

ENERGY STAR® Annual Product Promotions Kick-Off 2019







Today's Agenda

- What are Product Promotions?
 - Benefits of participating
 - How to participate
- Fall Results; Key Takeaways
 - Lighting
 - Smart Thermostats
- Updates: Spring Promotions
 - Pool Pumps
 - Flip Your Fridge
 - Lighting
 - Room AC
 - Smart Thermostats
 - Laundry

Promotions/Campaigns

Click on the promotion/campaign below, or use the filters to the right to find related marketing materials.



Pool Pumps Promotion 2019



Light the Moment 2019



Smart Thermostats 2019



Flip Your Fridge 2019



Room Air Conditioner Promotion 2019



Better for You & the Pl

Laundry Made Better 2019





Product Promotions

What Are the Annual Product Promotions?

- Bring together regional energy-efficiency program efforts across the country into united, product-focused, co-branded campaigns timed with product seasonality.
- Reward ENERGY STAR partners by promoting their programs among our key audiences to drive mutual customer engagement and loyalty.

Co-Marketing Opportunities

- Facilitate and leverage promotional support from manufacturing and retail partners.
 - ✓ Media partnerships and other paid efforts, POS marketing, vast reach from earned and owned channels (including contractor outreach, where relevant), and more.

Resource Leveraging and Co-branding Opportunities

- Provide promotional materials and tools with compelling look and feel for effective consumer engagement and, ultimately, adoption.
 - √ Resources to support multiple media channels from retail and community events to digital (online and social).

What EPA Will Be Doing in the Market

- Push out through a variety of media channels that drive impressions and traffic to promotional ENERGY STAR webpage hub featuring partner programs.
 - ✓ POS, online advertising, media partnerships, owned channels, and more!





Benefits of Participating

- Leverage ENERGY STAR's trusted brand, reputation, popularity – as well as its strong network of supporting manufacturers and retailers
- Take advantage of national campaign positioning, tactics, and marketing materials (messaging and graphics) – all developed by an expert marketing, PR, and advertising team
- Benefit from a strategic, effective mix of targeted media that will drive exposure for your program among EPA ENERGY STAR's broad consumer base
 - Geo-targeted to your market
 - Driving clicks to your programs
 - NEW this year: participants can receive data on traffic from your region and other metrics (time on page, pages visited, etc.)

MORE THAN

233 MILLION

IMPRESSIONS in print

IMPRESSIONS in print, social, and online media in 2018

233000000

1.4
MILLION
VIDEO VIEWS









How to Participate

- Leverage the value of the ENERGY STAR brand throughout your relevant programs
 - Not just POS, but on your websites and in digital and other media
 - Take advantage of our suite of promotional materials to support your existing efforts
- During the promotional period, supplement existing program promotions with more activity in-market, leveraging our materials and messaging
 - Use web graphics in your relevant web pages
 - Share digital content (ads, videos, social media)
 - And more: blogs, newsletters, events, etc.
- 3. Let us know how you plan to participate / share your co-branded tactics so we can feature you on our promotions page driving traffic to your programs!



ENERGY STAF



Using ENERGY STAR co-branding in your programs is a journey up a continuum

+ We include the ENERGY STAR logo and messaging in our online marketplace

+ We include the ENERGY STAR logo and messaging in social media

Starting Point:

We require and note "ENERGY STAR® certified" products + We include the ENERGY STAR logo, tools, and messaging on our website = multifaceted, consistent messaging including ENERGY STAR

+ We include the ENERGY STAR logo on POP & at in-store events

+ We include the ENERGY STAR logo on rebate forms and qualified product lists





ENERGY STAR Marketing Materials for Products

NEW & NOTEWORTHY





Pool Pumpe 2019

Flip Your Fridge 2019

Light the Moment 2019

Promotions/Campaigns

Click on the promotion/compaign below, or use the filters to the right to find related marketing materials.



Pool Pumpa Promotion 2019



Light the Moment 2019



Smart Thermostato 2019



Flip Your Fridge 2019



Room Air Conditioner Promotion 2019





Laundry Made Better 2019

Annual Outreach Plan: ENERGY STAR PRODUCTS

Q pearon library

Browse Marketing Materials by:

Category/Product Type

- Applianceo (36)
 - Clotheo Dryero (28)
 - Clotheo Wechero (27)
 - Diphwegherg (1)
 - Freezero (19)
 - Refrigeratoro (26)
- Building Products (3)
 - Seal and Inquiste (4)
- Commercial Food Service Equipment (9)
- Commercial Dichwechero (1)
- Show more

Promotion/Campaign

- Earth Day 2018 (17)
- ENERGY STAR Day 2018 (2)
- Flip Your Fridge 2019 (25)
- Holiday 2018 (3)
- Keep Your Cool with ENERGY STAR 2018 (13)
- Laundry Made Better 2019 (14)

Resource Type

- 2018 Retail Signage (64)
- Brochures (5)
- Digital Media Kit (45)
- ENERGY STAR Pledge (3)
- Event Materials (10)
- Factsheet (23)
- Graphics/Images (55)
- Infographics (19)
- Kids Outreach (6)
- Messaging (26)
- Partner Product Image (30)
- Postcards (1)
- Promotion Identifiers/Marks (26)
- Purchasing Guides (4)
- Signage (57)
- Social Media Assets (35)
- Training (5)
- Videos (18)
- Webinars (2)
- Widgets (9)

energystar.gov/marketing materials





Fact Sheets for **Every Promotion**

- **Pool Pumps**
- Refrigerators
- Room AC
- Lighting
- Laundry
- Water Heaters
- **Smart Thermostats**
- More Coming!





luminación de uso general

Iluminación de baño



- ✓ Desempeño de la meior calidad





IHESMAKI CHUICE Made Simple



ENERGY STAR® Certified Smart Thermostats Deliver:

- ✓ Demonstrated Energy Savings
 ✓ Environmental Benefits
- Reliable Performance
- ▼ Convenience, Insight, and Control

Get Convenience, Insight, and Control with ENERGY STAR

While system designs vary, common smart thermostat features include:

- . Allowing you to control home heating and cooling remotely through your smartphone.
- . Geofencing, which allows your smart thermostat to know when you're on the way home and automatically adjusts your home's temperature to your liking.
- . Learning your temperature preferences and establishing a schedule that automatically adjusts to energy-saving temperatures when you are asleed

PASO 2: ENCUENTRE SU BOMBILLA

Diríjase a la sección de iluminación

y busque la etiqueta de ENERGY

STAR. Recuerde, solamente las

bombillas que han obtenido el

de energía prometidos.

PASO 3: ELIJA EL COLOR

certificado de ENERGY STAR han



energystar.gov/choosealight

What is a Smart Thermostat?

A smart thermostat is a Wi-Fi enabled device that can automatically adjust heating and cooling temperature settings for optimal performance.



Did You Know?

If everyone used an **ENERGY STAR certified** smart thermostat. savings would grow to 56 trillion BTUs of energy and \$740 million dollars per year, offsetting 13 billion pounds of annual greenhouse gas emissions.

PASO 1: ELIJA LA FORMA DE LA BOMBILLA

¿No está seguro de qué tipo de bombilla LED es

la correcta?

Las bombillas LED certificadas por ENERGY STAR están disponibles en diferentes formas y tamaños y sirven para cualquier aplicación. Incluyen empotrados, luces para rieles, lámparas de mesa y más.

