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# A Business Guide to U.S. EPA Climate Partnership Programs

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**Version 1.0**

**June 2008**

**U.S. Environmental Protection Agency**
**1200 Pennsylvania Avenue, NW**
**Washington, DC 20460**

NCEI
NATIONAL CENTER FOR ENVIRONMENTAL INNOVATION

BSR
Business for Social Responsibility

## Acknowledgments

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Business for Social Responsibility (BSR), the global business membership organization that specializes in corporate responsibility, has helped conceive this guide and provided critical input.

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## How to Obtain Copies

You can electronically download copies of this document from the EPA Partnership Programs Web site at <www.epa.gov/partners>.

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The U.S. Environmental Protection Agency (EPA) is pleased to present this **Business Guide to U.S. EPA Climate Partnership Programs**. This guide, developed in response to requests from the non-profit business organization, BSR, and others, is designed to help you identify those EPA Partnership Programs that make the most sense for your business and climate stewardship.

# How to Use this Guide

This guide has been designed to make it as easy as possible for businesses to find the EPA Partnership Programs that are most relevant to their businesses.

**Step 1—Find programs applicable to your industry using the Program Finder Table.**

**Step 2—Review Program Profiles for the programs applicable to your industry.** The "Program Profiles" section of this guide provides a profile of each climate-related EPA Partnership Program, listed in alphabetical order. A program Web site and contact is provided in each of the program profiles for further information.

**Step 3—Contact the programs to learn more about program benefits, services, resources, and commitments required.**

**Step 4—Consider participation in a program.**

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# Introduction

### The Climate Risk

According to the Intergovernmental Panel on Climate Change (IPCC), warming of the climate system is unequivocal. Greenhouse gases (GHGs) are at their highest levels in at least 400,000 years. Climate change is increasingly a priority for consumers and investors. Ultimately, businesses must respond to the priorities of their consumers and investors, as represented by their purchase and investment decisions.

### The Business Opportunity

Energy represents a major cost but also a major opportunity for American business. American businesses and consumers are realizing that getting the most out of their energy dollars just makes sense. By making smart energy choices, millions of household and business energy consumers save billions of dollars each year. In 2006 alone, with the help of EPA's ENERGY STAR® program, Americans saved $14 billion on their energy bills while preventing the GHG emissions equivalent to 25 million vehicles. Companies can benefit in two ways:

1) By addressing climate impacts in their own operations and driving waste out of manufacturing, transport, and delivery functions.

2) Carving out a share of the growing market in more efficient, cleaner products and services.

### The Value of EPA Partnership Programs

Many signs suggest the business community is beginning to confront the climate issue on a wide scale. There are now more than 13,000 firms and other organizations participating in climate-related EPA Partnership Programs. Through participation, these organizations have invested in energy efficiency, clean energy supply, and other climate-friendly technologies,[1] reaping value such as:

- Substantial energy cost savings.
- Improved operating efficiencies.
- Improved risk management.
- Expanded market opportunities.
- Improved job satisfaction, employee recruiting, and worker productivity.
- Enhanced brand and corporate reputation.

EPA Partnership Programs also offer partners a wide variety of valuable services and resources to reduce GHG emissions.

## Why Climate Change Is a Business Issue

This guide explains how EPA Partnership Programs fit into an action agenda for business. Specifically, taking action on climate can contribute to your business in at least five ways:

1. **Addressing climate change can save your company money.**

The editor of *Harvard Business Review* wrote in October 2007:

> *Thoughtful business people need a structure—now—with which to organize ideas about climate change so they can understand how it affects their strategy, their operations, and the context in which they compete, in order to make plans and take action—now."*[2]

In the past decade, numerous studies have documented the savings businesses realize by improving the energy efficiency of their operations. By making smart energy choices, millions of household and business consumers save billions of dollars each year.

2. **Addressing climate change can reduce business risks.**

As Daniel C. Esty and Andrew S. Winston point out in *Green to Gold*,

> *Environmental missteps can create public relations nightmares, destroy markets and careers, and knock billions off the value of a company. Companies that do not add environmental thinking to their strategy arsenal risk missing upside opportunities in markets that are increasingly shaped by environmental factors.*[3]

Given the growing prominence of the climate issue, rapidly evolving state and national energy policies, rising world energy costs, the climate-related risks and risk-avoidance opportunities are substantial. Your customers and suppliers might also be affected by these same dynamics and therefore search for suppliers who take climate change seriously.

1 U.S. Environmental Protection Agency. (2007, September). *ENERGY STAR and Other Climate Protection Partnerships: 2006 Annual Report.* http://www.energystar.gov/ia/news/downloads/annual_report_2006.pdf

2 Stewart, T. (2007, October). From the Editor, Hot Water. *Harvard Business Review*.

3 Esty, D.C. and Winston, A.S. (2006). *Green to Gold: How Smart Companies Use Environmental Strategy to Innovate, Create Value, and Build Competitive Advantage*. Yale University Press.

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3. **Addressing climate change can expand and open new markets for your company.**

In an interview on his company's business strategy Jeffrey Immelt, chairman and CEO of General Electric (GE), commented in *Harvard Business Review* that:

> *The goal was to strengthen the company by picking a theme that was bigger than just energy, or rail, or aircraft engines, or plastics. We'd never done anything like that before. But in 2004, it came up in our strategic-planning process… that there was a big theme emerging across five different businesses—a real focus on emissions reduction, energy efficiency, water supply, and what I would call the economics of scarcity…*

Climate change was a fundamental component of GE's "Ecomagination" strategy that came from this key insight. GE realized that its future markets would be driven by society's need to address climate change and other environmental issues. As a result, GE committed to investing $1.5 billion in research and development related to environmental products and to growing revenues from its Ecomagination initiative to $20 billion by 2010.

Similarly, in almost every sector of the U.S. economy, markets will be affected directly by the consequences of climate change or indirectly by customers' commitment to addressing climate change. For companies that anticipate and address these market drivers, climate change can be a business opportunity; for those that fail to do so, it can be a fundamental threat.

4. **Addressing climate change can enhance your company's reputation.**

A company's "intangible value"—its knowledge, its brand value, and its reputation with its employees, customers, investors, and key stakeholders—can account for more than 50 percent of its value[4]. Whether and how a company addresses climate change increasingly contributes to its intangible value. It affects its value chain and key markets. It affects how the public regards its brand—either as a responsible company helping to solve a key environmental problem facing society or as a company seeking short-term profits at society's expense. It affects how its employees regard it and its ability to maintain a quality workforce in competitive labor markets. It also affects how investors regard the company.

5. **Addressing climate change can enhance shareholder value.**

Innovest Strategic Value Advisors conducted a study entitled *Carbon Beta© and Equity Performance: Moving From Disclosure to Performance*[5] to evaluate the relationship among climate change, companies' ability to manage the associated risks and opportunities, and companies' financial performance. Innovest examined more than 800 companies in high impact sectors (those sectors most exposed to carbon risk) and across regions of the world to compare carbon "leaders" to carbon "laggards." Among the study's key findings:

- Companies' risk exposure to climate change varies widely, both between and even within different industry sectors and geographic regions.
- Companies with the most robust climate risk management architecture and ability to seize competitive opportunities on the upside have tended to outperform their same-sector peers financially over the past three years.
- The "Carbon Beta© premium" for leading companies appears to be growing larger over time, as regulatory regimes tighten around the world.

4 Low, J. and Kalafut, P.C. (2002). *Invisible Advantage: How Intangibles Are Driving Business Performance*. Perseus Books Group.

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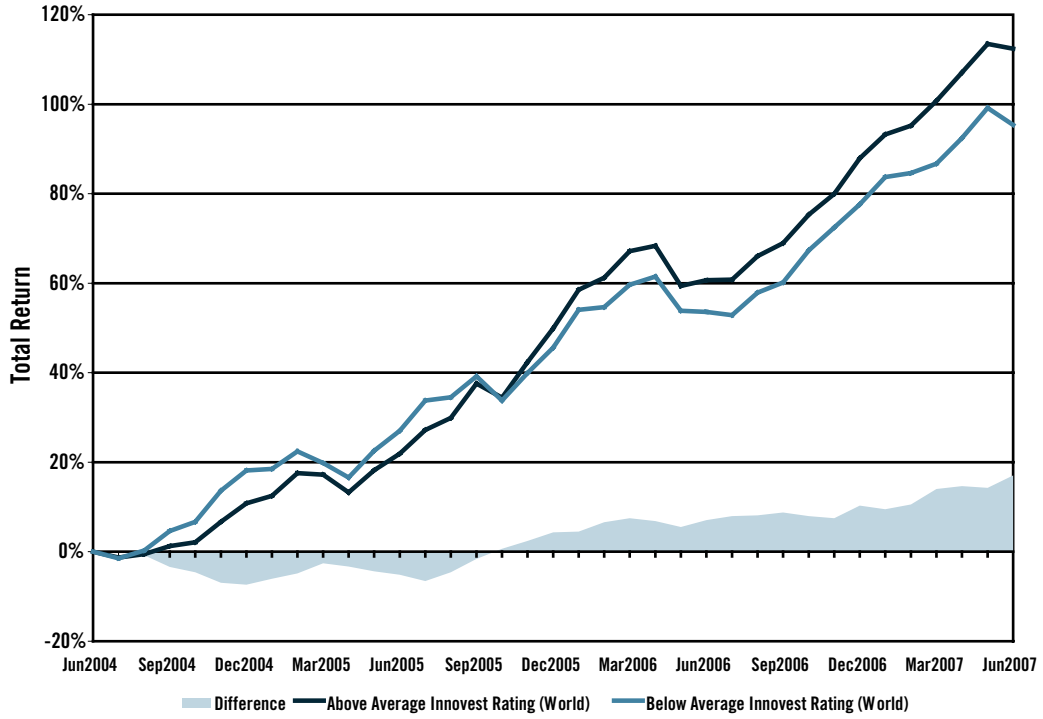
**INNOVEST Analysis: Carbon BETA Leaders and Laggards Globally[5]**




## Why EPA Partnership Programs?

EPA Partnership Programs offer participating companies a wide variety of valuable services and resources to reduce GHGs.

### Benchmarking and Recognition

For those firms interested in environmental performance benchmarking and public recognition, EPA is uniquely positioned to help communicate your commitment and actions credibly to a wide local, state, regional, national, and international audience. Through the EPA Climate Leaders Program, for example, your company can create a lasting record of its GHG emissions reduction activities and accomplishments, and it can identify itself as a corporate environmental leader and strategically position itself as climate change policy continues to unfold.

### National Reach and Collaboration

By joining an EPA Partnership Program, a business frequently gains access not just to EPA resources and services but often those of many other organizations. EPA is one of the few environmental bodies with national reach. EPA regional offices, laboratories, grantees, and consultants routinely participate in EPA Partnership Programs targeting the business community. Through these programs, EPA has forged thousands of collaborative partnerships with advocacy organizations, research organizations, community groups, business associations, professional associations, utilities, universities, schools, and state and local governments.

### Services and Resources

EPA Partnership Programs offer partners a wide variety of valuable services and resources to reduce GHG emissions. Most programs offer technical assistance, professional networking, and public recognition. Many offer financial and environmental analysis tools, training, seminars, guidebooks, toolkits, and environmental performance benchmarking. Others help businesses identify potential buyers and sellers of environmentally superior products and connect them to environmental financing opportunities.

### Regulatory Role

EPA is also one of the few U.S. bodies with environmental regulatory powers at the federal level. As more and more states adopt new and mandatory climate policies and as climate policy continues to evolve at the federal level, EPA is in a unique position to help business partners prepare for these changes.

