



Helping Build A Better Future

ENERGY STAR Buildings™ and Green Lights® 1997 Year In Review



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April 1998

CONGRATULATIONS TO ENERGY STAR BUILDINGS AND GREEN LIGHTS PARTICIPANTS:

Your partnership with the U.S. Environmental Protection Agency (EPA) is proof that environmental protection and economic progress go hand-in-hand. Over the past seven years, ENERGY STAR Buildings and Green Lights participants have voluntarily worked to incorporate energy-efficient technologies into current business strategies, resulting in dramatic reductions in air pollution emissions associated with global climate change, smog, and acid rain. Your leadership validates both the remarkable economic and environmental benefits of energy efficiency.

To date, ENERGY STAR Buildings and Green Lights participants have:

- Improved building lighting for 40 percent less energy;
- Completed energy-efficient lighting and whole-building upgrades in 2.8 billion square feet of facility space;
- Prevented more than 11 billion pounds of greenhouse gas emissions per year;
- Reduced electricity use by more than 7 billion kilowatt-hours per year; and saved more than \$514 million per year in energy costs.

Your investments in energy efficiency mean less air pollution, reduced operating costs, stronger and more competitive organizations, and increased opportunities for reinvestment in the American economy.

EPA wishes to thank the ENERGY STAR Buildings and Green Lights participants for your continuous leadership in utilizing energy-efficient technologies. Your enterprise is helping to solve the enormous problems of air pollution and global climate change in a cost-effective, commonsense way.



Carol M. Browner
Administrator
U.S. Environmental Protection Agency

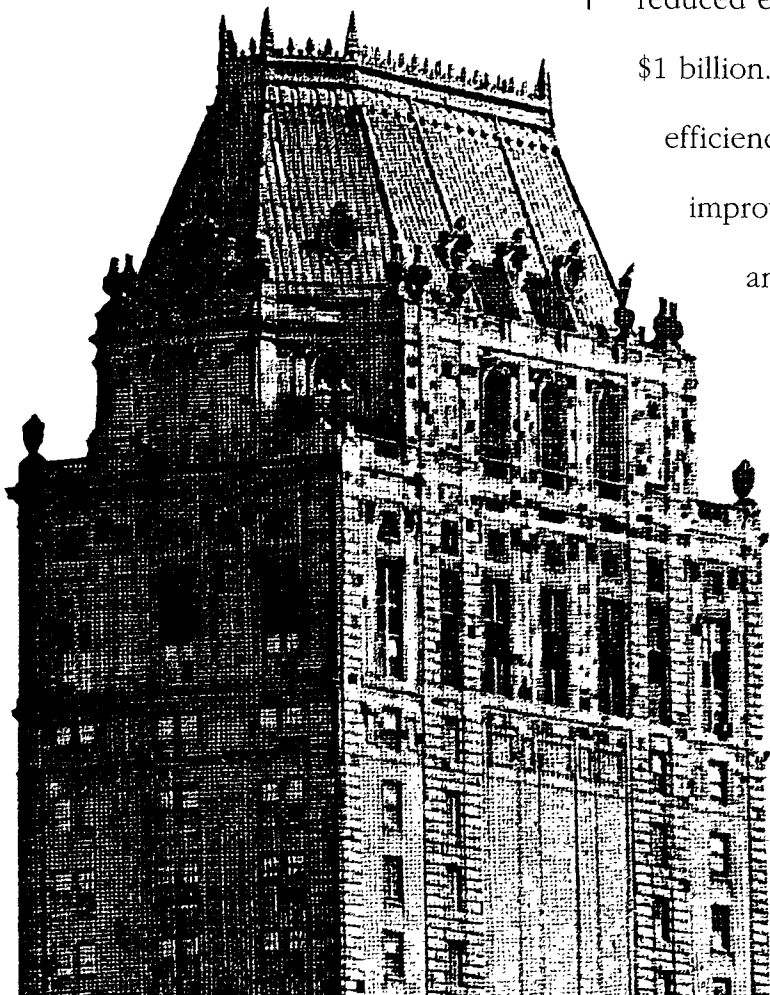
BUILDING STRONG BUSINESS STRATEGIES

*“ ENERGY STAR Buildings
is a smart business decision.
It keeps costs down and is
good for the environment. ”*

*– Kathy Loftus
Manager
Energy and Regulatory Affairs
Shaw's Supermarkets*

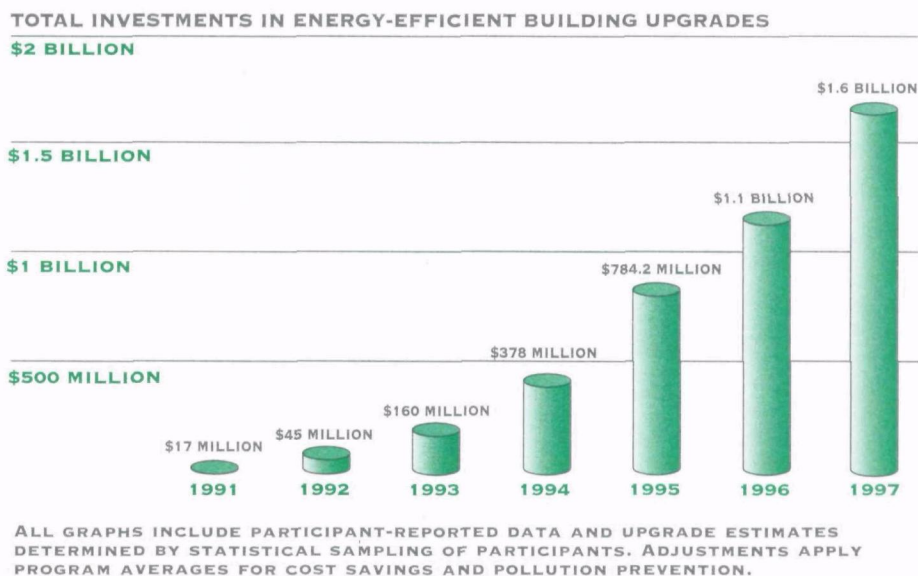
The “survival of the fittest” nature of business has prompted innovative ways to cut expenses and remain competitive. Since 1991, corporations, hospitals, universities, and other organizations have eliminated waste in a commonly overlooked area – energy bills. Through the U.S. Environmental Protection Agency’s ENERGY STAR BuildingsSM and Green Lights[®] Partnership, more than 2,600 organizations have cumulatively reduced energy waste by almost \$1 billion. Their investments in energy efficiency have also helped to improve their work space quality and strengthen their environmental leadership.

