



MEMORANDUM

TO: State Energy Office Program Directors (Northeast and Mid-Atlantic)

FROM: Jim O'Reilly, Director of Public Policy
Ed Schmidt, Director of Regional Initiatives

CC: Sue Coakley, Executive Director

DATE: 7/29/09

RE: Recommendations for Developing ENERGY STAR Appliance Rebate Programs in Response to US DOE's ARRA Funding Opportunity Announcement (FOA)

Introduction

On July 14, 2009, the U.S. Department of Energy (DOE) announced the availability of nearly \$300 million in funding from the American Recovery and Reinvestment Act (ARRA) to encourage purchases of new ENERGY STAR® qualified home appliances. Under the State Energy Efficient Appliance Rebate Program (SEEARP) (*Funding Opportunity No: DE-FOA-0000119*) state energy offices are eligible to receive formula-based funding to establish or supplement established ENERGY STAR appliance rebate programs. Federal funds awarded through this program may be used to pay up to 50 percent of the administrative costs to carry out the rebate program.

DOE's stated objectives of the Appliance Rebate Program are to:

- Save energy by encouraging appliance replacement through consumer rebates.
- Make rebates available to consumers.
- Enhance existing rebate programs by leveraging ENERGY STAR national partner relationships and local program infrastructure.
- Keep administrative costs low while adhering to monitoring and evaluation requirements.
- Promote state and national tracking and accountability.
- Use existing ENERGY STAR consumer education and outreach materials.

[See Funding Opportunity Announcement](#)

http://www.drintl.com/html/email/DOE_FOA_for_State_EE_Appliance_Rebate_Program_2009_07_14.pdf

Having extensive experience facilitating partnerships between and among the many ratepayer-funded energy efficiency program administrators in the region, and having collaborated on various efforts with state energy offices, NEEP offers this memo as a means of providing general strategic guidance for how states may respond to this funding opportunity in a way that builds off of the region's many successful appliance rebate programs in such a way that:

- Existing programs are leveraged, and not simply replaced or duplicated.
- Energy savings are greatly increased.
- The states' efforts don't end when the DOE funding runs out, but are sustainably enhanced to provide for long-term energy savings opportunities.
- Avoids the potential for oversubscription of ARRA-funded Energy Star rebates.



General Guidance Recommendations

DOE Guidance: While DOE guidance focuses most specifically on ENERGY STAR appliances as the cornerstone of this opportunity, it makes clear that states should take into account a number of other factors when designing their rebate programs, including existing rebates offered through ratepayer-funded energy efficiency programs. The guidance also makes clear that states are free to “set higher rebate levels for models with higher efficiency levels or [to] direct their funds only to higher efficiency models.” It further advises that “tiering” of rebates for higher efficiency models of appliances is acceptable so long as it such action “consider[s] the impact on energy savings as well as the resulting administrative costs.”

Further, DOE recommends that in designing their appliance rebate programs states select from among the following residential ENERGY STAR qualified appliance categories:

- Boilers
- Central air conditioners
- Clothes washers
- Dishwashers
- Freezers
- Furnaces (oil and gas)
- Heat pumps (air source and geothermal)
- Refrigerators
- Room air conditioners
- Water heater

DOE also indicates that this program “seeks to target residential appliances, rather than consumer electronics or elements of the building envelope.”

NEEP Recommendations: In keeping with the general principles of SEEARP - minimize administrative costs, use rebates to maximize energy savings and consumer purchases, and effectively track program results - NEEP recommends that the Northeast and Mid-Atlantic states:

1. Work with the successful program efforts already underway in their states or in the surrounding region;
2. Use “upstream” market efforts, such as co-promotions that leverage the efforts of retailers, manufacturers, distributors and other market actors to promote high efficiency products through limited-time offers (to avoid over-subscription);
3. Use the SEEARP funds to draw new high efficiency products into the marketplace - particularly those that offer significant energy savings over other ENERGY STAR products. This can be achieved by offering tiered rebates that encourage purchase of super high efficiency ENERGY STAR products (i.e. higher rebates for products with larger energy savings that meet the higher efficiency tiers established by organizations such as the Consortium for Energy Efficiency (CEE) to TopTen USA (in development). If consumer confusion is a concern, this could simply be promoted as an ‘ENERGY STAR Plus xx %’ higher efficiency option.);
4. Coordinate rebate promotions regionally to leverage resources and increase market impacts (Note: retailers, manufacturers and distributors respond more favorably to aggregated program efforts);
5. Use existing protocols and data assumptions to estimate, track, verify and report energy savings.



