"GREEN DEALER" GUIDE

Honda Environmental Leadership Program for Automotive Dealerships

Version 1.0
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Environmental Business Development Office
American Honda Motor Co., Inc.

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Foreword

A letter to our dealers from Honda

For decades, Honda has been motivated by a sense of responsibility for the environment. This commitment has manifested in many ways throughout our global organization. In 2006, we became the first automaker to announce a voluntary CO_2 emissions reduction target. We have targeted the year 2020 to reduce our product carbon footprint by 30% compared to 2000 levels.

Our vision for reducing carbon goes beyond the production of fuel-efficient vehicles. From design to manufacturing to product delivery, we are finding ways to reduce our environmental impact.

In 2011, we asked you to join us by taking steps to reduce your own carbon footprint and established the Honda Environmental Leadership Program. Working alongside many of you who responded decisively, we studied energy and water use in the dealership environment and defined a proven pathway to reduce consumption, waste, and operating costs.

Our study resulted in this "Green Dealer" Guide: Honda Environmental Leadership Program for Automotive Dealerships, a comprehensive step-by-step guide to reduce your operation's environmental impact and be eligible for the Honda Environmental Leadership Award. While it was developed with our Automotive Dealerships in mind, this guide can be used by any business interested in reducing its environmental impact. That is why we've decided to release our "Green Dealer" Guide to the public.

As extended members of the Honda family, and as the face of our brand to our customers, Honda dealers are key to this effort, and we are counting on your support to adopt these recommendations at an appropriate pace.

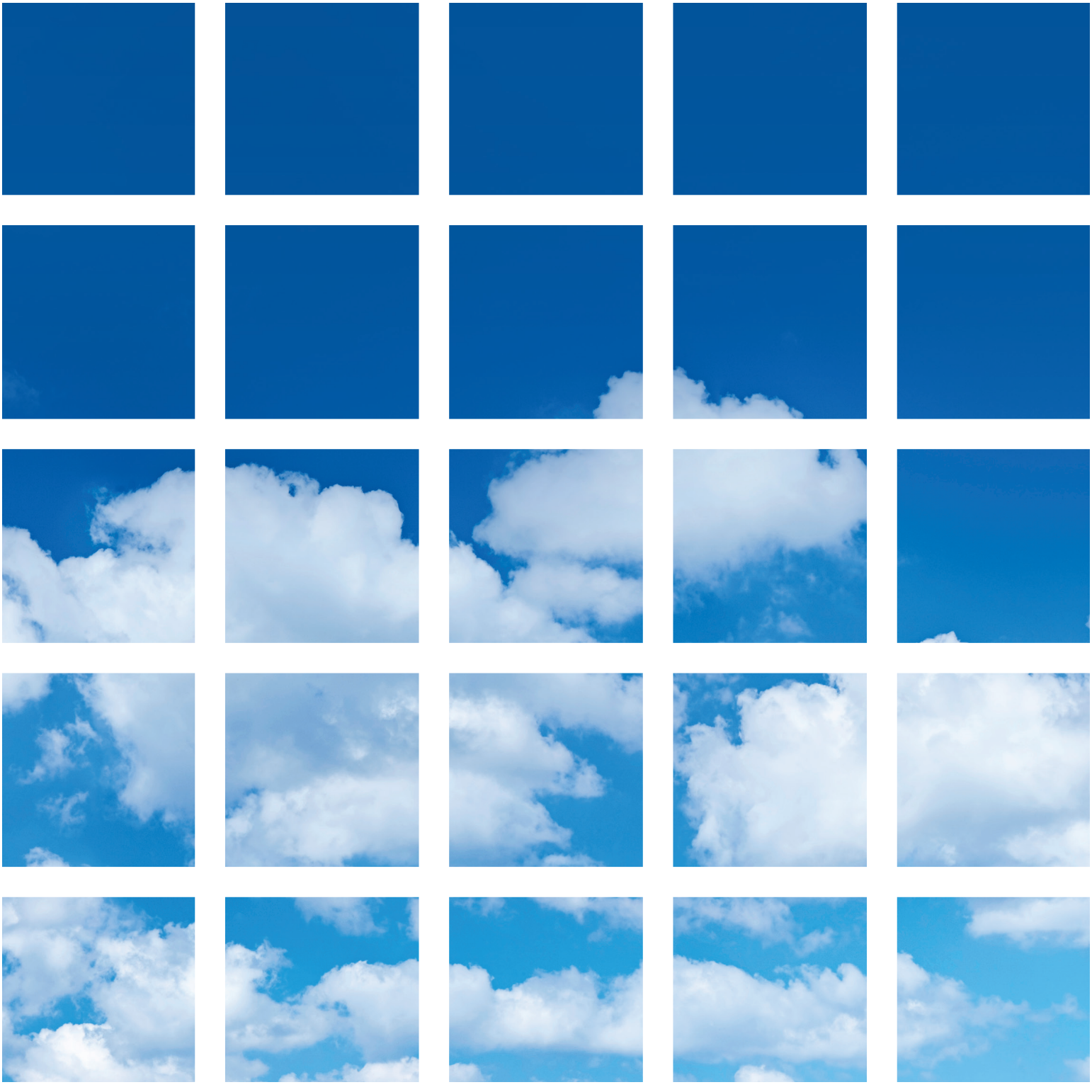
I encourage you to take action now to reduce your energy consumption by 10%. As you'll see in the guidelines, a 10% reduction is an achievable yet significant milestone.

