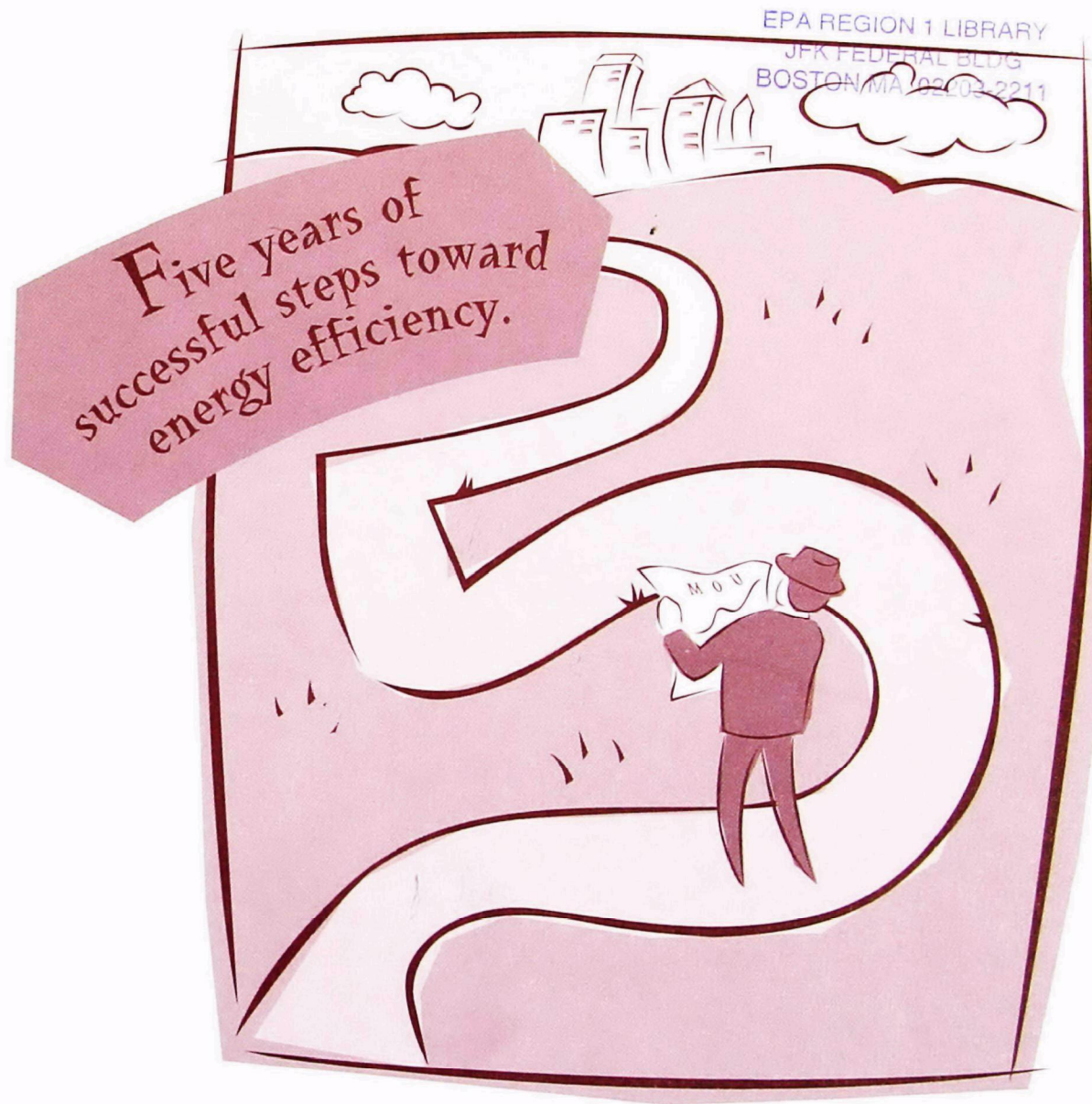




# Green Lights

## Fifth Annual Report



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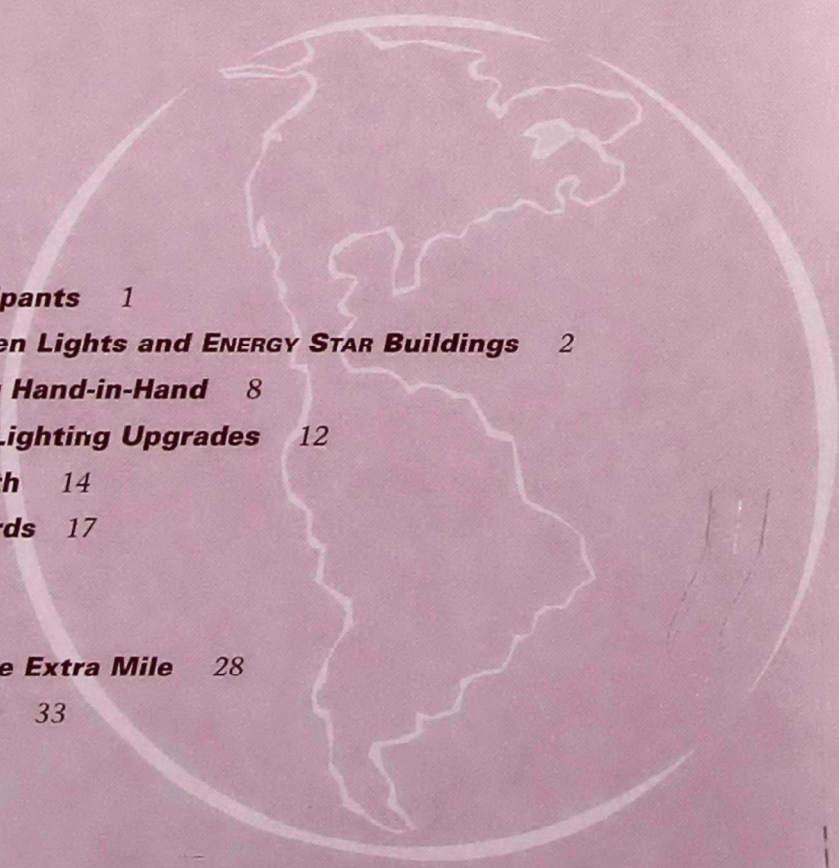


Five years ago, EPA introduced Green Lights, a unique voluntary program **designed to help businesses save money while decreasing pollution and energy use**. Since 1991, over 2,000 organizations have embarked on the Green Lights road to success. These participants have easily overcome minor roadblocks to prove that **energy efficiency is as simple as it is profitable**.

**Green Lights participants** have been instrumental to program improvement and growth, and have helped **to make 1995 the most successful and profitable year yet**. Participants have helped pave the road for other businesses by recruiting Partners and assisting new Partners with upgrades. And by decreasing greenhouse gases that cause pollution and global climate change, Green Lights participants are **helping to make the world a better place for all of us**.

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## **Congratulations to Green Lights Participants:**

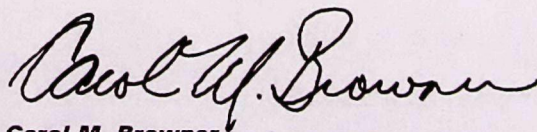
Since its inception in 1970, the U.S. Environmental Protection Agency (EPA) has dedicated itself to protecting public health and preserving our environment. A key strategy to accomplish that preservation and protection has been to prevent pollution before it is created. This trend toward pollution prevention is one of the most encouraging environmental developments of recent years. Pollution prevention is much more than a concept; it is both a reality and a demonstrated success.

Energy efficiency and waste minimization are pollution prevention concepts that make sense. I am pleased to applaud the successes of the more than 2,000 participants in our Agency's Green Lights program. Cooperating with EPA in a voluntary, energy-efficient lighting initiative to reduce atmospheric pollution, Green Lights participants' successes are many and remarkable. To date these participants are:

- *installing energy-efficient lighting in more than 5 billion square feet of U.S. facility space (equivalent to one in every 14 commercial buildings in the United States);*
- *preventing over 3.3 billion pounds of greenhouse gas emissions per year;*
- *reducing their use of electricity by more than 2 billion kilowatt-hours per year (enough to power over 1,300 office buildings of 100,000 square feet for one year!);*
- *saving more than \$172 million per year (reducing operating costs, making organizations stronger and more competitive, and reinvesting in the American economy); and*
- *proving that voluntary pollution prevention efforts work and are examples of good government.*

After five years, these organizations have proven that partnerships between the public and private sectors can bring about environmental change. As EPA Administrator, I am proud to honor all the organizations that participate in this innovative program, especially the over 300 that have recently completed their energy-efficiency improvements. Their environmental stewardship sets a profound example for their employees, communities and the public-at-large.

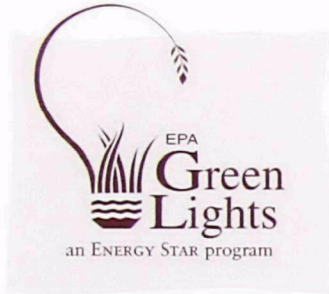
Looking to the future, EPA will partner with an even more diverse group of businesses, state and local governments, health and educational organizations and others, for another five years of success through the ENERGY STAR family of programs that will carry American energy efficiency and profitable pollution prevention into the next millennium.



**Carol M. Browner**

**Administrator**

**U.S. Environmental Protection Agency**



The first step on the road to energy efficiency is Green Lights, a voluntary, non-regulatory program that enables participants to decrease atmospheric pollution while improving profitability, lighting quality and building efficiency.

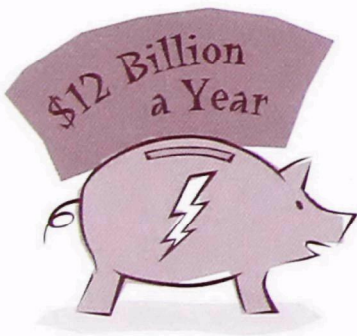
Green Lights participants, which include organizations of all kinds, survey their domestic facilities and upgrade lighting where it is profitable and where it maintains or improves lighting quality. Green Lights is also the first step in the five-stage ENERGY STAR Buildings program, which enables participants to maximize energy savings and minimize pollution emissions as they improve the efficiency of their building's air distribution, and heating and cooling systems.

"We must **take the lead in addressing the challenge of global warming....**

This must be a clarion call ... for **American ingenuity and creativity** to produce the best and most energy-efficient technology."

**President Bill Clinton**  
**April 21, 1993**

#### Potential Energy Savings:



Estimates show that if all U.S. facilities were upgraded to energy-efficient lighting, where profitable, energy savings would exceed \$12 billion a year while decreasing air pollution by five percent. This would be equivalent to taking 15 million cars off the road, resulting in less smog, acid rain and a slowing of global climate change.



When participants join the Green Lights program, they agree to fulfill their upgrade commitments in five years. Consequently, 1995 was a particularly important year for the Green Lights program because it marks the fifth year that organizations have partnered with EPA to reduce atmospheric pollution through energy-efficient lighting installations. Organizations like Whirlpool, Warner-Lambert and Philips Lighting have been with the program since the beginning, and have been instrumental in proving that government and private industry, working together, can bring about positive change for our environment.





## Green Lights Graduates

Green Lights wants to **congratulate this year's "graduates,"** who have successfully **completed their program commitments and have led the way** in establishing a **new standard of environmental initiative.**

<b>A &amp; C Enercom</b>	<b>American Council For An Energy Efficient Economy</b>	<b>Belco Electric, Inc.</b>	<b>City of Hope National Medical Center</b>
<b>A 1 Lighting Service Company</b>	<b>American Energy Management</b>	<b>Beta Lighting</b>	<b>Codale Electric Supply, Inc.</b>
<b>AM Electric Company Inc.</b>	<b>American Illuminetics Inc.</b>	<b>Bon Wit Plaza - Unit Owner's Association</b>	<b>Colonial Pacific Leasing</b>
<b>A Weatherization Co/Awxco</b>	<b>American Lighting &amp; Electric Supply Co.</b>	<b>Boswell Engineering</b>	<b>Colorado Lighting</b>
<b>ABD Lighting Management Co.</b>	<b>American Lighting Corporation</b>	<b>Boulder Community Hospital</b>	<b>Columbia University</b>
<b>Active Electric Supply</b>	<b>American Lighting Inc.</b>	<b>Branch Energy Systems</b>	<b>Connecticut Mutual Life Insurance Home Office</b>
<b>Adat Shalom Congregation</b>	<b>American Public Power Association</b>	<b>Brayer Lighting, Inc.</b>	<b>Conserve-A-Watt Lighting</b>
<b>Advance Electrical Supply</b>	<b>Amerlux, Inc.</b>	<b>Bright Side Lighting</b>	<b>Conservation Technology, Ltd.</b>
<b>Advanced Control Technologies, Inc.</b>	<b>Arc Electric Company</b>	<b>Broadway Lighting Services</b>	<b>Conserve Electric Company, Inc.</b>
<b>Advanced Lighting Applications</b>	<b>Archway Lighting Supply Inc.</b>	<b>Brownlee Lighting</b>	<b>Consumer Lighting Products</b>
<b>Advanced Lighting, Inc.</b>	<b>Area Lighting Research</b>	<b>Bryant Electric</b>	<b>Continental Lighting Services, Inc.</b>
<b>Adventure Lighting Supply, Ltd.</b>	<b>Atlantic Lighting And Supply Co. (GA)</b>	<b>CEW Lighting Inc.</b>	<b>Control Systems International</b>
<b>Aetna Corporation</b>	<b>Atlantic Lighting And Supply Co. (NJ)</b>	<b>CMB Associates, Inc.</b>	<b>Corporate Energy Management Systems, Inc.</b>
<b>Aladdin Lighting Supply</b>	<b>Auto Collision, Inc.</b>	<b>Cap And Seal Company</b>	<b>Cottage Hospital</b>
<b>Albany Medical Center Hospital</b>	<b>BP Exploration</b>	<b>Cape Canaveral Marine Services, Inc.</b>	<b>Craig Hospital</b>
<b>Alcoa Brite Products, Inc.</b>	<b>Bacharach Rehabilitation Hospital</b>	<b>Cardolite Corporation</b>	<b>Creative Lighting Maintenance</b>
<b>Alexandria City Public Schools</b>	<b>Badger USA</b>	<b>Celeste Industries Corporation</b>	<b>Crown Cork &amp; Seal Co., Inc., Machinery Division</b>
<b>All Lighting, Inc.</b>	<b>Baldor Electric Company</b>	<b>Cherry Hill Board Of Education</b>	<b>Crownlite Manufacturing Corporation</b>
<b>Alliance For Affordable Energy</b>	<b>Ballast And Lamp Recycling, Inc.</b>	<b>Chicago-Edison Corporation</b>	<b>Dark To Light, Inc.</b>
<b>Altera Corporation</b>	<b>Baylor College of Dentistry</b>	<b>Children's World Learning Centers</b>	
		<b>Cibola County Schools</b>	
		<b>Citizen's Photo</b>	
		<b>Citizens Bank Of Maryland</b>	