		TIPOS DE BOMBILLAS			
LÁMPARAS DE MESA O DE PISO	T	FORMA CLÁSICA			
LÁMPARAS COLGANTES	I	FORMA CLÁSICA	GL080	W MANS	₩ELA
LÁMPARAS DE TECHO	•	FORMA CLÁSICA	WELA		
VENTILADORES DE TECHO	$\dot{\varkappa}$	FORMA CLÁSICA	₩.		
APLIQUES DE PARED	14		61,010		
LÁMPARAS EMPOTRADAS	0	▼	ENFOSUE	REFLECTOR	
ILUMINACIÓN DE ACENTO	4 A A A	▼	ENFORME		

PASO 4: ELIJA EL BRILLO

Use esta tabla para determinar la cantidad de lúmenes que necesita para igualar el brillo de sus bombillas viejas estándar.

Bombillas estándar (Vatios)	Brillo de las bombillas ENERGY STAR (Lúmenes mínimos)
40	450
60	800
75	1,100
100	1,600
150	2,600

El color de la luz corresponde a una temperatura

en la escala Kelvin (K). Un menor K significa una luz más cálida, amarillenta; mientras que un mayor K significa una luz más fría, azulada,

sido evaluadas de forma independiente para

asegurar que rendirán el desempeño y ahorro



PASO 5: REVISE EL EMPAQUE

Asegúrese de obtener la bombilla que desea al revisar la etiqueta con información de iluminación que muestra los detalles claves de la bombilla como la luminosidad. vida útil, apariencia de la luz (o color) y la

energía consumida.







Widgets for **Every Promotion & More!**



THE SMART CHOICE



Make sure your new smart thermostat is ENERGY STAR® certified to ensure:

- ☑ Demonstrated Energy Savings
- ☑ Reliable Performance
- ☑ Environmental Benefits
- ☑ Convenience, Insight, and Control

Add our widget to your site

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- Environmental Benefits
- Convenience, Insight, and Control

G0 ►



DID YOU KNOW?

If everyone used an ENERGY STAR certified smart thermostat, savings would grow to 56 trillion BTUs of energy and

\$740 million

per year.

For the average American household, almost half of the annual energy bill goes to heating and cooling— SAVE MONEY

and stay comfortable with ENERGY STAR.

ENERGY STAR certified smart thermostats provide enhanced comfort in your home by allowing you to control temperatures—

THE SMART CHOICE Made Simple

and still save energy.

Learn more at energystar.gov

Add our widget to your site

<8

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GO •



How to Participate: Social Media









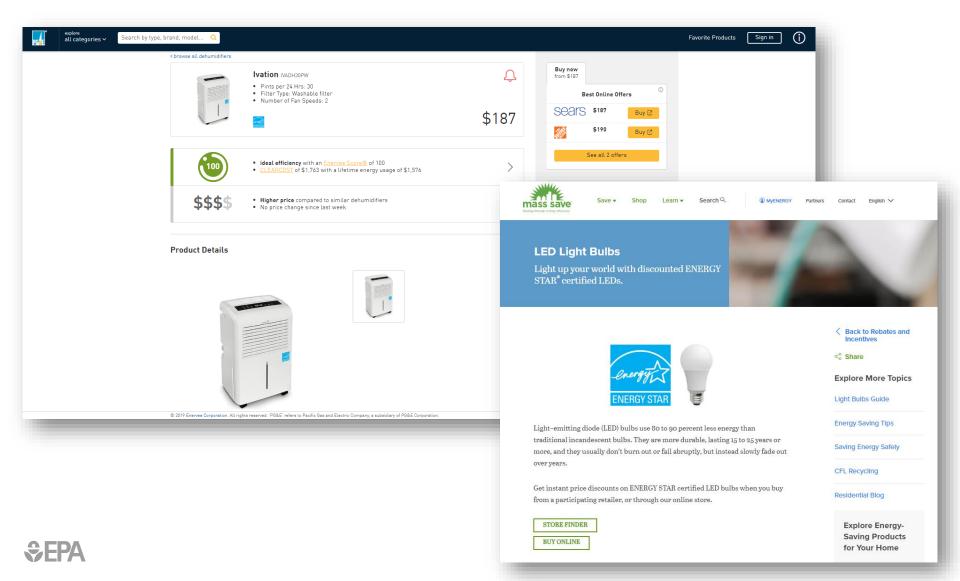








How to Participate: Online Marketplace





How to Participate: In-Store Promotions and Events







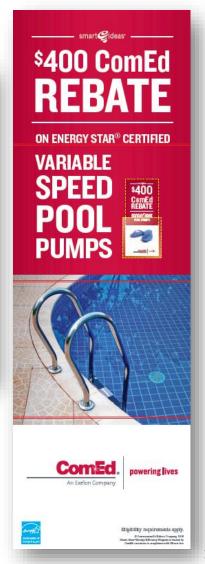




How to Participate: POP



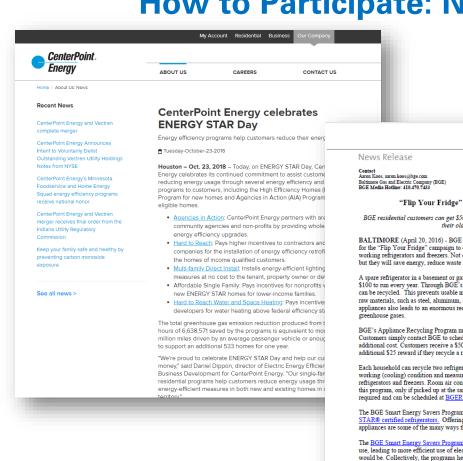








How to Participate: News/Press Releases





FOR IMMEDIATE RELEASE

"Flip Your Fridge" this Spring for a \$50 Recycling Reward

BGE residential customers can get \$50 from the BGE Smart Energy Savers Program® for re their old working refrigerator or freezer

BALTIMORE (April 20, 2016) - BGE is partnering with the U.S. Environmental Protection A for the "Flip Your Fridge" campaign to encourage residential electric customers to recycle thei working refrigerators and freezers. Not only will customers get a \$50 reward per appliance rec but they will save energy, reduce waste and help make a difference for the environment.

A spare refrigerator in a basement or garage wastes up to 1,200 kWh of energy and costs as mt 5100 to run every year. Through BGE's Appliance Recycling Program, 95 percent of each refr can be recycled. This prevents usable materials from entering a landfill and decreases the dem raw materials, such as steel, aluminum, copper, glass and plastic. Recycling and proper disposs appliances also leads to an enormous reduction in emissions of ozone-depleting substances and greenhouse gases.

BGE's Appliance Recycling Program makes it easy for customers to recycle their old applianc Customers simply contact BGE to schedule a pickup, and the old appliances will be hauled aw additional cost. Customers receive a \$50 reward when they recycle a refrigerator or freezer and additional \$25 reward if they recycle a room air conditioning unit or dehumidifier at the same!

Each household can recycle two refrigerators or freezers through this program. Appliances mutworking (cooling) condition and measure 10 to 30 cubic feet, which is the standard size for mo refrigerators and freezers. Room air conditioning units and dehumidifiers may also be recycled this program, only if picked up at the same time as an eligible refrigerator or freezer. Appoints required and can be scheduled at BGERecycleMyOldFridge.com or by calling 866.898.1901.

The BGE Smart Energy Savers Program also offers rebates up to \$150 on the purchase of ENE STAR® certified refingerators. Offering appliance recycling rewards and rebates for energy of appliances are some of the many ways that BGE is moving smart energy forward.

The BGE Smart Energy Savers Program is a suite of programs that enable customers to control use, leading to more efficient use of electricity and lowering energy bills from where they othe would be. Collectively, the programs help contain the cost of energy and improve reliability. T programs also help to reduce peak demand and slow the growth in energy consumption to less need for more power plants. BGE offers energy-saving solutions for renters, homeowners, larg small business customers, nonprofits and institutional customers. More information is available BGE smartEnergy com. These programs support the EmPOWER Maryland Energy Efficiency.

