

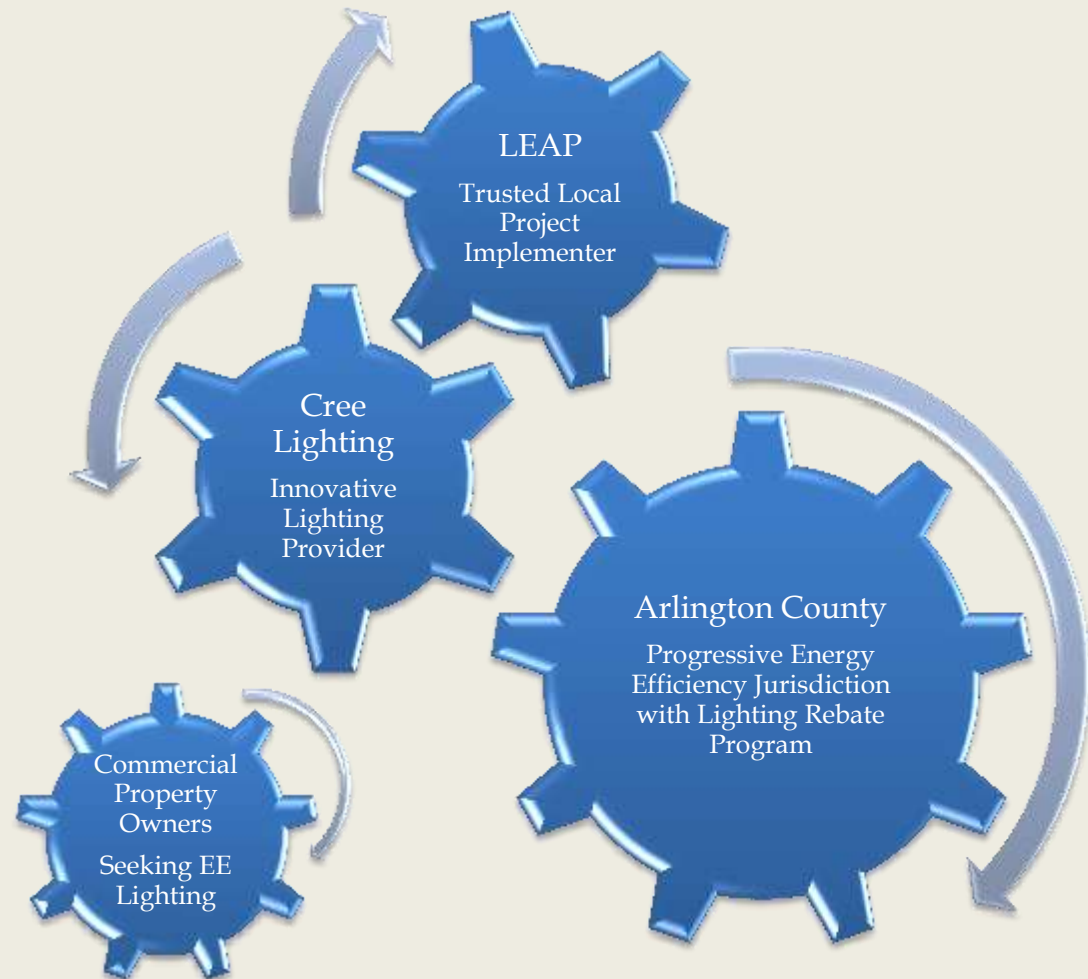


Public-Private Partnerships for Energy-Efficient Lighting

“Scaling-Up”



- LEAP - a trusted, local non-profit organization with 4 years of experience operating energy efficiency (EE) retrofit projects.
- LEAP transitioning from an organization that relied on government grants to a market driven business model.
- LEAP is working in the affluent and well educated NOVA and Charlottesville communities.
- LEAP realized the need to partner with large, local and well established EE vendors working in their 2 service areas in order to scale-up to 1000s of jobs in order to support the market based model.
- LEAP partnered with Arlington County and its Lighting Rebate Program to provide additional incentives for building owners to install state of the art LED lighting products.
- 2 public entities - LEAP and Arlington County.
- 2 private entities - Cree Lighting and Commercial property owners.