<b>Davis Controls Corporation</b>	<b>Energy Matrix</b>	<b>Georgia Institute Of Technology</b>	<b>Innovative Lighting Services</b>
<b>Debenham Electric Supply Company</b>	<b>Energy Solutions International</b>	<b>Gilbert Engineering</b>	<b>Integrated Power &amp; Lites</b>
<b>Deeter Lighting</b>	<b>Energy User News (Chilton Publications)</b>	<b>Godfrey Realty Company, Inc.</b>	<b>Izaak Walton League</b>
<b>Defiance City Schools</b>	<b>Enron Property Company</b>	<b>Good Samaritan Hospital (Oregon)</b>	<b>John F. Kennedy School Of Government At Harvard University</b>
<b>Delaware Valley Utility Advisors</b>	<b>Entergy Systems &amp; Services</b>	<b>Grand Light and Supply Co., Inc.</b>	<b>John Muir Medical Center</b>
<b>Dielectric Coating Industries</b>	<b>Environmental Energy</b>	<b>Green Mountain Power Corp.</b>	<b>Johnson &amp; Johnson</b>
<b>Digecon</b>	<b>Environmental Fund For Indiana</b>	<b>Guardian Lighting Controls, Inc.</b>	<b>Johnson Controls World Services, Inc.</b>
<b>Downtown Plaza Towers</b>	<b>Environmental Law Institute</b>	<b>Guyco Corporation</b>	<b>Kaiser Permanente-Northwest Region</b>
<b>Dresser Rand</b>	<b>Epson Portland Inc.</b>	<b>Hackensack Medical Center</b>	<b>Kansas City Power &amp; Light</b>
<b>Drexler Technology Corporation</b>	<b>Etta Industries</b>	<b>Harris Manufacturing, Inc.</b>	<b>Kenetech Windpower</b>
<b>Dura Pharmaceuticals</b>	<b>Exitronix - Div. Of Barron Manufacturing</b>	<b>Hart Lighting &amp; Supply</b>	<b>Kenyon Oil Company</b>
<b>Duralux Industries</b>	<b>F&amp;W Publications, Inc.</b>	<b>Haywood County Hospital</b>	<b>Kilowatt Saver, Inc.</b>
<b>Duray Fluorescent Manufacturing</b>	<b>FMS Lighting Management Systems, Inc.</b>	<b>Heritage Pointe</b>	<b>Kindercare Learning Centers</b>
<b>Dynamic Energy Products</b>	<b>FTI</b>	<b>Hines Interests Ltd Partnership: Columbia Sq.</b>	<b>King Lighting Supply</b>
<b>E Source, Inc.</b>	<b>Fairmont Minerals, Ltd.</b>	<b>Hogan &amp; Hartson</b>	<b>Kinko's Service Corporation</b>
<b>E-Finity Corporation</b>	<b>Fisher-Titus Medical CenteFisk University</b>	<b>Holy Cross Hospital Of Silver Spring</b>	<b>Kolar Management Inc.</b>
<b>EBT (Electronic Ballast Technology, Inc.)</b>	<b>Florida International University</b>	<b>House O' Lite</b>	<b>LL Bean Inc.</b>
<b>ELBA International, Inc.</b>	<b>Fluorescent Maintenance Company</b>	<b>Howard Industries Inc.</b>	<b>La Porte Hospital</b>
<b>ESCO International</b>	<b>Fravert Services</b>	<b>Hubbell Incorporated, Lighting Division</b>	<b>LaMar Lighting Company</b>
<b>EUA NOVA</b>	<b>Fudpucker's Of Fort Walton Beach, Inc.</b>	<b>Huntington Memorial Hospital, Indiana</b>	<b>Legion Lighting Company, Inc.</b>
<b>East Maine School District #63</b>	<b>FulCircle Ballast Recyclers</b>	<b>INCON Industries</b>	<b>Lektron Industrial Supply, Inc.</b>
<b>East Rock Manufacturing &amp; Technology</b>	<b>Gabco Enterprises, Inc.</b>	<b>IceCap Industries, Inc.</b>	<b>Leslie Electric Company</b>
<b>Efficient Lighting &amp; Maintenance, Inc.</b>	<b>General Lighting And Sign Services, Inc.</b>	<b>Illumelex Corporation</b>	<b>LighTec, Inc.</b>
<b>Electric Supply, Inc. (OK)</b>	<b>General Motors Hughes Electronics - Corp. Hdqtrs.</b>	<b>Illuminating Technologies</b>	<b>Light Bulb Supply Company</b>
<b>Energy Deizgn Corporation</b>		<b>Indy Lighting</b>	<b>Light Source</b>
<b>Energy Controls &amp; Concepts</b>		<b>Inland Lighting Supplies, Inc.</b>	<b>Lighten Up Products</b>



<b>Lighting &amp; Lowering System</b>	<b>Magnaray International</b>	<b>Mule Emergency Lighting Inc.</b>	<b>Philips Lighting Co.</b>
<b>Lighting Consultants International</b>	<b>Manko Gold &amp; Katcher</b>	<b>Munroe Regional Medical Center</b>	<b>Pike County Light And Power Co.</b>
<b>Lighting Dynamics, Inc.</b>	<b>Mansfield &amp; Green</b>	<b>Murphy Electric Maintenance Co.</b>	<b>Pima Community College</b>
<b>Lighting Maintenance &amp; Service, Inc.</b>	<b>Marvel Lighting Corporation</b>	<b>National Cathode Corporation</b>	<b>Planned Lighting, Inc.</b>
<b>Lighting Maintenance, Inc., Illinois</b>	<b>Maryland Brush Company</b>	<b>National Ctr. For Manufacturing Sciences</b>	<b>Pottsboro Independent School District</b>
<b>Lighting Supply Company</b>	<b>Massachusetts Institute Of Technology</b>	<b>National Park Service - Denver Service Center</b>	<b>Powell Electrical Manufacturing Company</b>
<b>Lighting Systems Too!</b>	<b>Matsushita Home and Commercial Products Co.</b>	<b>Natural Lighting Company</b>	<b>Power Savers, Inc.</b>
<b>Lima Memorial Hospital</b>	<b>Meadow Wood Hospital</b>	<b>New Hampshire Hospital Association</b>	<b>Powerline Communications</b>
<b>Litetronics International</b>	<b>Meadowcreek</b>	<b>New Mexico Energy Consultants</b>	<b>Prescolite Controls, Inc.</b>
<b>Loews Annapolis Hotel</b>	<b>Merck &amp; Company - World Headquarters</b>	<b>North Ottawa Community Hospital</b>	<b>Prescott Aerospace, Inc.</b>
<b>Los Angeles Jewish Homes For The Aging</b>	<b>Mercury Technologies Of Minnesota, Inc.</b>	<b>North Shore Medical Center, Inc.</b>	<b>Primo Lighting Management</b>
<b>Louis Dreyfus Property Group</b>	<b>MetalOptics, Inc.</b>	<b>Northern Illinois Medical Center</b>	<b>Prince Georges County, Maryland</b>
<b>Louisville Resource Conservation Council</b>	<b>Methodist Hospital (PA)</b>	<b>Novitas, Inc.</b>	<b>Pritchett Wilson Group Inc.</b>
<b>Lowe's Companies, Inc.</b>	<b>Methodist Hospitals of Memphis</b>	<b>OEEO Corporation</b>	<b>Professional Lighting, Inc.</b>
<b>Lumatech Corp.</b>	<b>Methodist Hospital Of Southern California</b>	<b>OK Electric Supply Company</b>	<b>Prolite Lighting &amp; Sign Maintenance</b>
<b>Lumax Industries Inc.</b>	<b>MicroLite Corp., Subsidiary Of Pittway</b>	<b>Old Dominion Electric Cooperative</b>	<b>Quebecor Printing, Glen Burnie, Maryland</b>
<b>Luminaire Service, Inc.</b>	<b>Mid Atlantic Lighting</b>	<b>One Town Center Associates</b>	<b>Rayvern Lighting Supply Company, Inc.</b>
<b>Lupo &amp; Associates</b>	<b>Midwest Conservation Systems</b>	<b>Oryx Energy Company Inc.</b>	<b>Real-Time Laboratories, Inc.</b>
<b>Lutheran Homes Of Oshkosh</b>	<b>Miller Lighting Company</b>	<b>Oxford Properties Florida</b>	<b>Reflect-A-Light, Inc.</b>
<b>Lyondell Petrochemical</b>	<b>Miners Memorial Medical Center</b>	<b>Pajaro Valley Unified School District</b>	<b>Remtec Systems</b>
<b>M &amp; M Electric</b>	<b>Minneapolis Public Schools &amp; Special District #1</b>	<b>Parke Industries, Inc.</b>	<b>Resources For The Future</b>
<b>MCI Telecommunications Corp./Downers Grove</b>	<b>Mira Lighting &amp; Electric Service, Inc.</b>	<b>Parkson Corporation</b>	<b>Retrofit Design Lighting</b>
<b>MGM Grand Hotel, Inc.</b>	<b>MirrorLight, Inc.</b>	<b>Parrish Lighting &amp; Engr.</b>	<b>Rochester Community School Corp. Indiana</b>
<b>MGM Lighting, Inc.</b>	<b>Motorola Lighting, Inc.</b>	<b>Pearl Pressman</b>	<b>Rockland Electric Co.</b>
<b>MTI International</b>			