NEEP strongly urges that in designing their rebate programs, states analyze program offerings on a product-by-product basis, taking into account factors such as the existing ENERGY STAR efficiency level and current market penetrations so that the proposed programs account for issues such as free ridership. Indeed, the proposals under SEEARP should use a screening process not unlike those the states currently employ in designing energy efficiency programs, which will help to ensure cost-effectiveness and prioritization of program dollars relative to net savings and market impact. More specific guidance by product area is offered below.

Recommendations by Product Area

With regard to specific products categories that may be included under proposals for SEEARP funding, NEEP offers the following recommendations on program elements and strategic direction:

A. HVAC Systems:

1. A comprehensive approach will provide for fund leveraging and greater savings by including **all HVAC related equipment**, such as furnaces and boilers, central air conditioning and water heaters.
2. Given our region's dependence on **oil heat**, in building HVAC programs off of the existing ratepayer-funded programs, also offering rebates for **all fuel types, including propane and home heating oil**. ARRA is fuel blind and not funded by electric or gas customer surcharges, unlike existing programs, and thus offers an opportunity to address other fuel types without starting from scratch.
3. Offer **two-tiered rebates** to promote higher efficiency products, using the CEE Tier 2 as the higher efficiency level to achieve. Because **the right level of efficiency** is only part of the solution, programs also need to tie rebates to **ENERGY STAR quality installation including right-sizing**. This is especially true for central air-conditioning equipment.
4. **HVAC presents an excellent opportunity to work upstream in the marketplace and offer co-promotions with manufacturers and distributors**. NEEP has already engaged with several Sponsors, states and industry players in this regard and can provide more specific direction where needed as well as access to the existing co-promotion models and agreements already in place.
5. HVAC programs should **link to whole-home energy performance programs** (such as Home Performance with ENERGY STAR) by encouraging customer participation in such efforts through strategies such as a special rebate package through participating qualified home performance contractors and/or program vendors.
6. Particularly in the current economic climate, the HVAC programs should be paired with **financing options** that provide customers a means of offsetting incremental equipment costs.

B. Major Appliances (i.e., refrigerators, freezers, dishwashers, clothes washers, humidifiers, room air conditioners)

1. Because the Northeast already boasts a high market penetration of many ENERGY STAR appliances in this category, the focus should be on building upon those existing programs to **promote even higher efficiency products**. A **tiered approach** should consider the CEE product specifications or qualified products included in TopTen USA, a new effort being launched this year to help consumers find the most energy efficient products in the marketplace in a broad range of categories. (See: www.toptenusa.org).
2. As with HVAC, **upstream co-promotions with manufacturers and retailers help to not only leverage program resources, but can help achieve even broader and deeper energy savings,**



especially for those product categories for which the region already has high market penetration of ENERGY STAR products. NEEP has a long history of facilitating coordination and joint, regional solicitations in this market leading to numerous existing relationships and contracts that are currently utilized by several NEEP Sponsors and that are available for consideration by others.

3. Aggressively support **appliance recycling programs** to take working, old inefficient appliances out of circulation. Note particularly in this area, however, that NEEP strongly urges that program guidelines prohibit the use of SEEARP funds for removal of non-working appliances. Here again, NEEP has facilitated a sub-regional process leading to a contract with JACO, a leading national appliance recycler, executed by several NEEP Sponsors and available as an option for others.

NEEP's Role in Supporting States

Consistent with our history of supporting the efforts of state energy offices in the Northeast and Mid-Atlantic regions, NEEP is prepared to assist energy offices in preparing their applications to the Department of Energy in response to the State Energy Efficient Appliance Rebate Program (SEEARP) funding opportunity.

Reference Information: Attached to this memo are several appendices to provide additional context and documentation to support sharing of information and best practices among states. These include:

- ✓ Northeast/Mid-Atlantic state-specific program allocation amounts for SEEARP (Attachment A)
- ✓ A list of the Northeast State Energy Office contacts (Attachment B)
- ✓ A list of the Northeast efficiency program contracts (Attachment C)
- ✓ A summary of NEEP-facilitated, coordinated upstream processes for efficiency programs (Attachment D)
- ✓ Current national and Northeast/Mid-Atlantic state-specific (where available) market share data of various ENERGY STAR qualified products (Attachment E and in the FOA)
- ✓ Summaries of current lighting and appliance rebate/promotional programs and appliance recycling programs in the Northeast states (Attachment F and included as a separate file)

We also plan to post this and other pertinent and helpful information to the NEEP website, http://www.neep.org/policy_and_outreach/stimulus.html, to provide ready access for states.