Energy efficiency represents an important opportunity for American organizations. The energy to run U.S.



commercial and industrial buildings costs about \$110 billion every year and produces 19 percent of U.S. carbon dioxide emissions – a major contributor to global climate change. If implemented nationally, ENERGY STAR Buildings and Green Lights could cut cumulative energy bills by \$130 billion by 2010 and reduce carbon dioxide emissions equivalent to eliminating the pollution from more than 20 million cars over the next decade.

In 1997, the accomplishments of ENERGY STAR Buildings and Green Lights participants set an important precedent for energy performance within the commercial and industrial marketplace. On average, every \$1 invested saves \$0.31 in energy costs and prevents the release of 6.7 pounds of carbon dioxide per year. The partnership demonstrates that the environmental and financial benefits of energy efficiency can advance any organization's mission.



*“The savings we received
from Green Lights made
joining ENERGY STAR Buildings
an easy decision.”*

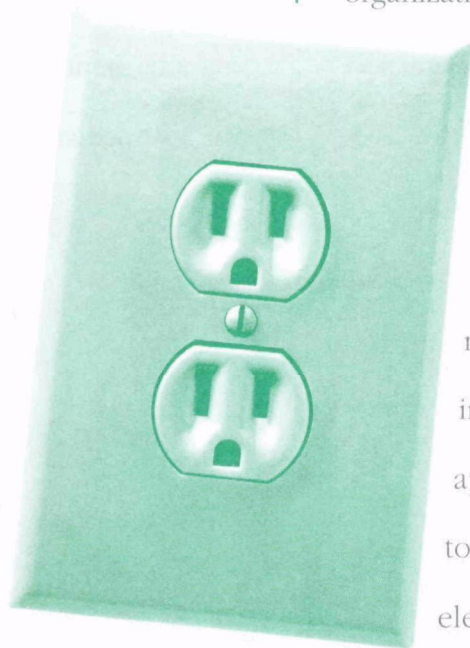
*– Phil Shocklee
Assistant Director
Campus Facilities
University of Missouri at Columbia*

ENERGY STAR Buildings and Green Lights participation has grown to 7.5 billion square feet – 10 percent of U.S.

commercial and industrial facility space.

Partners include school districts, small businesses, governments, and 34 percent of Fortune 500 companies.

Over the last two years, EPA's partnership has expanded to help organizations capture all energy savings



within a building and cut energy costs by approximately 30-35 percent. ENERGY STAR Buildings is based on making profitable investments in energy efficiency and applying a strategic approach to building upgrades. Key elements of the partnership

include benchmarking, monitoring real energy use, and taking advantage of system interaction.

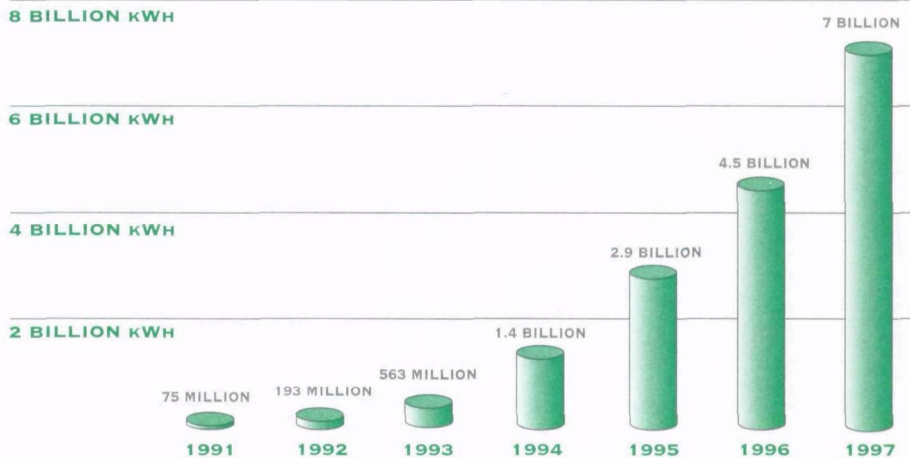


The rate of 1997 ENERGY STAR Buildings and Green Lights kWh savings is equal to powering all the homes in Vermont for 3.5 years.

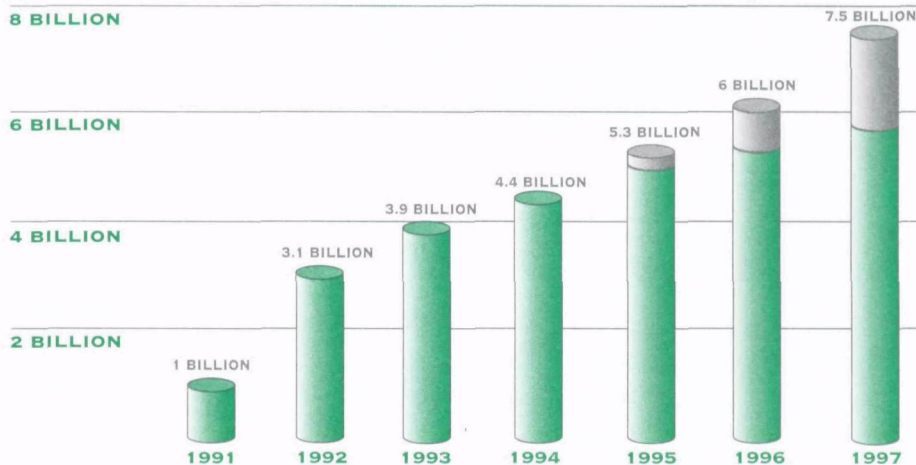
Realizing the substantial savings potential, Green Lights participants and other organizations have joined ENERGY STAR Buildings. As a result of current commitments, EPA expects the

partnership's energy savings to more than double in the next five years. At the same time, recruitment trends indicate even greater benefits in the next decade.

ANNUAL ENERGY SAVINGS FROM COMPLETED UPGRADES



TOTAL SQUARE FOOTAGE RECRUITED



ALL SQUARE FOOTAGE IS COMMITTED TO LIGHTING UPGRADES (GREEN LIGHTS). THE SHADED AREAS (1995-1997) REPRESENT SQUARE FOOTAGE THAT GOES BEYOND LIGHTING AND PURSUES WHOLE-BUILDING UPGRADES (ENERGY STAR BUILDINGS).

“ENERGY STAR Buildings allows us to save more than \$4 million in energy costs each year.”

*– Jim Tucker
Associate Vice President
University of Cincinnati*

By the end of 1997, the ENERGY STAR Buildings and Green Lights strategy was helping to eliminate energy waste at 7 billion kilowatt-hours annually and to save more than \$514 million per year. Once thought of as an uncontrollable overhead expense, energy has become an area for high-return investment and strategic management through the

efforts of ENERGY STAR Buildings and Green Lights participants.

