKNELL UNIVERSITY	CALIFORNIA	CORPORATION	CORPORATION
BALTIMORE COUNTY	BAYLOR COLLEGE OF	RESEARCH	BIC CORPORATION	CORPORATION	BRANDES UNIVERSITY	BUCKS COUNTY,	CALIFORNIA STEEL	CORPORATION	CORPORATION
SCHOOLS, MARYLAND	DENTISTRY	BELLSOUTH	BIOLA UNIVERSITY	BMGIRCA MUSIC	BROAN MFG COMPANY	INDUSTRIES, INC.	INDUSTRIES, INC.	CARLSBAD CAVERNS	NORTH AMERICA
BANK OF HAWAII	BAYONNE HOSPITAL	TELECOMMUNICATIONS	BIOWHITTAKER INC.	BOEING	BROOKLYN UNION	PENNSYLVANIA	CAMAC	NATIONAL PARK	THE CARTER CENTER,
BANKERS INSURANCE	BDM INTERNATIONAL	BELLSOUTH	THE CITY OF	BONNEVILLE POWER	GAS CO.	BUCYRUS BLADES	CAMPAC	INC.	INC.
GROUP	BEAR STEARNS	CORPORATION	BIRMINGHAM,	ADMINISTRATION	BROWARD	BUFFALO STATE	CAMP DRESSER &	CARNEGIE MELLON	THE CATALYST GROUP
BANK OF AMERICA	COMPANIES, INC.	BELLSOUTH CELLULAR	ALABAMA	BOSWELL	COMMUNITY COLLEGE	COLLEGE	MCKEE INC.	UNIVERSITY	INTERNATIONAL
BAPTIST MEMORIAL	BECHTEL	CORPORATION	BLACK DOME	ENGINEERING	BROWARD COUNTY,	RECLAMATION (US	CAMPING WORLD	CARRIERS	THE CATHOLIC
HOSPITAL	BECKWITH ELECTRIC	FOR COMPREHENSIVE	MOUNTAIN SHOP INC.	BOULDER VALLEY	FLORIDA	DEPARTMENT OF THE	CANYON RANCH	CATERAIR	UNIVERSITY OF
BARR LABORATORIES	COMPANY, INC.	TREATMENT	BLUE CROSS & BLUE	PUBLIC SCHOOL	BROWN UNIVERSITY	INTERIOR	CAP AND SEAL	CORPORATION	AMERICA
BATH IRONWORKS	BECTON DICKINSON	AND COMPANY	SHIELD MUTUAL OF	DISTRICT	BROWNING-FERRIS	BURRITO BROTHERS	JOSEPH'S HOSPITAL	CARONDELET ST.	CELESTE INDUSTRIES
BAUSCH & LOMB			OHIO	BP EXPLORATION	INDUSTRIES	CALIFORNIA STATE	CARONDELET ST.	CORPORATION	CORPORATION

BOEING

Boeing Commercial Airplane Group
Renton Division, Renton, Washington

When Boeing's Renton Division upgraded lighting in its wireshop to a combination of fluorescent fixtures, T8 lamps, and lighting panels, it increased lighting quality and reduced production errors.

Electricity Reduction: 5,771,220 million kWh/year
Lighting Electricity: 78%
Energy Cost Savings: \$240,000/year
Pollution Prevention: CO₂ 577,122 lbs/yr
SO₂ 6,361 grams/yr
NO_x 3,817 grams/yr

ALTA BATES

Medical Center, Berkeley, California

Alta Bates Medical Center, still in the early stages of retrofitting incandescents to fluorescents and T8s, has already realized considerable savings and pollution reduction.

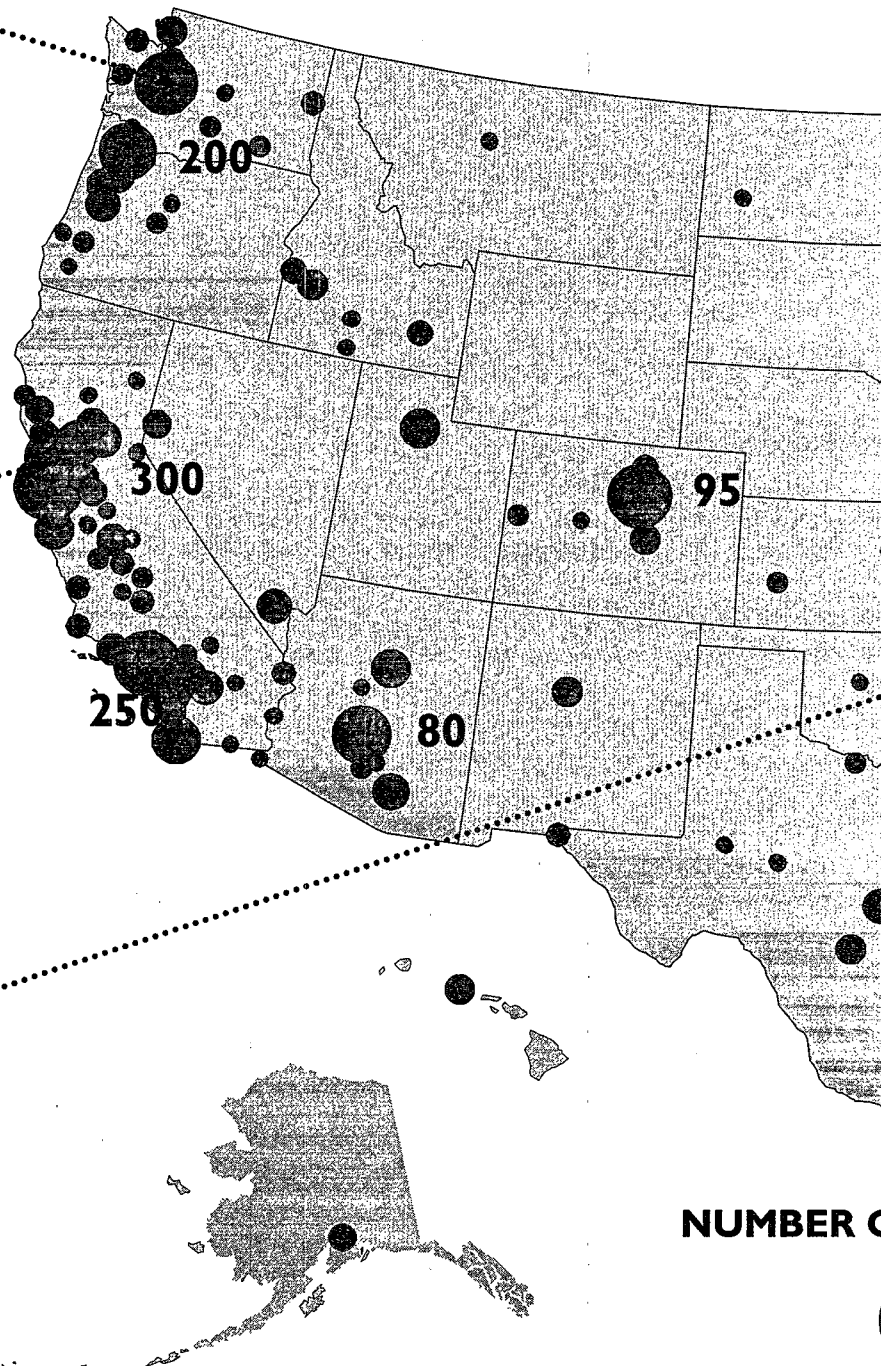
Electricity Reduction: 383,600 kWh/year
Lighting Electricity: 51%
Energy Cost Savings: \$25,330/year
Pollution Prevention: CO₂ 350,936 lbs/yr
SO₂ 352,890 grams/yr
NO_x 623,340 grams/yr

AMOCO

Tulsa Research Center, Tulsa, Oklahoma

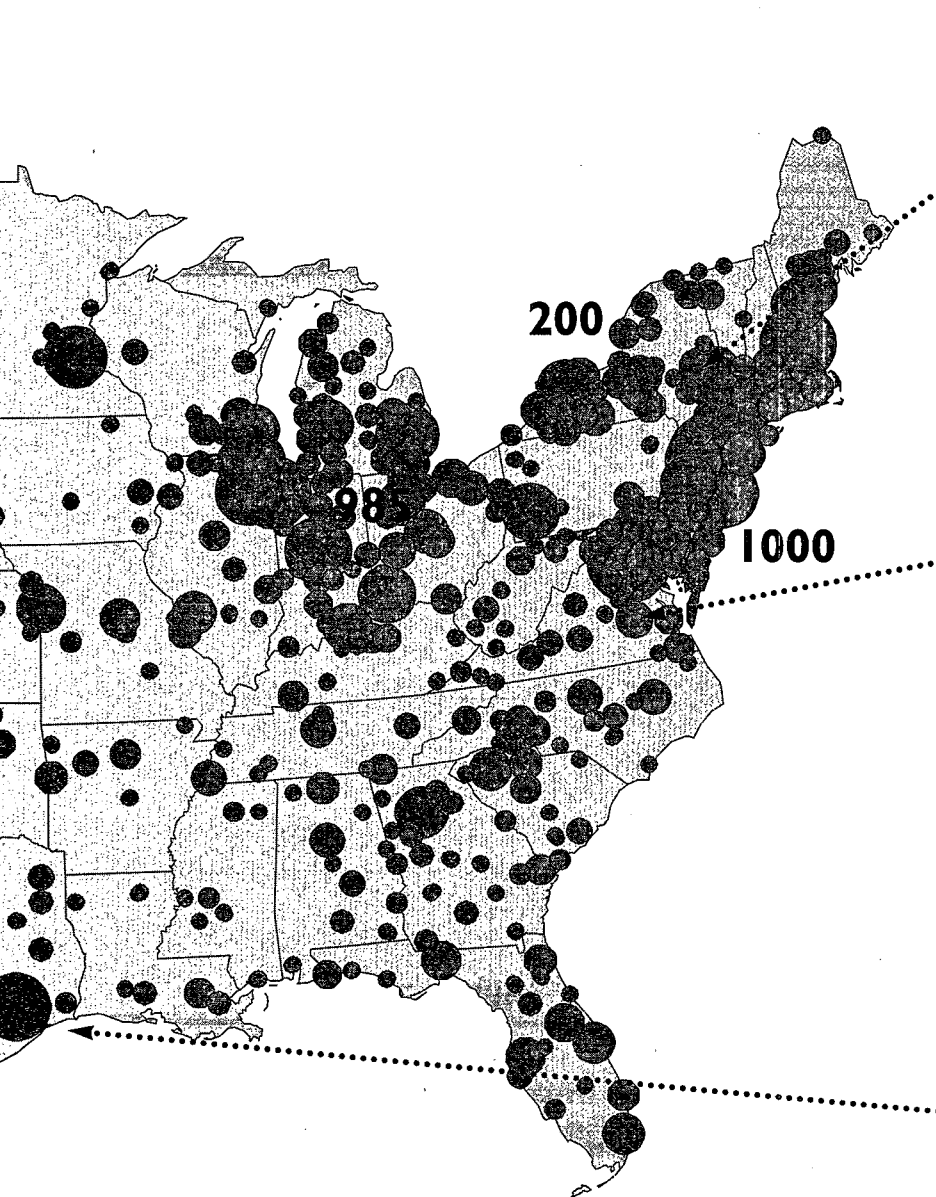
Upgrading existing lighting fixtures, including the conversion from incandescent lamps to fluorescent and HID bulbs has enabled Amoco to reduce maintenance time at its Tulsa Research Center.

Electricity Reduction: 1,197,000 kWh/year
Lighting Electricity: 68%
Energy Cost Savings: \$124,883/year
Pollution Prevention: CO₂ 1,086,000 lbs/yr
SO₂ 1,194,200 grams/yr
NO_x 1,629,200 grams/yr



NUMBER C

Upgrade Projects



NYNEX Albany, New York

The switch to T8 lamps, electronic ballasts, compact fluorescents, and occupancy sensors has enabled NYNEX's Albany facility to lower operating expenses.

Electricity Reduction:	1.45 million kWh/year
Lighting Electricity:	50%
Energy Cost Savings:	\$133,700/year
Pollution Prevention:	CO ₂ 1,640,052 lbs/yr
	SO ₂ 5,609,254 grams/yr
	NO _x 1,938,244 grams/yr

BELL ATLANTIC Richmond Data Center Richmond, Virginia

By retrofitting all fluorescent fixtures with T8s and electronic ballasts and installing a variable voltage dimming system, Bell Atlantic's Data Center is contributing to a cleaner environment.

Electricity Reduction:	1.6 million kWh/year
Lighting Electricity:	52%
Energy Cost Savings:	\$109,000/year
Pollution Prevention:	CO ₂ 3,000,000 lbs/yr
	SO ₂ 15,700,000 grams/yr
	NO _x 5,000,000 grams/yr

COMPAQ COMPUTERS Houston Facility, Houston, Texas

Reconfiguring existing lighting and retrofitting older fixtures to T10s has enabled Compaq to reduce energy use and glare.

Electricity Reduction:	1,306,760 kWh/year
Lighting Electricity:	37%
Energy Cost Savings:	\$83,493/year
Pollution Prevention:	CO ₂ 2,717,992 lbs/yr
	SO ₂ 6,823,872 grams/yr
	NO _x 4,259,400 grams/yr

UPGRADES

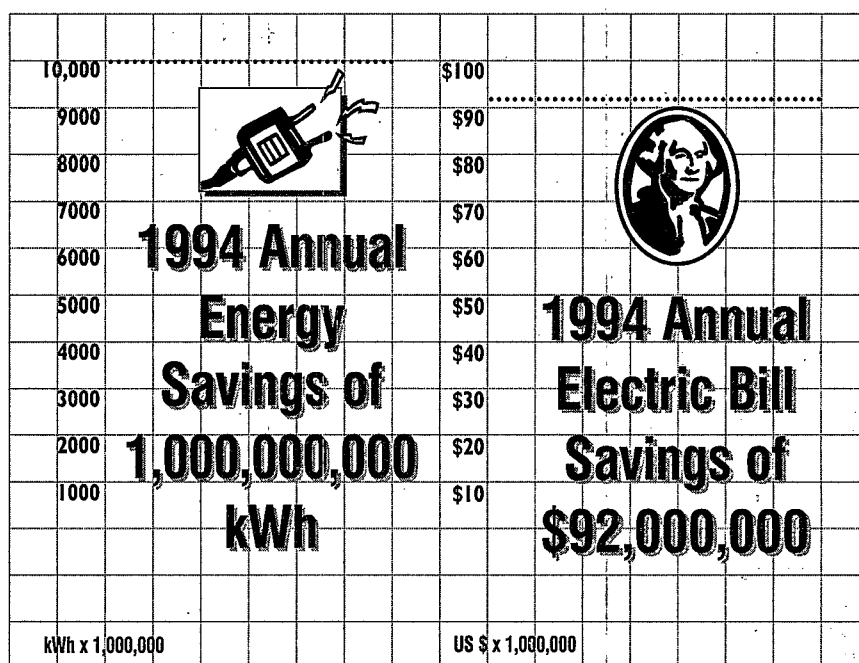
200 (Upgrades)
100
20

What's in it for Participants?



Green Lights participants typically cut their lighting bills in half, while enhancing their environmental image, maintaining or improving their lighting quality, and enhancing employee productivity. Since annual energy savings typically exceed 25 percent of replacement costs, participants approach lighting upgrades as a smart investment. By signing on to this innovative public-private partnership, organizations of all kinds are saving money, enhancing their image, and reducing pollution.

Energy and C



Green Lights Savings from Completed Upgrades as of 12/94

PARTNERS...

- | | | | | | | | | | |
|---|---|--|---|---|---|---|--|--|--|
| <ul style="list-style-type: none"> CENTER FOR APPLIED ENGINEERING, INC. CENTINELA HOSPITAL MEDICAL CENTER CENTOCOR, INC. CENTRAL CAROLINA BANK CENTRAL FLORIDA COMMUNITY COLLEGE CENTRAL CONSOLIDATED SCHOOL DISTRICT #22 CESWAY INTERNATIONAL, INC. | <ul style="list-style-type: none"> CF INDUSTRIES, INC. CHABOT COMMUNITY COLLEGE CHARLES E. SMITH MANAGEMENT, INC. CHARMING SHOPPES, INC. CHASE MANHATTAN CORPORATION CHEMICAL BANK RUST GEOTECH INC. CHERRY HILL BOARD OF EDUCATION CHESAPEAKE BAY | <ul style="list-style-type: none"> FOUNDATION THE CITY OF CHESAPEAKE, VIRGINIA CHESTNUT HILL HOSPITAL COUNTY OF CHESTER, PENNSYLVANIA CHEVRON CHICAGO BOTANIC GARDEN CHILDHELP USA CHILDREN'S WORLD LEARNING CENTERS CHILDREN'S | <ul style="list-style-type: none"> HOSPITAL/CTR FOR RECONSTRUCTIVE SURGERY CIBA-GEIGY CIBOLA COUNTY SCHOOLS THE CITY OF CINCINNATI, OHIO CITICORP/CITIBANK CITIZEN'S PHOTO CITIZENS BANK OF MARYLAND CITY OF HOPE NATIONAL MEDICAL | <ul style="list-style-type: none"> CENTER THE CITY OF BALTIMORE MARYLAND THE CITY OF PITTSBURGH, PENNSYLVANIA THE CITY OF SAN JOSE, CALIFORNIA THE CITY OF SANTA MONICA, CALIFORNIA THE CITY OF SANTA ROSA, CALIFORNIA THE CITY OF SIERRA | <ul style="list-style-type: none"> VISTA, ARIZONA THE CITY OF ST. PAUL, MINNESOTA THE CITY OF TUCSON, ARIZONA CITY UNIVERSITY OF NEW YORK CLARK ATLANTA UNIVERSITY CLAYWEST HOUSE, INC. CLEAN AIR CAB COMPANY, INC. CLEVELAND STATE | <ul style="list-style-type: none"> UNIVERSITY CLUB CORPORATION INTERNATIONAL CLYDE L. CHOATE MENTAL HEALTH CENTER THE COCA-COLA COMPANY (CORPORATE FACILITIES) COLLEGE OF SAINT ROSE COLONIAL PACIFIC LEASING | <ul style="list-style-type: none"> COLONIAL PIPELINE COLORADO STATE UNIVERSITY COLUMBIA UNIVERSITY COMERICA INCORPORATED COMMUNITY MEDICAL CENTER COMMUNITY HOSPITAL-ANDERSON/MADISON CO. COMPAQ COMPUTER CORPORATION | <ul style="list-style-type: none"> COMPONX, INC. CONNETQUOT CENTRAL SCHOOL DISTRICT CONNECTICUT MUTUAL LIFE INSURANCE HOME OFFICE CONNECTICUT COLLEGE CONTINENTAL INSURANCE CONTINENTAL AIRLINES, INC. | <ul style="list-style-type: none"> CONTINENTAL BANK CORPORATION CONTINENTAL MARITIME OF SAN DIEGO COOK COUNTY, ILLINOIS COOLFONT RESORT COOPER INDUSTRIES CORESTATES FINANCIAL CORPORATION CORK ENTERPRISES, INC. |
|---|---|--|---|---|---|---|--|--|--|

Improved Lighting



For many participants, improved lighting conditions in their workplaces mean higher productivity and greater profits. For example, the Wellington Sears Company in Valley, Alabama has seen a significant increase in productivity as a result of an energy-efficient conversion.

