



Green Lights Third Annual Report



EPA

Green Lights

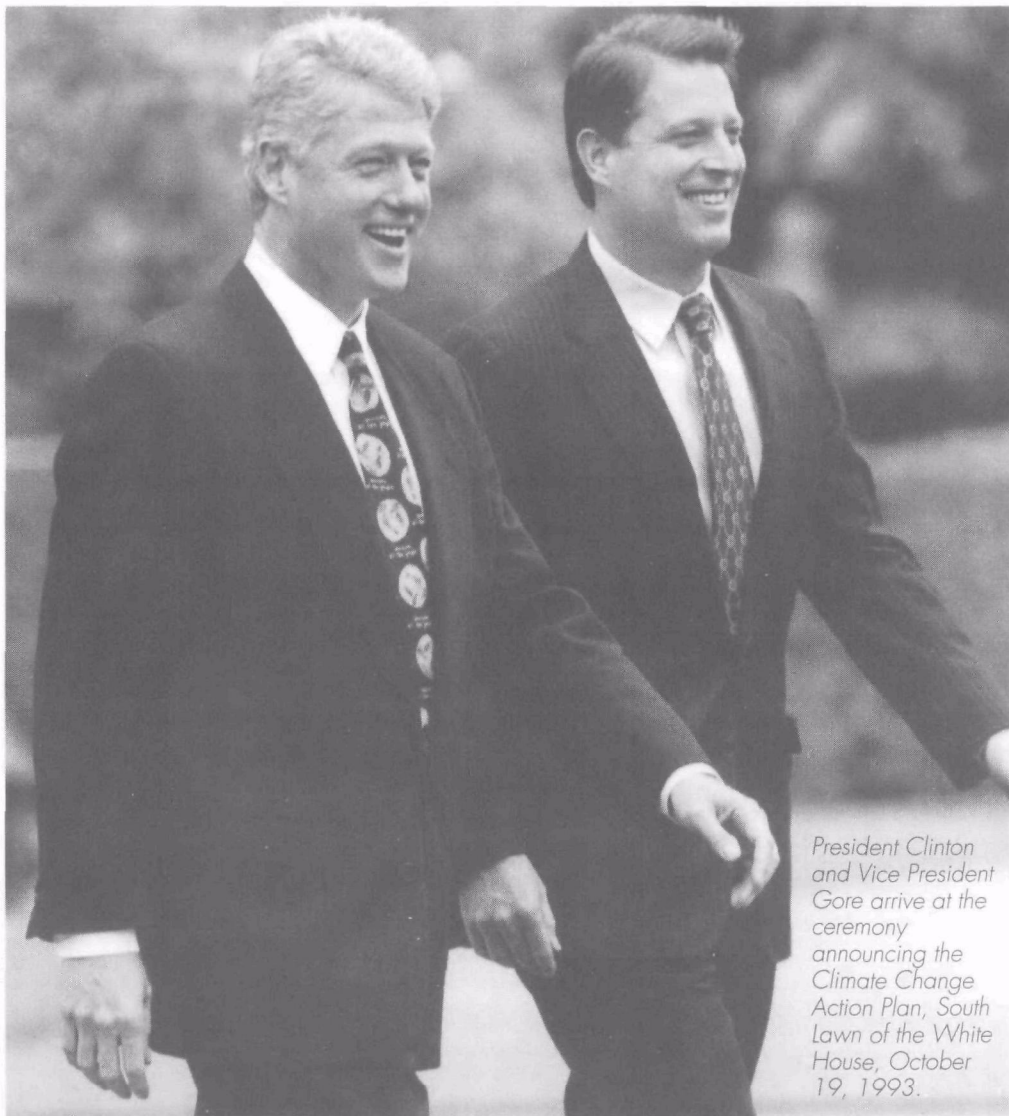


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THE CLIMATE CHANGE ACTION PLAN LEADS TO AN EXPANDED ROLE FOR EPA'S GREEN LIGHTS AND ENERGY STAR PROGRAMS

On October 19, 1993, President Clinton and Vice President Gore unveiled the Administration's Climate Change Action Plan to address global warming. The Plan's goal is to return greenhouse gas emissions to 1990 levels by the year 2000, while expanding markets for U.S. technologies and services, creating jobs, and reducing the deficit. The Plan heavily favors public-private partnerships, using Green Lights as the model of a successful program that has made genuine progress in stabilizing and reducing greenhouse gas emissions. The President placed a strong emphasis on expanding Green Lights and other EPA voluntary programs, such as Energy Star Buildings, AgStar, and Natural Gas Star.



President Clinton and Vice President Gore arrive at the ceremony announcing the Climate Change Action Plan, South Lawn of the White House, October 19, 1993.

"If you own a business and the EPA offers you a chance to join Green Lights, do it. You will save money and you will help your fellow citizens."

— President Bill Clinton, October 19, 1993

WHAT IS GREEN LIGHTS?

Something enlightening happened when EPA launched the Green Lights program in January 1991. This voluntary, nonregulatory program aimed at reducing air pollution, engaged the free market by promoting profitable investment in energy-efficient lighting.

Organizations across the country continue to join forces with Green Lights to conserve energy, cut their electricity bills, and reduce the amount of air pollutants released into the atmosphere. By using energy-efficient lighting, Green Lights participants are significantly reducing carbon dioxide, sulphur dioxide, nitrogen oxide, and heavy metal emissions.

POLLUTION PREVENTION...

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

POTENTIAL IMPACT OF GREEN LIGHTS ON CO² EMISSIONS



Timeline Key

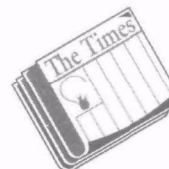
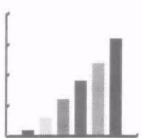
Program Growth

Implementation

Green Lights Event

Public Recognition

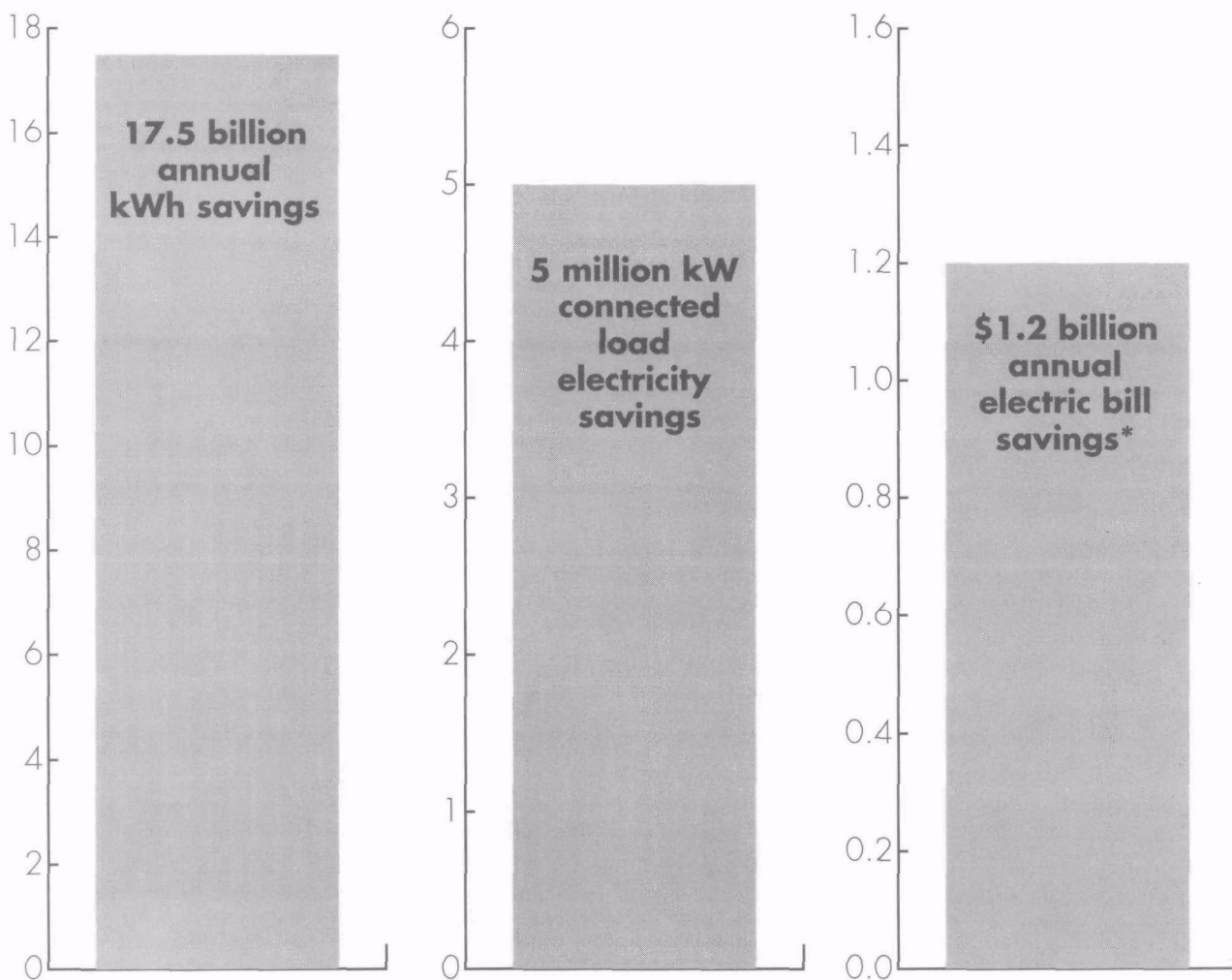
Ally Event



THROUGH ENERGY EFFICIENCY

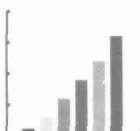
Reducing the demand for 1 kilowatt of electricity saves approximately \$1,500 in new power plant construction. Full implementation of Green Lights upgrades by current participants would save 5 million kilowatts of electricity, preventing \$7.5 billion in needless power plant investments.

GREEN LIGHTS ENERGY SAVINGS POTENTIAL AS OF 12/93



* Calculated using \$.07 per kWh saved

January



Green Lights program celebrates its second anniversary with more than 700 participants.



Quikalc version 2.05 released.



EPA launches Energy Star Buildings program.

WHO ARE GREEN LIGHTS PARTICIPANTS?