Unlike most high-yield investments, whole-building energy-efficiency upgrades involve little financial risk, while yielding a return on investment averaging between

20-30 percent. In comparison, stock market earnings, on average, have only generated an approximate 11 percent return each year over the past 20 years.

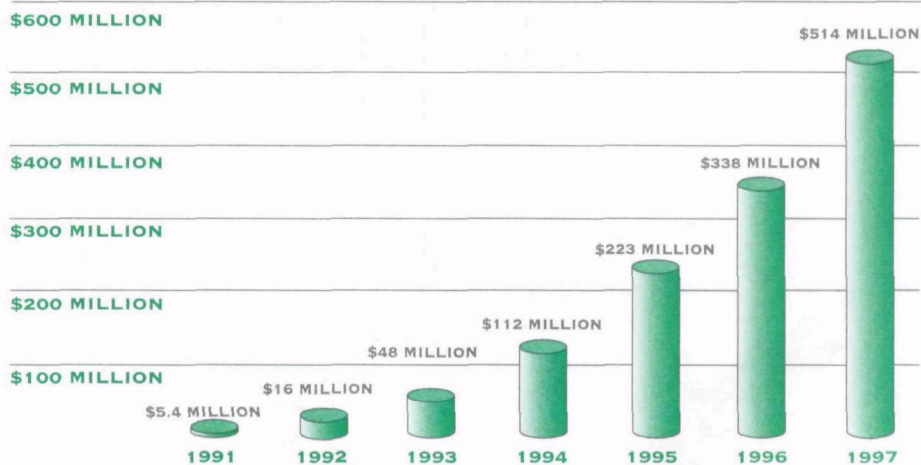


The rate of 1997 ENERGY STAR Buildings and Green Lights energy cost savings is equal to the average annual college tuition of 23,323 students.

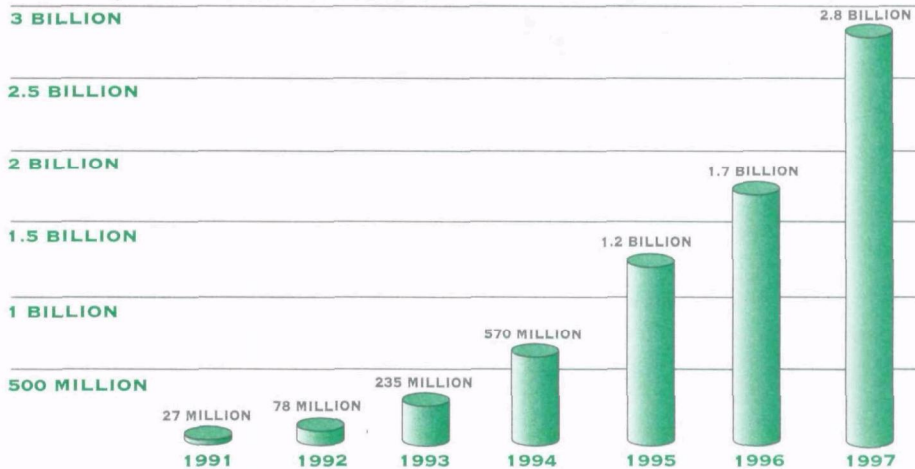
The benefits of strategic energy management are becoming increasingly important as energy markets change. By tracking and understanding energy needs, ENERGY STAR Buildings and

Green Lights participants are also better positioned to negotiate during utility restructuring or with vendors of equipment and services. Energy efficiency is a smart business strategy.

ANNUAL ENERGY COST SAVINGS FROM COMPLETED UPGRADES



TOTAL SQUARE FOOTAGE UPGRADED



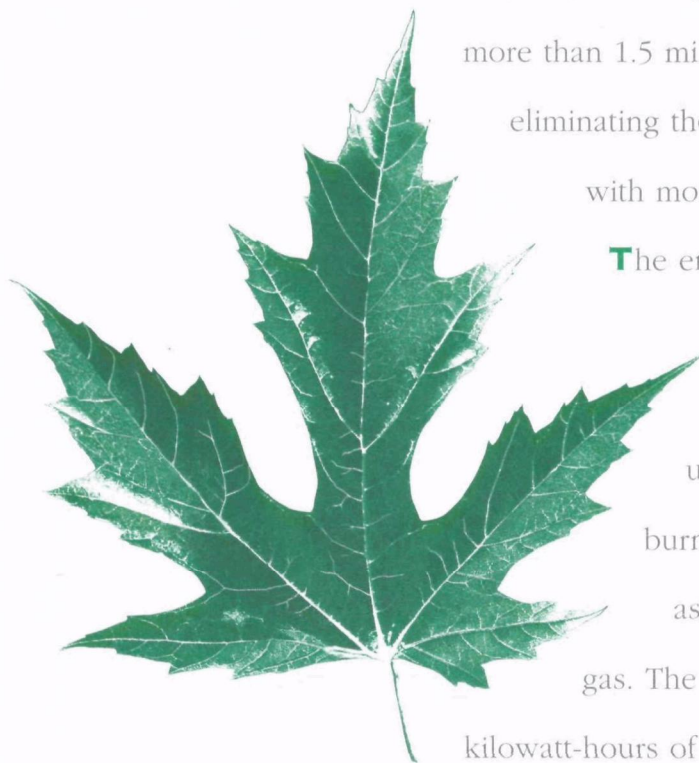
“It’s good to know that our upgrades help keep the environment clean.”

*– Ken Elken
Facility Management Director
St. Mary’s Hospital*

By reducing energy waste in their buildings, ENERGY STAR Buildings and Green Lights participants prevent the release of emissions at 1.4 million metric tons of carbon equivalent (MMTCE) per year. This air pollution reduction is comparable to planting more than 1.5 million acres of trees or eliminating the pollution associated with more than 1 million cars.