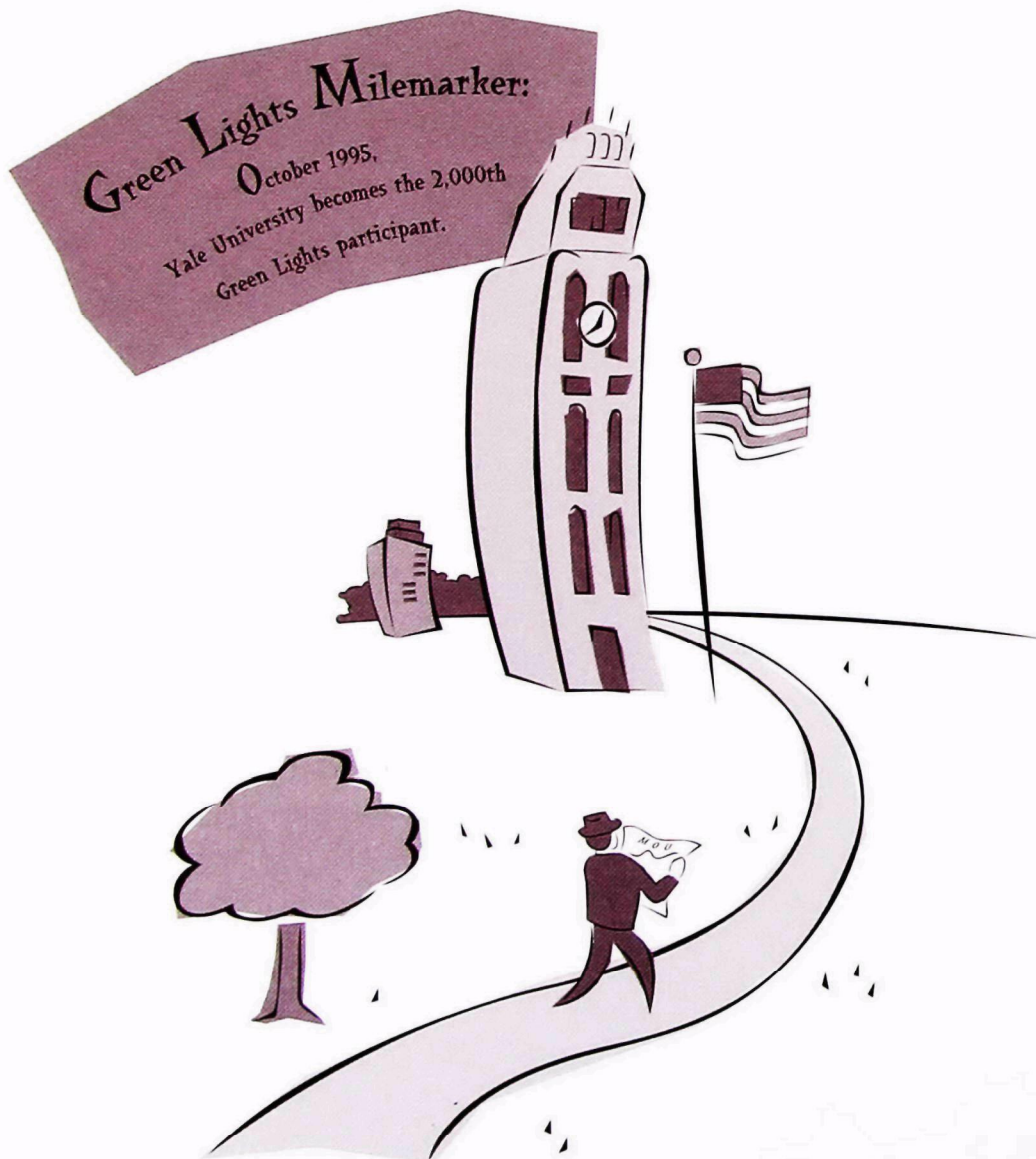


<b>Rocky Mountain Institute</b>	<b>St. Joseph's Medical Center (CA)</b>	<b>The Melville Corporation</b>	<b>Villa Lighting Supply, Inc.</b>
<b>RoyalLite Manufacturing &amp; Supply Corp.</b>	<b>St. Paul Fire And Marine Insurance</b>	<b>The Ocean County Utilities Authority</b>	<b>Vision Impact Corporation</b>
<b>SPI Lighting, Inc.</b>	<b>Stamats Communications Inc.</b>	<b>The Old North Church</b>	<b>Vista Universal, Inc.</b>
<b>San Diego Model Railroad Museum</b>	<b>Starbeam Supply Company</b>	<b>The Original Cast Lighting</b>	<b>WF Harris Lighting</b>
<b>Santa Cruz Valley Union High School Dist.</b>	<b>Stay-Lite Lighting Service</b>	<b>The Robert Group</b>	<b>Waldmann Lighting Company</b>
<b>Scientific Component Systems</b>	<b>Stitzell Electric Company</b>	<b>The Watt Stopper Inc.</b>	<b>Warner-Lambert</b>
<b>Sensor Switch</b>	<b>Stone Ridge School Of The Sacred Heart</b>	<b>Towamencin Beverage</b>	<b>Warner Technologies</b>
<b>Shane Companies</b>	<b>Straub Clinic And Hospital</b>	<b>Trade Press Publishing Corporation</b>	<b>Wasatch County School District, Utah</b>
<b>Sharlin-Lite</b>	<b>Suburban Lighting, Inc.</b>	<b>Triad Technologies</b>	<b>Waterford Mortgage Corporation</b>
<b>Shell Oil Company</b>	<b>Summit Electric Supply</b>	<b>Tropical Lighting</b>	<b>Western Digital Corporation</b>
<b>Silverlight Corporation</b>	<b>Superior Light &amp; Sign Maintenance Co.</b>	<b>Turner Broadcasting System, Inc.</b>	<b>Whirlpool</b>
<b>Sisters of Christian Charity Holy Family Convent</b>	<b>Synergy Lighting Corporation</b>	<b>Two Town Center Associates</b>	<b>Whitaker Newsletters, Inc.</b>
<b>Sligo Adventist School</b>	<b>Systematix, Inc.</b>	<b>US Lamp</b>	<b>White Castle Systems Inc.</b>
<b>Smith Alarm Systems</b>	<b>TORK, Inc.</b>	<b>USA Energy Corporation</b>	<b>Whitehill Lighting &amp; Supplies, Inc.</b>
<b>So-Luminaire Daylighting Systems Corporation</b>	<b>Taylor Hospital</b>	<b>Ulster Precision Inc.</b>	<b>Wholesale Electric Supply Company</b>
<b>Solar Electric Systems</b>	<b>Taunton Municipal Lighting Plant</b>	<b>Ultimate Lighting Systems, Inc.</b>	<b>Wisconsin Public Power, Inc. System</b>
<b>Solar Kinetics</b>	<b>Teron Lighting</b>	<b>Unilever U.S.</b>	<b>Wismarq Light Co.</b>
<b>Solar Outdoor Lighting</b>	<b>Texas Medical Center</b>	<b>Union Camp Corp.</b>	<b>World Wildlife Fund</b>
<b>Southern Company Services, Inc.</b>	<b>The Alliance To Save Energy</b>	<b>United Companies Realty and Development, Inc.</b>	<b>X-Tra Light Systems, Inc.</b>
<b>Spartan Printing Company</b>	<b>The Bulb Man, Inc.</b>	<b>United Energy Of Missouri, Inc.</b>	<b>Xenergy</b>
<b>Spectrum Lighting Technologies</b>	<b>The Catalyst Group</b>	<b>Unitrac Energy Management Company</b>	
<b>Spir-It, Incorporated</b>	<b>The City Of Azusa, California</b>	<b>University Of Texas, MD Anderson Cancer Center</b>	
<b>Sportlite, Inc.</b>	<b>The City Of Georgetown, Texas Utility</b>	<b>Valley Motors Incorporated</b>	
<b>Spring Electric Supply</b>	<b>The City Of Provo, Utah</b>	<b>Venture Lighting International</b>	
<b>St. Charles Medical Center</b>	<b>The Home Depot</b>	<b>Venture Stores Inc.</b>	



**FROM WALL STREET TO MAIN STREET**

Green Lights participants range from Fortune 500 giants to the elementary school down the street. Although completely different, they have common goals: reduce pollution and achieve the greatest return on their investments. Green Lights helps them achieve those goals by paving the way for lighting upgrades and optimum energy cost savings. Green Lights participants





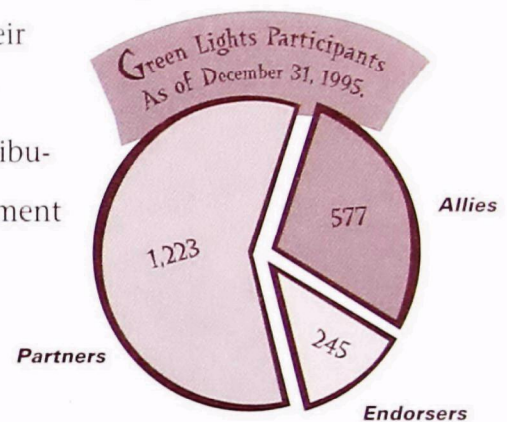
include Partners, Allies and Endorsers, each of which fulfills specific roles within the program.

**Partners** are public or private organizations that agree to survey their facilities and upgrade to energy-efficient lighting products wherever profitable. **Allies** are lighting industry affiliates that make the same commitment as Partners.

In addition, Allies agree to promote Green Lights and energy-efficient lighting to their customers. Allies include lighting manufacturers, surveyors and distributors; lighting services and management companies; and electric utilities.

**Endorsers** are professional and trade organizations that agree to promote Green Lights and energy-efficient lighting technologies to their members.

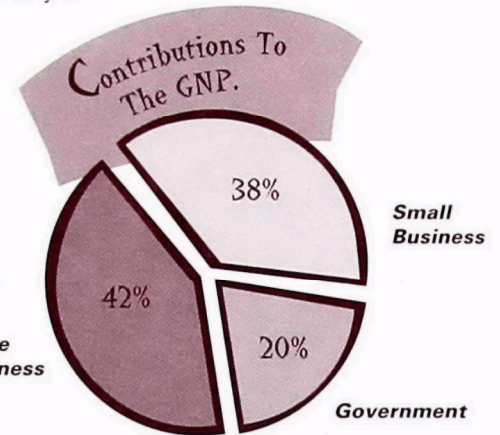
Good news travels fast, and over the past five years, the number of Green Lights and ENERGY STAR Buildings participants has skyrocketed. Last year more than 400 Partners, Allies and Endorsers joined the Green Lights program, and 71 organizations became members of the ENERGY STAR Buildings program.





## SMALL BUSINESSES BRIDGE THE GAP

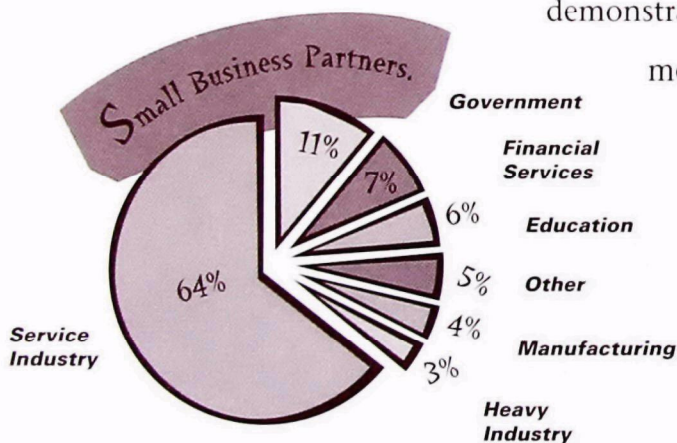
Small businesses are essential to our economy's success. Through Green Lights, small businesses can increase their own success by bridging the gap from inefficiency and wasted energy, to energy efficiency and increased profitability. The Small Business Administration (SBA) indicates that 99.7% of all U.S. businesses are small businesses, employers of fewer than 500 people; and these companies contribute 38% to the Gross National Product (GNP). Currently, 33% of the total 1995 Green Lights participants are "small" businesses. These small businesses have been critical to the success of Green Lights.



Every dollar counts with small businesses, especially the overhead costs. These companies are demonstrating that the same improve-

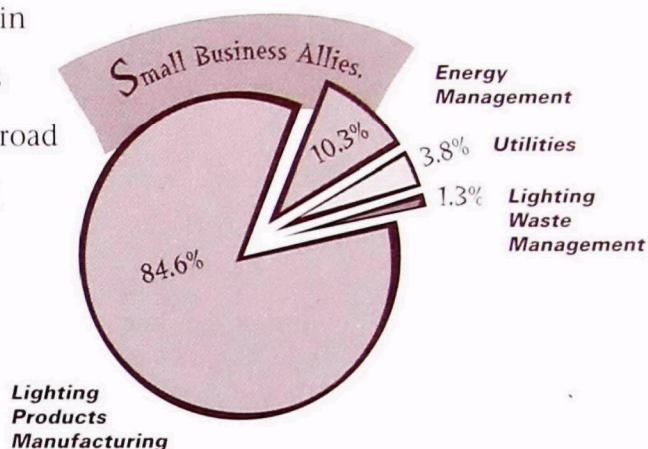
ments that large corporations make to their lighting, HVAC, and office equipment are just as profitable for a smaller facility.

Program participation also helps small businesses gain insight into the marketing





potential for new lighting products and services. Consequently, Green Lights enables small business Allies to have a significant and recognizable impact on the development of new energy-efficient products in their industry. These programs represent another step on the road toward government and small business working together for environmental profitability.



#### **SPECIAL BENEFITS FOR SMALL BUSINESSES**

The Green Lights and ENERGY STAR Buildings programs have increased their focus on guiding the “smallest” of businesses—those with under 100,000 square feet. Small businesses are vital to the success of energy-efficiency programs, and they represent a large number of Allies and Partners. Because businesses of this facility size compose a substantial percentage of program membership, EPA has been able to identify and address their specific information and funding needs. EPA has increased its focus on small business with a program designed specifically for those businesses with under 100,000 square feet.



## Green Lights Landmarks: Locations of Lighting Upgrades

### **University of California at Berkeley Berkeley, California**

UC Berkeley's five-year, six-million-dollar lighting upgrade project involved renovating the lighting in sixty campus buildings. The university is now saving \$909,000 annually in energy costs and achieved a 20% internal rate of return.

### **Town of Gilbert Gilbert, Arizona**

The town of Gilbert attained a 66.4% internal rate of return when it upgraded 60,858 square feet of facilities space. The town also received the Governor's Merit Award and the Community Excellence Award from the State of Arizona Energy Conscious Community Program.

