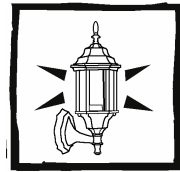
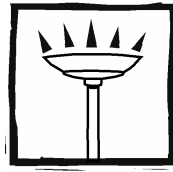
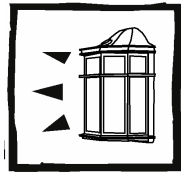
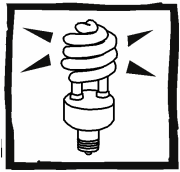


# Residential Lighting Programs National Summary



**September 2007**

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| <b>ORGANIZATION</b>           | <b>Alliant Energy – Interstate Power &amp; Light Co.</b>  |
| <b>Type</b>                   | Utility   |
| <b>Service Territory</b>      | The utility serves 1,221,288 (849,845 electric and 371,443 gas) residential customers in Iowa, Minnesota & Wisconsin. However, the Lighting Rebates program is only effective in Iowa.  |
| <b>PROGRAM BACKGROUND</b>     |   |
| <b>Budget</b>                 | The program's budget is part of an overall budget for the residential prescriptive rebate program.  |
| <b>Goals and Objectives</b>   | Lighting is one component of Alliant's rebate program (including HVAC, insulation, etc.), and the goals are not broken down by technology.  |
| <b>General Plans for 2008</b> | The utility is unable to share their plans at this time.  |
| <b>Contact</b>                | Lisa Pucelik, Residential DSM Product Manager<br>318-786-4283 <a href="mailto:lisapucelik@alliantenergy.com">lisapucelik@alliantenergy.com</a>  |
| <b>Web Site</b>               | <a href="http://www.alliantenergy.com">www.alliantenergy.com</a>  |
| <b>PROGRAM COMPONENTS</b>     |   |
| <b>CFLs</b>                   | The program includes CFLs, which are promoted through \$2 per bulb mail-in rebates available throughout the year and instant rebates available in the Fall via the Change a Light, Change a World promotion. The program targets consumers primarily; however it works with a network of trade allies (hardware stores, etc.) who are also educated on this and all residential programs. |
| <b>Fixtures</b>               | The program includes Fixtures, which are promoted through \$20 rebate for ENERGY STAR®-qualified Fixtures. The program targets primarily consumers, however it works with a network of trade allies (hardware stores, etc.) who are also educated on this and all residential programs.   |
| <b>Solid State Lighting</b>   | The program doesn't include Solid State Lighting.   |
| <b>Lighting Vision</b>        | Alliant's program is not tied to the Lighting Vision goals at this time.  |
| <b>Lighting for Tomorrow</b>  | Alliant is not a Lighting for Tomorrow sponsor at this time.  |

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| <b>ORGANIZATION</b>       | <b>Austin Energy</b>   |
| <b>Type</b>               | Utility  |
| <b>Service Territory</b>  | The utility serves 310,000 residential customers in a 421 sq. mi. service territory. |
| <b>PROGRAM BACKGROUND</b> |  |

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| <b>Budget</b>                 | The program budget is \$169,000.   |
| <b>Goals and Objectives</b>   | This program aims to provide money and energy savings for customers, as well as a cleaner environment by promoting CFLs to consumers at participating retail stores. Specifically, their 2007 goals were to rebate 14,055 CFLs and save 0.13 MW. They have exceeded these goals and have rebated 58,071 CFLs and saved 0.70 MW.  |
| <b>General Plans for 2008</b> | The utility is unable to share their plans at this time.   |
| <b>Contact</b>                | Gilbert Rivera<br>512-482-5337 <a href="mailto:gilbert.rivera@austinenergy.com">gilbert.rivera@austinenergy.com</a>  |
| <b>Web Site</b>               | <a href="http://www.austinenergy.com">www.austinenergy.com</a>   |
| <b>PROGRAM COMPONENTS</b>     |  |
| <b>CFLs</b>                   | The program offers a \$2 in-store CFL rebate. In addition, the program gives away four CFLs to customers that participate in Austin Energy's Home Performance with ENERGY STAR programs. The program provides in-store training for managers and staff. The program uses the following marketing and outreach techniques: bill boards, bill inserts, publicity at community events, door hangers, television ads, National Night Out, direct mail, Internet, call center, and retail partnerships. |
| <b>Fixtures</b>               | Through the program, \$10 rebates are available for the purchase ENERGY STAR Fixtures. To date 333 Fixtures have been rebated.   |
| <b>Solid State Lighting</b>   | The program doesn't include Solid State Lighting.  |
| <b>Lighting Vision</b>        | Austin Energy's lighting program is not tied to the Lighting Vision goals at this time.  |
| <b>Lighting for Tomorrow</b>  | Austin Energy is not a Lighting for Tomorrow sponsor at this time.   |

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| <b>ORGANIZATION</b>         | <b>BC Hydro</b>  |
| <b>Type</b>                 | Utility  |
| <b>Service Territory</b>    | The utility serves 1.5 million residential customers across British Columbia.  |
| <b>PROGRAM BACKGROUND</b>   |  |
| <b>Budget</b>               | The program's budget is approximately \$2 million.   |
| <b>Goals and Objectives</b> | <ol style="list-style-type: none"> <li>1. Produce annual incremental energy savings of 4.6 GWh by May 2008. (Promotional periods will be October-November 2007 and March-April 2008.)</li> <li>2. Stimulate the sale of 27,000 CFLs &amp; 35,000 Fixtures.</li> <li>3. Evaluate results by assessing customer response to campaign, number of sales, and increase in shelf space at retail.</li> </ol> |

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| <b>General Plans for 2008</b> | Promote ENERGY STAR CFLs and Fixtures.   |
| <b>Contact</b>                | Alicia Forrester, Program Manager<br>604-453-6387 <a href="mailto:Alicia.Forrester@bchydro.bc.ca">Alicia.Forrester@bchydro.bc.ca</a>   |
| <b>Web Site</b>               | <a href="http://www.bchydro.com">www.bchydro.com</a>   |
| <b>PROGRAM COMPONENTS</b>     |  |
| <b>CFLs</b>                   | <p>ENERGY STAR CFLs will be promoted using the following 4 tactics:</p> <ol style="list-style-type: none"> <li>1. Employee Ambassador Initiative: During October, Power Smart employees can receive 25 CFLs that they must distribute to people within their community that aren't currently using CFLs. Employees will speak to the benefits of CFLs. The idea is get employees to be ambassadors of energy efficiency.</li> <li>2. Low Income: BC Hydro will work with property managers of low income housing to offer free CFLs. Education will also be included.</li> <li>3. CFL Retail Specials: BC Hydro will partner with retailers and manufacturers to promote Power Smart "specials" on specialty CFLs (dimmmable, reflector, globe, etc.) at a \$3 discount. The discount will be instantly applied at retail. POS material will be used to highlight the discount. No regular CFLs will be featured.</li> <li>4. School Donation: The program will donate CFLs to select school districts that will sell the bulbs for a fundraiser, while at the same time educating the public on the benefits of CFLs. Schools will be asked to submit a proposal as to why they should receive them. This tactic is not reflected in our goals and objectives.</li> </ol> |
| <b>Fixtures</b>               | <p>ENERGY STAR Fixtures will be promoted using the following 3 tactics:</p> <ol style="list-style-type: none"> <li>1. Buy-Downs: BC Hydro will offer manufacturer buy-downs on various ENERGY STAR Fixture types. The program estimates that between 6-8 retailers will be participating. The buy-down amount differs by product.</li> <li>2. Instant Discounts: In-store instant discounts will be offered at retailers that were not able to do the buy-down.</li> <li>3. Sales Person Incentives: These will be offered to lighting showrooms that sell ENERGY STAR Fixtures. As well, BC Hydro will offer co-op dollars to lighting showrooms that offer a consumer incentive funded exclusively by the showroom. BC Hydro is also exploring a builder incentive that can be applied at the time of purchase at showrooms.</li> </ol> <p>Both the buy-down and in-store instant discounts will be referred to as Power Smart "specials" that will be promoted through a mass advertising campaign during October-November 2007 and March-April 2008. POS material will be at the shelf level of retailers letting customers know of the "specials."</p>  |
| <b>Solid State Lighting</b>   | The Solid State Lighting portion of the program includes holiday lights only. The program targets consumers and promotes solid state ENERGY STAR-labeled holiday lights through education only.  |
| <b>Lighting Vision</b>        | Though not specifically referencing the Lighting Vision in its programs, BC  |

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|                              | Hydro's work directly ties into CEE's Lighting Vision Goal.   |
| <b>Lighting for Tomorrow</b> | BC Hydro is a Lighting for Tomorrow sponsor and promotes ENERGY STAR Fixtures in general to support the effort. |

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| <b>ORGANIZATION</b>           | <b>Bonneville Power Administration</b>   |
| <b>Type</b>                   | Federal agency   |
| <b>Service Territory</b>      | Bonneville Power Administration (BPA) supplies power to 130 retail utilities and serves 4.8 million consumers in Idaho, Oregon, Montana, Washington, and parts of Wyoming, Nevada, and California.   |
| <b>PROGRAM BACKGROUND</b>     |  |
| <b>Budget</b>                 | BPA funds CFL promotions through three different vehicles. The Northwest Energy Efficiency Alliance (NEEA) receives a \$10M grant annually to implement market transformation strategies. NEEA also manages a regional promotion called Saving with A Twist, to transform the market, in non-traditional markets for CFLs, such as grocery stores, small hardware stores, and pharmacies. In addition, BPA runs an annual promotion for CFLs in big box retailers (i.e., Home Depot, Wal-Mart, Lowe's, and Costco, to promote specialty CFLs (i.e., high heat reflector, encapsulated, dimmable, and cold cathode).  |
| <b>Goals and Objectives</b>   | BPA plans to achieve 30 aMW of energy saving, region wide, through CFL promotions and market transformation.   |
| <b>General Plans for 2008</b> | BPA ran a "Big Box" promotion of screw-based reflectors, induction lamps, and dimmable lamps in 2007 and will continue to do so in 2008. Though BPA, NEEA is continuing a manufacturer buy-down (SWAT) for rural areas for standard CFLs.  |
| <b>Contact</b>                | Mark Johnson, Residential Sector Lead<br>503-230-7669 <a href="mailto:mejohanson@bpa.gov">mejohanson@bpa.gov</a>   |
| <b>Web Site</b>               | <a href="http://www.bpa.gov">www.bpa.gov</a>   |
| <b>PROGRAM COMPONENTS</b>     |  |
| <b>CFLs</b>                   | The program includes CFLs, which are promoted mostly through per-socket incentives. BPA reimburses retail utilities \$2.50/socket and \$4/socket for hard to reach and special opportunities. The rebates are set in advance, regardless of whether the local utility pays the consumer more or less than BPA's reimbursement. The local utilities design their own programs and promotion to consumers. BPA issues RFPs and works with NEEA programs like Savings With A Twist (SWAT), which is partnered with manufacturers and retailers. BPA is planning a "Big Box" effort with high temperature reflector CFL/PAR lamps that will also be partnered with retailers and manufacturers. BPA no longer promotes CFLs through special campaigns; the products get on the shelves through mark-downs and buy-downs and sell themselves. |