The energy produced to run commercial and industrial buildings is usually generated by burning fossil fuels, such as coal, oil, or natural gas. The generation of 10,000

kilowatt-hours of electricity, the average energy need of an American household, also produces 7.5 tons of carbon dioxide and 25 kilograms of nitrogen oxides. Carbon dioxide

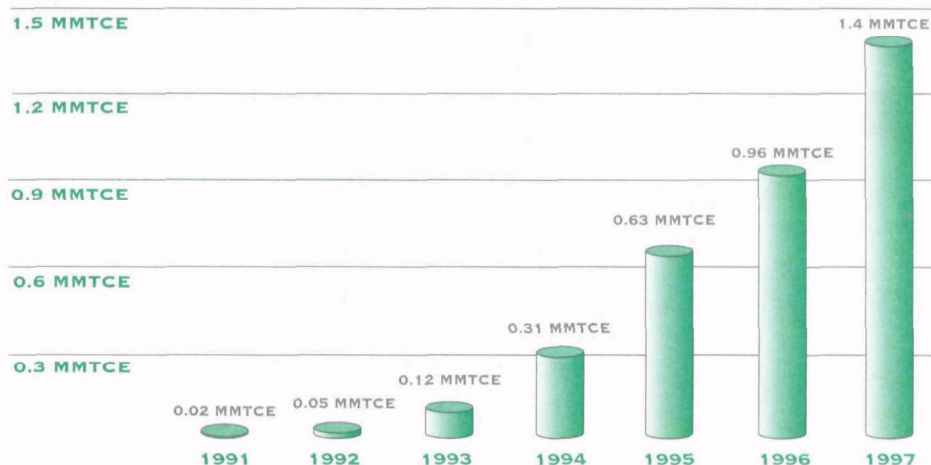


The rate of 1997 ENERGY STAR Buildings and Green Lights carbon dioxide savings is equal to planting 1.5 million acres of trees, which would cover Central Park 1,843 times.

emissions contribute to global climate change, while nitrogen oxides are linked to urban smog and acid rain. Because the energy to run U.S. commercial and industrial buildings

accounts for 19 percent of carbon dioxide and 12 percent of nitrogen oxides emissions, eliminating energy waste in buildings significantly improves the air we breathe.

ANNUAL CARBON EQUIVALENT PREVENTED FROM COMPLETED UPGRADES



BRIGHTENING THE FUTURE

ENERGY STAR Buildings participants realize immediate benefits after completing Green Lights, Stage One of the partnership. Fulton County, Georgia, saved 2.8 million kWh shortly after upgrading the lighting in 5 million square feet. While improving its work space, the County annually prevents the pollution equivalent to removing 420 cars from the road.



ENERGY STAR BUILDINGS AND GREEN LIGHTS PARTNERS AND ALLIES OF THE YEAR

EPA is dedicated to recognizing its participants' proactive efforts to prevent air pollution. The ENERGY STAR Buildings and Green Lights Partnership annually distinguishes "Partners and Allies of the Year" – exemplary organizations that have combined environmental concerns with smart business decisions. As a result, the successes of these institutions are spotlighted locally, within trade organizations, and nationally. In fact, the 1997 Partners and Allies of the Year were acknowledged for their accomplishments in publications including *Business Week*, *Fortune*, and *National Real Estate Investor*.

THE 1998 PARTNERS AND ALLIES OF THE YEAR INCLUDE:

ENERGY STAR Buildings Partner of the Year
MOBIL CORPORATION

ENERGY STAR Buildings Ally of the Year
**THE TRANE COMPANY,
WORLDWIDE APPLIED
SYSTEMS GROUP**

Corporate Partner of the Year – Green Lights
**COMPAQ COMPUTER
CORPORATION**

Government Partner of the Year – Green Lights
**LOUISVILLE AND JEFFERSON
COUNTY METROPOLITAN
SEWER DISTRICT (MSD)**

Healthcare Partner of the Year – Green Lights
ST. JOSEPH HOSPITAL

Hospitality Partner of the Year – Green Lights
WALT DISNEY WORLD CO.

Education Partner of the Year – Green Lights
**DAVENPORT COMMUNITY
SCHOOL DISTRICT**

Retail Partner of the Year – Green Lights
MCDONALD'S

Ally of the Year – Green Lights
**AMERICAN ELECTRIC POWER
COMPANY (AEP)**



ENERGY STAR Buildings Partner of the Year

MOBIL CORPORATION

Mobil Corporation utilized the ENERGY STAR Buildings strategy as a road map and developed an energy management plan to reduce energy costs by \$125 million over the next five years. Mobil's energy-efficiency efforts in its facilities also annually prevent a total of over 103 million pounds of carbon dioxide, 500,000 pounds of sulfur dioxide, and 35,000 pounds of nitrogen oxides. A Charter ENERGY STAR Buildings Partner, Mobil has assisted EPA in demonstrating the viability of new energy-efficient technologies, as well as communicating the benefits of energy efficiency to its shareholders.



ENERGY STAR Buildings Ally of the Year

**THE TRANE COMPANY,
WORLDWIDE APPLIED
SYSTEMS GROUP**

The Trane Company, Worldwide Applied Systems Group, participated in ENERGY STAR

Buildings as both a Charter Partner and Ally. Throughout 1997, The Trane Company continued to actively promote the whole-building strategy internally and externally. In addition to recruiting several participants, Trane increased the visibility of ENERGY STAR Buildings by promoting its membership in almost 70 publications, spotlighting the performance of its pilot building, and speaking at trade conferences.



Corporate Partner of the Year – Green Lights

**COMPAQ COMPUTER
CORPORATION**

Compaq Computer Corporation upgraded 100 percent of its lighting in over 3 million square feet in three years. While reducing its associated energy costs, Compaq improved the work environment of over 12,000 employees in its 13 administration and seven manufacturing buildings. In addition to integrating energy efficiency into its buildings and corporate communications, Compaq has incorporated energy savings features into its products. Compaq was also named ENERGY STAR Personal Computer Partner of the Year in 1996 and 1997.

ENERGY STAR BUILDINGS AND GREEN LIGHTS PARTNERS AND ALLIES OF THE YEAR



MSD

Louisville and Jefferson County
Metropolitan Sewer District

Government Partner of the Year – Green Lights

LOUISVILLE AND JEFFERSON COUNTY METROPOLITAN SEWER DISTRICT (MSD)

Louisville and Jefferson County Metropolitan Sewer District (MSD) enjoys the lowest overall electric rates in the country – less than 4.09 cents per kilowatt-hour. However, through its Green Lights Partnership, MSD reduced its energy consumption by over 5.6 million kilowatt-hours, totaling an annual savings of \$85,362. Additionally, MSD's efforts annually prevent the release of 5.6 million pounds of carbon dioxide and 28,400 pounds of sulfur dioxide – emissions linked to global climate change and acid rain.

+ CATHOLIC HEALTH
INITIATIVES

St. Joseph Hospital

Healthcare Partner of the Year – Green Lights

ST. JOSEPH HOSPITAL

St. Joseph Hospital, a 309-bed hospital located in Lancaster, Pennsylvania, and a member of Catholic Health Initiatives,

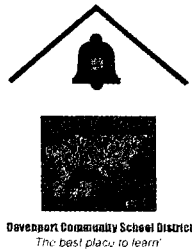
joined Green Lights in 1994. Its hospital-wide effort entailed the retrofitting of nearly 6,500 lighting fixtures. In addition to reducing its energy loads by 2.8 million kilowatt-hours, these lighting upgrades save St. Joseph Hospital more than \$175,000 annually. Its success with the first stage of ENERGY STAR Buildings has prompted the Hospital to work with EPA on whole-building upgrades.