The Initial Application Package, including Standard Form 424, must be submitted via the DOE's ARRA e-mail address (recovery@id.doe.gov) no later than **August 15, 2009**. The comprehensive SEEARP application is due no later than **October 15, 2009**.

Based upon our role in facilitating partnerships among the region's energy efficiency program administrators, NEEP is also prepared to facilitate a regional discussion of state energy offices regarding SEEARP applications. Beyond the applications process, we offer state energy offices the opportunity to sponsor NEEP's 2010 Retail Products regional initiative and participate in working group activities as a way of staying informed of program developments nationally and regionally, and addressing topics of common interest and concern.

Through the Regional Evaluation, Measurement and Verification (EM&V) Forum, facilitated and managed by NEEP, we may be able to offer guidance to help states **estimate, track, verify and report savings and market impacts** of the SEEARP-funded programs including recommended protocols and input assumptions - some of which are the subject of current regional studies. These protocols and assumptions, of course, would need to be consistent with US DOE's EM&V requirements (if any). In addition, subject to approval by the EM&V Forum Steering Committee, the Forum could undertake a



jointly funded multi-state evaluation of the SEEARP - which may be particularly useful if the state SEEARP programs are regionally coordinated.

Lastly, we would invite you to indicate your interest and availability to participate in a **regional teleconference** to discuss state plans and preparations, at a date and time to be scheduled as soon as possible to allow adequate time for development of the initial SEEARP application.

Should you be interested in any of these supporting services that NEEP can provide I urge to you please contact me at your earliest convenience. The ARRA funding of the State Energy Efficient Appliance Rebate Program presents an unprecedented opportunity for states in our region to further leverage your highly successful program efforts to provide for long term energy savings opportunities for your residents. NEEP stands ready to assist you in this effort in whatever way we can.

**Attachment A- State Allocation Amounts**

State/Territory	State Population	% of US Population	Program Allocation
Connecticut	3,501,252	1.1	\$ 3,359,341
Delaware	873,092	0.3	\$ 837,704
District of Columbia	591,833	0.2	\$ 567,845
Maine	1,316,456	0.4	\$ 1,263,098
Maryland	5,633,597	1.8	\$ 5,405,259
Massachusetts	6,497,967	2.1	\$ 6,234,595
New Hampshire	1,315,809	0.4	\$ 1,262,477
New Jersey	8,682,661	2.8	\$ 8,330,740
New York	19,490,297	6.3	\$ 18,700,327
Pennsylvania	12,448,279	4.0	\$ 11,943,732
Rhode Island	1,050,788	0.3	\$ 1,008,198
Vermont	621,270	0.2	\$ 596,089
Northeast/Mid-Atlantic Total	62,023,301	20	\$ 59,509,405
US Total	308,437,812	100	\$ 296,000,000



Attachment B - State Energy Office Contacts

	<u>Name</u>	<u>Department</u>	<u>Title</u>	<u>Email</u>
NH	Amy Ignatius	NH Office of Energy and Planning	Director	amy.ignatius@nh.gov
	Laura Richardson		ARRA Coordinator for SEP	Laura.Richardson@nh.gov
MA	Philip Giudice	Massachusetts Department of Energy Resources	Commissioner	Phil.Giudice@state.ma.us
	Mike Sherman		Energy Efficiency Group Manager	mike.sherman@state.ma.us
RI	Andy Dzykewicz	Rhode Island Office of Energy Resources	Commissioner	adzykewicz@energy.ri.gov
	Janet Keller		Deputy Director, State Energy Programs	jkeller@energy.ri.gov
CT	John Mengacci	Energy Office = Connecticut Office of Policy and Management	Undersecretary, Policy Development and Planning Division	john.mengacci@ct.gov
	Raymond Wilson		State Energy Office Director	raymond.wilson@ct.gov
	John Ruckes		State Energy Program Manager	John.Ruckes@ct.gov
	Mary Healey	Connecticut Energy Advisory Board	Consumer Counsel	mary.healey@ct.gov
	Richard Steeves	Energy Conservation Management Board	Chair	richard.steeves@po.state.ct.us
	Jeff Gaudiosi		Manufacturing Alliance of CT	jgaudiosi@mact.org
	Donald Downes	Connecticut Department of Public Utility Control	Chair	donald.downes@po.state.ct.us
ME	Sharon Reishus	Maine Public Utilities Commission	President	sharon.reishus@maine.gov
	John Brautigam	Efficiency Maine	Director	john.r.brautigam@maine.gov
VT	David O'Brien	VT Department of Public Service	Director	david.o'brien@state.vt.us
	Blair Hamilton	Efficiency Vermont	Director	bhamilton@veic.org
	Jim Grevatt		Director of Residential Services	jgrevatt@veic.org
NJ	Jeanne Fox	NJ Board of Public Utilities	Commission President	jeanne.fox@bpu.state.nj.us
	Michael Winka		Director, Office of Clean Energy	michael.winka@bpu.state.nj.us
	Mona Moser		Chief, Energy Efficiency Bureau	mona.mosser@bpu.state.nj.us