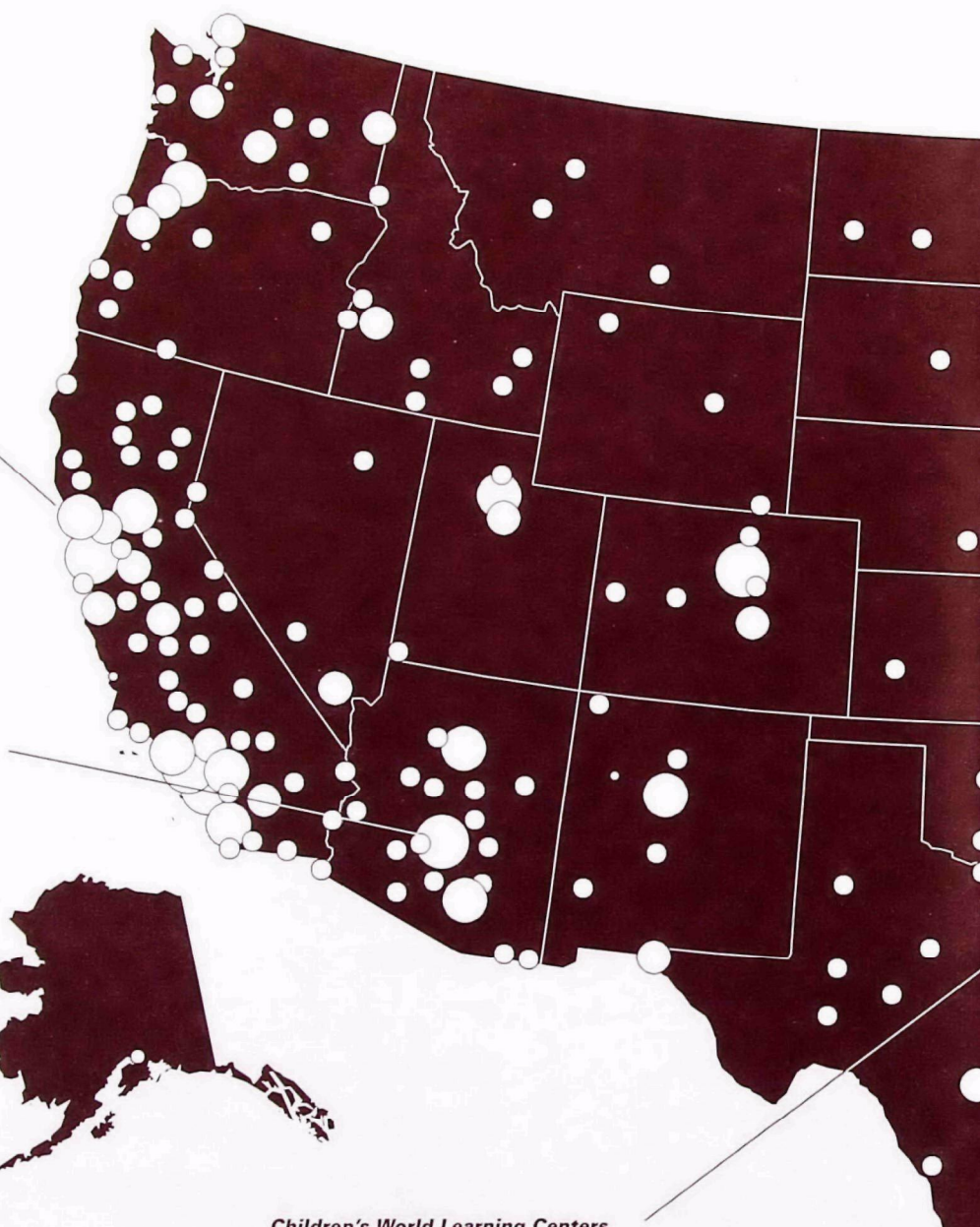
Alaska

Hawaii

### **Children's World Learning Centers Dallas, Texas Area Facilities**

Children's World upgraded the lighting in their 34 Dallas area centers, resulting in a 1.3 million pound reduction in carbon dioxide emissions. According to Facilities Manager Walter Stone,

"Children's World recognizes the importance of protecting the environment. Employing an energy-efficient lighting system in our centers is one way that we can help."





**MCI Telecommunications Downer's Grove Facility**  
**Downer's Grove, Illinois**

By completing its Green Lights upgrades, MCI reduced lighting hours in some areas of the facility from 8,760 to as low as 365 hours per year. "Other MCI facilities are beginning to take notice

of my work, and have begun to implement their own energy conservation programs as well," said Mike Popovic, Downer's Grove Facilities Manager.

**Pennsylvania Hospital**  
**East and West Campuses,**  
**Philadelphia, Pennsylvania**

Pennsylvania Hospital is saving \$100,954 per year because of its Green Lights upgrades. "The hospital became a Green Lights Partner to better organize our ongoing energy reduction efforts and to better document the pollution results," said Stephen Wanta, Director of Engineering Services.

**Cox Enterprises**  
**The Atlanta Journal**  
**and the Atlanta Constitution**  
**Atlanta, Georgia**

In their Atlanta facility, Cox Enterprises attained a 63.7% energy savings as a result of their upgrades, which included retrofitting 4,610 T-12 energy saving lamps with magnetic ballasts to 2,922 T-8 lamps with electronic ballasts.

**Oxford Properties Florida,**  
**Island Center and Waterford Plaza**  
**Tampa, Florida**

Oxford Properties Florida upgraded 481,410 square feet, resulting in a \$80,921 yearly energy cost savings. The bulk of

Oxford's upgrades involved converting to 32-watt T-8 lamps with electronic ballasts and reflectors.

Puerto Rico

**Number of Upgrades**

○ 200

○ 100

○ 20



### POLLUTION PREVENTION

Green Lights and ENERGY STAR Buildings participants improve their bottom line and

**"Green Lights provides significant savings** for PepsiCo Headquarters. Saving electricity **also reduces the pollution from mining and transporting power plant fuels** and disposing of power plant wastes."

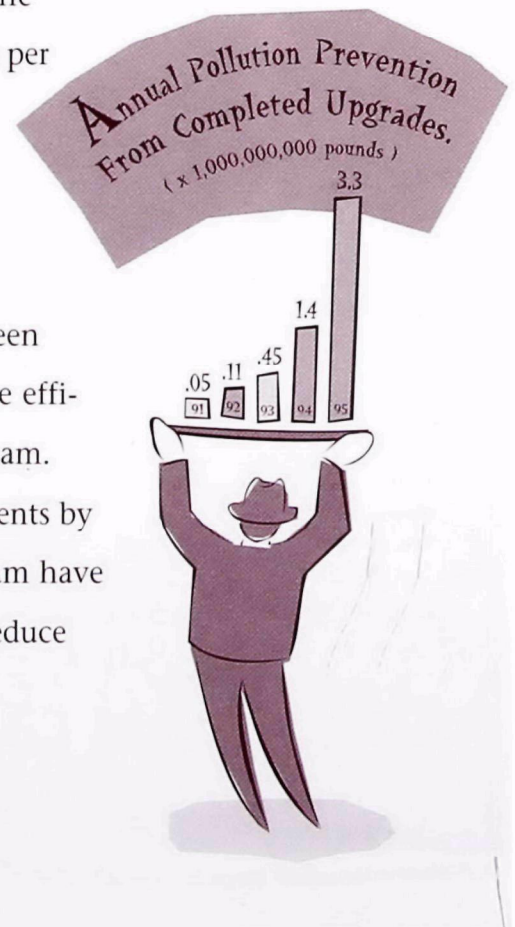
**Flavio Rodrigues**  
Engineering Manager  
PepsiCo, Inc., Purchase, NY

enhance their public image; but most important, they contribute to the welfare of the entire earth's population. After just five years, Green Lights program participants are decreasing the amount of harmful emissions being released into the

earth's atmosphere by 3.3 billion pounds per year, which is equal to taking 220,000 cars off U.S. roads.

### SMARTER ENERGY USE

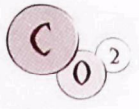
At the five-year mark, lighting at Green Lights participant facilities is 65% more efficient than at the beginning of the program. Participants making additional commitments by joining the ENERGY STAR Buildings program have increased energy efficiency enough to reduce their physical plant costs by 30%.





## IMPROVED LIGHTING AND AN ENHANCED WORKPLACE

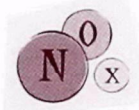
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Carbon Dioxide  
A "greenhouse gas"  
which accumulates in  
the atmosphere and is  
partially responsible for  
global warming.



Sulfur Dioxide  
and Nitrogen Oxides  
The main components  
of acid rain and smog,  
which cause eye and lung  
irritation and can intensify  
respiratory ailments such  
as asthma and bronchitis.



Participants have discovered that properly installed, energy-efficient lighting enhances their facility's appearance, improves employee morale and productivity, and reduces production defects by providing optimum lighting levels and reducing glare.

"Green Lights **promotes quality, efficient lighting.** This helps **people see better,** which **reduces mistakes, increases quality** and **boosts productivity.**"

**Rod Standlund**  
**Green Lights Implementation Director**  
**SuperValu, Inc., Minneapolis, MN**

## COST SAVINGS TO FOSTER BUSINESS GROWTH

While most U.S. businesses would normally accept their energy bills as standard overhead costs, Green Lights participants are able to reinvest their energy cost savings in capital investments, personnel, and other expenditures that make them more competitive in the marketplace.

Energy savings for Green Lights participants

typically exceed lighting replacement costs by more than 25 percent. In dollars and cents, that translates to participants cumulatively saving over \$172 million per year in electric utility charges since the program began.

"The **money we have saved** from upgrading our existing lighting systems **has prevented additional budget cuts** around the university."

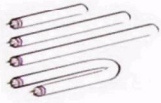
**Cliff Slaughter, III**  
**Manager of Special Projects**  
**University of Cincinnati**  
**Cincinnati, OH**





#### Electronic Ballast

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



#### T-8 Lamp

**This lamp gives off more light per watt than the conventional T-12 used in most buildings and often produces less harsh light.**



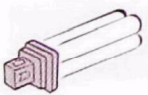
#### Occupancy Sensor

**A device that turns lights off after a space becomes unoccupied.**



#### Reflector

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



#### Compact Fluorescent

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

## MARKET TRANSFORMATION

The Green Lights participants' increasing demand for energy-efficient lighting products has encouraged program Allies and other lighting industry companies to produce a greater number of energy-efficient products. These products have become the simple building blocks of a stronger, more energy-efficient economy.





The 1996 Partner and Ally of the Year awards are given in recognition of participants' **outstanding environmental leadership** and **progress in completing lighting upgrades** and **communicating their Green Lights initiatives**.

*Large Corporate Partner of the Year (tie) –* **USX Corporation**

*Large Corporate Partner of the Year (tie) –* **Westinghouse Electric Corp.**

*Corporate Partner of the Year –* **Halliburton**

*Small Corporate Partner of the Year –* **Larry's Markets**

*City Government Partner of the Year –* **Philadelphia, PA**

*County Government Partner of the Year –* **San Diego, CA**

*State Government Partner of the Year –* **California**

*Small Business Partner of the Year –* **Colonial Pacific Leasing**

*Large Hospital Partner of the Year –* **The University of Texas - M.D. Anderson Cancer Center**

*Small Hospital Partner of the Year –* **St. Charles Medical Center**

*University Partner of the Year (tie) –* **Columbia University**

*University Partner of the Year (tie) –* **Massachusetts Institute of Technology**

*Lighting Distributor Ally of the Year –* **Whitehill Lighting & Supplies, Inc.**

*Lighting Management Company Ally of the Year –* **Parke Industries, Inc.**

*Lighting Manufacturer Ally of the Year –* **Philips Lighting Company**

*Utility Company Ally of the Year –* **Southern California Edison**



#### **SPECIAL RECOGNITION**

*Sustained Excellence –* **Johnson & Johnson (New Jersey)**

*Nonprofit Certificate of Distinction –* **Meadowcreek Retreat Center (Arizona)**

*Hospital Certificate of Distinction –* **Goleta Valley Community Hospital (California)**

*ENERGY STAR Buildings Promotional Award –* **Target Stores (Minnesota)**



*Large Corporate Partner of the Year (tie)*

### **USX Corporation**

USX Corporation, parent company to Marathon Oil and U.S. Steel, exemplifies how a large corporation can successfully implement Green Lights at multiple facilities. Roy Weiskircher, Green Lights Implementation Director for U.S. Steel, and his counterpart at Marathon, Bradford Troup, both agree that the secret to USX's Green Lights success is allowing one person at each site to take initiative for implementation and promotion. To spread the word of their success around the corporation, USX produced a 20-minute video detailing the successful retrofit of the company's Gary Works plant.



*Large Corporate Partner of the Year (tie)*

### **Westinghouse Electric Corp.**

Westinghouse has successfully implemented the Green Lights program to the tune of \$1.7 million in savings per year. Realizing that their employees are the key to generating interest in the program, they also annually award their exemplary employees with trophies made of outdated, inefficient lightbulbs. "The award reminds our employees of . . . how bright ideas such as Green Lights are the key



to our success in the future," said Timothy Rumon, Green Lights Implementation Director for Westinghouse Electric Corp.

*Corporate Partner of the Year*

### **Halliburton**

Halliburton upgraded over 3.6 million square feet for an annual savings of over \$1 million. Equally outstanding are the company's communication efforts which back up

their environmental commitment.



Halliburton published "A Global Commitment," which explains the company's environmental policies and participation in Green Lights, and hosted a Green Lights lighting upgrade workshop. The company also keeps employees apprised of its Green Lights progress through company-wide electronic-mail and the company newsletter.

*Small Corporate Partner of the Year*

### **Larry's Markets**

Upgrading to more energy-efficient products has worked wonders for Larry's Markets. This small supermarket chain noticed store sales increasing overnight due to the improved appearance of their products. Larry's Markets involves employees by providing them with Green Lights T-shirts and displaying the Green Lights logo throughout their stores.



*City Government Partner of the Year*

### **Philadelphia, PA**

Philadelphia has saved its citizens over \$200,000 in less than two years by upgrading almost 2 million square feet. The city has also encouraged others to get involved in Green Lights by sponsoring an energy-efficiency lighting seminar, "Philadelphia Lights," to urge all Pennsylvania city and county governments to join Green Lights. Philadelphia also hosted two seminars to educate the public about Green Lights and how to reduce energy costs.