WALT DISNEY World

Hospitality Partner of the Year – Green Lights

WALT DISNEY WORLD CO.

Walt Disney World Co. has completed Green Lights (Stage One of ENERGY STAR Buildings) in over 50 percent of its 15 million square feet in less than two years. Upon completion, Walt Disney World Co. will save enough energy to annually power its newest 500-acre theme park, Animal Kingdom. In addition to communicating its involvement to employees, Walt Disney World Co. celebrated its commitment to Green Lights on Earth Day at Epcot Center. Its efforts annually prevent 27 million pounds of carbon dioxide emissions – the equivalent of planting more than 3,600 acres of trees.



Education Partner of the Year – Green Lights

**DAVENPORT COMMUNITY
SCHOOL DISTRICT**

Davenport Community School District's main goal in partnering with EPA was to improve the learning environment for its 17,500 students. In addition to improving the lighting in its buildings, the school district saves its community more than \$240,000 in energy costs. The renovation in the district, where almost half of the buildings are over 57 years of age, also annually prevents the release of 5.9 million pounds of carbon dioxide, 56,000 pounds of sulfur dioxide, and 25,000 pounds of nitrogen oxides.



Retail Partner of the Year – Green Lights

MCDONALD'S

McDonald's has retrofitted or incorporated Green Lights (Stage One of ENERGY STAR Buildings) into the new construction of

5,073 restaurants. The 40 percent reduction in lighting energy use in its company-owned franchises accounts for a reduction of 48 million kilowatt-hours. Because the average McDonald's uses 500,000 kilowatt-hours annually, this savings equals the electricity needs for 96 restaurants. In terms of the environment, its energy savings also equate to preventing the release of more than 40 million pounds of carbon dioxide annually – the pollution associated with the emissions of more than 4,000 cars.



AEP: America's Energy Partner

Ally of the Year – Green Lights

**AMERICAN ELECTRIC POWER
COMPANY (AEP)**

American Electric Power Company (AEP) has reduced its own energy use by 23.3 million kilowatt-hours in its 6.5 million square feet. In addition, AEP has promoted the benefits of energy efficiency to its 2.9 million commercial, industrial, and residential customers. AEP's diverse portfolio of communications tools includes billing information, posters, and videotapes. Additionally, AEP has used trade publication articles to promote the benefits of energy efficiency.

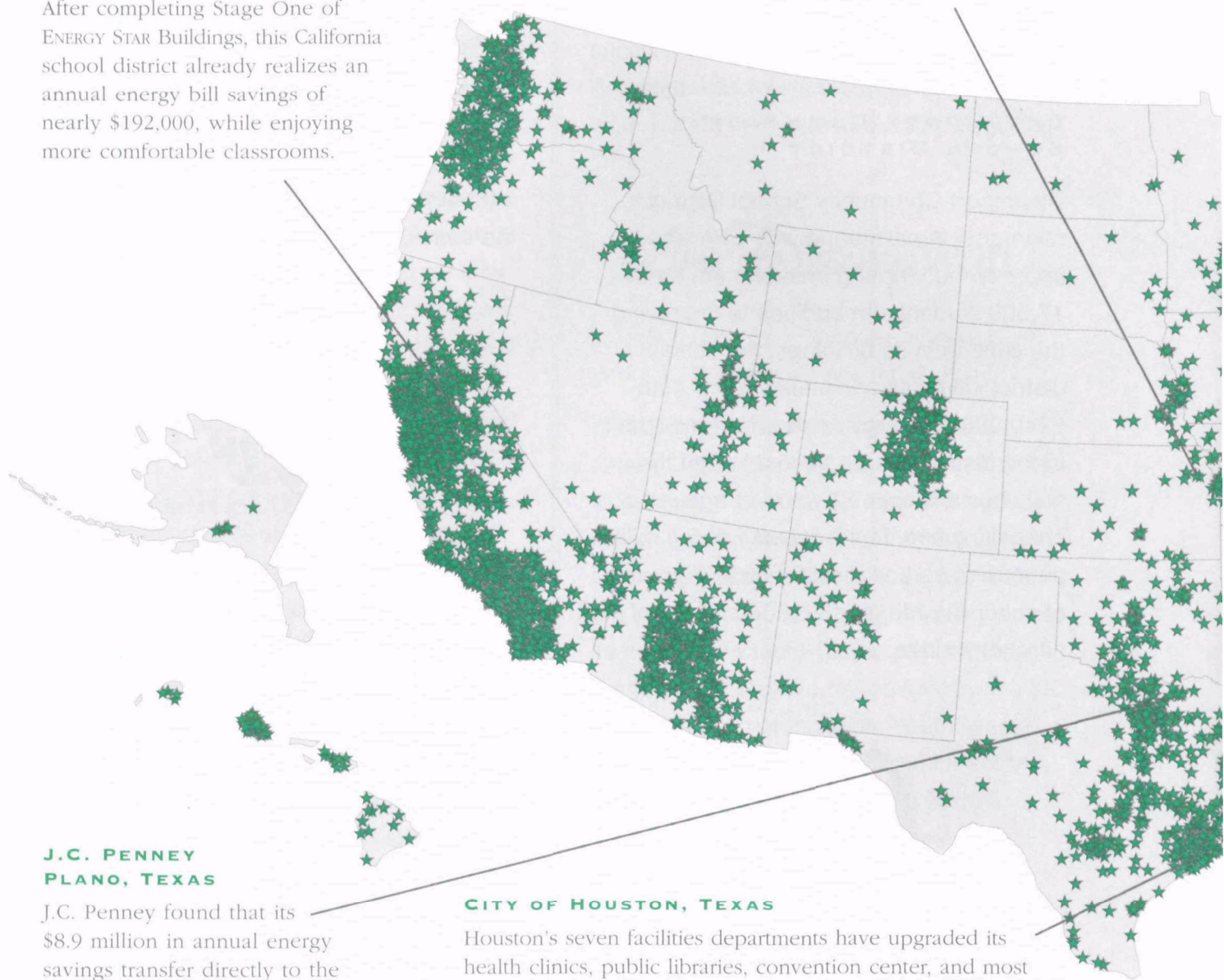
UPGRADING AMERICA: ENERGY-EFFICIENT LIGHTING AND BUILDINGS PROJECTS

LODI UNIFIED SCHOOL DISTRICT STOCKTON, CALIFORNIA

A major component of Lodi Unified School District's three-year energy-efficiency plan involves improving the bottom line. After completing Stage One of ENERGY STAR Buildings, this California school district already realizes an annual energy bill savings of nearly \$192,000, while enjoying more comfortable classrooms.