A textile manufacturer employing over 1,200 people, this company has upgraded approximately 30,000 square feet in one of its facilities, resulting in annual savings of 180,000 kWh, or \$12,600 in electric bills. "Since the completion of our energy lighting project, our efficiency has increased and our defectives have decreased," says Langdale Mill manager, Harold Lauderdale. "Not only do we obtain cost-savings in electricity bills, but our productivity has also improved. This program is beneficial to our company in many ways."

Savings

Although many Green Lights participant sites are in the early phases of implementation, they are realizing huge savings in energy and expense. Current participants have reduced their consumption of electricity by 1 billion kWh annually. This translates into \$92 million in yearly electric costs...so far!

"By installing energy-efficient lighting, occupancy sensors, liquid-pressure amplifiers, and variable-frequency speed drives on pumps, air handlers, and process oven fans, Ricoh will save 1.8 million kWh and \$163,000 each year."

—Ric Majicek, Senior Engineer, Ricoh Electronics

PARTNERS...

COSMAIR, INC. COTTAGE HOSPITAL COX NEWSPAPERS CRACKER BARREL CORP CRAIG HOSPITAL CRESTAR CTEC CORPORATION CTSI CORPORATION CUBIC DEFENSE SYSTEMS DADE COUNTY, FLORIDA DANAHER	CORPORATION DARLING STORE FIXTURES DATA GENERAL CORPORATION DAVENPORT COMMUNITY SCHOOL DISTRICT DEAN WITTER REALTY DEFENDER SERVICES, INC DEFIANCE CITY SCHOOLS DELAWARE VALLEY	UTILITY ADVISORS DELUXE CORPORATION THE CITY OF DENVER, COLORADO THE DEXTER CORPORATION DIAL CORPORATION, MONTGOMERY PLANT DIAMOND FOODS INC. DIEBOLD, INC. DIGITAL EQUIPMENT CORPORATION DIMENSIONAL OIL	FIELD SERVICES, INC. DMB ASSOCIATES DOCK RESINS CORPORATION DOCTOR'S HOSPITAL OF JEFFERSON DOLCO PACKAGING CORPORATION DOMINO'S PIZZA CORPORATION DONALDSON COMPANY, INC. DOUGLAS COUNTY, OREGON	DOWNTOWN PLAZA TOWERS DRESSER RAND DREXLER TECHNOLOGY CORPORATION DUDLEY STREET NEIGHBORHOOD INITIATIVE DURACELL DURA PHARMACEUTICALS DYNATRON BONDO EARTH CARE PAPER	EARTH SHARE EASTALCO ALUMINUM COMPANY EASTERN ILLINOIS UNIVERSITY EAST MAINE SCHOOL DISTRICT #63 EATON CORPORATION EISENHOWER MEDICAL CENTER EJ BRACH CORPORATION ELECTRIC POWER RESEARCH INSTITUTE ELI LILLY & COMPANY	ELKHART GENERAL HOSPITAL EMBARCADERO CENTER EMBASSY OF THE NETHERLANDS ENERGY USER NEWS (CHILTON CO.) ENERGY SIMULATION SPECIALISTS ENIRON PROPERTY COMPANY ENTERPRISE PROPERTY MANAGEMENT, INC. ENVIRONMENTAL	DEFENSE FUND ENVIRONMENTAL LAW INSTITUTE ENVIRONMENTAL FUND FOR INDIANA ENVIRO-MANAGEMENT & RESEARCH, INC. US ENVIRONMENTAL PROTECTION AGENCY EPISCOPAL HOSPITAL EPSON PORTLAND INC. EQUITABLE RESOURCES, INC. ER CARPENTER CORPORATION, INC.	E SOURCE, INC. ESPRIT FACILITY MANAGEMENT CONSULTANTS FAIRFAX MEMORIAL HOSPITAL FAIRMONT MINERALS, LTD. ONE ENTERPRISE CENTER FARMERS & MERCHANTS TRUST COMPANY FAUQUIER COUNTY,	VIRGINIA FEDERAL NATIONAL MORTGAGE ASSOCIATION (FANNIE MAE) FELTON BRUSH, INC. FHP, INC. FIRST DATA CORPORATION FIRST DATA RESOURCES, INC. THE FIRST NATIONAL BANK OF CHICAGO
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PARTNERS AND ALLIES OF THE YEAR — 1995



1995 AWARDS

The 1995 Partner and Ally of the Year awards acknowledge the outstanding environmental leadership of participants in several categories. Organizations are judged on their progress in lighting upgrades, the quality of these upgrades, and their Green Lights education and communication outreach efforts.

LARGE CORPORATE PARTNER OF THE YEAR	Johnson & Johnson
SMALL CORPORATE PARTNER OF THE YEAR	The Washington Times
SMALL BUSINESS PARTNER OF THE YEAR	Whitaker Newsletters
NON-PROFIT PARTNER OF THE YEAR	Sligo Adventist School (MD)
GOVERNMENT PARTNER OF THE YEAR	Arlington Public Schools (VA) and Santa Cruz Valley Union High School Dist. (AZ)
UNIVERSITY PARTNER OF THE YEAR	The University of Missouri at Columbia
LARGE HOSPITAL PARTNER OF THE YEAR	The University of Michigan Hospitals
SMALL HOSPITAL PARTNER OF THE YEAR	Lima Memorial Hospital
MANUFACTURER ALLY OF THE YEAR	Honeywell, Inc.
LIGHTING MANAGEMENT COMPANY ALLY OF THE YEAR	Innovative Lighting Services (CA)
DISTINGUISHED EFFORT AWARD	Wholesale Electric Supply (TX)
SUSTAINED EXCELLENCE AWARD	Mobil Corporation

PARTNERS...

FIRST UNION NATIONAL BANK FIRSTAR BANK MADISON NA FIRST INTERNATIONAL ASSET MANAGEMENT FIRST SECURITY CORPORATION FIRST MARYLAND BANCORP FIRST HAWAIIAN INC. FISHER-TITUS MEDICAL CENTER FSK UNIVERSITY	FRONTS CORPORATION FLAMINGO HILTON THE STATE OF FLORIDA FLOWER HOSPITAL FLYNN LUMBER & SUPPLY CO. FONTANA UNIFIED SCHOOL DISTRICT FORBES REGIONAL HOSPITAL FORDHAM PREPARATORY SCHOOL FOXYWOODS RESORT AND CASINO	FREDERICK COUNTY, MARYLAND FREDERICK MEMORIAL HOSPITAL FRED MEYER FRIEND PUBLIC SCHOOLS FUDPUCKER'S OF FORT WALTON BEACH, INC. FULTON COUNTY, GEORGIA F&W PUBLICATIONS, INC. GARDEN STATE	TANNING GATEWAY 2000 GDE SYSTEMS, INC. GEC MARCONI ELECTRONICS SYSTEMS CORP GESINGER MEDICAL CENTER GENERAL DYNAMICS MOBILETOOL INTERNATIONAL, INC. GENERAL MOTORS HUGHES ELECTRONICS CORPORATE HDQTRS	GENEVA PHARMACEUTICALS GENOVESE DRUG STORES INC GEORGIA INSTITUTE OF TECHNOLOGY GEORGIA STATE UNIVERSITY GEORGETOWN UNIVERSITY THE GEORGE WASHINGTON UNIVERSITY GERBER PRODUCTS	CO. GIBSON SPENO COMPANIES THE TOWN OF GILBERT, ARIZONA GILBERT ENGINEERING THE GILLETTE COMPANY THE GLENVIEW PARK DISTRICT BOARD, ILLINOIS THE GLENVIEW LIBRARY BOARD, ILLINOIS	GLENVIEW (IL) SCHOOL DISTRICT #225 THE VILLAGE OF GLENVIEW BOARD, ILLINOIS GM POPKEY COMPANY, INC. GODFREY REALTY COMPANY, INC. GOOD SAMARITAN HOSPITAL (OREGON) GOODWILL INDUSTRIES	THE GOODYEAR TIRE & RUBBER COMPANY GOVERNMENT DEV BANK FOR PUERTO RICO GPU SERVICE CORPORATION WVW GRAINGER, INC. GRAPHICS TECHNOLOGY INTERNATIONAL GREENIE COUNTY MEMORIAL HOSPITAL GREENWICH CHRYSLER	GROSS ENTERPRISES GRUMMAN CORPORATION GTE HACKENSACK MEDICAL CENTER HAHNEMANN UNIVERSITY HALLIBURTON COMPANY HANCOCK FABRICS, INC. HARBOR HOSPITAL CENTER	HARFORD COUNTY, MARYLAND HARLEY-DAVIDSON, INC. HARPER HOSPITAL HARRIS CORPORATION HARRISBURG HOSPITAL THE HARVARD CRIMSON HASBRO INDUSTRIES THE STATE OF HAWAII HAWORTH INC. HAYWOOD COUNTY HOSPITAL
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GREEN LIGHTS PARTNERS OF THE YEAR

LARGE CORPORATION PARTNER OF THE YEAR

Johnson & Johnson aggressively implemented Green Lights across the nation, upgrading 46 percent of their cumulative square footage in 1994 alone. The incorporation of the Green Lights philosophy in both new construction and overall operational policy resulted in savings of approximately

Johnson & Johnson

11,000,000 kWh—over \$800,000 in electric costs! Johnson & Johnson also distributes a Green Lights newsletter which notifies employees of successful implementation efforts underway, and it presents Green Lights Completion Awards to deserving facilities that have successfully completed 100 percent of



their upgrades. The company considers Green Lights the driving force behind its overall energy program.



SMALL CORPORATION PARTNER OF THE YEAR

The Washington Times successfully retrofitted two of its three major facilities in 1994—upgrading 74 percent of total square footage. As an ENERGY STAR Showcase Buildings Partner, The

The Washington Times

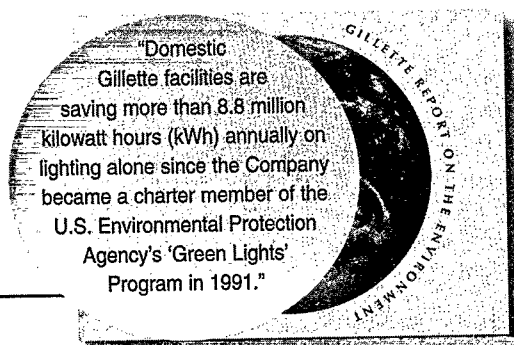
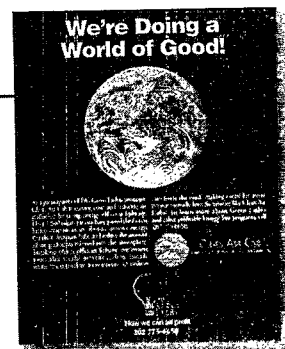
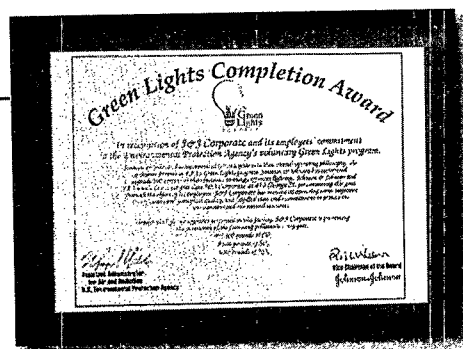
Washington Times has promoted Green Lights by providing presentations to facility managers from prospective businesses. The company has also included several Green Lights and ENERGY STAR public service advertisements in its daily newspaper.

PARTNERS...

HAYWOOD VOCATIONAL OPPORTUNITIES HAZELTINE CORPORATION H.B. FULLER COMPANY HIBREW HOME & HOSPITAL HELENE CURTIS HERITAGE POINTE HERMAN MILLER, INC. HEWLETT-PACKARD CO HIGHLANDS REGIONAL	MEDICAL CENTER HIGHLAND PLAZA OFFICE BUILDING HITECH CORPORATION HILLSBOROUGH COUNTY, FLORIDA HILTON AT THE CIRCLE HINES INTERESTS LTD P'SHIP: COLUMBIA SQ. HOECHST CELANESE HOFFMANN-LA ROCHE INC. HOFFSTRA UNIVERSITY	HOGAN & HARTSON HOLIDAY RAMBLER CORPORATION HOLY CROSS HOSPITAL OF SILVER SPRING HOME BOX OFFICE THE HOME DEPOT HOME SAVINGS OF AMERICA HONEYWELL INC HON INDUSTRIES INC. HOOD COLLEGE HOPE NETWORK HORIZON AIR	INDUSTRIES, INC. HORTON MEMORIAL HOSPITAL HOTEL SAN REMO- RAMADA THE CITY OF HOUSTON, TEXAS HOWARD COUNTY, MARYLAND HUMANA INC THE HUMANE SOCIETY OF THE UNITED STATES HUNTINGTON MEMORIAL	HOSPITAL/IN HUNTSVILLE CITY SCHOOLS ICF INTERNATIONAL THE STATE OF IDAHO IKEA PROPERTY, INC. ILLINOIS STATE UNIVERSITY ILLINOIS AGRICULTURAL ASSOCIATION THE IMMUNE RESPONSE CORPORATION	IMS AMERICA LTD. INDIANA UNIVERSITY HOSPITAL INDIANA STATE UNIVERSITY THE CITY OF INGLEWOOD, CALIFORNIA INN AMERICA HOSPITALITY, INC. IN-N-OUT BURGER, A CALIFORNIA CORPORATION INOVA HEALTH	SYSTEMS INTERNATIONAL TECHNOLOGY CORPORATION INTERSTATE HOTELS CORPORATION INTERGRAPH CORPORATION INTERNAT'L INST FOR ENERGY CONSERVATION INTERMOUNTAIN HEALTH CARE IRISH BOAT SHOP	IRWIN SEATING COMPANY ITT CORPORATION IZAAR WALTON LEAGUE JAAKKO POYRY JACKSON STATE UNIVERSITY JANTZEN, INC. JAY PEAK SKI AND SUMMER RESORT JC PENNEY COMPANY, INC. JERSEY SHORE MEDICAL	CENTER JEWEL FOOD STORES THE JEWISH HOME FOR THE ELDERLY JPMC FACILITIES CORPORATION JIMMY CARTER LIBRARY AND MUSEUM JM SMUCKER COMPANY JN "DING" DARLING NATIONAL WILDLIFE REFUGE JOAN FABRICS	CORPORATION JOHN F. KENNEDY SCHOOL OF GOVERNMENT AT HARVARD U. JOHNS HOPKINS/SAIS JOHN MUIR MEDICAL CENTER JOHNSON & JOHNSON JOHNSON CONTROLS WORLD SERVICES, INC. JPS INTERNATIONAL COMPANY
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An Enhanced Image

A large number of participants have found that public relations works hand-in-hand with lighting upgrades. EPA has developed support tools to help participants promote their accomplishments. Many members have publicized their commitment to energy efficiency by participating in the Partner and Ally of the Year competition, placing advertisements, featuring Green Lights in their corporate marketing tools, educating their employees, and taking part in community-based Earth Day functions.

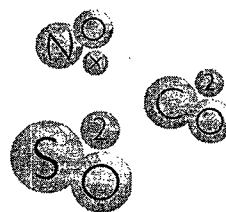


PARTNERS...

