



CONSORTIUM FOR ENERGY EFFICIENCY, INC.

Expanding Markets for Super-Efficient Technologies_{sm}

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May 15, 2002

Linda Sandahl
Program Manager
Pacific Northwest National Laboratory
620 SW Fifth Avenue, Suite 815
Portland, Oregon 97204

Dear Linda:

The Consortium for Energy Efficiency (CEE) would like to offer its support for the ***CFL Reflector Products Technology Procurement*** that is being organized by the Pacific Northwest National Laboratory on behalf of the U.S. Department of Energy and the Northwest Energy Efficiency Alliance. We understand that the procurement's purpose is to encourage the introduction and sale of improved, CFL reflector products designed specifically for use in airtight recessed can fixtures (Insulated Ceiling rated).

CEE is a national, non-profit public benefits corporation that promotes the manufacture and purchase of energy-efficient products and services. We develop national strategies for energy efficiency promotion, that are implemented by our members (utilities and other program administrators). CEE members are currently administering lighting programs in the Northwest, California, the Midwest, the Northeast, and the Mid-Atlantic States, and have indicated a strong interest in the outcome of this procurement. (Please see attached chart for a list of members and allocated budgets for promotion of energy efficiency in 2002).

CEE is committed to encouraging member promotion of the products resulting from this RFP. We propose to focus programmatic attention on these models through the following activities:

- Disseminate information and increase awareness of the procurement among member utilities,
- Work with our existing Lighting Committee to develop an appropriate marketing strategy for promoting these products,
- Provide an opportunity to leverage program efforts through the development of common marketing approaches,

CEE has effectively used these approaches in other residential markets including the clothes washer and refrigerator markets, and is confident of their applicability to the area of reflector

lamps. We look forward to working closely with PNNL and our members to introduce these new products to the marketplace.

Sincerely,

A handwritten signature in blue ink that reads "Marc J. Hoffman". The signature is written in a cursive style with a large, stylized initial "M".

Marc Hoffman
Executive Director

System Benefit Charge Funding for Energy Efficiency

STATE	ENERGY-EFFICIENCY FUNDING	CEE MEMBERS
California	\$328 million	California Energy Commission Los Angeles Department of Water & Power Natural Resources Defense Council Pacific Gas & Electric Sacramento Municipal Utility District San Diego Gas & Electric Southern California Edison Southern California Gas
Connecticut	\$87 million	Northeast Utilities United Illuminating
Illinois	\$3 million	Commonwealth Edison
Maine	\$17.2 million	Maine State Planning Office
Massachusetts	\$130 million	Bay State Gas Berkshire Gas Cape Light Compact Conservation Law Foundation Fall River Gas KeySpan Energy Delivery New England Massachusetts Division of Energy Resources National Grid USA NSTAR Electric/ NSTAR Gas
New Hampshire	\$6.9 million	Public Service of New Hampshire ¹ Granite State Electric Unitil
New Jersey	\$89.5 million	GPU Energy Public Service Electric & Gas
New York	\$100 million (Power Authorities) \$83 million for 5 IOUs	Long Island Power Authority New York Power Authority New York State Energy Research & Development Authority
Ohio	\$15.0 million	Ohio Department of Development
Oregon	\$31.5 million	Eugene Water & Electric Board NW Natural
Pacific Northwest: Idaho, Montana, Oregon, Washington	\$100 million	Northwest Energy Efficiency Alliance ² Bonneville Power Administration Seattle City Light Puget Sound Energy Tacoma Public Utilities
Pennsylvania	\$11 million	Philadelphia Municipal Energy Office
Rhode Island	\$14 million	National Grid
Texas	\$80 million	Austin Energy Entergy ¹ Oncor ¹
Vermont	\$15 million	Efficiency Vermont
Wisconsin	\$100 million	Energy Center of Wisconsin All 6 IOUs Wisconsin Department of Administration
TOTAL	~ \$1.2+ billion	

¹CEE Membership is expected in 2002.

²The Northwest Energy Efficiency Alliance serves customers of all of the utilities in the Pacific Northwest.