WAL-MART LAWRENCE, KANSAS

In addition to preventing the release of 338 million pounds of carbon dioxide nationally, Wal-Mart combined day-lighting and light-level monitors in its Lawrence Eco-Mart. By improving the quality of merchandise displays, the sales rate was significantly higher than the same departments in other stores.



J.C. PENNEY PLANO, TEXAS

J.C. Penney found that its \$8.9 million in annual energy savings transfer directly to the company's bottom line and its core business. In fact, the company equates every dollar saved on lighting to \$15-20 in merchandise sales.

CITY OF HOUSTON, TEXAS

Houston's seven facilities departments have upgraded its health clinics, public libraries, convention center, and most of its ball fields. Performance contractors were used to complete all of these energy-efficiency improvements, enabling the city to complete its upgrades without spending additional funds from its budget. As a result, the City of Houston has won praise for being both an environmental and fiscal leader.

STATE OF WISCONSIN

After the first year in the Green Lights Partnership, the State of Wisconsin achieved \$7 million in annual savings. Even though the local utility had scaled back its rebate program, the high return on investment was enough to convince the governor to allocate the additional funding needed to continue the implementation plan.

COTTAGE HOSPITAL WOODSVILLE, NEW HAMPSHIRE

As a result of its lighting and other energy-efficiency investments, Cottage Hospital is saving 176,000 kilowatt-hours of electricity while recouping investment dollars at an 80 percent internal rate of return. The upgrades in the 37,300-square-foot healthcare facility have also dramatically improved the comfort level for its 175 employees, as well as its patients.

CHARLES E. SMITH MANAGEMENT WASHINGTON, D.C.

By reducing operating costs and continuing to eliminate wasted energy, Charles E. Smith Management is working to increase its property values. With the use of EPA software, Smith Management performs financial analyses of building upgrades and recommends profitable energy investment opportunities to building owners and tenants throughout the Washington, D.C., metropolitan area.

UNIVERSITY OF VIRGINIA CHARLOTTESVILLE, VIRGINIA

In addition to preventing 7 million pounds of carbon dioxide emissions, the University of Virginia's energy strategy contributes to overall school management. As a result of its lighting and building upgrades, \$288,000 is contributed annually to the operating fund, which finances services and materials including scientific equipment, grounds maintenance, and books.

★ Represents a lighting or whole-building project in progress or completed.

PARTICIPANTS WHO HAVE COMPLETED GREEN LIGHTS* IN 1997

AES Corporation	City of Santa Rosa, CA	Fayette County School District
ALLTEL Information Services, Inc.	College of Saint Rose	Fitzpatrick Electric Supply
Advanced Lighting Products Limited	College of the Mainland	Forbes Regional Hospital
American Broadcasting Companies, Inc.	Community College of Philadelphia	Fordham Preparatory School
Amway Corporation	Community Hospital – Anderson/Madison Co.	Foxboro Company
Bailey Corporation	Connecticut College	Fremont Unified School District
Bank of America	Contra Costa Community College District	GDE Systems, Inc.
Barney Roth Co.	Corpus Christi Independent School District	GPU Service Corporation
Barr Laboratories	Cosmair, Inc.	Gallipolis City School District
Beverly Health and Rehabilitation Services, Inc.	Countrywide Home Loans	Georgia Institute of Technology
Bluffton College	Darling Store Fixtures	Goleta Valley Cottage Hospital
Bone and Joint Hospital	Davenport Community School District	Grand Court
Boulder Community Hospital	Dayton Board of Education	Greenville Utilities Commission
Bradytrane Service	Dayton Hudson Corporation Department Stores Division	Halliburton Company
Buckeye Local Schools	Dean Witter Realty	Harbor Hospital Center
Buffalo State College	Delta Air Lines Headquarters	Harley-Davidson, Inc.
Burger King Corporation	Diamond Foods Inc.	Hazeltine Corporation
Burkburnett Independent School District	Duke Power Company	Hofstra University
CF Industries, Inc.	El Paso County Community College District	Home Savings of America
Camp Dresser & McKee, Inc.	Elizabethtown College	ICF Inc.
Carr Realty Corporation	Energy Simulation Specialists	Illinois Agricultural Association
Centerplex, Seattle	Facility Management Consultants	Illuminating Technologies
Chestnut Hill Hospital	Fairfield City School District	Independence School District
Cincinnati Public Schools	Fairmont School District	Indiana State University
City of Chula Vista, CA		Institute of Electrical and Electronic Engineers

Intermountain Health Care	Omaha Public Power District	Staples, Inc.
Long Beach Memorial Medical Center	Pajaro Valley Unified School District	State of New York
MBNA Corporation	PanEnergy	Stillpoint Bed & Breakfast
MCI Telecommunications Incorporated – Richardson, TX	Parley Redd Mercantile	Summit Medical Center
Maryville College	Peninsula Conservation Center Foundation	Uintah Basin Medical Center
Meadow Wood Hospital	Philadelphia Newspapers Inc.	United Hospital (Children's Hospital)
Mecklenburg County Public Schools	Philips Electronics North America Corp.	United Water New Jersey Inc.
Medical Area Total Energy Plant Inc. – Harvard Univ.	Phoenix Earth Food Cooperative	Unity College
Medina Valley Independent School District	Physicians Memorial Hospital	University of Missouri at Columbia
Mercy Hospital of Pittsburgh	Pomona Valley Hospital Medical Center	University of Redlands
Millipore Corporation	Portland Public Schools	University of Rochester
Milwaukee Public Schools	Primo Lighting Management	Vermont Law School
Mobile Tool	Public Citizen	Wall Technology, Inc.
Murray City School District	Quad Graphics	Washington County Hospital
Natick Village Condominiums Association	Saint Agnes Hospital	Western EXTRALITE Company of St. Louis
National Jewish Hospital	St. Mark's School, MA	Wheatstone Energy Group, Inc.
New Hampshire School Admin. Unit #51	St. Mary's Hospital, IL	Winslow Township School District
New York Life Insurance & Annuity Corp.	Salt River Project	Wisconsin Electric Power Company
New York Power Authority	San Diego Convention Center	Wisconsin Power & Light Co.
New York State Office of Mental Health	Savannah Electric Power	World Vision
Newport Hospital, RI	Sealed Air Corporation	York Hospital of Maine
Northridge Associates, L.L.C.	Seventh Generation, Inc.	Zapata County Independent School District
Nu-Lite Electrical Wholesalers, Inc.	Simkar Lighting Fixture Company, Inc.	
Ocean County College	Society for the Protection of NH Forests	

**Green Lights is the first stage of ENERGY STAR Buildings.*

“Through ENERGY STAR Buildings, we’ve been able to add an ambulatory care unit to our facilities without facing an increase in utility costs.”