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| <b>Fixtures</b>              | The program includes Fixtures, in so far as they contain sockets for general residential applications. Hardwired Fixtures are allowed in multi-family common areas at higher incentive levels. Fixtures are promoted mostly through NEEA and the Puget Sound area utilities. The program is targeted toward builders, retailers, and designers. |
| <b>Solid State Lighting</b>  | The program includes Solid State Lighting, but only in the form of exit signs.  |
| <b>Lighting Vision</b>       | BPA's activities are not explicitly tied to the Lighting Vision.  |
| <b>Lighting for Tomorrow</b> | BPA is Lighting for Tomorrow sponsor.   |

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| <b>ORGANIZATION</b>           | <b>Cape Light Compact</b>   |
| <b>Type</b>                   | Regional efficiency program administrator   |
| <b>Service Territory</b>      | Cape Light Compact serves 158,000 residential customers in Cape Cod and Martha's Vineyard, MA.  |
| <b>PROGRAM BACKGROUND</b>     |   |
| <b>Budget</b>                 | The budget is \$507,068 for field outreach, marketing, and incentives.  |
| <b>Goals and Objectives</b>   | The program goal is approximately 1,408,000 kWh savings.  |
| <b>General Plans for 2008</b> | At this time, Cape Light Compact has not yet set plans for 2008.  |
| <b>Contact</b>                | Margaret Song, Residential and Marketing Coordinator<br>508-375-6843 <a href="mailto:msong@cape.com">msong@cape.com</a>   |
| <b>Web Site</b>               | <a href="http://www.capelightcompact.org">www.capelightcompact.org</a>  |
| <b>PROGRAM COMPONENTS</b>     |   |
| <b>CFLs</b>                   | The program includes all ENERGY STAR-qualified CFLs, which are promoted through education, select new construction and residential audit programs, and school fundraisers (CLC pays 100% of the cost for the school fundraiser). The program targets consumers, retailers, and manufacturers. The Compact works with instant in-store coupons as well as negotiates cooperative promotions. |
| <b>Fixtures</b>               | The program includes ENERGY STAR-qualified Fixtures, which are promoted through education, coupons and proposed negotiated cooperative promotions. The program targets consumers, retailers, and manufacturers.   |
| <b>Solid State Lighting</b>   | The program includes LED holiday lights, nightlights, and lamps through select events, which are promoted through education and targeted toward consumers.  |
| <b>Lighting Vision</b>        | CLC is currently discussing how it will work with the Lighting Vision Goal.   |

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| <b>Lighting for Tomorrow</b> | Cape Light Compact is a Lighting for Tomorrow sponsor. It provides the promotional materials to key Board members and to people with an interest in Fixtures. We also feature winners in the ENERGY STAR Lights catalog in conjunction with other sponsors in Massachusetts. This activity primarily targets consumers. |
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| <b>ORGANIZATION</b>           | <b>Commonwealth Edison</b>  |
| <b>Type</b>                   | Utility   |
| <b>Service Territory</b>      | Commonwealth Edison serves 3 million customers in northern Illinois.  |
| <b>PROGRAM BACKGROUND</b>     |   |
| <b>Budget</b>                 | Commonwealth Edison is still in the planning phase for 2008.  |
| <b>Goals and Objectives</b>   | The overall goals of the lighting program are not yet established.  |
| <b>General Plans for 2008</b> | Because 2008 will be the first year that Commonwealth Edison offers a lighting program, it will be running mainly traditional programs.   |
| <b>Contact</b>                | George Malek, Manager<br>630-437-2477 <a href="mailto:george.malek@exeloncorp.com">george.malek@exeloncorp.com</a>  |
| <b>Web Site</b>               | <a href="http://www.exeloncorp.com">www.exeloncorp.com</a> , <a href="http://www.comedcare.com">www.comedcare.com</a>   |
| <b>PROGRAM COMPONENTS</b>     |   |
| <b>CFLs</b>                   | The 2008 program will likely offer CFL incentives targeted to consumers and retailers.  |
| <b>Fixtures</b>               | The 2008 program will not include Fixtures.   |
| <b>Solid State Lighting</b>   | It is unclear whether the 2008 Commonwealth Edison program will include SSL.  |
| <b>Lighting Vision</b>        | Commonwealth Edison is monitoring the Lighting Vision work, but it is too early in the stage of their program design to report on how it will be incorporated into their efforts. |
| <b>Lighting for Tomorrow</b>  | Commonwealth Edison is not a Lighting for Tomorrow sponsor at this time.  |

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| <b>ORGANIZATION</b>       | <b>Connecticut Light and Power</b>  |
| <b>Type</b>               | Utility   |
| <b>Service Territory</b>  | The utility serves approximately 1.1 million customers in the state of Connecticut. |
| <b>PROGRAM BACKGROUND</b> |   |

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| <b>Budget</b>                 | The budget is approximately \$5 million.  |
| <b>Goals and Objectives</b>   | Connecticut Light and Power's program goal is to achieve 359,509,077 kWh in savings and impact the sale of 1.3 million products. The savings goals are measured in kWh and kW.  |
| <b>General Plans for 2008</b> | The utility has issued a request for proposals for Negotiated Cooperative Promotions.   |
| <b>Contact</b>                | Lisa Bodin, Applied Proactive Technologies, Inc.<br>877-366-3749 <a href="mailto:lisap@appliedproactive.com">lisap@appliedproactive.com</a>   |
| <b>Web Site</b>               | <a href="http://www.cl-p.com">www.cl-p.com</a>  |
| <b>PROGRAM COMPONENTS</b>     |   |
| <b>CFLs</b>                   | The program includes CFLs, which are promoted through retail incentives, special events and mail order promotions, as well as education and POP. Connecticut Light and Power works with retailers to provide rebates that encourage customers to buy energy efficient lighting products. The promotion of ENERGY STAR lighting products is directed at residential customers and retailers.     |
| <b>Fixtures</b>               | The program includes Fixtures, which are promoted through retail incentives, special events and mail order promotions, as well as education and POP. Connecticut Light and Power works with retailers to provide rebates that encourage customers to buy energy efficient lighting products. The promotion of ENERGY STAR lighting products is directed at residential customers and retailers. |
| <b>Solid State Lighting</b>   | The program promotes select Solid State Lighting products (night lights and holiday lights) through the SmartLiving catalog and <a href="http://www.smartlivingcatalog.com">www.smartlivingcatalog.com</a> .  |
| <b>Lighting Vision</b>        | Connecticut Light and Power is not planning to modify its activities to tie into CEE's Lighting Vision Goal at this time.   |
| <b>Lighting for Tomorrow</b>  | Connecticut Light and Power is a Lighting for Tomorrow sponsor and promotes winning Fixtures through rebates and through training targeted towards showrooms.   |

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| <b>ORGANIZATION</b>         | <b>Efficiency Vermont</b>  |
| <b>Type</b>                 | Efficiency utility   |
| <b>Service Territory</b>    | Efficiency Vermont serves approximately 280,000 residential customers in the state of Vermont. |
| <b>PROGRAM BACKGROUND</b>   |  |
| <b>Budget</b>               | The program budget is approximately \$900,000 in lighting incentives.                          |
| <b>Goals and Objectives</b> | The program goal is to influence the purchase of approximately 400,000                         |

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|                               | ENERGY STAR CFL lighting products and through these activities, achieve 38,500,000 kWh savings in 2007.   |
| <b>General Plans for 2008</b> | In Vermont, there is considerable public awareness and concern about climate change, and knowledge that people's behavior can have a significant impact on the environment. Efficiency Vermont is fielding many requests from communities, groups, and individuals for help in addressing these issues. One of the most frequent requests is for assistance in facilitating a Community CFL Lighting Event. Efficiency Vermont is interested in partnering on more of these events in both 2007 and 2008. |
| <b>Contact</b>                | Michael Russom, Retail Efficient Products Manager<br>802-860-4095 ext. 1099 <a href="mailto:mrussom@veic.org">mrussom@veic.org</a>  |
| <b>Web Site</b>               | <a href="http://www.encyvermont.com">www.encyvermont.com</a>  |
| <b>PROGRAM COMPONENTS</b>     |   |
| <b>CFLs</b>                   | Efficiency Vermont's CFL promotions are accomplished through incentives (instant coupons at point of purchase, and negotiated cooperative promotions), as well as education via home shows, retail lighting events, and community lighting events. Efficiency Vermont takes a market-based approach in efficient products promotions. While the consumer is the primary target, Efficiency Vermont expends considerable resources on outreach to both retailer and manufacturer partners.                 |
| <b>Fixtures</b>               | Efficiency Vermont's approach for Fixtures is very similar to the approach for CFLs. Unfortunately, this approach has not yielded the same results as CFLs efforts have. This lack of success is impacting not only the efficient products program, but also its residential new construction and existing homes programs. One market channel where Efficiency Vermont has experienced limited success is with the lighting showrooms.  |
| <b>Solid State Lighting</b>   | The program does not include Solid State Lighting at this time. Efficiency Vermont would like to expand its services to include LED's, but needs a way to help differentiate these products from products of baseline energy efficiency.  |
| <b>Lighting Vision</b>        | Efficiency Vermont is not planning to modify its activities to tie into CEE's Lighting Vision Goal at this time.  |
| <b>Lighting for Tomorrow</b>  | Efficiency Vermont is a Lighting for Tomorrow sponsor and it promotes the winning Fixtures through joint promotions with lighting showrooms. These promotions target consumers, showrooms, and builders.  |

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| <b>ORGANIZATION</b>       | <b>Energy Trust of Oregon</b>   |
| <b>Type</b>               | Statewide efficiency program administrator                                |
| <b>Service Territory</b>  | Energy Trust serves 1.3 million customers throughout the state of Oregon. |
| <b>PROGRAM BACKGROUND</b> |   |

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| <b>Budget</b>                 | The program budget is \$1,648,499.   |
| <b>Goals and Objectives</b>   | Energy Trust savings goals are to save 27,933,582 kWh and support the sales of over 872,290 CFLs in Oregon at 361 participating lighting retail outlets in 2007. In addition, the program goals are to continue to create long-term viability for ENERGY STAR branded home products by continuing to implement on-the-ground retailer focused marketing, education, sales training and tools to fortify ENERGY STAR brand awareness among consumers and market actors. |
| <b>General Plans for 2008</b> | The plans for 2008 are under development.  |
| <b>Contact</b>                | Kendall Youngblood, Residential Sector Manger<br>503-445-7622 <a href="mailto:kendall.youngblood@energytrust.org">kendall.youngblood@energytrust.org</a>   |
| <b>Web Site</b>               | <a href="http://www.energytrust.org">www.energytrust.org</a>   |
| <b>PROGRAM COMPONENTS</b>     |  |
| <b>CFLs</b>                   | The Energy Trust's Change a Light, Change the World (CLCW) promotion provides discounted CFLs for retailers who do not typically carry CFLs or who carry only high-priced CFLs. CLCW promotes CFLs through marketing and outreach to consumers. The program works with manufacturers and retailers to secure inventory and to coordinate point-of-purchase advertisements, while also providing marketing that targets the end consumer.                               |
| <b>Fixtures</b>               | Energy Trust is not providing incentives for Fixtures in 2007 or 2008.   |
| <b>Solid State Lighting</b>   | Energy Trust is not providing incentives for Solid State Lighting in 2007 or 2008.   |
| <b>Lighting Vision</b>        | The Program will consider CEE's Lighting Vision Goals while planning 2008 lighting activities.   |
| <b>Lighting for Tomorrow</b>  | Energy Trust is not currently a Lighting for Tomorrow sponsor, but is considering sponsoring in 2008 in some way.  |