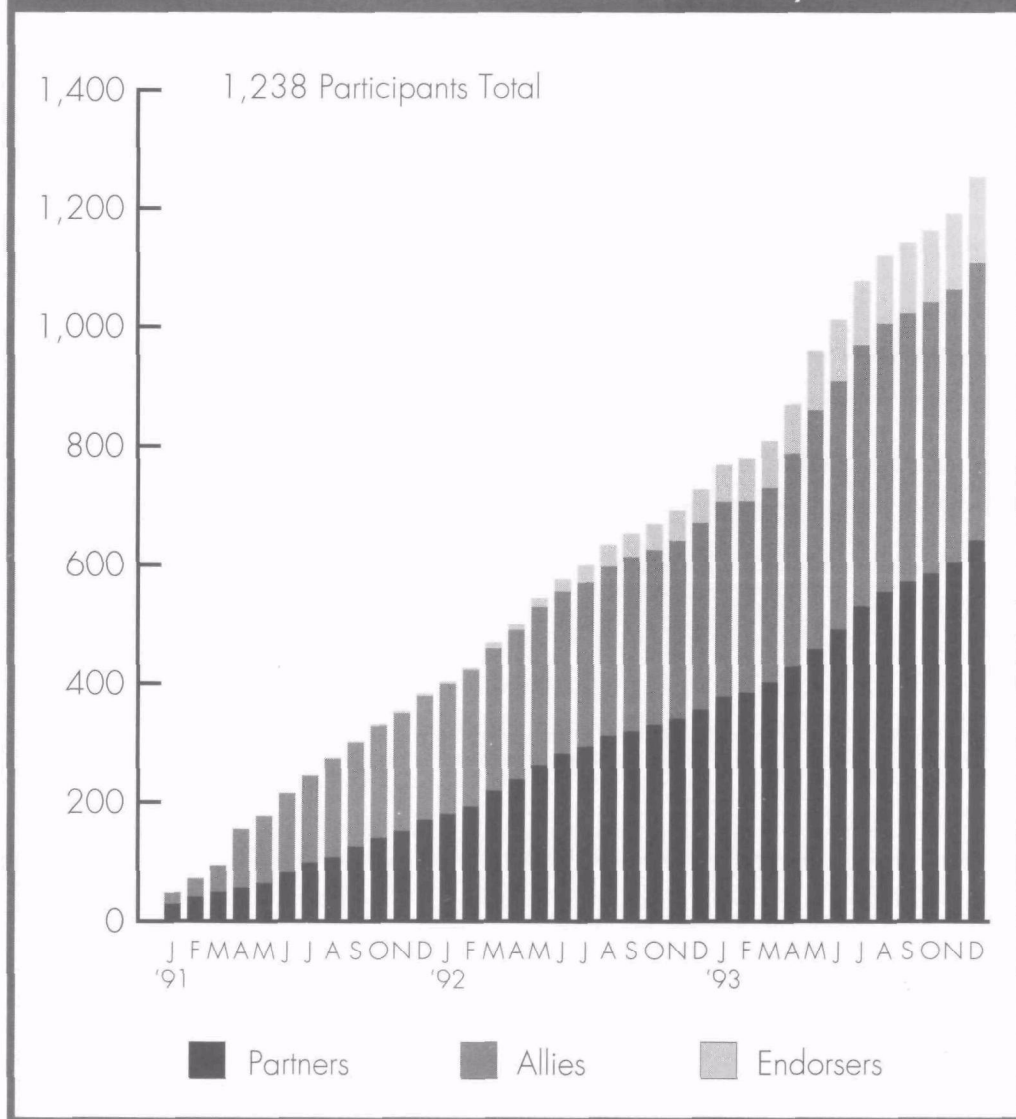
Over 1,200 Green Lights Partners, Allies, and Endorsers from all over the country are clearing the air and improving their bottom line through the installation and promotion of energy-efficient lighting.

Partners are public and private organizations of all sizes including 35% of the Fortune 500, as well as other businesses, federal, state and local governments, nonprofit groups, environmentalists, schools, universities and health care facilities. These participants typically cut their lighting bills in half, while improving their environmental image and enhancing employee productivity. **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.

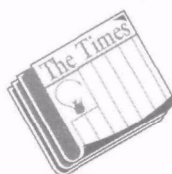
ORGANIZATIONS OF ALL KINDS

Rapid and steady growth has characterized Green Lights since its inception 36 months ago. Comprising 65% of its membership are the small and medium size organizations who have demonstrated repeatedly that profitable lighting upgrades can be achieved everywhere.

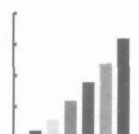
GREEN LIGHTS PARTICIPANTS AS OF 12/93



EPA announces the Distributor Ally program.



Goodyear Blimp broadcasts Green Lights logo and message.



The state of Arkansas joins Green Lights.

NEW PARTICIPANTS IN 1993

PARTNERS • Albertson's, Inc. • Alliant Techsystems, Inc. • Alliance for Affordable Energy • Allied Facility Services, Inc. • Allied Research Corporation • Altera Corporation • Altoona Hospital • Amdahl Corporation • American Rivers • American Trucking Association • American Auto-Matrix Inc. • American Maize-Products Company • American Broadcasting Companies, Inc. • American Medical Holdings, Inc. • Apex Trucking Company, Inc. • The State of Arkansas • Arlington Public Schools • Armada/Hoffler Real Estate Company • Aromas-San Juan Unified School District • Asheville Mica Company • Astoria General Hospital • Atlanta Area Presbyterian Homes, Inc. • Atlantic City Medical Center • The City of Austin • Bacharach Rehabilitation Hospital • Baltimore County • Baptist Memorial Hospital • Bausch & Lomb • BellSouth Corporation • Belmont Center for Comprehensive Treatment • Biola University • BioWhittaker Inc. • The City of Birmingham, Alabama • Bucknell University • Buffalo State College • Burrito Brothers • Camping World • Cape Canaveral Marine Services, Inc. • Carondelet St. Joseph's Hospital • The Carter Center, Inc. • Central Consolidated School District #22 • Chabot Community College • Chase Manhattan Corporation • Children's World Learning Centers • The City of Cincinnati • City of Hope National Medical Center • Clark Atlanta University • Claywest House, Inc. • Clean Air Cab Company, Inc. • Comerica Incorporated • Community Medical Center • Community Hospital-Anderson/Madison Co. • ComPonX, Inc. • Continental Airlines, Inc. • Continental Bank Corporation • Cook County, Illinois • Cooper Industries • CoreStates Financial Corporation • Cork Enterprises, Inc. • CTSI Corporation • Danaher Corporation • Deluxe Corporation • Doctor's Hospital of Jefferson • Drexler Technology Corporation • Embarcadero Center • Enterprise Property Management, Inc. • US Environmental Protection Agency • Episcopal Hospital • ER Carpenter Corporation, Inc. • Esprit • Fairfax Memorial Hospital • Fairmont Minerals, Ltd. • Felton Brush, Inc. • FHP, Inc. • Firstar Bank Madison NA • First International Asset Management • Fisher-Titus Medical Center • Fisk University • Flamingo Hilton • Friend Public Schools • Fudpucker's of Fort Walton Beach, Inc. • F&W Publications, Inc. • Gateway 2000 • GEC Marconi Electronics Systems Corp • Geisinger Medical Center • Georgia State University • The Town of Gilbert, Arizona • The Glenview Park District Board • The Glenview Library Board • Glenview (IL) School District #225 • The Village of Glenview Board • Hackensack Medical Center • Hahnemann University • Halliburton Company • Harford County, Maryland • Hazeltine Corporation • HB Fuller Company • Helene Curtis • Highland Plaza Office Building • Hoffman-La Roche, Inc. • Home Savings of America • HON Industries Inc. • Howard County, Maryland • The Humane Society of the United States • Huntington Memorial Hospital • IKEA Property, Inc. • Illinois State University • Indiana University Hospital • Inn America Hospitality, Inc. • JC Penney Company, Inc. • JFMC Facilities Corporation • Jimmy Carter Library And Museum • Kennametal Inc. • Koury Corporation • Lake Havasu Unified School District No.1 • Lake Tahoe Community College • La-Z-Boy Chair Company • Lerner New York • Long Beach Memorial Medical Center • Long Beach Marriott Hotel • Longs Drug Stores • Louisiana-Pacific Corporation Western Division • The City of Louisville, Kentucky • Lowe's Companies, Inc. • Lutheran Homes of Oshkosh • Magnaflux, Division Of ITW • Maricopa County, Arizona • Maricopa Community Colleges • Marion General Hospital • Marion County School District of TN • Metropolitan Atlanta Rapid Transit Auth • MBNA Corporation • McDonald's Corporation • Memorial Hospital at Gulfport • Memorial Hospital of Washington County • The City of Memphis, TN • Mendocino Brewing Company • Mercer County, New Jersey • Mercy Hospital • Methodist Hospital of Southern California • MGM Grand Hotel, Inc. • Microsoft Corporation • Minnesota Mutual Life Insurance Company • Minneapolis Pub Schools & Spec Dist #1 • Mira Costa College • ML Park Place Corporation • Montgomery County, Maryland • Morrison Knudsen Corporation • Murphy Oil Corporation • Natick Village Condominiums Association • National Ctr for Manufacturing Sciences • National Assn of Power Engineers, DC Chap #1 • Natural Environments, Inc. • The Navajo Nation • NAVTECH • The State of New Jersey • New Marine Company L.P. • New York Marriott Marquis • New York Life Insurance & Annuity Corp. • North Shore Medical Center, Inc. • Northern VA Regional Park Authority • Northbrook (IL) School District #30 • North Little Rock School District • Northland College • Ocean County College • The State of Ohio • Okeechobee School Board • Old Kent Financial Corporation • Oryx Energy Company Inc. • PaineWebber Incorporated • Panhandle Eastern Corporation • Park Ridge Hospital • The City of Pasadena • PepsiCo, Inc. • Pfizer, Inc. (NY Headquarters Facility) • Zoological Society of Philadelphia • Phil Smidt & Son, Inc. • Physicians Memorial Hospital • Pine Run Community • Pitney Bowes, Inc. • Pocono Environmental Education Center • Pomona Valley Hospital Medical Center • Prince Georges County, Maryland • Prince William County, Virginia • Princeton Community Hospital • Public Citizen • QDC Property Management, Inc. • Quaker State Corporation • Queen Anne's County, Maryland • Real-Time Laboratories, Inc. • Resources For The Future • Rhone-Poulenc, Inc. • Richfood Holdings, Inc. • Rite Aid Corporation • Rivervale Township of New Jersey • Rockwell International Corporation • Rose Medical Center • Roseville City School District • Rutgers University • Rykoff-Sexton • San Pedro Peninsula Hospital • Sarasota Memorial Hospital • Science Museum of Minnesota • Scientific-Atlanta Instrumentation Grp • Servidyne • Seventh Generation, Inc. • Shaws Supermarket, Inc. • The Shorestein Company • Signet Banking Corporation • Sinai Hospital of Baltimore, Inc. • Smith Alarm Systems • Society for the Protection of NH Forests • Solberg Manufacturing, Inc. • Southeastern University • South Coast Air Quality Management Dist • South Hills Health System • Southface Energy Institute • Southern Nuclear Operating Company • Spartan Printing Company • Springfield Hospital • SSM Healthcare Corporation • Stafford Township Board of Education • Stambaugh-Thompson • Standard Federal Bank • St. Elizabeth's Hospital • St. Joseph Hospital • St. Joseph's Hospital • St. Mark's School • St. Mary's Hospital • St. Regis Mohawk Tribe • Student Pugwash USA • St. Vincent's Hospital • Subway Sandwiches and Salads, Inc. • Tennessee Valley Authority (TVA) • Teradyne Connection Systems, Inc. • Texas Medical Center • THK Corporation/DBA Sea Galley • Toccoa Falls College • Torrance Memorial Hospital • Tucson Solar Village • Unilever U.S. • Uniontown Hospital • UNISYS Corporation • University of Pittsburgh • University of Michigan Medical Center • University of Virginia • University of TX, MD Anderson Cancer Center • Ventura County, California • Villanova University • The State of Virginia • Virginia Tech Foundation, Inc. • Volt Information Services, Inc. • Volvo Cars of North America • Vought Aircraft Company • Walden-book Company, Inc. • Wall & Associates • The City of Washington, DC • Wellborn Baptist Hospital • Wellington Sears Company • West Chester University • Western Area Power Administration • Whitaker Newsletters, Inc. • Winston Management, LP • Witco Corporation • Work Stations, Inc. • World Vision • World Wildlife Fund • WR Grace & Company • Yamaha Corporation Of America •

