

## **The Alliance to Save Energy - 2016 Star of EE Award Nomination**

### **Lockheed Martin (Industry/Manufacturing)**

Lockheed Martin (LM) is a global security and aerospace company principally engaged in research, design, development, manufacture, integration, and sustainment of advanced technology systems, products and services. LM serves defense, civil, and commercial customers in United States and International markets. LM is a Fortune 100 company with \$46B in annual revenue, approximately 126,000 employees (93% in the US), and with operations in all 50 United States and over 70 countries globally. LM owns, leases, and/or operates facilities totaling 79 million square feet of industrial/manufacturing and office space.

LM is committed to comprehensive environmental stewardship and sustainability with aggressive 2020 Go Green goals that rigorously measure company progress in reducing Energy, Water, Carbon Emissions, and Total Waste. For Energy, LM's 2020 Go Green goal is to reduce total facility Energy consumption by 25%, as measured from a 2010 baseline. Significant progress has been made with 18% LM facility Energy reduction achieved through 2015. This 18% reduction corresponds to 332,000,000 kWh of annual electricity savings, 5,850,000 therms of annual natural gas savings, and over \$26M annual cost avoidance for our largest 75 facilities in the United States, United Kingdom, Canada and Mexico, representing 82% of our global occupied space.

In 2015 LM facilities completed over 40 energy efficiency projects in areas such as building envelope improvements, retro-commissioning, HVAC, lighting, and process technologies. For example, 12 HVAC related projects were completed with 14M kWh annual energy usage reduction and an estimated \$1M in recurring annual cost avoidance. Similarly, 19 lighting projects were completed in 2015 with 5.3M kWh annual energy usage reduction and \$600K in recurring annual cost avoidance. From our 2013 baseline through 2015, LM has increased our Green Footprint through Energy Star<sup>®</sup>, LEED, and BREEAM certification by over 50%. Finally in 2015, LM purchased 30MW (approximately 72,000 MWh per year) of solar energy from the US grid which will provide clean energy across all LM domestic business segments.

In addition to Energy, LM progress on other Go Green goals through 2015 include: Water use reduction is 25% (2020 goal of 30%), Carbon Emissions reduction is 23% (2020 goal of 35%), and total Waste reduction is 7% (2020 goal of 7%). LM has been recognized by the Carbon Disclosure Project as one of the world's top corporations for disclosing climate change impacts in its operations. 2015 was the fifth consecutive year that LM has scored in the 90th percentile for transparency in discussing its operations related to climate change. LM's 2015 Climate Change CDP Report scored 100/100 for disclosure and an "A-" ranking in emissions reductions performance.

Finally, the LM Energy business unit provides Demand Management (Efficiency, Demand Response, Load Control) services and related technology to over 50 of the largest electric and natural gas utilities in the US. In 2015, LM Energy managed 35,000 energy projects on behalf of utilities and their commercial and residential customers. These projects saved 1,725,000 MWh and 3,000,000 therms annually while reducing 350MW capacity and 1,200,000 MT CO<sub>2</sub> equivalent emissions. In addition, LM Energy currently has approximately 300 MW of Demand Response/Direct Load Control under management with electric utilities with another 500 MW coming on-line for the 2016/17 Demand Response season.