EPA is dedicated to the success of Green Lights participants. EPA provides support services, technical tools and recognition incentives to help businesses achieve the greatest possible rewards while they travel down the road toward energy efficiency. The following services show how EPA goes the extra mile for Green Lights participants.

#### CUSTOMER SERVICE

EPA is continuously reviewing and modifying Green Lights support services to enhance customer service.

Each participant receives individual assistance from an account manager who is responsible for providing guidance in planning and scheduling upgrades. Participants also can attend regional "Partner User Groups" meetings where veteran Green Lights participants share program implementation

knowledge in a roundtable format.

By calling the Green Lights and ENERGY STAR Hotline, participants can reach a staff person

"Since joining the program, I've found many **benefits of being a Green Lights Partner** – computer software, technical information, user group meetings, and marketing and promotional assistance, combined with assistance from my account manager – make the process **a guaranteed success.**"

**Thomas Ouvry, PE CEM**  
**Energy Engineer**  
**University of Michigan Hospitals**



*County Government Partner of the Year*  
**San Diego, CA**

Implementing Green Lights has been a top priority for the County of San Diego, which has completed 100% of its lighting upgrades – nearly 5 million square feet – in less than two years. Tom DuMont, San Diego's Green Lights Implementation Director, also noticed other benefits besides the \$800,000 annual savings. He notes, "The increased lighting clarity has really had an impact on our employees. Productivity and morale have increased noticeably since the upgrades." The Association of Professional Energy Managers also recognized San Diego by naming it the "Energy Manager of the Year."



*State Government Partner of the Year*  
**California**

The State of California, the first state to join Green Lights, was honored in 1995 as the program participant with the greatest amount of upgraded square footage. Other highlights of their Green Lights tenure include establishing an aggressive campaign to promote Green Lights and imple-



ment energy conservation projects in publicly funded schools, and working with several Green Lights Allies to explore using tax-exempt financing

to fund energy-conservation projects in publicly owned buildings.

*Small Business Partner of the Year*  
**Colonial Pacific Leasing**

Colonial Pacific Leasing has upgraded 100% of its facilities in less than two years and continues to be an influential

promoter of the program. Energy-



efficient upgrades have saved Colonial Pacific Leasing more than \$7,000 a year, and decreased their pollutants by 23,200 pounds yearly.

*Large Hospital Partner of the Year*  
**The University of Texas - M.D. Anderson Cancer Center**

The University of Texas-M.D. Anderson Cancer Center completed its three-million-square-foot upgrade in just two years, which will save them nearly a half million dollars a year. The hospital was also able to fulfill its goal of giving the facility a natural feel. "Green Lights has allowed us to make a healthier and more comfortable environment for our patients," comments Paul Musser, Green Lights Implementation Director for the hospital.



*Small Hospital Partner of the Year*  
**St. Charles Medical Center**

St. Charles Medical Center retrofitted 100% of its upgrad-



able square footage in less than two years. As a result,

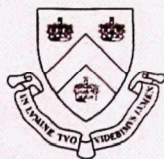
even though the hospital's square footage has increased over 20% in the past five years, its utility bills have decreased. St. Charles Medical Center has also proved its environmental leadership by promoting Green Lights to area businesses and hospitals and by being the only hospital selected to become an ENERGY STAR Showcase Building Partner.



*University Partner of the Year (tie)*

**Columbia University**

As a charter Green Lights Partner, Columbia University has taken its leadership role seriously by completing more than one million square feet in lighting upgrades per year. University officials have also teamed up with one of the country's largest utility companies to promote Green Lights to New York businesses and universities.



*University Partner of the Year (tie)*

**Massachusetts Institute of Technology**

Massachusetts Institute of Technology recruited its student body to help upgrade its entire facility space, nearly nine million square feet. Students have then helped

recruit numerous Green Lights Partners to the program. Lighting upgrades have saved the school nearly one million dollars.



*Lighting Distributor Ally of the Year*

**Whitehill Lighting & Supplies, Inc.**

Whitehill Lighting & Supplies, Inc., has created a program that provides area businesses with free energy audits, lighting investment analysis and leasing options which allow companies to realize their energy savings immediately. "We've taken on the roles of engineering consultant, financial advisor, environmental authority, teacher and more," said Mike Fuller, manager of Sales and Operations for Whitehill.



*Lighting Management Company Ally of the Year*

**Parke Industries, Inc.**

Parke Industries has developed a unique hand-held computer for conducting lighting audits and surveys. They also have produced a video called "Inside a Successful Lighting Retrofit Program," which details the ease of a lighting retrofit.



*\* Lighting Manufacturer Ally of the Year*

**Philips Lighting Company**

Philips Lighting, the first lighting manufacturer to become a Green Lights Ally, has also taken a key role in promoting the Green Lights program. The company developed the



**PHILIPS** "Green Lights Flexible Event Package," which provides

lighting distributors with promotional materials to market the Green Lights program. Philips Lighting also established the "Philips Lighting Center," which offers lighting courses to the public.

*Utility Company Ally of the Year*

**Southern California Edison**

Southern California Edison was the first Green Lights Utility Ally and has continued to take a lead in the program. The utility has organized the first "Green Lights Trade Ally Forum" to give California utility companies effective tools to promote energy efficiency and the Green Lights program, and subsequently sponsored "Energy Show 1995," a showcase of energy-efficient technologies by lighting industry companies.





who is qualified to answer questions about any facet of the programs, including implementation, technical resources, financing, and publicity. A 24-hour faxline also is available for round-the-

clock information requests.

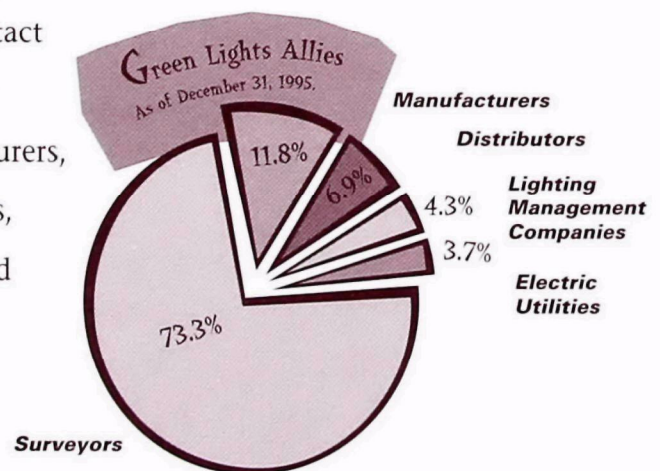
**"The resources made available to us through the engineering company (a program Ally) have been outstanding. They found where there were any inefficiencies. It's like having our own private consultant."**

**Mike Severns**  
**Director of Facility Services**  
**St. Charles Medical Foundation**

### **HANDS-ON HELP THROUGH THE ALLY CONNECTION**

EPA provides participants with access to program Allies in their community

who can guide them through facility upgrades. Partners can determine what type of assistance best meets their needs and contact the appropriate Ally. Company Allies include lighting manufacturers, lighting management companies, lighting product distributors, and electric utilities. Other program Allies are Surveyor Allies who are individual lighting professionals that have completed EPA training and passed a lighting upgrade examination.



### **PROFESSIONAL DEVELOPMENT**

EPA offers a variety of workshops for Green Lights and ENERGY STAR participants that provide



attendees with valuable knowledge about energy-efficient products and services that they can use at their companies. Over 1,700 company representatives have attended these workshops since the program began.

***Green Lights Lighting Upgrade Workshop –***

This workshop equips participants with the information necessary to successfully upgrade their facilities.

***Green Lights Energy Investment Seminar –***

Senior executives who attend this half-day session learn and share information regarding the management decision-making required to support sound investments in energy efficiency.

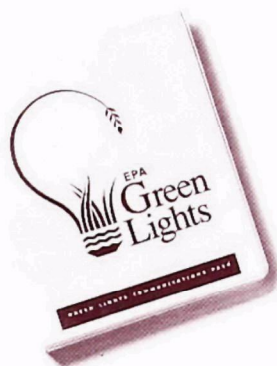
***Marketing Communications Workshop –***

This workshop, “Maximizing Your Green Lights Participation,” explains how program participants can gain recognition for their pollution prevention methods with internal and external marketing and communications strategies.

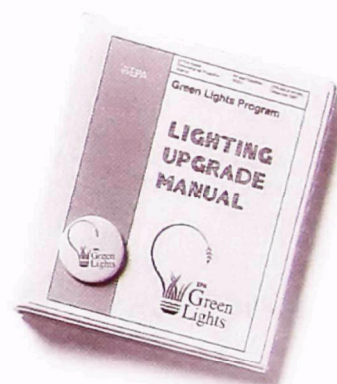
**TRAINING AND TECHNICAL TOOLS**

***The Lighting Upgrade Manual*** – This comprehensive manual provides details for every step of the upgrade process, from planning and financing to lighting fundamentals, evaluation and maintenance. It also provides guidelines on how to publicize company efforts to protect the environment.

***National Lighting Product Information Program (NLPIP)*** – EPA cosponsors these technical reports, which provide objective information about



**Communications Pack**



**Lighting Upgrade Manual**



lighting technologies and their performance.

**Educational Videos** – EPA provides a variety of informational videos to participants. Topics deal with general Green Lights and ENERGY STAR program information, implementation procedures and the advantages of specific energy-efficient lighting devices.

**Software** – There are a number of computer software programs available to assist Green Lights participants in tracking implementation progress, lighting and energy savings, and internal rate of return.

*ReportKalc* enables participants to enter their EPA progress reports electronically, eliminating excess paperwork.

*ProjectKalc* provides participants with current projections for their individual upgrade. Participants can receive information on implementation costs, lighting and energy savings, and internal rate of return – all within a matter of minutes.

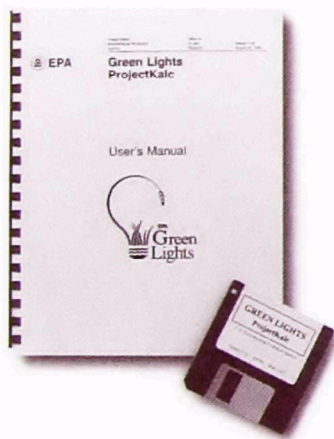
**Green Lights Financing Directory** – This guide lists information about third-party financing sources available for lighting upgrades.

#### **PUBLIC RECOGNITION FOR A JOB WELL DONE**

EPA increases public recognition of Green Lights participants in many different ways: the Green Lights Update newsletter, EPA videos, the Green Lights Internet Web page, and special



**Green Lights Educational Videos**



**ProjectKalc Software**



recognition ceremonies covered by the media.

EPA also gives recognition to Green Lights participants and builds awareness of the program in print and transit public service advertisements. And marketing professionals, working through EPA's press office, continually distribute press kits about Green Lights and its participants to encourage placement of editorials in national publications.

Additionally, the national accounts marketing team, a group of EPA communications specialists, is available to help Green Lights participants with their communications and public recognition efforts.

In 1995, Green Lights public service advertisements and editorial supplements appeared in numerous publications including *Fortune*, *U.S. News & World Report*, *Buildings*, *Building Operating Management*, *National Home Center News*, *Modern Healthcare*, *School and College*, and *Environment Today*.



**Sampling of National Publications Which Ran Green Lights PSAs in 1995.**

#### **SELECTED 1995 GREEN LIGHTS HEADLINES**

##### **"Companies Find Green Lights for Saving Energy"**

– *Hartford Courant*

##### **"Green Lights Could Mean Big Savings on Utility Bills"**

– *Boulder County Business Report*

##### **"Green Lights Program Brightens Hospital Electric Bills"**

– *Health Systems Review*

##### **"Hotels Checking in Green Ideas"**

– *Pittsburgh Post-Gazette*



**MEMORANDUM OF UNDERSTANDING (MOU) –  
ROADMAP TO ENERGY EFFICIENCY**

Joining the Green Lights program is as easy as it is profitable. Participants sign a voluntary Memorandum Of Understanding (MOU) and agree to do the following:



**Participants Surveying  
Their Facility.**

- *Survey 100% of their facilities.*
- *Within five years, upgrade 90 percent of the square footage that can be upgraded profitably without compromising lighting quality.*
- *Appoint an implementation director who will oversee the upgrades and work with EPA to promote the program.*
- *Within 180 days of signing the MOU, complete a demonstration lighting upgrade and conduct a kick-off meeting to introduce the program to senior-level managers.*
- *At least annually, report upgrade progress to EPA.*

U.S. companies and organizations are remarkably diverse in their corporate cultures and organizational structures. Consequently, the Green Lights MOU provides steps and time frames for completing an upgrade program, but leaves decisions about how to implement and administer the program up to the individual implementation directors. Green Lights participants have found that with the resources and advice provided by EPA, they have been able to successfully plan, gain approval for, and implement their Green Lights upgrades while



working within the context of their company's organizational policies and structure.

### **PARTICIPANTS OVERCOME BUMPS IN THE ROAD**

#### **Financing** – There are numerous ways that

companies can finance lighting upgrades, from



leases to loans to utility incentives. Green

Lights can help companies figure out how to

get the best return on their investment from

the very start. *Medical College of Georgia*,

for example, was interested in a lighting

upgrade program but couldn't begin unless they

could return their investment in less than three

years. A Green Lights account manager analyzed

their building and determined that lighting

upgrades along with a chiller replacement would

give them a payback in two to three years. With

that information in hand, the college was ready

to look for financing opportunities, which in

their case involved working with companies and

government agencies that would match funds for

the project.

