ENERGY STAR. The simple choice for energy efficiency.



ENERGY STAR Best Value Finder: A New Tool for Cost-Conscious Consumers



\$EPA



What is ENERGY STAR[®]?



The U.S. Environmental Protection Agency's ENERGY STAR is:

- A voluntary partnership among government, business and consumers to save money and reduce emissions through superior energy efficiency
- a widely recognized and trusted mark on products, homes and buildings that meet strict energy efficiency requirements
- the simple choice for energy efficiency!

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ENERGY STAR Sales Value

More than **91%** consumer awareness Consumer awareness and desire for efficiency savings is high.

Of households that purchased ENERGY STAR products in 2016:

- 74% reported the label as influential in their purchasing decision;
- 80% of knowing purchasers reported that they are likely to recommend products that have earned the ENERGY STAR to friends.





An Efficiency Opportunity: High Energy Burden in Low Income Households

- Low income households own products similar to higher incomes owning a TV, entertainment systems, and conveniences like clothes washers but are:
 - Less likely to use an ENERGY STAR appliance fridges, dishwashers, clothes washers & room AC
 - Less likely to have central air conditioning but higher usage and ownership of a room AC unit



Market Factors: Low Income = Higher Penetration of Incandescent Bulbs

Household Income	than	to	to	\$60,000 to \$79,999	\$80,000 to \$99,000	to	\$120,000 to \$139,999	\$140,000 or more
Most or All Incandescent (number of housing units, millions)	7.7	9.1	5.9	4.8	2.5	2.2	1.2	3.1
Most or All Incandescent (percent of "Most or All Incandescent" answers)	21%	25%	16%	13%	7%	6%	3%	9%

Takeaway: 46% of all households with 'Most or All Incandescent' lighting earn \$39,999 or below. National average household income is approximately \$53,000. – 2015 RECS





Initial Products: Light Bulbs & Refrigerators

- LED Light Bulbs
 - <u>The need</u>: Compared to average households, low-income households are less likely to have energy efficient bulbs. Utility low income program reps tell stories of visiting homes where bulbs are dead and not replaced.
 - <u>EE opportunity</u>: LED bulb prices have significantly decreased. Long-lasting LED bulbs are available for about \$1, aided by local utility promotions.
- Refrigerators
 - <u>The need</u>: Low-income households are more likely to have older refrigerators.
 - <u>EE opportunity</u>: Replacing an old refrigerator with a new one that has earned the ENERGY STAR could save you \$260 over the next five years. A number of utilities offer rebates towards the purchase of new ENERGY STAR refrigerators, and in some cases for recycling the old one.



Initial Products: TVs & Room ACs

• TVs

- <u>The need</u>: Low-income consumers own almost as many televisions as middle-income and wealthy Americans.
- <u>EE opportunity</u>: Encourage purchase of an ENERGY STAR model.

Room ACs

- <u>The need</u>: This purchase is highly price sensitive for all consumers. Most Room ACs are found in lower income homes.
- <u>EE opportunity</u>: There are more than 25 ENERGY STAR models under \$300. There is also a strong opportunity to convey tips about proper installation and right sizing to help improve consumer comfort while saving energy at the same time.





ENERGY STAR Best Value Finder: A New Tool Leveraging Price & Location Functionality

- Goal: Make energy saving products and tips more accessible to low income or budget-constrained consumers
 - Highlight least cost, efficient options
 - Provide online and local options for researching and purchasing products
 - Provide buying tips and information about rebates
 - Offer simple ways to reduce energy consumption and save money
- To check out the tool and follow along on your laptop or mobile phone go to:
 - <u>energystar.gov/best-value-finder</u>

ENERGY STAR. The simple choice for energy efficiency.