	<u>Name</u>	<u>Department</u>	<u>Title</u>	<u>Email</u>
NY	Frank Murray	NYSERDA	President and CEO	fjm@nyserda.org
	Karen Villeneuve	NYSERDA, Residential Efficiency Programs	Director	kev@nyserda.org
DE	Phil Cherry	Department of Natural Resources, Office of the Secretary	Policy Director	philip.cherry@state.de.us
	Charlie Smisson	Delaware Energy Office	State Energy Coordinator	charlie.smisson@state.de.us
PA	James Cawley	PA Public Utility Commission	President	jhc@state.pa.us
	Dan Griffiths	PA Department of Environmental Protection, Office of Energy and Technology Deployment	Deputy Secretary	dgriffiths@state.pa.us
	David Althoff		Director, Division of Energy Policy and Deployment	dalthoff@state.pa.us
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	Walt Auburn		Assistant Director, Residential Programs	wauburn@energy.state.md.us
DC	George Hawkins	D.C. Department of the Environment	Director	George.Hawkins@dc.gov
	Christopher Carew		Manager/Chief of Staff	christopher.carew@dc.gov



Attachment C- Residential Efficiency Program Contacts

Organization	Name	Email	Role
Cape Light Compact	Kevin Galligan	kgalligan@capelightcompact.org	Manager
	Margaret Song	msong@capelightcompact.org	
Connecticut Light & Power	Joseph Swift	swiftjr@nu.com	Manager
	Jesus Pernia	pernijl@nu.com	Program Lead
Efficiency Vermont	Jim Grevatt	jgrevatt@veic.org	Manager
	Michael Russom	mrussom@veic.org	Program Lead
Long Island Power Authority	Lisanne Altmann	laltmann@lipower.org	Manager
	Joanne Schindelheim	jschindelheim@lipower.org	Manager
Efficiency Maine	Tim Vrabel	timothy.j.vrabel@maine.gov	Manager
	Richard Bacon	richard.bacon@maine.gov	Program Lead
National Grid (MA, NH, RI, NY)	Laura McNaughton	Laura.McNaughton@us.ngrid.com	Manager
	John Sarnie	John.Sarnie@us.ngrid.com	Manager
	Kate Ringe-Welch	katherine.ringe@us.ngrid.com	Program Lead
New Jersey Board of Public Utilities	Mona Lee Mosser	mona.mosser@bpu.state.nj.us	Manager
	Chris Badger (VEIC)	cbadger@veic.org	Manager
	Pedro Cabrera (Honeywell)	pedro.j.cabrera@honeywell.com	Program Lead
NSTAR	Charles Olsson	charles.olsson@nstar.com	Manager
	Jerry Carey	gerald.carey@nstar.com	Program Lead
New York State Energy Research & Development Authority	Karen Villeneuve	kev@nyserda.org	Director
	Adele Feranti	af1@nyserda.org	Manager
	Mark Michalski	mm2@nyserda.org	Program Lead



Attachment C- Residential Efficiency Program Contacts (continued)