#### **Multiple Buildings** – *Rockwell*

*International Corporation* has more

than 100 facilities scheduled for

upgrade, and numerous facilities

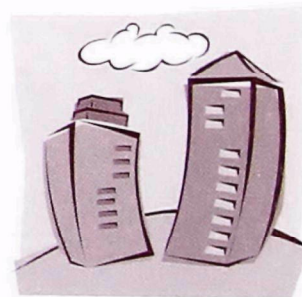
managers in charge of completing

the task. Kieran Bergin, who heads

the Rockwell Green Lights program, found that

the best approach under these circumstances is

to provide each facilities manager with informa-





tion about the Green Lights program and demonstrate to them that lighting is an important ingredient in cost-effective energy consumption.

**Decentralized Structure** – At *The West Company*, a supplier of products and delivery needs for health care and consumer products industries, which plans to upgrade 15 facilities throughout the U.S. and Puerto Rico, each chief plant engineer must write a Capital Equipment Request (CER) and receive financing approval for each individual building. However, Dick Lusch, the Green Lights Implementation Director, has been able to expedite the process by securing a corporate funding block for all of the sites' lighting upgrades and assisting the plant engineers in writing and submitting their CERs for approval.





## PARTICIPANTS LEAD THE WAY IN PUBLICIZING THEIR SUCCESS

27

1995 was an excellent year for Green Lights participants, and they took the lead in telling their employees, customers, and the general

### PARTICIPANTS MAKE HEADLINES IN 1995

#### **"Green Lights and the Dial Corp Good News for the Environment"**

– *Beacon News*

#### **"Toshiba Gives Green Lights Go"**

– *Tri-State Real Estate Journal*

#### **"Allegheny County (PA) Commissioners Give the Green Light to Innovative EPA Energy-Saving Program"**

– *Suburban Gazette*

public about their environmental achievements. With marketing support from EPA, Green Lights participants initiated a variety of exciting communications programs.

Many Green Lights participants created or used existing corporate communications methods – including videos, internal newsletters, electronic mail, and special events – to inform their employees of their Green Lights successes.

Others went a step further to reach their stockholders, customers, and the general public by highlighting their Green Lights participation in their annual report, posting information on the Internet and on Web pages, contacting local and national press, and by placing their own advertisements to communicate their successful energy-efficient activities with Green Lights.



**Participants' Internal Communications About Green Lights.**



**USX/U.S. Steel Gary Works Video and Atlanta Chamber of Commerce Ad Promoting Green Lights.**



Honeywell – *Demonstrating its commitment to environmental excellence, Honeywell, one of the Showcase Buildings participants, became the first company to commit all of its U.S.-owned buildings to the ENERGY STAR Buildings program – 31 facilities plus two leased buildings for a total of 9.3 million square feet.*

Mobil Corporation – *One Fountain Square, a 285,000-square-foot retail building owned by Mobil Corporation, demonstrates the tremendous savings potential for participants in the ENERGY STAR Buildings program. At this facility, substantial lighting upgrades had already been implemented before it became a Showcase Building. However, using the ENERGY STAR Buildings' staged approach and employing the program's analytic tools enabled Mobil to initiate a broad range of additional upgrades that will save over \$52,000 per year.*

## TAKING THE HIGH ROAD TO POLLUTION PREVENTION

The U.S. economy spends approximately \$70 billion each year to operate commercial and industrial buildings. New energy-efficient technologies could reduce that energy use by 40 percent or \$28 billion annually. With this goal in mind and the Green Lights program as a model, the ENERGY STAR Buildings program was launched in 1995.

ENERGY STAR Buildings is a comprehensive energy-efficiency program for commercial facilities that includes air distribution and heating and cooling equipment, as well as lighting. ENERGY STAR Buildings participants are asked to complete upgrades which will result in a minimum 20 percent internal rate of return, with a goal of reducing their facility's energy consumption by 20 to 40 percent.

"Participation in EPA's programs brings us closer to **achieving global leadership** in responsible **environmental management.**"

**Michael Bonsignore**  
Chairman and CEO of Honeywell.

## SHOWCASE PARTICIPANTS LEAD THE WAY

The "Showcase" Buildings initiative, a one-year accelerated pilot program highlighting 24 buildings and 23 organizations across the country, was designed to demonstrate EPA's ENERGY STAR upgrade strategy, validate the energy savings



predicted for the program, and test EPA's technical tools and support system. At the conclusion of this successful initiative, EPA launched the ENERGY STAR Buildings program at the first annual Atmospheric Pollution Prevention Division (APPD) Forum in April 1995.

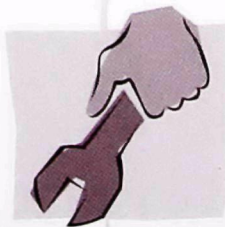
### **A FIVE-STAGE PROGRAM THAT MAXIMIZES ENERGY SAVINGS**

The key element of the ENERGY STAR Buildings program is a five-stage upgrade strategy that capitalizes on system interactions to maximize energy savings and minimize equipment costs. The upgrades are staged so that heating and cooling loads are reduced before major HVAC equipment upgrades are initiated. This staged approach provides immediate energy cost savings and ensures proper load matching when major equipment is upgraded in the later stages of the program.

**Implement Green Lights** – The first stage in the ENERGY STAR Buildings program is to participate in the Green Lights program by installing energy-efficient lighting where profitable and where lighting quality is not compromised.



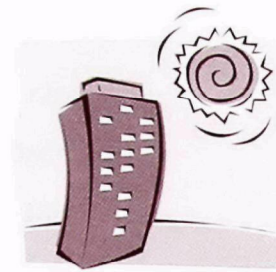
**Tune Up Building Systems** – Stage two includes checking and adjusting building systems, and developing and implementing an ongoing, preventive maintenance program.



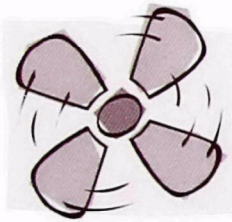


**Reduce HVAC (Heating, Ventilating, and**

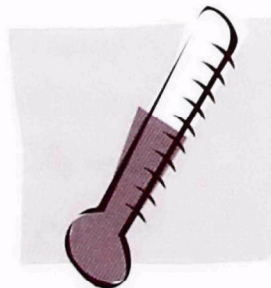
**Cooling) Loads** – During stage three, participants are advised to install window films, reflective roof coverings, and more effective roof insulation and to buy computers, monitors and printers with the ENERGY STAR logo, which indicates that they meet EPA's energy-efficiency guidelines.

**Improve Fan and Air-Handling Systems –**

Stage four is the appropriate time to upgrade variable air volume (VAV) systems with variable speed drives (VSDs), upgrade constant air volume systems with VAV systems, reduce fan system oversizing, and replace existing motors with smaller high-efficiency motors.

**Improve Heating and Cooling Plants –**

In the final stage, participants are ready to replace or upgrade chillers, retrofit water pumps and compressors with VSDs, replace electric resistance heat where possible, and comply with the 1996 CFC phase-out regulations.





## ENERGY STAR Buildings program goals for the year 2000.



### LOOKING TOWARD THE HORIZON

In its first year, 71 organizations joined the ENERGY STAR Buildings program. For the next five years, EPA has set ambitious goals to increase membership to 3,500 participants for an annual greenhouse gas emission reduction of 3.1 million metric tons and annual energy savings of 12 billion kilowatt-hours.

#### Number of Partners

3,500

#### Committed Floor Space

9 Billion Sq. Ft.

#### Upgraded Floor Space

2 Billion Sq. Ft.

#### Annual Energy Savings

12 Billion kWh

#### Annual Energy Cost Savings

\$580 Million

#### Greenhouse Gas Emissions Reduction

3.1 Million Metric Tons





## ENERGY STAR Buildings Participants in 1995

**American Conditioned  
Air, Inc.**

**AmTran California**

**Atlanta Journal &  
Constitution**

**Baltimore County,  
Maryland**

**Baltimore Gas And  
Electric Co.**

**Bon Wit Plaza - Unit  
Owner's Association**

**The Catholic  
University Of America**

**Chase Manhattan  
Corp.**

**The City Of Chicago,  
Illinois**

**Connetquot Central  
School District**

**The City & County Of  
Denver, Colorado**

**Embarcadero Center**

**First Hawaiian Inc.**

**Fontana Unified  
School District**

**Foxwoods Resort and  
Casino**

**Frederick Memorial  
Hospital**

**The Graduate Hospital**

**Grumman Corporation**

**Halliburton Company**

**Harris Bankcorp Inc.**

**Honeywell Inc.**

**Huntington Memorial  
Hospital - Indiana**

**Johnson & Johnson**

**Lodi Unified School  
District**

**Louisville & Jefferson  
Metro Sewer District**

**Louisiana State  
University/Agricultural  
& Mechanical College**

**Magnetek, Inc.**

**Maine College Of Art**

**The State Of Maine**

**Marion General  
Hospital**

**Medical College Of  
Georgia**

**Merck & Company -  
World Headquarters**

**Milwaukee Insurance**

**Minneapolis Pub  
Schools & Spec  
District #1**

**Mitre Corporation**

**Montgomery College  
Central  
Administration**

**National Security  
Agency**

**Northeast Utilities**

**Northwest Community  
Healthcare**

**Pennsylvania Hospital**

**Pine Run Community**

**Polaroid Corp.**

**Port Of Seattle,  
Aviation Division**

**The City Of Portland,  
Oregon**

**Professional  
Mechanical Systems,  
Inc.**

**Providence Hospital,  
Washington, D.C.**

**Riverside Unified  
School District**

**Rochester Institute Of  
Technology**

**Rose Medical Center**

**St. Charles Medical  
Center**

**St. Mary's Hospital,  
Illinois**

**Siebe Environmental  
Controls**

**Sony Electronics, Inc.**

**South Hills Health  
System**

**Standard  
Microsystems  
Corporation**

**Swedish Covenant  
Hospital**

**Two Town Center  
Associates**

**United States Military  
Academy, West Point,  
New York**

**Veterans Affairs  
Medical Center,  
Indianapolis**

**Unifirst Corp.**

**Union College**

**University Of  
Cincinnati**

**University Of Miami**

**University Of Missouri  
At Columbia**

**University Of  
Southern Maine**

**Vought Aircraft  
Company**

**Warner-Lambert**

**The Washington Times**

**The West Company**

**Witco Corporation**

**Xenergy**





The ENERGY STAR label is quickly becoming the symbol which identifies energy-efficient products that prevent air pollution and save money. Today there are over 500 manufacturers that produce products and components which meet the EPA's energy-efficiency guidelines and therefore carry the ENERGY STAR label.

#### **OFFICE EQUIPMENT**

Personal computers were the first office products to carry the ENERGY STAR label, but they were quickly followed by computer monitors, printers, copiers, and fax machines. The key feature of all these office products is their ability, with no loss in performance, to enter a low-power "sleep" mode when not in use and to awaken automatically when needed.

#### **RESIDENTIAL PRODUCTS AND HOMES**

Household energy use creates 35 percent of all carbon dioxide, 75 percent of all sulfur dioxide, and 38 percent of all nitrogen oxides emissions in the United States. By using more energy-efficient appliances and heating and cooling equipment, and constructing more energy-efficient homes, homeowners can reduce this pollution – and save money at the same time.