5 Innovest Strategic Value Advisors. (2007, October). *Carbon Beta and Equity Prices: From Disclosure to Performance*. http://www.innovestgroup.com/images/pdf/carbonbetaequityperformance.pdf. Used with permission from Inovest.

### Early Credit and Regulatory Developments

By participating in EPA Partnership Programs, companies can develop a comprehensive climate change strategy, which often results in quantifiable GHG emissions reductions and a lasting record of GHG emissions reduction activities and accomplishments. Through EPA Partnership Programs, companies also have the opportunity to strategically position themselves as climate change policy continues to unfold.

## Climate Strategy for Business

The programs profiled in this guide can serve as critical components of your company's climate strategy. This guide will help you find programs that best address the specific climate risks and opportunities for your firm. Companies can join these programs one at a time or as a package as part of a more comprehensive climate strategy.

### Climate Leaders

The **Climate Leaders** program is an EPA industry-government partnership specifically designed to help companies develop and implement a robust climate change strategy. Climate Leaders is the most comprehensive EPA Partnership Program targeting the climate issue. Companies in the program address the major risks and opportunities associated with climate change by developing and implementing GHG reduction initiatives to reach goals set in the program.

Since 2002, Climate Leaders has provided valuable guidance and recognition to leading companies to help them develop and implement long-term, comprehensive corporate-wide climate change strategies. Climate Leaders partners range from Fortune 100 corporations to small businesses and represent a variety of industries and sectors, from manufacturers and utilities to financial institutions and retailers, with total U.S. revenues of more than $1 trillion.

Under Climate Leaders, firms take all steps commonly associated with comprehensive climate change strategy. They commit to reducing their impacts on the global environment by completing corporate-wide inventories of their GHG emissions, implementing management plans for data consistency, setting five- to 10-year reduction goals, developing an action plan, and reporting progress to EPA annually. Through Climate Leaders, your company can create credible and lasting records of its GHG emissions reduction activities and accomplishments. Your company can also identify itself as corporate environmental leader and strategically position your company as climate change policy continues to unfold. To learn more about Climate Leaders, please see the "Program Profiles" section of this guide.

### Additional Climate Strategy Resources

If you are considering adopting a comprehensive climate strategy, there are several other publications on climate strategy for business that are worth reviewing. More information on how to access these resources is available in Appendix A.

- *A Program Guide to Climate Leaders*, EPA's Climate Leaders.
- *Issue Brief on Climate Change*, Business for Social Responsibility.
- *A Three-Pronged Approach to Corporate Climate Strategy*, Business for Social Responsibility.
- *Getting Ahead of the Curve: Corporate Strategies That Address Climate Change*, The Pew Center on Global Climate Change and the University of Michigan.
- *Hot Climate, Cool Commerce: A Service Sector Guide to Greenhouse Gas Management*, World Resources Institute.
- *A Climate of Innovation: Northeast Business Action to Reduce Greenhouse Gases*, World Resources Institute.
- *Offsetting Emissions: A Business Brief on the Voluntary Carbon Market (Second Edition)*, Business for Social Responsibility.
- *Beyond Neutrality: Moving Your Company Toward Climate Leadership*, Business for Social Responsibility.
- *Getting Carbon Offsets Right*, Business for Social Responsibility.

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## Program Finder Table (page 1 of 2)

| | Industry Sectors | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Partnership Program | Agriculture | Aluminum manufacturing | Appliance, electronic, industrial equipment manufacturing | Building materials manufacturing | Cement and lime manufacturing | Chemical manufacturing | Coal mining | Food processors and distributors | General manufacturing | Grocers | Hospitality | Hospitals | Landscaping and golf courses | Metals mining | Office-based businesses | Oil and gas | Pulp and paper manufacturing | Real estate development, management, and construction | Retailers | Semiconductor manufacturing | Utilities/power marketers | Vehicle fleet owners/shippers | Vehicle Manufacturing | Waste Management |
| Ag STAR | ● | | | | | | | | | | | | | | | | | | | | | | | |
| Best Workplaces for Commuters | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● |
| Coalbed Methane Outreach Program | | | | | | | ● | | | | | | | | | | | | | | | | | |
| Climate Leaders | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● |
| Coal Combustion Products Partnership | ● | | | ● | ● | | | | | | | | | | | | | ● | | | ● | | | |
| Combined Heat and Power Partnership | ● | ● | | | ● | ● | | ● | ● | | | | | | | ● | ● | | | | ● | | | |
| Design for the Environment Safer Product Recognition Program | | | | | | ● | | | | ● | ● | ● | | | | | | | ● | | | | | |
| Electronic Product Environmental Assessment Tool (EPEAT) * | | | ● | | | | | | | | ● | ● | | | ● | | | | ● | ● | | | | |
| ENERGY STAR Labeling | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● |
| ENERGY STAR Commercial Buildings | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● |
| ENERGY STAR Industry | | ● | ● | | ● | ● | ● | ● | ● | | | | | ● | | ● | ● | | | ● | | | ● | |
| ENERGY STAR Qualified New Homes | | | | | | | | | | | | | | | | | | ● | | | ● | | | |
| Great American Woodstove Changeout Campaign | | | ● | | | | | | | | | | | | | | | | | | | | | |
| GreenChill Advanced Refrigeration Partnership | | | | | | | | | | ● | | | | | | | | | | | | | | |
| Green Power Partnership | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● |
| GreenScapes | | | | | | | | | | | ● | ● | ● | | ● | | | ● | ● | | | | | |
| Green Suppliers Network | | ● | ● | ● | ● | ● | | | ● | | | | | | | | ● | | | ● | | | ● | |
| Home Performance with ENERGY STAR | | | | | | | | | | | | | | | | | | ● | ● | | ● | | | |
| Labs for the 21st Century | | | ● | | | ● | | ● | | | | | | | | ● | | | | ● | | | ● | |
| Landfill Methane Outreach Program | | ● | ● | | ● | ● | | ● | ● | | | | | | | | ● | | | ● | ● | ● | ● | ● |
| Lean and the Environment Initiative * | | ● | ● | ● | ● | ● | | ● | ● | | | | | | | | ● | | | ● | | | ● | |

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## Program Finder Table (page 2 of 2)

| Partnership Program | Industry Sectors | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Agriculture | Aluminum manufacturing | Appliance, electronic, industrial equipment manufacturing | Building materials manufacturing | Cement and lime manufacturing | Chemical manufacturing | Coal mining | Food processors and distributors | General manufacturing | Grocers | Hospitality | Hospitals | Landscaping and golf courses | Metals mining | Office-based businesses | Oil and gas | Pulp and paper manufacturing | Real estate development, management, and construction | Retailers | Semiconductor manufacturing | Utilities/power marketers | Vehicle fleet owners/shippers | Vehicle Manufacturing | Waste Management |
| Methane to Markets Partnership | | | | | | | ● | | | | | | | | | ● | | | | | ● | | | |
| Mobile Air Conditioning Climate Protection Partnership | | | | | | | | | | | | | | | | | | | | | | ● | ● | |
| National Action Plan for Energy Efficiency * | | | | | | | | | | ● | ● | | | | | | | ● | ● | | ● | | | |
| Natural Gas STAR | | | | | | | | | | | | | | | | ● | | | | | | | | |
| Outdoor Hydronic Heaters | | | ● | | | | | | | | | | | | | | | | | | | | | |
| Performance Track | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● |
| PFC Emission Reduction Partnership | | | ● | | | | | | | | | | | | | | | | | ● | | | | |
| Plug-In to eCycling | | | ● | | | | | | | | | | | | | | | | ● | | | | | |
| Responsible Appliance Disposal Program | | | ● | | | | | | | | | | | | | | | | ● | | ● | | | |
| $SF_6$ Emission Reduction Partnership for Electric Power Systems | | | | | | | | | | | | | | ● | | | | | | | ● | | | |
| Smart Growth Network * | | | | | | | | | | | | | | | | | | ● | | | | | | |
| SmartWay Transport Partnership | | | | | | | | ● | ● | | | | | | | ● | | | ● | | | ● | ● | |
| Voluntary Aluminum Industrial Partnership | | ● | | | | | | | | | | | | | | | | | | | | | | |
| WasteWise | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● |
| WaterSense | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● |

* Please note that this program is an EPA-supported program, but it is not formally considered an EPA Partnership Program.

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# Program Profiles

## AgSTAR

**Business Value:**

- ☑ Cost savings/operational efficiency
- ☑ Risk management

**Services Offered:**

- ☑ Analytical tools
- ☑ Guidebooks/toolkits
- ☑ Professional networking
- ☑ Public recognition
- ☑ Technical assistance
- ☑ Training/seminars

| | |
|---|---|
| **Web site:** | www.epa.gov/agstar |
| **Contact Information:** | Kurt Roos<br>(202) 343-9041<br>roos.kurt@epa.gov |
| Description: | This program is jointly sponsored by EPA, the U.S. Department of Agriculture, and the U.S. Department of Energy. The program encourages the profitable use of methane recovery (biogas) technologies at confined animal feeding operations (CAFOs) that manage manure as liquids or slurries. These technologies reduce methane emissions while achieving other environmental benefits. |
| Business case: | Utilizing anaerobic digester (AD) technology can reduce odors and provide improved manure management. Use of AD systems allows for the capture of biogas and the possible use of methane as an energy source for on and off-farm energy needs. AD biogas has been used for a variety of purposes including generating heat, hot water, and electricity. Other opportunities for using methane include absorption cooling systems, producing high-Btu gas for injection into the natural gas pipeline, and development of alternate liquid and gaseous vehicle fuels. Markets are also growing for the use of the animal processed fibers (manure solids), primarily in the horticulture industry. |
| Services: | AgSTAR offers project development resources, including a Web-based tool to assess project feasibility, and provides technical assistance, publishes information and guidebooks, and sponsors events and workshops. |
| Value to environment: | The AgSTAR Program has successfully encouraged the development and adoption of anaerobic digestion technologies. Since 1994, the number of operational digester systems in the United States has grown to more than 125, producing significant benefits. In 2007, AgSTAR AD systems in the United States reduced 80,000 tons of methane emissions and generated 275 million kilowatt-hours of energy. |
| **Sectors most applicable:** | **Agriculture** |

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## Best Workplaces for Commuters

**Business Value:**

- ☑ Brand/reputation protection/enhancement
- ☑ Cost savings/operational efficiency
- ☑ Enhanced employee recruiting/productivity

**Services Offered:**

- ☑ Environmental performance benchmarking
- ☑ Guidebooks/toolkits
- ☑ Professional networking
- ☑ Public recognition
- ☑ Technical assistance
- ☑ Training/seminars

| | |
|---|---|
| **Web site:** | www.bestworkplaces.org |
| **Contact Information:** | **Julie Bond**<br>**National Center for Transit Research**<br>**University of South Florida**<br>**(813) 974-9799**<br>**bond@cutr.usf.edu** |
| Description: | Best Workplaces for Commuters℠ is an innovative, voluntary business-government program, started by EPA and the U.S. Department of Transportation but now operated by the University of South Florida's National Center for Transit Research, that distinguishes—and provides national recognition to—employers offering outstanding traffic-reducing commuter benefits such as free or discounted transit passes, vanpool services, or telework programs. Employers meeting a National Standard of Excellence in commuter benefits get on the list of Best Workplaces for Commuters—a fast-growing mark of excellence in environmental leadership. |
| Business case: | Employers qualifying as Best Workplaces for Commuters report improved employee job satisfaction and productivity, reduced parking facility costs, improved employee recruiting, and improved community relations. |
| Services: | The program offers public recognition, technical assistance, training, Web-based tools to estimate financial and environmental benefits, guidebooks in implementing commuter benefits, and professional networking opportunities. |
| Value to environment: | Research shows that qualifying employers will achieve a 15-percent reduction in commuter vehicle trips, miles traveled, fuel consumption, and vehicle-related emissions. |
| **Sectors most applicable:** | **All** |