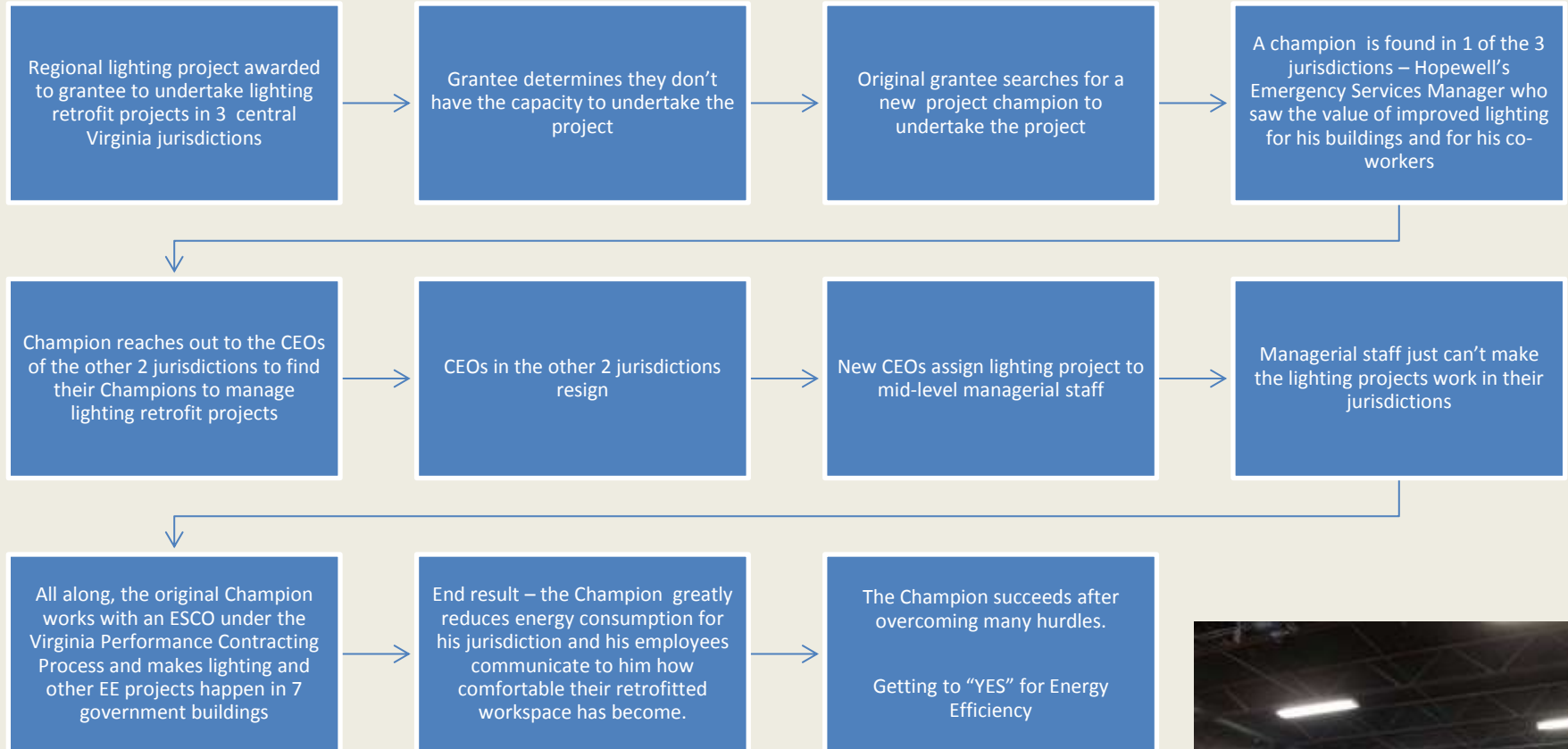


LEAP & Cree Lighting



Public-Private Partnerships for Energy-Efficient Lighting

“Finding a Champion”