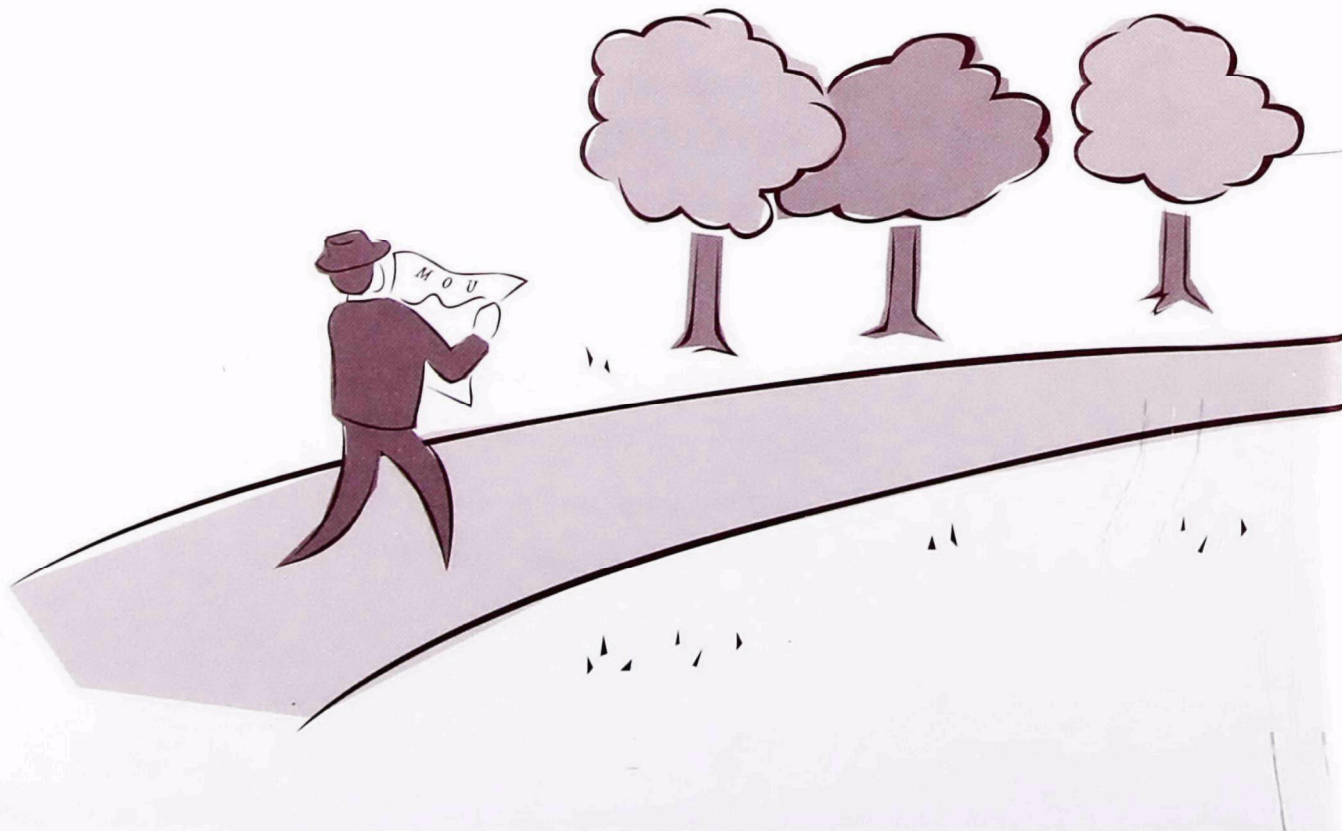


**PSAs Promoting ENERGY STAR Office Equipment in 1995 Issues of National Publications.**



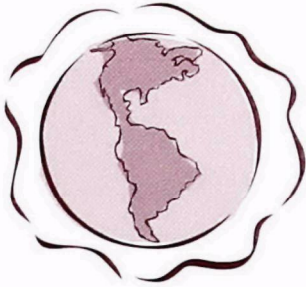
Enthusiasm for the ENERGY STAR Buildings program led EPA to work with manufacturers of residential products to create a line of home heating and cooling products that could also carry the ENERGY STAR label. These products now include programmable thermostats and a variety of heating and air-conditioning systems.

Through the ENERGY STAR Homes program, EPA has partnered with builders to produce homes that use 30 percent less energy than homes built to the latest Model Energy Code (MEC). EPA currently has 64 building partners who are committed to building more than 10,000 ENERGY STAR homes across the United States.





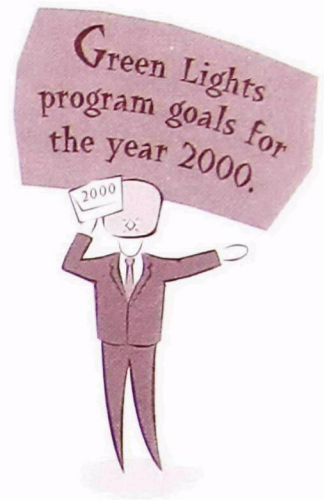
Goal for the Year 2000:



**Reduce Greenhouse Gas Emissions by 7.5 Million Metric Tons Annually.**

With a successful track record behind them, EPA predicts a bright future for the Green Lights program. By the year 2000, EPA's target is to increase the Green Lights program to 6,000 participants for a total annual energy savings of 30.5 billion kilowatt-hours. The estimated annual impact of fulfilling this goal is a 7.5 million metric ton reduction in greenhouse emissions, which is equal to taking over one million cars off U.S. highways or planting over two million acres of trees – an area slightly larger than Yellowstone National Park.

What does all this mean? A better place to live and a big reward at the end of the rainbow.



**Number of Participants**

1995 2,045  
2000 6,000

**Committed Floor Space**

1995 5 Billion Sq. Ft.  
2000 15 Billion Sq. Ft.

**Upgraded Floor Space**

1995 970 Million Sq. Ft.  
2000 10 Billion Sq. Ft.

**Annual Energy Savings**

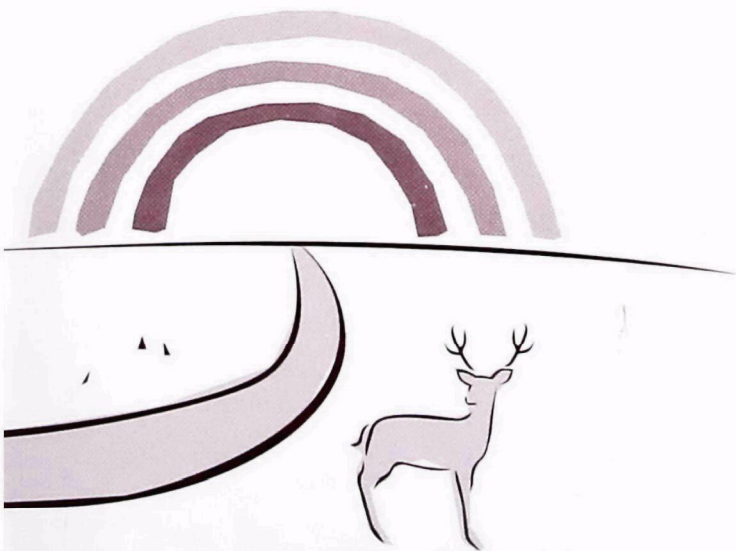
1995 2 Billion kWh  
2000 30 Billion kWh

**Annual Energy Cost Savings**

1995 \$173 Million  
2000 \$1 Billion

**Greenhouse Gas Emissions Reduction**

1995 1.5 Million Metric Tons  
2000 7.5 Million Metric Tons





## New Green Lights Participants in 1995

<b>ACME Electric Corporation, Transformer Division</b>	<b>Applied Materials, Inc.</b>	<b>Buckles-Smith Electric Co.</b>	<b>City of Duluth, Minnesota</b>
<b>Adelphi University</b>	<b>Arizona Army National Guard</b>	<b>Bucks County, Pennsylvania</b>	<b>City of Eugene, Oregon</b>
<b>Advanced Lighting Products Limited</b>	<b>Army National Guard</b>	<b>Burger King Corporation</b>	<b>City of Lompoc, California</b>
<b>Advo, Inc.</b>	<b>Associated Industries of the Inland Northwest</b>	<b>California Army National Guard</b>	<b>City of St. Charles Electric Utility</b>
<b>Air Products &amp; Chemicals, Inc.</b>	<b>Association of Higher Education Facilities Officers</b>	<b>California Society for Hospital Engineering, SF</b>	<b>City of White Plains, New York</b>
<b>Alabama Army National Guard</b>	<b>AT Cross Company</b>	<b>California Society of Hospital Engineering, Inc.</b>	<b>Clean Air Cab Company, Inc.</b>
<b>Alamo Community College District</b>	<b>Audubon Society of New Hampshire</b>	<b>California State Automobile Association</b>	<b>Clovis Community College</b>
<b>Alaska Army National Guard</b>	<b>Auten Technical Services</b>	<b>Carl's Jr. Restaurants</b>	<b>Coahoma Community College</b>
<b>Albany Medical Center Hospital</b>	<b>Auto Collision, Inc.</b>	<b>Carson Valley School</b>	<b>Colonial School District</b>
<b>Albert Einstein Medical Center</b>	<b>Baltimore Football Club</b>	<b>Casey's General Stores, Inc.</b>	<b>Colorado Army National Guard</b>
<b>Alexandria City Public Schools</b>	<b>Beard Campbell Company</b>	<b>Catonsville Community College</b>	<b>Columbia/HCA Healthcare Corp.</b>
<b>Alleghany Regional Hospital</b>	<b>Becton Dickinson and Company</b>	<b>Cecil County, Maryland Centerplex, Seattle</b>	<b>Community College of Philadelphia</b>
<b>Alpine Inn Bed &amp; Breakfast</b>	<b>Belmont University</b>	<b>Centinela Hospital Medical Center</b>	<b>Connecticut Army National Guard</b>
<b>Altoona School of Commerce</b>	<b>Black Dome Mountain Shop, Inc.</b>	<b>Central Illinois Light Company (CILCO)</b>	<b>Conservalite Technologies Inc.</b>
<b>American Conditioned Air, Inc.</b>	<b>BMC West Corporation</b>	<b>CF Lighting Supplies</b>	<b>Contra Costa Community College District</b>
<b>American Hospital Association</b>	<b>Bon Wit Plaza - Unit Owner's Association</b>	<b>CIC Supply</b>	<b>Cookson Fibers</b>
<b>AMP Incorporated</b>	<b>Boswell Engineering</b>	<b>CIGNA Corporation, Corporate Real Estate Div.</b>	<b>Coshocton County Memorial Hospital</b>
<b>Amway Corporation</b>	<b>Boulder Community Hospital</b>	<b>City of Ada, Oklahoma</b>	<b>Council of Teaching Hospitals</b>
<b>Analytical Lighting Systems</b>	<b>Boulder County Clean Air Consortium</b>	<b>City of Allentown, Pennsylvania</b>	<b>County of Chester, Pennsylvania</b>
<b>ANESCO</b>	<b>Boulder County, Colorado</b>	<b>City of Ann Arbor, Michigan</b>	<b>County of Nassau, New York</b>
<b>Ann Arbor Public Schools</b>	<b>Bradytrane Service</b>	<b>City of Berkeley, California</b>	<b>County of Rockland, New York</b>
<b>Anne Arundel County Public Schools</b>	<b>Brookshire Hotel</b>	<b>City of Chula Vista, California</b>	
	<b>BT Office Products International, Inc.</b>		



<b>County of San Mateo, California</b>	<b>El Paso County Community College District</b>	<b>Fremont Unified School District</b>	<b>Howard Industries Inc.</b>
<b>Crown Cork &amp; Seal Co., Inc., Machinery Division</b>	<b>Electronic Lighting Incorporated</b>	<b>GAR Electronics</b>	<b>Huntington Memorial Hospital/CA</b>
<b>Cumberland County Schools</b>	<b>Elizabethtown College</b>	<b>Garden Fresh Restaurant Corporation</b>	<b>HVS Eco Services</b>
<b>Dayton Board of Education</b>	<b>Energy Capital Partners/MA</b>	<b>GEC Lighting Supply</b>	<b>Hyatt Corporation</b>
<b>Deaconess Hospital/Cincinnati, OH</b>	<b>Energy Conservation Consultants Incorporated</b>	<b>General Graphics Services</b>	<b>Illinois Army National Guard</b>
<b>Delaware State Chamber of Commerce</b>	<b>Energy Saver Lighting Company</b>	<b>General Motors Corp/Truck Group &amp; Saturn Corp.</b>	<b>Indiana Army National Guard</b>
<b>Detroit-Macomb Hospital Corporation</b>	<b>Environmental Leadership</b>	<b>General Motors Hughes Electronics - Corp. Headquarters</b>	<b>Institute of Electrical and Electronic Engineers, Inc.</b>
<b>Digital Power Company, Inc.</b>	<b>Erickson's Diversified Corporation</b>	<b>Georgia Army National Guard</b>	<b>Integrated Building Solutions, Inc.</b>
<b>Dimensional Oil Field Services, Inc.</b>	<b>Erik Lighting, Inc.</b>	<b>Georgia-Pacific Center</b>	<b>International Paper, Kraft Packaging Mobile Plant</b>
<b>District of Columbia Army National Guard</b>	<b>ESCO Energy Services Company</b>	<b>Goleta Valley Community Hospital</b>	<b>Iowa Army National Guard</b>
<b>Donaldson Company, Inc.</b>	<b>Evangelical Environmental Network</b>	<b>Grahl Electric Supply Company</b>	<b>J.C. Proctor Endowment Home</b>
<b>Doolan Recovery Technologies</b>	<b>Eveready Battery Company, Inc.</b>	<b>Great Smoky Mountains National Park</b>	<b>JJI Lighting Group, Inc.</b>
<b>Dudley Street Neighborhood Initiative</b>	<b>Expense Audit &amp; Consulting Company, Inc.</b>	<b>Greater Philadelphia Chamber of Commerce</b>	<b>JPS International Company</b>
<b>Dynatron Bondo</b>	<b>Fairfield Medical Center</b>	<b>Guam Army National Guard</b>	<b>Kaiser Permanente - Northern California Region</b>
<b>E-Finity Corporation</b>	<b>Fairmont School District</b>	<b>Gulf Power Company</b>	<b>Kalispell Hospital</b>
<b>E. Sam Jones Distributor, Inc.</b>	<b>Federation of American Health Systems</b>	<b>GW Supply Company</b>	<b>Kenetech Windpower</b>
<b>E2: Environment and Education</b>	<b>Florida Army National Guard</b>	<b>Hancock Fabrics, Inc.</b>	<b>Kent County Public Schools</b>
<b>Eanes Independent School District</b>	<b>Florida International University</b>	<b>Harrah's Las Vegas</b>	<b>Kentucky Army National Guard</b>
<b>Earth Share</b>	<b>Fordham Preparatory School</b>	<b>Harris Bankcorp Inc.</b>	<b>Kirby Foods</b>
<b>East Carolina University</b>	<b>Fort Carson &amp; 4th Infantry Division</b>	<b>Harrisburg Area Community College</b>	<b>La Quinta Motor Inns Inc.</b>
<b>Eastern Slope Inn Resort</b>	<b>Frederick Veterinary Center</b>	<b>Hawaii Army National Guard</b>	<b>Laguna Honda Hospital &amp; Rehab Center</b>
<b>El Dupont de Nemours and Company - DuPont Facilities Service</b>	<b>Freeman Spogli &amp; Company</b>	<b>Healthsource Inc.</b>	<b>Land-of-Sky Regional Council</b>
<b>Eisenhower Medical Center</b>		<b>HEC, Inc.</b>	<b>Landman</b>
		<b>Henry General Hospital</b>	<b>Lands' End, Inc.</b>
		<b>Hill Air Force Base</b>	<b>Las Positas College</b>
		<b>Holzer Medical Center</b>	
		<b>Horizon/Lite Energy Ltd.</b>	