Access to ENERGY STAR Find and Compare Products API, Data Set or Excel File Languages: English | Francais Select a product category of Find product models that have interest to you. earned the ENERGY STAR and Get details on specific qualifying models. 2 compare features, savings and more to optimize your 3 Make informed purchasing purchase. decisions. CHANGE duct category ENERGY STAR Certified Residential Refrigerators Visit the Residential Refrigerators Page for usage tips and buying Sort by: **Filter Your Results** 1454 Records Found Annual Energy Use (kWh/yr) G filter by keyword Compare Fisher & Paykel - RB36S Capacity (Total Volume) (ft3): 3.7 Compact Турее Annual Energy Use (kWh/yr): 150 Top Freezer e (253) Date Certified: 07/14/2014 Bottom Freezera (476) Side-by-Sidee (69) Freezerless and Single Compare Marvel - ML15RA1S*** Doore (30) Compacte (642) Compact Capacity (Total Volume) (ft3): 2.7 Annual Energy Use (kWh/yr): 174 Date Certified:03/16/2015 Additional Features Thru the Door Dispenser e (226) Compare Marvel - ML24RA1S2** Automatic Defroste (1140)Capacity (Total Volume) (ft3): 5.1 Compact Connectede (20) Annual Energy Use (kWh/yr): 184 Icemakere (525) Date Certified: 09/24/2014 Built-ine (112) Counter Depthe (371) Compare Marvel - ML24RA1S1** Capacity (Total Volume) (ft3) Compact Capacity (Total Volume) (ft3): 5.3 Annual Energy Use (kWh/yr): 184 6 Date Certified: 03/16/2015 Less than 7 (636) 7 - 14.9 (200) 15 - 17.9 (91) Compare 18 - 23 (290) Marvel - MP24BA1S*** Greater than 23 (253)

Compact

Canacity (Total Volume) (ft9): 51

ENERGY STAR has long been a trusted resource for identifying efficient products

- Evolution from simple qualified product lists to lists with limited energy consumption info to search tools with automation
- Currently use sophisticated IT system that accepts data from third party certifiers to populate consumer facing product finders
- Infrastructure includes APIs and extensive datasets of related product info



Price and Location Feature

 Designed to facilitate online research and instore purchases consistent with what consumers have come to expect from online shopping tools



	Defrost Type e	Automatic	 Bright lighting for easy visibility 	
	Compact e	No	 Reversible door swing option Filter change alert 	
	Built-in 😝	No	 Color-coordinated door handle chest 	
	Thru the Door Dispenser e	No	 Independent temperature controls 	
111	Ice Makere	No		
	Counter Depth e	No		
Frigidaire FFET1022Q*	Height (in) e	59.8		
	Width (in) e	24.0		
	Capacity (Total Volume) (ft3) e	9.9		
	Annual Energy Use (kWh/yr) e	296		
	US Federal Standard (kWh/yr) e	314		
	Connected Functionality e	No		
	Date Available On Market e	02/22/2014		

New Price and Location Information

EPA is adding new price and location information for ENERGY STAR Most Efficient products to enhance the consumer experience and make it easier to locate models. Data on price and availability are sourced from retail web sites for informational purposes only. *Prices may vary in store or online*. Please share any issues or feedback with the features by reporting it here.

There are currently no Canada only models.

ind Online	Clicking on the "Go" lin	nk below will take you	to web sites external to the er	nergystar.gov d	omain.
AIRPORT BOD	Airport Home Appliance & Mattress	FFET1022QW white	In Stock Variable Shipping	\$479.00	Go
		FFET1022QB black	In Stock Variable Shipping	\$479.00	Go
AjMadison	A.I Madison	FFET1022QW	Online Only	\$425.10	Go
ter.		white	Free		
		FFET1022QB black	Online Only Free	\$425.10	Go
& ANTILANCES	Appliances Connection	FFET1022QW	In Stock	\$489.00	Go
	Appliances connection	white	Free		
		FFET1022QB black	In Stock Free	\$499.00	Go
kmart K	Kmart	FFET1022QW	In Stock	\$431.09	Go
		white FFET1022QB	Free to store	\$479.99	Go
		black	Free to store	9479.99	00
sears	Sears	FFET1022QW	In Stock Free to store	\$431.09	Go





Price and Location Feature

- Provides information about online pricing to enrich the energystar.gov experience
 - Leverages public data already available
 - Zip code detection via IP address or manual input allows consumers to see stores nearby that sell specific ENERGY STAR models
 - Map feature allows consumers to get directions to stores
 - Provides links directly to retail pages with details on how to purchase the model
 - Data updated multiple times a day to deliver accurate pricing information
- Shares in-store pricing where available to provide even more information to the consumer



ENERGY STAR Best Value Finder Tool

- Went live in Fall 2016
- Obtains price data through real-time scraping of retail sites
- Look and feel of tool = a comprehensive bundle of resources accessible by web or mobile
 - Leverage price and location infrastructure to list models by lowest price available. User can select the features that are most important to them using the available filters.
 - Also offer mobile accessible site: low income are more likely to rely on their smartphones for internet access.
 - Provide rotating, adaptable content on energy saving opportunities
 - Targeted tips on purchasing and using products efficiently
 - Use consumer's zip code to show available rebates
 - Initial tool includes the rebates already provided to EPA by utilities
 - In the future would like to include links to low-income utility and other assistance programs