- | | | | | | | | | | |
|--|-------------------------------|-------------------------------------|---------------------------------|------------------------------------|--|---|-------------------------------------|-----------------------|-----------------------------|
| KAISER PERMANENTE-NORTHWEST REGION | KENT AND QUEEN ANNES HOSPITAL | KINKO'S SERVICE CORPORATION | INCORPORATED LAWRENCE LIVERMORE | LIZ CLAIBORNE, INC. | LONG BEACH MARIOTT HOTEL | WESTERN DIVISION THE CITY OF LOUISVILLE, KENTUCKY | INTERMEDIATE SCHOOL DISTRICT | MANKO, GOLD & KATCHER | HOSPITAL MARION COUNTY |
| KAISER PERMANENTE-HAWAII REGION | KENT COUNTY, MARYLAND | KOLAR MANAGEMENT INC | NATIONAL LAB (USDOJ) | LL BEAN INC | LONGS DRUG STORES | LOUIS DREYFUS PROPERTY GROUP | MACWHYTE COMPANY, DIV OF AMSTED | USX/MARATHON OIL | SCHOOL DISTRICT OF TN |
| KAISER PERMANENTE-NORTHERN CALIFORNIA REGION | KENT COUNTY PUBLIC SCHOOLS | KOURY CORPORATION | LA-Z-BOY CHAIR COMPANY | CORPORATION | LOS ANGELES JEWISH HOMES FOR THE AGING | LOWES COMPANIES, INC. | MAGNAFLUX, DIVISION OF ITW | UNLIMITED PARTNERSHIP | MARRIOTT CORPORATION |
| KARASTAN BAGLOW | KENYON OIL COMPANY | LAKE HAVASU UNIFIED SCHOOL DISTRICT | LEE COUNTY, FLORIDA | LODI UNIFIED SCHOOL DISTRICT | LOUISVILLE & JEFFERSON METRO SEWER DIST | LSI LOGIC CORP. | MAGNAVOX ELECTRONIC SYSTEMS COMPANY | MARIAN MANOR, INC. | METROPOLITAN ATLANTA RAPID |
| KELLY AIR FORCE BASE | KERR-MCGEE CORP | LAKE TAHOE GENERAL HOSPITAL | LEON COUNTY SCHOOL BOARD | LOEWS ANNAPOLIS HOTEL | LOUISVILLE RESOURCE CONSERVATION COUNCIL | LUTHERAN HOMES OF OSHKOSH | MARICOPA COMMUNITY COLLEGES | MARICOPA COUNTY | MARTIN MARIETTA CORPORATION |
| KENETECH | KEYCORP | LAKE TAHOE COMMUNITY COLLEGE | LEON COUNTY, FLORIDA | THE CITY OF LOMA LINDA, CALIFORNIA | LOUISIANA-PACIFIC CORPORATION | LUTHER SEMINARY | MARINE MIDLAND BANK | MARICOPA COUNTY | MARY KAY COSMETICS, INC. |
| WINDPOWER | KINDERCARE | LARRY'S MARKETS | LIMA MEMORIAL HOSPITAL | LONG BEACH MEMORIAL MEDICAL CENTER | | LYONDELL PETROCHEMICAL | MARYLAND SCIENCE | | |
| KENAMETAL INC. | LEARNING CENTERS | | | | | MACOMB | | | |
| KENNESAW STATE COLLEGE | MEDICAL CENTER | | | | | | | | |

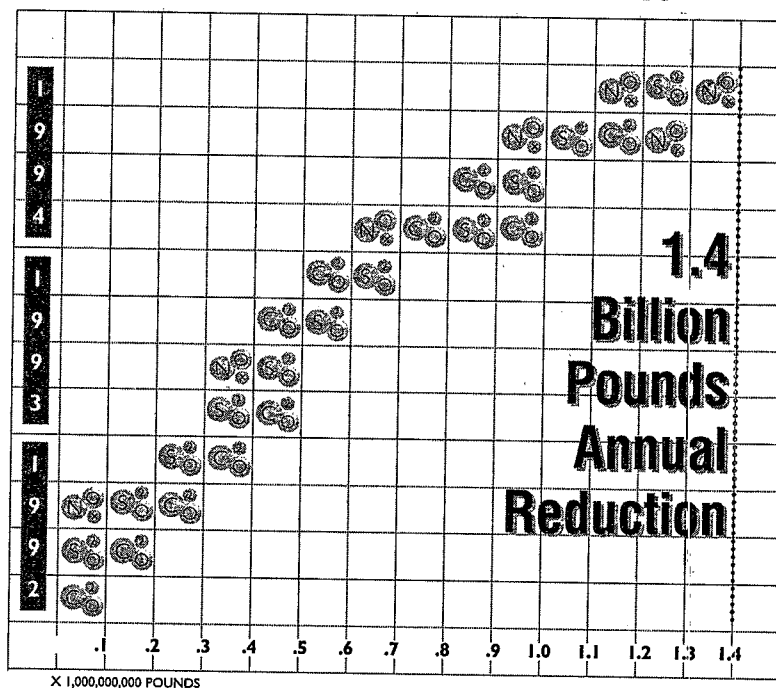


By the end of 1994, Green Lights achieved a reduction of 1.4 billion pounds of harmful pollutants. This translates to over five pounds of contaminants for each person in America.



Benefits to America: Pollution Reductions

Annual Pollution Reductions from Completed Upgrades



Ed O'Conner, Shell Oil Company corporate Green Lights manager — "Part of being a good corporate citizen is being concerned about the environment, and Green Lights is a part of that commitment."



Carbon Dioxide — this "greenhouse gas" accumulates in the atmosphere and is partially responsible for "global warming."



Sulfur Dioxide, Nitrogen Oxide — the main components of smog and acid rain; smog causes eye and lung irritation and can intensify respiratory ailments such as asthma or bronchitis.



PARTNERS...

- | | | | | | | | | | |
|--------------------|---------------------|---------------------|----------------------|---------------------|--------------------|-------------------|---------------------|--------------------|----------------------|
| CENTER | MBNA CORPORATION | MEADOWWOOD | COUNTY | WORLD | OF MEMPHIS | COMPANY | MINNEAPOLIS PUB | COUNTY, MARYLAND | MULTI |
| THE STATE OF | MCDONALD'S | HOSPITAL | MEMORIAL HOSPITAL | HEADQUARTERS | METHODIST HOSPITAL | MICROSOFT | SCHOOLS & SPEC DIST | MOREHEAD STATE | MUNROE REGIONAL |
| MARYLAND | CORPORATION | MEDICENTER | AT GULFPORT | MERCY HOSPITAL (OH) | OF SOUTHERN | CORPORATION | #1 | UNIVERSITY | MEDICAL CENTER |
| MARYLAND BRUSH | MCI | MEDIA ON | MEMORIAL HOSPITAL | MERCY HOSPITAL | CALIFORNIA | MILITAS UNIFIED | MIRA COSTA COLLEGE | MORRISON KNUDSEN | MURPHY OIL |
| COMPANY | TELECOMMUNICATION | MEDICAL COLLEGE OF | OF WASHINGTON | (WILKES-BARRE) | METHODIST HOSPITAL | SCHOOL DISTRICT | THE STATE OF | CORPORATION | CORPORATION |
| MARYLAND | S CORP/DOWNERS | OHIO | COUNTY | MERCY MEDICAL | (PA) | MILWAUKEE | MISSOURI | MORRISTOWN | THE CITY OF |
| HISTORICAL SOCIETY | GROVE OPS | MEDICAL AREA TOTAL | THE CITY OF MEMPHIS, | CENTER (MD) | METHODIST HOSPITAL | INSURANCE | MITTIE CORPORATION | MEMORIAL HOSPITAL | NAPERVILLE, ILLINOIS |
| MASSACHUSETTS | MCKEESPORT HOSPITAL | ENERGY PLANT INC OF | TENNESSEE | MERCY HOSPITAL | (IN) | MINERS MEMORIAL | ML PARK PLACE | MOTOROLA | NATICK VILLAGE |
| INSTITUTE OF | MCNEIL REAL ESTATE | HARVARD U | MENDOCINO | (VILLARD) | METROPOLITAN WATER | MEDICAL CENTER | CORPORATION | INCORPORATED | CONDOMINIUMS |
| TECHNOLOGY | MANAGEMENT | THE MELVILLE | BREWING COMPANY | MERCY FITZGERALD | REC DISTGR CHICAGO | MINERVA TRUEVALUE | MOEIL CORP | HOSPITAL | ASSOCIATION |
| THE COMMONWEALTH | MCPHERSON HOSPITAL | CORPORATION | MERCER UNIVERSITY | MEDICAL CENTER (PA) | MGM GRAND HOTEL | HARDWARE | MOUNT SINAI | MT. BACHELOR SKI & | NATIONAL |
| OF MASSACHUSETTS | THE MEADE GROUP, | MEMOREXTELEX | MERCER COUNTY, | MERCY MEMORIAL | INC. | MINNESOTA MUTUAL | HOSPITAL | SUMMER RESORT | SEMICONDUCTOR |
| MATTEL INC. | INC. | MEMORIAL HOSPITAL | NEW JERSEY | HOSPITAL (MI) | LIFE INSURANCE | COMPANY | MONSANTO COMPANY | CORPORATION | CORPORATION |
| MAYTAG | MEADOWCREEK | OF LAFAYETTE | MERCK & COMPANY | METHODIST HOSPITALS | MICHIGAN | CONSOLIDATED GAS | MONTGOMERY | M-TEC ENTERPRISES | NATIONAL SERVICE |

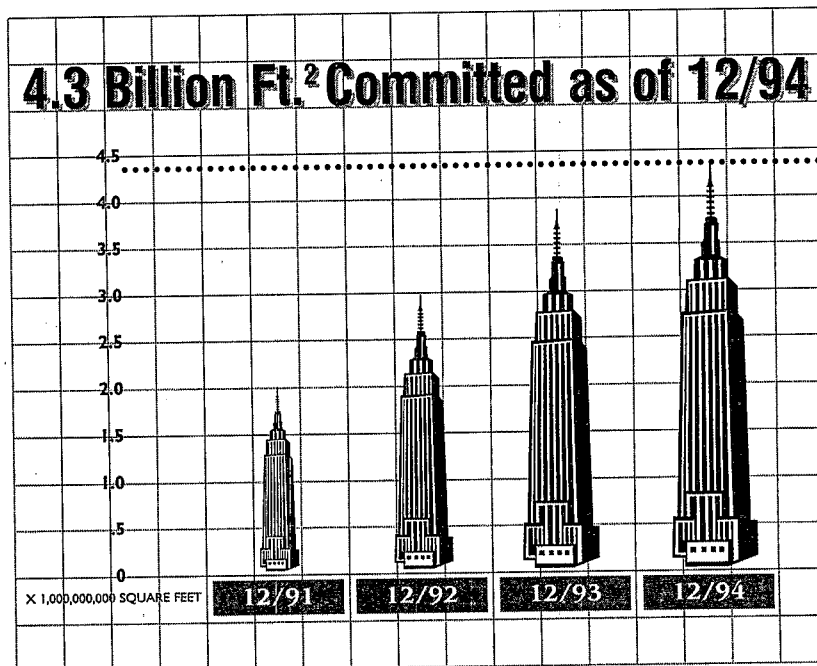
What Are Participants Expected to Do ?



All Green Lights participants sign a voluntary Memorandum of Understanding (MOU) with EPA, agreeing to survey all of their domestic facilities, upgrade their lighting where profitable, and complete their lighting upgrades within five years.

Participants also agree to get off to a "Quick Start" in their first 180 days after signing the MOU by completing a demonstration

upgrade. Finally, members also agree to assign a Green Lights implementation director responsible for ensuring timely upgrades, documenting annual progress, and working with EPA to publicize the benefits of energy-efficient lighting. The Green Lights MOU does not require specific lighting technologies—participants may install whatever technologies maximize energy savings while maintaining or improving lighting quality.



Square Feet Committed to Green Lights

PARTNERS...

- | | | | | | | | | | |
|---------------------|--------------------|-------------------|--------------------|---------------------|----------------------|-------------------|---------------------|--------------------|---------------------|
| INDUSTRIES INC | NATIONWIDE MUTUAL | CENTER OF | NEBRASKA | INSURANCE & | MEDICAL CENTER | NORTH LITTLE ROCK | OCEAN COUNTY | CHURCH | THE CITY OF OXNARD, |
| NATIONAL | INSURANCE COMPANY, | GREENSBORO | NESTLE USA | ANNUITY CORP. | NORTHWEST GEORGIA | SCHOOL DISTRICT | COLLEGE | CARR REAL ESTATE | CALIFORNIA |
| WESTINGHOUSE | INC. | THE NAVAJO NATION | NEW CANAAN YMCA | NIKE, INC. | REGIONAL HOSPITAL | NORTHLAND COLLEGE | THE OCEAN COUNTY | SERVICES | RAINEWEBBER |
| BANCORP INC | NATIONAL NAVAL | NAVAL AIR STATION | NEW HAMPSHIRE | PHILIPS ELECTRONICS | NORTHWOOD | NORTHWEST | UTILITIES AUTHORITY | OTYARA INDUSTRIES | INCORPORATED |
| NATIONAL WILDLIFE | MEDICAL CENTER | (DOD), WILLOW | HOSPITAL | NORTH AMERICA | SCHOOL DISTRICT | HOSPITAL CENTER | ODYSSEY OF AMERICA | ONE MARCONI PLACE, | PAJARO VALLEY |
| FEDERATION | NATIONAL JEWISH | GROVE | ASSOCIATION | CORP. | NORTHEAST BANCORP | NORTH ARUNDEL | OECO CORPORATION | INC. | UNIFIED SCHOOL |
| NATIONAL CTR FOR | HOSPITAL | NAVISTAR | THE STATE OF NEW | NORTH CAROLINA | INC./UNION TRUST | HOSPITAL | THE STATE OF OHIO | THE STATE OF | DISTRICT |
| MANUFACTURING | NATURAL RESOURCES | INTERNATIONAL | JERSEY | ALTERNATIVE ENERGY | NORTH SHORE | NUUESTRA | OKALOOSA-WALTON | OREGON | PALMER BELLEVUE |
| SCIENCES | DEFENSE COUNCIL | TRANSPORTATION | NEW MARINE | CORP. | MEDICAL CENTER, INC. | COMUNIDAD | COMMUNITY COLLEGE | ORLYX ENERGY | CORPORATION |
| NATIONAL ASSN OF | THE NATURE | CORPORATION | COMPANY L.P. | NORTH OTTAWA | NORTHERN VA | DEVELOPMENT | COMPANY INC. | COMPANY INC. | PANHANDLE EASTERN |
| POWER ENGINEERS, DC | CONSERVANCY | NAVTECH | NEW RIEGEL SCHOOLS | COMMUNITY HOSPITAL | REGIONAL PARK | CORPORATION | OUTRIGGER HOTELS | CORPORATION | CORPORATION |
| CHAP #1 | NATURAL | NBD BANK, N.A. | NEW YORK MARRIOTT | NORTHERN ARIZONA | AUTHORITY | NYNEX CORPORATION | PARK RIDGE HOSPITAL | PASADENA CITY | COLLEGE |
| THE NATIONAL | ENVIRONMENTS, INC. | NBS CONSULTANTS | MARQUIS | UNIVERSITY | NORTHBROOK (IL) | OAK PARK UNIFIED | HAWAII | OXFORD PROPERTIES | |
| SECURITY AGENCY | NATURAL SCIENCE | THE STATE OF | NEW YORK LIFE | NORTHERN ILLINOIS | SCHOOL DISTRICT #30 | SCHOOL DISTRICT | THE OLD NORTH | FLORIDA | |

Green Lights members have committed to upgrade a total of 4.3 billion square feet of facility space—more than eight times the total office space of New York, Los Angeles, and

Commit Space

Survey and Upgrade Facilities

Complete Upgrades Within 5 Years

Chicago combined.

A lighting survey helps Green Lights Partners determine which lighting upgrade choices offer the greatest potential

profit while maintaining and often improving lighting quality. Participants agree to complete 90 percent of the lighting upgrades determined profitable in the survey. Green Lights participants reported the completion of 4,806 upgrades in December of 1994. These projects represent the conversion of 1 billion square feet of commercial and industrial space to high-efficiency lighting—the equivalent of two Manhattans.

PARTNERS...

THE CITY OF PASADENA	SUPPLIES	CO.	EDUCATION CENTER	POWELL ELECTRICAL	UNIVERSITY	DEFEW, NY	RESOURCES FOR THE	RIVERSIDE HOSPITAL	COMMUNITY SCHOOL
CALIFORNIA	PFIZER, INC. (NY	THE CITY OF PHOENIX,	POHANKA	MANUFACTURING	EARTH SAVERS, LLC	QUEBECOR PRINTING,	FUTURE	RIVERSIDE REGIONAL	CORPORATION,
PATAGONIA	HEADQUARTERS	ARIZONA	AUTOMOTIVE GROUP	COMPANY	PROVIDENT LIFE &	GLEN BURNIE, MD	RHONE-POULENC, INC.	MEDICAL CENTER	INDIANA
TD INDUSTRIES	FACILITY)	PHYSICIANS MEMORIAL	POLAROID CORP.	POWELL ELECTRONICS	ACCIDENT INSURANCE	QUEEN ANNE'S	RICHFOOD HOLDINGS,	RIVERSIDE UNIFIED	ROCKINGHAM
PEARL PRESSMAN	ZOOLOGICAL SOCIETY	HOSPITAL	POLLUTION	PRESCOTT AEROSPACE,	CO.	COUNTY, MARYLAND	INC.	SCHOOL DISTRICT	MEMORIAL HOSPITAL
COMMONWEALTH OF	OF PHILADELPHIA	PIMA COMMUNITY	PREVENTION	INC.	THE CITY OF PROVO,	RAVENSWOOD	RICHMAN GORDMAN	RIVIANA FOODS, INC.	ROCKWELL
PENNSYLVANIA	THE CITY OF	COLLEGE	INTERNATIONAL	PRESTON TRUCKING	UTAH	HOSPITAL MEDICAL	INC.	ROBERT WOOD	INTERNATIONAL
PENNSYLVANIA	PHILADELPHIA,	PINE RUN COMMUNITY	HOSPITAL MEDICAL	PRINCE GEORGES	PUBLIC CITIZEN	CENTER	ROBERT WOOD	JOHNSON UNIVERSITY	CORPORATION
HOSPITAL	PENNSYLVANIA	FITNEY BOWES, INC.	POHONA VALLEY	COUNTY, MARYLAND	QDC PROPERTY	REAL-TIME	ROBERT WOOD	HOSPITAL	ROCKY MOUNTAIN
PENNZOIL COMPANY	PHILLIPS PETROLEUM	PLANNED	HOSPITAL MEDICAL	PRINCE WILLIAM	MANAGEMENT, INC.	LABORATORIES, INC.	RICHMAN GORDMAN	ROBERT F. KENNEDY	INSTITUTE
PEPSICO, INC.	PHIL SMIDT & SON, INC.	PARENTHOOD OF SC	CENTER	COUNTY, VIRGINIA	QUAD GRAPHICS	REDLANDS FEDERAL	INC.	MEDICAL CENTER	SIEMENS ROHM
PERRY DRUG STORES	PHOENIX HOME LIFE	MICHIGAN	THE CITY OF	PRINCETON	QUAKER STATE	BANK	RITZ-CARLTON HOTEL	ROCHESTER INSTITUTE	COMMUNICATIONS
PETCO ANIMAL	MUTUAL INSURANCE	POCONO	PORTLAND, OREGON	COMMUNITY HOSPITAL	CORPORATION	RELIANCE STANDARD	COMPANY	OF TECHNOLOGY	ROSE MEDICAL CENTER
		ENVIRONMENTAL	PORT OF SEATTLE	PRINCETON	QUEBECOR PRINTING,	LIFE INSURANCE	RIVERVALE TOWNSHIP	ROCHESTER	ROSEVILLE CITY
			AVIATION DIVISION				OF NEW JERSEY		

How Does EPA Support Partners?