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| <b>ORGANIZATION</b>         | <b>Hydro-Québec</b>  |
| <b>Type</b>                 | Utility  |
| <b>Service Territory</b>    | Hydro-Québec serves over 3 million customers in Quebec province, Canada and is the largest energy distributor in Canada.                                       |
| <b>PROGRAM BACKGROUND</b>   |  |
| <b>Budget</b>               | The budget is \$6.5 million USD for the consumer program only.   |
| <b>Goals and Objectives</b> | Hydro-Québec had goal of saving 159 GWh 2006 and 96 GWh in 2007. In addition, the program seeks market penetration of efficient lighting in 58% of households. |

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| <b>General Plans for 2008</b> | Hydro-Québec will continue support ENERGY STAR lighting products, and will introduce a new program section on Fixtures & luminaires.  |
| <b>Contact</b>                | J.D. Gagné<br>514-879-4100 ext.2196 <a href="mailto:gagne.jean-daniel@hydro.qc.ca">gagne.jean-daniel@hydro.qc.ca</a>  |
| <b>Web Site</b>               | <a href="http://www.hydroquebec.com">www.hydroquebec.com</a>  |
| <b>PROGRAM COMPONENTS</b>     |   |
| <b>CFLs</b>                   | The program includes CFLs, which are promoted through incentives, education, and advertising. Hydro-Québec provides a \$5 mail-in rebate for every \$10 CFL purchase (twist or incandescent shape) up to a max of \$50 of purchase. Consumer education is provided through TV advertising and home shows with a kiosk and light panel. The mail-in rebates are advertised in newspapers and on the radio, while store pamphlets are used to promote CFL exchange. Hydro-Québec funds 98% of the program and works with both retailers and manufacturers, though more heavily with retailers. Hydro-Québec has advertising pieces that they offer to stores. For certain parts of the campaign, Hydro-Québec issues RFPs; they also invite partners to recommend projects. |
| <b>Fixtures</b>               | For the first time in 2007, the program includes torchieres. Due to the adoption of the ENERGY STAR Fixtures specification in Canada, the program will include other luminaires & Fixtures in 2008.   |
| <b>Solid State Lighting</b>   | The program includes Solid State Lighting in the form of LED seasonal lighting for residential use. LEDs are promoted through education and targeted at residential consumers, though without incentives.   |
| <b>Lighting Vision</b>        | Hydro-Québec is monitoring the CEE Lighting Vision work and considering how it could be referenced in their programs along with a similar Canadian effort, the Strategic Lighting Initiative Committee.   |
| <b>Lighting for Tomorrow</b>  | Hydro-Québec is a Lighting for Tomorrow sponsor and will organize a small lighting show to introduce retail lighting buyers to the winning Fixtures (as well as other ENERGY STAR Fixtures). This project is planned for 2008.  |

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| <b>ORGANIZATION</b>           | <b>Idaho Power</b>   |
| <b>Type</b>                   | Utility  |
| <b>Service Territory</b>      | Idaho Power serves approximately 397,000 customers in Idaho.   |
| <b>PROGRAM BACKGROUND</b>     |  |
| <b>Budget</b>                 | The budget for this program is approximately \$600,000.  |
| <b>Goals and Objectives</b>   | The programs two primary goals are to increase sales of CFL bulbs and to garner energy savings of over 10 million kWh. |
| <b>General Plans for 2008</b> | The utility is evaluating program options for 2008.  |

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| <b>Contact</b>               | Patti Best, Program Specialist<br>208-388-5948 <a href="mailto:pbest@idahopower.com">pbest@idahopower.com</a>  |
| <b>Web Site</b>              | <a href="http://www.idahopower.com/energycenter/energyefficiency/yourhome">www.idahopower.com/energycenter/energyefficiency/yourhome</a>   |
| <b>PROGRAM COMPONENTS</b>    |  |
| <b>CFLs</b>                  | The CFL buy-down program reduces the retail price of spiral and specialty CFLs and markets products through point of purchase materials, in-store promotions, web site promotion, customer billing and newsletters, etc. The program's target audience is residential customers. |
| <b>Fixtures</b>              | The program doesn't include Fixtures.  |
| <b>Solid State Lighting</b>  | The program will include a marketing effort for holiday lights starting in 2007.   |
| <b>Lighting Vision</b>       | Idaho Power is currently evaluating CEE's Lighting Vision Goal and determining whether they will modify their activities.  |
| <b>Lighting for Tomorrow</b> | Idaho Power is not a Lighting for Tomorrow sponsor at this time.   |

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| <b>ORGANIZATION</b>           | <b>Long Island Power Authority (LIPA)</b>  |
| <b>Type</b>                   | Utility  |
| <b>Service Territory</b>      | LIPA serves over 900,000 residential customers in Long Island and the Rockaway's with the exception of Rockville Center, Freeport and Greenport.   |
| <b>PROGRAM BACKGROUND</b>     |  |
| <b>Budget</b>                 | LIPA's total budget is approximately \$4 million (lighting & appliances).  |
| <b>Goals and Objectives</b>   | LIPA has a goal of helping consumers to purchase 680,000 CFLs, 15,000 Fixtures, and 5,000 LED holiday lights. These purchases are tied to their savings goal of 43,308 MWh and 3.351 MW. In terms of industry involvement, LIPA seeks to have at least 182 participating retailers in their programs, with 152 carrying coupons only and 30 participating in joint promotions. |
| <b>General Plans for 2008</b> | No plans are available yet.  |
| <b>Contact</b>                | Renee Crespi, Program Manager<br>(631) 755-5301 <a href="mailto:rcrespi1@service.lipower.org">rcrespi1@service.lipower.org</a>   |
| <b>Web Site</b>               | <a href="http://www.lipower.org">www.lipower.org</a>   |
| <b>PROGRAM COMPONENTS</b>     |  |
| <b>CFLs</b>                   | The program includes CFLs, which are promoted through incentives and education. LIPA provides seasonal promotions in the Spring and Fall. In 2007 the seasonal promotions were a \$1.00 off per bulb per pack. In  |

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|                              | addition LIPA offers a rebate on PNNL Reflectors at \$2.50 per bulb, per pack. LIPA also offers a \$2.00 rebate on Specialty Bulbs until 12/31/07. LIPA works with retailers, which provide the coupons to consumers and/or participate in joint promotions. The program is targeting consumers, retailers, and manufacturers. |
| <b>Fixtures</b>              | The program includes Fixtures, which are promoted through incentives and education, targeting consumers, retailers, and manufacturers.   |
| <b>Solid State Lighting</b>  | The program includes LED holiday lights only, which are promoted through incentives and education, targeting consumers, retailers, and manufacturers.  |
| <b>Lighting Vision</b>       | LIPA is not planning to modify its activities to tie into CEE's Lighting Vision Goal at this time.   |
| <b>Lighting for Tomorrow</b> | LIPA is a Lighting for Tomorrow sponsor. They feature the Lighting for Tomorrow Fixtures on LIPA's web site and target consumers through this activity.  |

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| <b>ORGANIZATION</b>           | <b>Los Angeles Department of Water and Power</b>   |
| <b>Type</b>                   | Utility  |
| <b>Service Territory</b>      | The utility serves 1.2 million customers in Los Angeles, CA.   |
| <b>PROGRAM BACKGROUND</b>     |  |
| <b>Budget</b>                 | LADWP has budgeted \$8.8 million for ENERGY STAR-qualified CFL programs (\$5.5 million toward distribution and \$3.3 million for a manufacturer buy down).   |
| <b>Goals and Objectives</b>   | The lighting program aims to influence the purchase of 3.5 million CFLs and achieve savings of 15.4 MW and 75 GWh.   |
| <b>General Plans for 2008</b> | Plans for 2008 are not available at this time.   |
| <b>Contact</b>                | Ed Petok, Senior Utility Conservation Representative<br>213-367-4939 <a href="mailto:ed.petok@ladwp.com">ed.petok@ladwp.com</a>  |
| <b>Web Site</b>               | <a href="http://www.ladwp.com">www.ladwp.com</a>   |
| <b>PROGRAM COMPONENTS</b>     |  |
| <b>CFLs</b>                   | The program promotes CFLs through giveaways, distributing two free energy-efficient CFLs to all residential customers in order to raise awareness of this cost-effective technology. LADWP will also implement a program through which the cost of CFLs is significantly discounted at the manufacturer/distributor level so that retailers are provided CFL product at a reduced cost which is then passed on to LADWP customers. |
| <b>Fixtures</b>               | The residential program doesn't include light Fixtures.  |
| <b>Solid State Lighting</b>   | The program includes LED exit signs, which are promoted through Web  |

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|                              | advertising and targeted toward consumers.  |
| <b>Lighting Vision</b>       | LADWP is not planning to modify its activities to tie into CEE's Lighting Vision Goal at this time. |
| <b>Lighting for Tomorrow</b> | LADWP is not a Lighting for Tomorrow sponsor at this time.  |

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| <b>ORGANIZATION</b>           | <b>Maine Public Utilities Commission</b>   |
| <b>Type</b>                   | State government   |
| <b>Service Territory</b>      | Efficiency Maine serves 900,000 residential customers in the state of Maine.   |
| <b>PROGRAM BACKGROUND</b>     |  |
| <b>Budget</b>                 | Approximately \$2.4 million is spent annually for the lighting program.  |
| <b>Goals and Objectives</b>   | The overall goals of the lighting program are to transform the market to one that uses efficient lighting and to introduce and educate citizens about the benefits of electrical efficiency.   |
| <b>General Plans for 2008</b> | The program for 2007 will most likely offer a slightly lower incentive budget with heavier marketing of features and benefits.   |
| <b>Contact</b>                | Richard Bacon, Program Manager<br>207-287-8349 <a href="mailto:richard.bacon@maine.gov">richard.bacon@maine.gov</a>  |
| <b>Web Site</b>               | <a href="http://www.energymaine.com">www.energymaine.com</a>   |
| <b>PROGRAM COMPONENTS</b>     |  |
| <b>CFLs</b>                   | The CFL Program enlists the participation of and works closely with manufacturers and lighting retailers to encourage production and sale of energy efficient lighting products to consumers. The program offers a \$1.50 instant rebate on ENERGY STAR-qualified CFLs. Participating retailers deduct the rebate from the customer's bill at the store, and Efficiency Maine then reimburses the retailer.  |
| <b>Fixtures</b>               | The Fixture Program enlists the participation of and works closely with manufacturers and lighting retailers to encourage them to produce and sell energy efficient lighting products to the residents of Maine. The program offers \$12 off ENERGY STAR-qualified outdoor CFL hard-wired Fixtures, indoor hard-wired Fixtures, table lamps, floor lamps, torchieres and hardwired ceiling fans with integrated light kits. Participating retailers deduct the rebate from the customer's bill at the store, and Efficiency Maine reimburses the retailer. |
| <b>Solid State Lighting</b>   | The program includes promotion of Solid State Lighting holiday lights through marketing and offers a \$1.50 incentive for these products. The incentive is targeted toward consumers.  |
| <b>Lighting Vision</b>        | While Efficiency Maine is not planning to modify its activities to tie into CEE's Lighting Vision Goal at this time, it will blend them in as appropriate.   |