United Illuminating Company (CT)	Christopher Ehlert	christopher.ehlert@uinet.com	Manager/ Program Lead
Western Massachusetts Electric Company	Richard Oswald	oswalr@nu.com	Manager
	Tony Fornuto	fornuaj@nu.com	Program Lead
Unitil (MA, NH)	Deb Jarvis	jarvis@unitil.com	Manager
	Derek Kimball	kimball@unitil.com	Program Lead
Public Service of New Hampshire	Tom Belair	belair@psnh.com	Manager
	Jack Schelling	schelje@psnh.com	Program Lead



Attachment D - Current national and state specific market share data for ENERGY STAR qualified appliances (white goods)

State/Region	Room Air Conditioner Market penetration (2007)	Clothes washer Market penetration (2007)	Dishwasher Market penetration (2007)	Refrigerator Market penetration (2007)
Entire US Market	50.0%	41.6%	77.4%	30.1%
New England	53.0%	44.8%	81.3%	32.7%
Mid-Atlantic	51.8%	41.0%	77.5%	29.0%
Connecticut	54.5%	44.3%	80.2%	35.6%
Delaware	53.4%	43.9%	79.7%	33.6%
Maine	52.6%	45.3%	81.1%	30.4%
Maryland	53.3%	40.4%	78.8%	33.4%
Massachusetts	51.3%	43.9%	80.2%	31.4%
New Hampshire	55.8%	47.5%	85.2%	35.4%
New Jersey	51.9%	41.3%	77.1%	30.0%
New York	51.1%	43.4%	80.2%	28.5%
Pennsylvania	52.2%	41.6%	77.8%	26.6%
Rhode Island	52.7%	43.1%	80.2%	26.6%
Vermont	59.8%	46.4%	85.8%	35.0%

New ENERGY STAR Specifications that became effective since 2007. Penetration rates have likely shifted, however relative rates are probably still relevant.

Refrigerators 2008
 Clothes Washers 2009
 Dishwashers 2009



Attachment E- NEEP Regional Upstream Promotion Processes and Relationships - Residential

I. HVAC

Since 2006 NEEP has facilitated regional engagement of the HVAC manufacturer and distributor community with efficiency program administrators for the purposes of moving the focus of marketing and promotion upstream of the consumer and contractor to the manufacturer and distributor and to cooperatively pursuing right-sizing and quality installation. All of the region's efficiency program administrators have, at various times, been involved in discussions as have the following examples (not exhaustive or all-inclusive) of upstream partners:

- Lennox
- Carrier/Bryant
- Trane
- American Standard
- York
- Nordyne (Amana)
- Wrightsoft
- Heating, Air Conditioning and Refrigeration Distributors International (HARDI)
- Air Conditioning Contractors of America (ACCA)
- Air Conditioning, Heating and Refrigeration Institute

Through the processes facilitated by NEEP multiple promotional agreements were executed between industry partners and efficiency program administrators to pursue the following types of strategies:

- Piggybacking of efficiency program consumer rebates with manufacturer consumer rebates via a single application/participation process
- Piggybacking efficiency program contractor incentives with manufacturer and/or distributor contractor incentives via a single application/participation process
- Direct sharing of manufacturer and/or distributor sales and incentive program participation data to efficiency programs
- "Turn-key" distributor-based programs by which efficiency program funds are provided to distributors for use at their discretion based upon provision of sales data documenting sales of qualifying equipment
- Cooperative advertising and contractor training classes
- Cooperative operation of "big box" retail sales displays and kiosks
- Cooperative promotion, pricing and training of contractors on right-sizing" software

II. Retail Products

Since 2001 NEEP has facilitated regional engagement of lighting and appliance manufacturers and retailers with efficiency program administrators for the purpose of executing cooperative promotions that leverage each party's resources to decrease transaction costs and increase consumer participation (and thus market share and energy savings). All of the region's efficiency program administrators have, at various times, been involved in discussions as have the following examples (not exhaustive or all-inclusive) of upstream partners:

- Whirlpool/Maytag
- Frigidaire/Electrolux
- General Electric
- Sears/Kenmore
- Technical Consumer Products (TCP)



- Feit Electric
- Osram-Sylvania
- Westinghouse
- Home Depot
- Lowe's
- CVS Stores
- Shaw's Supermarkets
- Wal-Mart

Through the processes developed and/or facilitated by NEEP promotional agreements have been reached among the parties to enable mark-down and buy-down promotions of products such that the retail price paid by consumers is net of efficiency program incentives as well as various time-specific and matching rebate programs.

