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**ENERGY STAR BUILDINGS<sup>SM</sup> AND GREEN LIGHTS<sup>®</sup>**

# Update

## 1999 Partner and Ally of the Year Awards

The U.S. EPA congratulates this year's ENERGY STAR Buildings and Green Lights Partners and Allies of the Year. These outstanding businesses and organizations have gone above and beyond in their efforts to reduce energy use through investments in comprehensive energy-efficiency upgrades.





## HONORING ENVIRONMENTAL ACCOMPLISHMENTS

# 1999 ENERGY STAR® Ceremony

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The ENERGY STARS came out on April 14, 1999 at the U.S. Environmental Protection Agency's (EPA) and the U.S. Department of Energy's (DOE) annual ENERGY STAR Awards Ceremony held in Washington, D.C.



Every year, EPA and DOE recognize exceptional businesses and organizations across the country that strive toward the common goal of protecting the environment through

their partnership with ENERGY STAR. This year's ceremony honored participants from ENERGY STAR Office Equipment, Home Electronics, Exit Signs, Appliances, Windows, Homes, and ENERGY STAR Buildings and Green Lights.

The ENERGY STAR Ceremony featured a reception sponsored by Johnson Controls, Inc., 1999 ENERGY STAR Buildings Ally of the Year and remarks by Kathleen Hogan, Director of the Climate Protection Division, EPA;

Robert Perciasepe, Assistant Administrator, Office of Air and Radiation, EPA; and Dan Reicher, Assistant Secretary, Energy Efficiency and Renewable Energy, DOE. Jim Pertzborn, General Manager, Network and Personal Computers, Personal Systems Group, IBM Corporation presented the keynote address. Throughout the evening, several speakers and award winners emphasized the impact energy efficiency and environmental responsibility are having to help build a stronger economy while preventing the emissions of harmful air pollutants.

Recipients of the 1999 ENERGY STAR Buildings and Green Lights Partner and Ally of the Year Awards were selected based on their significant efforts to invest in and implement energy-efficiency upgrades, promote the benefits of energy efficiency, and recruit other organizations to partner with EPA. These award-winning Partners and Allies are stellar examples of how businesses and organizations can successfully integrate smart business decisions with environmental leadership.



Robert Perciasepe, Assistant Administrator, Office of Air and Radiation, U.S. EPA

*"These voluntary partnerships are really something for all of us to be proud of and it's something we all benefit from. When you think about a cleaner environment, ENERGY STAR resulted in the prevention of over 130,000 tons of nitrogen oxides and 21 million tons of carbon dioxide in 1998. [ENERGY STAR] also resulted in lower energy bills – a \$2.3 billion saving in energy bills – and \$2.2 billion in improved efficiency to buildings in 1998. And, ENERGY STAR products amount to tens of billions of dollars in sales every year. This is an incredible accomplishment for the Partnerships."*

— Robert Perciasepe



## RECOGNIZING EXCELLENCE IN ENERGY EFFICIENCY

# 1999 ENERGY STAR Buildings and Green Lights Partners and Allies of the Year

### 1999 ENERGY STAR Buildings Corporate Partner of the Year

**Polaroid** Since joining Green Lights in 1991, and ENERGY STAR Buildings in 1996, **Polaroid Corporation** upgraded nearly five million square feet of space with energy-efficient technologies. Owing its energy-savings success largely to the upgrades and careful planning of its Corporate Energy Council, Polaroid now saves more than \$3 million per year in energy costs.

"Polaroid is honored to be selected this year's Corporate Partner of the Year," said Roger Borghesani, Corporate Energy Manager. "We feel that this award is appropriate for our efforts over the last 20 years for work on energy efficiency and conservation projects."

### 1999 ENERGY STAR Buildings Ally of the Year

**JOHNSON  
CONTROLS**

Johnson Controls, Inc.

From Partner events to its Internet site, **Johnson**

**Controls, Inc.** works to promote the ENERGY STAR Buildings and Green Lights Partnership in as many ways as possible. As a performance contractor, Johnson Controls has measured, monitored, and managed energy usage for more than 1,400 organizations, helping maximize cost savings (over \$1 billion to date) and enhancing building performance through energy-efficiency upgrades. Johnson Controls' upgrades of its corporate facilities reduce the company's annual energy costs by more than \$150,000. Johnson Controls also sponsored the ENERGY STAR Pre-Ceremony Reception.