The "Green Dealer" Guide is a triple "win." The environment wins when you reduce your impact, your customers win by knowing they bought their vehicle from a "Green Dealer," and you win by saving money on your energy bills. All while raising your equity in your market.

I hope you'll join us in this critical effort and become an environmental leader in your community. We are here to help you every step of the way.

Steven Center
Vice President, Environmental Business Development Office
American Honda Motor Co., Inc.

Introduction



Introduction

Background

As part of Honda's global initiative to reduce carbon emissions, Honda's Environmental Business Development Office created a program to help U.S. Honda dealerships reduce operational carbon dioxide emissions.

In 2011, an initial pilot program across a variety of dealership sizes, locations, and ages identified the unique energy needs of automotive dealerships.

Interior and exterior lighting and HVAC systems make up the majority of energy consumption and costs, and by appropriately addressing these systems, dealerships can both reduce energy use AND save money.

At the time, there was no established award-based program that focused on how to reduce energy consumption and minimize costs for automotive dealerships. This prompted the development of the Honda Environmental Leadership Program, which launched in April 2012. This comprehensive program aims to help Honda dealerships minimize environmental impact by focusing on reduced energy consumption and cost savings.

- **Reduce energy consumption:** The Honda Environmental Leadership Program focuses on measurable energy reductions, targeting a 10% or greater reduction in dealership total energy use. With a 10% reduction, a dealership is recognized with the Silver Award; a 30% reduction is recognized with the Gold Award; and with a 50% reduction, a dealership earns the highest level Platinum Award. Dealership energy performance is measured by energy reduction percentage and points achievement.
- **Maximize cost savings:** The Honda Environmental Leadership Program also focuses on cost savings. Significant reductions in energy use can be achieved by **low- or no-cost** measures, and a simple payback of zero to five years is considered core to the program.

This "Green Dealer" Guide provides recommendations based on a comprehensive set of environmental guidelines designed by Honda specifically for dealerships enrolled in the Honda Environmental Leadership Program. By making this information publicly available, Honda hopes to provide a path for all automotive dealerships to reduce their environmental impact, contributing to a healthier and more sustainable future.

About this "Green Dealer" Guide

This "Green Dealer" Guide is a resource for automotive dealerships to improve energy and water efficiency, reduce waste, and minimize environmental impact through site improvements. It does not include details regarding equipment installations, but offers valuable information and recommendations for dealers when considering facility upgrades.

This guide is the core of the Honda Environmental Leadership Program. Honda plans to update it periodically as new "green" building technologies and guidelines are developed and as the program changes and grows.

Recognizing that automotive dealerships can be in various stages of design, construction and operations, this guide is divided into two sections:

- **Section 1** provides guidelines for **Existing and Recent Facilities,** with recommendations in the areas of Energy Performance, Water Efficiency, Waste Reduction, Site Attributes, and Other Sustainable Best Practices.
- **Section 2** provides guidelines for **New Builds and Major Renovations**, explaining how Environmental Leadership Design Guidelines for New Builds and Major Renovations are integrated into design and construction planning.