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BGE, founded in 1816 as the nation's first gas utility, is Maryland's largest natural gas and el utility. Headquartered in Baltimore, BGE delivers power to more than 1.25 million electric cut and more than 650,000 natural gas customers in central Maryland. The company's approxima employees are committed to the safe and reliable delivery of natural gas and electricity, as when the safe and the safe and reliable delivery of natural gas and electricity, as well as the safe and reliable delivery of natural gas and electricity, as well as the safe and reliable delivery of natural gas and electricity, as well as the safe and reliable delivery of natural gas and electricity.





Now's the Time to Flip Your Fridge and Save! Recycle that old energy wasting refrigerator and replace it with a new ENERGY STAR® certified model. You'll save energy and you can save even more with a utility rebate!

SMMPA member utilities offer rebates of \$25 on the purchase of new ENERGY STAR Refrigerators, plus an additional rebate to pay for recycling your old working refrigerator.

Rebate forms are available by clicking here and selecting your utility.

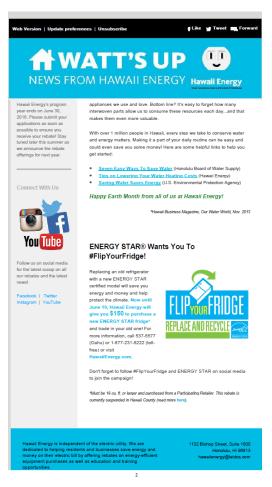
Refrigerators that are 15 years or older use twice as much energy, as a new EMERGY STAR certified refrigerator. Replacing that old energy-wasting refrigerator with a new EMERGY STAR certified refrigerator could save you more than 5270 in energy costs over the next five years. Learn more and get guidance choosing the right refrigerator for your home here:

Flip Your Fridge to ENERGY STAR, the simple choice for energy efficiency!





How to Participate: Newsletter





Make your home comfortable and reduce energy costs!

Dear Laura,

Upgrading to high-efficiency heating and cooling equipment can improve comfort, substantially reduce energy use and save you money year-round. Plus, PECO offers rebates on ENERGY STAR" certified models to help reduce your upgrade costs.

- . Equipment: Rebates starting at \$225*
- Tune-Ups: \$25 rebate
- Electric Heat Pump Water Heaters:
 \$350 rebate

Ask your contractor for help choosing the right equipment for your home. Then, apply for rebates at peco.com/rebates.



Electric Vehicles

Weather Stations

Need to Reduce Payments's

Higher Rebates on Installations Between 9/1–11/30/17!

Product Spotlight: Hybrid Water Heaters

An ENERGY STAR certified heat pump water heater can save a four-person family \$330 per year in energy bills—\$3,400 over its lifetime—and will pay for its additional cost in about two years.**

To improve efficiency, ENERGY STAR certified heat pump water heaters use a highly efficient heat pump—essentially a refrigerator run in reverse—to transfer heat from the surrounding air to the water. In fact, they use less than half the energy of a standard electric storage water heater.

For more energy-saving ideas, visit peco.com/home or call 1-888-5-PECO-SAVE (1-888-573-2672).

Limited time rebate offer good for installations completed between 9/1/17 and 11/50/17 only.
"Based on Irrited time offer of a 3-ton 16-17-99 SEER air source heat pump.
"Source: energystar.gov



To manage your preferences or unsubscribe from PECO Marketing emails, please click bere



What is a smart thermostat? A smart thermostat is a Wi-Fi enabled device that can automatically adjust heating and cooling temperature settings for optimal performance. Smart thermostats that earn the ENERGY STAR label have been independently certified, based on actual field data, to save energy.

ENERGY STAR certified smart thermostats provide convenience, insight, and control. While system designs vary, common smart thermostat features include:

- Learning the temperature that you like and establishing a schedule that automatically adjusts to energysaving temperatures when you are asleep or away.
- Providing home energy use data that you can track and manage.

money and stay comfortable in your home.

. Allowing you to control your home heating and cooling remotely through your smartphone.

ENERGY STAR certified smart thermostats provide enhanced comfort in your home by allowing you to control temperatures based on your preferences and lifestyle – and still save energy. If everyone used an ENERGY STAR certified smart thermostat, savings would grow to 56 trillion BTUs of energy and \$740 million dollars per year, offsettling 13 billion pounds of annual greenhouse gas emissions.

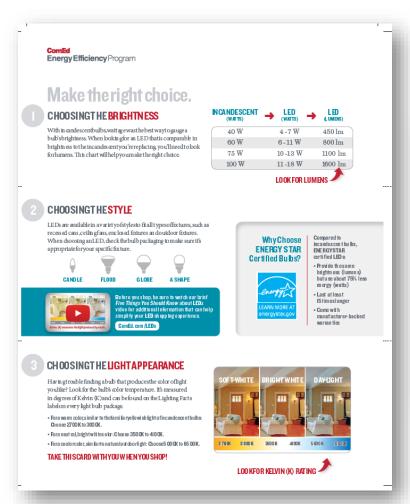
Appalachian Power provides rebates to help you make the smart choice for your home. You can receive a \$50 rebate on your purchase of current ENERGY STAR certified smart thermostat. To learn more about our Efficient Products program and to apply for your smart thermostat rebate, please visit our website at www.TakeChroateViccom/resoftential/products.

ENERGY STAR is the simple choice for energy efficiency. For more than 25 years, EPA's ENERGY STAR program has been America's resource for saving energy and protecting the environment. Join the millions making a difference of program than 50 pt. 10 pt. 10





How to Participate: Mail Inserts





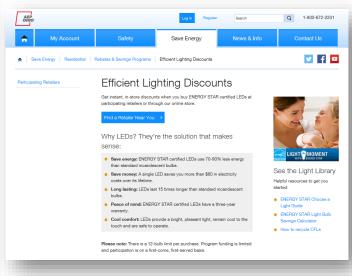




How to Participate: Web









Ask the Expert Videos!





Ways to Save Tips is a web service that provides an ongoing stream of ENERGY STAR® branded, energy-saving tips to external websites that adopt the service.

Tips include:

- All ENERGY STAR vetted, energy-saving tips for certified consumer products. Tips for commercial products are not available ... yet.
- Content from national product promotions.
- Any and all additional content, as available.
- Links back to energystar.gov for more educational information.

You can customize the tips in your web feed based on specific product categories relevant to your program. The tips in the feed will automatically refresh with each visit to your site.

WAYS TO E SAVE &

Join EPA and light your moments with ENERGY STAR

Make a commitment to change out an old light bulb to an ENERGY STAR certified LED bulb, and join EPA in the national effort to change out 300 million bulbs to ENERGY STAR. Together we can save about \$15 billion in annual energy costs and prevent 17 billion pounds of greenhouse gas emissions. Your moments. Your world. Both deserve the Best.

Find savings and rebates in my area

Use the ENERGY STAR Rebate Finder to look for special offers or utility rebates on ENERGY STAR certified products. These offers are sponsored by ENERGY STAR partners or local utilities. Partners also occasionally sponsor recycling incentives for the proper disposal of lold products.

Choose an ENERGY STAR certified electric heat pump water heater

Water heating can account for 12 percent of a home's energy use. When replacing your water heater, look for models that have earned the ENERGY STAR. A certified heat pump water heater can save a household of 4 about \$330 annually on electric bills.

Widgets with Feeds!

 Ways To Save Tips Web Service

Partner Benefits

- Fresh and Frequent Content
 - Increase the amount of content that changes on your page(s) to show search engines that your page is worthy of receiving a boost in the search results.
 - Increase the frequency of the changes to give search engines a reason to crawl your site more often.
 - Give visitors more options for engaging with your page.

- ENERGY STAR Brand Affiliation
 - ENERGY STAR is a trusted brand that provides credibility to your site and confidence to your site visitors.
 - Displaying ENERGY STAR branded content next to your own content creates a connection that can add value to your content.
- Once the web service is adopted, you're done!
 You do not have to think about it again.

energystar.gov/waystosavetips







About - Contact

Search...