ALLIES • Acculyte Corporation • Active Electric Supply • Adalite Inc. • Advanced Lighting Applications • Advance Electrical Supply • Advanced Environmental Recycling Corp. • Adventure Lighting Supply, Ltd. • Alabama Power Company • Aladdin Lighting Supply • Allegheny Power Service Corporation • All Lighting Inc. • A-M Electric Company, Inc. • American Scientific Lighting • American Lighting & Electric Supply Co. • American Light, Inc. • Ameri-Star Lighting • Arc Electric Company • Archway Lighting & Electric Supply Co. • Armstrong Pacific • Aromat Corporation • Atlantic Lighting and Supply Co. (NJ) • Atlantic Lighting and Supply Co. (GA) • Atlas Electric Corporation • Baltimore Gas and Electric Co. • Belco Electric, Inc. • Beta Lighting • Big Beam Emergency Systems • Branch Group, Inc. • Bright Electrical Supply • The Bulb Man, Inc. • Butler Supply, Inc. • Cardello Electric Supply • The Cincinnati Gas & Electric Company • City Lighting Products Company • CN Robinson Lighting Supply • Codale Electric Supply, Inc. • Computer Power Inc. • Conoco Corporation • Conserve-A-Watt Lighting • Conservation Technology, Ltd. • Consumer Lighting Products • Cooper Electric Supply Company • Crownlite Manufacturing Corporation • Dauphin Electric • Debenham Electric Supply Company • Deeter Lighting • Direct Enterprises • Dixie Electric Supply Corporation • Eclipse Technologies • Electric Supply, Inc. (AZ) • Electric Supply, Inc. (OK) • Elliott Electric Supply • Emergi-Lite, Inc. • Energy Savr Products • Energy Solutions International • Energy Specialties, Inc. • Entergy Systems & Services • First Light Lighting Systems • Fitzpatrick Electric Supply • Gabco Enterprises, Inc. • General Products & Supply, Inc. • Georgia Power Company • Goforth Electric Supply • Good Friend Electric • Grand Light & Supply Co., Inc. • Graybar Electric Company • Gross Electric • Guyco Corporation • Hart Lighting & Supply • H & H Industries • Holmes Distributors • Hucker Electric Company • Illuminating Technologies • Independent Electric Supply Co. • Infolec Corporation • Inland Lighting Supplies, Inc. • Intertec Lighting, Inc. • Interstate Electric Supply Company • JH Larson Electrical Company • Kendall Electric • King Lighting Supply • Kirby Risk Supply Company • Lektron Industrial Supply, Inc. • Leslie Electric Company • Light Bulb Supply Company • Lighting Supply Company • Lighting Images Technology • Lighting Dynamics, Inc. • Madison Gas And Electric Company • Major Electric Supply, Inc. • Mayer Electric Supply Company, Inc. • MGM Lighting, Inc. • Michigan Chandelier • MicroLite Corp., Subsidiary of Pittway • Mid Atlantic Lighting • Midtown Electric Supply Corporation • Midwest Conservation Systems • Mississippi Power • Missouri Valley Electrical Company • Monnex Technologies • MTI International • Muska Lighting Center • National Lighting Maintenance Supply Co • National Cathode Corporation • National Electric Supply • Natural Lighting Company • North Coast Electric Company • Nova Ballast Company, Inc. • OK Electric Supply Company • Orange Coast Electric Supply • PEC Lamp • Platt Electric Supply • Raymond deSteiger, Inc. • Rayvern Lighting Supply Company, Inc. • Retrofit Design Lighting • Royallite Manufacturing & Supply Corp. • Rumsey Electric Company • Ryall Electric Supply Company • Savannah Electric Power • Seamans Supply Company, Inc. • Self-Powered Lighting, Inc. • Sheely Electrical Wholesalers, Inc. • Shield Source, Inc. • Sierra Automated Controls • Sigal Environmental Company • Solar Outdoor Lighting • So-Luminaire Daylighting Systems Corporation • Southern Maryland Electric Cooperative • Spectrum Lighting Technologies • Staff Lighting Corporation • Standard Electric Supply • Stanion Wholesale Electric • Starbeam Supply Company • Steiner Electric Company • Stokes Lighting Center • Stusser Electric Co. • Superior Lighting Company • OSRAM Sylvania, Inc. • TORK, Inc. • Tristate Electrical Supply Company, Inc. • Trojan, Inc. • Union Electric Company • United Illuminating Company • Unitrac Energy Management Company • USES, Inc. • US Lamp • Virginia Power • Virgin Islands Water & Power Authority • Visa Lighting Corporation • Voss Lighting • Western Extralite of St. Louis • WF Harris Lighting • Whitehill Lighting & Supply • Wholesale Electric Supply Company • Williams Supply • Wisconsin Public Service Corporation • Wolff Brothers Supply • YESCO •

ENDORSERS • Airports Council International - North America • Alliance for Affordable Energy • American Rivers • American Trucking Association • American Littoral Society • Anchorage Chamber of Commerce • Arizona Hospital Association • Asheville Area Chamber of Commerce • Association of County Commissioners of Georgia • Association of Delaware Hospitals • Atlanta Committee for the Olympic Games • Audubon Society of New York State, Inc. • Casino Association of New Jersey • Clean Ocean Action • Colorado Hospital Association • Coloradans for Clean Air • Community Associations Institute • Ecologix • Electronic Industries Association • Environmental Awareness Foundation • Federated Garden Club of Vermont • Federated Garden Clubs of Connecticut • Garden Club Federation of Massachusetts • Georgia Hospital Association • Greater Seattle Chamber of Commerce • Home Center Institute • Hospital Association of Pennsylvania • Hospital Council of Greater Milwaukee • Hospital Shared Services • Institute for Cooperation in Environmental Management • Iowa Hospital Association, Inc. • Kansas City Area Hospital Association • Lighting Design Lab • Maine Municipal Association • Maryland Association of Counties • Maryland Chamber of Commerce • Maryland Hospital Association • Maryland Municipal League • Massachusetts Energy Efficiency Council • Metro Washington Council of Governments • Metropolitan Energy Center • Minnesota Environmental Initiative • MS Technical Assistance Program • National Association of Counties (NACo) • National Association of Electrical Distributors • National Conference of States • National Council of State Garden Clubs, New England Region • National Retail Hardware Association • National Assn of Power Engineers, Metro Miami FL Chap #4 • National Earth Science Teachers Association • National Electrical Manufacturers Assn • The National Lighting Bureau • New Hampshire Federation of Garden Clubs • New Jersey Business & Industry Association • North Carolina Hospital Association • Northeast Public Power Association • Northern Light Section IES • Northwest Power Planning Council • Northwest Public Power Association • Ohio Citizens for Responsible Energy • Ohio Hospital Association • OR Society for Hospital Engineering • Public Citizen • Puerto Rico Hospital Association • Radio Catskill (WJFF, Jeffersonville) • Rails-to-Trails Conservancy • Remodeling Contractors Association of America • RI Federation of Garden Clubs, Inc. • Society for the Protection of NH Forests • Soil and Water Conservation Society • Southern Appalachian Man & the Biosphere Cooperative • Student Pugwash USA • Students for an Energy-Efficient Environment • The Student Assn of the George Washington University • Texas Association of Business • University of Oklahoma Student Assn • US Telephone Association • Vermont Businesses for Social Responsibility • West Michigan Environmental Action Council • West Virginia Manufacturers Association • York Foundation •

HEADQUARTERS OF GREEN LIGHTS PARTNERS



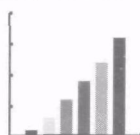
● Partners

■ State Partners

February



Green Lights launches program targeted towards recruiting the Federal Government.

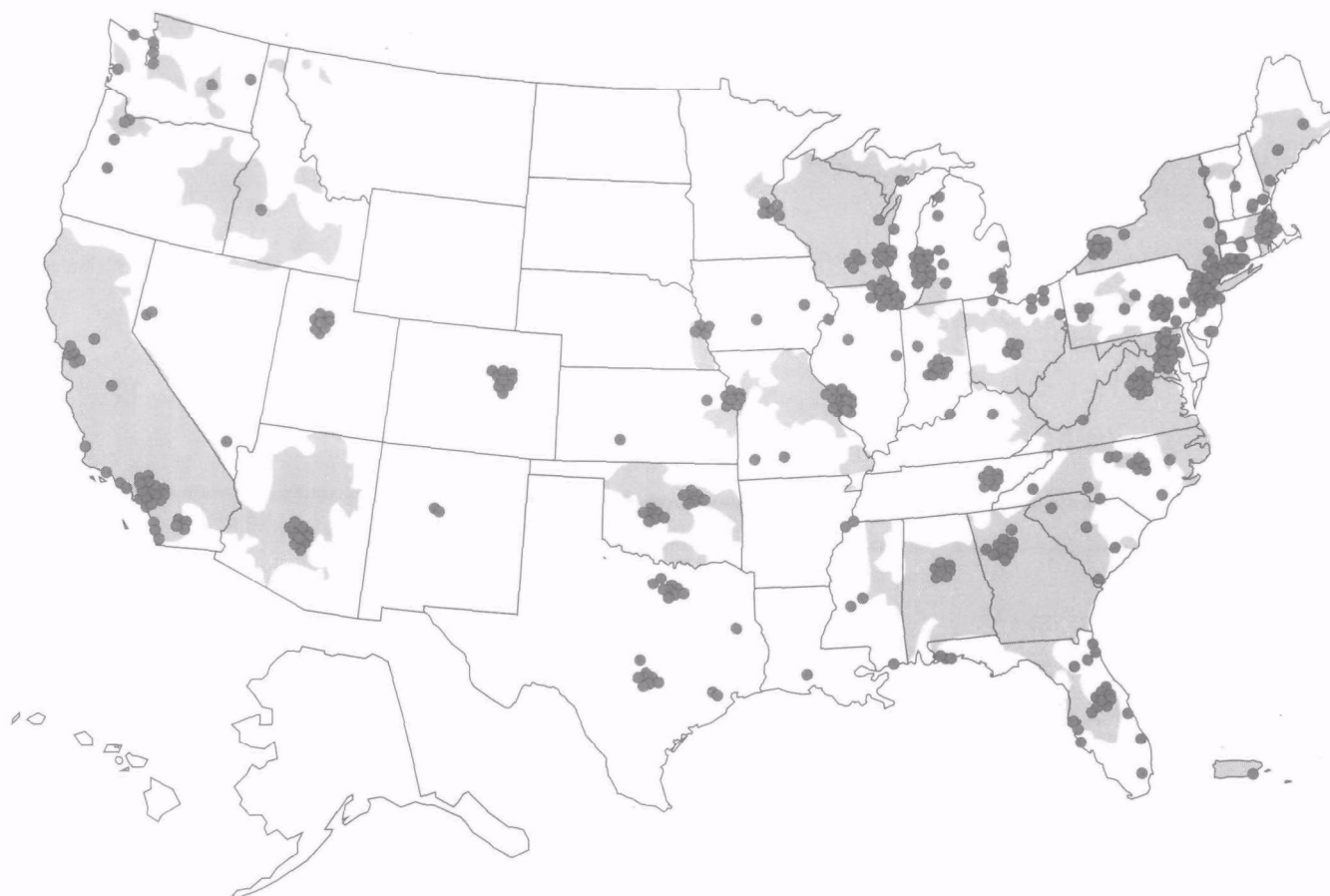


The Navajo Nation becomes the first Native American Nation to join Green Lights.



Green Lights participants have reduced lighting electricity consumption by over 100 million kilowatts per year.