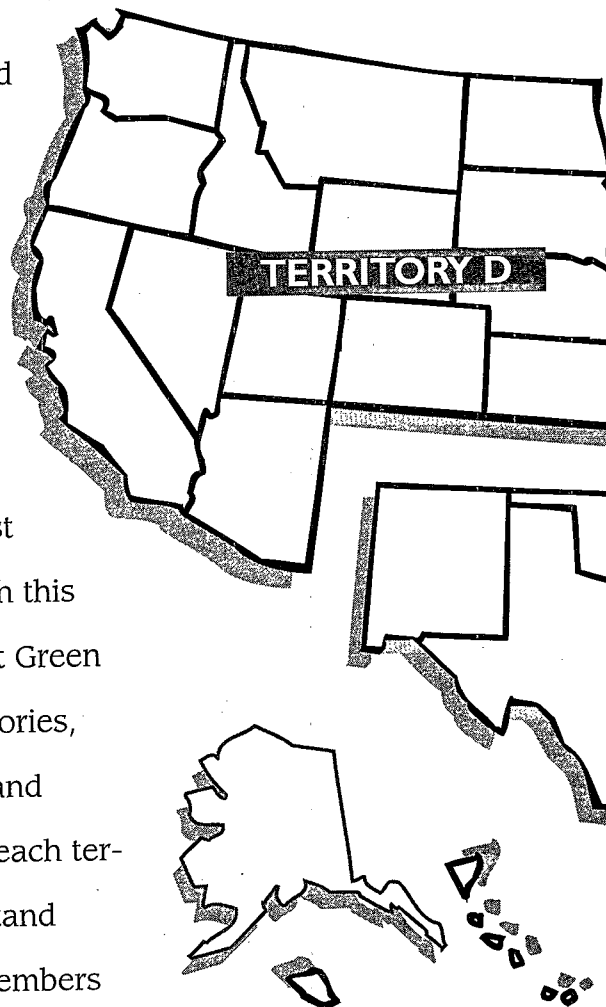


EPA responded to participant feedback in 1994 by placing an emphasis on improved



customer orientation. Headed by a highly qualified team of customer service representatives throughout the nation, participant outreach con-

vinced directors of the need to more successfully utilize the program's greatest resource—its membership. To accomplish this goal, EPA restructured its staff to support Green Lights members in four geographic territories, each focusing on specific requirements and needs. This reorganization assures that each territory is staffed with people who understand regional differences and can network members together, if necessary.

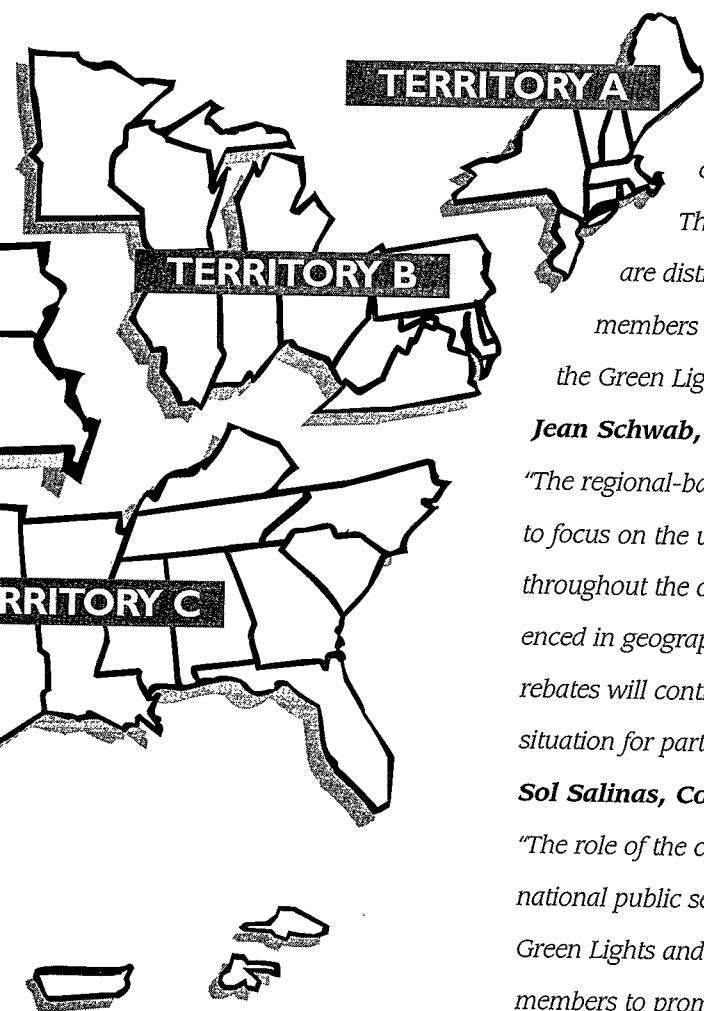


ALASKA, HAWAII, GUAM—TERRITORY D

PARTNERS...

SCHOOL DISTRICT	HOSPITAL	MINNESOTA	SERVICE MERCHANDISE	COMPANY	SLIGO ADVENTIST	SOUTHWIRE COMPANY	INSTITUTE	SPRINGFIELD HOSPITAL	STANDARD FEDERAL
ROYAL MACCABEES LIFE	SANTA CRUZ VALLEY	SCIENTIFIC-ATLANTA	COMPANY INC	SIEMENS	SCHOOL	SOUTHERN	SOUTHERN NUCLEAR	SSM HEALTHCARE	BANK
INSURANCE COMPANY	UNION HIGH SCHOOL	INSTRUMENTATION	SEVIDYNE	CORPORATION	SMITH ALARM SYSTEMS	CALIFORNIA GAS	OPERATING COMPANY	CORPORATION	STANFORD LINEAR
RUTGERS UNIVERSITY	DIST	GRP	SEVENTH	SIGNET BANKING	SNAP-ON	COMPANY	SOUTHERN COMPANY	STAFFORD TOWNSHIP	ACCELERATOR CENTER
RYKOFF-SEXTON	SARASOTA MEMORIAL	SCT YARNS, INC.	GENERATION, INC.	CORPORATION	INCORPORATED	THE STATE OF SOUTH	SERVICES, INC.	BOARD OF	(USDOE)
SAC	HOSPITAL	SEAGATE	SEVIER COUNTY	SINAI HOSPITAL OF	SOCIETY FOR THE	DAKOTA	SOUTH JERSEY	EDUCATION	ST. ANN'S HOSPITAL
SAINT AGNES HOSPITAL	SAUGUS UNION	TECHNOLOGY, INC.	SCHOOL DISTRICT	BALTIMORE, INC.	PROTECTION OF NH	SOUTHEASTERN	MEDICAL CENTER	STAMATS	STATE FARM MUTUAL
SALT LAKE COUNTY,	SARASOTA COUNTY, FL	JE SEAGRAM	SHARP & SHORTEN	SISTERS OF ST. FRANCIS	FORESTS	UNIVERSITY	SOUTHERN ILLINOIS	COMMUNICATIONS	AUTOMOBILE INS CO
UTAH	SCHOOL DISTRICT	CORPORATION	ENTERPRISES	OF SYLVANIA, OHIO	SOLAR TURBINES	SOUTH COAST AIR	INC	INC	STATE UNIV OF NEW
SANDY SPRING	SCHOOL BOARD	SEALED AIR	SHAW'S SUPERMARKET,	SISTERS OF CHRISTIAN	SOLBERG	QUALITY	EDWARDSVILLE	STAMBAUGH-	YORK AT STONY
NATIONAL BANK	NEW HAMPSHIRE	CORPORATION	INC.	CHARITY HOLY FAMILY	MANUFACTURING, INC.	MANAGEMENT DIST	SPARTAN PRINTING	THOMPSON	BROOK
COUNTY OF SAN	SCHOOL ADMIN UNIT	SEAQUIST DISPENSING,	SHELL OIL COMPANY	CONVENT	SOLVAY MINERALS, INC.	SOUTH HILLS HEALTH	COMPANY	STANDARD	ST. CHARLES MEDICAL
MATEO	#51	A DIVISION OF	SHOPKO STORES, INC.	SKEFF DISTRIBUTING	SONY ELECTRONICS	SYSTEM	SPECIAL TEES, INC.	MICROSYSTEMS	CENTER
SAN PEDRO PENINSULA	SCIENCE MUSEUM OF	APTARGROUP, INC	THE SHORENSTEIN	COMPANY, INC.	INC.	SOUTHFACE ENERGY	SPRINT, INCORPORATED	CORPORATION	STEELCASE INC

In addition, Green Lights "target recruits" organizations in specific industries—colleges and universities, health care organizations, and federal agencies. As the program grows, EPA modifies its staff structure to provide specialized information and assistance where it's needed most.



Richard White, Sales

"The territory approach allows the sales team to adjust to specific regional needs and cater to Green Lights members and prospects. This approach also ensures that the sales efforts are distinctly focused and intensified and that new members are fully knowledgeable about all the benefits the Green Lights program has to offer."



Jean Schwab, Customer Service

"The regional-based customer service breakdown enables us to focus on the unique concerns confronting our participants throughout the country. Working with people who are experienced in geographic energy issues such as utility rates and rebates will continue to make energy efficiency a 'win-win' situation for participants' bottom lines and the environment."



Sol Salinas, Communications

"The role of the communications team is twofold: to develop national public service advertising campaigns promoting the Green Lights and ENERGY STAR programs and to encourage members to promote their participation on their own. With market-specific and national support, the communications team helps EPA fulfill its part of the bargain."



PUERTO RICO, US VIRGIN ISLANDS
—TERRITORY A

PARTNERS...

PROVIDENCE YAKIMA MEDICAL CENTER ST. ELIZABETH'S HOSPITAL (IL) ST. ELIZABETH'S HOSPITAL MEDICAL CENTER (OH) STILLPOINT BED & BREAKFAST ST. JOSEPH HOSPITAL (NC) ST. JOSEPH'S HOSPITAL ST. JOSEPH HOSPITAL (PA)	ST. JOSEPH'S MEDICAL CENTER (CA) ST. LUKE'S HOSPITAL (FL) ST. LUKE'S REGIONAL MEDICAL CENTER (ID) ST. MARK'S SCHOOL ST. MARY'S HOSPITAL (IL) ST. MICHAEL HOSPITAL (WI) STONE RIDGE SCHOOL OF THE SACRED HEART STONYFIELD FARM, INC.	ST. PAUL FIRE AND MARINE INSURANCE STRAUB CLINIC AND HOSPITAL ST. REGIS MOHAWK TRIBE (TN) ST. THOMAS HOSPITAL (TN) STUDENT LOAN MARKETING ASSOCIATION (SALLIE MAB) STUDENT PUGWASH USA	ST. VINCENT'S HOSPITAL (OR) SUBWAY SANDWICHES AND SALADS, INC. SUD ASSOCIATES, PA SUMITOMO BANK OF CALIFORNIA SUN COMPANY INC. SUPERVALU STORES, INC. PATHMARK STORES, INC. SUSQUEHANNA PFALTZGRAFF	COMPANY SWEDISH COVENANT HOSPITAL SYLACAUGA (ALABAMA) CITY SCHOOLS SYSTEMATICS INFORMATION SERVICES, INC. THE CITY OF TAKOMA PARK, MARYLAND THE CITY OF TALLAHASSEE, FLORIDA TAMPA GENERAL	HOSPITAL TARGET STORES TAYLOR HOSPITAL TEAM MECHANICAL INCORPORATED TENNESSEE VALLEY AUTHORITY (TVA) TERADYNE CONNECTION SYSTEMS, INC. TERRA RESOURCES INC. TEXACO TEXAS AIR CONTROL	BOARD TEXAS MEDICAL CENTER THE ARMY ENVIRONMENTAL POLICY INSTITUTE THE CITY OF GRAPEVINE, TEXAS THE CITY OF BOWLING GREEN, OHIO THE CORCORAN GALLERY AND SCHOOL OF ART SAN DIEGO COUNTY,	CALIFORNIA THE GRADUATE HOSPITAL SMITH CLUB MANAGEMENT THK CORPORATION/DBA SEA GALLEY THOMAS JEFFERSON UNIVERSITY THOMSON CONSUMER ELECTRONICS, INC. THRIFT DRUG COMPANY	THE TIMBERLAND COMPANY TOCCOA FALLS COLLEGE THE TOLEDO HOSPITAL TORRANCE MEMORIAL HOSPITAL TOSHIBA AMERICA THE TOWN OF NORTHWOOD, NEW HAMPSHIRE THE TOWN OF CHEVERLY, MARYLAND TOY CHEST-KID'S	CLOSET TRADE PRESS PUBLISHING CORPORATION TRANSAMERICA CORPORATION TRUMBULL MEMORIAL HOSPITAL TUCSON SOLAR VILLAGE TUCSON MEDICAL CENTER TUFTS UNIVERSITY TULANE UNIVERSITY
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In addition to a support staff, EPA continues to provide an array of continually evolving tools to help its participants make a smooth transition to energy-efficient lighting. Offered at no charge, these support tools are designed to ensure that lighting upgrades result in the greatest possible energy savings, the highest investment return, the best lighting quality, and the maximum public recognition for environmental leadership.

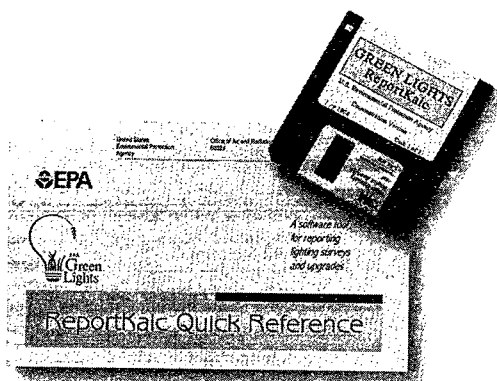
Partner User Groups

These innovative peer-support groups are held in several different regions of the country. Often, new members find it helpful to approach active participants with business-related inquiries. The result is a widely used mechanism for participants to help each other.



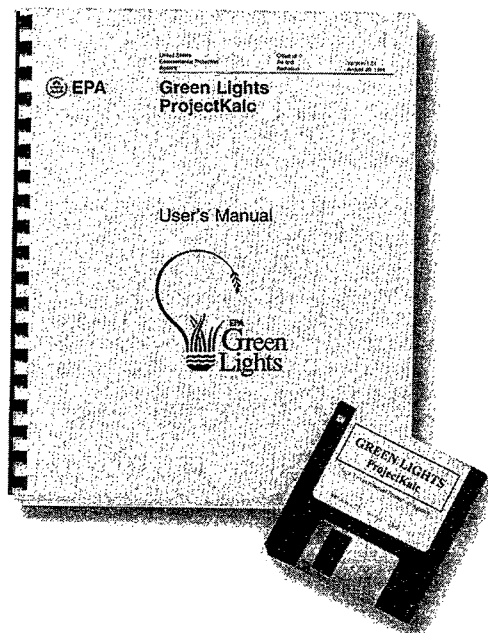
PARTNERS...