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| <b>Lighting for Tomorrow</b> | Efficiency Maine is a Lighting for Tomorrow sponsor. The program promotes Lighting for Tomorrow Fixtures by offering incentives if retailers carry them. |
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| <b>ORGANIZATION</b>           | <b>MidAmerican Energy Company</b>   |
| <b>Type</b>                   | Utility   |
| <b>Service Territory</b>      | MidAmerican Energy Company, Iowa's largest energy company, provides electric service to 714,000 customers and natural gas service to 696,000 customers in Iowa, Illinois, Nebraska and South Dakota.  |
| <b>PROGRAM BACKGROUND</b>     |   |
| <b>Budget</b>                 | The budget is part of an overall budget for the residential audit and residential new construction programs.  |
| <b>Goals and Objectives</b>   | MidAmerican has the goal of helping consumers purchase approximately 200,000 CFL light bulbs per year.  |
| <b>General Plans for 2008</b> | Will participate in the ENERGY STAR's <i>Change A Light, Change the World</i> campaign again.   |
| <b>Contact</b>                | John O'Roake, Product Manager<br>515-252-6764 <a href="mailto:jtoroake@midamerican.com">jtoroake@midamerican.com</a>  |
| <b>Web Site</b>               | <a href="http://www.midamericanenergy.com/ee">www.midamericanenergy.com/ee</a>  |
| <b>PROGRAM COMPONENTS</b>     |   |
| <b>CFLs</b>                   | MidAmerican works with ENERGY STAR's <i>Change A Light, Change the World</i> campaign, including in-store instant rebates available in October and November. They work with local retail stores, and provide a \$2 per-bulb instant in-store rebate to retail electric consumers. |
| <b>Fixtures</b>               | As part of the New Homes prescriptive program, the builder must install at least five ENERGY STAR light fixtures or appliances.   |
| <b>Solid State Lighting</b>   | The program doesn't include Solid State Lighting.   |
| <b>Lighting Vision</b>        | MidAmerican is still considering program design to tie into CEE's Lighting Vision Goal.   |
| <b>Lighting for Tomorrow</b>  | MidAmerican is a Lighting for Tomorrow sponsor and plans to distribute 2007 catalogs to interested trade allies.  |

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| <b>ORGANIZATION</b> | <b>Minnesota Department of Commerce, State Energy Office</b> |
| <b>Type</b>         | State government   |

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| <b>Service Territory</b>      | The Minnesota Department of Commerce approves DSM programs for Minnesota regulated utilities.   |
| <b>PROGRAM BACKGROUND</b>     |   |
| <b>Budget</b>                 | The budget is approximately \$10,000.   |
| <b>Goals and Objectives</b>   | The goal of the program is to have 6,249 CFLs rebated in Minnesota.   |
| <b>General Plans for 2008</b> | There are no plans for 2008 at this time.   |
| <b>Contact</b>                | Bruce Nelson, Direct Projects / Special Programs<br>651-297-2313 <a href="mailto:bruce.nelson@state.mn.us">bruce.nelson@state.mn.us</a>   |
| <b>Web Site</b>               | <a href="http://www.commerce.state.mn.us">www.commerce.state.mn.us</a>  |
| <b>PROGRAM COMPONENTS</b>     |   |
| <b>CFLs</b>                   | The program includes CFLs, which are promoted through the Midwest Energy Efficiency Alliance (MEEA) Change a Light program. The MN Department of Commerce provides rebates for customers outside of the participating utilities' service territories. |
| <b>Fixtures</b>               | The program doesn't include Fixtures.   |
| <b>Solid State Lighting</b>   | The program doesn't include Solid State Lighting.   |
| <b>Lighting Vision</b>        | Minnesota Department of Commerce is not planning to modify its activities to tie into CEE's Lighting Vision Goal at this time.  |
| <b>Lighting for Tomorrow</b>  | Minnesota Department of Commerce is not a Lighting for Tomorrow sponsor at this time.   |

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| <b>ORGANIZATION</b>           | <b>National Grid (Massachusetts)</b>  |
| <b>Type</b>                   | Utility   |
| <b>Service Territory</b>      | The utility serves 1,037,000 residential customers in Massachusetts.  |
| <b>PROGRAM BACKGROUND</b>     |   |
| <b>Budget</b>                 | The program's budget is part of an overall budget for the residential prescriptive rebate program.  |
| <b>Goals and Objectives</b>   | The overall goal of the program is to achieve measurable market transformation leading to an increase in the use of ENERGY STAR CFLs and Fixtures.  |
| <b>General Plans for 2008</b> | National Grid will be continuing partnerships with lighting manufacturers and retailers through Negotiated Cooperative Promotions with a preference for markdown promotions. The program will also be soliciting lighting showrooms and distributors to further promote the sale of ENERGY STAR-qualified Fixtures. |

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| <b>Contact</b>               | Heather Vail, Lockheed Martin (Field Implementation Contractor)<br>(508) 460-3416 <a href="mailto:heather.j.vail@lmco.com">heather.j.vail@lmco.com</a>   |
| <b>Web Site</b>              | <a href="http://www.myenergystar.com">www.myenergystar.com</a> ; <a href="http://www.nationalgridus.com">www.nationalgridus.com</a>  |
| <b>PROGRAM COMPONENTS</b>    |  |
| <b>CFLs</b>                  | The program includes CFLs, which are promoted through instant coupons, education, advertising, buy-downs/markdowns with manufacturers and retailers, catalog and online marketing, special events, etc. The program targets primarily consumers. |
| <b>Fixtures</b>              | The program includes Fixtures, which are promoted through instant coupons, education, advertising, buy-downs/markdowns with manufacturers/retailers, catalog and online marketing, special events, etc. The program targets primarily consumers. |
| <b>Solid State Lighting</b>  | The program doesn't include Solid State Lighting.  |
| <b>Lighting Vision</b>       | National Grid plans to support the Lighting Vision Goal within our budget and regulatory guidelines.   |
| <b>Lighting for Tomorrow</b> | National Grid is a Lighting for Tomorrow sponsor and plans to promote available winning Fixtures with rebates through retail and showrooms.  |

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| <b>ORGANIZATION</b>           | <b>New Jersey Clean Energy Program</b>  |
| <b>Type</b>                   | Statewide program   |
| <b>Service Territory</b>      | The program serves the entire state of New Jersey.  |
| <b>PROGRAM BACKGROUND</b>     |   |
| <b>Budget</b>                 | The program budget is approximately \$6 million.  |
| <b>Goals and Objectives</b>   | The goals of the 2007 Change a Light promotion are to (1) promote the sales of ENERGY STAR-qualified lighting products in New Jersey at reduced prices, (2) educate consumers and retailers alike on the benefits and uses of efficient lighting, and (3) to leverage manufacturer and retailer resources to promote New Jersey's Clean Energy Program. |
| <b>General Plans for 2008</b> | Plans are not yet finalized for 2008.   |
| <b>Contact</b>                | Pedro Cabrera<br>973-890-9500 <a href="mailto:pedro.j.cabrera@honeywell.com">pedro.j.cabrera@honeywell.com</a>  |
| <b>Web Site</b>               | <a href="http://www.njcleanenergy.com">www.njcleanenergy.com</a>  |
| <b>PROGRAM COMPONENTS</b>     |   |
| <b>CFLs</b>                   | The 2007 program includes ENERGY STAR-qualified CFLs, which are promoted through product "markdowns" and education. The promotion is scheduled to roll out to over 800 participating retail locations statewide.  |

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| <b>Fixtures</b>              | The 2007 program includes ENERGY STAR-qualified CFLs, which are promoted through product “markdowns” and education. The promotion is scheduled to roll out to over 800 participating retail locations statewide.                                     |
| <b>Solid State Lighting</b>  | The program does not include Solid State Lighting.   |
| <b>Lighting Vision</b>       | The New Jersey Clean Energy Program will not tie its activities to the Lighting Vision at this time.   |
| <b>Lighting for Tomorrow</b> | The New Jersey Clean Energy Program is a Lighting for Tomorrow sponsor. It plans to give special consideration to manufacturer and retailer proposals that incorporate previous winners of the competition. This program targets lighting showrooms. |

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| <b>ORGANIZATION</b>           | <b>New York State Energy Research and Development Authority (NYSERDA)</b>  |
| <b>Type</b>                   | State government   |
| <b>Service Territory</b>      | National Grid, Orange & Rockland (O&R), Con Edison, Rochester Gas and Electric (RG&E), and New York State Electricity and Gas (NYSEG) service territories.   |
| <b>PROGRAM BACKGROUND</b>     |  |
| <b>Budget</b>                 | There is no separate budget for the lighting initiative, as it is funded as part of the larger “Products Program,” which is allocated at \$4.5 million annually.   |
| <b>Goals and Objectives</b>   | The goal of the program is to increase public awareness of energy efficient lighting and to educate and train retail sales staff throughout New York on ENERGY STAR and how to “up-sell” these products. Additionally, NYSERDA aims to expand the offering of ENERGY STAR products in the New York retail market through partnerships with manufacturers in order to reduce kWh and peak load in New York state and increase the market share of ENERGY STAR products. |
| <b>General Plans for 2008</b> | NYSERDA plans to keep a steady level of outreach and education in its 2008 lighting initiative. It is working to better integrate ENERGY STAR and/or energy-efficient lighting into its ENERGY STAR Homes and Home Performance with ENERGY STAR programs. NYSERDA will begin transitioning outreach and marketing efforts to reinforce the program’s vision of promoting energy-efficient lighting applications instead of energy-efficient products.                  |
| <b>Contact</b>                | Mark Michalski, Project Manager<br>518-862-1090 ext. 3237 <a href="mailto:mm2@nyserda.org">mm2@nyserda.org</a>   |
| <b>Web Site</b>               | <a href="http://www.GetEnergySmart.org">www.GetEnergySmart.org</a>   |
| <b>PROGRAM COMPONENTS</b>     |  |

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| <b>CFLs</b>                  | The program promotes CFLs through outreach and education focusing on the mid-stream market, helping retailers to create an atmosphere where consumers can clearly identify CFLs as a better alternative over incandescent lighting. NYSERDA provides retailers with training, in-store promotional materials, and publicity through multiple outreach sources.   |
| <b>Fixtures</b>              | The program promotes Fixtures through outreach and education to the upstream market. Manufacturers who participate in the program have an opportunity to be exposed to retailers, builders, contractors, electricians, and others who are looking for new ENERGY STAR and/or energy-efficient lighting Fixture applications. By increasing the supply of ENERGY STAR and/or energy-efficient lighting Fixtures, participants receive more attention in showrooms, catalogues, and retail stores. |
| <b>Solid State Lighting</b>  | The program promotes Solid State Lighting through outreach and education to the consumer market. Since SSL is a new type of product, it is important to drive consumer demand. By influencing consumers on their aesthetics, quality, energy use, etc., retailers and manufacturers are beginning to shift to the development for new applications.  |
| <b>Lighting Vision</b>       | NYSERDA is considering how it may modify its activities to tie into CEE's Lighting Vision Goal at this time.   |
| <b>Lighting for Tomorrow</b> | NYSERDA is a Lighting for Tomorrow sponsor. It will mail the 2007 Lighting for Tomorrow Yearbook to builders and retailers in an effort to increase awareness and sales of these products.   |