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## Coalbed Methane Outreach Program

**Business Value:**

- ☑ Cost savings/operational efficiency
- ☑ New/expanded markets
- ☑ Risk management

**Services Offered:**

- ☑ Analytical tools
- ☑ Professional networking
- ☑ Technical assistance
- ☑ Training/seminars

| | |
|---|---|
| **Web site:** | www.epa.gov/coalbed |
| **Contact Information:** | Pamela Franklin<br>(202) 343-9476<br>franklin.pamela@epa.gov |
| Description: | The Coalbed Methane Outreach Program (CMOP) is a voluntary program that promotes the profitable recovery and use, rather than emission, of coal mine methane (CMM), a GHG over 20 times as potent as carbon dioxide. If recovered, CMM can serve as an alternative and profitable energy source. |
| Business case: | CMOP helps coal mine owners, mine operators, project developers, and investors put CMM to profitable use. Methane is removed from coal mines using large-scale ventilation systems, which may be supplemented by degasification systems used in advance of, during, or after mining activity. After recovery, CMM can be profitably used for natural gas pipeline injection, power production, co-firing in boilers, district heating, coal drying, vehicle fuel, and industrial feedstocks. |
| Services: | CMOP offers tools to maximize profitable methane reductions, provides technical and analytical assistance to identify and assess technologies, site-specific feasibility, policy issues, and financing mechanisms. CMOP sponsors workshops, networking opportunities, and international activities through the Methane to Markets Partnership. |
| Value to environment: | Capturing and using CMM has benefits for the local and global environment, including mitigating GHG emissions and utilizing a clean energy resource. Since 1994, CMOP has assisted U.S. projects to capture and use over 300 billion cubic feet of CMM. |
| **Sectors most applicable:** | **Coal mining** |

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## Climate Leaders

### Business Value:

- ☑ Brand/reputation protection/enhancement
- ☑ Cost savings/operational efficiency
- ☑ New/expanded markets
- ☑ Risk management

### Services Offered:

- ☑ Analytical tools
- ☑ Environmental performance benchmarking
- ☑ Guidebooks/toolkits
- ☑ Professional networking
- ☑ Public recognition
- ☑ Technical assistance
- ☑ Training/seminars

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| **Web site:** | **www.epa.gov/climateleaders** |
| **Contact Information:** | **Jim Sullivan**<br>**(202) 343-9241**<br>**sullivan.jamest@epa.gov** |
| Description: | The Climate Leaders program works with companies to develop comprehensive climate change strategies. Partner companies commit to reducing their impact on the global environment by completing a corporate-wide inventory of their GHG emissions based on a quality management system, setting aggressive reduction goals, and annually reporting progress to EPA. Through program participation, companies create credible records of accomplishment and receive EPA recognition as environmental leaders. |
| Business case: | Addressing climate risk is a key objective for many leading companies. Investors, customers, and suppliers are increasingly seeking information on corporate climate strategies that benefit the bottom line, reduce uncertainty, and create market opportunities. |
| Services: | Climate Leaders provides partners with technical assistance and resources for developing GHG inventories, reporting reductions, setting goals, and promoting successes. The program also organizes workshops and events where partners can interact and provides partners with tools to promote their successes. |
| Value to environment: | The Climate Leaders program addresses the climate impact of a firm on a comprehensive basis. All sources of GHGs are considered, inventoried, and reduced, including onsite fuel consumption and energy use, industrial processes, onsite waste disposal, onsite air conditioning and refrigeration use, electricity and steam purchases, and mobile sources. |
| **Sectors most applicable:** | **All** |

US EPA ARCHIVE DOCUMENT

## Coal Combustion Products Partnership

**Business Value:**

- ☑ Cost savings/operational efficiency
- ☑ Research and development assistance
- ☑ New/expanded markets

**Services Offered:**

- ☑ Guidebooks/toolkits
- ☑ Matching buyers sellers
- ☑ Professional networking
- ☑ Public recognition
- ☑ Technical assistance
- ☑ Training/seminars

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| **Web site:** | **www.epa.gov/c2p2** |
| **Contact Information:** | **John Sager**<br>**(703) 308-7256**<br>**sager.john@epa.gov** |
| Description: | The Coal Combustion Products Partnership ($C^2P^2$) is a voluntary program co-sponsored by EPA, the American Coal Ash Association, the Utility Solid Waste Activities Group, the U.S. Department of Energy, the U.S. Department of Agriculture–Agriculture Research Service, the U.S. Federal Highway Administration, and the Electric Power Research Institute. The program encourages the use of coal combustion products (CCPs), byproducts generated from coal-fired power plants. |
| Business case: | Companies can realize cost savings from avoiding coal ash and slag disposal, using CCPs in place of other, more costly materials, and by reaping byproduct revenues from the sale of CCPs. When using CCPs in place of or in combination with other materials, companies can realize benefits in performance, based on the physical and chemical characteristics of CCPs, including greater resistance to chemicals, increased strength, and improved workability. |
| Services: | $C^2P^2$ is promoted through an information hotline, and the program also offers regulatory and technical resources on the use of CCPs, sponsors workshops and other events, and conducts an awards program. |
| Value to environment: | Increased use of CCPs reduces energy consumption and GHG emissions because fewer virgin materials need to be mined and processed (mining and processing activities, especially the production of cement, consume energy and produce significant GHG emissions). Use of CCPs also avoids burdensome disposal. |
| **Sectors most applicable:** | **Agriculture; building materials manufacturing; cement and lime manufacturing; real estate development, management, and construction; utilities/power marketers** |

US EPA ARCHIVE DOCUMENT

## Combined Heat and Power Partnership

**Business Value:**

- ☑ Cost savings/operational efficiency

**Services Offered:**

- ☑ Analytical tools
- ☑ Matching buyers sellers
- ☑ Professional networking
- ☑ Public recognition
- ☑ Technical assistance

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| **Web site:** | **www.epa.gov/chp** |
| **Contact Information:** | **Felicia Ruiz**<br>**(202) 343-9129**<br>**ruiz.felicia@epa.gov** |
| Description: | Combined heat and power (CHP), also known as cogeneration, is an efficient, clean, and reliable approach to generating power and thermal energy from a single fuel source. By installing a CHP system designed to meet the thermal and electrical base loads of a facility, CHP can greatly increase the facility's operational efficiency and decrease energy costs. At the same time, CHP reduces GHGs. |
| Business case: | By installing a CHP system designed to meet the thermal and electrical base loads of a facility, CHP can greatly increase the facility's operational efficiency and decrease energy costs. |
| Services: | Partners can receive public recognition, and they have access to printed and Web-based outreach materials and various tools and resources, including an online database of funding opportunities and an online CHP emissions calculator. EPA provides a variety of technical assistance to energy users who are considering implementing CHP projects, including conducting analysis of economic viability for projects, assisting in feasibility studies, and providing information on technologies, vendors, and incentives. |
| Value to environment: | Because they capture and utilize heat that would otherwise be wasted through electricity production, CHP systems require less fuel than equivalent separate heat and power systems to produce the same amount of energy. Because less fuel is combusted, fewer GHGs are emitted. |
| **Sectors most applicable:** | **Agriculture; aluminum manufacturing; cement and lime manufacturing; chemical manufacturing; food processors and distributors; general manufacturing; oil and gas; pulp and paper manufacturing; utilities/power marketers** |

US EPA ARCHIVE DOCUMENT

## Design for the Environment Safer Product Recognition Program

**Business Value:**

- ☑ Cost savings/operational efficiency
- ☑ Risk management

**Services Offered:**

- ☑ Analytical tools
- ☑ Public recognition
- ☑ Technical assistance

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| **Web site:** | **www.epa.gov/dfe/pubs/projects/formulat/index.htm** |
| **Contact Information:** | **David DiFiore**<br>**(202) 564-8796**<br>**difiore.david@epa.gov** |
| Description: | The Design for the Environment (DfE) Safer Product Recognition Program allows use of its label on products made with the safest possible ingredients that are cost-effective and high-performance. Energy efficiency is also a key attribute. The redesign of chemical products offers important opportunities to remove polluting chemicals from formulations before they can enter the workplace, home, or environment, and to advance energy and water efficiency, resource conservation, and innovative technologies. |
| Business case: | Retailers, governmental purchasing entities, and others are increasingly demanding that their suppliers provide DfE-labeled products. DfE-labeled safer concentrates save companies money and reduce generation of GHGs in transport. Cold-water detergents save consumers money and reduce generation of GHGs in the use phase. Safer product design not only reduces potential chemical management liability, but achieving DfE recognition serves as an important indicia of a company's environmental leadership and sustainability achievements. |
| Services: | DfE offers companies access to EPA's unique chemical assessment tools and expertise. DfE provides manufacturers with information on chemical characteristics and toxicities of raw materials and additives, safer substitutes for chemicals of concern, and innovative new chemistries. DfE offers product review and recognition for a variety of formulations, from concentrated cleaning products to anti-corrosion conversion coatings. |
| Value to environment: | DfE partnerships result in significant reduction in the handling, use and environmental release of chemicals of concern, which may have an adverse effect on human health, aquatic life, and ecosystems. DfE has recognized 500 products and, as of 2007, reduced the use of chemicals of concern by approximately 80 million pounds and reduced the generation of GHGs. |
| **Sectors most applicable:** | **Chemical manufacturing; grocers; hospitality; hospitals; retailers** |

US EPA ARCHIVE DOCUMENT

## Electronic Product Environmental Assessment Tool (EPEAT)

**Business Value:**
- ☑ Cost savings/operational efficiency
- ☑ New/expanded markets

**Services Offered:**
- ☑ Matching buyers sellers
- ☑ Technical assistance

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| **Web site:** | **www.epeat.net** |
| **Contact Information:** | **Holly Elwood**<br>**(202) 564-8854**<br>**elwood.holly@epa.gov** |
| Description: | EPEAT is a system to help companies evaluate, compare, select, and purchase more sustainable desktop computers, notebooks, and monitors. EPEAT provides electronic equipment manufacturers a clear and consistent set of performance criteria for product design as well as new opportunities to distinguish their products in the marketplace based on environmental performance.<br>The standard may be purchased from the Institute of Electrical and Electronics Engineers. EPEAT operates a verification program to ensure the credibility of the registry. |
| Business case: | For companies purchasing computer equipment, EPEAT provides the easiest way to specify affordable, high-performance, environmentally preferable computer desktops, laptops, and monitors. Because products on the EPEAT product registry must meet ENERGY STAR requirements, companies using EPEAT save on facility energy costs. For manufacturers of electronic equipment, the EPEAT product registry helps you reach customers seeking products in compliance with the IEEE 1680- 2006 environmental performance standard. |
| Services: | Manufacturers have access to a variety of information on the environmental performance standards for applicable electronics. In addition, anyone may access and search the product registry to locate qualifying products. |
| Value to environment: | Based on manufacturer data, the first six months' sales of EPEAT registered green computers in 2006 prevented approximately 50 million metric tons of air pollution including 1 million metric tons of GHGs—the equivalent of removing 852,000 cars from the road for a year. |
| **Sectors most applicable:** | **Appliance, electronic, industrial equipment manufacturing; hospitality; hospitals; office-based businesses; retailers; semiconductor manufacturing** |

- Please note that this program is an EPA-supported program, but it is not formally considered an EPA Partnership Program.