MEDICAL CENTER TURNER BROADCASTING SYSTEM, INC. TWO TOWN CENTER ASSOCIATES UAV ULICO UNDERWRITERS LABORATORIES, INC. UNIFORMED SERVICES UNIVERSITY UNHEALTH AMERICA (PHR)	UNILEVER U.S. UNION CAMP CORPORATION UNION COLLEGE UNION OF CONCERNED SCIENTISTS UNIONTOWN HOSPITAL UNISYS CORPORATION UNITED HOSPITAL (CHILDREN'S HOSPITAL) UNITED COMPANIES	REALTY AND DEVELOPMENT, INC. UNITED STATES MILITARY ACADEMY, WEST POINT, NY UNITY COLLEGE UNIVERSITY CORP FOR ATMOS RESEARCH UNIVERSITY OF GEORGIA THE UNIVERSITY OF ILLINOIS AT CHICAGO UNIVERSITY OF MIAMI UNIVERSITY OF	REDLANDS UNIVERSITY OF ROCHESTER UNIVERSITY OF SOUTHERN MAINE UNIVERSITY OF FLORIDA UNIVERSITY OF PITTSBURGH UNIVERSITY OF MICHIGAN HOSPITALS UNIVERSITY OF VIRGINIA UNIVERSITY OF TEXAS,	MD ANDERSON CANCER CENTER UNIVERSITY OF MICHIGAN HOUSING DIVISION UNIVERSITY OF MISSOURI AT COLUMBIA UNIVERSITY OF CINCINNATI UNIVERSITY HOSPITALS (CLEVELAND) UNIVERSITY OF PITTSBURGH MEDICAL	CENTER UNIVERSITY OF CALIFORNIA, BERKELEY US BANCORP USF&G MAMMOTH CAVE NATIONAL PARK (US NAT PARK SERVICE) US NAVAL ACADEMY USWEST, INC. USXUS STEEL GROUP VALLEY MOTORS INCORPORATED VAN DER HORST USA	VENTURA COUNTY, CALIFORNIA VILLANOVA UNIVERSITY VIRGIN ISLANDS THE COMMONWEALTH OF VIRGINIA VIRGINIA TECH FOUNDATION, INC. VISKASE CORPORATION VOLTVIEWTECH INC. VOLVO CARS OF NORTH AMERICA	VOUGHT AIRCRAFT COMPANY WACHOVIA CORP WALDENBOOKS WALL & ASSOCIATES WAL-MART STORES, INC. WALT DISNEY STUDIOS WALTON MONROE MILLS, INC. WARNER-LAMBERT WASATCH COUNTY SCHOOL DISTRICT, UTAH	THE WASHINGTON TIMES THE CITY OF WASHINGTON, DC THE WASHINGTON GROUP WASHINGTON COUNTY HOSPITAL WMX TECHNOLOGIES, INC. WATERFORD MORTGAGE CORPORATION WEISER LOCK	COMPANY WELBORN BAPTIST HOSPITAL WELLINGTON SEARS COMPANY WESLEYAN UNIVERSITY OF CONNECTICUT WEST CHESTER UNIVERSITY THE WEST COMPANY WESTERN DIGITAL CORPORATION WESTERN AREA POWER
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ReportKalc

To reduce paperwork, this useful software allows participants to electronically enter and submit implementation progress information to EPA.



ProjectKalc

This software package provides participants with up-to-date projections of cost and savings associated with specific upgrade scenarios. The system quickly calculates cost of implementation, lighting and energy savings, and internal rate of return.

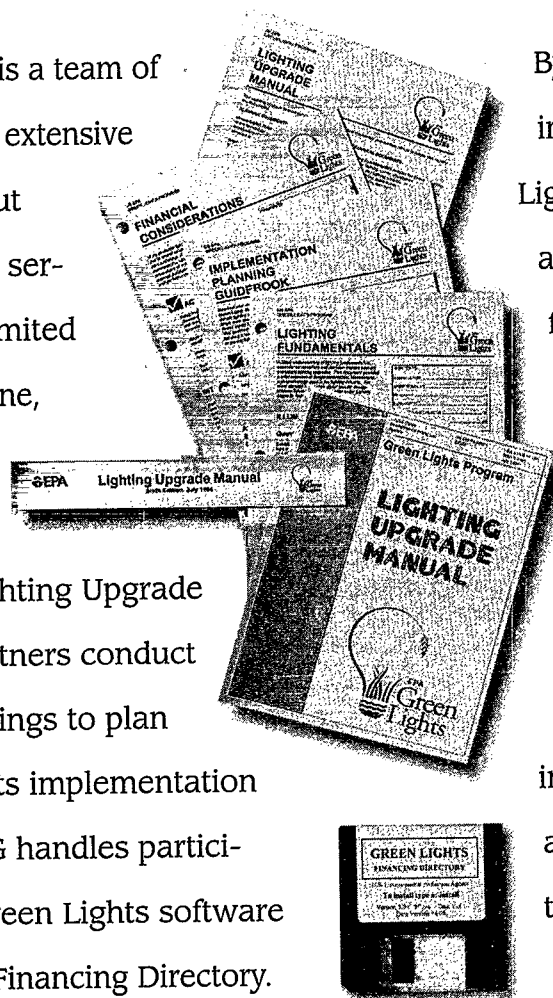
PARTNERS...

ADMINISTRATION	NEWSLETTERS, INC.	INSTITUTE	COLLEGE DISTRICT	ADALITE INC.	AERO-TECH LIGHT	ALL LIGHTING INC.	MANAGEMENT	ELECTRIC SUPPLY CO.	ELECTRIC SUPPLY CO.
WESTERN FINANCIAL	WHITE CASTLE	WORLD VISION	ZURN INDUSTRIES, INC.	ADVANCE	BULB COMPANY	ALMEIDA ELECTRICAL	AMERICAN	AMERICAN LIGHT, INC.	AREA LIGHTING
SAVINGS BANK	SYSTEMS INC	WORLD WILDLIFE		TRANSFORMER CO.	AETNA CORPORATION	INC.	ILLUMINETICS INC.	BLI OF MINNESOTA	RESEARCH
WESTIN HOTELS & RESORTS	WINSTON	FUND	GREEN LIGHTS ALLIES	ADVANCED CONTROL	ALABAMA POWER COMPANY	ALP LIGHTING AND	AMERICAN LIGHTING	AMERLUX, INC.	ARIZONA PUBLIC
WESTINGHOUSE	MANAGEMENT, LP	WRC-TV	3M	TECHNOLOGIES, INC.	ALADDIN LIGHTING	CEILING PRODUCTS	CORPORATION	AMTECH LIGHTING	SERVICE COMPANY
ELECTRIC CORPORATION	WITCO CORPORATION	WOLVERINE WORLD	A-I LIGHTING SERVICE	ADVANCED LIGHTING	SUPPLY	ALTA RESOURCE	AMERICAN LIGHTING	SERVICES	ARMSTRONG PACIFIC
WESTMINSTER	WIDE	WOMAN'S WORLD	COMPANY	APPLICATIONS	ALAMEDA ELECTRICAL	MANAGEMENT	INC	AMTRAM	AROMAT
COLLEGE	WOMAN'S WORLD	SHOPS, INC.	ABD LIGHTING	ADVANCE ELECTRICAL	DISTRIBUTORS, INC.	SERVICES	AMERICAN LOUVER	APPLIANCE CONTROL	CORPORATION
WHEATON PARK	WOODLOCH PINES	WOODLOCH PINES	MANAGEMENT CO	SUPPLY	ALCOA/AEROSPACE	ALTERNATIVE ENERGY	COMPANY	TECHNOLOGY	THE ORIGINAL CAST
DISTRICT	WHIRLPOOL	WORK STATIONS, INC.	ACCULYTE	ADVANCED	ALUKCO	TECHNOLOGIES	AMERICAN ELECTRIC	APPLIED ENERGY	LIGHTING
WHITAKER	WHITAKER	WORLD RESOURCES	CORPORATION	ENVIRONMENTAL	ALLEGHENY POWER	AMALCO METALS, INC.	POWER SERVICE CORP.	MANAGEMENT, INC.	ATLANTIC ELECTRIC
			ACTIVE ELECTRIC	RECYCLING CORP.	SERVICE	COMPANY, INC.	AMERICAN SCIENTIFIC	ARC ELECTRIC	ATLANTIC LIGHTING
			SUPPLY	ADVENTURE LIGHTING	CORPORATION	AMERICAN ENERGY	LIGHTING	COMPANY	AND SUPPLY CO. (NJ)
				SUPPLY, LTD.			AMERICAN LIGHTING &	ARCHWAY LIGHTING &	ATLANTIC LIGHTING

A Lighting Services Group

Ally Programs

The Lighting Services Group is a team of lighting experts that provides extensive technical support throughout the upgrade process. These services include, but are not limited to, a technical services hotline, bimonthly lighting workshops held nationwide, and the comprehensive Lighting Upgrade Manual. The LSG helps Partners conduct one-day mobilization meetings to plan and coordinate Green Lights implementation efforts. In addition, the LSG handles participant inquiries related to Green Lights software tools and the Green Lights Financing Directory.



By enlisting the support of the lighting and power industries, the Green Lights Ally programs make available a group of lighting professionals familiar with the Green Lights upgrade process. Like Partners, Allies agree to upgrade their lighting. Allies also work with EPA to promote energy-efficient technologies by informing Green Lights of important lighting innovations and market changes and recruiting new Partners into the program.

ALLIES...

AND SUPPLY CO. (GA)	BELCO ELECTRIC, INC.	BRIGHT ELECTRICAL	SUPPLY	CORPORATION	CODALE ELECTRIC	COMPANY, INC.	PRODUCTS	CROWNITE	DEETER LIGHTING
ATLAS ELECTRIC	BETA LIGHTING	SUPPLY CO.	CCR LIGHTING	CHLORIDE SYSTEMS,	SUPPLY, INC.	CONSERVE-A-WATT	CONTINENTAL	MANUFACTURING	DIELECTRIC COATING
CORPORATION	BIG BEAM EMERGENCY	BROADWAY LIGHTING	TECHNOLOGIES	SYSTEMS,	COLORADO LIGHTING	LIGHTING	LIGHTING SERVICES,	CORPORATION	INDUSTRIES
A WEATHERIZATION	SYSTEMS	SERVICES	CENTRAL MAINE	PRODUCT	COLUMBIA LIGHTING,	CONSERVATION	INC.	CSL LIGHTING	DIGECON
CO/AVXCO	BORDER STATES	BROWNLEE LIGHTING	POWER	CIC SUPPLY	INC.	TECHNOLOGY, LTD.	CONTROL SYSTEMS	MANUFACTURING, INC.	DIGITAL POWER
BADGER USA	ELECTRIC SUPPLY	BRYANT ELECTRIC	CENTRAL ILLINOIS	THE CINCINNATI GAS	COMMONWEALTH	CON/SERVE	INTERNATIONAL	DARK TO LIGHT, INC.	COMPANY, INC.
BALLAST AND LAMP	BOSTON EDISON	THE BULB MAN, INC.	LIGHT COMPANY	& ELECTRIC COMPANY	ELECTRIC COMPANY	ELECTRICAL SUPPLY	COOPER LIGHTING	DAUPHIN ELECTRIC	DIRECT ENTERPRISES
RECYCLING, INC.	COMPANY	BUTLER SUPPLY, INC.	(CILCO)	CITY LIGHTING	COMPUTER POWER	COMPANY	COOPER ELECTRIC	DAVIS CONTROLS	DIXIE ELECTRIC SUPPLY
BALTIMORE GAS AND	BRAND ELECTRIC	CANTERRA	CENTRAL ILLINOIS	PRODUCTS COMPANY	INC.	CONSERVATION	SUPPLY COMPANY	CORPORATION	CORPORATION
ELECTRIC CO.	COMPANY	ELECTRONICS	PUBLIC SERVICE	CITY UTILITIES OF	CONCORD MUNICIPAL	ALLIANCE	CORPORATE ENERGY	DAZOR	DIXIE DESIGN GROUP
BANGOR HYDRO	BRANCH ENERGY	INTERNATIONAL	COMPANY	SPRINGFIELD	LIGHT PLANT	EDISON OF NEW YORK,	MANAGEMENT	MANUFACTURING	DUKE POWER
ELECTRIC	SYSTEMS	CAPITOL LIGHT AND	CEW LIGHTING INC.	CNECO	CORPORATION	INC.	SYSTEMS, INC.	CORPORATION	COMPANY
BARBIZON	BRAYER LIGHTING, INC.	SUPPLY COMPANY	CHERRY CITY ELECTRIC	CN ROBINSON	CONSERVE ELECTRIC	CONSUMER LIGHTING	CREATIVE LIGHTING	DEBENHAM ELECTRIC	DURALUX INDUSTRIES
BARNEY NOTH CO	BRIGHT SIDE LIGHTING	CARDELLO ELECTRIC	CHICAGO-EDISON	LIGHTING SUPPLY			MAINTENANCE	SUPPLY COMPANY	DURAY FLUORESCENT

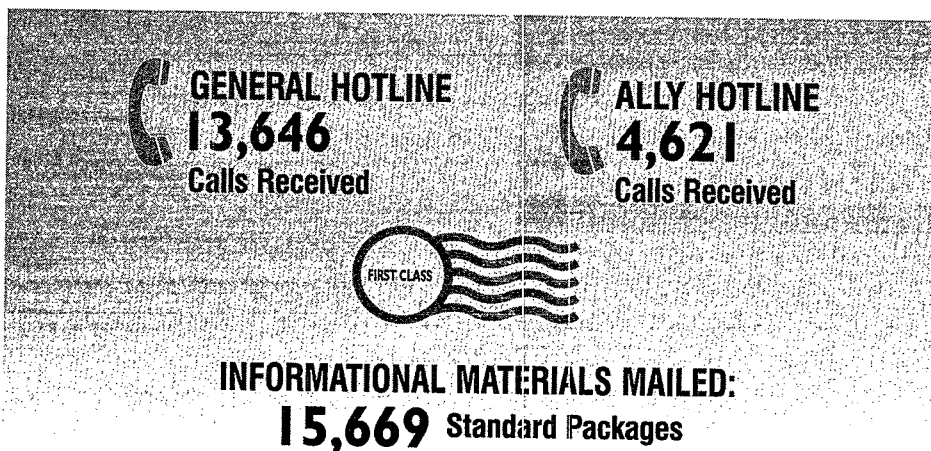
Flexible Customer Support

Hotline Consolidation — At the end of 1994, EPA streamlined the general, technical, and Ally hotlines into a consolidated Green Lights/ENERGY STAR Hotline. EPA still tracks program area call volume, but participants and prospects now only need to contact one number to receive information, obtain software support, or register for lighting upgrade workshops.

Federal MOU — The Energy Policy Act of 1992 (EPA Act) and Executive Order 12902 (EO 12902) require Federal agencies to cut energy use by 20% by the year 2000 and by 30% by 2005. Green Lights slightly modified the MOU for Federal agencies to facilitate their compliance with mandated energy conservation goals.

IRR Adjustment — The internal rate of return (IRR) Green Lights used to determine lighting upgrade project profitability was changed from the prime interest rate plus six percent, to twenty percent. Since most Green Lights upgrades yield IRRs far above twenty percent, raising the "hurdle rate" allows more organizations to join Green Lights with little or no diminution of environmental protection.

The Green Lights program occasionally changes and evolves to meet the needs of its various types of members. These changes, often initiated from existing Green Lights participants' suggestions, demonstrate the program's strength and responsiveness. While the basic tenants of the program are established and have proven credible, some changes and modifications are made to afford participants the opportunity to continue to prevent pollution at a profit.



Green Lights information support in 1994

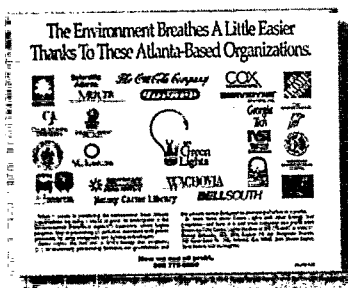
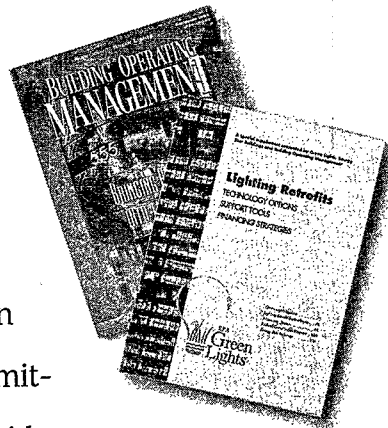
ALLIES...