"Johnson Controls has long supported EPA's voluntary energy-efficiency programs," said Tom Gannon, Vice President

and General Manager. "This award isn't about Johnson Controls, it's about our customers."

### 1999 ENERGY STAR Buildings Retail Partner of the Year

**mervyn's** Mervyn's  
California

has embraced the ENERGY STAR Buildings integrated approach, emphasizing comprehensive upgrades. During its store upgrades, Mervyn's increased the lighting level of its retail space by 88 percent and improved merchandise visibility. Even with this lighting increase, the average annual energy consumption per store was lowered by 171,000 kWh through a comprehensive upgrade strategy.

Mervyn's also communicates its environmental efforts through programs such as Weekend for Giving, which celebrates community service. One of the ways Mervyn's promotes this event is by distributing press kits that include information on the company's energy-efficiency efforts.

### 1999 ENERGY STAR Buildings Healthcare Partner of the Year

New York State  
**omh**  
Office of Mental Health

The New York State  
**Office of Mental Health**  
(OMH) incorporated the

ENERGY STAR Buildings strategy into its Energy-Efficiency and Pollution-Prevention Program, reducing the agency's energy use by nearly 55 percent. The agency credits this enormous energy reduction to the aggressive pursuit of all five stages of building and lighting upgrades. Realizing an internal rate of return of 36 percent, OMH

*continued on page 4*



left to right: Tim Peglow, Johns Hopkins University; Michael Butler, Sachem Central School District; James Lussier, St. Charles Medical Center; Tom Gannon, Johnson Controls, Inc.



New York State Office of Mental Health Energy Management Team with Paul Stolpman, U.S. EPA

cumulatively saved \$55 million in energy costs through energy-efficiency upgrades.

"I think people have to put the focus on energy efficiency and put it in the limelight," said Neill Anderson, Director of Engineering. "It's this kind of recognition, plus top-level support from upper offices, that make it happen for the good of the State of New York."

### 1999 ENERGY STAR Buildings Ally of the Year



**CEC Consultants, Inc.** (CEC) introduced the ENERGY STAR Buildings Partnership to numerous organizations in the greater Cleveland area by hosting ENERGY STAR Buildings breakfast seminars. CEC also placed ENERGY STAR Buildings advertisements on Central Ohio Transit Authority buses and sent out postcards with the ENERGY STAR Buildings message. As a result of its efforts, CEC recruited five ENERGY STAR Buildings participants and one Endorser, achieving the Gold Level in the 1998 Ally Challenge. In addition to its promotional efforts, CEC helped ENERGY STAR Buildings Partners by performing energy audits and making upgrade recommendations using the ENERGY STAR Buildings strategic approach.

"We're excited about the fact that [through ENERGY STAR Buildings and Green Lights] we're getting exposure to millions of people that we could never have been able to reach any other way," said John R. Puskar, President. "It's the perfect networking opportunity."

### 1999 ENERGY STAR Buildings Government Partner of the Year



**Broward County Commission's** investments in energy-efficiency upgrades throughout more than 2.7 million square feet of facilities have resulted in electric utility savings of more than \$600,000 in fiscal year 1998. Beyond the cost savings associated with the upgrades, the improved energy efficiency annually pre-



left to right: Eric van Gestel, U.S. EPA; Dale Smith, CEC Consultants, Inc.; Paulette Huber, Neighborhood Housing Services of Toledo; John Puskar, CEC Consultants, Inc.; Caren Holzman, ICF Consulting

vents the release of more than 14 million pounds of carbon dioxide — the equivalent of planting 1,918 acres of trees. Proud of its commitment to pollution prevention, Broward County promotes the benefits of energy efficiency through a quarterly e-mail newsletter to employees, speaking engagements at conferences, and a dedicated Internet Web page.

### 1999 ENERGY STAR Buildings Education Partner of the Year



The **Wake County Public School System** (WCPSS) implements ENERGY STAR Buildings through its Energy Savers Program. This customized Program seeks to reduce the school system's energy expenses by using the ENERGY STAR Buildings strategy. In addition, the Energy Savers Program also provides education on energy management and conservation including conducting energy-efficiency workshops and publishing an annual Energy Savers Handbook. This handbook details the goals and objectives of the Program and provides suggestions on how individual schools can better manage their energy use. Having saved more than \$600,000 in energy costs last year, the school uses its success in ENERGY STAR Buildings to demonstrate how schools can manage their energy use.