HEADQUARTERS OF GREEN LIGHTS ALLIES AND UTILITY ALLY SERVICE TERRITORIES



● Allies

■ Service Territories of Utility Allies

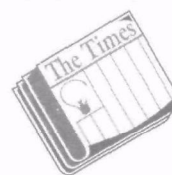
March



Public service announcement "Environmental Revolution From Top to Bottom" appears in *Business Week*.



The first Surveyor Allies take part in a Lighting Upgrade Workshop.



Buildings magazine features a special Green Lights supplement focusing on implementation issues and Partner case studies.

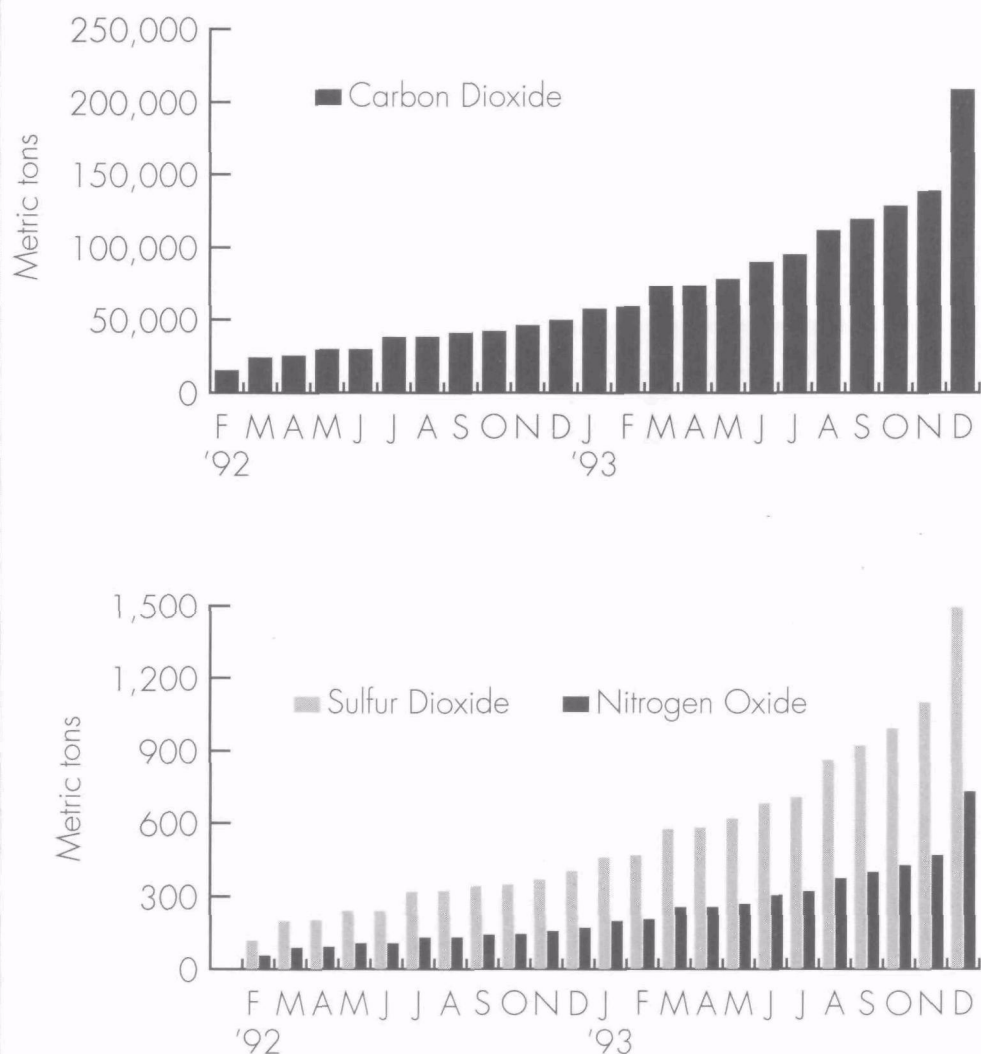
WHAT'S IN IT FOR PARTICIPANTS?

Green Lights participants understand that substantial pollution reductions are possible through profitable investments in energy-efficient lighting. Annual energy savings, which typically exceed 25% of the replacement costs, help participants approach lighting upgrades as an investment rather than a fixed overhead cost. These organizations are reducing their lighting electricity bills by 42 percent or more, while maintaining or improving lighting quality. By signing on to this innovative public-private partnership, organizations of all kinds are reducing pollution, saving energy, and enhancing their image—a commitment to the environment that results from a single stroke of a pen.

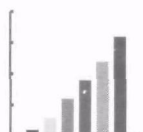
POLLUTION REDUCTIONS...

Over 430 participants have reported significant progress on lighting upgrades, with close to 18 percent of their total square footage currently being upgraded. Investment in these new lighting technologies is already dramatically reducing air pollution.

ANNUAL POLLUTION REDUCTIONS FROM COMPLETED UPGRADES



April



The City of Cincinnati joins Green Lights as the program's 28th Government Partner.



Historic Old North Church in Boston completes its Green Lights upgrades.



On Earth Day, President Clinton signs an Executive Order directing the Federal Government to purchase only Energy Star computers, monitors, and printers.

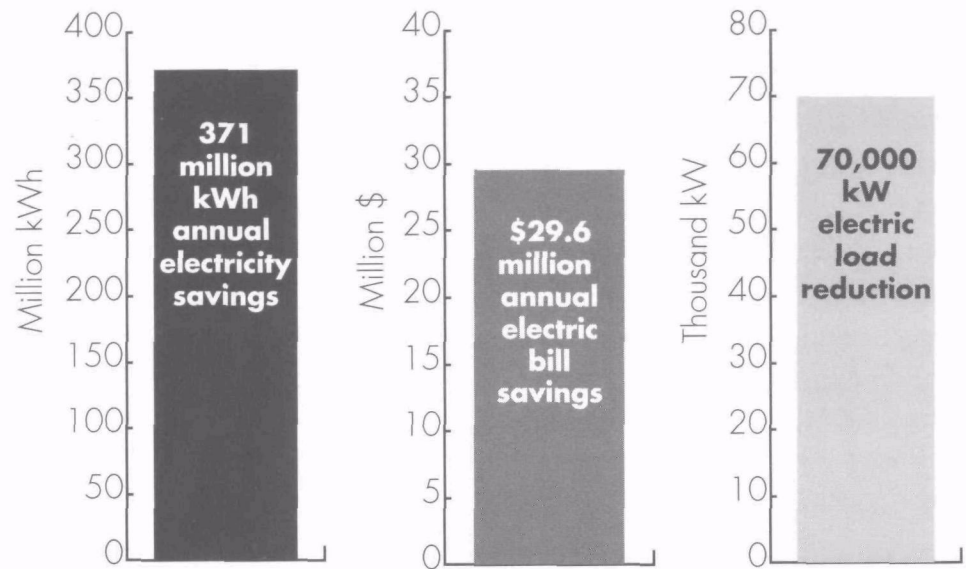
ENERGY AND COST SAVINGS...

Green Lights participants are already avoiding over 371 million kWh annually—an energy savings that equals \$29.6 million in annual electric bill costs. And most participants are only in the earliest phases of their implementation.

AND AN ENHANCED IMAGE

Corporate marketing tools are ideal for linking participant implementation progress with the environmental benefits of energy-efficient lighting. The Green Lights program was featured on the Goodyear blimp, two episodes of Captain Planet, and numerous company publications and advertisements.

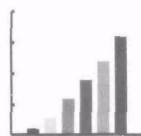
GREEN LIGHTS SAVINGS FROM COMPLETED UPGRADES AS OF 12/31/93



GREEN LIGHTS PROMOTIONAL MATERIALS



Health Care Facilities Management magazine features an article on Green Lights.



Green Lights adds 143.5 million square feet of space to the program by recruiting McDonald's corporation and the J.C. Penney Company.

May



Johnson Controls wins first Ally of the Year award.

PARTNER AND ALLIES OF THE YEAR

In September 1993, the Green Lights program announced the second Ally of the Year competition, and for the first time introduced a Partner of the Year award. Out of a field of impressive candidates, EPA selected Mobil as its Partner of the Year, Primo Lighting Management as its Lighting Management Company Ally of the Year, Cooper Lighting as its Manufacturer Ally of the Year, and Arizona Public Service Company as its Utility Ally of the Year. In addition, Green Lights Partners Columbia University, Johnson & Johnson, the Science Museum of Minnesota, and Southern California Gas Company all received Certificates of Distinction.

Partners were judged on implementation of lighting upgrades; Green Lights communication, education, and promotion; and other "above and beyond" activities. Allies were chosen by their success in implementation, technology innovation, Green Lights promotion, financing, and upgrade work for Green Lights Partners. By showing outstanding effort in their respective categories, all eight winners clearly distinguished themselves as model Green Lights participants.



PARTNER OF THE YEAR



Mobil achieved stellar upgrade results by taking a comprehensive approach that encompassed both technical and financial considerations. Using a combination of T-8 lamps with electronic ballasts, compact fluorescents, and other proven lighting technologies, Mobil has realized annual electricity bill

savings of \$500,000 in its Fairfax, Virginia headquarters alone. Mobil also helped EPA further its own understanding of the upgrade process by sharing vital information about its implementation activities.

As one example of its leadership role in communicating the benefits of Green Lights, the company ran an advertorial in *Newsweek*, *USA Today*, and other national publications that promoted Green Lights and provided the Hotline phone number. Mobil employees also distributed Green Lights T-shirts to employees, hosted a Green Lights workshop, and provided peer assistance to several other Partners.

Mobil

All four organizations that won **Partner Certificates of Distinction** pursued aggressive implementation schedules using Green Lights recommended lighting technologies, and worked hard to communicate the benefits of Green Lights to their employees and to the public. **Columbia University** received its certificate in the category of Public Education on the Benefits of Green Lights, **Johnson & Johnson** was honored for Communication and Promotion of Green Lights, and both the **Science Museum of Minnesota** and **Southern California Gas** were awarded certificates based on their First Year Implementation Progress.



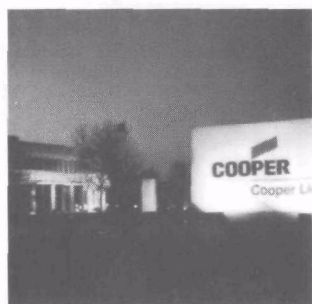
ALLIES OF THE YEAR



Lighting Management Company Ally of the Year.

Since joining Green Lights in May 1991, Primo Lighting Management has completed 100 percent of both surveys and upgrades for its facility. Primo helped EPA develop the Green Lights program's *Decision Support System* software, and worked closely with Caterair, Inc., a Green Lights Partner, on a lighting upgrade project at the Baltimore-Washington Airport that will save Caterair almost \$38,000 annually in energy costs.

PRIMO



Lighting Manufacturer Ally of the Year.

Cooper Lighting has completed surveys and upgrades on 86 and 50 percent of its facility square footage, respectively. The company developed an innovative program called "G.R.E.E.N." (Generating Real Energy Efficiency Naturally), which emphasizes their participation in Green Lights; the ecological benefits of energy-efficient lighting; and the cost savings, environmental benefits, and attractiveness of energy-efficient fixtures and lamps. Cooper also offered a series of courses at its training center that focused on lighting efficiency, application, and fundamentals.

COOPER



Utility Ally of the Year.