<b>Lee E. Stine, Inc.</b>	<b>Matsushita Home and Commercial Products Co.</b>	<b>Moorehead State University</b>	<b>Norwich University</b>
<b>Lee Memorial Health System</b>	<b>MCI Telecommunications Corp./Bensenville</b>	<b>Moss Rehabilitation Hospital</b>	<b>Nuestra Comunidad Development Corporation</b>
<b>Light Corporation</b>	<b>MCI Telecommunications Corp./Willow Springs</b>	<b>Murray City Schools District</b>	<b>Oak Grove School District</b>
<b>Lighting Management Consultants</b>	<b>McKeever Environmental Learning Center</b>	<b>National Association of State Facilities Administrators</b>	<b>Ohio Army National Guard</b>
<b>Littlefield Real Estate Company</b>	<b>Mecklenburg County Public Schools</b>	<b>National Broadcasting Company, Inc.</b>	<b>Ohio County Camping Association</b>
<b>Lodi Unified School District</b>	<b>Medical College of Georgia</b>	<b>National Park Service - Denver Service Center</b>	<b>Ohio Environmental Council</b>
<b>Lorax Environmental Club - NCSU</b>	<b>Memorial Hospital of Union County</b>	<b>National Retail Federation</b>	<b>Ohio State University, Columbus</b>
<b>Los Angeles Valley College</b>	<b>Mercy Health Center</b>	<b>National Society of Prof. Engineers, NCSU Chapter</b>	<b>Oklahoma Army National Guard</b>
<b>Louisiana Army National Guard</b>	<b>Mercy Hospital of Pittsburgh</b>	<b>Nebraska Army National Guard</b>	<b>Old Dominion Electric Cooperative</b>
<b>Louisiana State U./Agricultural &amp; Mechanical College</b>	<b>Meritcare Health System</b>	<b>Nevada Army National Guard</b>	<b>Omnicom, Inc.</b>
<b>Lumasys Corporation</b>	<b>Merritt College</b>	<b>Nevada Power Company</b>	<b>One Enterprise Center</b>
<b>Lutheran Medical Center of New York</b>	<b>Mervyn's</b>	<b>New Castle County, Delaware</b>	<b>One Town Center Associates</b>
<b>M &amp; M Electric</b>	<b>Metropolitan Transit Authority of Houston</b>	<b>New Jersey Army National Guard</b>	<b>Oregon School Facilities Management Association</b>
<b>Magnavox Electronic Systems Company</b>	<b>Michigan Army National Guard</b>	<b>New Mexico Army National Guard</b>	<b>Oregon State Superintendent of Public Instruction</b>
<b>Maine Army National Guard</b>	<b>Middlebury College</b>	<b>New York State Office Of Mental Health</b>	<b>Osceola County School District</b>
<b>Malmstrom Air Force Base</b>	<b>Middlebury Student Government Association</b>	<b>Newport Hospital (RI)</b>	<b>Pacific Northwest Ski Areas Association</b>
<b>Manko, Gold &amp; Katcher</b>	<b>Midlantic Bank, N.A.</b>	<b>Norristown Area School District</b>	<b>PACO, Wholly Owned Subsidiary of The West Company</b>
<b>Mannington Mills, Incorporated</b>	<b>Millipore Corporation</b>	<b>North Carolina Outward Bound School</b>	<b>Palm Beach County School Board</b>
<b>Mansfield &amp; Green</b>	<b>Milpitas Unified School District</b>	<b>North Carolina State University</b>	<b>Panarem, Inc.</b>
<b>Mary Kay Cosmetics, Inc.</b>	<b>Mississippi Army National Guard</b>	<b>Northern Illinois University</b>	<b>Parkson Corporation</b>
<b>Mason County Public Utility District (PUD) No. 3</b>	<b>Missouri Army National Guard</b>	<b>Northstar Diversified Technologies</b>	<b>Patagonia</b>
<b>Massachusetts Army National Guard</b>	<b>Montana Army National Guard</b>	<b>Northstar Technologies &amp; Lighting</b>	<b>Pattie A. Clay Hospital</b>
<b>Massachusetts Municipal Wholesale Electric Co.</b>	<b>Montgomery College Central Administration</b>	<b>Northwest Community Healthcare</b>	<b>Peninsula Conservation Center Foundation</b>
			<b>PENJERDEL Council</b>



<b>Pennsylvania Army National Guard</b>	<b>Richmond Power &amp; Light Company</b>	<b>Southwestern College</b>	<b>Texfi Blends</b>
<b>Pennsylvania Association of School Business Officials</b>	<b>Riggs National Bank</b>	<b>Springfield School District</b>	<b>The Citadel - The Military College of South Carolina</b>
<b>Pequod Associates</b>	<b>Rising Sun Energy Center</b>	<b>Square D Company</b>	<b>The City of Chesapeake, Virginia</b>
<b>Peralta Community College District</b>	<b>Riviana Foods, Inc., Edison Distribution Ctr.</b>	<b>St. Mary's University</b>	<b>The City of Chicago, Illinois</b>
<b>Philadelphia Newspapers Inc.</b>	<b>Robert F. Kennedy Medical Center</b>	<b>Stanford Health Services</b>	<b>The City of Chicago, Illinois</b>
<b>PJS</b>	<b>Robert L. Johnson &amp; Associates</b>	<b>Stanford University Academic Facilities</b>	<b>The City of Loma Linda, California</b>
<b>Portland Public Schools</b>	<b>Rogers Associates Architects</b>	<b>Staple's, Inc.</b>	<b>The City of San Jose, California</b>
<b>Pottsboro Independent School District</b>	<b>Sacramento Metropolitan Chamber of Commerce</b>	<b>State Compensation Insurance Fund</b>	<b>The City of Santa Monica, California</b>
<b>PPG Industries, Inc. - General Office</b>	<b>Safeway Inc.</b>	<b>State Of New York</b>	<b>The City of St. Paul, Minnesota</b>
<b>Premium Lighting Supply</b>	<b>San Diego Convention Center</b>	<b>State of Wisconsin</b>	<b>The City of St. Paul, Minnesota</b>
<b>Presbyterian Healthcare System</b>	<b>San Diego Model Railroad Museum</b>	<b>State University of New York System</b>	<b>The Electrical Assn. of Philadelphia</b>
<b>Principal Financial Group</b>	<b>Saugus Union School District</b>	<b>Storage Technology Corporation</b>	<b>The George Washington University</b>
<b>Professional Mechanical Systems, Inc.</b>	<b>Seagate Technology, Inc.</b>	<b>Stuart C. Irby Co.</b>	<b>The Hite Company</b>
<b>Prolume Corporation</b>	<b>Shane Companies</b>	<b>Student Envir. Action Coalition, Univ. of Denver</b>	<b>The Lighting Resource</b>
<b>Providence Hospital, Washington, DC</b>	<b>Sheldon Jackson College</b>	<b>Sumitomo Bank of California</b>	<b>The Rice University Student Association</b>
<b>Puerto Rico Army National Guard</b>	<b>Siebe Environmental Controls</b>	<b>Summitt Medical Center</b>	<b>The Valley Hospital</b>
<b>Quality Lighting</b>	<b>Solium, Inc.</b>	<b>Sunlight Co.</b>	<b>The West Company</b>
<b>Quantum Lighting Services Hillside, Illinois</b>	<b>Somerset Hills Hotel</b>	<b>System Solutions of Georgia, Inc.</b>	<b>The WRATT Foundation</b>
<b>Quebecor Printing Providence, Inc.</b>	<b>South Carolina Army National Guard</b>	<b>Tarleton State University</b>	<b>Thomas Jefferson University</b>
<b>Radford University</b>	<b>Southeast Energy Technical Group</b>	<b>Taylor Electric Supply, Inc.</b>	<b>Tidyman's</b>
<b>Ralph's Grocery Company</b>	<b>Southern Appalachian Mountain Initiative</b>	<b>TDIndustries</b>	<b>TMP, Inc.</b>
<b>Randolph Air Force Base</b>	<b>Southern Illinois University at Edwardsville</b>	<b>Team Tierno Enterprises, DBA The Hanford House</b>	<b>Towamencin Beverage</b>
<b>Regional Air Pollution Control Agency</b>	<b>Southland Electrical Supply Company</b>	<b>Technical Resources International, Inc. (TRI)</b>	<b>Town of Conway, New Hampshire</b>
<b>Rensselaer Polytechnic Institute</b>	<b>Southwest Texas State University</b>	<b>TechniLite Systems</b>	<b>Toy Chest - Kid's Closet</b>
<b>Research Triangle Institute</b>		<b>Tennessee Army National Guard</b>	<b>Toyota Auto Body of California, Inc.</b>
		<b>Tennessee Small Business Development Center</b>	<b>Tri-State Light &amp; Energy, Inc.</b>
			<b>Tucson Electric Power Company</b>
			<b>Tucson/Pima County Metropolitan Energy Commission</b>



<i>Tulane University Medical Center</i>	<i>University of Oklahoma Norman Campus</i>	<i>Virginia Army National Guard</i>	<i>Worthington Industries Inc.</i>
<i>U.S. Army Aberdeen Proving Ground</i>	<i>University of San Diego</i>	<i>WAC Lighting</i>	<i>Yale University</i>
<i>U.S. Coast Guard Reserve Training Center</i>	<i>University of South Carolina - Columbia</i>	<i>Warren Wilson College</i>	<i>YMCA at the University of Illinois, Urbana - Champaign</i>
<i>U.S. Generating Company</i>	<i>University of Texas Health Science Ctr./Houston</i>	<i>Waseca Independent School District 829</i>	
<i>U.S. Postal Service - Baltimore</i>	<i>Utah Army National Guard</i>	<i>Washington Army National Guard</i>	
<i>Uintah Basin Medical Center</i>	<i>Utah State Hospital</i>	<i>Washington, DC Public Schools</i>	
<i>Unifirst Corp.</i>	<i>Venture Stores Inc.</i>	<i>Weirton Medical Center</i>	
<i>United Electric Supply Company</i>	<i>Vermont Army National Guard</i>	<i>WESCO Distribution - Headquarters Division</i>	
<i>United Energy Associates</i>	<i>Veterans Affairs Medical Center, Indianapolis</i>	<i>Wesleyan University of Connecticut</i>	
<i>United Energy of Missouri, Inc.</i>	<i>Veterans Affairs Medical Center, Martinsburg</i>	<i>West Jersey Health System Inc.</i>	
<i>Universal Lighting Services</i>	<i>Veterans Affairs Medical Center, Michigan</i>	<i>West Virginia School of Osteopathic Medicine</i>	
<i>University College Administration at University of Denver</i>	<i>Veterans Affairs Medical Center, New Orleans</i>	<i>Westover Air Reserve Base</i>	
<i>University of Alaska, Anchorage</i>	<i>Veterans Affairs Medical Center, Richmond</i>	<i>Wheatstone Energy Group, Inc.</i>	
<i>University of Alaska, Fairbanks</i>	<i>Veterans Affairs Medical Center, Seattle</i>	<i>Wichita Public Schools Unified School District 259</i>	
<i>University of Arizona</i>	<i>Veterans Affairs Medical Center, Wadsworth/West LA</i>	<i>Wisconsin Army National Guard</i>	
<i>University of California, Berkeley</i>	<i>Viking Freight System, Inc.</i>	<i>WNC Regional Air Pollution Control Agency</i>	
<i>University of California, Davis</i>	<i>Villa View Community Hospital</i>	<i>Woodlake Towers</i>	
<i>University of California, Santa Cruz</i>		<i>World Resources Institute</i>	
<i>University of Minnesota - Twin Cities</i>			



**FOR MORE INFORMATION ABOUT HOW YOUR  
ORGANIZATION CAN PARTICIPATE IN THE GREEN LIGHTS /  
ENERGY STAR PROGRAMS, CONTACT EPA.**

**Green Lights/ENERGY STAR Hotline:**

**Toll Free: (888) STAR-YES Fax: (202) 775-6680**

**For 24-hour information by fax, call the Faxback Line:  
(202) 233-9659**

**INTERNET**

**Green Lights/ENERGY STAR Programs:**

**<http://www.epa.gov/docs/GCDOAR/EnergyStar.html>**

**OR RETURN A COPY OF THIS FORM TO:**

**The U.S. Environmental Protection Agency  
Atmospheric Pollution Prevention Division (6202J)  
401 M Street, SW  
Washington, DC 20460**

**I am interested in learning more about the following program(s):**

☐ **Green Lights  
Partners**

☐ **Green Lights  
Allies**

☐ **Green Lights  
Endorsers**

☐ **ENERGY STAR  
Programs**

☐ **ENERGY STAR  
Buildings**

☐ **ENERGY STAR  
Office Equipment**

**Name**

**Title**

**Company**

**Street / P.O. Box**

**City**

**State**

**ZIP**

**Approximate Number of Employees**

**Approximate Square Footage of All U.S. Facilities**