Save finangy at Home



How a Product tame the Label

ENERGY STAR Best Value Finder

AE Certified Products

The Value of ENERGY STAR at the Best Pri Welcome to the ENERGY STAR Best Value Finder. Your resource for smart savings all in one place. In addition t the energy-cost savings, we'll also show you where you can find the lowest prices on ENERGY STAR certified refrigerators, TVs, and light bulbs plus utility rebates and other special offers that are now available. So click on a product and start saving now!



Room Air Conditioners

Gearing up for warm weather? Make the cool choice with more than 20 ENERGY STAR certified room al conditioners available under \$300. ENERGY STAR Best Value Finder helps keep your family cool and comfortable without breaking the bank.

Jain Our Movement.

Product Specifications Search

Best Value Results .

Refrigerators

Is your refrigerator an energy hog? Replace your old fridge with a new model that has earned the ENERGY STAR and save \$50 a year in energy bills. ENERGY STAR Best Value Finder helps you make a smart investment

Best Value Results .



Light Bulbs

How many dollars does it take to change a light bulb to ENERGY STAR? For under \$5, you can choose from 30+ ENERGY STAR LED builts - and they can last you up to 12 years. ENERGY STAR Best Value Finder helps you start saving today.

Best Value Results .



Televisions

Shopping for a television with the latest features? You can find more than 120 ENERGY STAR televisions from 10+ brands under \$900. ENERGY STAR Best Value Finder helps you find the energy-saving electronics you want at the best prices

Best Value Results .

More Ways to Save

Consider leaving pay TV behind: stream content on a laptop or tablet



Best Value Landing Page

- Describes what the Best Value Finder offers
- Provides compelling facts for why users should visit the product pages
- Offers more ways to save focused on areas where you can save the most money.
 - Switching from paid TV to streaming
 - Setting back/up your thermostat when away
 - Adding insulation
 - Federal tax credits for water heaters
 - Installing low-flow showerheads
 - Learning what bulb you need for your fixture

Share Your Results



ENERGY STAR Certified Refrigerators

Refrigerator models that have earned the ENERGY STAR offer value because they save you money on your energy bills. Use the list below to find the best value in terms of purchase price.



odels with the freezer on top tend to use the least energy (versus bottom freezers or side-by-sides) <u>See more Buying Guidance.</u>

Valid: 01/01/2016 - 12/31/2017

Visit website to learn more

Filter Your Results

Leop then 65 (884) 65 - 65.9 (62)

66 - 66.9 (95)

67 - 67.9 (43)

68 - 68.9 (71)

69 - 69.9 (290)

70 - 70.9 (116)

Share Your Results Pricing is from a Sample of Retail Websites 💿 Sorted: lowest to highest price Q, filter by keyword Frigidaire - FFHT1814Q* Compare Type® Top Freezer | 18.1 oubio ft. | 447 (kWh/yr) Top Freezer® (274) Bottom Freezer (609) \$449.97 - \$669.00 View Product Details Side-by-Side (84) Freezerleop and Single Door 0 (39) Compact® (746) Hotpoint - HPE15BTH**** Compare Top Freezer | 14.6 oubio ft. | 337 (kWh/yr) Additional Features \$467.47 - \$599.00 **View Product Details** Thru the Door Diopenser (289)Automatic Defroot (1392) Connected 0 (44) loemaker® (671) Frigidaire - FFHT1821Q* Compare Built-in@ (136) Top Freezer | 18.1 oubio ft. | 363 (kWh/yr) Counter Depth @ (449) \$479.97 - \$799.00 View Product Details Capacity (Total Volume) (ft3)@ Leop then 7.5 (746) 7.5 - 12 (156) Frigidaire - FFHT1514Q* Compare 12 - 15 (56) Top Freezer | 14.6 oubio ft. | 336 (kWh/yr) 8 15 - 18 (116) 18 - 21 (253) \$533.10 - \$659.00 **View Product Details** 21 - 24 (187) 24 - 27 (138) Greater than 27 (122) Rebates in your zip code: 20877 CHANGE ZIP -> Height (in) 0