"We're honored to have been chosen for this award," said Mazie Smith, Energy Manager. "We've tried to make ENERGY STAR Buildings a natural part of the way we do business in our schools."

### 1999 Green Lights Corporate Partner of the Year



Over the past eight years, **The Boeing Company** has demonstrated that Green Lights upgrades are an important part of a successful business strategy. By implementing energy-efficiency upgrades, Boeing reduced its lighting electricity use by more than 25 percent, reducing its annual energy bill by \$7 million. This 200 million kWh reduction also prevents the release of more than 40 million pounds of



left to right: Ronald Gilcrease, Amtech Lighting Services; Jean Lupinacci, U.S. EPA



carbon dioxide, contributing significantly to a cleaner environment. In addition, upgrades improved the company's performance. For example, upgrades in its Renton, WA facility reduced glare and improved color rendering and overall appearance of the space, garnering positive employee feedback.

### 1999 Green Lights Ally of the Year



**Amtech Lighting Services** actively promotes the benefits of EPA's ENERGY STAR Buildings and Green Lights Partnership. Since becoming a Green Lights Ally in 1991, the organization not only completed Green Lights upgrades in its facilities, but also helped ten Partners complete lighting upgrades. Expanding its commitment to maximizing energy efficiency, Amtech became an ENERGY STAR Buildings Ally in May of 1998 and received an Honorable Mention in the 1998 Ally Challenge. In order to spread the word about energy efficiency, Amtech also integrates the ENERGY STAR Buildings and Green Lights messages into its marketing and promotional materials.

"As a charter company in EPA's Green Lights Partnership we have spent the last eight years educating our clients that energy conservation does not have to mean sacrifice," said Ronald Gilcrease, President. "On behalf of the 900 Amtech Lighting employees who work each day to promote this program, I am honored to accept the award as the Green Lights Ally of the Year."

### 1999 Green Lights Retail Partner of the Year



As a Partner in Green Lights, **Staples** upgraded the lighting in 880 stores to more energy-efficient technologies. As a Partner in ENERGY STAR Buildings, Staples is planning to do much more. In 1998, Staples built 150 new stores, each incorporating the latest energy-efficient building. One hundred-thirty-five will follow in 1999 — all part of "Staples 28", an effort to reduce Staples' energy use and operating costs



left to right: Robert Valair, Staples; Rick White, U.S. EPA; Jean Lupinacci, U.S. EPA

by 28 percent. Staples also communicates its involvement in the program through unique vehicles such as ENERGY STAR Buildings T-shirts which are distributed to employees.

"When we started, my boss asked me 'Are you sure you want to do this?' and I said that we really needed to be a part of this program [Green Lights]," said Bob Valair, Manager of Facilities. "Today, we're taking our efforts to another level and making a difference."

### 1999 Green Lights Healthcare Partner of the Year

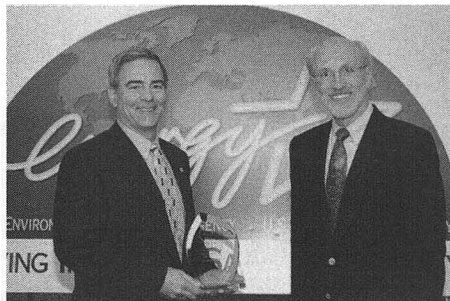


As anyone might expect, **Northern Illinois Medical Center's** primary concern with respect to facilities is occupant comfort. In order to prioritize comfort, the nursing staff was actively involved in lighting upgrade decisions in patient rooms. As a result of its lighting upgrades, the hospital saves \$82,000 per year in reduced lighting electricity costs. The center communicated the benefits of its more efficient lighting to employees and visitors through a temporary display in the hospital. The center also communicated its energy-efficiency achievements to local audiences by distributing press releases and information to local media outlets.