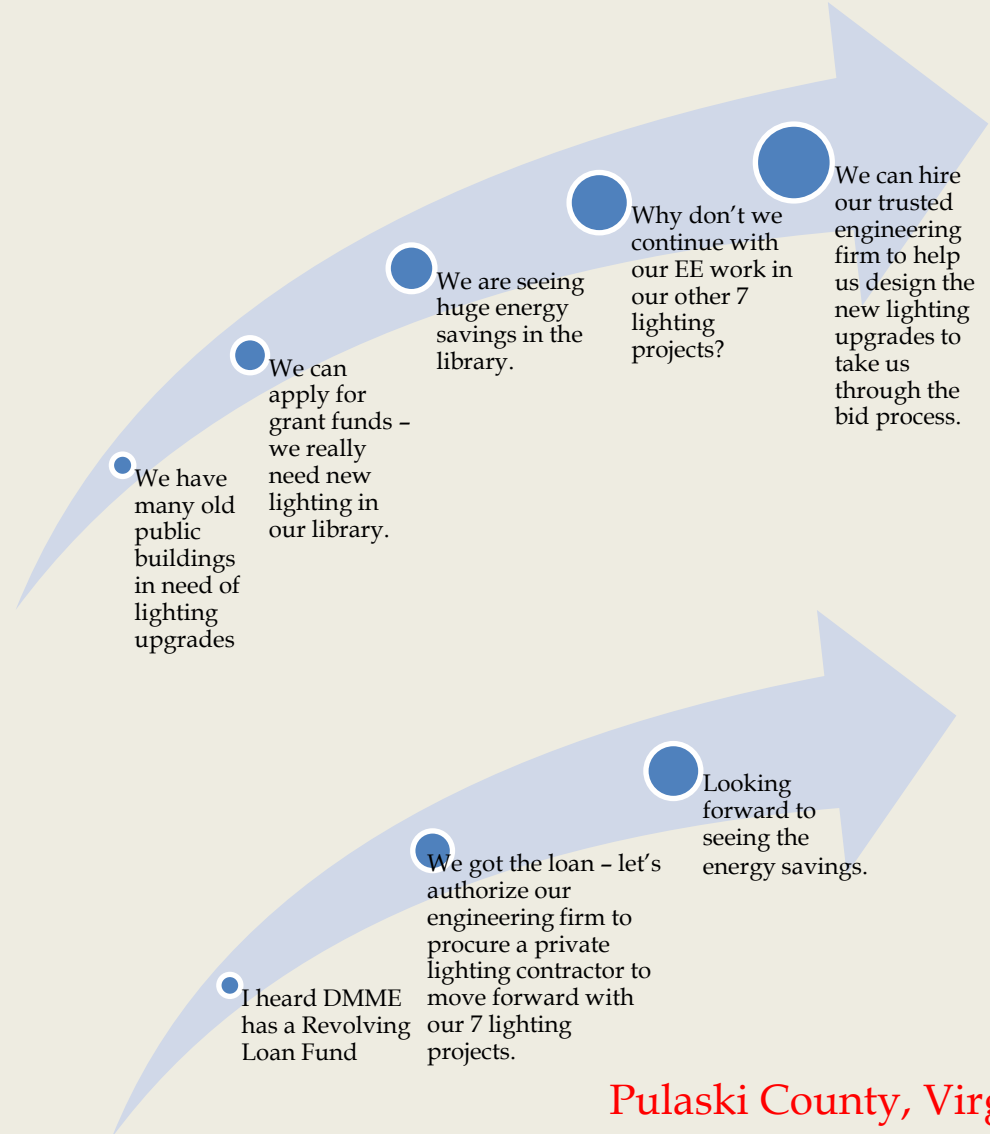
City of Hopewell and Honeywell





Public-Private Partnerships for Energy-Efficient Lighting

“Phase 1 went well - let’s do Phase 2 now. Do we have the money?”



Al Christopher, Director - Virginia State Energy Office
Al.Christopher@dmme.virginia.gov
804-692-3216

Pulaski County, Virginia