Following a comprehensive survey of all their facilities, Arizona Public Service (APS) selected and installed lighting upgrades which have already maximized the energy-efficiency and pollution prevention of 21% of their space. APS was actively involved in helping EPA Region IX (San Francisco) identify and recruit new Green Lights Partners. As a direct result of their efforts, Maricopa County (Arizona's largest county) and Maricopa Community College District have joined Green Lights. APS also dynamically promoted Green Lights by sponsoring local broadcasts of the "Green Lights Environmental Showcase" public affairs TV special and providing copies to viewers on request.

APS Arizona
Public
Service
Company
Creating a Bright Future

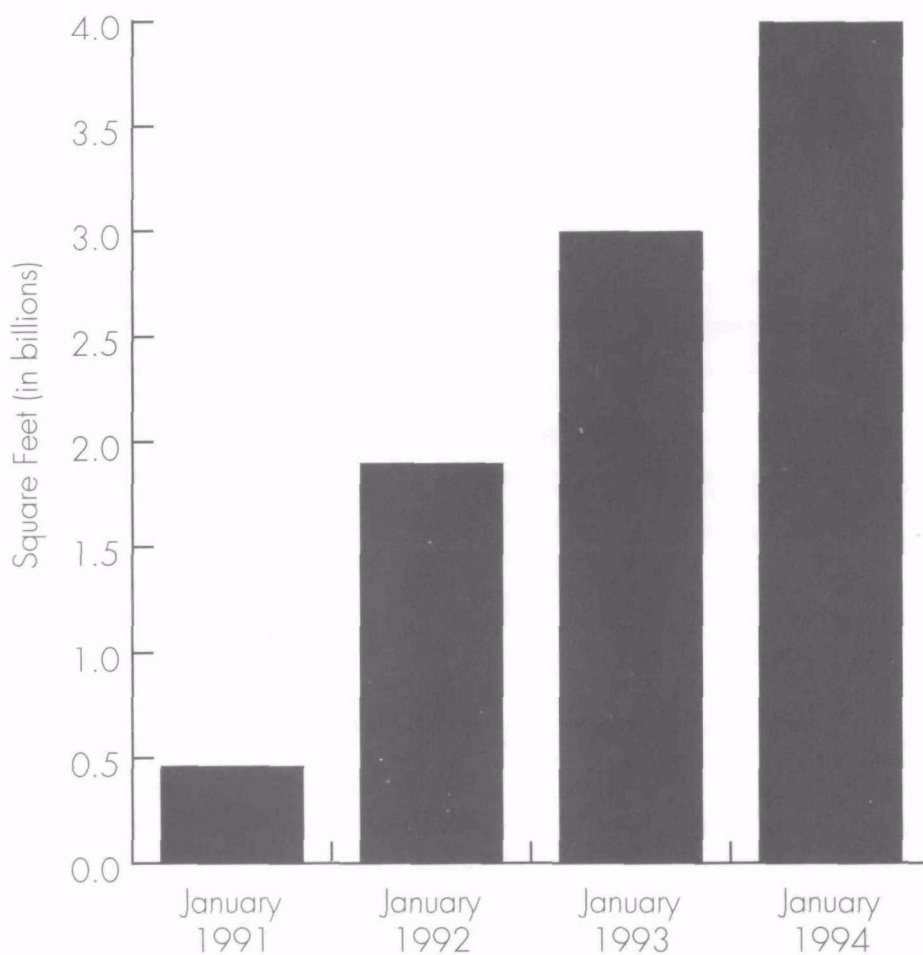
WHAT ARE GREEN LIGHTS PARTICIPANTS EXPECTED TO DO?

All Green Lights participants sign a Memorandum of Understanding (MOU) with EPA, agreeing to (1) survey all of their domestic facilities, (2) upgrade their lighting where profitable, and (3) complete their lighting upgrades within 5 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, participants agree to assign a Green Lights Implementation Director responsible for ensuring timely lighting upgrades, documenting progress annually 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.

COMMIT DOMESTIC SPACE TO ENERGY-EFFICIENT LIGHTING...

Green Lights participants have committed to upgrade a total of 4 billion square feet of facility space—more than 3 times the total office space of New York, Los Angeles, and Chicago combined.

SQUARE FEET COMMITTED TO GREEN LIGHTS AS OF 1/1/94



NLPIP releases a Specifier Report on parking lot luminaires.



EPA Administrator Carol Browner hosts a signing ceremony in Atlanta at which 26 new Partners, Allies, and Endorsers join Green Lights.



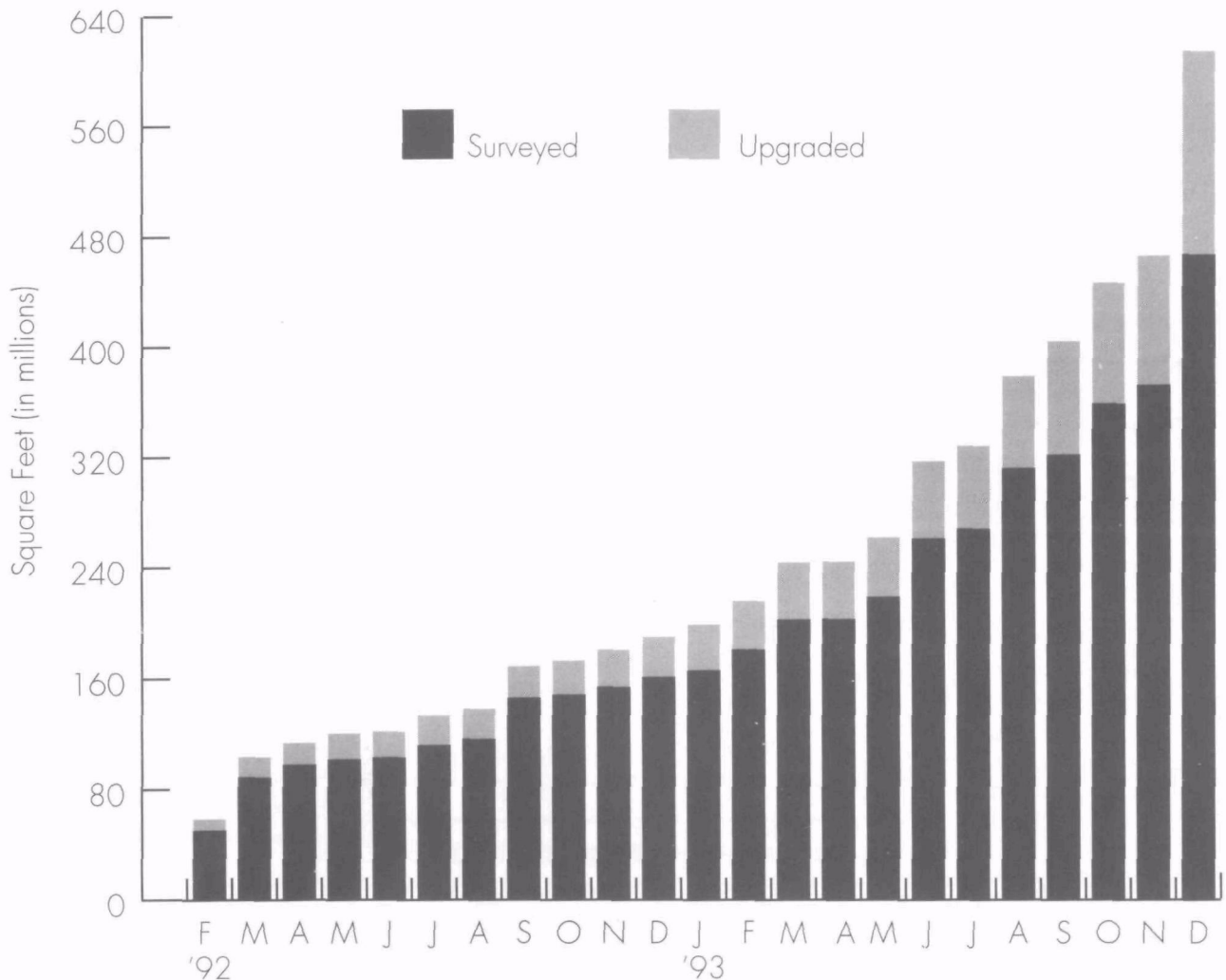
NLPIP releases Lighting Answers: T-8 Fluorescent Lamps and a Specifier Report on compact fluorescents.

June

SURVEY AND UPGRADE THEIR FACILITIES...

The lighting survey helps Green Lights Partners determine which lighting upgrade choices offer the greatest potential profit and still preserve lighting quality. Participants agree to complete 90% of the lighting upgrades determined in the survey to be profitable.

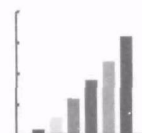
GREEN LIGHTS UPGRADE PIPELINE AS OF 12/31/93



227.1 million square feet of space are in the Green Lights upgrade pipeline.



Vice President Gore and EPA Administrator Carol Browner unveil the first Energy Star Computers at a press conference in Washington, DC.



Green Lights participants number over 1,000.

AND COMPLETE THEIR UPGRADES WITHIN 5 YEARS

Green Lights participants reported 4,769 surveys and lighting upgrades were under way or complete by the end of 1993. These projects represent nearly half a billion square feet of commercial and industrial space.

LOCATIONS OF LIGHTING UPGRADE PROJECTS AS OF 12/93



Number of Upgrade Projects

• 1 • 20 • 70

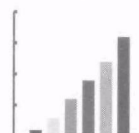
July



Green Lights wins the South Coast Air Quality Management District's 1993 Clean Air Award for Public Education on Air Quality Issues.

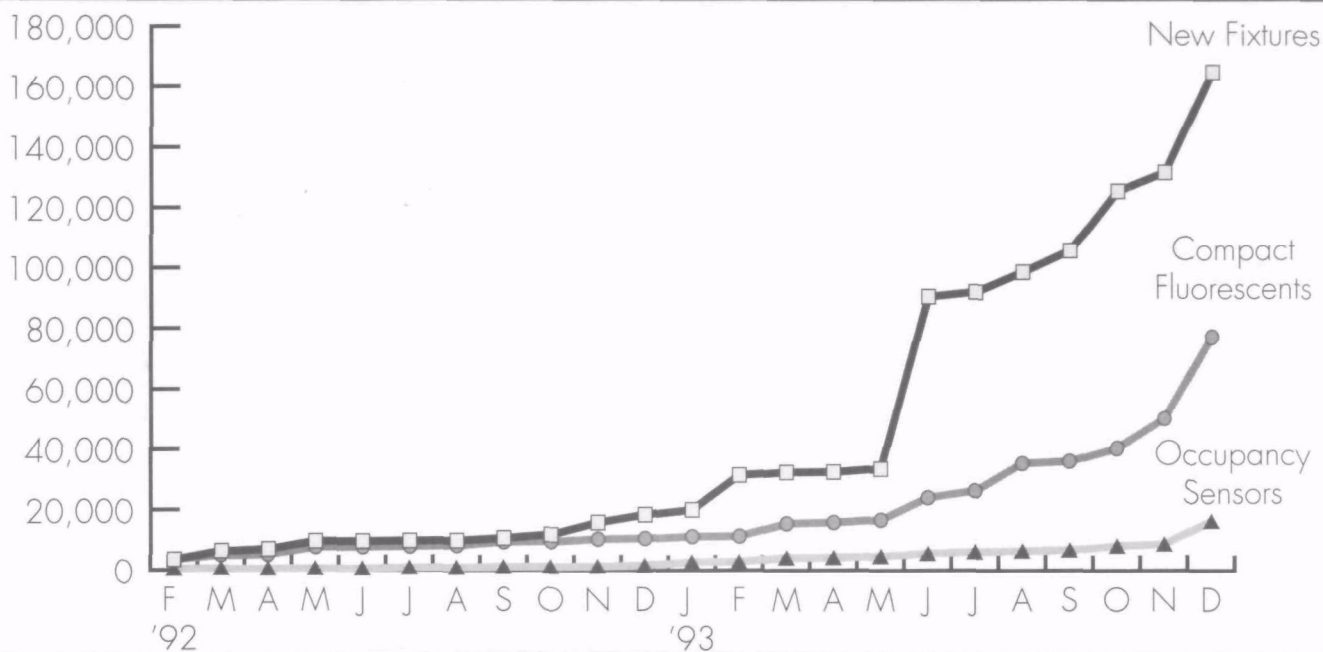


The State of Nebraska uses student interns to survey 400 buildings.