Select Your Community to Start Saving Energy

Choose your community



ew map of all participating Delaware communities, and a map of all Ohio communitie

Way to Go on Ways to Save!

Your Guide to Energy Savings

Efficiency Smart helps residents, businesses, and communities use less energy and save money. Select your community above to see how we can help.





Georgetown, Ohi

Sign up for our E-newsletter

Stay connected to Efficiency Smart and receive energy tips, promotions, and news sent directly to your inbox.

Sign up form



Choose a new ENERGY STAR certified smart thermostat

ENERGY STAR certified smart thermostats

provide convenience, insight, and control. If everyone used an ENERGY STAR certified smart thermostat, savings would grow to 56 trillion BTUs of energy and \$740 million dollars per year, offsetting 13 billion pounds in annual greenhouse gas reductions.





Product Content Widgets

- A web service that delivers product educational content
 - Content automatically updates
 - One and done!





THE SMART CHOICE Made Simple



ENERGY STAR® certified smart thermostats deliver:

- · Demonstrated energy savings
- Reliable performance
- · Environmental benefits
- Convenience, insight, and control

Smart thermostats that earn the ENERGY STAR are third pa

- Save energy based on field data collected from more tha thousand homes over a year
- · Quickly enter a low-power standby mode when inactive
- Track and report equipment use and temperature data to homeowner

ENERGY STAR certified smart thermostats are a smart investalmost half of the energy household bill goes to heating and That's more than \$900 a year! And with ENERGY STAR you energy savings and home comfort at the same time.

728 pixels wide

320 pixels wide



ENERGY STAR® certified smart thermostats deliver:

- Demonstrated energy savings
- Reliable performance
- Environmental benefits
- Convenience, insight, and control

Smart thermostats that earn the ENERGY STAR are third party certified to

- Save energy based on field data collected from more than one thousand homes over a year
- Quickly enter a low-power standby mode when inactive
- Track and report equipment use and temperature data to the homeowner





RESULTS TO DATEFall Promotions











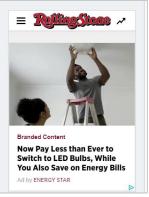


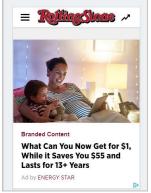


Fall Lighting Promotion

Native mobile ads on ShareThrough







Native video ad on ShareThrough





Mobile display ads on GroundTruth







First ever all-mobile promotion

- Educate and drive awareness among lowerincome audience; drive video views among broader audience
- Geo-targeting active program markets





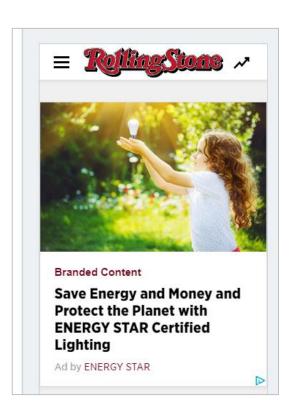
Results/Key Takeaways

Top-Line Performance

- 2MM Impressions, 64K Video Views
- This campaign met or exceeded all industry benchmarks
- These visitors spent more than 2.4 minutes on the landing page, almost 1 minute longer than page average of 1:55 minutes

Key Takeaways

- Overall performance was on the higher end of the benchmark range for CTR
- Simple, straight forward messages converted best; environmental messages resonated with low-income audience
- Static ads were most effective
- Keep the CTA consistent throughout the frames









Fall Smart Thermostats Promotion

Video ad on GDN





Video ad on Oath



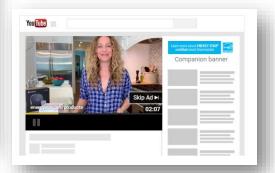
• Carley Knobloch

- Partnered with tech lifestyle influencer
 Carley K to develop a customer
 testimonial video
- Leveraged Carley's video in a paid campaign targeted at tech enthusiasts

"Do It On a Dime"

 Partnered with a thrifty YouTuber to create a holiday themed gift giving video to promote Smart Thermostats

Video ad on YouTube







Results/Key Takeaways

Carley Knoblock

- 616,425 Impressions, 372,157 Video
 Views
- Extremely engaging video with a 67%
 VTR on Oath and 42% VTR
- Tech audience targeting (Oath 1st party) delivered the most views and best overall view rate



137,000+ views, 10,000 likes, 555
 comments, 4:04 average watch time from her YouTube followers



Key Takeaways

- Content and influencer resonated very well with the super techie audiences
- Desktop Computers delivered the most views and highest view rates
- Older men drove majority of views and best view rate
- Top 10% HHI were the most engaged audiences, delivering best VTR and 2nd most views



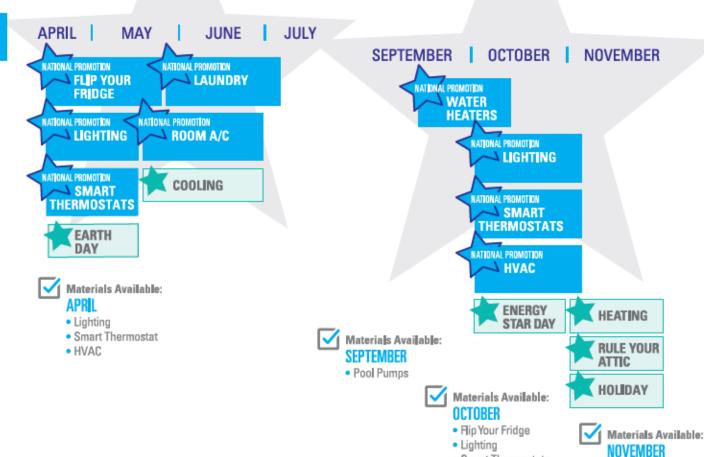
2019 Outreach Plan: ENERGY STAR® PRODUCTS







· Water Heaters



Smart Thermostats

Room ACLaundry



OVERVIEWSpring Promotions















How do ENERGY STAR

Conventional pool pumps use the same high pump speed regardless

though filtration, the number one

half the speed (using one-eighth

ENERGY STAR pool pumps offer

variable speeds that deliver the

right speed for different tasks,

using much less energy.

the power) of pool vacuuming.

task of a pool pump, requires one-

of the task assigned-even

Certified Pool Pumps

Save Energy?

Pool Pumps 2019

Tagline / Call-to-Action

- Make a Savings Splash!
- NEW! Specification change: Only variable speed; includes above-ground

Objective

 Encourage consumers to replace old pool pumps with ENERGY STAR certified pool pumps based on huge savings and rebates as applicable

Timing

- March April
- Will customize our regional outreach with your plans



Pull the Plug on a Big Energy Drain

Your pool pump could be your home's second largest energy user, costing you nearly \$500 in energy every year. ENERGY STAR certified pool pumps use less energy than standard pool pumps, saving you money on your energy bills. ENERGY STAR certified pool pumps:

- . Use up to 70 % less energy than standard pool pumps.
- Save you \$290-\$350 per year in energy bills.

The big savings mean you'll see the payback on the additional investment in an ENERGY STAR pool pump in less than two years!

Dive in to Savings with Utility Rebates

Many utility companies offer rebates toward your purchase of a new ENERGY STAR cartified pool pump. Go to www.energystar.gov/rebatefinder for details.

With ENERGY STAR, Smarter Tech Runs Deep

Pool pumps that have earned the ENERGY STAR use reliable two-speed or variable speed technology:

- Two-speed models that use a low speed for filtration and a high speed for cleaning.
- . Variable speed models that can be programmed to deliver the right flow for multiple tasks.

Certified models also run quieter and prolong the life of your pool's filtering system.