US EPA ARCHIVE DOCUMENT

## ENERGY STAR Labeling

**Business Value:**

- ☑ Brand/reputation protection/enhancement
- ☑ Cost savings/operational efficiency
- ☑ New/expanded markets

**Services Offered:**

- ☑ Guidebooks/toolkits
- ☑ Professional networking
- ☑ Public recognition
- ☑ Technical assistance

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| **Web site:** | **www.energystar.gov** |
| **Contact Information:** | **Energy Star Hotline**<br>**1-888-STAR YES (782-7937)**<br>**hotline@energystar.gov** |
| Description: | Since 1992, the ENERGY STAR program has helped thousands of organizations across the residential, commercial, and industrial sectors take advantage of cost-effective opportunities to improve their energy efficiency and reduce GHG emissions. ENERGY STAR qualified products allow consumers to identify the most energy efficient products on the market without having to sacrifice performance. EPA manages the ENERGY STAR program along with the Department of Energy (DOE). |
| Business case: | Organizations of all kinds can benefit from partnering with the ENERGY STAR. Over 40,000 product models across 50 categories now display the ENERGY STAR label, which is recognized by more than 65 percent of consumers. More than 2.5 billion qualified products have been sold since the program started, including about 500 million in 2007 alone. Manufacturers of ES qualified products have the opportunity to expand their markets, build consumer loyalty, and gain recognition as environmental leaders. Retailers can increase sales and customer loyalty by promoting the sales of ENERGY STAR qualified products. In addition, ENERGY STAR provides a powerful platform for utilities and other energy efficiency program sponsors to boosting the efficacy and reducing the costs of their energy efficiency programs. Currently, more than 1,300 manufacturers and 1,600 retailers and energy efficiency program sponsors are realizing the benefits of partnering with ENERGY STAR.<br>All businesses, regardless of size or type, can easily reduce energy costs and boost employee morale by implementing an Energy Star purchasing policy or participating in national campaigns like Change a Light, Change the World. |
| Services: | EPA and its manufacturing partners develop specifications for products. EPA provides the ENERGY STAR logo, marketing resources, sales training materials, and sponsors a number of product-specific national campaigns through which manufacturers, retailers, and program sponsors can promote sales. EPA also hosts partner network meetings and offers opportunities for recognition through events such as the Partner of the Year awards. |
| Value to environment: | Energy efficiency is one of the lowest-cost strategies to address global climate change by reducing the amount of emissions associated with the burning of fossil fuels to produce energy. In 2006 alone, Americans, with the help of ENERGY STAR qualified products, avoided greenhouse gas emissions equivalent to those from more than 10 million vehicles, while saving almost $7 billion on their energy bills. |
| **Sectors most applicable:** | **All** |

US EPA ARCHIVE DOCUMENT

## ENERGY STAR Commercial Buildings

**Business Value:**

- ☑ Brand/reputation protection/enhancement
- ☑ Cost savings/operational efficiency

**Services Offered:**

- ☑ Environmental performance benchmarking
- ☑ Guidebooks/toolkits
- ☑ Professional networking
- ☑ Public recognition

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| **Web site:** | **www.energystar.gov** |
| **Contact Information:** | **Energy Star Hotline**<br>**1-888-STAR YES (782-7937)**<br>**hotline@energystar.gov** |
| Description: | Since 1992, the ENERGY STAR program has helped thousands of organizations across the residential, commercial, and industrial sectors take advantage of cost-effective opportunities to improve their energy efficiency and reduce GHG emissions. |
| Business case: | Organizations of all kinds can benefit from partnering with the ENERGY STAR. Managing energy use strategically enables organizations of all sizes to mitigate the impact of rising costs and volatility in energy markets, as well reducing operating costs and distinguishing themselves as environmental leaders. |
| Services: | EPA provides the tools and resources necessary for strategic energy management. Buildings owners and facility managers of all kinds of buildings can use EPA tools to benchmark their energy and water use in order to target investments on improvements—more than 60,000 buildings nationwide have already done so. Top-performing hospitals, hotels, office buildings, retailers, schools, grocery stores, warehouses, dormitories, banks, courthouses can earn the Energy Star label. EPA also hosts partner network meetings and offers opportunities for recognition at both the building and corporate level. |
| Value to environment: | Energy efficiency is one of the lowest-cost strategies to address global climate change by reducing the amount of emissions associated with the burning of fossil fuels to produce energy. In 2006 alone, actions taken by ENERGY STAR Commercial Buildings partners avoided GHG emissions equivalent to those from more than 10 million vehicles, while saving almost $5 billion in energy costs. |
| **Sectors most applicable:** | **All** |

US EPA ARCHIVE DOCUMENT

## ENERGY STAR Industry

**Business Value:**

- ☑ Brand/reputation protection/enhancement
- ☑ Cost savings/operational efficiency

**Services Offered:**

- ☑ Analytical tools
- ☑ Environmental performance benchmarking
- ☑ Guidebooks/toolkits
- ☑ Professional networking
- ☑ Public recognition
- ☑ Technical assistance

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| **Web site:** | **www.energystar.gov** |
| **Contact Information:** | **Elizabeth Dutrow**<br>**(202) 343-9061**<br>**dutrow.elizabeth@epa.gov** |
| Description: | Since 1992, the ENERGY STAR program has helped thousands of organizations across the residential, commercial, and industrial sectors take advantage of cost-effective opportunities to improve their energy efficiency and reduce GHG emissions. |
| Business case: | The nearly 500 industrial ENERGY STAR partners come from all sectors of the economy and have joined with ENERGY STAR to manage energy and climate change risk, increase competitiveness, distinguish themselves as environmental leaders, and build and refine the energy component of their corporate sustainability issues. |
| Services: | ENERGY STAR offers a suite of tools and resources for industrial partners from all sectors to help them:<br>• Identify robust energy strategies for the future<br>• Master the fundamentals of energy management<br>• Benchmark energy performance<br>• Share best management practices<br>• Demonstrate environmental leadership through recognition opportunities<br>In addition, EPA works with an ever growing number of focus sectors to develop sector-specific guidance and plant-level energy performance indicators to enable them to judge the energy performance of their plants nationally. Focus industries as of the end of 2007 include cement manufacturing, corn refining, food processing, glass manufacturing, motor vehicle manufacturing, petrochemical processing, petroleum refining, pharmaceuticals, pulp & paper, and waste and wastewater. |
| Value to environment: | Energy efficiency is one of the lowest-cost strategies available to address global climate change. In 2006 alone, actions taken by Energy Star's industrial partners helped to avoid the emission of 6.5 million metric tons of greenhouse gas emissions, equivalent to the emissions of more than 4 million cars, while saving $2 billion in energy costs. |
| **Sectors most applicable:** | **Aluminum manufacturing; appliance, electronic, industrial equipment manufacturing; cement and lime manufacturing; chemical manufacturing; coal mining; food processors and distributors; metals mining; oil and gas; pulp and paper manufacturing; semiconductor manufacturing; vehicle manufacturing** |

US EPA ARCHIVE DOCUMENT

## ENERGY STAR Qualified New Homes

**Business Value:**

- ☑ Brand/reputation protection/enhancement
- ☑ Cost savings/operational efficiency

**Services Offered:**

- ☑ Guidebooks/toolkits
- ☑ Professional networking
- ☑ Public recognition
- ☑ Training/seminars

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| **Web site:** | **www.energystar.gov** |
| **Contact Information:** | **Energy Star Hotline**<br>**1-888-STAR YES (782-7937)**<br>**hotline@energystar.gov** |
| Short description/history: | Since 1992, ENERGY STAR has helped thousands of organizations across the residential, commercial, and industrial sectors take advantage of cost-effective opportunities to improve energy efficiency and reduce GHG emissions. In the residential new construction marketplace, ENERGY STAR and its partners work together to promote the benefits and increase sales of energy-efficient homes.<br>Homes that earn the ENERGY STAR label must meet guidelines for energy efficiency set by EPA. ENERGY STAR-qualified homes are at least 15 percent more energy efficient than homes built to the 2004 International Residential Code (IRC) and include additional energy-saving features that typically make them 20 to 30 percent more efficient than standard homes. Nationally, more than 12 percent of new homes built in 2006 earned the ENERGY STAR label. |
| Business case: | New homes that qualify as ENERGY STAR provide greater comfort and durability for home buyers. In addition, ENERGY STAR-qualified homes help to protect the environment by reducing the GHG emissions associated with climate change.<br>ENERGY STAR-qualified homes can include a variety of energy efficient features such as effective insulation, high-performance windows, tight construction and ducts, efficient heating and cooling equipment, and ENERGY STAR-qualified lighting and appliances. ENERGY STAR builder partners can differentiate themselves in the marketplace, boost sales, and gain recognition as environmental leaders.<br>For utilities, an ENERGY STAR-qualified new homes program can stand alone or complement an existing residential energy efficiency initiative. By encouraging the construction of ENERGY STAR-qualified new homes, utilities can manage peak demand even as their customer bases increase. Hundreds of organizations nationwide are meeting their demand side management commitments by sponsoring ENERGY STAR initiatives. |
| Services/resources: | EPA provides the ENERGY STAR logo mark, marketing resources, and sales training materials, and sponsors outreach campaigns through which builders and utilities can work together to increase awareness of ENERGY STAR-qualified homes in the local market. EPA also hosts partner network meetings and offers opportunities for recognition for environmental stewardship. |
| Value to environment: | Energy efficiency is one of the lowest-cost strategies to address global climate change and air pollution by reducing the amount of emissions associated with the burning of fossil fuels to produce energy. In 2006 alone, American homeowners, with the help of ENERGY STAR, avoided GHG emissions equivalent to those from more than 250,000 vehicles, while saving almost $170 million on their energy bills. |
| **Sectors most applicable:** | **Real estate development, management, and construction; utilities/power marketers** |

US EPA ARCHIVE DOCUMENT

## Great American Wood Stove Changeout Campaign

**Business Value:**
☑ Cost savings/operational efficiency

**Services Offered:**
☑ Matching buyers/sellers

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| **Web site:** | **www.epa.gov/woodstoves/index.html** |
| **Contact Information:** | **Larry Brockman**<br>**(919) 541-5398**<br>**brockman.larry@epa.gov** |
| Description: | This program facilitates the change-out of old, dirty, inefficient, "conventional" wood stoves manufactured before 1988 to new, cleaner-burning appliances like gas, pellet, and EPA-certified stoves. Moving to cleaner technologies reduces particulate matter and air toxics (indoor and outdoor), improves energy efficiency, and reduces fire hazards. |
| Business case: | Manufacturers of cleaner-burning stoves receive certification and hence marketplace advantages. During a wood stove changeout campaign, consumers receive financial incentives such as rebates to replace older stoves with either non-wood burning equipment (for example, vented gas stoves), pellet stoves, or EPA certified wood stoves. Purchasers can buy with confidence, knowing their wood stoves embody cleaner technologies. |
| Services: | Manufacturers, distributors, and retailers of cleaner and more efficient wood stoves can participate in co-marketing campaigns to increase sales. |
| Value to environment: | Approximately 70 to 80 percent of the 10 million wood stoves in use in the United States are older, inefficient, conventional stoves that pollute. EPA certified wood stoves emit approximately 70 percent less pollution than older, conventional wood stoves. |
| **Sectors most applicable:** | **Appliance, electronic, industrial equipment manufacturing** |

US EPA ARCHIVE DOCUMENT

## GreenChill Advanced Refrigeration Partnership

**Business Value:**

- ☑ Brand/reputation protection/enhancement
- ☑ Cost savings/operational efficiency
- ☑ Research and development assistance
- ☑ Risk management