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| <b>ORGANIZATION</b>           | <b>Northeast Energy Efficiency Partnerships (NEEP)</b>   |
| <b>Type</b>                   | Regional efficiency initiative   |
| <b>Service Territory</b>      | NEEP operates in NH, CT, MA, RI, VT, ME and Long Island, NY, with the exception of the service territories of municipal utilities within this region.  |
| <b>PROGRAM BACKGROUND</b>     |  |
| <b>Budget</b>                 | The approximate budget for the region is \$18 million.   |
| <b>Goals and Objectives</b>   | The overall goal of the regional ENERGY STAR Products Initiative is to permanently change the regional residential marketplace for high-efficiency residential products including ENERGY STAR-qualified CFLs, light Fixtures, and ceiling fans so that product sales and consumer preferences are reflected in increased market share and updated equipment efficiency standards and building code requirements.<br><br>NEEP's 2007 goals are to: (1) increase energy savings from ENERGY STAR lighting, (2) increase consumer and retailer awareness and understanding of ENERGY STAR lighting, and (3) update existing/secure adoption of new ENERGY STAR specifications for lighting. |
| <b>General Plans for 2008</b> | Plans for 2008 have yet to be determined.  |
| <b>Contact</b>                | Melissa Lucas, Residential Programs Manager  |

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|                              | 781-860-9177, ext. 15 <a href="mailto:mlucas@neep.org">mlucas@neep.org</a>  |
| <b>Web Site</b>              | <a href="http://www.neep.org/initiatives/index.html">www.neep.org/initiatives/index.html</a><br>Regional web site for MA, RI, VT, CL&P: <a href="http://www.myenergystar.com">www.myenergystar.com</a> .  |
| <b>PROGRAM COMPONENTS</b>    |   |
| <b>CFLs</b>                  | Sponsor programs include CFLs, which are promoted through incentives, education and cooperative promotions. Sponsors work with manufacturers and retailers on Negotiated Cooperative Promotions (NCPs), typically through an RFP selection process early in the year. These promotions include markdowns and cooperative advertising targeting consumers, retailers, and manufacturers.   |
| <b>Fixtures</b>              | Sponsors work with manufacturers and retailers on Negotiated Cooperative Promotions (NCPs), typically through an RFP selection process early in the year. These promotions include markdowns and cooperative advertising. Many sponsor programs offer instant rebates for the purchase of ENERGY STAR-qualified interior and exterior Fixtures and ceiling fans with light kits. Sponsor programs also have strong upstream and downstream components, with an increasing amount of product sold through cooperative promotions with industry. Some sponsors' field implementation contractors play an active and on-going role in training sales staff at all retail lighting market channels. |
| <b>Solid State Lighting</b>  | NEEP is has begun discussing Solid State Lighting in the regional forum in 2007, this will continue in 2008; some sponsors are already promoting LED holiday lights.  |
| <b>Lighting Vision</b>       | NEEP has not modified its activities to tie into CEE's Lighting Vision Goal at this time.   |
| <b>Lighting for Tomorrow</b> | NEEP is not a Lighting for Tomorrow sponsor at this time.   |

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| <b>ORGANIZATION</b>           | <b>Northwest Energy Efficiency Alliance</b>  |
| <b>Type</b>                   | Regional efficiency program administrator  |
| <b>Service Territory</b>      | Northwest Energy Efficiency Alliance serves 11 million customers in OR, WA, ID, and MT.  |
| <b>PROGRAM BACKGROUND</b>     |  |
| <b>Budget</b>                 | The budget is approximately \$1.3 million.   |
| <b>Goals and Objectives</b>   | The program's goals are to increase CFL sales in the Northwest by 750,000 to 1 million annually from the 2003 figures, reaching a total of 9 million a year by 2010, to increase the rate consumers replace expired CFLs with new CFLs from 30% to 80% by 2010, and to increase availability, selection, and affordability of lighting products in the region. |
| <b>General Plans for 2008</b> | Because NEEA has already reached the program goals described above, 2007 may be the last year of a retail-based residential lighting program. NEEA will continue to include lighting measures as part of its new   |

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|                              | construction program (managed by Anne Brink) and is considering supporting emerging lighting technologies such as Solid State Lighting.   |
| <b>Contact</b>               | Anne Brink, Project Manager, Residential Initiatives<br>503-827-8416, ext. 255 <a href="mailto:ABrink@nwalliance.org">ABrink@nwalliance.org</a>   |
| <b>Web Site</b>              | <a href="http://www.nwalliance.org">www.nwalliance.org</a> , <a href="http://www.northwestenergystar.com/index.php?cID=164">www.northwestenergystar.com/index.php?cID=164</a>   |
| <b>PROGRAM COMPONENTS</b>    |   |
| <b>CFLs</b>                  | NEEA's 2007 program focused on promoting CFLs through a manufacturer buy-down promotion with sales support at retail. This program is known as Savings with a Twist (SWAT). While the program primarily targeted residential consumers, it also worked with retailers and manufacturers. CFLs are also eligible for NEEA's new construction program, which requires 50% compact fluorescent lighting. Their strategy is intended to build the supply infrastructure for CFL lighting in the builder market. |
| <b>Fixtures</b>              | Fixtures are included as part of the overall lighting support in the ENERGY STAR Homes program. Fixtures are promoted through sales training and merchandising support at the showroom and distributor level. This support is focused on new construction and the target audience is home builders and their lighting specifiers.   |
| <b>Solid State Lighting</b>  | The program is considering whether it will include Solid State Lighting in the future.  |
| <b>Lighting Vision</b>       | Due to the uncertainty regarding future programming for lighting, NEEA is unsure whether they will tie to the Lighting Vision.  |
| <b>Lighting for Tomorrow</b> | NEEA is a Lighting for Tomorrow sponsor.  |

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| <b>ORGANIZATION</b>         | <b>NSTAR Electric &amp; Gas Company</b>   |
| <b>Type</b>                 | Utility   |
| <b>Service Territory</b>    | NSTAR serves approximately 775,000 residential customers in the Greater Boston area, including Boston proper/ Metro West/South Shore/South Coast of Massachusetts.  |
| <b>PROGRAM BACKGROUND</b>   |   |
| <b>Budget</b>               | The budget is approximately \$3 million.  |
| <b>Goals and Objectives</b> | The ultimate goal of the program is market transformation, which NSTAR hopes to achieve by supporting the development of a wider range of quality CFLs and lighting Fixtures. The 2007 goals are to provide customers with 600,000 rebates and achieve a total annual savings of 35,911 MWh. NSTAR evaluates results through retailer participation in Negotiated Cooperative Promotions (NCPs) and coupons. Sales data is collected to show how many products were sold by each store. An annual lighting inventory measures market penetration in stores participating in |

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|  | the program.   |                         |                     |  |             |              |              |  |  |
| <b>General Plans for 2008</b>                                      | The planning for 2008 is beginning in September.   |                         |                     |  |             |              |              |  |  |
| <b>Contact</b>   | <table border="0"> <tr> <td>Program Administration:</td> <td>Program Evaluation:</td> </tr> <tr> <td>Jerry Carey, Residential Program Manager</td> <td>Gail Azulay</td> </tr> <tr> <td>781-441-8718</td> <td>781-441-8024</td> </tr> <tr> <td><a href="mailto:Gerald.Carey@nstar.com">Gerald.Carey@nstar.com</a></td> <td><a href="mailto:Gail_Azulay@nstar.com">Gail_Azulay@nstar.com</a></td> </tr> </table> | Program Administration: | Program Evaluation: | Jerry Carey, Residential Program Manager | Gail Azulay | 781-441-8718 | 781-441-8024 | <a href="mailto:Gerald.Carey@nstar.com">Gerald.Carey@nstar.com</a> | <a href="mailto:Gail_Azulay@nstar.com">Gail_Azulay@nstar.com</a> |
| Program Administration:  | Program Evaluation:  |                         |                     |  |             |              |              |  |  |
| Jerry Carey, Residential Program Manager                           | Gail Azulay  |                         |                     |  |             |              |              |  |  |
| 781-441-8718   | 781-441-8024   |                         |                     |  |             |              |              |  |  |
| <a href="mailto:Gerald.Carey@nstar.com">Gerald.Carey@nstar.com</a> | <a href="mailto:Gail_Azulay@nstar.com">Gail_Azulay@nstar.com</a>   |                         |                     |  |             |              |              |  |  |
| <b>Web Site</b>  | <a href="http://www.nstar.com">www.nstar.com</a>   |                         |                     |  |             |              |              |  |  |
| <b>PROGRAM COMPONENTS</b>  |  |                         |                     |  |             |              |              |  |  |
| <b>CFLs</b>  | The program includes CFLs, which are promoted through manufacturer and retailer partnerships, catalog and online marketing, product incentives, co-op advertising, grassroots marketing, and special events. The program targets the consumer by working with retailers, manufacturers and other supplemental channels (including catalog and web).  |                         |                     |  |             |              |              |  |  |
| <b>Fixtures</b>  | The program includes Fixtures, which are promoted through manufacturer and retailer partnerships, catalog and online marketing, product incentives, co-op advertising, grassroots marketing, and special events. The program targets the consumer by working with retailers, manufacturers and other supplemental channels (including catalog and web).  |                         |                     |  |             |              |              |  |  |
| <b>Solid State Lighting</b>  | The program doesn't offer incentives for Solid State Lighting at this time due in part to limited applications in the negotiated cooperative promotion process. However, NSTAR is promoting awareness of special applications and referring to Solid State Lighting as the next generation of lighting products. These promotions are targeted at consumers.   |                         |                     |  |             |              |              |  |  |
| <b>Lighting Vision</b>   | NSTAR's vision is to provide a framework to encourage voluntary efforts to reduce the energy use of residential lighting by promoting ENERGY STAR CFLs and light Fixtures through NCP and coupon programs.   |                         |                     |  |             |              |              |  |  |
| <b>Lighting for Tomorrow</b>                                       | NSTAR is a Lighting for Tomorrow sponsor and promotes winning Fixtures through in-store coupons.   |                         |                     |  |             |              |              |  |  |

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| <b>ORGANIZATION</b>           | <b>Public Service New Hampshire (PSNH)</b>  |
| <b>Type</b>                   | Utility   |
| <b>Service Territory</b>      | PSNH serves 450,000 residential customers in New Hampshire.   |
| <b>PROGRAM BACKGROUND</b>     |   |
| <b>Budget</b>                 | \$969,986 is budgeted for the 2007 program year.  |
| <b>Goals and Objectives</b>   | The goals for 2007 are to serve 192,529 participants, and achieve lifetime savings of 66,626,586 kWh.                               |
| <b>General Plans for 2008</b> | The filing with the NH Public Utilities Commission, which describes 2008 plans, will be available by approximately October 1, 2007. |