*– Jeff Davidson
Manager
Maintenance
Mercy Hospital of Pittsburgh*

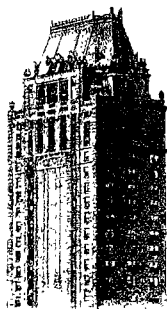
Although diverse, ENERGY STAR Buildings and Green Lights participants have helped to establish a comprehensive energy strategy that can advance any organization’s mission. Healthcare participants, for example, utilize their energy savings to control costs without compromising patient care. By 2002, these healthcare organizations are

expected to save over \$200 million – approximately \$899 per bed annually.



Through ENERGY STAR Small BusinessSM, more than 100 organizations have found that energy efficiency increases their competitiveness.

While reducing operating costs, whole-building upgrades improve merchandise presentation and make customers more comfortable.

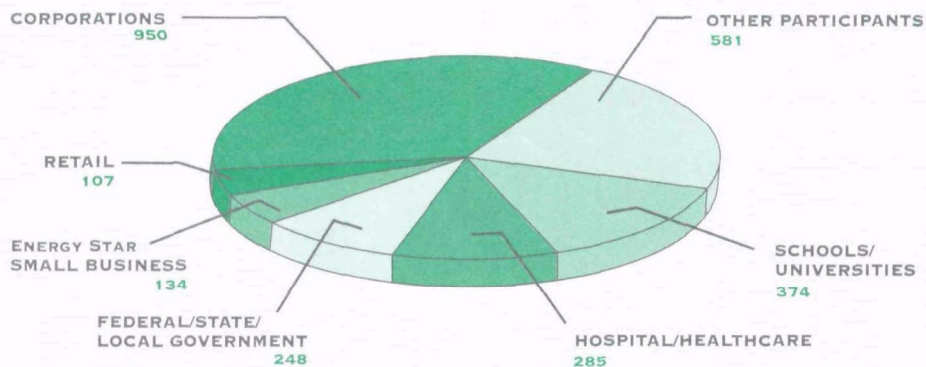


Since 1991, ENERGY STAR Buildings and Green Lights participants have upgraded more than 2 billion square feet, which is equal to all the office space in New England, New York, New Jersey, and Pennsylvania.

In addition to improving the quality of their workplace, federal, state, and local governments save their communities \$35 million annually in energy costs – the second highest

budget item after salaries. Their results, similar to other businesses, demonstrate that the benefits of energy efficiency are not limited by an organization's size or purpose.

ENERGY STAR BUILDINGS AND GREEN LIGHTS PARTICIPATION



INCREASING COMFORT AND PROFITS

ENERGY STAR Buildings can add to an organization's bottom line in several ways. In addition to reducing energy costs, Church's Chicken received positive feedback on the increased level of comfort from employees and customers. For participants such as Church's Chicken, the atmosphere improvements have resulted in increased productivity and higher sales.



*“Customers want
to support a company that
supports the environment.”*

– Thomas Stemberg
CEO
Staples, Inc.

In 1997, ENERGY STAR Buildings and Green Lights participants continued to assist EPA in educating the public on the environmental and financial benefits of energy efficiency. Participants developed new and innovative outreach campaigns including print advertisements, company newsletters, environmental annual

reports, Internet Web sites, radio commercials, promotional contests, and other media.

Participant efforts complemented EPA's ENERGY STAR Buildings and Green Lights public education outreach.

Throughout 1997, various public service advertisements and editorials highlighting participants' achievements appeared in local and national newspapers, broadcast news programs,

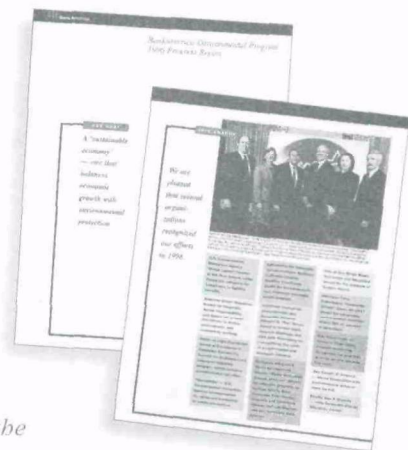


*EPA's outreach includes
public service announcements
in national publications.*

trade publications, and magazines across the country. Publications included *Building Operating Management*, *Chicago Sun Times*, *Energy User News*, *Harvard Business Review*, *Newsweek*, and *San Francisco Examiner*. In fact, articles on ENERGY STAR Buildings and Green Lights reached a total of more than 14 million readers; public service announcements were circulated to more than 15 million readers.

National and regional recognition

ceremonies were also held to promote the environmental leadership of ENERGY STAR Buildings and Green Lights participants. Throughout 1997, EPA recognized air pollution prevention efforts with initiatives such as the 1997 Honor Society, the 1997 Atlanta Earth Day Challenge, and Partner and Ally of the Year. These events celebrated the accomplishments of over 200 participants within their various industries and in their local communities.



Participants help communicate the benefits of energy efficiency.

WORKING TOGETHER TO SAVE

“With the help of ENERGY STAR Buildings Allies, we now save more than \$2.6 million a year.”

*– J. William Naish
Energy Utilities Coordinator
San Diego Unified School District*

Since 1993, ENERGY STAR Buildings and Green Lights Allies have played a large part in reinventing the way the commercial and industrial marketplace thinks about energy and its role in operating U.S. business. ENERGY STAR Buildings and Green Lights Allies include energy-efficient product manufacturers and distributors, energy

service providers, institutions

offering energy-efficiency financing options, and

utilities. As a result of their industry expertise

and their commitment

to upgrading their own facilities,

Allies possess the unique capabilities

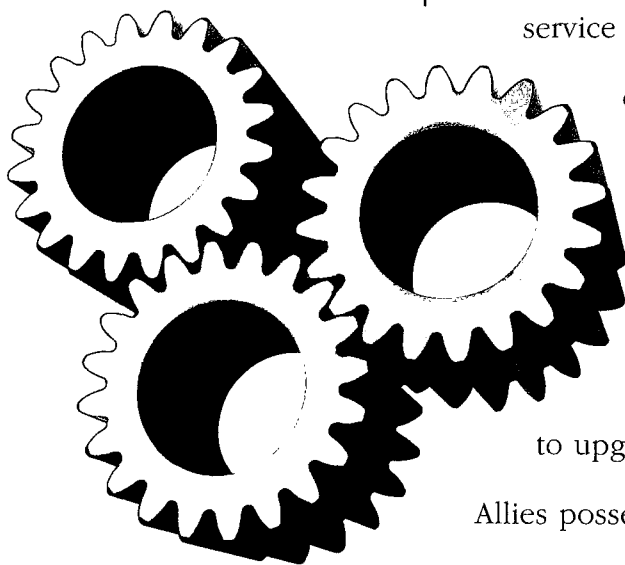
of supporting and promoting EPA's

comprehensive, whole-building

energy-efficiency strategy. By assisting

current participants in performing

their energy-efficiency upgrades,



The rate of 1997 ENERGY STAR Buildings and Green Lights carbon dioxide savings is equal to eliminating the pollution from all the cars in Kansas.

recruiting new participants, and promoting a comprehensive, whole-building strategy, Allies work together to build awareness of the benefits of energy efficiency.