**Services Offered:**

- ☑ Analytical tools
- ☑ Environmental performance benchmarking
- ☑ Guidebooks/toolkits
- ☑ Professional networking
- ☑ Public recognition
- ☑ Technical assistance
- ☑ Training/seminars

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| **Web site:** | **www.epa.gov/Ozone/partnerships/greenchill/index.html** |
| **Contact Information:** | **Keilly Witman**<br>**(202) 343-9742**<br>**witman.keilly@epa.gov**<br><br>**Bella Maranion**<br>**(202) 343-9749**<br>**maranion.bella@epa.gov** |
| Description: | The GreenChill Advanced Refrigeration Partnership is an EPA cooperative alliance with the supermarket industry and other stakeholders to promote the adoption of advanced technologies, strategies, and practices that reduce emissions of ozone-depleting substances (ODS) and greenhouse gases (GHGs). |
| Business case: | EPA estimates that operating expenses could be reduced by about $30 million annually through widespread adoption of best practices, improved equipment design and service, and advanced refrigeration technologies. Companies also receive recognition for participation in the program, achievement awards, analytical tools, and guidelines on best practices and advanced technologies. |
| Services: | GreenChill offers companies the chance to benchmark their emissions reductions vs. their peers and to receive awards for achieving their annual emissions reduction goals. GreenChill provides partners with a variety of publicity, marketing, and outreach opportunities to highlight their participation in GreenChill. In addition, partners collaborate across industries to identify service and operational practices that reduce emissions of ozone-depleting refrigerants and their greenhouse gas alternatives, and they participate in an industry-government research initiative to assess the performance of green technologies in terms of energy efficiency, reducing refrigerant charge, and minimizing refrigerant leaks. |
| Value to environment: | Implementation of best practices, improved equipment design and service, and advanced refrigeration technologies could reduce refrigerant emissions by almost 6 million metric tons of carbon dioxide equivalent annually, which is equivalent to taking about 1 million cars off the road every year. |
| **Sectors most applicable:** | **Grocers** |

US EPA ARCHIVE DOCUMENT

## Green Power Partnership

**Business Value:**

- ☑ Brand/reputation protection/enhancement
- ☑ Cost savings/operational efficiency
- ☑ New/expanded markets

**Services Offered:**

- ☑ Analytical tools
- ☑ Guidebooks/toolkits
- ☑ Matching buyers/sellers
- ☑ Professional networking
- ☑ Public recognition
- ☑ Technical assistance

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| **Web site:** | **www.epa.gov/greenpower** |
| **Contact Information:** | **Blaine Collison**<br>**(202) 343-9139**<br>**collison.blaine@epa.gov** |
| Description: | The Green Power Partnership (GPP) promotes the use of renewable energy by providing technical assistance, networking possibilities, and public recognition to companies that choose to utilize green power (i.e., electricity that is generated from resources such as solar, wind, geothermal, biomass, and low-impact hydro facilities). |
| Business case: | Green power can be one of the easiest and most effective ways to reduce the environmental impacts associated with your organization's conventional electricity use. Buying green power can help reduce your organization's environmental impact while also providing valuable benefits such as avoiding GHG emissions; reducing air pollution; hedging against electricity price increases; serving as a brand differentiator; generating customer, investor, or stakeholder loyalty and employee pride; creating positive publicity and enhancing your organization's public image; and demonstrating civic leadership. |
| Services: | GPP actively promotes and recognizes Green Power Partners as environmental leaders. EPA assists Partners in promoting the concept of green power internally and externally, which often includes valuable media coverage. EPA also provides companies with a means to estimate the environmental benefits of switching to green power and provides technical advice on navigating the complexities of making a green power purchase. |
| Value to environment: | Conventional electricity use is a significant source of air pollution and GHG emissions. Buying green power can make a real difference environmentally by encouraging the development of new, domestic renewable energy capacity, which produces electricity with significantly less air pollution and no net increase in GHG emissions. |
| **Sectors most applicable:** | **All** |

US EPA ARCHIVE DOCUMENT

GreenScapes

Environmentally Beneficial Landscaping

GreenScapes

**Business Value:**

- ☑ Cost savings/operational efficiency

**Services Offered:**

- ☑ Analytical tools
- ☑ Guidebooks/toolkits
- ☑ Public recognition
- ☑ Technical assistance
- ☑ Training/seminars

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| **Web site:** | www.epa.gov/greenscapes |
| **Contact Information:** | Jean Schwab<br>(703) 308-8669<br>schwab.jean@epa.gov |
| Description: | EPA's GreenScapes provides cost-effective and environmentally friendly solutions for large-scale landscaping. Designed to help preserve natural resources and prevent waste and pollution, GreenScapes encourages companies to make more holistic decisions regarding waste generation and disposal and to consider the associated impacts on land, water, air, and energy use. GreenScapes focuses on "the four r's" in landscaping: reduce, reuse, recycle water and waste, and rebuy (purchase materials made from recycled products). |
| Business case: | Green landscaping means buying fewer products and switching from the purchase of disposable products to those that are long-lasting and reusable. While the purchase of longer-lasting products can initially be more expensive, savings accrue over time. |
| Services: | GreenScapes offers online calculators for cost comparisons, provides publications and technical guidance, conducts workshops, and sponsors awards. |
| Value to environment: | The use of reusable materials results in waste reduction, which is associated with GHG emissions reductions, savings in landfill space, and natural resource preservation. |
| **Sectors most applicable:** | **Hospitality; hospitals; landscaping and golf courses; office-based businesses; real estate development, management, and construction; retailers** |

US EPA ARCHIVE DOCUMENT

## Green Suppliers Network

**Business Value:**

- ☑ Cost savings/operational efficiency

**Services Offered:**

- ☑ Analytical tools
- ☑ Guidebooks/toolkits
- ☑ Public recognition
- ☑ Technical assistance
- ☑ Training/seminars

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| **Web site:** | **www.greensuppliers.gov** |
| **Contact Information:** | **Kristin Pierre**<br>**(202) 564-8837**<br>**pierre.kristin@epa.gov** |
| Description: | The Green Suppliers Network (GSN) is a collaborative venture among industry, EPA, and the U.S. Department of Commerce's Manufacturing Extension Partnership (MEP). GSN works with all levels of the manufacturing supply chain to improve processes and minimize waste generation. Through onsite GSN review, suppliers continuously learn ways to increase energy efficiency, identify cost-saving opportunities, and optimize resources and technologies to eliminate waste. The result is more effective processes and products with higher profits and fewer environmental impacts. |
| Business case: | Partners and their suppliers benefit from a more reliable, "leaner" supply chain and from recognition for participating in GSN. Suppliers can save money by implementing GSN review recommendations. Partners have the flexibility to decide which recommendations to implement, and GSN reviews often lead to at least a 3:1 return on investment. GSN helps help small and medium-sized manufacturers stay competitive and profitable while reducing their impact on the environment. |
| Services: | GSN provides industry with technical assistance; offers opportunities to be highlighted in case studies and presentations; and publishes a variety of tools, resources, and promotional materials. |
| Value to environment: | Implementation of GSN review recommendations results in a wide variety of environmental benefits. Results from the 49 reviews completed as of September 2007 include the following: more than 72 million kilowatt-hours of energy conserved, 10 million gallons of water conserved, 89,000 pounds of air emissions reduced, and 1 million pounds of solid waste reduced. |
| **Sectors most applicable:** | **Aluminum manufacturing; appliance, electronic, industrial equipment manufacturing; building materials manufacturing; cement and lime manufacturing; chemical manufacturing; general manufacturing; pulp and paper manufacturing; semiconductor manufacturing; vehicle manufacturing** |

US EPA ARCHIVE DOCUMENT

## Home Performance with ENERGY STAR

### Business Value:

- ☑ Brand/reputation protection/enhancement
- ☑ Cost savings/operational efficiency
- ☑ Research and development assistance
- ☑ Risk management

### Services Offered:

- ☑ Analytical tools
- ☑ Environmental performance benchmarking
- ☑ Guidebooks/toolkits
- ☑ Professional networking
- ☑ Public recognition
- ☑ Technical assistance
- ☑ Training/seminars

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| **Web site:** | www.energystar.gov |
| **Contact Information:** | Chandler von Schrader<br>(202) 343-9096<br>vonschrader.chandler@epa.gov |
| Description: | Since 1992, ENERGY STAR has helped hundreds of organizations across the residential, commercial, and industrial sectors take advantage of cost-effective opportunities to improve energy efficiency and reduce GHG emissions. Through Home Performance with ENERGY STAR (HPWES), EPA and DOE offer a comprehensive, whole-house approach to improving energy efficiency and comfort. Unlike typical energy audit programs, the goal of HPWES is to turn recommendations into improved homes. The program is managed by a local sponsor that recruits qualified home improvement contractors to perform comprehensive home assessments and offer a suite of efficiency solutions. Participating contractors complete the renovations or work closely with participating contractors who can. Upon completion, the home is reassessed to measure the improvement savings gains and ensure satisfaction. In addition to HPWES, EPA offers resources for the do-it-yourself (DIY) home improvement market. |
| Business case: | For participating contractors, HPWES can provide opportunities to expand into new markets, improve quality and customer satisfaction, reduce down time or seasonal workload fluctuation, gain a competitive edge, and even achieve higher profit margins. Utilities sponsoring a HPWES program can help meet energy efficiency and renewable energy mandates, deliver peak demand reductions, delay or avoid energy supply investments, and provide an opportunity to consolidate program delivery to residential customers. For retailers, targeting the DIY home improvement market can improve customer loyalty and increase sales by utilizing EPA resources and tools. |
| Services: | EPA and DOE can provide program start up guidance for potential utilities or state energy offices. Once a sponsor has submitted an implementation plan and signed the Partnership Agreement, EPA will provide the ENERGY STAR logo mark, marketing resources, sales training materials, and sponsors outreach campaigns through which contractors and utilities can work together to increase awareness of HPWES in the local market. EPA also hosts partner network meetings and offers opportunities for recognition for environmental stewardship. |
| Value to environment: | Energy efficiency is one of the lowest-cost strategies to address global climate change and air pollution by reducing the amount of emissions associated with the burning of fossil fuels to produce energy. In 2006 alone, American homeowners, with the help of ENERGY STAR, avoided GHG emissions equivalent to those from more than 250,000 vehicles, while saving almost $170 million on their energy bills. |
| **Sectors most applicable:** | **Real estate development, management, and construction; retailers; utilities/power marketers** |

US EPA ARCHIVE DOCUMENT

## Laboratories for the 21st Century

**Business Value:**

- ☑ Cost savings/operational efficiency
- ☑ Risk management

**Services Offered:**

- ☑ Analytical tools
- ☑ Environmental performance benchmarking
- ☑ Guidebooks/toolkits
- ☑ Professional networking
- ☑ Public recognition
- ☑ Technical assistance
- ☑ Training/seminars

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| **Web site:** | www.labs21century.gov |
| **Contact Information:** | Dan Amon<br>(202) 564-7509<br>amon.dan@epa.gov |
| Description: | Laboratories for the 21st Century (Labs21) is a voluntary program that saves money at laboratories while improving the environment. Laboratories require tens of millions of dollars worth of energy to run and add tens of thousands of pounds of pollution to our air, soil, and water. EPA and the U.S. Department of Energy are helping new labs and retrofitting existing labs to help cut their energy costs and reduce environmental damage. The goal is to create energy self-sufficiency for all EPA labs, modeling these savings for other science labs throughout the country. |
| Business case: | Laboratories can realize significant cost savings through lower laboratory utility and operating costs. Implementation also contributes to environmental and health improvements including improved indoor air quality and reduced health and safety risks to employees. |
| Services: | Partners are eligible for national recognition and an enhanced image through program events, awards, and promotional materials. In addition, partners have opportunities for technical assistance from nationally recognized experts to help meet energy and environmental performance goals. Labs 21 also provides partners with opportunities to network and share project results with peers from around the world. |
| Value to environment: | Labs 21 has resulted in reductions in energy and water use and broader environmental benefits such as reduced pollution and GHG emissions. |
| **Sectors most applicable:** | **Appliance, electronic, industrial equipment manufacturing; chemical manufacturing; food processors and distributors; oil and gas; semiconductor manufacturing; vehicle manufacturing** |