### 1999 Green Lights Government Partner of the Year



**Mercer County** was one of the first counties to join the Green Lights Partnership. Since 1993, Mercer County has been upgrading the lights in county and state buildings, schools, and higher-education institutions. By 1998, the County had upgraded more than 2.5 million square feet resulting in annual energy savings of \$1.7 million. In addition, the County prevents the release of more than 10.5 million pounds of carbon dioxide — the equivalent of planting 1,453 acres of trees. Proud of its pollution prevention accomplishments, the County communicates its successes to the public via television advertisements, editorial outreach, and informational brochures and reports.



left to right: Tony Motto, University of Virginia; Paul Stolpman, U.S. EPA



"Green Lights is the perfect example of how the public and private sector can work to save taxpayer dollars while providing economic growth and protecting the environment at the same time," said Jim Naples, Assistant Budget Director. "Also, I have to thank County Executive Robert Prunetti for encouraging local municipalities to participate in Mercer County's program."

#### 1999 Green Lights Government Partner of the Year



The **State of Ohio** upgraded the lighting in nearly 12 million square feet of its facilities. These upgrades occurred despite significant financial barriers. The State used performance contracting combined with air quality bond financing to pay for the upgrades, removing the burden from the limited capital budget. As a result of these energy-efficiency upgrades, the State reduced its annual energy use by almost 32 million kWh. In addition, the State prevents the annual release of more than 68 million pounds of carbon dioxide. The State promotes these Green Lights accomplishments to the business community, civic organizations, and the general public through presentations, fact sheets, Earth Day events, and training programs.

#### 1999 Green Lights Education Partner of the Year



The **University of Virginia** uses EPA's ENERGY STAR Buildings Manual as the principal course book in the school's Engineering 164: Engineering Design course. Students in the class use the ENERGY STAR Buildings guidelines to conduct energy analyses of campus buildings. In turn, the University's Energy Program Manager utilizes the students' work to develop energy projects. As a result of these and other energy projects, the University of Virginia reduced its energy use by 23 million kWh, preventing the release of 40 million pounds of carbon dioxide. The University hopes to inspire other colleges and universities to offer similar energy management courses and benefit from the knowledge and savings available through the ENERGY STAR Buildings Partnership.

"I'm proud of the University for letting my team put these energy-saving programs into action," said Tony Motto, Energy Program Manager.

#### CELEBRATING ACHIEVEMENTS IN ENERGY EFFICIENCY

### 1999 Partner and Ally of the Year Honorable Mentions

EPA is proud to recognize the following organizations as 1999 Partner and Ally of the Year Honorable Mentions for their dedication to protecting the environment by upgrading their facilities with energy-efficient technologies.

#### ENERGY STAR Buildings Corporate Partner:

Crown Cork and Seal Worldwide  
Headquarters

#### ENERGY STAR Buildings Retail Partner:

Shaw's Supermarkets, Inc.

#### ENERGY STAR Buildings Government Partner:

City of San Diego, California

#### ENERGY STAR Buildings Education Partner:

Delaware State University  
University of Michigan

#### ENERGY STAR Buildings Ally:

Advance Transformer Co.  
Verle A. Williams and Associates  
Viron Energy Services

#### Green Lights Corporate Partner:

3M

#### Green Lights Healthcare Partner:

Bone and Joint Hospital

#### Green Lights Government Partner:

City of Scottsdale, Arizona  
State of Michigan

#### Green Lights Education Partner:

Hofstra University  
Quakertown Community School  
District

## SHOWCASING PARTNERSHIP BENEFITS

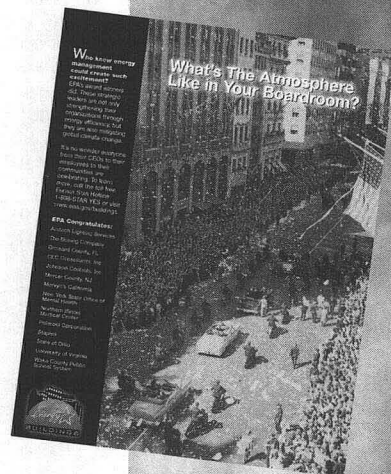
# 1999 Partner and Ally of the Year Public Service Announcement

1999 Partners and Allies of the Year are provided recognition for their achievements through various activities, including press coverage and, of course, this Partner and Ally of the Year *Update* issue. But one of the greatest forms of recognition for winners is a print public service announcement (PSA) that EPA creates and places on their behalf.