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| <b>Contact</b>               | Jack Schelling<br>603-634-2721 <a href="mailto:schelje@psnh.com">schelje@psnh.com</a>  |
| <b>Web Site</b>              | <a href="http://www.psnh.com">www.psnh.com</a>   |
| <b>PROGRAM COMPONENTS</b>    |  |
| <b>CFLs</b>                  | PSNH's lighting program promotes the purchase of ENERGY STAR-qualified CFLs through incentives at 92 retail locations. The incentive amount is \$1 per CFL, \$3 per 4-pack, and \$4 per 6-pack. Any educational program i.e. nhsaves Lighting Catalog, school fundraisers, or corporate energy fairs will receive \$2 per CFL. The program is targeted toward residential customers through retail displays, bill inserts, catalogs, and the PSNH Web site. Small commercial customers may also participate in the lighting catalog program. |
| <b>Fixtures</b>              | ENERGY STAR-qualified Fixtures are included in the lighting program. The Fixtures are promoted through incentives; ENERGY STAR-qualified interior Fixtures, exterior Fixtures, or torchieres all receive a \$10 instant rebate at 92 retailers and through the lighting catalog and the utility web site. In addition, the \$10 per Fixture rebate is also offered through the nhsaves Lighting Catalog, school fundraisers, and corporate energy fairs. The program is targeted to residential and small commercial accounts.               |
| <b>Solid State Lighting</b>  | To promote this new technology, the nhsaves Lighting Catalog promotes LED desk, table and book lamps and applies an instant rebate of \$10 for residential and small commercial customers. PSNH may offer an incentive at retail locations once the LEDs receive an ENERGY STAR label.   |
| <b>Lighting Vision</b>       | PSNH is not planning to tie its programs to the CEE Lighting Vision at this time.  |
| <b>Lighting for Tomorrow</b> | PSNH is not a Lighting for Tomorrow sponsor at this time.  |

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| <b>ORGANIZATION</b>           | <b>Puget Sound Energy</b>   |
| <b>Type</b>                   | Utility - gas & electric  |
| <b>Service Territory</b>      | PSE serves 1,000,000 electric customers and approximately 700,000 natural-gas customers in Washington state.  |
| <b>PROGRAM BACKGROUND</b>     |   |
| <b>Budget</b>                 | Not available   |
| <b>Goals and Objectives</b>   | The 2007 Retail Coupon Program goal is to incentivize 1,365,100 units (Fixtures and bulbs) and save approximately 47.6M kWh. The 2008-09 lighting goals will ramp up considerably, however, program numbers will be determined after review of the responses to PSE's RFP coming out in Fall 2007. In addition to meeting these goals, the program seeks to impact multifamily retrofit and new construction lighting applications. |
| <b>General Plans for 2008</b> | PSE will to continue to focus on ENERGY STAR Fixtures and will include  |

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|                              | a focus in 2008-09 on proper disposal of CFLs.   |
| <b>Contact</b>               | Todd Starnes, Manager Residential Energy Efficiency Services<br>425-456-2438 <a href="mailto:Todd.Starnes@pse.com">Todd.Starnes@pse.com</a>  |
| <b>Web Site</b>              | <a href="http://www.pse.com">www.pse.com</a>   |
| <b>PROGRAM COMPONENTS</b>    |  |
| <b>CFLs</b>                  | In 2007, the program promotes CFLs through incentives, bill inserts, news ads, and education. All Puget Sound Energy residential electric customers can get \$2 to \$6 off a variety of ENERGY STAR-qualified CFLs with coupons available at over 165 participating retailers. The lamps being promoted in the program include standard twist, specialty (vanity, globe, reflectors, and 3-way), and multi-pack CFLs.                        |
| <b>Fixtures</b>              | The program promotes Fixtures through \$10 and \$20 incentive coupons, bill inserts, news ads, education. The retail program targets residential consumers and the new construction and showroom program targets consumers, builders, and electrical contractors. Consumers can receive discounts on a variety of ENERGY STAR-qualified pin-based fluorescent indoor and outdoor Fixtures with coupons available at participating retailers. |
| <b>Solid State Lighting</b>  | The program doesn't include Solid State Lighting.  |
| <b>Lighting Vision</b>       | PSE is currently considering whether/how to modify its activities to tie into CEE's Lighting Vision Goal.  |
| <b>Lighting for Tomorrow</b> | PSE is a Lighting for Tomorrow sponsor. It plans to distribute the promotional materials to showrooms, the Seattle Lighting Design Lab, and builders in its service territory. In addition, the program will use the promotional materials to educate multifamily building owners.   |

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| <b>ORGANIZATION</b>         | <b>Sacramento Municipal Utility District (SMUD)</b>   |
| <b>Type</b>                 | Utility   |
| <b>Service Territory</b>    | Approximately 520,000 residential customers in Sacramento County, CA.   |
| <b>PROGRAM BACKGROUND</b>   |   |
| <b>Budget</b>               | 2007 program budget is \$2,291,000, including \$1,588,000 for incentives.   |
| <b>Goals and Objectives</b> | The purpose of SMUD's Residential Lighting Program is to increase the market penetration of high-efficiency light bulbs and Fixtures in Sacramento. The program encourages increased, long-term demand for and manufacture, stocking, and sales of these products. Program goals are to save 24 million kWh annually and reduce 3.8 MW of summer peak load. These goals are based on program sales of 782,000 CFLs, 5,750 CFL Fixtures, and 200 ceiling fans with CFL lighting. As of 2005, 13% of residential Fixtures had $\geq 1$ CFL, up from 0.9% in 2000, and 9% of all light bulbs in homes were CFLs, up from 1% in 2000. |

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| <b>General Plans for 2008</b> | The preliminary 2008 plan and budget call for an increase in funding and goals. Incentives will increase by \$500,000, to \$2.1M in 2008. Savings goals will be based on sales of 1.24M CFLs and 7,500 Fixtures, including ceiling fans with CFL lighting.   |
| <b>Contact</b>                | Rick Kallett, Principal Demand-Side Specialist<br>916-732-5477 <a href="mailto:rkallett@smud.org">rkallett@smud.org</a><br>Jon Elissalde, Program Manager<br>916-732-6657 <a href="mailto:jelissal@smud.org">jelissal@smud.org</a>   |
| <b>Web Site</b>               | <a href="http://www.smud.org">www.smud.org</a>   |
| <b>PROGRAM COMPONENTS</b>     |  |
| <b>CFLs</b>                   | CFLs are promoted through marketing, field services, consumer education, and primarily manufacturer buy-downs. The main component of the program is a cooperative marketing fund, a pool of matching dollars that the program makes available to qualifying manufacturer and/or retailer marketing proposals that promote ENERGY STAR-qualified lighting products. Promotions may take the form of in-store signage, point-of-purchase material, rebates, print advertising, and more. The program targets retailers and manufacturers as well as consumers. |
| <b>Fixtures</b>               | Same as CFLs. Additionally, ceiling fans with CFLs are promoted through a consumer rebate available through participating retailers.   |
| <b>Solid State Lighting</b>   | Proposals from manufacturers/retailers for promoting LED holiday lights were requested during our annual proposal solicitation.  |
| <b>Lighting Vision</b>        | SMUD's short- and long-term goals will be compared to CEE's Lighting Vision Goal; SMUD's goals and program activities will then be modified as necessary to achieve the CEE goal.  |
| <b>Lighting for Tomorrow</b>  | SMUD is a Lighting for Tomorrow sponsor. Lighting for Tomorrow Fixtures are promoted primarily through displays at community events and through cooperative in-store promotions targeting consumers.   |

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| <b>ORGANIZATION</b>         | <b>Salt River Project Power District</b>  |
| <b>Type</b>                 | Electric Utility – public power   |
| <b>Service Territory</b>    | The Salt River Project (SRP) Power District's service territory covers the Phoenix, AZ metropolitan area. It serves 825,000 electric customers.   |
| <b>PROGRAM BACKGROUND</b>   |   |
| <b>Budget</b>               | Budget information is not available.  |
| <b>Goals and Objectives</b> | The program covers ENERGY STAR's Change a Light campaign with a goal of 100,000 as well as education on purchasing CFLs, and promotes ENERGY STAR-qualified products in both screw-in and pin forms. The program's goals include: To increase awareness, knowledge, and |

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|                               | implementation of energy efficiency activities. To increase energy efficiency as a purchasing criteria. To increase purchases of ENERGY STAR-qualified products.   |
| <b>General Plans for 2008</b> | The utility is unable to share their plans at this time.   |
| <b>Contact</b>                | Jeff Cree, Program Manager<br>602-236-5960 <a href="mailto:jrcree@srpnet.com">jrcree@srpnet.com</a>  |
| <b>Web Site</b>               | <a href="http://www.srpnet.com/energy/powerwise">www.srpnet.com/energy/powerwise</a>   |
| <b>PROGRAM COMPONENTS</b>     |  |
| <b>CFLs</b>                   | The program offers training for the sales force of partner retailers. Training is also being developed for commercial contractors. The program uses the following marketing and outreach techniques: monthly bill inserts, website, direct mail, print ads and events, including those at retailer locations. The target audience includes all residential and commercial customers. |
| <b>Fixtures</b>               | The program doesn't include Fixtures.  |
| <b>Solid State Lighting</b>   | The program doesn't include Solid State Lighting.  |
| <b>Lighting Vision</b>        | It is to be determined how Salt River Project will modify its activities to tie into CEE's Lighting Vision Goal.   |
| <b>Lighting for Tomorrow</b>  | Salt River Project is not a Lighting for Tomorrow sponsor at this time.  |

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| <b>ORGANIZATION</b>           | <b>San Diego Gas &amp; Electric</b>  |
| <b>Type</b>                   | Utility  |
| <b>Service Territory</b>      | SDG&E serves approximately 3.4 million customers in San Diego County and Southern Orange County.                                     |
| <b>PROGRAM BACKGROUND</b>     |  |
| <b>Budget</b>                 | The three year program (2006 through 2008) has a budget of \$16,877,860.   |
| <b>Goals and Objectives</b>   | The goal of the program is to save 26,675 kW and 283,453,347 kWh.  |
| <b>General Plans for 2008</b> | Because this is a longer-term program, 2008 activities will be similar to 2007.  |
| <b>Contact</b>                | Mark Jensen, Program Manager<br>858-636-6811 <a href="mailto:majensen@semprautilities.com">majensen@semprautilities.com</a>          |
| <b>Web Site</b>               | <a href="http://www.sdge.com/residential/lighting.shtml">http://www.sdge.com/residential/lighting.shtml</a>                          |
| <b>PROGRAM COMPONENTS</b>     |  |
| <b>CFLs</b>                   | The program includes CFLs, which are promoted through manufacturer incentives and targeted toward consumers via the manufacturer and |