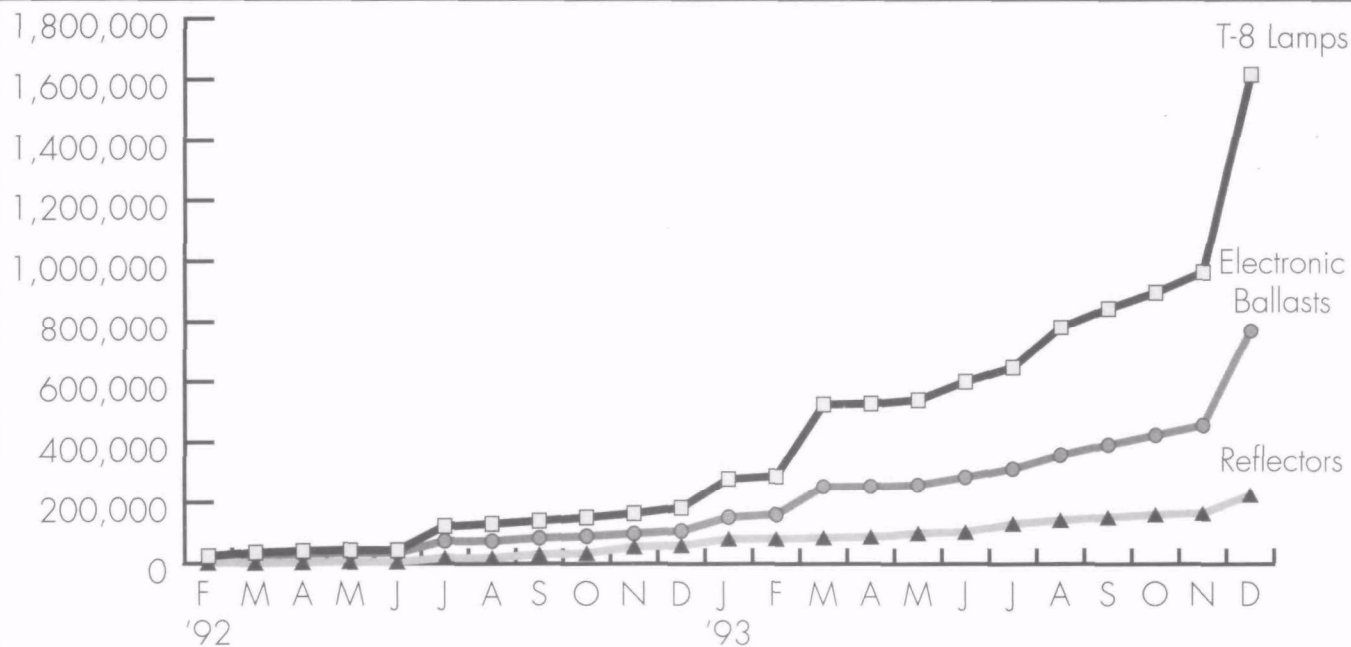


More than 65 members of the health care industry are enrolled in Green Lights.

FIXTURES, OCCUPANCY SENSORS, AND COMPACT FLUORESCENTS INSTALLED: 2/92 - 12/93



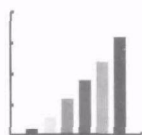
T-8'S, REFLECTORS, AND BALLASTS INSTALLED: 2/92 - 12/93



August



The president of the National Wildlife Federation features Green Lights in his syndicated column.



More than 50 colleges and universities are enrolled in Green Lights.

September



Green Lights announces upcoming 1994 Partner and Ally of the Year awards.

WHAT DOES EPA PROVIDE TO SUPPORT THEIR PARTNERS?

For an organization interested in upgrading its lighting system, the most daunting obstacle can be the lack of information and experience necessary to pursue the project confidently. From the start of the Green Lights program, EPA has provided an array of continually evolving tools and services 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 will result in the greatest possible energy savings, the highest return on investment, and the best lighting quality, as well as maximum public recognition for environmental leadership. In 1993, Green Lights expanded these services even further as it looked for new ways to support its participants and reach out to other organizations interested in the economic and environmental benefits of energy-efficient lighting.

NEW EPA SUPPORT SERVICES & TOOLS IN 1993



"Occupancy Sensors: A Common-Sense Approach to Protecting the Environment." The first in a series of educational videos created to inform consumers about the economic and environmental advantages of energy-efficient lighting.

The Energy Star Fax Line system. Accessible by phone or fax 24 hours a day, this system provides up-to-date information within minutes on Green Lights, Energy Star Buildings, Energy Star Computers, and the Methane programs.

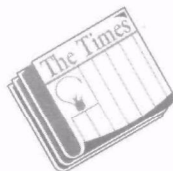
The Surveyor Ally program. After passing a Lighting Upgrade Workshop examination, Surveyor Allies are listed in a directory of individuals who can help Partners specify lighting upgrades that fulfill the MOU.

The Distributor Ally program. Distributor Allies help put energy-efficient lighting technologies into the hands of consumers by employing at least one person who is knowledgeable about them and including relevant information in their marketing materials.

Lighting Answers. This new publication series from the NLPPI uses an easy question-and-answer format to address more narrow topics than those covered in *Specifier Reports*. T-8 fluorescent lamps and polarizing lenses were among the topics covered in 1993.



More than 500 members of the lighting industry have taken the Surveyor Ally exam.



Fortune and Building Operating Management magazines run a special supplement focusing on the Green Lights and Energy Star programs.



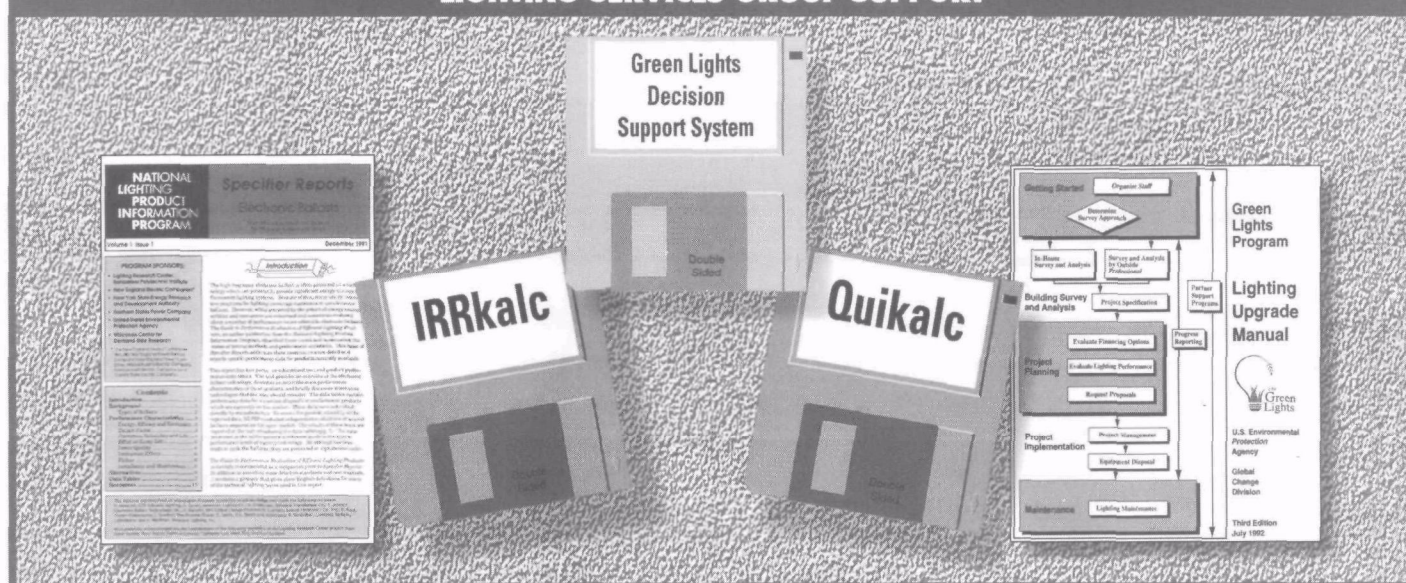
President Clinton announces the Administration's Climate Change Action Plan and commits to expanding voluntary programs such as Green Lights.

A LIGHTING SERVICES GROUP...

The Lighting Services Group (LSG) is a team of lighting experts that provides extensive technical support throughout the upgrade process, including a technical services hotline, bimonthly lighting workshops held nationwide, and the comprehensive *Lighting Upgrade Manual*. The LSG can also help Partners conduct 1-day mobilization meetings to plan and coordinate Green Lights implementation efforts organization-wide.

Computer software packages such as the *Decision Support System*, *Quikalc*, and *IRRkalc* allow participants to rapidly analyze their upgrade options; estimate the energy, environmental, and financial impacts of a specific upgrade; and calculate a project's internal rate of return. The *Financing Directory* is a data base of utility incentives and third-party financing options for both energy-efficient lighting and nonlighting energy-efficiency projects.

LIGHTING SERVICES GROUP SUPPORT



ALLY PROGRAMS...

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. Finally, the National Lighting Product Information Program (NLPIP), operated by the Lighting Research Center at Rensselaer Polytechnic Institute, publishes *Specifier Reports* that examine a lighting technology or system in detail and include manufacturer-specific product evaluations.



EPA establishes the Washington/Baltimore area as the nation's first Energy Star Region.