This year's PSA is unique in that it not only features the environmental and financial accomplishments of Partners and Allies of the Year, but also features them in way that is most meaningful to top-company management, such as CEOs, that are particularly concerned about company value. By depict-

ing the atmosphere in the boardroom of Partner and Ally winners as a tickertape parade, the PSA dramatically demonstrates how strategic energy management can improve organizational value, e.g. shareholder value.

Last year's Partner and Ally of the Year PSA drew an enthusiastic response from several business publications, such as *Fortune*, *Forbes*, and *Business Week* with placements reaching more than 3 million readers. EPA plans to target the same publications for the "Tickertape" PSA with the hopes of greater success due to the more business-focused message and dramatic tickertape parade visual.



## ACKNOWLEDGING OUTSTANDING ENVIRONMENTAL LEADERS

# 1999 ENERGY STAR Award Winners

At the 1999 ENERGY STAR Awards Ceremony, the following companies were honored for their outstanding contributions to pollution prevention through energy efficiency.

### ENERGY STAR Computer Partner:

IBM Corporation

### ENERGY STAR Imaging Partner:

Ricoh Corporation

### ENERGY STAR Home Electronics Partner:

Sony Electronics, Inc.

### ENERGY STAR Home Electronics Partner:

Matsushita Electric/Panasonic

### ENERGY STAR Exit Sign Partner:

Lithonia Emergency Systems

### ENERGY STAR Appliance Partner:

Whirlpool Corporation

### ENERGY STAR Appliance Leadership Award:

Maytag Appliances

### ENERGY STAR National Window Partner:

Andersen Corporation

### ENERGY STAR Regional Window Partner:

Windowmaster Products

### ENERGY STAR Regional Window Partner:

Soft-Lite L.L.C.

### ENERGY STAR National Window Retailer:

The Home Depot

### ENERGY STAR Homes Ally – Utility:

New England Joint Management Committee

### ENERGY STAR Homes Ally – Manufacturer:

Conectiv Power Delivery

### ENERGY STAR Homes Ally –

### Technical Support Provider:

Energy Rated Homes – Midwest

### ENERGY STAR Homes Ally –

### State or Local Government Agency:

Florida Department of Community Affairs  
and Florida Solar Energy Center

### ENERGY STAR Homes Special

### Recognition Awards:

Energy Services Group

Energy Diagnostics:

Florida H.E.R.O.


Energy Rated Homes of Utah





The ENERGY STAR Buildings & Green Lights *Update* is a free quarterly publication with a circulation of more than 35,000. Because the *Update* is circulated not only to ENERGY STAR Buildings and Green Lights participants but also interested members of the general public, receipt of this publication is not an indication that your organization is a participant. To add your name to the subscription list or to find out how to join the Partnership, please call the toll-free ENERGY STAR Hotline at 1-888-STAR YES (1-888-782-7937).

The *Update* encourages participants to submit articles of interest and provide input on past and future issues. Although the publication of submissions is not guaranteed, please forward materials and feedback to: *Update* Editor, 401 M Street, SW, (6202J), Washington, DC 20460; or fax to (202) 565-2083; or email to [smith.christie@epamail.epa.gov](mailto:smith.christie@epamail.epa.gov)

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## Online

Information about the ENERGY STAR Buildings and Green Lights Partnership and other ENERGY STAR programs are available online.

**ENERGY STAR Buildings and Green Lights**  
[www.epa.gov/buildings](http://www.epa.gov/buildings)

**ENERGY STAR® Label for Buildings**  
[www.epa.gov/buildinglabel](http://www.epa.gov/buildinglabel)

**Ally Services and Products (ASAP) Directory**  
[www.epa.gov/asap](http://www.epa.gov/asap)

**Update Home Page**  
[www.epa.gov/appdstar/news](http://www.epa.gov/appdstar/news)

## Partner & Ally of the Year Web Page

Want to learn more about the 1999 Partner and Ally of the Year award winners? Visit the ENERGY STAR Buildings Web site at [www.epa.gov/buildings](http://www.epa.gov/buildings) and click on the "What's New" icon. Under the headings "Special Events" and then "Partner and Ally of the Year", details about the Partner and Ally of the Year contest and award winners are available. The 1999 and 1998 awards recipients' names are also hotlinked to their home pages. For more information about the Partner and Ally of the Year selection process and other recognition opportunities, participants can contact the ENERGY STAR Hotline at 1-888-STAR YES (1-888-782-7937).



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