Refrigerators (recycling)

Potomac Edison (FirstEnergy utility) | 877-270-3521

Mail-in Rebate 🥐

Up to \$50

ENERGY STAR Certified Refrigerators : GE - GTE16DTH**** Energy Use 428 Annual Energy Use (kWh/yr) @: Type 0: Top Freezer Defrost Type O: Automatic US Federal Standard (kWh/yr) @: 468 No Compact @: Built-in e: No Height (in) @: 64.1 Thru the Door Dispenser O: No 28.0 Width (in) 0: Ice Maker @: Yes Capacity (Total Volume) (ft3) @: 15.6 Counter Depth @: No Connected Functionality 8: No GE GTE16DTH**** Date Available On Market @: 04/15/2014 Date Certified @ 06/05/2014 Markets @: United States, Canada No additional information provided Back to refrigerators results >> Clicking on the "Go" link below will take you to web sites external to the energystar.gov domain. EXT 4 **Find Online** AIRPORT LOG **GTE16DTHWW** Out of Stock Unavailable Airport Home Appliance & White On White Mattreoo AMadison Go GTE16DTHWW \$533.10 AJ Madison **Online Only** GTE160THBB Go Online Only \$533.10 SHOW ALL EPA is pulling information on price and availability of ENERGY STAR certified models directly from retailer websites. Prices may vary in store or online. Please share any issues or feedback with the features by reporting it here Find Local Retail Locations for 20003 CHANGE ZIP CODE →



owes Islan

In Stock at	3 stores
Best Buy Union Station	• Washington D.C #8500
1.3 mileo	

ENERGY STAR Best Value Finder

Disclaimer



ENERGY STAR Certified

TVs that have earned the ENERGY STAR offer value because they save you money on your energy bills. They are available from all the leading manufacturers and come with all the latest features including Wi-Fi (or streaming) capabilities.

Use the list below to find the best value in terms of purchase price.



Experts suggest a 10 foot viewing distance is ideal for TVs larger than 40 inches. See more <u>Buying Guidance</u>.

...

Filter Your Results

1-

Pricing is from a Sample of Retail Websites

Share Your Results

Sorted: lowest to highest price

A filter by keyword		
C	SEIKI - SE24FL	Compare
Size (in.) Example 12 (179)	23.8 Inches 1080p 36.4 (kWh/yr)	
32-39 (53)	\$59.97	View Product Details
40-46 (126)		
47-53 (147)		
54-61 (141) 62-69 (65)	ELEMENT - ELEFW195	Compare
Greater than 70 (13)	18.48 inches 720p 28.2 (kWh/yr)	28
	\$76.00 - \$99.99	View Product Details

ENERGY STAR Best Value Finder

Disclaimer



ENERGY STAR Certified Light Bulbs

Light bulbs that have earned the ENERGY STAR offer value because they save you money on your energy bills. Use the list below to find the best value in terms of purchase price.



Filter Your Results

Pricing is from a Sample of Retail Websites

Share Your Results

Compare

G filter by keyword

Sorted: lowest to highest price

Bulb Type®

- Decorative (841)
- General Purpose Replacement (3209)
- Globe (454)
- Other (124)
- Reflector (Flood/Spot) (5108)

Technology®

CFL (21) LED (9715)

Utilitech - A19608015-27

\$7.19 as low as \$0.90 per bulb (8 pack)

General Purpose Replacement | LED | 800 lumens | 60 w (equiv.) View Product Details Utilitech - A19608015-50 Compare General Purpose Replacement | LED | 800 lumens | 60 w (equiv.) View Product Details \$9.49 as low as \$1.19 per bulb (8 pack)

ENERGY STAR Best Value Finder

Disclaimer



ENERGY STAR Certified Room Air Conditioners

Room air conditioners that have earned the ENERGY STAR offer value because they save you money on your energy bills. Use the list below to find the best value in terms of purchase price.



An improperly installed room AC leaks as much air as a 6 sq inch hole. Follow the instructions and use the insulation materials included.