III. Appliance Recycling

Beginning this year (2009), NEEP began facilitating coordinated regional pursuit of appliance recycling opportunities with efficiency programs, major retailers and third party appliance recyclers. As a result of the initial effort a regional solicitation was executed for an appliance recycling vendor, leading to a series of contracts between the selected vendor and several efficiency program administrators. In conjunction with the solicitation process NEEP has convened the region's efficiency programs for ongoing information sharing regarding appliance retirement, replacement and recycling efforts and has facilitated presentations by ENERGY STAR to the region's efficiency program administrators regarding the promotional campaigns and programmatic efforts being undertaken at the federal level.



Attachment F: Northeast Residential Efficiency Program Summary

NEEP Sponsor	State	CFLs	CFL Multi-pack	Interior Fixture	Exterior Fixture	Torchiere	SSL	Lighting Negotiated Cooperative Promotions ¹	Room AC	Dehumidifier	Clothes Washer	Refrig.	Refrig. Recycling	Central AC System ²	Quality Installation/Commissioning ²	Home Performance w/ ENERGY STAR
Connecticut Light & Power	CT	\$1.50	-	\$10	-	\$10		X						\$500		Non-ENERGY STAR whole house
United Illuminating	CT	\$1.50	-	\$10	-	\$10		X						\$500		Non-ENERGY STAR whole house
Efficiency Maine	ME	\$1.00	-	\$12	\$12	\$12										X
Cape Light Compact	MA	\$2	-	\$15	\$10			X	\$30 ³			\$50				
National Grid	MA	\$2	\$4/\$6	\$15	\$10			X	\$30 ³			\$50	\$30	\$300-\$600	\$200-\$700	X
NSTAR Electric	MA	\$2	\$4/\$6	\$15	\$10			X	\$30 ³			\$50		\$300-\$600	\$200-\$700	X
Western Mass. Electric	MA	\$2	\$4/\$6	\$15	\$10			X	\$30 ³			\$50		\$300-\$600		



Attachment F: Northeast Residential Efficiency Program Summary (continued)

NEEP Sponsor	State	CFLs	CFL Multi-pack	Interior Fixture	Exterior Fixture	Torchiere	SSL	Lighting Negotiated Cooperative Promotions ¹	Room AC	Dehumidifier	Clothes Washer	Refrig.	Refrig. Recycling	Central AC System ²	Quality Installation/Commissioning ³	Home Performance w/ ENERGY STAR
Public Service of New Hampshire	NH	\$1	-	\$10	\$10	\$10					\$50					Non-ENERGY STAR whole house
National Grid (NH)	NH	\$1	-	\$10	\$10	\$10					\$50					Non-ENERGY STAR whole house
National Grid (RI)	RI	\$2	-	\$15	\$10			X	\$30 ³		\$50		\$30	\$300-\$600	\$200-\$700	X
Efficiency Vermont	VT	\$1.50	-	\$10	\$10	\$10	\$30 ⁴	X	\$25/40 ₅	\$25	\$50 ⁶	\$50 ⁶	\$30	\$100		X
New Jersey Clean Energy Program	NJ							X	\$20	\$25	\$75 ⁷			\$100-\$150	Mandatory	X
Long Island Power Authority	NY	\$.50 ⁸	\$.50/bulb					X		\$10	\$50 ⁹	\$75	\$35	\$250-\$600	Mandatory	X



Attachment F: Northeast Residential Efficiency Program Summary (continued)

NOTES:

- 1 Negotiated Cooperative Promotions are wholesale (markdown/buydown) promotions with negotiated incentive levels generally lower than those for direct consumer incentives.
- 2 Data is illustrative of complex, multi-element programs
- 3 Instant Coupon markdown through an upstream negotiated cooperative promotion (NCP) with select manufacturer/retailer partners
- 4 VT Incentive only provided for products that receive preapproval from program.
- 5 "Save More with ENERGY STAR" Promotion: Tiered rebates; \$25 for ENERGY STAR qualified appliances, \$40 for appliances that meet CEE Tier 2 level
- 6 "Save More with ENERGY STAR" Promotion: Rebates offered for products that meet CEE Tier 2 level
- 7 Rebates offered for products that meet CEE Tier 2 level
- 8 \$2.00/pack rebate for specialty CFLs (globes, A-lamps, 3-way & dimmable bulbs) and cold cathode bulbs
- 9 Rebates offered for products that meet CEE Tier 3 level

SOURCE: NEEP compilation of Sponsor program data as of first quarter 2009