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|                              | retailers. SDG&E runs a Light Turn-In program where regular incandescent bulbs are replaced with fluorescent bulbs at no cost to the consumer. The program consists of dozens of community events held throughout SDG&E's service territory and coordinated through an extensive network of community organizations and government agencies. SDG&E provides a discount on ENERGY STAR-qualified CFLs, which is indicated to the consumer by a SDG&E sticker at the retail location. These discounted products are displayed with the special low price provided by the manufacturer, the retailer, and SDG&E.  |
| <b>Fixtures</b>              | Fixtures are included in the program, and are promoted through manufacturer incentives and targeted toward consumers via the manufacturer and retailers. SDG&E runs a Light Turn-In program where halogen torchieres are replaced with more energy-efficient models at no cost to the consumer. The program consists of dozens of community events held throughout SDG&E's service territory and coordinated through an extensive network of community organizations and government agencies. SDG&E provides discounts on ENERGY STAR-qualifying indoor and outdoor hardwired lighting Fixtures, which is indicated to the consumer by an SDG&E sticker at retail. These discounted products are displayed with the special low price provided by the manufacturer, the retailer, and SDG&E. |
| <b>Solid State Lighting</b>  | The program includes Solid State Lighting, which is promoted through manufacturer incentives and targeted toward consumers via the manufacturers and retailers.  |
| <b>Lighting Vision</b>       | SDG&E is not planning to modify its activities to tie into CEE's Lighting Vision Goal at this time.  |
| <b>Lighting for Tomorrow</b> | SDG&E is a Lighting for Tomorrow sponsor. It promotes the winning Fixtures as part of its activities to provide rebates towards all qualifying, ENERGY STAR-rated products. These rebates are targeted to residential customers within the SDG&E service territory.  |

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| <b>ORGANIZATION</b>                                      | <b>Seattle City Light</b>  |
| <b>Type</b>  | Utility  |
| <b>Service Territory</b>                                 | Seattle City Light serves close to 400,000 residential customers in the city of Seattle and surrounding suburbs.           |
| <b>PROGRAM BACKGROUND – 1. SCL “Built Smart” Program</b> |  |
| <b>Budget</b>  | \$350,000  |
| <b>Goals and Objectives</b>                              | The overall goal of the lighting program is to influence the purchase of 2,850 units and achieve 2 million kWh in savings. |
| <b>General Plans for 2008</b>                            | The plans for 2008 are the same as 2007.   |
| <b>Contact</b>   | Anne Ducey, Marketing Coordinator<br>206-684-3645 <a href="mailto:anne.ducey@seattle.gov">anne.ducey@seattle.gov</a>       |

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| <b>Web Site</b>  | <a href="http://www.seattle.gov/light/">www.seattle.gov/light/</a>   |
| <b>PROGRAM COMPONENTS</b>  |  |
| <b>CFLs</b>  | CFLs are not included in this program.   |
| <b>Fixtures</b>  | This program offers Fixture rebates to developers, builders, and architects of new multifamily buildings (5 or more units).  |
| <b>Solid State Lighting</b>  | Solid State Lighting is not included in this program.  |
| <b>PROGRAM BACKGROUND – 2. TWIST &amp; SAVE - CF Bulb Retail Mark-Down Program</b> |  |
| <b>Budget</b>  | \$1.5 million  |
| <b>Goals and Objectives</b>  | 2007-2008 sales goals are 1,000,000 ENERGY STAR CFLs.  |
| <b>General Plans for 2008</b>  | The program will continue through 2008.  |
| <b>Contact</b>   | Anne Ducey, Marketing Coordinator<br>206-684-3645 <a href="mailto:anne.ducey@seattle.gov">anne.ducey@seattle.gov</a>   |
| <b>Web Site</b>  | <a href="http://www.seattle.gov/light/">www.seattle.gov/light/</a>   |
| <b>PROGRAM COMPONENTS</b>  |  |
| <b>CFLs</b>  | The program offers Instant in-store mark-downs of ENERGY STAR CFLs at participating drug, hardware, big box, department and grocery stores. With the mark-down, consumers will pay less than \$1 for majority of CFLs. |
| <b>Fixtures</b>  | The program may include Fixtures in 2009.  |
| <b>Solid State Lighting</b>  | Solid State Lighting is not included in this program.  |
| <b>PROGRAM BACKGROUND – 3. Multifamily Common Area Lighting Program</b>            |  |
| <b>Budget</b>  | \$132,000  |
| <b>Goals and Objectives</b>  | This program aims to rebate 1,350 units and achieve 750,000 kWh in savings.  |
| <b>General Plans for 2008</b>  | The 2008 program plan is the same as 2007.   |
| <b>Contact</b>   | Eugenia Morita, Energy Planning Supervisor<br>206-684-4280 <a href="mailto:eugenia.morita@seattle.gov">eugenia.morita@seattle.gov</a>  |
| <b>Web Site</b>  | <a href="http://www.seattle.gov/light/">www.seattle.gov/light/</a>   |
| <b>PROGRAM COMPONENTS</b>  |  |
| <b>CFLs</b>  | CFLs are not included in this program.   |
| <b>Fixtures</b>  | The program offers Fixture rebates for multifamily building owners to upgrade their common area lighting to energy-efficient models. The program is targeted toward owners of multifamily buildings (5 or more         |

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|                              | units).  |
| <b>Solid State Lighting</b>  | The program includes a set rebate for replacing incandescent or fluorescent exit signs with LED exit signs. LEDs are promoted through incentives (\$30.00/LED exit sign) that are targeted toward owners of multifamily buildings.   |
| <b>Lighting Vision</b>       | SCL is not planning to modify its activities to tie into CEE's Lighting Vision Goal at this time.  |
| <b>Lighting for Tomorrow</b> | SCL is a Lighting for Tomorrow sponsor. It promotes the winning Fixtures by sending out the promotional materials to architects, business owners, showrooms, lighting wholesalers, builders, developers, and facility managers. They also link to the Lighting for Tomorrow pages from their Web site. |

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| <b>ORGANIZATION</b>           | <b>Southern California Edison</b>   |
| <b>Type</b>                   | Utility   |
| <b>Service Territory</b>      | The utility serves 4.5 million customers in southern California.  |
| <b>PROGRAM BACKGROUND</b>     |   |
| <b>Budget</b>                 | The budget is \$12 million.   |
| <b>Goals and Objectives</b>   | The utility has a goal of 230 MWh energy savings and 26 MW demand reduction.  |
| <b>General Plans for 2008</b> | The 2007 program will most likely be identical to 2006. SCE hopes to roll out the 2007 program sometime in 2006.  |
| <b>Contact</b>                | Richard Greenburg, Program Manager<br>626-633-3063 <a href="mailto:richard.greenburg@sce.com">richard.greenburg@sce.com</a>   |
| <b>Web Site</b>               | <a href="http://www.sce.com">www.sce.com</a>  |
| <b>PROGRAM COMPONENTS</b>     |   |
| <b>CFLs</b>                   | SCE works with manufacturers and retailers to make possible special discount prices on specific ENERGY STAR-qualified lighting products, including CFLs. Participating manufacturers and retailers must fill out applications and program participation agreement forms. The mass retail incentive discounts for CFLs are promoted through SCE bill inserts, as well as web/catalog/phone sales, in-store displays, and newspaper/radio/circulars by retailers. Both residential and small commercial customers are the target of these activities. |
| <b>Fixtures</b>               | SCE's program partners with manufacturers and retailers to deliver special discount prices on the specific ENERGY STAR-qualified lighting fixtures. The program includes fixtures, which SCE promotes through bill inserts. Manufacturers and/or retailers also do in-store promotions and sometimes radio, TV, news ads, flyers, direct mail, circulars, demos, etc. Specific fixtures, torchieres, table lamps, desk lamps and floor lamps are also made available through a sub program called Operation Light Exchange,                         |

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|                              | where incandescent fixtures can be exchanged for fluorescent fixtures. These programs target residential and small commercial audiences.   |
| <b>Solid State Lighting</b>  | SCE works with manufacturers and retailers to make possible special discount prices on specific ENERGY STAR-qualified lighting products, where the manufacturers and retailers deliver the discount. The sub program called Operation Light Exchange includes solid state lighting, night lights and holiday lights, where incandescent lights can be exchanged for LEDs. Residential and small commercial end-use customers are the final target. |
| <b>Lighting Vision</b>       | SCE is considering the implications of California legislation on their activities and how it will all tie into CEE's Lighting Vision Goal.   |
| <b>Lighting for Tomorrow</b> | SCE is a Lighting for Tomorrow Sponsor and is currently working to develop an incentive program for showrooms. SCE will provide tiered incentives: the largest rebates will be provided for the winning fixtures and lower rebates for the honorable mentions. Incentives will also be provided for buying an entire fixture family. The main target audience is retailers/showrooms and then consumers.   |

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| <b>ORGANIZATION</b>           | <b>Tacoma Power</b>  |
| <b>Type</b>                   | Utility  |
| <b>Service Territory</b>      | The utility serves 150,000 residential customers in the City of Tacoma and Pierce Co, WA.  |
| <b>PROGRAM BACKGROUND</b>     |  |
| <b>Budget</b>                 | The budget is \$300,000.   |
| <b>Goals and Objectives</b>   | The overall goal for all lighting programs is to increase knowledge of and installation of high quality energy-efficient lighting products in Tacoma Power's service territory. The goal for the CFL program is to provide incentives for 40,000 CFLs. The goal for the fixture program to provide incentives for 2,000 fixtures. The goal for lobby sales effort is to promote specialty CFL products that are not currently available at retail. |
| <b>General Plans for 2008</b> | Plans for 2008 are unknown, as the budget has not been approved yet.   |
| <b>Contact</b>                | Hollis Tamura<br>253-502-8643 <a href="mailto:htamura@cityoftacoma.org">htamura@cityoftacoma.org</a>   |
| <b>Web Site</b>               | <a href="http://www.tacomapower.com">www.tacomapower.com</a>   |
| <b>PROGRAM COMPONENTS</b>     |  |
| <b>CFLs</b>                   | The program includes CFLs, which are promoted through lobby giveaways, lobby sales, workshops, education (groups and one-on-one), National Night Out, and the regional Change a Light program. The program is targeted to customers, with an emphasis on low income and ethnic families.   |

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| <b>Fixtures</b>              | The program includes fixtures, both hard wired and portable. Portable fixtures are promoted through lobby sales. Hard wired fixtures are promoted through incentives to retrofit and new construction markets, the Advanced Lighting Package for new construction, and educational programs for groups and low income users. The program is targeted to customers, showrooms, contractors, and do-it-yourself shoppers. |
| <b>Solid State Lighting</b>  | LEDs are promoted through educational programs only; these are targeted toward customers and the general public.  |
| <b>Lighting Vision</b>       | Tacoma Power's program is not tied into CEE's Lighting Vision goals at this time.   |
| <b>Lighting for Tomorrow</b> | Tacoma Power is a Lighting for Tomorrow sponsor and has successfully used the Yearbook as an outreach tool along with incentives. They have used the Yearbook to get the attention of and educate architects, builders, and interior designers in both single and multi-family construction.  |