Is it Time to Take the Plunge?

Does your pool pump show these warning signs of wearing out and wasting energy? If so, it could be time to call a pool services contractor.

- . It seems less powerful than in the past.
- It makes noise.
- It occasionally gets hot and shuts off.
- . It won't start or starts slowly.
- Your pump is seven to ten years old.

If every pool pump in the U.S. were ENERGY STAR certified, families could save \$1.3 billion in energy costs every year and prevent greenhouse gas emissions equal to more than 2 million cars.







New Certified Above-Ground Models Now Available!

- Above-ground certified pool pumps use 17% less energy than standard models.
- For more information, download our <u>factsheet</u>!

Pool Pump Type	Models Available
Certified Above-Ground	3
Certified In-Ground	70

Type of Pool Pump	Annual Savings (\$)	Lifetime Savings (\$)	Payback (years)
Small In- Ground	\$85	\$415	1.2
Standard In- Ground	\$310 - \$445	\$1,500 - \$2,200	1.2
Standard Above-Ground	\$28	\$120	1.0





Pool Pumps 2019: What EPA is Planning

- Continue placing engaging video ad via YouTube and social media
- Supplement with targeted display ads
 - Target pool owners in markets with active programs
 - Utilize GDN and explore other platforms to best target pool owners
 - Leverage custom targets based on video views
- Working with Pentair and Hayward, as well as Leslie's Pools on comarketing projects featuring ENERGY STAR certified pool pumps











Pool Pumps 2019: What You Can Do

- Digital media
 - Online / Social
 - Web buttons, digital graphics, and educational content
 - Video assets (Ask the Expert & short promotional videos)
- Direct mail / email
- Retail POP building blocks and factsheet
 - Includes above-ground
 - Leslie's Pool Supply in-store POP opportunities
- Notification of Participation: End of February for EEPS promoting in March



Pull the Plug on a Big Energy Drain

Your pool pump could be your home's second largest energy user, costing you as much as \$550 in energy every year. Pool pumps that have earned the ENERGY STAR are independently certified to save energy, save you money, and help protect the environment. In fact,

- Certified in-ground pool pumps use up to 65% less energy than standard pool pumps and can save up to \$445 a year in energy bill costs.
- Certified above-ground pool pumps use about 17% less energy and can save \$120 over the lifetime of the product.
- . ENERGY STAR certified pool pumps run quieter and prolong the life of your pool's filtering system.

Let's Get Technical

Conventional pool pumps can deliver only high flow regardless of the task assigned—even though filtration, the number one task of a pool pump, requires half the flow (using 1/8 the power) of pool cleaning.

ENERGY STAR certified pool pumps' save energy by using efficient motors, advanced hydraulic designs, and variable or two-speed technology to deliver the appropriate flow for water filtration, fountains, and cleaning.

Splashing with Savings

Compared to a new, standard pool pump, ENERGY STAR certified products deliver savings based on the type and size (see Table 1). An in-ground pool pump that has earned the ENERGY STAR label can save you thousands of dollars over the lifetime of the product. That means this kind of investment could pay for any additional upfront cost in less than two years.

Dive into Savings with Utility Rebates

Many utilities offer incentives for purchasing an ENERGY STAR certified pool pump. Table 2 shows several examples from across the country.

Check with your local utility for more details or go to www.energystar.gov/rebatefinder.

Table 1: ENERGY STAR Certified Pool Pump Savings Compared to Standard New Pool Pumps

	Annual Savings (\$)	Lifetime Savings (\$)	Payback (years)
Small In-Ground	\$84	\$415	1.2
Standard In-Ground	\$310 - \$445	\$1,500 - \$2,200	1.2
Extra Small Above-Ground	\$7	\$30	2.7
Standard Above-Ground	\$28	\$120	1.0
Pressure Cleaner Booster	\$13	\$60	3.2

Table 2: ENERGY STAR Certified Pool Pump Rebates

State	Utility	Incentive
CA	WATER & POWER	\$200
HI	Hawaii Energy	\$125
IL	ComEd.	\$275
MD	2 delinere	\$400
NH	EVERS@URCE	\$500
NY	PSEG ISLAND 16 south straigt work for you,	\$350
VT	Efficiency	\$800





Pool Pumps 2019: What Others Are Doing



Infographics



Co-Brandable Fact Sheet



Widgets & Share Graphics





Flip Your Fridge 2019

Tagline / Call-to-Action

Flip Your Fridge. Replace and Recycle / Recycle and Save.

Objective

- Encourage consumers who have older (more than 15 years old) refrigerators (either first or second) to recycle and replace them with ENERGY STAR certified refrigerators
 - Focus on hard-to-reach based on consumer data
 - Low to mid-income (LMI)
 - Elderly
 - Spanish-speaking

Timing

Earth Day through Memorial Day







Flip Your Fridge 2019: What EPA is Planning

- Continue placing engaging video ad via YouTube and social media
- Supplement with targeted display ads via GDN, Instagram and YouTube
 - Target hard-to-reach in markets with active programs
 - Leverage custom targets based on video views and other sources
- Bringing back BobVila.com sweeps with regional opportunities!













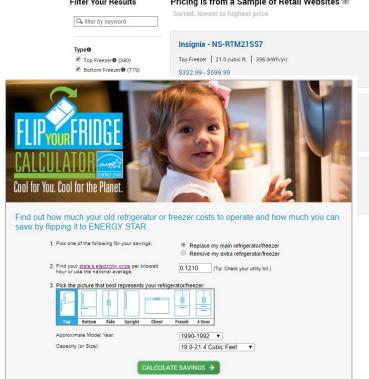


Flip Your Fridge 2019: What You Can Do

- Digital media
 - Online / Social
 - Web buttons, digital graphics, and educational content
- Best Value Finder
- Refrigerator calculator
- Retail POP building blocks and factsheet
 - Ruler
- Notification of Participation:
 April 8th







Compare

Compare

Compare

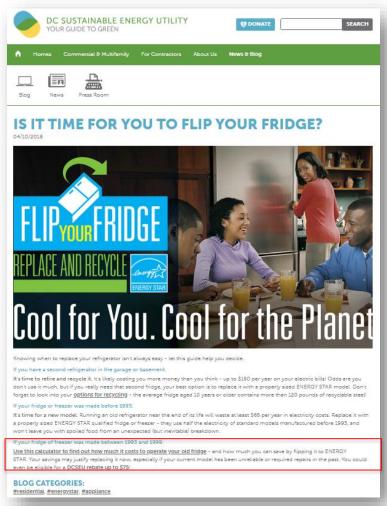
View Product Details

View Product Details

View Product Details



Flip Your Fridge 2019: What Others Are Doing



Contests!