MANUFACTURING	LIGHTING	ELECTRONIC BALLAST	ENERGY SAVING	ENERSAVE	COMPANY	FLEXIWATT	FROMM ELECTRIC	INC.	LIGHTING COMPANY
DURO-TEST	EESCO	SYSTEMS, INC.	PRODUCTS, INC.	INCORPORATED (NY)	ERIK LIGHTING, INC.	CORPORATION	SUPPLY COMPANY	GENERAL PRODUCTS &	GOOD FRIEND
CORPORATION	EFFICIENT LIGHTING &	ELLIOTT ELECTRIC	ENERGY MATRIX	ENERTRON	ESCO INTERNATIONAL	FLEXLITE	FTI	SUPPLY, INC.	ELECTRIC
DYNAMIC ENERGY	MAINTENANCE, INC.	SUPPLY	ENERGY SAVR	TECHNOLOGIES, INC.	ETTA INDUSTRIES	FLORIDA POWER	FULCIRCLE BALLAST	THE GENLYTE GROUP	GRAND LIGHT &
PRODUCTS	ELBA INTERNATIONAL,	EMERGENCY SAFETY	PRODUCTS	ENTERPRISE LIGHTING	EXTRONIX - DIV OF	CORPORATION	RECYCLERS	THE CITY OF	SUPPLY CO., INC.
EAGLE ELECTRIC	INC.	PRODUCTS, INC.	ENERGY SOLUTIONS	ENTERGY SYSTEMS &	BARRON	FLUORESCENT	GABCO ENTERPRISES,	GEORGETOWN, TEXAS	GRANT COUNTY
SUPPLY COMPANY, INC.	ELECTRIC SUPPLY, INC.	EMERGI-LITE, INC.	INTERNATIONAL	SERVICES	MANUFACTURING	MAINTENANCE	INC.	UTILITY	PUBLIC UTILITY
EAST ROCK	(AZ)	ENERGY &	ENERGY SPECIALTIES,	ENTERTAINMENT	FEIT ELECTRIC CO	CORPORATION	GACYSYSTEMS	GEORGIA POWER	DISTRICT
MANUFACTURING &	ELECTRIC SUPPLY, INC.	ENVIRONMENTAL	INC.	TECHNOLOGY, INC.	FINELITE	PMS LIGHTING	LIGHTING PRODUCTS	COMPANY	GRAYBAR ELECTRIC
TECHNOLOGY	(OK)	LIGHTING SERVICES	ENERGY GROUP	ENVIRONMENTAL	FIRST LIGHTING	MANAGEMENT	GEC LIGHTING SUPPLY	GLOBAL RECYCLING	COMPANY
ECLIPSE	EBT (ELECTRONIC	ENERGY CONTROLS &	MANAGEMENT, INC.	ENERGY GROUP	FIRST LIGHT LIGHTING	SYSTEMS, INC.	GENERAL ELECTRIC	TECHNOLOGIES	GREEN MOUNTAIN
TECHNOLOGIES	BALLAST	CONCEPTS	ENERGY PLANNING	ENVIRONMENTAL	SYSTEMS	FRAVERT SERVICES	LIGHTING	GOFORTH ELECTRIC	POWER CORP
ECOFAB INC.	TECHNOLOGY, INC.)	ENERGY DESIGN	ASSOCIATES	ENVIRONMENTAL	FITZPATRICK ELECTRIC	FRED DAVIS	SUPPLY	GREENVILLE UTILITIES	GREENVILLE UTILITIES
EDISON PRICE	ELECTRO-TECH'S	CORPORATION	ENERSAVE, INC. (OH)	ENERGY	SUPPLY	CORPORATION	AND SIGN SERVICES,	GOOD EARTH	COMMISSION
				EOFF ELECTRIC					

Opportunities for Public Recognition

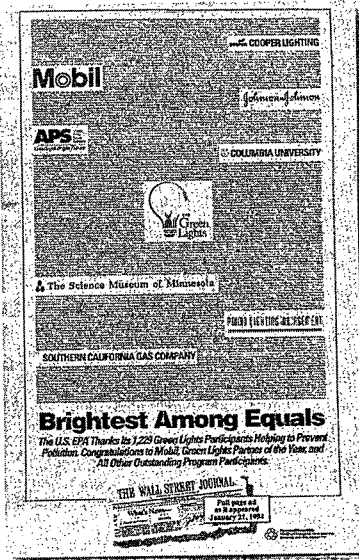
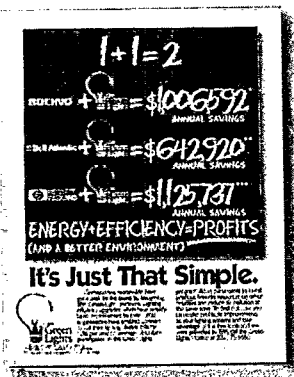


The Green Lights communications team helps members promote their Green Lights affiliation. In 1994, participants were recognized for their commit-



ment to energy efficiency in a wide range of materials. These included the *Green Lights Update* newsletter, sent monthly to all current and prospective members, two videos about members' efforts to maximize savings and prevent pollution, and public service advertisements published in trade

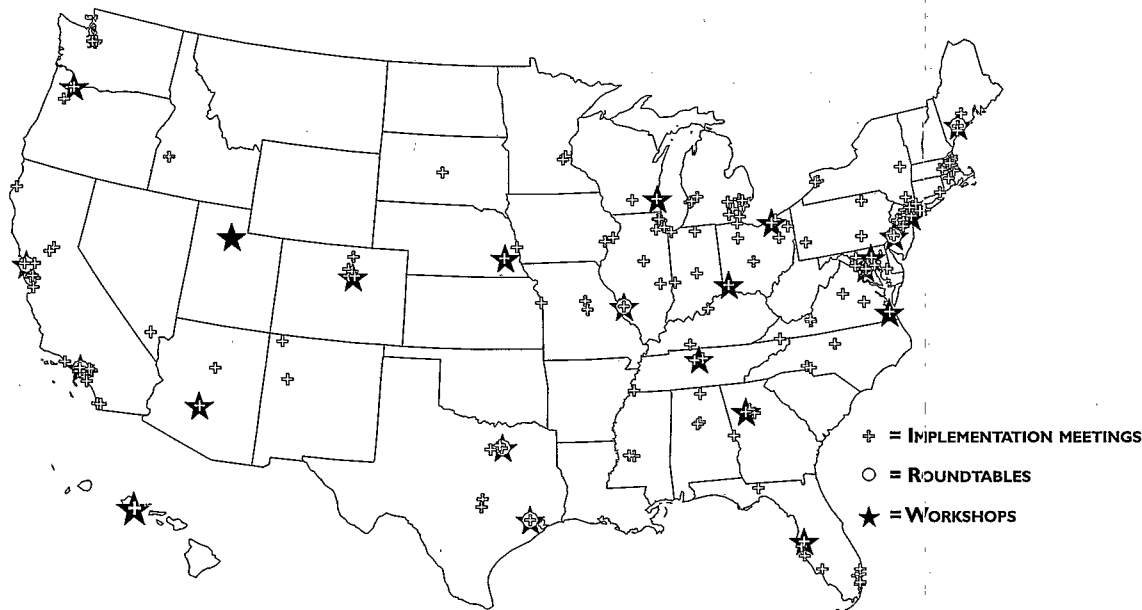
and business publications. In addition, Green Lights supplements have been featured in *Fortune*, *Forbes*, and other business publications.



ALLIES...

- | | | | | | | | | | |
|---------------------------------|---|---------------------------|---------------------------------|--|------------------------------|----------------------------------|--|-----------------------------|----------------------------------|
| GULF POWER COMPANY | INDUSTRIES, INC. | HUCKER ELECTRIC COMPANY | SUPPLY CO. | CONSERVATION SYSTEMS | INC. | KENETECH ENERGY MANAGEMENT, INC. | COMPANY | LIGHTTEC, INC. | LIGHTING SYSTEMS TOO! |
| GUYCO CORPORATION | HEWILLIAMS, INC. | ICECAP INDUSTRIES, INC. | INDIANAPOLIS POWER & LIGHT | INTERTEC LIGHTING, INC. | JERSEY CENTRAL POWER & LIGHT | KENTUCKY LIGHTING & SUPPLY, INC. | LANDMAN | LIGHTEN UP, INC. | LIGHTMEDIA CORPORATION |
| HAFTON | H & H INDUSTRIES | IDaho POWER CO | INDIANA MUNICIPAL POWER AGENCY | INTERSTATE ELECTRIC SUPPLY COMPANY | JH LARSON ELECTRICAL COMPANY | KILOWATT SAVER, INC. | LASER LIGHTING & ELECTRICAL SUPPLY, INC. | LIGHTING & LOWERING SYSTEM | LIGHTTRON OF CORNWALL, INC. |
| ELECTRONICS, INC. | HITE COMPANY, THE | ILLUMEX CORPORATION | INDUSTRIAL ENERGY SYSTEMS, INC. | INTERNATIONAL LIGHTING MANUFACTURING COMPANY | JLI LIGHTING GROUP, INC. | KIM LIGHTING | LEGION LIGHTING | MAINTENANCE & SERVICE, INC. | LIGHTS OF AMERICA |
| HARCO DISTRIBUTING SERVICES | HOLMES DISTRIBUTORS | ILLUMINATING TECHNOLOGIES | INDY LIGHTING | INLAND LIGHTING SUPPLIES, INC. | JOHNSON CONTROLS, INC. | KING LIGHTING SUPPLY | LEKTRON INDUSTRIAL SUPPLY, INC. | MAINTENANCE, INC.(IL) | LIGHTWAY INDUSTRIES |
| HARRIS | HOLOPHANE COMPANY, INC. | ILLUMETEK CORPORATION | INFOLUX CORPORATION | INNOVATIVE LIGHTING SERVICES | KIRBY RISK SUPPLY COMPANY | KINGTEC, INC. | LESIE ELECTRIC COMPANY | LIGHTING | LIGHTING |
| HAUT LIGHTING & SUPPLY | HONEYWELL INC | IMPERIAL LIGHTING | INNOVATIVE LIGHTING SERVICES | JANMAR LIGHTING | KIRBY RISK SUPPLY COMPANY | KINGTEC, INC. | LEXALITE | MANAGEMENT CORPORATION | INTERNATIONAL LIGHTING SOLUTIONS |
| HAWAIIAN ELECTRIC COMPANY, INC. | HOUSE O' LITE | INCON INDUSTRIES | INTERNAT'L ENERGY | JANMAR LIGHTING | KIRBY RISK SUPPLY COMPANY | KIRBY RISK SUPPLY COMPANY | INTERNATIONAL LIGHT ENERGY CORPORATION | LIGHTING RESOURCES, INC. | LIGHT BULB SUPPLY COMPANY |
| HEATH COMPANY | HUBBELL | INDEPENDENT ELECTRIC | | JANMAR LIGHTING | KIRBY RISK SUPPLY COMPANY | KIRBY RISK SUPPLY COMPANY | INTERNATIONAL LIGHT ENERGY CORPORATION | | LIGHTSCIENCE |
| HETHERINGTON | HUBBELL INCORPORATED, LIGHTING DIVISION | | | JANMAR LIGHTING | KIRBY RISK SUPPLY COMPANY | KIRBY RISK SUPPLY COMPANY | INTERNATIONAL LIGHT ENERGY CORPORATION | | |
| | HUBBELL, INC./WIRING DEVICE DIVISION | | | JANMAR LIGHTING | KIRBY RISK SUPPLY COMPANY | KIRBY RISK SUPPLY COMPANY | INTERNATIONAL LIGHT ENERGY CORPORATION | | |

1994 Green Lights Implementation Meetings, Roundtable Meetings, and Lighting Upgrade Workshops



More than 1,400 individuals received hands-on training to facilitate their lighting upgrades, and approximately 600 Surveyor Allies passed the Surveyor Ally examination. The Lighting Services Group can also help Partners conduct one-day mobilization meetings to plan and coordinate Green Lights implementation efforts throughout their organization.

ALLIES...

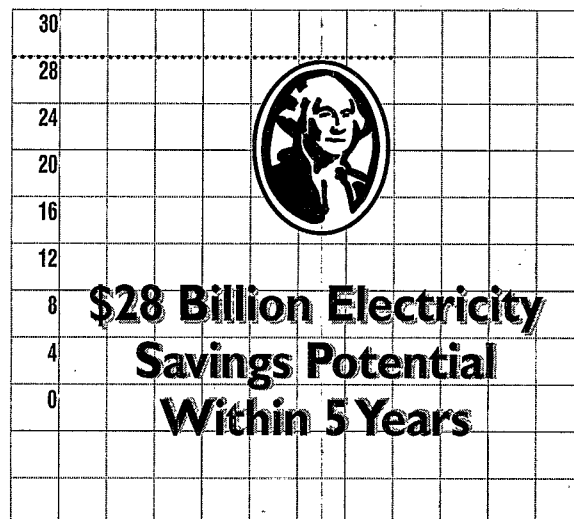
<ul style="list-style-type: none"> CORPORATION LIGHTING SUPPLY COMPANY LIGHTING IMAGES TECHNOLOGY LIGHTING DYNAMICS, INC. LIGHTEN UP PRODUCTS LITECONTROL CORPORATION LITEMOR DISTRIBUTORS OF BOSTON LTD. LITETRONICS INTERNATIONAL 	<ul style="list-style-type: none"> LITHONIA LIGHTING LONG ISLAND LIGHTING COMPANY (ILICO) LORIN INDUSTRIES LOS ANGELES DEPARTMENT OF WATER & POWER LSI INDUSTRIES LTI INTERNATIONAL, INC. LUMATECH CORP LUMAX INDUSTRIES INC LUMEN-TRONICS LUMINAIRE SERVICE, INC. 	<ul style="list-style-type: none"> LUPO & ASSOCIATES LUTRON ELECTRONICS INC. LUXO CORPORATION MADISON GAS AND ELECTRIC COMPANY MAGNARAY INTERNATIONAL MAGNETEK, INC. MAJOR ELECTRIC SUPPLY, INC. MARK LIGHTING FIXTURE COMPANY MARVEL LIGHTING 	<ul style="list-style-type: none"> CORPORATION MASON COUNTY PUBLIC UTILITY DISTRICT (PUD) NO. 3 MASTER LIGHTING SERVICES MAYER ELECTRIC SUPPLY COMPANY, INC. ME ENERGY RESOURCES MEGALITE CORPORATION, INC. MERCURY RECOVERY SERVICES MERCURY 	<ul style="list-style-type: none"> TECHNOLOGIES OF MINNESOTA, INC. METALOPTICS, INC. MGM LIGHTING, INC. MICHIGAN CHANDELLER MICROLITE CORP. SUBSIDIARY OF PITTSWAY MID ATLANTIC LIGHTING MIDTOWN ELECTRIC SUPPLY CORPORATION MIDWEST CONSERVATION SYSTEMS 	<ul style="list-style-type: none"> MID-WEST WHOLESALE LIGHTING CORPORATION MILLER LIGHTING COMPANY MIRA LIGHTING & ELECTRIC SERVICE, INC. MIRRORLIGHT, INC. MISSISSIPPI POWER MISSOURI VALLEY ELECTRICAL COMPANY ML SYSTEMS CORPORATION MOLDCAST, DIVISION OF 	<ul style="list-style-type: none"> USI LIGHTING MONNEX TECHNOLOGIES MOR-LITE MOTOROLA LIGHTING, INC. MTI INTERNATIONAL MULE EMERGENCY LIGHTING INC. MURPHY ELECTRIC MAINTENANCE CO. MUSKA LIGHTING CENTER MYTECH CORPORATION 	<ul style="list-style-type: none"> NATIONAL LIGHTING COMPANY, INC. NATIONAL LIGHTING MAINTENANCE SUPPLY CO NATIONAL CATHODE CORPORATION NATIONAL ELECTRIC SUPPLY NATIONAL LIGHTING SERVICES, INC. NATURAL LIGHTING COMPANY NEONIX 	<ul style="list-style-type: none"> NEW ENGLAND ELECTRIC SYSTEM NEW MEXICO ENERGY CONSULTANTS NEW YORK POWER AUTHORITY NORBERT BELFER LIGHTING NORTHERN STATES POWER COMPANY NORTH COAST ELECTRIC COMPANY NORTHEAST UTILITIES NORTHSTAR 	<ul style="list-style-type: none"> TECHNOLOGIES & LIGHTING NORTH AMERICAN LIGHTING, INC. NORWOOD MUNICIPAL LIGHT DEPARTMENT NOVA BALLAST COMPANY, INC. EUA NOVA NOVITAS, INC. NRG CONSULTANTS, INC. NRG LIGHTING INC. NU-LITE ELECTRICAL
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The ENERGY STAR Buildings Program



With the Green Lights program as its model, EPA's ENERGY STAR Buildings program is a comprehensive, building-wide strategy for profitably maximizing energy-efficiency in existing buildings. This program helps building owners significantly reduce energy consumption in their facilities while earning a profit on their investments in energy-efficient technologies. The ENERGY STAR Buildings program seeks to improve the performance and efficiency of building energy-use components (such as air distribution systems and heating and cooling equipment) by measuring and monitoring building use and using an upgrade strategy that maximizes profit. The ENERGY STAR Buildings strategy can significantly reduce the \$70 billion in energy costs spent annually to operate commercial and industrial buildings in the United States.

The first phase of the ENERGY STAR Buildings program has been underway in 24 commercial "Showcase" buildings nationwide.



ENERGY STAR Savings Potential as of 12/94

*By the year 2000:
ENERGY STAR could
lower annual US
buildings energy
expenditures from
\$70 Billion annually,
to \$42 Billion.*

SHOWCASE BUILDING PARTNERS

AMERICAN STANDARD (TRANE)
BOCCARDO PROPERTIES
BRESLER REINER, INC.
CARRIER CORPORATION
CATHOLIC UNIVERSITY

CONNECTICUT MUTUAL
LIFE INSURANCE
DOUGLAS COUNTY, (OR)
GOVERNMENT
FEDERAL NATIONAL MORTGAGE

ASSOCIATION (FANNIE MAE)
HONEYWELL, INC.
J.C. PENNEY
JOHNSON CONTROLS, INC.
LOUISVILLE MUNICIPAL SEWER

Five-Stage Upgrade Strategy

Showcase building owners began, in June 1994, to complete the five-stage upgrade process under an accelerated schedule to demon-

strate EPA's ENERGY STAR upgrade strategy, validate energy savings, and test the technical tools and support offered by EPA. With several projects completed, and others in the final stages, the results are impressive. On average, participants are reducing their energy use by 35 percent and earning a 58 percent return on their investment.

A key element of the ENERGY STAR Buildings program is a five-stage upgrade strategy that capitalizes on system interactions to maximize energy savings at minimum cost. After successfully upgrading to energy-efficient lighting (stage 1), participants tune up building systems (stage 2) and reduce heating and cooling loads (stage 3). Participants then reduce the

Participants typically use 35 percent less energy—with a 58 percent return on their investment.

size and cost of equipment associated with improving fans and air-handling systems (stage 4) and improve a facility's heating and

cooling plant (stage 5). Upgrades are staged so that heating and cooling loads are reduced before major HVAC equipment upgrades are initiated. This staged approach also provides immediate energy cost savings and ensures proper load matching when upgrading major equipment in the latter stages of the strategy.

The ENERGY STAR Buildings Program will provide objective product information, expert decision-making capability, extensive technical support, and the ability to publicize progress in environmental protection. EPA's ENERGY STAR Buildings program, launched in April 1995 with 58 charter Partners representing over 384 million square feet, will continue to clean the air at a profit!

SHOWCASE BUILDING PARTNERS

DISTRICT

MAINE COLLEGE OF ART

MOBIL CORPORATION

(2 FACILITIES)

MONTGOMERY COUNTY, (MD)

GOVERNMENT

NATIONAL WILDLIFE FEDERATION

SOUTHERN CALIFORNIA GAS;

STATE OF OHIO

ST. CHARLES MEDICAL FOUNDATION

TARGET STORES

VOUGHT AIRCRAFT

WARNER LAMBERT

THE WASHINGTON TIMES

The ENERGY STARSM Label...What is it?