US EPA ARCHIVE DOCUMENT

## Landfill Methane Outreach Program

**Business Value:**
- ☑ Research and development assistance
- ☑ Cost savings/operational efficiency

**Services Offered:**
- ☑ Analytical tools
- ☑ Public recognition
- ☑ Technical assistance

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| **Web site:** | **www.epa.gov/lmop** |
| **Contact Information:** | **Rachel Goldstein**<br>**(202) 343-9391**<br>**goldstein.rachel@epa.gov** |
| Description: | The Landfill Methane Outreach Program (LMOP) encourages the recovery of landfill gas (LFG)—mainly carbon dioxide and methane—for use as an alternative energy source, thus reducing GHG emissions. The program helps partners overcome barriers to project development by helping them assess project feasibility, find financing, and market the benefits of project development to the community. |
| Business case: | LFG projects generate revenue from the sale of the gas. Businesses are also realizing the cost savings associated with using LFG as a replacement for more expensive fossil fuels, such as natural gas. Some companies will save millions of dollars over the life of their LFG energy projects. LFG energy recovery offers communities and landfill owners the opportunity to reduce the costs associated with regulatory compliance by turning pollution into a valuable community resource. |
| Services: | LMOP offers a wide array of free technical, promotional, and informational tools as well as support services to assist with the development of LFG projects. These resources include the LMOP Online Toolkit; software tools for estimating emissions and emissions rates; a variety of technical documents; and informational brochures, fact sheet, and case studies. |
| Value to environment: | LMOP's efforts have reduced landfill methane emissions by more than 24 million metric tons of carbon equivalent. The GHG reduction benefits are equivalent to having planted 24 million acres of forest or removed 17 million vehicles from the road. |
| **Sectors most applicable:** | **Aluminum manufacturing; appliance, electronic, industrial equipment manufacturing; cement and lime manufacturing; chemical manufacturing; food processors and distributors; general manufacturing; pulp and paper manufacturing; semiconductor manufacturing; utilities/power marketers; vehicle fleet owners/shippers; vehicle manufacturing; waste management** |

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## Lean and the Environment Initiative

| Business Value: | Services Offered: |
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| ☑ Cost savings/operational efficiency | ☑ Analytical tools<br>☑ Guidebooks/toolkits<br>☑ Technical assistance<br>☑ Training/seminars |

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| **Web site:** | **www.epa.gov/lean** |
| **Contact Information:** | **Chris Reed**<br>**(202) 566-0606**<br>**reed.chris@epa.gov** |
| Description: | Lean manufacturing is a business model and collection of tactical methods that emphasize eliminating non-value added activities (waste) while delivering quality products on time and at the least cost with greater efficiency. In the United States, lean implementation is rapidly expanding throughout diverse manufacturing and service sectors, such as aerospace, automotive, electronics, furniture production, and health care, as a core business strategy to create a competitive advantage. |
| Business case: | Coordinating lean and the environment has a variety of benefits for businesses. They are able to reduce costs; improve process flow and reduce lead times; lower regulatory noncompliance risk; meet customer expectations; improve environmental quality; and improve employee morale and commitment. Implementing lean allows businesses to learn to see hidden environmental waste; enhance the effectiveness of lean implementation; and deliver what customers and employees want. |
| Services: | The Lean and the Environment Initiative provides a variety of resources to enhance the integration of lean methods and tools to improve environmental results. The Web site contains information on the results of background research EPA has conducted on the relationship between lean and environmental performance, case studies, fact sheets, and tools containing ideas and techniques for integrating environmental considerations into lean initiatives and methods. |
| Value to environment: | Through its systematic focus on the elimination of non-value added activity, lean manufacturing substantially improves environmental performance. Reducing common types of manufacturing waste—defects, waiting, overproduction, movement, inventory, complexity, and unused creativity—yields a variety of environmental benefits, including less use of energy, water, and raw materials; reduced generation of solid and hazardous wastes; and lower emissions of hazardous air pollutants. |
| **Sectors most applicable:** | **Aluminum manufacturing; appliance, electronic, industrial equipment manufacturing; building materials manufacturing; cement and lime manufacturing; chemical manufacturing; food processors and distributors; general manufacturing; pulp and paper manufacturing; semiconductor manufacturing; vehicle manufacturing** |

• Please note that this program is an EPA-supported program, but it is not formally considered an EPA Partnership Program.

## Methane to Markets Partnership

**Business Value:**
- ☑ Cost savings/operational efficiency
- ☑ Research and development assistance
- ☑ Risk management

**Services Offered:**
- ☑ Analytical tools
- ☑ Professional networking
- ☑ Public recognition
- ☑ Technical assistance

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| **Web site:** | www.methanetomarkets.org |
| **Contact Information:** | Paul Gunning<br>(202) 343-9736<br>gunning.paul@epa.gov |
| Description: | The Methane to Markets Partnership is an international initiative that advances cost-effective, near-term methane recovery and use as a clean energy source. The program seeks to reduce global methane emissions to enhance economic growth, strengthen energy security, improve air quality, improve industrial safety, and reduce GHG emissions. Methane to Markets focuses on four sources of methane emissions: agriculture (animal waste management), coal mines, landfills, and oil and gas systems. |
| Business case: | Cost-effective technologies for capturing and using methane as a clean energy source are available for every sector on which the Methane to Markets Partnership currently focuses. The collection and utilization of methane provides a valuable, clean-burning energy source that improves quality of life in local communities by generating revenue and improving living standards. In addition, capturing methane from underground coal mines improves safety conditions by reducing explosion hazards. Participating companies are recognized through active participation in the Project Network. |
| Services: | Partners share lessons learned and collaborate on projects aimed at addressing challenges to methane recovery, raising awareness in key industries and removing barriers to project development and implementation. |
| Value to environment: | Methane is 23 times as potent as carbon dioxide at trapping heat in the atmosphere and contributing to global warming. By 2015, the Methane to Markets Partnership has the potential to deliver annual reductions in methane emissions of up to 50 million metric tons of carbon equivalent or recover 500 billion cubic feet of natural gas. These reductions, if achieved, could lead to stabilized or even declining levels of global atmospheric concentrations of methane. |
| **Sectors most applicable:** | **Coal mining; oil and gas; utilities/power marketers** |

US EPA ARCHIVE DOCUMENT

## Mobile Air Conditioning Climate Protection Partnership

**Business Value:**
- ☑ New/expanded markets
- ☑ Research and development assistance

**Services Offered:**
- ☑ Technical assistance

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| **Web site:** | **www.epa.gov/cppd/mac** |
| **Contact Information:** | **Kristen Taddonio**<br>**(202) 343-9234**<br>**taddonio.kristen@epa.gov** |
| Description: | The Mobile Air Conditioning Climate Protection Partnership is a joint initiative founded by EPA, the Society of Automotive Engineers, and the Mobile Air Conditioning Society. The partnership reduces the environmental impact of mobile air conditioning through the recovery and recycling of CFC-12 and HFC-134a refrigerants and the development of new, environmentally superior air conditioning technologies. |
| Business case: | Program participants help promote next-generation mobile air conditioning systems that are better for the environment while satisfying customer safety, cost, and reliability concerns. Program participants also partner in developing cost-effective designs and improved service procedures to minimize refrigerant emissions. |
| Services: | Partnership, cooperation on research, and development and testing of next-generation mobile air conditioning systems; technical assistance. |
| Value to environment: | Four measures proposed by the partnership (increased cooling efficiency, minimizing refrigerant leakage, alternative cooling strategies, and end-of-life servicing) can reduce the fuel used by vehicle air conditioners by 30 percent and cut refrigerant emissions in half. Combined, these measures could save 2.1 billion gallons of gasoline each year and reduce overall GHG emissions by 9 million metric tons of carbon equivalent. |
| **Sectors most applicable:** | **Vehicle fleet owners/shippers; vehicle manufacturing** |

US EPA ARCHIVE DOCUMENT

## National Action Plan for Energy Efficiency

**Business Value:**

- ☑ Brand/reputation protection/enhancement
- ☑ Cost savings/operational efficiency

**Services Offered:**

- ☑ Guidebooks/toolkits
- ☑ Professional networking
- ☑ Public recognition
- ☑ Technical assistance

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| **Web site:** | www.epa.gov/eeactionplan |
| **Contact Information:** | Stacy Angel<br>(202) 343-9606<br>angel.stacy@epa.gov |
| Description: | The National Action Plan for Energy Efficiency is a private-public initiative begun in the fall of 2005 to create a sustainable, aggressive national commitment to energy efficiency through the collaborative efforts of gas and electric utilities, utility regulators, and other partner organizations. The U.S. Department of Energy and EPA jointly facilitate the Action Plan and its Leadership Group of more than 60 leading privately, publicly, and cooperatively owned electric and gas utilities, utility regulators, state agencies, large energy users, consumer advocates, energy service providers, and environmental and energy efficiency organizations. |
| Business case: | Improving the energy efficiency of homes, businesses, schools, governments, and industries—which consume more than 70 percent of the natural gas and electricity used in the United States—is one of the most constructive, cost-effective ways to address the challenges of high energy prices, energy security and independence, environmental concerns, and global climate change in the near term. |
| Services: | The Action Plan provides recognition opportunities for organizations who commitments to energy efficiency and/or endorse the Action Plan's five key policy recommendations. Numerous reports, guides, fact sheets and other resources are available via the Web site to assist parties in meeting their commitments, including materials from a Sector Collaborative on Energy Efficiency. |
| Value to environment: | The Action Plan is helping to remove barriers to greater investment in cost-effective energy efficiency as a resource in our nation's energy system. Achieving all cost-effective energy efficiency by the year 2025 could result in national reductions in GHG emissions on the order of 500 million metric tons of carbon dioxide annually, equivalent to 90 million cars off the road. |
| **Sectors most applicable:** | **Grocers; hospitality; real estate development, management, and construction; retailers; utilities/power marketers** |

- Please note that this program is an EPA-supported program, but it is not formally considered an EPA Partnership Program.