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| <b>ORGANIZATION</b>           | <b>The United Illuminating Company</b>   |
| <b>Type</b>                   | Utility  |
| <b>Service Territory</b>      | The utility serves 300,000 customers in southern Connecticut.  |
| <b>PROGRAM BACKGROUND</b>     |  |
| <b>Budget</b>                 | The program budget is approximately \$1.2 million.   |
| <b>Goals and Objectives</b>   | The overall goal of United Illuminating's lighting program in 2007 is to save 9,658,490 kWh. UI plans to achieve this through running Negotiated Cooperative Promotions (NCPs) covering 305,000 CFLs, while also offering coupons for 25,000 additional CFLs and 3,000 Fixtures.   |
| <b>General Plans for 2008</b> | UI plans to offer NCPs for the mark-down of CFLs and Fixtures in 2008.   |
| <b>Contact</b>                | Sean Keeney, Marketing Program Administrator<br>203-499-3868 <a href="mailto:sean.keeney@uinet.com">sean.keeney@uinet.com</a>  |
| <b>Web Site</b>               | <a href="http://www.uinet.com">www.uinet.com</a>   |
| <b>PROGRAM COMPONENTS</b>     |  |
| <b>CFLs</b>                   | The program includes CFLs, which are promoted through sales data-based markdown incentives and instant coupons. United Illuminating works with retailers to target consumers, The utility has partnered with A&P, Big Lots, Big Y, BJ's Wholesale club, Costco, CVS, Home Depot, Shaw's, and Wal-Mart to provide ENERGY STAR CFLs at the promotional prices for consumers, where no coupons or rebates are required. Consumers can also use coupons and receive \$2 off an ENERGY STAR-qualified light bulb packs priced at \$3 at other participating area retailers. |
| <b>Fixtures</b>               | ENERGY STAR Fixtures are promoted through coupons, which consumers can use toward their purchase at participating area retailers.  |

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|                              | The coupons provide \$10 off ENERGY STAR-qualified interior light Fixtures including torchieres, lamps, ventilation fans with light kits, or ceiling fans with light kits.  |
| <b>Solid State Lighting</b>  | The program doesn't include Solid State Lighting.   |
| <b>Lighting Vision</b>       | UI is not planning to modify its activities to tie into CEE's Lighting Vision Goal at this time.  |
| <b>Lighting for Tomorrow</b> | UI is a Lighting for Tomorrow sponsor. It currently offers a few of the winning Fixtures in its Smart Living Catalog and target consumers through this activity. UI is planning on extending this activity to offer fact sheets and other LFT promotional materials to ENERGY STAR builders in its territory. |

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| <b>ORGANIZATION</b>           | <b>Unitil: Fitchburg Gas &amp; Electric</b>  |
| <b>Type</b>                   | Utility  |
| <b>Service Territory</b>      | Unitil serves 27,500 customers in the towns of Fitchburg, Townsend, Lunenburg and Ashby in Massachusetts.  |
| <b>PROGRAM BACKGROUND</b>     |  |
| <b>Budget</b>                 | The budget is approximately \$50,000.  |
| <b>Goals and Objectives</b>   | Unitil has a savings goal of 124 lifetime kW.  |
| <b>General Plans for 2008</b> | There are no plans for 2008 at this time.  |
| <b>Contact</b>                | Scott O'Loughlin<br>603-773-6454 <a href="mailto:oloughlin@unitil.com">oloughlin@unitil.com</a>  |
| <b>Web Site</b>               | <a href="http://www.unitil.com">www.unitil.com</a>   |
| <b>PROGRAM COMPONENTS</b>     |  |
| <b>CFLs</b>                   | The program includes CFLs, which are promoted through an online lighting catalog and Negotiated Cooperative Promotions (NCPs). Unitil has developed partnerships with retailers, where the retailer provides the discount to the customers and is then reimbursed by the utility.  |
| <b>Fixtures</b>               | The program promotes Fixtures through an online lighting catalog and Negotiated Cooperative Promotions (NCPs). Unitil works with retailers, so that the retailer provides the discount to the customers and is then reimbursed by the utility. However, the following ENERGY STAR Fixtures: high pressure sodium, LEDs, fluorescent tubes, halogen or incandescent Fixtures with motion sensors, portable work lights, under-cabinet lights, and ceiling fans without pin-based light kits, are not eligible for the rebate. |
| <b>Solid State Lighting</b>   | The program doesn't include Solid State Lighting.  |
| <b>Lighting Vision</b>        | Unitil is not planning to modify its activities to tie into CEE's Lighting Vision Goal at this time.   |

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| <b>Lighting for Tomorrow</b> | Unitil is a Lighting for Tomorrow sponsor. It targets consumers in its promotional activities. |
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| <b>ORGANIZATION</b>           | <b>Western Massachusetts Electric Company</b>  |
| <b>Type</b>                   | Utility  |
| <b>Service Territory</b>      | WMECo serves approximately 182,000 residential customers in 59 communities in western Massachusetts.   |
| <b>PROGRAM BACKGROUND</b>     |  |
| <b>Budget</b>                 | The program budget varies from year to year.   |
| <b>Goals and Objectives</b>   | The program goals for 2007 are to save 5,814 mWh annually and 38,114 mWh over the lifetime of the products, which is roughly equivalent to incentivizing 175,000 bulbs per year. WMECo is also striving to increase sales of Fixtures through our internet/catalog channel.  |
| <b>General Plans for 2008</b> | At this time, WMECo plans to continue our program as it is currently administered, with no major changes.  |
| <b>Contact</b>                | Tony Fornuto, Program Administrator<br>413-787-9329 <a href="mailto:fornuaj@nu.com">fornuaj@nu.com</a>   |
| <b>Web Site</b>               | <a href="http://www.wmeco.com">www.wmeco.com</a>   |
| <b>PROGRAM COMPONENTS</b>     |  |
| <b>CFLs</b>                   | The program includes CFLs, which are promoted through rebates, coupons, and catalog/internet sales. The utility negotiates upstream rebates with manufacturer and retailer partnerships, with discounts passed on to the consumer. WMECo solicit bids for this program annually. The program offers in-store coupons for the consumer to purchase CFLs at a discounted price where no upstream rebate exists, as well as a catalog/internet sales channel for the consumer.        |
| <b>Fixtures</b>               | The program includes Fixtures, which are promoted through rebates, coupons and catalog/internet sales. The utility negotiates upstream rebates with manufacturer and retailer partnerships, with discounts passed on to the consumer. WMECo solicit bids for this program annually. The program offers in-store coupons for the consumer to purchase Fixtures at a discounted price where no upstream rebate exists, as well as a catalog/internet sales channel for the consumer. |
| <b>Solid State Lighting</b>   | At this time, WMECo does not offer a program for Solid State Lighting.   |
| <b>Lighting Vision</b>        | There is no plan at this time to modify the WMECo program around CEE's Lighting Vision.  |
| <b>Lighting for Tomorrow</b>  | WMECo is sponsor of the Lighting for Tomorrow program. Its current internet/catalog fulfillment contractor is instructed to work out distribution agreements with finalists and winners and to make the products available   |

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|  | to the general public. WMECo also invites finalists and winners to participate in Negotiated Cooperative Promotions to aid in developing a local distribution channel. |
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| <b>ORGANIZATION</b>           | <b>Wisconsin Focus on Energy Program</b>  |  |
| <b>Type</b>                   | Statewide efficiency program administrator  |  |
| <b>Service Territory</b>      | The Wisconsin Focus on Energy program serves the entire state of Wisconsin, which is approximately 2.08 million households.   |  |
| <b>PROGRAM BACKGROUND</b>     |   |  |
| <b>Budget</b>                 | The budget is approximately \$4 million.  |  |
| <b>Goals and Objectives</b>   | Focus on Energy has a participation goal of involving over 300 retailers in the program while influencing the purchase of over 1,000,000 CFLs and 30,000 Fixtures.  |  |
| <b>General Plans for 2008</b> | Focus on Energy expects to expand CFL programs, including buy-downs, and to offer programs with new retailer types such as drug and grocery stores. Broader Fixture programs are also planned, as are larger marketing efforts such as television public service announcements, statewide newspaper ads, etc.   |  |
| <b>Contact</b>                | Sara Van de Grift<br>608-249-9322 ext 160<br><a href="mailto:SaraV@weccusa.org">SaraV@weccusa.org</a>   | Karl Hilker<br>608-249-9322 ext. 273<br><a href="mailto:Karlh@weccusa.org">Karlh@weccusa.org</a> |
| <b>Web Site</b>               | <a href="http://www.focusonenergy.com">www.focusonenergy.com</a>  |  |
| <b>PROGRAM COMPONENTS</b>     |   |  |
| <b>CFLs</b>                   | The program includes CFLs, which are promoted through mail-in and instant incentives, and are marketed through radio, newspaper, PR events and media releases, and at retail with POP displays. The program targets consumers, manufacturers and retailers. Incentives are offered in partnership with manufacturers and retailers. Focus on Energy will leverage over \$500,000 in matching incentives from manufacturers in FY07. |  |
| <b>Fixtures</b>               | The program includes Fixtures, which are promoted through incentives, consumer education, in-store POP, and sales person SPIFFs. The program targets consumers and retail sales people through the SPIFF.   |  |
| <b>Solid State Lighting</b>   | The program includes LED holiday lights, which are promoted through consumer incentives and in-store displays. The program is targeted toward consumers.  |  |
| <b>Lighting Vision</b>        | Focus on Energy is not planning to modify its activities to tie into CEE's Lighting Vision Goal at this time. The Focus on Energy lighting goals and activities are already in alignment with CEE goals.  |  |

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| <b>Lighting for Tomorrow</b> | Focus on Energy is a Lighting for Tomorrow sponsor. They will promote winning fixtures along with all ENERGY STAR-qualified fixtures. Promotional activities will consist of retailer trainings, as well as instant and mail-in cash back rewards. |
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| <b>ORGANIZATION</b>           | <b>Xcel Energy</b>   |
| <b>Type</b>                   | Utility  |
| <b>Service Territory</b>      | Xcel Energy serves approximately 2,300,000 customers in MN and CO.   |
| <b>PROGRAM BACKGROUND</b>     |  |
| <b>Budget</b>                 | The budget is approximately \$400,000 in MN and \$500,000 in CO.   |
| <b>Goals and Objectives</b>   | The utility has savings goals of approximately 8.5 GWh saved in MN and 19 GWh saved in CO.   |
| <b>General Plans for 2008</b> | Plans for 2008 are to continue with Internet sales and retail store buy-downs.   |
| <b>Contact</b>                | Kim Sherman<br>612-337-2360 <a href="mailto:kim.sherman@xcelenergy.com">kim.sherman@xcelenergy.com</a>   |
| <b>Web Site</b>               | <a href="http://www.xcelenergy.com">www.xcelenergy.com</a>   |
| <b>PROGRAM COMPONENTS</b>     |  |
| <b>CFLs</b>                   | The program offers discounted CFLs for sale through a third-party vendor and Service Lighting. The discounted CFLs are promoted through bill inserts and the Xcel website. The utility also offers retail buy-downs through hardware stores and big box retailers. The program is targeted toward consumers. |
| <b>Fixtures</b>               | The utility promotes Fixtures in new construction, through its builder program. Xcel Energy offers incentives to builders for the installation of efficient fixtures through this program.   |
| <b>Solid State Lighting</b>   | The program doesn't include Solid State Lighting.  |
| <b>Lighting Vision</b>        | Xcel is unsure whether it will modify its activities to tie into CEE's Lighting Vision Goal.   |
| <b>Lighting for Tomorrow</b>  | While Xcel is a Lighting for Tomorrow sponsor, they are not actively promoting winners at this time.   |