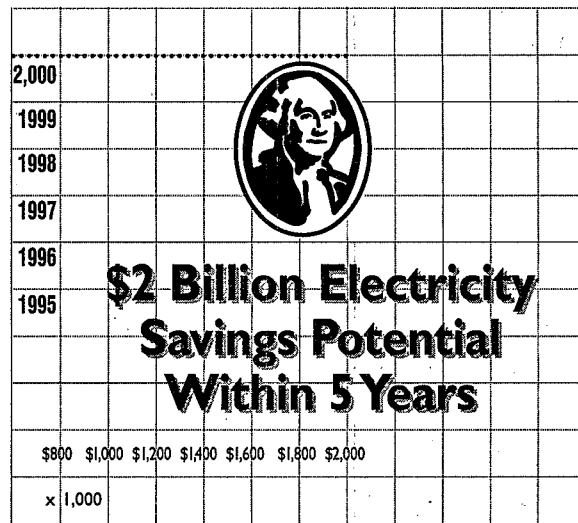


Office Equipment

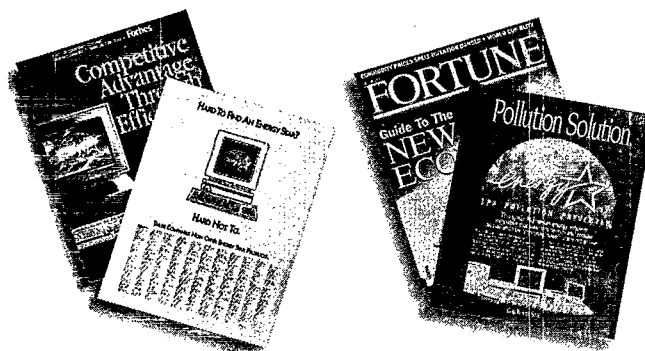
The ENERGY STARSM label identifies energy-efficient products that save money and prevent air pollution. This label is currently used by personal computer, monitor, printer, copier, and fax machine manufacturers whose products meet EPA's ENERGY STAR specifications. Equipment that qualifies can enter a low-power "sleep"

mode when not in use (with no loss in perfor-

mance) and can awaken automatically when needed again. By using ENERGY STAR equipment, an office with 100 PCs and monitors, 20 printer, and 10 fax machines could save approximately \$3,800 per year! Companies interested in buying ENERGY STAR equipment can contact EPA for information on participating manufacturers and available products.



Potential ENERGY STAR Savings as of 12/94



ALLIES...

- | | | | | | | | | | |
|--|--|---|--|---|---|--|---|---|--|
| <ul style="list-style-type: none"> WHOLESALESAERS, INC. O & A ELECTRIC COOPERATIVE OK ELECTRIC SUPPLY COMPANY OKLAHOMA GAS & ELECTRIC OHAWA PUBLIC POWER DISTRICT OPTIGHT ORANGE AND ROCKLAND UTILITIES ORANGE COAST ELECTRIC SUPPLY | <ul style="list-style-type: none"> PATHWAY LIGHTING PRODUCTS, INC. ORLANDO UTILITIES COMMISSION PACIFIC GAS & ELECTRIC PACIFIC SCIENTIFIC, FISHER PIERCE DIVISION PACIFIC ELECTRICAL SUPPLY PARAGON ELECTRIC COMPANY, INC. PARAMOUNT INDUSTRIES PARKE INDUSTRIES, INC. | <ul style="list-style-type: none"> PARRISH LIGHTING & ENGR PASS & SEYMOUR/LEGRAND PEC LAMP PEDCO PEERLESS LIGHTING CORP PESCHEL ENERGY PHILIPS LIGHTING CO. PIKE COUNTY LIGHT AND POWER CO. PLANNED LIGHTING, INC. | <ul style="list-style-type: none"> PLATT ELECTRIC SUPPLY PLC-MULTIPOINT PLEAMONN PRODUCTS PORT ANGELES CITY LIGHT DEPARTMENT PORTLAND GENERAL ELECTRIC COMPANY POTOMAC ELECTRIC POWER COMPANY (PEPCO) POWERLINE COMMUNICATIONS POWER SAVERS, INC. PRE FINISH METALS | <ul style="list-style-type: none"> PRESCOLITE - DIVISION OF USI LIGHTING PRESCOLITE CONTROLS, INC PRIME BALLAST PRIMO LIGHTING MANAGEMENT PRITCHETT WILSON GROUP INC PROFESSIONAL LIGHTING, INC. PROGRESS LIGHTING, INC PROLITE LIGHTING & | <ul style="list-style-type: none"> SIGN MAINTENANCE PROLIGHT PROLUME CORPORATION PROVEN ALTERNATIVES, INC. PSI ENERGY INC PUBLIC SERVICE COMPANY ELECTRIC AND GAS COMPANY GRAY'S HARBOR COUNTY PUD #1 FUERTO RICO ELECTRIC POWER AUTHORITY | <ul style="list-style-type: none"> PUGET SOUND POWER & LIGHT CO Q TECHNOLOGY, INC. QUALITY LIGHTING QUEEN CITY ELECTRIC SUPPLY RAB ELECTRIC MANUFACTURING COMPANY RAYMOND DESTIEGER, INC. RAYVERN LIGHTING SUPPLY COMPANY, INC. RECYCLIGHTS | <ul style="list-style-type: none"> REFLECT-A-LIGHT, INC. REFLECTIONS, INC. REFLECTIVE LIGHT TECHNOLOGIES REGENCY LIGHTING REMTEC SYSTEMS RETROFIT DESIGN LIGHTING THE ROBERT GROUP ROBERTSON TRANSFORMER COMPANY ROCKINGHAM ELECTRICAL SUPPLY | <ul style="list-style-type: none"> ROCKLAND ELECTRIC CO. ROTH BROTHERS INC ROYALLITE MANUFACTURING & SUPPLY CORP RUMSEY ELECTRIC COMPANY RUUD LIGHTING RYALL ELECTRIC SUPPLY COMPANY SABO & ASSOCIATES, INC. SALESCO SYSTEMS USA | <ul style="list-style-type: none"> SALT RIVER PROJECT SAN DIEGO GAS & ELECTRIC SAVANNAH ELECTRIC POWER SAVE-A-WATT, INC. SCHAEGLER BROTHERS, INC. SCIENTIFIC COMPONENT SYSTEMS SEA GULL LIGHTING PRODUCTS SEAMANS SUPPLY COMPANY, INC. |
|--|--|---|--|---|---|--|---|---|--|



The ENERGY STAR Transformer program encourages electric utilities to purchase and install cost-effective, high-efficiency transformers that meet ENERGY STAR specifications. These transformers can improve the efficiency of a utility's transmission and distribution system—a welcome improvement since reductions in transformer energy losses can reduce utility costs and defer or eliminate costly transmission system upgrades!

As of December 1994, more than 350 computer and monitor manufacturers had joined the ENERGY STAR program and were producing ENERGY STAR PC systems. In the first year of the program, 45 percent of PCs and 85 percent of printers sold in the United States met the ENERGY STAR guidelines. By the year 2000, ENERGY STAR Office Equipment could save enough electricity each year to power Vermont, New Hampshire, and Maine, cut electricity bills by \$2 billion, and reduce CO₂ pollution equal to the emissions from 5 million autos.

Residential Applications

The EPA plans to apply the ENERGY STARSM label to a variety of energy-efficient technologies, including residential lighting, heating and cooling equipment (furnaces, heat pumps, central air conditioning), and appliances (refrigerators, dishwashers, and washing machines). This network of residential energy-efficient technologies will also be incorporated into ENERGY STAR Homes—houses, built under a voluntary agreement between EPA and home builders, that use 30-50 percent less energy than homes built to the current Model Energy Code (MEC). This type of partnership makes it financially and environmentally attractive to manufacture, purchase, and live in homes with improved performance and comfort!

ALLIES...

SELF-POWERED LIGHTING, INC.	CORPORATION	SO-LUMINAIRE	SOUTHLAND	STANDARD ENTERPRISES, INC.	STITZELL ELECTRIC COMPANY	SWIFT ELECTRICAL SUPPLY COMPANY	TEK-TRON ENTERPRISES	CORPORATION	UNITED ELECTRICAL
SENSOR SWITCH	SIMKAR LIGHTING	DAYLIGHTING SYSTEMS	ELECTRICAL SUPPLY	STANDARD ELECTRIC	STOCKER & YALE	OSRAM SYLVANIA, INC.	TERON LIGHTING	TRISTATE ELECTRICAL	MAINTENANCE CORP
SHARLIN-LITE	FIXTURE COMPANY, INC.	CORPORATION	COMPANY	SUPPLY	STOKES ELECTRIC CO.	SYLVANIA LIGHTING	TERRALUX	SUPPLY COMPANY, INC.	INTEGRATED POWER & LITES
SHEALY ELECTRICAL	SISCO-SOUTHLAND	SOUTH CAROLINA	SPALDING LIGHTING, INC.	STANION WHOLESAL	STUART C. IRBY CO.	SERVICES	THOMAS AND BETTS	TROJAN, INC.	UNITED ILLUMINATING COMPANY
WHOLESALE, INC.	INDUSTRIES SERVICES	ELECTRIC & GAS	INC	ELECTRIC	STUSSER ELECTRIC CO.	SYNERGY LIGHTING	THOMAS INDUSTRIES, INC.	TROPICAL LIGHTING	COMPANY
EVENLITE	COMPANY	SOUTH CAROLINA	SPECTRUM LIGHTING	STARBEAM SUPPLY	SUBURBAN LIGHTING, INC.	CORPORATION	THIR, INC.	TSAO DESIGNS AND CSL	UNITED ELECTRIC SUPPLY
SICA ELECTRICAL & MAINTENANCE	SK AMERICA, INC.	PUBLIC SERVICE	TECHNOLOGIES	COMPANY	SUMMIT ELECTRIC	SYSTEMATIX, INC.	TOPAZ ENERGY SYSTEMS	TUCSON ELECTRIC	UNITED ENERGY
SIERRA AUTOMATED CONTROLS	SHUD (SACRAMENTO MUNICIPAL UTIL DIST)	AUTHORITY	SPI LIGHTING, INC.	STAYLITE LIGHTING	SUPPLY	TAMARACK	INC	POWER COMPANY	ASSOCIATES
SIGAL ENVIRONMENTAL COMPANY	SOLAR ELECTRIC	ALCOA BRITE	SPORTLITE, INC.	SERVICE	SUPERIOR LIGHT & SIGN	TAMPA ELECTRIC	TORIK, INC.	ULSTER PRECISION INC	THE UNITIL SYSTEM OF COMPANIES
SILVERLIGHT	SYSTEMS	PRODUCTS, INC.	SPRINGFIELD UTILITY BOARD	STEELCASE INC	SUPERIOR LIGHTING	TAUNTON MUNICIPAL	TOSHIBA AMERICA	ULTIMATE LIGHTING	UNITRAC ENERGY
	SOLAR KINETICS	SOUTHERN CALIFORNIA	SPRING ELECTRIC SUPPLY	STEINER ELECTRIC	COMPANY	TECOT ELECTRIC SUPPLY	CONNS PROD	UNION ELECTRIC	MANAGEMENT
	SOLAR OUTDOOR LIGHTING	SOUTHERN MARYLAND	STAFF LIGHTING CORPORATION	STERLING, RMC	COMPANY	COMPANY	TRIAD TECHNOLOGIES	UNION ELECTRIC	
		ELECTRIC COOPERATIVE					TRIPLEHOUSE	COMPANY	

1994 Green Lights Timeline

JANUARY



Green Lights program celebrates its third anniversary with more than 1,250 participants.



The Coca-Cola Company (Corporate Facilities) and Wal-Mart join Green Lights, committing to upgrade 2.4 million and 200 million square feet respectively.



Green Lights sends "Lighting Waste Disposal"—which presents in-depth coverage of federal and state regulations—to GLIDs.



EPA Administrator Carol Browner presents 1994 Partner of the Year award to Mobil and Ally of the Year awards to Primo Lighting Management, Cooper Lighting, and Arizona Public Service Company.



The *Washington Business Journal* and *Baltimore Business Journal* run "The Environmental Breathes A Little Easier" PSA, recognizing Baltimore/Washington area Green Lights participants.

FEBRUARY



Partner Rhone-Poulenc projects Green Lights upgrades reduced energy use by 1.5 million kilowatt-hours per year, producing annual energy cost savings of more than \$135,000.



EPA reformats Lighting Upgrade Workshops to emphasize state-of-the-art lighting technology applications and to expand financial analysis instruction.



Cherry Hill Board of Education, first school district to join Green Lights, completes upgrades to 1.5 million square feet through a performance contract that does not require any upgrade investment from district's budget.



Mobil runs advertorial in *Dallas Morning News*, *New York Times*, *Roll Call*, and *USA Today* encouraging participation in Green Lights program.

MARCH



With more than 150 Endorsers, Green Lights celebrates second anniversary of its Endorser program.



University of Southern Maine renovates library with Green Lights upgrades, producing energy savings of 570,000 kWh per year.

ALLIES...

COMPANY
UNIVERSAL LIGHTING
SERVICES
USA ENERGY
CORPORATION
USES, INC.
US LAMP
VALMONT ELECTRIC
VENTURE LIGHTING
INTERNATIONAL
VIDESSENCE, INC.
VILLA LIGHTING SUPPLY,
INC.

VIRGINIA POWER
VIRGIN ISLANDS WATER
& POWER AUTHORITY
VISA LIGHTING
CORPORATION
VISION IMPACT
CORPORATION
VISTA UNIVERSAL, INC.
VISTA LIGHTING
VISUAL IMAGES,
INCORPORATED
VOSS LIGHTING
WALDMANN LIGHTING

COMPANY
WARNER
TECHNOLOGIES
WARREN ELECTRIC
COMPANY
THE WATT STOPPER, INC.
WELLMAN METAL
PRODUCTS CO
WESTERN EXTRALITE
COMPANY OF ST. LOUIS
WESTERN EXTRALITE
COMPANY OF KANSAS
CITY

WEST INDIES RESOURCE
MANAGEMENT
WF HARRIS LIGHTING
WHEATSTONE ENERGY
GROUP, INC.
WHITEHILL LIGHTING &
SUPPLY
WHOLESALE ELECTRIC
SUPPLY COMPANY
WIEDENBACH-BROWN
COMPANY, INC.
WILLIAMS SUPPLY
WISCONSIN ELECTRIC

POWER
WISCONSIN POWER &
LIGHT CO
WISCONSIN PUBLIC
SERVICE CORPORATION
WISCONSIN PUBLIC
POWER, INC. SYSTEM
WISMARQ LIGHT CO.
WOLFF BROTHERS
SUPPLY
WPI ELECTRONICS, INC.
XENERGY
X-TRA LIGHT SYSTEMS,

INC.
XTRA LIGHT
YESCO
ZUMTobel LIGHTING
**GREEN
LIGHTS
ENDORSERS**
AEROSPACE INDUSTRIES
ASSOCIATION OF
AMERICA
AIRPORTS COUNCIL
INTERNATIONAL -
NORTH AMERICA

ALLIANCE FOR
ENVIRONMENTAL
EDUCATION
ALLIANCE FOR
AFFORDABLE ENERGY
ALPHARETTA CLEAN &
BEAUTIFUL COMMISSION
AMERICAN PUBLIC
POWER ASSOCIATION
AMERICAN RIVERS
ASSOCIATION
AMERICAN TRUCKING
ASSOCIATION
AMERICAN ADVERTISING

FEDERATION
AMERICAN GAS
ASSOCIATION
AMERICAN HOTEL &
MOTEL ASSOCIATION
AMERICAN LITTORAL
SOCIETY
AMERICAN SOCIETY FOR
HOSPITAL ENGINEERING
OF AHA
AMERICAN SOCIETY OF
INTERIOR DESIGNERS
AMERICAN LIGHTING

ASSOCIATION
AMERICAN LUNG
ASSOCIATION
AMERICAN INSTITUTE
OF ARCHITECTURE
STUDENTS
AMERICAN
ASSOCIATION FOR THE
ADVANCEMENT OF
SCIENCE
AMERICAN HOSPITAL
ASSOCIATION
ANCHORAGE CHAMBER

OF COMMERCE
ARCHITECTS,
DESIGNERS, & PLANNERS
FOR SOCIAL RESP
ARIZONA HOSPITAL
ASSOCIATION
ARKANSAS HOSPITAL
ASSOCIATION
AR STATE CHAMBER OF
COMMERCE/ASSN IND
OF AR
ASHEVILLE AREA
CHAMBER OF



Program Growth



Implementation



Public Recognition



Green Lights Event

MARCH



Committed floor space in the Green Lights pipeline (completed surveys and upgrades) surpasses 500 million square feet.



Green Lights provides participants with Earth Day 94 Media Kit containing sample press releases, PSAs, and other promotional ideas to increase their media coverage during Earth Day celebrations.

APRIL



Hogan & Hartson becomes first law firm to join Green Lights.



More than 27,000 occupancy sensors are installed in completed upgrades.



Green Lights participants spotlight their lighting upgrades and promote their participation during the week of Earth Day.



Green Lights participants are recognized at the first White House Conference on Climate Action.



The Peachtree Center and Green Lights Partners Turner Broadcasting System and Georgia Tech run PSAs on billboards in Atlanta promoting Green Lights and ENERGY STAR.

MAY



Green Lights participates in the 1994 Lightfair International to publicize the benefits of energy-efficient lighting and to recognize Partners and Allies.



University of Michigan Hospitals produces pamphlet for its 7,500 employees to educate them about Green Lights and the upgrades beginning in their facilities.



Number of Surveyor Allies reaches 739.

JUNE



John F. Kennedy School of Government at Harvard and Princeton University join Green Lights.



Green Lights issues fifth edition of *Lighting Upgrade Manual*.

ENDORSERS...