Allies have been instrumental in recruiting many new ENERGY STAR Buildings participants, including Oklahoma City Schools, Universal Studios, and Reebok International Limited. In fact, as a result of both

EPA and Ally efforts, hundreds of organizations have committed to installing energy-efficient lighting and building heating and cooling equipment in more than 7 billion square feet of facility space within the next seven years. If current trends continue, ENERGY STAR Buildings and Green Lights Allies will be responsible for recruiting more than 1,000 new participants by the turn of the century.

BUILDING NEW BUSINESS

Not only does ENERGY STAR Buildings equal smart business, it can equal new business as well. With many companies looking to reduce energy spending, ENERGY STAR Buildings Ally Verle A. Williams and Associates has incorporated ENERGY STAR Buildings into its marketing strategy. The San Diego-based energy services firm has recruited and upgraded many current ENERGY STAR Buildings Partners, including the San Diego Unified School District, which now saves more than \$2.6 million annually.



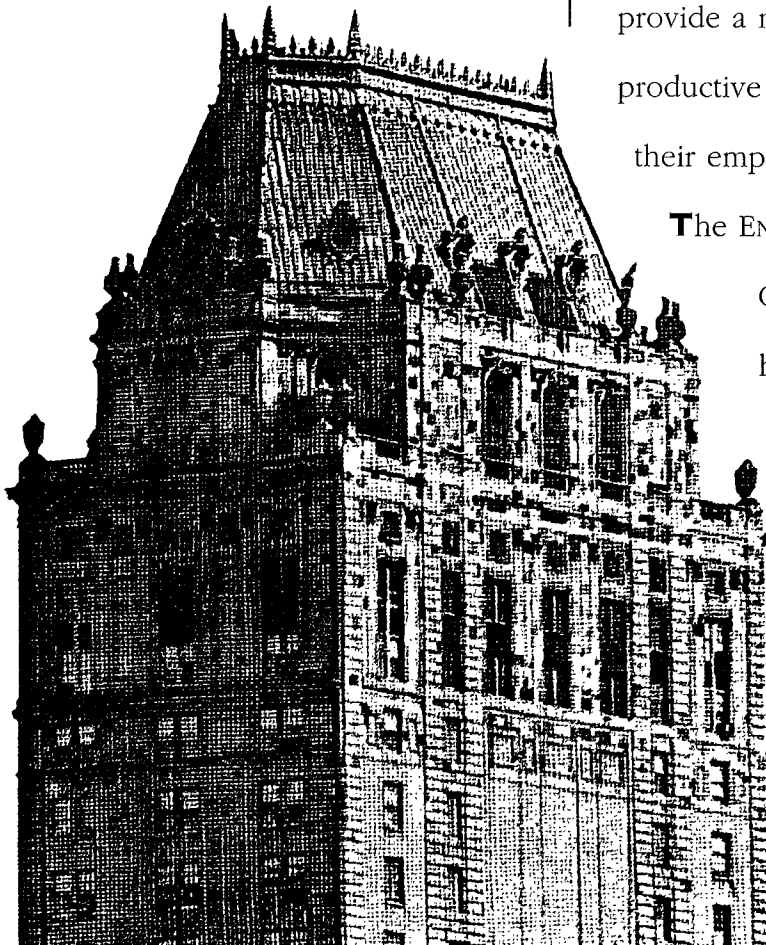
BUILDING A STRONGER FUTURE

*“ We have always found a way to
clean the environment and grow
the economy at the same time.
And when it comes to global
warming, we'll do it again. ”*

*– President Bill Clinton
State of the Union Address
January 26, 1998*

ENERGY STAR Buildings and Green Lights has helped to define the concept of strategic energy management. Working together, EPA and its voluntary participants have established that energy efficiency is not a question of conservation or sacrifice. Using today's advanced technologies, ENERGY STAR Buildings and Green Lights participants save energy, maximize profits, and increase competitiveness. At the same time, their energy-efficient upgrades provide a more comfortable and productive working environment for their employees and customers.

The ENERGY STAR Buildings and Green Lights Partnership has also helped improve the nation's air quality. Profitable lighting and building upgrades have



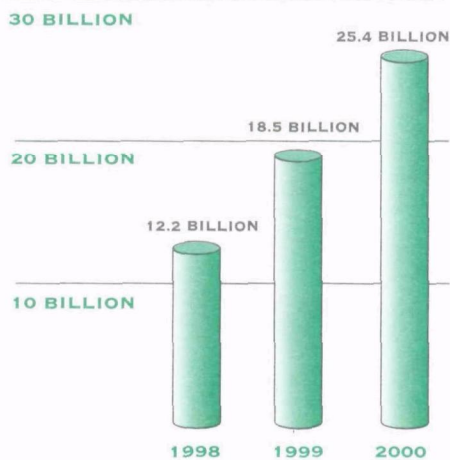
reduced the nation's energy use, which translates into less pollution – emissions linked to global climate change, smog, and acid rain. ENERGY STAR Buildings and Green Lights is steadily positioning the commercial and industrial market to reduce air pollution levels to the 1990 rate by the year 2000. By the year 2010, EPA expects the ENERGY STAR Buildings and Green Lights Partnership to reduce annual greenhouse gas emissions by at least 24 million metric tons of carbon

equivalent (MMTCE), close to 10 percent of projected emissions from commercial buildings.

ENERGY STAR Buildings and Green Lights participants have set the precedent that environmental concerns can be combined with smart business decisions. Leading by example, their innovation will continue to shape the commercial and industrial marketplace as well as help to build a stronger economy and a better future.

1998-2000 GOALS FROM COMPLETED UPGRADES

ENERGY SAVINGS (kWh)



CARBON EQUIVALENT PREVENTED