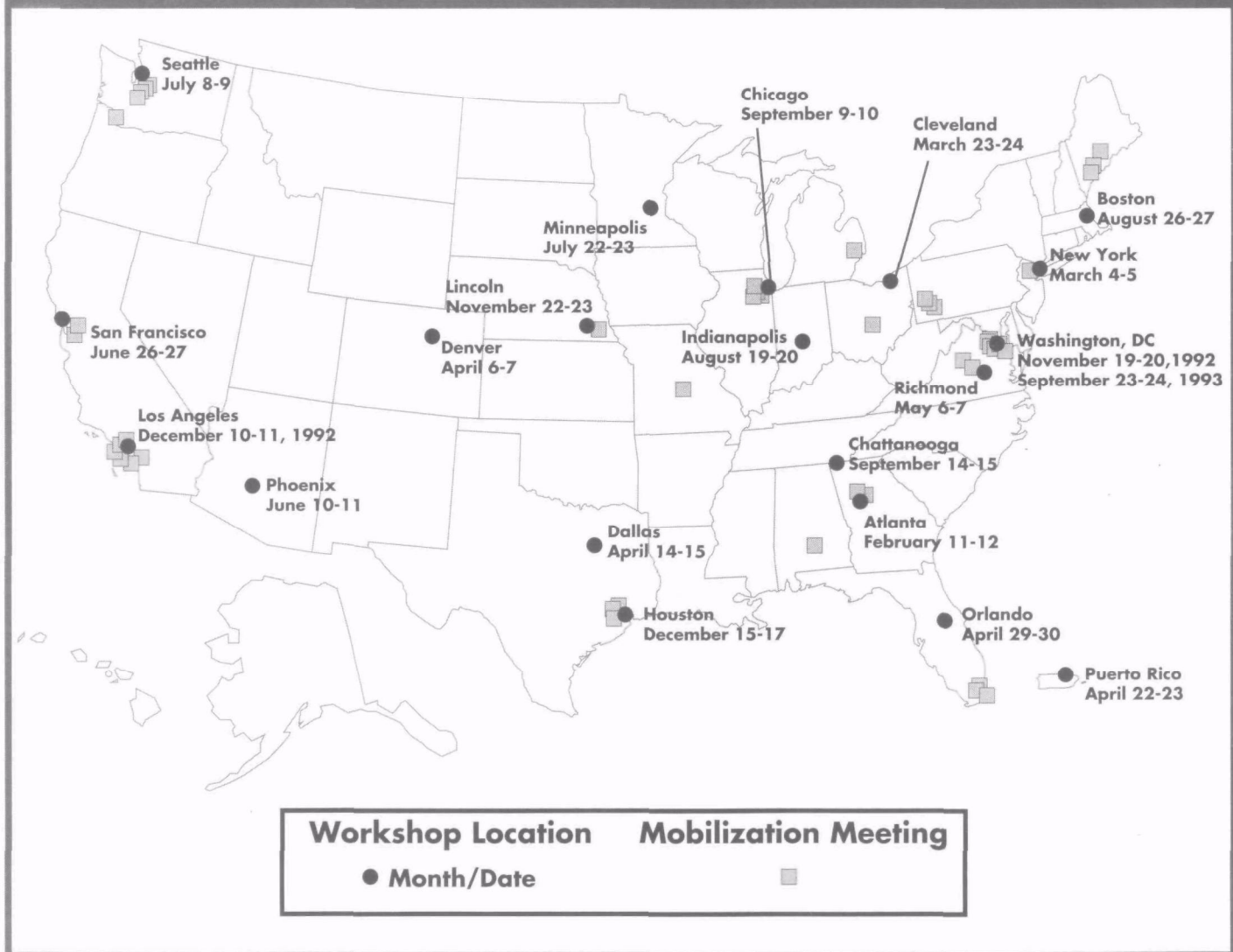


Green Lights participants have committed 3.9 billion square feet of facility space for upgrades.



216 Surveyor Allies join the Green Lights program.

LIGHTING UPGRADE WORKSHOPS AND MOBILIZATION MEETINGS IN 1993



November



Carol Browner honors the Green Lights Partner of the Year, Partner Certificate of Distinction winners and 3 Allies of the Year at EPA headquarters.



EPA releases a revised version of the *Green Lights Financing Directory*.



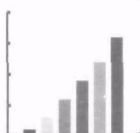
State Government Financing Report is released to help State Partners identify upgrade funding resources.

OPPORTUNITIES FOR PUBLIC RECOGNITION...

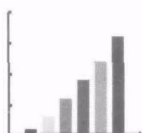
As part of its commitment to publicize the Green Lights program, EPA works with participants to encourage individual and collective promotion of energy-efficient lighting. EPA distributes a variety of communications materials designed to keep participants informed. These materials include the *Green Lights Update*, a monthly newsletter mailed to over 20,000 Green Lights constituents—including current program participants, prospects, members of the media, and other interested parties. Additionally, EPA places Green Lights public service advertisements in publications such as *BusinessWeek*, *Fortune*, and *Discover*, and works to promote energy efficiency through programs like NBC's Environmental Showcase. Finally, the Endorser program helps promote the Green Lights program to participating members of major professional and trade associations, academies, institutes, and societies.



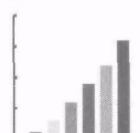
December



The State of New Jersey joins the Green Lights program.



The Green Lights/Energy Star fax line system is up and running, providing faxed program information 24 hours a day.



Green Lights Program finishes the year with a total of 1,238 participants.

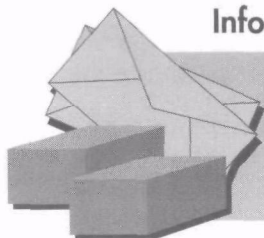
Green Lights, the energy conservation program sponsored by the Environmental Protection Agency, is starting to show results. This month, EPA announced that participants in the program have already saved more than 100,000 kilowatt-hours of electricity.

AND ON-GOING CUSTOMER SERVICE

Three dedicated hotlines and numerous printed materials help the Green Lights program office assist participants, prospective members and the public with answers to technical questions and general inquiries.

GREEN LIGHTS INFORMATION SUPPORT IN 1993

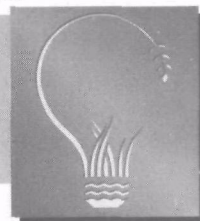
Informational Materials Mailed



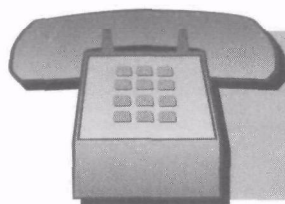
8,755
Standard Packages

Green Lights Program Office

14,214
Calls Received



General Hotline



9,894
Calls Received

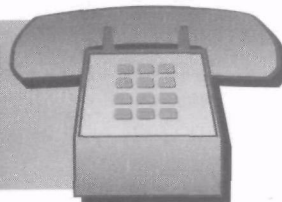
Technical Hotline



5,206
Calls Received

Ally Hotline

5,281
Calls Received



County wants to lighten light bill

By DAN BURNS
News-Post Staff

The Frederick County Commissioners gave the green light to a

longer lives and cost less to use.

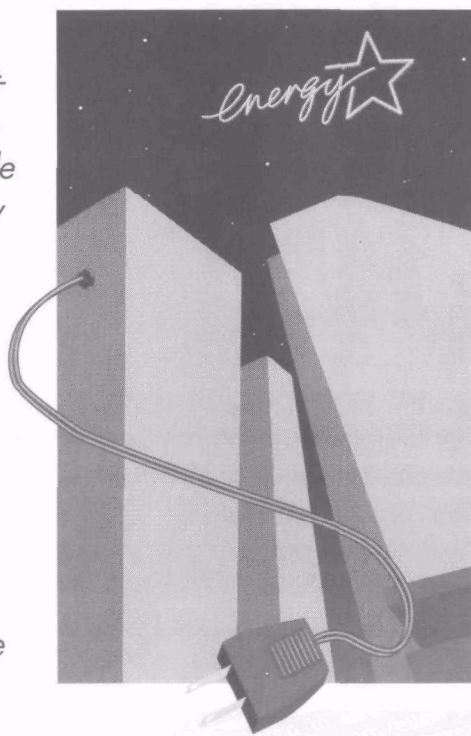
Participants are reducing energy costs and also reducing emissions of pollutants associated with global warming, acid rain and "smog," Mr. Harrison said.

ENERGY STAR SHOWCASE BUILDINGS

The United States spends approximately \$70 billion annually to operate commercial and industrial buildings, and much of this sum is spent on wasteful and inefficient technologies. In 1993, EPA introduced the voluntary Energy Star Buildings program to help building owners take advantage of the wide variety of cost and energy-efficient technologies that exist for buildings. These technologies can cut a building's energy use by more than 40 percent—which amounts to \$28 billion that can be reinvested into the economy each year. In addition, profitable and efficient use of energy translates into less air pollution. To demonstrate the savings potential of the Energy Star Buildings program, EPA is working to identify approximately 20 buildings nationwide that will "showcase" comprehensive energy-efficient upgrades over the next 1-2 years.

Showcase Building owners will work closely with EPA to perform a series of accelerated, profitable, and state of the art energy-efficiency upgrades. The EPA strategy is designed to maximize savings, prevent oversizing, and minimize equipment costs. It begins with a complete Green Lights upgrade, followed by a comprehensive survey and tune-up of existing building systems. It then calls for investments in technologies that will indirectly reduce heating and cooling loads, including energy-efficient office equipment and improved insulation and glazing. The next step is to improve the performance and operating efficiency of fans and air-handling systems. The process ends with replacement or upgrades to the HVAC plant, comprised of more efficient chiller and heating systems.

To participate in the Showcase Buildings initiative, a facility should contain at least 25,000 square feet of office space and should include energy-usage monitoring systems that allow for regular reporting of successful upgrades. While Energy Star Buildings Partners have 7 years to complete 90 percent of their upgrades, a Showcase Building owner agrees to complete all upgrades in 1 to 2 years, with the goal of cutting electricity use by up to 50 percent.



By taking part in the first phase of the Energy Star Buildings program, Showcase Buildings reap benefits that go beyond the resulting energy and cost savings. EPA supports its Showcase Buildings participants with an array of helpful resources such as objective technology information, savings analysis software, and survey and analysis guidance. Owners of multiple buildings choose just one to showcase, but can see the potential savings from upgrading all their facilities. In addition, EPA provides Showcase Buildings with positive public recognition for their part in preventing pollution and caring for the environment.

ENERGY STAR COMPUTERS

Computer equipment is the fastest growing electricity load in the commercial sector. It accounts for 5 percent of commercial electricity consumption—and this number could grow to 10 percent by the year 2000.

Conventional computers run at full power during the day, and as many as 30–40 percent are left running at night and on weekends. To combat this wastefulness, EPA has formed a voluntary partnership with leading computer, monitor, and printer manufacturers. By introducing energy-efficient computer equipment to the marketplace, the Energy Star Computers program will cut nearly \$2 billion from ratepayers' annual electricity bills by the year 2000—saving enough electricity to power Maine, New Hampshire, and Vermont for an entire year.



The vast majority of computer companies that sell products in the United States have joined the Energy Star Computers program, accounting for 70 percent of all U.S. sales of desktop computers and 90 percent of the laser printer market. Equipment that qualifies for the EPA ENERGY STAR™