US EPA ARCHIVE DOCUMENT

## Natural Gas STAR

**Business Value:**

- ☑ Brand/reputation protection/enhancement
- ☑ Cost savings/operational efficiency
- ☑ New/expanded markets
- ☑ Risk management

**Services Offered:**

- ☑ Analytical tools
- ☑ Environmental performance benchmarking
- ☑ Guidebooks/toolkits
- ☑ Professional networking
- ☑ Public recognition
- ☑ Technical assistance
- ☑ Training/seminars

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| **Web site:** | **www.epa.gov/gasstar** |
| **Contact Information:** | **Roger Fernandez**<br>**(202) 343-9386**<br>**fernandez.roger@epa.gov** |
| Description: | Natural Gas STAR encourages companies across the natural gas and oil industries to adopt cost-effective technologies and practices that improve operational efficiency and reduce emissions of methane, a potent GHG. The program provides companies with technical assistance in the implementation of recommended best management practices and provides other strategy suggestions based on successful past experiences of its members. At the same time, the program allows EPA to maintain a record of successful methane emissions reduction strategies. |
| Business case: | Participation in Natural Gas STAR offers quantifiable environmental benefits, but also provides opportunities for partners to improve operational efficiency, increase revenues, and enhance their competitive edge in the natural gas marketplace. Some Natural Gas STAR partners report saving millions of dollars a year worth of natural gas by implementing the leak reduction technologies and practices encouraged by the program. By implementing technologies and practices to reduce methane emissions from their operations, companies are able to direct that methane back into the system, often leading to an increase in revenue. |
| Services: | To assist partners in implementing the Natural Gas STAR Program, EPA draws upon the wealth of partner-provided information and presents its partners with many opportunities to learn about methane emissions reductions technologies and techniques. Resources available to all Gas STAR partners include: detailed information on technologies and practices to reduce methane emissions, partner company case studies, technology transfer workshops, and an annual implementation workshop. |
| Value to environment: | Natural Gas STAR industry partners have operations in all of the major natural gas industry sectors (production, processing, transmission, and distribution) and represent 56 percent of the natural gas industry in the United States. Natural Gas STAR partners have reduced over 500 billion cubic feet of methane emissions through the implementation of more than 80 cost-effective technologies and practices. |
| **Sectors most applicable:** | **Oil and gas** |

US EPA ARCHIVE DOCUMENT

## Outdoor Hydronic Heaters

**Business Value:**
- ☑ Brand/reputation protection/enhancement
- ☑ New/expanded markets

**Services Offered:**
- ☑ Public recognition
- ☑ Technical assistance

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| **Web site:** | **www.epa.gov/woodheaters** |
| **Contact Information:** | **Gil Wood**<br>**(919) 541-5272**<br>**wood.gil@epa.gov** |
| Description/history: | Outdoor hydronic heater is another name for an outdoor wood-fired or biomass boiler or outdoor wood-fired or biomass furnace. The Outdoor Hydronic Heater (OHH) Program encourages manufacturers to develop and distribute cleaner, more efficient outdoor hydronic heaters. |
| Business case: | By becoming a partner of the OHH Program, manufacturers can gain recognition for their development of cleaner, more efficient heaters. EPA has designed several easy-to-use collateral materials that can be used to promote the program's efforts. A higher-efficiency heater ultimately results in lower fuel costs for the customer. |
| Services/resources: | EPA provides program support to encourage the purchase of cleaner, more efficient outdoor hydronic heater models where consumers have made the choice to purchase an OHH over other heating devices. In addition to outreach and technical assistance, EPA provides text labels that identify which models meet EPA program requirements. |
| Value to environment: | Current outdoor wood heaters are significantly more polluting than other home-heating devices. They can create heavy smoke and particulates, which is a nuisance, in addition to posing risks to public health in populated areas. Phase 1 and Phase 2 levels emit approximately 70 percent and 90 percent less respectively than previous models. |
| **Sectors most applicable:** | **Appliance, electronic, industrial equipment manufacturing** |

US EPA ARCHIVE DOCUMENT

## Performance Track (National Environmental Performance Track)

**Business Value:**

- ☑ Brand/reputation protection/enhancement
- ☑ Cost savings/operational efficiency
- ☑ Risk management

**Services Offered:**

- ☑ Guidebooks/toolkits
- ☑ Professional networking
- ☑ Public recognition
- ☑ Technical assistance
- ☑ Training/seminars

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| **Web site:** | **www.epa.gov/performancetrack** |
| **Contact Information:** | **Julie Spyres**<br>**(202) 566-2885**<br>**spyres.julie@epa.gov** |
| Description: | Performance Track recognizes and drives environmental excellence by encouraging facilities with strong environmental records to go above and beyond their legal requirements. Member facilities voluntarily commit to typically four public, measurable goals to improve the quality of our nation's air, water, and land. Members include major corporations, small business, and public facilities that are steering a course toward environmental excellence—and setting an example for others to follow.<br>Reducing GHGs is now the most common air emissions goal set by Performance Track members. EPA's Office of Air and Radiation offers an energy use reduction challenge goal for non-transportation energy use. In order to receive credit, a Performance Track facility must set a goal to reduce its energy use by at least 10 percent before normalizing. All 10 regions are participating, and many are making transportation energy reduction goals as well. |
| Business case: | The Performance Track program helps facilities establish and maintain their role as environmental leaders as well as gain recognition they deserve. The program also helps facilities capture opportunities for reducing cost and spurring technological innovation. By focusing on continuous improvement and achieving measurable environmental results, member facilities are better able to reduce the chance of encountering any interruptions in their operations. |
| Services: | Performance Track offers members networking opportunities, public recognition events, guidance documents and other forms of assistance such as teleseminars on specific environmental topics and best practices. Regulatory and administrative incentives are designed to reward members, who have demonstrated strong environmental records and a commitment to continuous improvement by reducing member transaction costs such as reduced self-reporting and expedited permit reviews. |
| Value to environment: | To date, facilities have set 75 GHG emission reduction goals, leading to 309,780 metric tons of carbon dioxide equivalent savings (the annual emissions of 57,000 cars). Many energy- and waste-related goals also aid in members' push to reduce emissions. All told, almost 900 member goals address climate change either directly or indirectly. |
| **Sectors most applicable:** | **All** |

US EPA ARCHIVE DOCUMENT

## PFC Emission Reduction Partnership

**Business Value:**
- ☑ Brand/reputation protection/enhancement
- ☑ Cost savings/operational efficiency

**Services Offered:**
- ☑ Analytical tools
- ☑ Technical assistance

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| **Web site:** | **www.epa.gov/semiconductor-pfc** |
| **Contact Information:** | **Sally Rand**<br>**(202) 343-9739**<br>**rand.sally@epa.gov** |
| Description: | The PFC Emission Reduction Partnership encourages semiconductor companies to commit to reducing the emissions levels of perfluorocompounds (PFCs), which are potent GHGs. Program members commit to reducing PFC emissions to 10 percent below the 1995 baseline level by 2010. The partnership promotes the use of various environmentally superior technologies and alternative chemicals. |
| Business case: | Partners receive recognition and save money by sharing information on cost-effective pollution prevention with many of the world's leading semiconductor manufacturers committed to climate protection. The partnership provides partners with broad latitude to pursue the goal of reducing PFC emissions. |
| Services: | Technical papers; emissions models. |
| Value to environment: | The partnership seeks to reduce PFCs. PFCs are highly potent GHGs and are also generally very stable chemicals; they possess atmospheric lifetimes from 264 to 50,000 years. Consequently, these gases will accumulate in the atmosphere and their effect on the climate will be felt by many future generations. |
| **Sectors most applicable:** | **Appliance, electronic, industrial equipment manufacturing; semiconductor manufacturing** |

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## Plug-In To eCycling

**Business Value:**

- ☑ Brand/reputation protection/enhancement
- ☑ Cost savings/operational efficiency

**Services Offered:**

- ☑ Analytical tools
- ☑ Guidebooks/toolkits
- ☑ Matching buyers/sellers
- ☑ Professional networking
- ☑ Public recognition
- ☑ Technical assistance

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| **Web site:** | **www.epa.gov/epaoswer/osw/conserve/plugin** |
| **Contact Information:** | **Verena Radulovic**<br>**(703) 605-0760**<br>**radulovic.verena@epa.gov** |
| Description: | Plug-In to eCycling is a campaign run by EPA and industry partners that encourages people to recycle and reuse old electronic devices. The program is part of EPA's Resource Conservation Challenge. Partner companies agree to assist with recycling events or with the promotion of the program. The program's goal is to reduce the amount of waste (both of materials such as plastics and hazardous substances such as lead) that results from the disposal of old electronics. |
| Business case: | Manufacturers and retailers can set up or participate in collection programs for used electronics equipment, solidifying the company's reputation as a good environmental steward. |
| Services: | Partners receive many benefits and incentives by becoming a part of the Plug-In To eCycling Campaign, including technical assistance and guidance in developing or expanding a donation or recycling initiatives for consumers; networking and partnership opportunities with other retailer and manufacturer partners; working with EPA regions to expand local and regional awareness for your company's initiatives; and public recognition from EPA for your efforts. |
| Value to environment: | Recycling these electronics recovers valuable materials that can be used to make new products, which also results in a reduction in GHG emissions and pollution and saves energy and resources by extracting fewer raw materials from the earth. |
| **Sectors most applicable:** | **Appliance, electronic, industrial equipment manufacturing; retailers** |

US EPA ARCHIVE DOCUMENT

## Responsible Appliance Disposal Program

### Business Value:

- ☑ Brand/reputation protection/enhancement
- ☑ Cost savings/operational efficiency
- ☑ Research and development assistance
- ☑ Risk management

### Services Offered:

- ☑ Analytical tools
- ☑ Environmental performance benchmarking
- ☑ Guidebooks/toolkits
- ☑ Professional networking
- ☑ Public recognition
- ☑ Technical assistance
- ☑ Training/seminars

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| **Web site:** | www.epa.gov/Ozone/partnerships/rad/index.html |
| **Contact Information:** | Evelyn Swain<br>(202) 343-9956<br>swain.evelyn@epa.gov |
| Description: | The Responsible Appliance Disposal (RAD) Partnership program encourages consumers to retire old, inefficient refrigerators, freezers, air conditioning units, and dehumidifiers, and implements best practices for the recycling/disposal. |
| Business case: | EPA provides partner recognition for achievement through press releases, brochures, articles, and awards. |
| Services: | As part of the program, EPA serves as a technical clearinghouse on responsible appliance disposal program development and implementation; calculates annual and cumulative program benefits in terms of GHG and ozone-depleting substances (ODSs) emissions savings and equivalents and, as available, potential cost savings. EPA's Significant New Alternatives Policy (SNAP) program evaluates substitutes for the ODSs to reduce overall risk to human health and the environment. Through these evaluations, SNAP generates lists of acceptable and unacceptable substitutes for each of the major industrial use sectors. |
| Value to environment: | Refrigerators and freezers manufactured before 1995 contain chlorofluorocarbons (CFCs) which are potent ODSs. The RAD Partnership is designed to encourage the retirement and proper disposal of these older units while ensuring that CFCs in the insulation foam within the cabinet walls and in the refrigerant are captured and destroyed or recycled. Because CFCs are also potent GHGs, their recovery and destruction will also reduce U.S. emissions that contribute to climate change. |
| **Sectors most applicable:** | **Appliance, electronic, industrial equipment manufacturing; retailers; utilities/power marketers** |

US EPA ARCHIVE DOCUMENT

## $SF_6$ Emission Reduction Partnership for Electric Power Systems

**Business Value:**
- ☑ Cost savings/operational efficiency

**Services Offered:**
- ☑ Analytical tools
- ☑ Guidebooks/toolkits
- ☑ Public recognition
- ☑ Technical assistance
- ☑ Training/seminars

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| **Web site:** | www.epa.gov/electricpower-sf6 |
| **Contact Information:** | Sally Rand<br>(202) 343-9739<br>rand.sally@epa.gov |
| Description: | This program helps electric power companies economically reduce sulfur hexafluoride ($SF_6$) emissions by reducing the leak rate of new equipment, refurbishing older equipment, and employing more efficient operation and maintenance techniques. Partners set emissions goals and work toward them utilizing a variety of strategies, including replacement and maintenance of equipment and $SF_6$ recovery. |
| Business case: | Through the program, electric power companies have significantly reduced $SF_6$ leakage caused by aging equipment and during equipment maintenance and repair. Based on an average cost of $SF_6$ at $9 per pound, partner companies saved $2.5 million in $SF_6$ leak reduction and recovery between 1999 to 2002. |
| Services: | EPA helps partner companies track and document emissions reductions. EPA also provides technical assistance and public recognition for $SF_6$ emissions reduction projects. EPA shares information on technical issues and best management practices that can help reduce emissions. |
| Value to environment: | As of September 2007, 81 companies had joined the partnership, representing approximately 42 percent of the industry. Participating companies have reduced $SF_6$ emissions rates from 17 percent in 1999 to 8.3 percent in 2005. |
| **Sectors most applicable:** | **Metals mining; utilities/power marketers** |