Press Release and FYF Calculator



Lighting 2019: Spring Push

Tagline / Call-to-Action

- Light the Moment with ENERGY STAR
- Supplemental LMI targeted promotion

Objective

- Broadly encourage all consumers to replace inefficient light bulbs with ENERGY STAR certified LED lighting
 - Make an emotional, personal connection to incent behavior change
 - Educate on what makes ENERGY STAR certified lighting the best choice
- Supplement broad outreach with more targeted outreach to LMI consumers
 - Utilize more direct messaging based on learnings from fall 2018 promotion

Timing

Earth Day through Mid-May



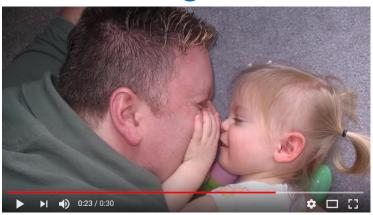




Lighting 2019: What EPA is Planning

- Continue effective all-mobile focus
- Two-pronged approach:
 - Broadly promote Light the Moment video ad to engage all consumers
 - YouTube
 - Facebook
 - Supplement with highly targeted mobile display ads based on the success of fall lighting promotion
 - Exploring most effective media vendors
 - Add in other tactics to effectively reach LMI, e.g. Instagram







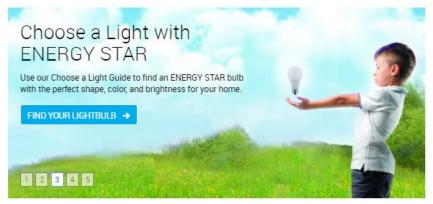




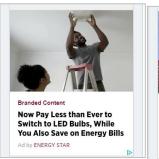


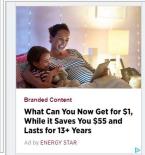
Lighting 2019: What You Can Do

- Digital media:
 - Choose a Light tool
 - Light the Moment Video
 - Seasonal "moments" graphics and messaging
- Retail POP building blocks and fact sheets
- Light the Moment event kit
- NEW! Set of digital assets that leverage optimal channels and messaging to reach hard-to-reach

























Lighting 2019: What You Can Do

- Best Value Finder
 - Now featuring buy downs from participating partners
 - L'image
 - Globe
 - More to come



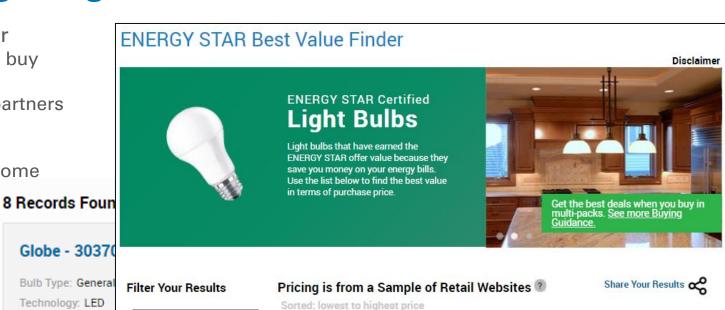
Sponsored By

Manufacturers

- Globe
- L'Image Home Products Inc

Utilities

- DEP NC
- Duke Energy Carolinas
- Duke Energy Progress



ENERGY STAR® Certified \$
LED bulbs for as low as

Sunbeam - 30414237

a filter by keyword

General Purpose Replacement

Bulb Type

■ Decorative (937)

Bulb Type: Other Technology: LED

Wattage Equivalent

\$1.00-\$1.99

Wattage Equivalency (watts): 40

\$1.00 sold by: Dollar Tree

Brightness (lumens): 350

Best

Efficacy (lumens/watt): 87.5



Lighting 2019: What Other Are Doing

Lighting

Get instant discounts of up to \$4.00 on LEDs!

Focus on Energy partners with retailers across Wisconsin to offer instant discounts on select ENERGY STAR® certified LED bulbs.

Did vou know?

Lighting accounts for about 20% of the average home's electric bill. LEDs use up to 90% less energy and can last up to 25 times longer than incandescent bulbs. Want to learn how they can save you money, energy and time?

Free Lighting Demonstrations

View our calendar of free lighting events held at participating retailers and come speak with our lighting

· Choose the Right Bulb

Get the facts about LEDs and help choose the right bulbs for your home. Visit the ENERGY STAR website to get answers to frequently asked questions about purchasing

Handling and Recycling

LEDs and CFLs have many benefits over standard bulbs and are safe when handled and recycled properly. Download this Fact Sheet to learn how to properly clean up and dispose of a broken light bulb. You can contact your local retailer to find out if they accept bulbs for recycling or locate a retailer on our Find a Retailer tool.

Ask the Expert Video



Here's how easy it is to save!

- 1) Find a participating retailer near you: Retailers for LED Lighting **Products**
- (2) Look for the Focus on Energy Special Pricing sticker to save!





Retail partnerships for instant rebates

Contest using LTM hash taq & seasonal imagery



Oct. 3, 2018

"Light the Moment" With Central Hudson and Win, Save

Switch to efficient ENERGY STAR® LED lighting and submit a photograph illuminating a special life moment -- bedtime stories, birthday parties, homework or any personal activity - and customers of Central Hudson Gas & Electric Corp. will be entered to win \$1,500 towards the purchase of an ENERGY STAR®-certified appliance of their choice.

"We're encouraging our customers to become more energy efficient by using LED lighting, and offer discounted pricing options," said Charles A. Freni, President and C.E.O. of Central Hudson, "Our customers can purchase discounted LED lights online through the CenHub Store at www.CentralHudson.com, and at participating home centers displaying Central Hudson Instant Rebate shelf signs." Freni said Central Hudson also offers free LED lights to families in need, distributed through United Way agencies.

The contest is sponsored by Central Hudson in partnership with ENERGY STAR® to help residents reduce energy use, lower expenses and protect the environment. Now in its second year, the contest earned an ENERGY STAR® award in 2017 for demonstrating leadership in showing how families and businesses can save energy, save money, and reduce air emissions, according to the Environmental Protection Agency.

Central Hudson customers can enter photographs from Oct. 1 - 30 in the following ways:

- . Through Central Hudson's Facebook (com/CentralHudson), and clicking on the "Light the Moment" link on the left side of the page
- Through Twitter and Instagram, and using both hashtags #LightTheMoment and #WinWithCentralHudson;
- · By following the instructions at CentralHudson.com/LightTheMoment; or
- · Attending lighting events at the following locations:
 - Friday, Oct. 5, 4 p.m. to 8 p.m. Poughkeepsie Home Depot Saturday, Oct. 6, 10 a.m. to 2 p.m. – Poughkeepsie Home Depot
- Tuesday, Oct. 9, 9 a.m. to 11 a.m. People's Place in Kingston Saturday, Oct. 13, 10 a.m. to 2 p.m. - Newburgh Home Depot
- Thursday, Oct. 18, 12 p.m. to 4 p.m. Highland Lowes
- Saturday, Oct. 20, 10 a.m. to 2 p.m. Catskill (Leeds) Home Depot
- Friday, Oct. 26, 10 a.m. to 12 p.m. United Methodist Church in Kingston
- Saturday, Oct. 27, 10 a.m. to 2 p.m. Kingston Home Depot

Local lighting events are held at area home and community centers to promote the benefits of LED lighting, provide information on how to select and LED lights and promote special pricing available at participating stores.

The contest winner will be selected from among the entries at random, and announced in November. For complete rules, visit www.CentralHudson.com/LightTheMoment. For more on energy efficiency and incentives, visit www.CenHubInsights.com.

\$1,500 **ENERGY STAR-certified** appliance(s) of your choice





Choose

A Light

Tool!



Lighting 2019: What Others Are Doing

- GE Light the Moment
 pallets and displays are
 currently in hundreds of
 Lowe's and Walmart
 stores.
- Dollar stores continue to increase the stock of ENERGY STAR bulbs across the country. These bulbs, in many cases, are branded with Light the Moment.
 - L'Image Home Products
 - Globe









Room AC 2019

Tagline / Call-to-Action

The Cool Choice for Room AC

Objective

- Encourage consumers who need room AC to choose ENERGY STAR certified models for energy-savings and increased comfort
 - Focus on hard-to-reach and urban demographic based on consumer data
 - LMI
 - Elderly
 - Spanish speaking

Timing

 Earth Day through July with proactive, geo-targeted, customer segmented pushes during expected heat waves



When the weather warms up, make the cool choice of ENERGY STAR® and save energy and money while you help protect the planet. ENERGY STAR certified room A.C.'s:



Use 10 percent less energy, and cost less than \$75 per year to run, on average.



That feature smart functionality offer greater control over comfort and energy savings—turn off the unit remotely, schedule temperature settings, and receive updates on energy usage.



Come with higher quality insulation, improving comfort and savings by creating a better seal with the window opening.