Filter Your Results

Pricing is from a Sample of Retail Websites

Share Your Results

Q filter by keyword

Sorted: lowest to highest price

-	-	-	-
19	р	е	e

O Window (337)

O Through the Wall (107)

Do not filter

Cooling Capacity (Btu/hr) @

- < than 6,000 (16)
 6,000 7,999 (47)
 8,000 9,999 (91)
- 10,000 11,999 (98)
- 12,000 13,999 (82)
- 14,000 19,999 (67)
- ≥ 20,000 (43)

Keystone - KSTAW05C Window | 5000 Btu/hr | 12.1 CEER \$169.99

Frigidaire - FFRE0533S1

Window | 5000 Btu/hr | 12.1 CEER

\$179.00 - \$209.99

Compare
View Product Details

Compare			
View Prod	luct Details		

30



ENERGY STAR Best Value Finder – Mobile



Best Value Finder

FULL SITE »

ENERGY STAR Best Value Finder

The Value of **ENERGY STAR at** the Best Price

Welcome to the ENERGY STAR Best Value Finder, Your resource for smart savings all in one place. In addition to the energy-cost savings, we'll also show you where you can find the lowest prices on ENERGY STAR certified refrigerators, TVs, and light bulbs plus utility rebates and other special offers that are now available. So click on a product and start saving now!

PRODUCT CATEGORIES



Room Air Conditioners

Gearing up for warm weather? Make the cool choice with more than 20 ENERGY STAR certified room air conditioners available under \$300. ENERGY STAR Best Value Finder





Best Value Finder Feedback – and other ways to get involved

- We welcome your feedback!
 - Is it challenging to find low cost ENERGY STAR products for your programs?
 - Which product(s) would you like to see added to the Best Value Finder tool?
 - How can we enhance the content on low-income assistance program resources? Would you like to see your program highlighted?
 - Would you be interested in promoting the tool through your program?
- Did you know here are some other ways to get involved with ENERGY STAR:
 - Ways to Save tips tool
 - Light the Moment campaign



ENERGY STAR Ways to Save RSS Feed

- A web service that provides an ongoing stream of ENERGY STAR branded, energy-saving tips to external web sites that adopt the service. Tips include:
 - All the tips from My ENERGY STAR
 - Content from national product promotions
 - Any and all additional content, as available. No limits!
- Tips can be customized (filtered) by partners based on specific product categories and/or types based on partner interest.
- Each tip includes a link back to energystar.gov.





Example Comps

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2018 Light The Moment Promotion

Tagline / Call-to-Action

- Light the Moment with ENERGY STAR
- Objective
 - Broadly encourage all consumers to replace inefficient light bulbs with ENERGY STAR certified LED lighting.
 - Make an emotional, personal connection to incent behavior change.
 - Educate on what makes ENERGY STAR certified lighting the best choice.
 - Supplement broad outreach with more targeted outreach to lower-income consumers.
 - Focus messaging on money savings (low-cost, energy savings & high quality all in one).

• Timing

 Focus outreach in October to leverage lighting seasonality, ENERGY STAR Day (October 30), and the end of daylight savings (November 4).







Light the Moment: 2018 Market Snapshot



- Despite strong programs, adoption of energy-efficient bulbs is still lagging.
- The good news: more opportunities for ENERGY STAR LED bulbs!
- Opportunities for increased adoption exist mainly among lower income households.
- Manufacturing partners are increasingly coordinating with program sponsors to implement buy-downs at retail that result in rock-bottom prices on ENERGY STAR certified LEDs.
 - L'Image / Dollar Tree
 - GE / Walmart
 - More to come.
- All these factors together = opportunities to grow ENERGY STAR LED sales through connecting lower-income consumers with lower cost bulbs.



LED Lighting

Light the Moment: Promotional Opportunities

- Retail POP (building blocks) and Factsheet.
- Light the Moment Video.
- New this year: 30-second ad targeting low-income / Spanish speaking consumers leveraging light the moment altruism; but featuring practical cost savings.
- Digital media:
 - Seasonal "moments" graphics and messaging.
 - Choose a Light tool.
- Retail events toolkit.
- Notification of Participation: Due 2 weeks prior to launch date (Mid-October).





ENERGY STAR Contacts & Resources

Jill Vohr EPA, ENERGY STAR (202) 343-9002 Vohr.Jill@epa.gov Maureen McNamara EPA, ENERGY STAR (202) 343-9047 <u>McNamara.Maureen@epa.gov</u>

Ways to Save Tips web service will be available at:

energystar.gov/waystosavetips

This page will allow users to select preferences related to tips, such as product type.

Product specific selections would provide a custom URL with relevant tip content (ex.

energystar.gov/esapi/tips?category=lightbulbs)