US EPA ARCHIVE DOCUMENT

## Smart Growth Network

**Business Value:**

- ☑ Brand/reputation protection/enhancement

**Services Offered:**

- ☑ Guidebooks/toolkits
- ☑ Professional networking
- ☑ Public recognition
- ☑ Technical assistance

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| **Web site:** | **www.epa.gov/smartgrowth**<br>**www.smartgrowth.org** |
| **Contact Information:** | **Geoff Anderson**<br>**(202) 566-2878**<br>**anderson.geoffrey@epa.gov** |
| Description: | This is a partnership of government, business, and civic organizations that works to encourage land use development that serves the economy, the community, and the environment. Since its creation in late 1996, the Smart Growth Network (SGN) has become a storehouse of knowledge about smart growth principles, facilitating the sharing of best practices and acting as a catalyst for implementation of ideas. |
| Business case: | The high quality of life in communities that consider smart growth makes them economically competitive, creates business opportunities, and improves the local tax base. |
| Services: | SGN conducts research; publishes reports and other publications; showcases outstanding communities; works with communities through grants and technical assistance; and brings together diverse interests to encourage better growth and development. The SGN Web site provides a variety of resources, including information on funding opportunities, regulatory and policy analysis, and promoting smart growth in your community. SGN members gain access to the bimonthly electronic newsletter "Getting Smart!;" the SGN listserv, where members can share information and get advice from other members around the country; and the SGN Information Hotline service, which allows members to request research assistance and expert advice on a broad array of topics. |
| Value to environment: | Smart growth practices can lessen the environmental impacts of development with techniques such as compact development, reduced impervious surfaces and improved water detention, safeguarding of environmentally sensitive areas, mixing of land uses (e.g., homes, offices, and shops), transit accessibility, and better pedestrian and bicycle amenities. A 2005 Seattle study found that residents of neighborhoods where land uses are mixed and streets are better connected, making non-auto travel easier and more convenient, traveled 26 percent fewer vehicle miles than residents of neighborhoods that were more dispersed and less connected. |
| **Sectors most applicable:** | **Real estate development, management, and construction** |

- Please note that this program is an EPA-supported program, but it is not formally considered an EPA Partnership Program.

US EPA ARCHIVE DOCUMENT

## SmartWay Transport Partnership

### Business Value:

- ☑ Brand/reputation protection/enhancement
- ☑ Cost savings/operational efficiency

### Services Offered:

- ☑ Analytical tools
- ☑ Guidebooks/toolkits
- ☑ Professional networking
- ☑ Public recognition
- ☑ Technical assistance

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| **Web site:** | **www.epa.gov/smartway** |
| **Contact Information:** | **Mitch Greenberg**<br>**(202) 343-9269**<br>**greenberg.mitchell@epa.gov** |
| Description: | EPA launched the SmartWay Transport Partnership in 2004 to address the environmental and economic challenges surrounding growth in the freight industry. It is an innovative collaboration between EPA and the freight industry designed to improve energy efficiency and lower GHGs and air pollution. Companies participating in SmartWay save money, reduce fuel consumption and are recognized for their stewardship and environmental leadership. High performing partners use the SmartWay Transport Partner logo, enabling customers to recognize their commitment and success in saving energy and lowering GHG. More recently, the U.S. EPA certified SmartWay logo became available to allow consumers to quickly and easily identify the cleanest, most fuel-efficient trucks and cars on the road today. |
| Business case: | Any company that ships products stands to improve its bottom line by joining EPA's SmartWay Transport Partnership. SmartWay partners have made commitments that are estimated to be saving more than 600 million gallons of diesel fuel a year. Companies achieve these benefits through technology-based equipment options and logistics management strategies promoted by the partnership. Freight carriers that join SmartWay are recognized for their environmental leadership, and gain loyalty among their customers seeking to ship goods using clean and cost-efficient transportation. Likewise, shippers that join SmartWay can gain public recognition, soften their environmental footprint, and make progress in achieving their fuel efficiency goals. |
| Services: | Through SmartWay EPA provides technical assistance, helping partners benchmark and achieve their goals to improve energy efficiency and lower GHGs. Specifically the program provides modeling tools, information exchange and data that identify fuel use, emissions output and the effectiveness of a broad range of technology, equipment controls and fuel-saving logistics management strategies. SmartWay also has encouraged financial institutions to provide flexible, reduced-interest loans to improve access to these fuel-saving technologies and pollution controls. EPA also has developed specifications for truck equipment and cars. Partners also have access to marketing resources and may qualify to use the SmartWay partner mark. |
| Value to environment: | Through SmartWay companies are eliminating over seven million metric tons of $CO_2$ emissions. By 2012, the SmartWay initiative aims to reduce between 33 million and 66 million metric tons of $CO_2$ emissions and up to 200,000 tons of $NO_X$ emissions per year. |
| **Sectors most applicable:** | **Food processors and distributors; general manufacturing; oil and gas; retailers; vehicle fleet owners/shippers; vehicle manufacturing** |

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## Voluntary Aluminum Industrial Partnership

**Business Value:**

- ☑ Brand/reputation protection/enhancement
- ☑ Cost savings/operational efficiency

**Services Offered:**

- ☑ Analytical tools
- ☑ Public recognition
- ☑ Technical assistance

| | |
|---|---|
| **Web site:** | www.epa.gov/highgwp/aluminum-pfc |
| **Contact Information:** | Sally Rand<br>(202) 343-9739<br>rand.sally@epa.gov |
| Description: | The Voluntary Aluminum Industrial Partnership (VAIP) works with aluminum smelters to increase production efficiency and implement other cost-effective strategies to reduce the emissions of perfluorocarbon (PFC), a potent GHG. |
| Business case: | In addition to the environmental benefits, participation improves operational efficiency and benefits a company's bottom line. A study conducted by VAIP found a number of benefits associated with reducing anode effects, including decreased power consumption; improved aluminum production; improved aluminum purity; decreased carbon consumption; decreased fluoride consumption; decreased labor costs; and increased production pot life. |
| Services: | Through VAIP, EPA assists partners in identifying and evaluating the factors that influence the generation of PFCs; serves as a clearinghouse for technical information on successful strategies to reduce PFC emissions; provides partners with recognition for their achievements in protecting the climate; and supports the development of high-quality emissions data. |
| Value to environment: | VAIP partners have reduced PFC emissions per ton of aluminum produced by 77 percent between 1990 and 2004. This reduction is equivalent to eliminating the emissions from more than 1.5 million cars. |
| **Sectors most applicable:** | **Aluminum manufacturing** |

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## WasteWise

### Business Value:

- ☑ Brand/reputation protection/enhancement
- ☑ Cost savings/operational efficiency

### Services Offered:

- ☑ Analytical tools
- ☑ Environmental performance benchmarking
- ☑ Guidebooks/toolkits
- ☑ Professional networking
- ☑ Public recognition
- ☑ Technical assistance
- ☑ Training/seminars

| | |
|---|---|
| **Web site:** | **www.epa.gov/wastewise** |
| **Contact Information:** | **Terry Grist**<br>**(703) 308-7257**<br>**grist.terry@epa.gov** |
| Description: | The WasteWise program helps companies eliminate costly municipal solid waste and select industrial wastes. Partners set waste reduction goals and design waste reduction plans tailored to their businesses. |
| Business case: | WasteWise partners reduce purchasing and waste disposal costs. WasteWise provides free technical assistance to help companies develop, implement, and measure their waste reduction activities. |
| Services: | Through WasteWise, EPA provides partners with access to a variety of resources, including a helpline; technical assistance; public recognition and awards; partner forums; and a variety of publications. |
| Value to environment: | WasteWise partners have reported more than 120 million tons of waste reduced since 1994. As a result of these activities, WasteWise partners have made significant achievements in reducing their impact on global climate change by cutting GHG emissions by more than 7.3 million metric tons of carbon equivalent. |
| **Sectors most applicable:** | **All** |

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## WaterSense

**Business Value:**

- ☑ Brand/reputation protection/enhancement
- ☑ Cost savings/operational efficiency
- ☑ New/expanded markets
- ☑ Research and development assistance

**Services Offered:**

- ☑ Guidebooks/toolkits
- ☑ Matching buyers/sellers
- ☑ Professional networking
- ☑ Public recognition

| | |
|---|---|
| **Web site:** | **www.epa.gov/watersense** |
| **Contact Information:** | **WaterSense Helpline**<br>**(866) WTR-SENS (987-7367)**<br>**watersense@epa.gov** |
| Description: | WaterSense is an EPA Partnership Program sponsored by EPA whose mission is to protect the future of our nation's water supply by promoting and enhancing the market for water-efficient products and services. Saving water is easy—many products are already available for use, and it doesn't require changing the way most of us live or do business. |
| Business case: | Water-efficiency programs are an effective way for businesses to reduce operating costs by saving on electric power, gas, chemical, and wastewater disposal expenses. By employing water-efficient practices, a business can convey an image of stewardship to employees, customers, and the general public. |
| Services: | WaterSense partners have access to a variety of tools and resources to help promote their partnership with EPA, as well as the importance of water efficiency. Resources include promotional labels, logos, and toolkits. |
| Value to environment: | Reducing household water use helps reduce the energy required to supply and treat public water supplies and can also help address climate change. In fact:<br>• If one out of every 100 American homes retrofitted with water-efficient fixtures, we could save about 100 million kilowatt-hours (kWh) of electricity per year—avoiding 80,000 tons of GHG emissions. That is equivalent to removing nearly 15,000 automobiles from the road for one year.<br>• If 1 percent of American homes replaced an older toilet with a high-efficiency toilet, the country would save more than 38 million kWh of electricity—enough to supply more than 43,000 households with electricity for one month. |
| **Sectors most applicable:** | **All** |

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# Appendix A: Resources

The publications referenced in the "Climate Strategy for Business" section can be found on the Web sites listed to the right of the publication name.

| Publication | Web site |
|---|---|
| A Program Guide to Climate Leaders | www.epa.gov/climateleaders/documents/cl_programguide_508.pdf |
| Issue Brief on Climate Change | www.bsr.org/research/issue-brief-details.cfm?DocumentID=48802 |
| A Three-Pronged Approach to Corporate Climate Strategy | www.bsr.org/reports/BSR_Climate-Change-Report.pdf |
| Getting Ahead of the Curve: Corporate Strategies that Address Climate Change | www.pewclimate.org/docUploads/PEW_CorpStrategies.pdf |
| Hot Climate, Cool Commerce: A Service Sector Guide to Greenhouse Gas Management | http://pdf.wri.org/hotclimatecoolcommerce.pdf |
| A Climate of Innovation: Northeast Business Action to Reduce Greenhouse Gases | www.climatenortheast.org/pdfs/climate_of_innovation.pdf |
| Offsetting Emissions: A Business Brief on the Voluntary Carbon Market (Second Edition) | www.bsr.org/reports/BSR_Voluntary-Carbon-Offsets-2.pdf |
| Beyond Neutrality: Moving Your Company Toward Climate Leadership | www.bsr.org/reports/BSR_Beyond-Neutrality.pdf |
| Getting Carbon Offsets Right | www.bsr.org/reports/BSR_Getting-Carbon-Offsets-Right.pdf |

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