Are better for the environment. If all room air conditioners sold in the U.S. were ENERGY STAR certified, the savings would reach more than \$350 million annually, preventing greenhouse gas emissions equivalent to over 570,000 vehicles.

Size Your A.C. for Comfort and Savings

Bigger is not always better! An oversized unit will cool the room, but only remove some of the humidity. This will leave the room with a damp, clammy feeling. A properly sized unit will deliver maximum comfort and savings. Use this chart as your guide.

- . If the room is heavily shaded, reduce capacity by 10%.
- If the room is sunny, increase capacity by 10%
- . If the room is a kitchen, increase capacity by 4000 BTUs

Proper A.C. Installation and Use is the Key to Cool

An improperly installed room air conditioner leaks as much air as a 6-square-inch hole, increasing energy costs and making your home less comfortable.

Follow these A.C. tips to beat the heat:

- Be sure to follow the instructions and use the insulation materials included with your room air conditioner.
- Make sure the unit is level so the drainage system works effectively.
- Don't put lamps or TVs near the A.C. thermostat as the extra heat will cause it to run longer.
- Set the thermostat as high as is comfortable, typically 78° F. You'll appreciate the savings.
- . On humid days, set the fan speed low. Slower air movement removes more moisture.
- . Use an extra fan to spread the cooled air around.
- At the end of the cooling season, if possible, remove the room A.C. unit to minimize heat loss. Or use an appropriatelysized cover during winter.

Learn more about the Cool Choice for Room A.C. at energystar.gov/roomac.





Room AC 2019: What EPA is Planning

- Continue placing 30 second informative video ads via YouTube and social media
- Supplement with targeted display ads via GDN
 - Target hard-to-reach in markets with active programs
 - Leverage custom targets based on video views and other sources
- Supplement with social media posts timed with heat waves to leverage high demand















Room AC 2019: What You Can Do

- Digital media
 - Online / Social
 - Web buttons, digital graphics, and educational content
 - Ask the Expert video
- Best Value Finder
- Room AC calculator
- Retail POP building blocks and factsheet
- **Notification of Participation: End of April**





GET COOL SAVINGS AND REBATES

100 up to 150

Add our widget to your site href="https://www.energystar.gov/products/heating_cooling/ air_conditioning_room" target="_blank"><img src="https://www.energystar.gov/sites/default/files/singlesit e_uploads/assets/images/ES_AC-300x500_v2.jpg" alt="The



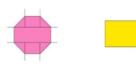
Properly Sized Room Air Conditioners

Many people buy an air conditioner that is too large, thinking it will provide better cooling. However, an oversized air conditioner is actually less effective — and wastes energy at the same time. Air conditioners remove both heat and humidity from the air. If the unit is too large, it will cool the room quickly. but only remove some of the humidity. This leaves the room with a damp, clammy feeling. A properly sized unit will remove humidity effectively as it

To figure out which size unit is best for your cooling needs:

- 1. Determine the square footage of the area to be cooled using the following formulas
 - · For square and rectangular rooms, multiply the length of the area by its width
 - . For a triangular area, multiply the length of the area by the width and divide by 2

Most rooms can be further divided into these basic shapes to determine the square footage



If the shape of your room is other than square or rectangular, ask your sales associate to help you determine the square footage

2. Using the square footage and the chart below, determine the correct cooling capacity. Cooling capacity is measured in British thermal units (BTUs) per hour.

Area To Be Cooled (square feet)	Capacity Needed (BTUs per hour)	

5.000







Room AC 2019: What Others Are Doing





Co-Brandable Fact Sheets (Spanish Version Available) and **Ask the Expert Video!**

Infographics











Smart Thermostats 2019: Spring Push

- Tagline / Call-to-Action
 - The Smart Choice Made Simple
- Objectives
 - Continue to raise awareness about the new specification and what differentiates ENERGY STAR smart thermostats from non-ENERGY STAR
 - Encourages consumers most likely to seek smart thermostats for their homes to choose ENERGY STAR smart thermostats
- Timing: Mid-May July







Smart Thermostats 2019: What EPA is Planning

- Emphasize cooling benefits for Spring / Summer
- Continue to work with e-tailers and online research / review sites to include educational content and display ads featuring ENERGY STAR smart thermostats
 - Amazon, Best Buy, Lowe's, The Home Depot, Sears, etc.
 - CNET, The Wire Cutter, The Verge, Engadget, etc.
- Continue promoting impactful video by tech influencer Carley Knobloch as well as video ads on major tech sites and YouTube/GDN
- Follow up with targeted display ads and social media posts
 - Target new home buyers and tech enthusiasts in markets with active programs
 - Leverage custom targets based on video views and other insights



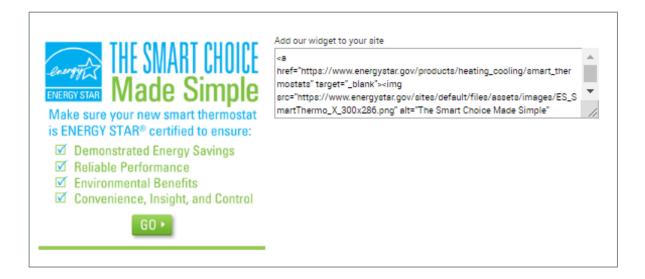






Smart Thermostats 2019: What You Can Do

- Digital media for Web
 - Since the majority (75%) of smart thermostats are sold at retail (mostly online) AND shoppers research online prior to purchase, EPA recommends a webfacing strategy leveraging ENERGY STAR and our tools, as needed
 - Web buttons, widget, other digital graphics & educational content, and NEW content widget



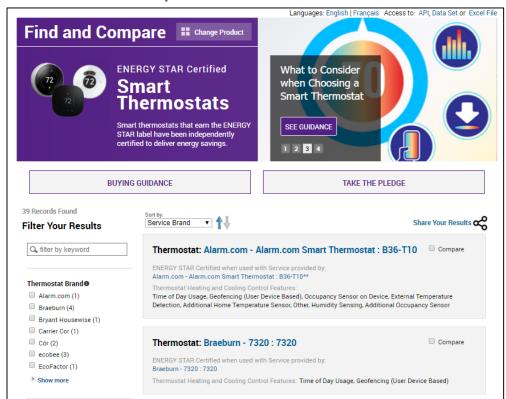


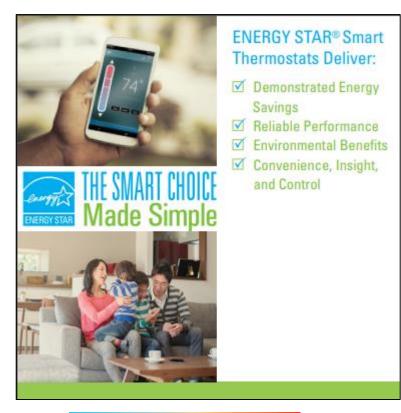




Smart Thermostats 2019: What You Can Do

- Product Finder
- Retail POP building blocks and factsheet
- Notification of Participation:
 End of April

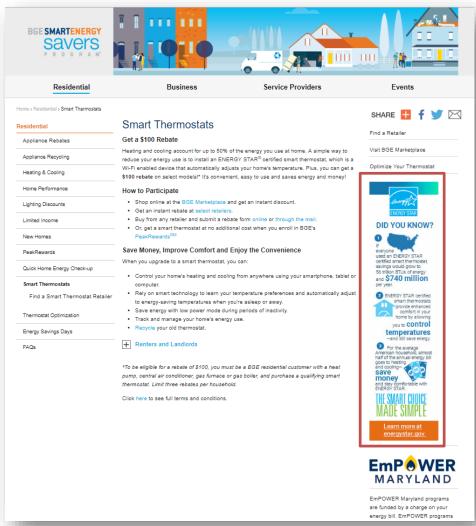








Smart Thermostats 2019: What Others Are Doing



Widgets and Co-brandable **Fact Sheets**





INE SWAM UNULE MAGE Simple



ENERGY STAR® Certified Smart Thermostats Deliver:

- ✓ Demonstrated Energy Savings
 ✓ Environmental Benefits
- Reliable Performance
- Convenience, Insight, and Control

Get Convenience, Insight, and Control with ENERGY STAR

While system designs vary, common smart thermostat features include:

- . Allowing you to control home heating and cooling remotely through your smartphone.
- . Geofencing, which allows your smart thermostat to know when you're on the way home and automatically adjusts your home's temperature to your liking.
- . Learning your temperature preferences and establishing a schedule that automatically adjusts to energy-saving temperatures when you are asleep
- . Updating software periodically to ensure your smart thermostat is using the latest algorithms and energy-saving features available.