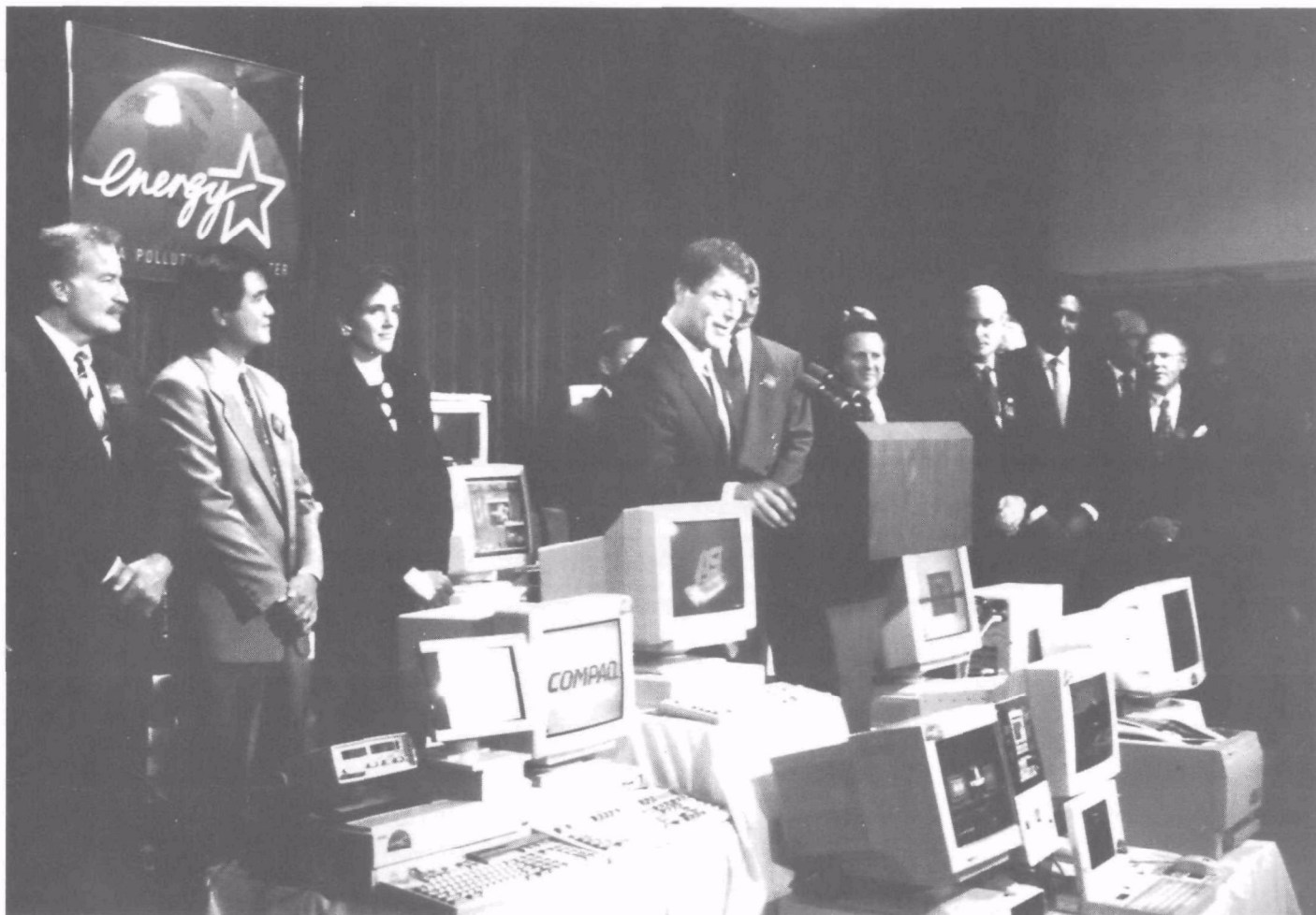
logo can "sleep" or "power-down" when not in use, and can awaken with a simple touch of the keyboard or mouse. Unveiled by Vice President Al Gore and EPA Administrator Carol Browner in June 1993, Energy Star computers, monitors, and printers are now available to consumers and businesses.

The savings potential of these more efficient products is significant. Depending on computer usage patterns, the Energy Star sleep feature can cut a computer's electricity use by 50–75 percent. As an added benefit, these efficient systems give off less heat while sleeping, reducing the amount of electricity needed to cool a building by 5–10 percent. By the year 2000, Energy Star Computers and other campaigns to promote energy-efficient computer equipment will lead to annual savings of 26 billion kilowatt-hours of electricity and substantial reductions in air pollution emissions.

Because Energy Star computers, monitors, and printers cost the same as their less efficient counterparts, buying them to replace old equipment is highly profitable. President Clinton has directed the U.S. Government—the largest buyer of computer equipment in the world—to purchase only Energy Star equipment where it's available and meets performance needs. This Executive Order took effect in October 1993 and will save taxpayers \$40 million annually. EPA alone will save enough money using the new equipment to fund the Energy Star Computers program several times over—making it one of the most cost-effective government initiatives in history.

EPA is encouraging state governments and other organizations to consider taking the same step. Companies interested in buying Energy Star equipment can contact EPA for more information on participating manufacturers and available products. To assist companies with procurement efforts, EPA has

also developed sample procurement language for Requests for Proposals. In addition, organizations may wish to sign a Letter of Principle stating their intention to purchase Energy Star equipment. EPA will maintain a list of all organizations who commit to buy Energy Star products, and participating companies can receive updated lists of new products as often as they like.



"The creation of energy-efficient computers for the marketplace is a landmark in the development of environmental technologies. They show how economic development and environmental protection go hand in hand."

Vice President Al Gore
June 17, 1993

**ENERGY STAR PROGRAMS CAN HELP
YOUR ORGANIZATION.
CONTACT US BY PHONE OR FAX:**

Green Lights General Hotline:	202 775-6650	Fax: 202 775-6680
Green Lights Technical Hotline:	202 862-1145	Fax: 202 862-1144
Green Lights Ally Hotline:	202 293-4527	Fax: 202 223-9534
Green Lights Electronic Bulletin Board:	202 775-6671	

OR, RETURN THIS FORM TO:

**THE U.S. ENVIRONMENTAL PROTECTION AGENCY
AIR AND RADIATION (6202-J)
WASHINGTON, DC 20460**



I am interested in learning more about:

☐ Green Lights Program
☐ Green Lights Allies

☐ Green Lights Partners
☐ Green Lights Endorsers

Name _____

Title _____ Phone _____

Company _____

Street/PO _____

Approximate Number of Employees _____ Approximate Number of Facilities _____

Approximate Square Footage of All U.S. Facilities _____

Signature _____ Date _____

ALLIES • 3M • A-1 Lighting Service Company • ABD Lighting Management Co • Acculyte Corporation • Active Electric Supply • Adalite Inc. • Advance Transformer Co • Advanced Control Technologies, Inc. • Advanced Lighting Applications • Advance Electrical Supply • Advanced Environmental Recycling Corp. • Adventure Lighting Supply, Ltd. • Aetna Corporation • Alabama Power Company • Aladdin Lighting Supply • ALCOA/Aerospace • Allegheny Power Service Corporation • All Lighting Inc. • ALP Lighting and Ceiling Products • Amalco Metals, Inc. • A-M Electric Company, Inc. • American Energy Management • American Illuminetics Inc. • American Lighting Corp • American Lighting Inc • American Louver Company • American Electric Power Service Corp. • American Scientific Lighting • American Lighting & Electric Supply Co. • American Light, Inc. • Ameri-Star Lighting • Amerlux, Inc. • Amtech Lighting Services • Appliance Control Technology • Applied Energy Management, Inc. • Arc Electric Company • Archway Lighting & Electric Supply Co. • Area Lighting Research • Arizona Public Service Company • Armstrong Pacific • Aromat Corporation • Art Directions, Inc. • Atlantic Energy • Atlantic Lighting and Supply Co. (NJ) • Atlantic Lighting and Supply Co. (GA) • Atlas Electric Corporation • A Weatherization Co/Awxco • Badger USA • Baltimore Gas and Electric Co. • Bangor Hydro Electric • Barney Roth Co • Belco Electric, Inc. • Beta Lighting • Big Beam Emergency Systems • Border States Electric Supply • Boston Edison Company • Branch Group, Inc. • Brayer Lighting, Inc. • Bright Side Lighting • Bright Electrical Supply • Broadway Lighting Services • Brownlee Lighting • Bryant Electric • The Bulb Man, Inc. • Butler Supply, Inc. • Cantera Electronics International • Cardello Electric Supply • CCR Lighting Technologies • Central Maine Power • CEW Lighting Inc. • Cherry City Electric • Chicago-Edison Corporation • Chloride Systems, Mfr/Lightguard Product • The Cincinnati Gas & Electric Company • City Lighting Products Company • City Utilities of Springfield • CMB Associates, Inc. • CN Robinson Lighting Supply • Codale Electric Supply, Inc. • Colorado Lighting • Columbia Lighting, Inc. • Computer Power Inc. • Conoco Corporation • Conserve Electric Company, Inc. • Conserve-A-Watt Lighting • Conservation Technology, Ltd. • Consolidated Edison of New York, Inc. • Consumer Lighting Products • CL Services Inc. • Control Systems International • Cooper Lighting • Cooper Electric Supply Company • Creative Lighting Maintenance • Crownlite Manufacturing Corporation • CSL Lighting Manufacturing, Inc. • Dark To Light Inc. • Dauphin Electric • Davis Controls Corporation • Dazor Manufacturing Corporation • Debenham Electric Supply Company • Deeter Lighting • Dielectric Coating Industries • Digecon • Direct Enterprises • Dixie Electric Supply Corporation • Duke Power Company • Duralux Industries • Duray Fluorescent Manufacturing • Duro-Test Corporation • Dynamic Energy Products • East Rock Manufacturing & Technology • Eclipse Technologies • Edison Price Lighting • Efficient Lighting & Maintenance, Inc. • Elba USA, Inc. • Electric Supply, Inc. (AZ) • Electric Supply, Inc. (OK) • EBT (Electronic Ballast Technology, Inc.) • Elliott Electric Supply • Emergency Safety Products, Inc. • Emergi-Lite, Inc. • Energy & Environmental Lighting Services • Energy Controls & Concepts • Energy Design Corporation • Energy Saving Products, Inc. • Energy Matrix • Energy Savr Products • Energy Solutions International • Energy Specialties, Inc. • Enersave, Inc. • Enertron Technologies, Inc. • Enterprise Lighting • Entergy Systems & Services • Environmental Energy Group • ESCO International • Etta Industries • Extronix - Div Of Barron Manufacturing • Fail-Safe Lighting Systems • Feit Electric Co • Finelite • First Lighting • First Light Lighting Systems • Fitzpatrick Electric Supply • Flexiwatt Corporation • Flexlite • Florida Power Corporation • Fluorescent Maintenance Company (CO) • FMS Lighting Management Systems, Inc. • Fravert Services • FTI • FulCircle Ballast Recyclers • Gabco Enterprises, Inc. • General Electric Lighting • General Lighting and Sign Services, Inc. • General Products & Supply, Inc. • The Genlyte Group • The City of Georgetown, Texas Utility • Georgia Power Company • Global Recycling Technologies • Goforth Electric Supply • Good Earth Lighting Company • Good Friend Electric • Grand Light & Supply Co., Inc. • Grant County Public Utility District • Graybar Electric Company • Green Mountain Power Corp • Greenville Utilities Commission • Gross Electric • Guardian Lighting Controls, Inc. • Guyco Corporation • Harris Manufacturing, Inc. • Hart Lighting & Supply • Heath Company • Hetherington Industries, Inc. • HE Williams, Inc. • H & H Industries • Holmes Distributors • Holophone Company Inc • Honeywell Inc • House O' Lite • Hubbell Incorporated, Lighting Division • Hubbell, Inc./Wiring Device Division • Hucker Electric Company • IceCap Industries, Inc. • Idaho Power Co • Illumelex Corporation • Illuminating Technologies • Imperial Lighting Maintenance Co • INCON Industries • Independent Electric Supply Co. • Industrial Energy Systems, Inc. • Indy Lighting • Infocex Corporation • Inland Lighting Supplies, Inc. • Innovative Lighting Services • International Energy Can Sys • Intertec Lighting, Inc. • Interstate Electric Supply Company • Isolite Corporation • Janmar Lighting • Advanced Lighting, Inc. • Jersey Central Power & Light • JH Larson Electrical Company • Johnson Controls, Inc. • Juno Lighting, Inc. • Kansas City Power & Light • Kenall • Kendall Electric • Kenetech Energy Management, Inc. • Kilowatt Saver, Inc. • Kim Lighting • King Lighting Supply • KINGTEC, Inc. • Kirby Risk Supply Company • Kirlin Company, The • K-Lite, Division of ICI Acrylics • Lamar Lighting Company • Legion Lighting • Lektron Industrial Supply, Inc. • Leslie Electric Company • Lexalite International • Light Energy Corporation • Light Source • LightTec, Inc. • Lighten Up, Inc. • Lighting & Lowering System • Lighting Maintenance & Service, Inc. • Lighting Maintenance, Inc. 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