COMMERCE
ASHRAE
ASSN OF PROFESSIONAL
ENERGY CONSULTANTS
(APEC)
ASSOCIATED INDUSTRIES
OF MASSACHUSETTS
ASSOCIATION OF
COUNTY
COMMISSIONERS OF
GEORGIA
ASSN OF DEMAND-SIDE
MGT PROFESSIONALS

ASSOCIATION OF
ENERGY ENGINEERS
ASSOCIATION OF
PROFESSIONAL ENERGY
MANAGERS
ASSOCIATION OF
DELAWARE HOSPITALS
ASSOCIATION OF
SCIENCE-TECHNOLOGY
CENTERS
ASSOCIATED STUDENTS
OF UC BERKELEY
ASSOCIATION OF

WASHINGTON SCHOOL
PRINCIPALS
ATLANTA COMMITTEE
FOR THE OLYMPIC
GAMES
ATLANTA REGIONAL
COMMISSION
AUDUBON SOCIETY OF
NEW YORK STATE, INC.
AUTOMOTIVE
WHOLESALEERS OF
ILLINOIS
BOULDER COUNTY

CLEAN AIR
CONSORTIUM
BUSINESS FOR SOCIAL
RESPONSIBILITY
CALIFORNIA MUNICIPAL
UTILITIES ASSOCIATION
ASSOCIATION OF
COUNTIES
CALIFORNIA CHAMBER
OF COMMERCE
CASINO ASSOCIATION
OF NEW JERSEY

CENTER FOR
INDUSTRIAL SERVICES,
UNIVERSITY OF
TENNESSEE
CENTER FOR MARINE
CONSERVATION
CITIZEN ACTION
CLEAN OCEAN ACTION
CLEAN AIR COUNCIL
CLEAN WATER ACTION
THE CLIMATE INSTITUTE
COLORADO HOSPITAL
ASSOCIATION

COLORADANS FOR
CLEAN AIR
COMMONSENSE
COMMUNITY
ASSOCIATIONS
INSTITUTE
CONCERN INC.
CONNECTICUT
BUSINESS & INDUSTRY
ASSOCIATION
CONSULTING
ENGINEERS COUNCIL
OF METRO

WASHINGTON
CONSUMER COUNSEL,
STATE OF OHIO
COUNCIL OF STATE
GOVERNMENTS
DC CHAMBER OF
COMMERCE
ECOLOGIX
EDISON ELECTRIC
INSTITUTE
ELECTRIC IDEAS
CLEARING HOUSE
ELECTRONIC

INDUSTRIES
ASSOCIATION
ELECTRICAL
ASSOCIATION OF
PHILADELPHIA, THE
ENVIRONMENTAL LAW
INSTITUTE
ENVIRONMENTAL
ACTION
ENVIRONMENTAL
AWARENESS
FOUNDATION
ENVIRONMENTAL

ACTION CLUB OF
SKIDMORE COLLEGE
ENVIRONMENTAL
BUSINESS ASSOCIATION
INSTITUTE
ENVIRONMENTAL AND
ENERGY STUDY
INSTITUTE
ESATECH C.A.
FEDERATED GARDEN
CLUB OF VERMONT
FEDERATED GARDEN
CLUBS OF
CONNECTICUT

FLORIDA INSTITUTE OF
GOVERNMENT
FOOD MARKETING
INSTITUTE
FRIENDS OF THE EARTH
GARDEN CLUB
FEDERATION OF
MASSACHUSETTS
GEORGIA HOSPITAL
ASSOCIATION
GEORGIA MUNICIPAL
ASSOCIATION
GEORGETOWN

1994 Green Lights Timeline

JUNE



EPA begins the ENERGY STAR Faxline System, designed to make more information available more quickly to current and prospective Green Lights participants.



Green Lights introduces *ReportKalc*, a new software tool designed to speed reporting and improve upgrade data management.



EPA launches the ENERGY STAR Showcase Buildings program.



EPA places 1,115 "Do a World of Good" posters on Maryland Transportation Administration buses, rail cars, and stations in Baltimore and Washington metropolitan areas.

JULY



More than 3 million T8 lamps are installed in completed upgrades.



Annual CO₂ emission reductions from completed Green Lights upgrades top 800 million pounds.



Green Lights staff present materials and educate more than 80 visitors interested in the program at the 31st annual conference of the American Society for Hospital Engineering. Hospital Partner of the Year award for 1995 is announced.

AUGUST



Green Lights participants number more than 1,500.



The Cities of Baltimore and Annapolis and the U.S. Naval Academy sign MOUs.



More than 170,000 compact fluorescent lamps have been installed in Green Lights upgrades.

SEPTEMBER



NLPIP releases a *Specifier Report* on reflector lamps.



EPA introduces *ProjectKalc* version 1.0.

ENDORSERS...

UNIVERSITY STUDENT
ASSOCIATION
THE GLOBAL CITIES
PROJECT
GREATER ATLANTA
CHAMBER OF
COMMERCE
CHAMBER OF
SEATTLE
CHAMBER OF
COMMERCE
GREATER JACKSONVILLE
AREA HOSPITAL
COUNCIL

GREEN HOTELS
ASSOCIATION
HAMPSHIRE COLLEGE
PUGWASH
HAWAII HOTEL
ASSOCIATION
HOME CENTER
INSTITUTE
HOSPITAL ASSOCIATION
OF PENNSYLVANIA
HOSPITAL COUNCIL OF
GREATER MILWAUKEE
HOSPITAL SHARED

SERVICES
HOSPITAL ENGINEERS OF
SOUTHWESTERN PA
HOSPITAL COUNCIL OF
WESTERN
PENNSYLVANIA
HOSPITAL ASSN OF
CENTRAL OHIO
HVS ECO SERVICES
ILLUMINATING
ENGINEERING SOCIETY
OF NORTH AMERICA
INDUSTRIAL LIGHTING

DISTRIBUTORS OF
AMERICA
INSTITUTE FOR
ALTERNATIVE FUTURES
INST FOR COOP IN
ENVIRONMENTAL
MANAGEMENT
INSTITUTE FOR LOCAL
SELF-RELIANCE
INSTITUTE OF REAL
ESTATE MANAGEMENT
INTERNAT'L INST FOR
ENERGY CONSERVATION

INTERNATIONAL
FACILITY MANAGEMENT
ASSOCIATION
INT'L BROTHERHOOD
OF ELEC WORKERS
LOCAL UNION #98
IOWA ASSOCIATION OF
BUSINESS & INDUSTRY
IOWA HOSPITAL
ASSOCIATION, INC.
IZAAK WALTON LEAGUE
KANSAS CITY AREA
HOSPITAL ASSOCIATION

KENT STATE UNIVERSITY
UNDERGRADUATE
STUDENT SENATE
LIGHTING DESIGN LAB
LONG ISLAND
ASSOCIATIONS, INC.
LOS ANGELES AREA
CHAMBER OF
COMMERCE
LOUISIANA HOSPITAL
ASSOCIATION
MAINE CHAMBER OF
COMMERCE AND

INDUSTRY
MAINE MUNICIPAL
ASSOCIATION
MAINE HOSPITAL
ASSOCIATION
MARYLAND
ASSOCIATION OF
COUNTIES
MARYLAND CHAMBER
OF COMMERCE
MARYLAND HOSPITAL
ASSOCIATION
MARYLAND MUNICIPAL

LEAGUE
MASSACHUSETTS
ENERGY EFFICIENCY
COUNCIL
MASSACHUSETTS
MUNICIPAL WHOLESALE
ELECTRIC CO.
METRO WASHINGTON
COUNCIL OF
GOVERNMENTS
METROPOLITAN ENERGY
CENTER
MINNESOTA CHAMBER

OF COMMERCE
MINNESOTA
ENVIRONMENTAL
INITIATIVE
MINNESOTA HOSPITAL
ASSOCIATION
MONTANA HOSPITAL
ASSOCIATION
MS TECHNICAL
ASSISTANCE PROGRAM
MT. WASHINGTON
VALLEY CHAMBER OF
COMMERCE

NALMCO
NATIONAL
ASSOCIATION OF CHAIN
DRUG STORES
NATIONAL
ASSOCIATION OF
COUNTIES (NACO)
NATIONAL
ASSOCIATION OF
ELECTRICAL
DISTRIBUTORS
NAT ASSN OF
REGULATORY UTILITY



Program Growth



Implementation



Public Recognition



Green Lights Event

SEPTEMBER



Green Lights announces upcoming 1995 Partner & Ally of the Year awards.



TBS, Georgia Power, and Greater Atlanta Chamber of Commerce erect Captain Planet billboard in Atlanta promoting Green Lights and ENERGY STAR programs.

OCTOBER



The City of Pittsburgh becomes a Green Lights Partner.



EPA hosts ENERGY STAR Computers Conference, at which more than 100 representatives of computer and office equipment manufacturers gather to recognize program achievements and to chart future progress.



A seven-page supplement promoting ENERGY STAR Computers appears in *Forbes*.



American School & University and *School & College* magazines run PSAs recognizing colleges and universities participating in Green Lights.

NOVEMBER



Green Lights Partner State of Ohio begins low-interest loan program for pollution prevention and energy efficient equipment upgrades or purchases by small to medium-sized businesses.



Johnson & Johnson presents 11 facility managers with plaques congratulating their facilities for completing Green Lights upgrades.



The Washington Times runs three different PSAs throughout the month.

DECEMBER



The United States Military Academy at West Point joins Green Lights.



Green Lights program finishes the year with a total of 1,682 participants.



EPA raises the minimum required internal rate of return (IRR) for upgrade projects to 20%.

ENDORSERS...

COMMISSIONERS NATIONAL CONFERENCE OF STATES NAT CNCL OF STATE GARDEN CLUBS, N ENGLAND REGION NATIONAL ENERGY MANAGEMENT INSTITUTE NATIONAL RESTAURANT ASSOCIATION NATIONAL RETAIL HARDWARE	ASSOCIATION NATIONAL RURAL ELECTRIC COOPERATIVE ASSOCIATION NAT ASSN OF POWER ENGINEERS, MET MIAMI FL CH #4 NATIONAL EARTH SCIENCE TEACHERS ASSOCIATION NATIONAL ELECTRICAL CONTRACTORS ASSN MANUFACTURERS ASSN THE NATIONAL	LIGHTING BUREAU NATIONAL ASSOCIATION OF TOWNS AND TOWNSHIPS NATIONAL ASSOCIATION FOR ENVIRONMENTAL MANAGEMENT NATIONAL ELECTRICAL CONTRACTORS ASSN NATIONAL ASSN OF POWER ENGINEERS, NY	CHAP #24 NATIONAL ASSOCIATION OF STATE FACILITIES ADMINISTRATORS NECA, ILLINOIS CHAPTER NEW HAMPSHIRE BUSINESS & INDUSTRY ASSOCIATION NEW HAMPSHIRE FEDERATION OF GARDEN CLUBS	NEW HAMPSHIRE HOSPITAL ASSOCIATION NEW JERSEY BUSINESS & INDUSTRY ASSOCIATION NEW JERSEY HOSPITAL ASSOCIATION NEW MEXICO HOSPITAL ASSOCIATION NORTH CAROLINA CONSUMERS COUNCIL NORTH CAROLINA HOSPITAL ASSOCIATION NORTH CAROLINA	SOLAR ENERGY ASSOCIATION NORTHEAST PUBLIC POWER ASSOCIATION NORTHERN LIGHT SECTION IES NORTHWEST POWER PLANNING COUNCIL NORTHWEST PUBLIC POWER ASSOCIATION NORTHWOOD NH CONSERVATION COMMISSION	NPFMA OHIO CITIZENS FOR RESPONSIBLE ENERGY OHIO HOSPITAL ASSOCIATION OHIO POLLUTION PREVENTION NETWORK OKLAHOMA HOSPITAL OR SOCIETY FOR HOSPITAL ENGINEERING PACIFIC NORTHWEST SKI AREAS ASSOCIATION	PENNSYLVANIA GAS ASSOCIATION PENNSYLVANIA ASSOCIATION OF SCHOOL BUSINESS OFFICIALS THE PROFESSIONAL ASSN OF HINNKEEPERS INTL PUBLIC CITIZEN PUBLIC TECHNOLOGY, INC. PUERTO RICO HOSPITAL ASSOCIATION	THE PURCHASE CONNECTION RADIO CATSKILL (WJFF JEFFERSONVILLE) RAILS-TO-TRAILS CONSERVANCY THE REGIONAL AIR POLLUTION CONTROL AGENCY REMODELING CONTRACTORS ASSOCIATION OF AMERICA	RESPONSIBLE ENERGY OF HAMPSHIRE COLLEGE RI FEDERATION OF GARDEN CLUBS, INC. SACRAMENTO METROPOLITAN CHAMBER OF COMMERCE SADDLEBACK MOUNTAIN LIONS CLUB OF NH SAN FRANCISCO
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Key Voluntary Program Personnel

ATMOSPHERIC POLLUTION PREVENTION DIVISION (APPD)

Division Management Team

John S. Hoffman . . Division Director (202) 233-9190

Kathleen Hogan . . Deputy Division Director (202) 233-9312

Sol Salinas Communications Director (202) 233-9001

Jackie Krieger Operations Director (202) 233-9721

Commercial and Industrial Buildings Management Team

Maria Tikoff ENERGY STAR Marketing (202) 233-9178

Jean Lupinacci . . . ENERGY STAR Customer Service/Technical Information . (202) 233-9137

Richard White ENERGY STAR Sales (202) 233-9242

Andrew Moyad . . . Green Lights Customer Service/Technical Information . . (202) 233-9321

Residential Management Team

Jeanne Briskin . . . ENERGY STAR Financing (202) 233-9190

Linda Latham ENERGY STAR Appliance and Labelling (202) 233-9420

Sam Rashkin ENERGY STAR New Homes (202) 233-9786

Carol May ENERGY STAR HVAC Equipment (202) 233-9787

ENDORSERS...

• CHAMBER OF	• ASSOCIATION OF NEW	• HOSPITAL ASSOCIATION	• COLLEGE	• UNION OF CONCERNED	• COUNCIL	• VIRGINIA	• INC.	• ADMINISTRATORS	• ACTION COUNCIL
• COMMERCE	• ENGLAND	• SPOKANE CHAMBER OF	• STUDENT ASSN OF	• SCIENTISTS	• USTELEPHONE	• MANUFACTURERS	• VA STATE	• WASHINGTON STATE	• WEST VIRGINIA
• SAN JOSE	• SOCIETY FOR THE	• COMMERCE	• SUNY AT OSWEGO	• UNITED GARDEN STATE	• ASSOCIATION	• ASSOCIATION	• SUPERINTENDENT OF	• SCHOOL DIRECTORS	• MANUFACTURERS
• METROPOLITAN	• PROTECTION OF NH	• STUDENT PUGWASH	• SUN DAY CAMPAIGN	• RESTAURANT &	• VERMONT BUSINESSES	• VIRGINIA CHAMBER OF	• PUBLIC INSTRUCTION	• ASSOCIATION	• ASSOCIATION
• CHAMBER OF	• FORESTS	• USA	• TEXAS ASSOCIATION OF	• LODGING ASSN	• FOR SOCIAL	• COMMERCE	• WASHINGTON STATE	• WASHINGTON	• WILDLIFE
• COMMERCE	• SOIL AND WATER	• STUDENTS FOR AN	• BUSINESS	• UNIVERSITY OF	• RESPONSIBILITY	• VIRGINIA ASSOCIATION	• HOSPITAL ASSOCIATION	• ASSOCIATION OF	• CONSERVATION
• SCIENCE TEACHERS	• CONSERVATION	• ENERGY EFFICIENT	• THE ENVIRONMENTAL	• OKLAHOMA STUDENT	• VERMONT STUDENT	• OF COUNTIES	• WASHINGTON ASSN OF	• SCHOOL BUSINESS	• SOCIETY
• ASSOCIATION OF NEW	• SOCIETY	• ENVIRONMENT	• EXCHANGE	• ASSN	• ENVIRONMENTAL	• VIRGINIA MUNICIPAL	• MAINTENANCE & OPS	• OFFICIALS	• WISCONSIN CENTER
• YORK STATE	• SOUTHERN	• THE STUDENT ASSN OF	• THE NATIONAL	• UNIVERSITY OF MAINE	• PROGRAM	• LEAGUE	• ADMINISTRATORS	• WASTE REDUCTION	• FOR DEMAND-SIDE
• SEATTLE AREA HOSPITAL	• APPALACHIAN MAN &	• THE GW UNIVERSITY	• COMMERCIAL BUILDERS	• STUDENT GOVERNMENT	• VIRGIN ISLANDS	• VIRGINIA HOSPITAL	• WASHINGTON	• ACTION COALITION	• RESEARCH
• COUNCIL	• THE BIOSPHERE COOP	• STUDENT GOVERNMENT	• COUNCIL	• US GREEN BUILDING	• RETAILER'S ASSOCIATION	• ASSOCIATION	• ASSOCIATION OF	• WEST MICHIGAN	• YORK FOUNDATION
• SMALLER BUSINESS	• SOUTH CAROLINA	• ASSN OF SKIDMORE				• THE WAGNER GROUP	• SCHOOL	• ENVIRONMENTAL	

ENERGY STAR Programs Can Help Your Organization. Contact Us by Phone, Fax, or on the Internet:

Green Lights/ENERGY STAR Hotline: (202) 775-6650 FAX: (202) 775-6680

Internet:

EPA Home: <http://www.epa.gov>
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ES Programs: <http://www.epa.gov/docs/GCDOAR/EnergyStar.html>
ES Buildings: [...GCDOAR/esb-home.html](http://www.epa.gov/docs/GCDOAR/esb-home.html)
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Or, Return This Form to: THE US ENVIRONMENTAL PROTECTION AGENCY
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