When Choosing a Smart Thermostat, Look for the ENERGY STAR

Smart thermostats that earn the ENERGY STAR are third-party certified to: 1. Save energy based on field data collected from more than one thousand

- homes over an entire year.
- 2. Quickly enter a low-power standby mode when inactive.
- 3. Track and report equipment use and temperature data to the homeowner.

Save Money and Stay Comfortable in Your Home

Smart thermostats that have earned the ENERGY STAR are a smart investment since almost half of the average household energy bill goes to heating and cooling. That's more than \$900 a year! And with ENERGY STAR you get optimal energy savings and home comfort at the same time.

Save Even More with Utility Rebates



Utilities or efficiency programs in your area may offer rebates on ENERGY STAR certified smart thermostats, as well as other financial rewards for homeowners with smart thermostats: www.energystar.gov/rebatefin

What is a **Smart Thermostat?**

A smart thermostat is a Wi-Fi enabled device that can automatically adjust heating and cooling temperature settings for optimal performance.



Did You Know?

If everyone used an **ENERGY STAR certified** smart thermostat, savings would grow to 56 trillion BTUs of energy and \$740 million dollars per year, offsetting 13 billion pounds of annual greenhouse gas emissions.





2019 Laundry Promotion

Tagline / Call-to-Action

Laundry Made Better

Objective

- Leverage the partner interest and consumer traction inherent for the laundry category to reap the energy-saving benefits associated with ENERGY STAR
- Promote a value proposition for ENERGY STAR laundry that will resonate with an important, large and growing consumer segment: Dads who do laundry and, of course, the Moms who love the idea of Dads doing laundry

Timing

 June through 4th of July weekend to coincide with Father's Day 2018 (Sunday, June 16th) and 4th of July weekend appliance promotions

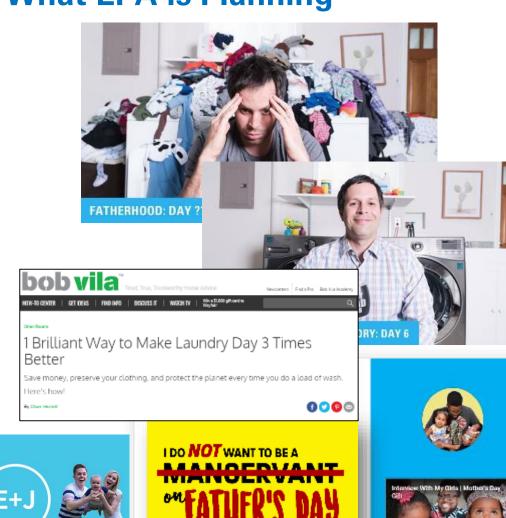






Laundry 2019: What EPA is Planning

- Continue placing engaging video ads and Influencer content
- Follow up with targeted display ads and social media posts
 - Target families / new home buyers in markets with active programs
 - Leverage custom targets based on video views and other sources
- Exploring new YouTuber
 - Ex. Ellie and Jared
- Bringing back BobVila.com sweeps with regional opportunities!





Laundry 2019: What You Can Do

- Digital media
 - Online / Social
 - Web buttons, digital graphics, and educational content
 - Promotional Video
- **Product Finder**
- Retail POP building blocks and factsheet
- **Notification of Participation: End of April**



Learn more at energystar.gov



DID YOU KNOW?

ENERGY STAR most Efficient 2018 dryers deliver significant energy savings using

heat pump technology.

2 Heat puimp dryers that earn **ENERGY STAR** Most Efficient 2018 recognition use advanced technology

requiring about half the energy of conventional electric

Clothes washers recognized as the Most Efficent of ENERGY STAR 2018 use almost half

the energy and less than half the water of a conventional model.

Learn more at energystar.gov

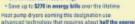


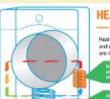
Clothes weshers and dryers that are recognized as ENERGY STAR Most Efficient 2558 combine cutting-edge energy efficiency with innovative performance and features They represent the very best of ENERGY STAR - best for your clothes, best for you



Most Efficient 2018:

· Are available in standard and compact sizes . Use at least 28% less energy





Heat pump dryers typically heat, dehumidily and circulate oir in the dryer drum, so vents are not required.

BUYING CONSIDERATIONS



Heat pump dryers may icarry a higher price tag, but they can save more energy and money with each load. REBATES may be available from your utility towards the gurchase of an ENERGY STAR Most Efficient model

DRYER VENTING

lifest pump drivers are particularly suited for homes without existing dryer vents including spartments, and can be installed almost anywhere in the home



Solutions include installing a drain, manually draining the water tank, or installing a device that allows the dryer to use the clothes washer train.

CLOTHES WASHERS



Clothes washers that are recognized as **ENERGY STAR Most Efficient 2018**

. Use 43% less energy and 45% less water · Include sophisticated wash systems and efficient motors with high spin speeds

Choose an ENERGY STAR Most Efficien





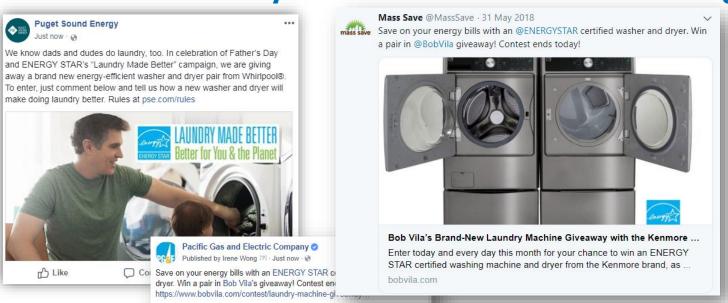


The Simple Choice for Energy Efficiency.

INTRGY STARM is the simple choos for energy efficiency. For more than 25 years, EPA's ENERGY STAR program has seen America's recurse for saving energy and projecting the environment. Join the millions making a difference at emergerial poy-

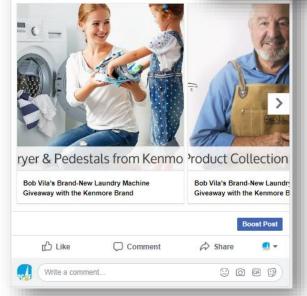


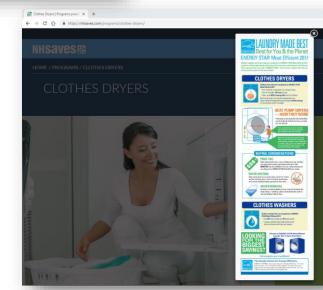
Laundry 2019: What Others Are Doing



Infographics

Contests!









Stay Tuned for Next Webinar on Fall 2019 Promotions in May THANK YOU!

Jill Vohr

U.S. Environmental Protection Agency 202-343-9002

Vohr.Jill@epa.gov

ENERGY STAR Regional Account Manager eeaccountmanager@icfi.com