This guide offers options in many areas of conservation so dealers can choose the recommendations that best fit their dealerships and preferences. While some recommendations require capital investments, others are **low- or no-cost** modifications that can result in significant energy savings and environmental improvements.

Cost to Dealers

Although voluntary, the Honda Environmental Leadership Program is comprehensive and includes a facility assessment performed by a Professional Engineer, and there may be costs associated with participation in the program.

"Green Dealer" Guide: Other Uses

This guide can be used by any small to medium retail or commercial property as a resource for minor facility upgrades, to improve facility maintenance, and to assist with decisions regarding future major construction projects. It can also be used by any organization looking to incentivize building and energy efficiency projects over which it does not have direct decision-making power, such as suppliers, business partners, and franchises.

The Honda Environmental Leadership Program Structure

The Honda Environmental Leadership Program evaluates dealerships in the areas of energy performance, water efficiency, waste reduction, site attributes, and other sustainable best practices. The program recognizes dealerships with three award levels – Silver, Gold, and Platinum. The table below summarizes the program award criteria required for each type of dealership facility.

				
Award Criteria[1]	Existing Facilities (more than 3 years old)	30 points & 10% energy use reduction	45 points & 30% energy use reduction	60 points & 50% energy use reduction
	Recent Facilities/ Renovations (less than 3 years old)	40 points	55 points	70 points
	New Builds	Based on Environmental Leadership Design Guidelines for Honda Dealership Image Program[2]		
Fast Track to Platinum – LEED certification by US Green Building Council[3] or "Electric Grid Neutral"[4]				

The dealership award path differs based on the age of the facility:

- **Existing Facilities** (more than three years old) often use older technologies that, if upgraded, can significantly reduce energy usage. These dealerships are awarded points for adopting recommendations found in this guide; they also must demonstrate energy use reduction based on historic and current utility bills.
    - At least 12 months of historical energy bills are required to measure energy consumption before and after an energy efficiency upgrade. The resulting percentage reduction in energy use can help verify that upgrades have the intended impact.
- **Recent Facilities** (less than three years old) often have already incorporated high-efficiency measures. These dealerships earn points for the recommended environmental guidelines incorporated into the recent build.
    - Recent Facilities demonstrate building efficiency and overall environmental performance through an analysis of the efficiency measures incorporated into the building.

[1]Full program details and energy reduction requirements subject to change as the program changes and grows. [2]Award is based on existing energy efficiency measures only since energy reduction cannot be measured. [3]US Green Building Council is not affiliated with American Honda Motor Co, Inc. [4]"Electric Grid Neutral means that when averaged over one year, the dealership offsets its grid electric use with an equal amount of on-site renewable generation exported to the grid.

» **New Builds and Major Renovations** can include high-efficiency measures in the design and planning process. These dealerships are evaluated on compliance with the Environmental Leadership Guidelines for New Builds and Major Renovations, a checklist of energy and building efficiency measures that should be integrated into the planning process of any major construction.

  » New Builds and Major Renovations are not required to submit historical energy data because it does not exist or cannot be compared. However, these dealerships are required to submit utility bills on an ongoing basis once the build is complete.

"Fast Track to Platinum"	Dealerships can automatically achieve a Platinum Award in two ways:
	Electric Grid Neutral: When averaged over one year, the dealership offsets its grid electric use with an equal amount of on-site renewable generation exported to the grid.
	Leadership in Energy and Environmental Design (LEED): Achievement of any LEED certification level (Certified, Silver, Gold, or Platinum) from the U.S. Green Building Council will also qualify a dealership for Platinum Level.
Award Expiration	At the three-year mark, Honda will verify that the dealership is maintaining the criteria for its award level. This expiration date ensures continued dealership engagement in the program, and provides an opportunity to upgrade to a higher award level.

SECTION 1

Existing and Recent Facilities

Existing and Recent Facilities

Path to the Honda Environmental Leadership Award

				
Award Criteria[1]	Existing Facilities (more than 3 years old)	30 points & 10% energy use reduction	45 points & 30% energy use reduction	60 points & 50% energy use reduction
	Recent Facilities/ Renovations (less than 3 years old)	40 points	55 points	70 points
	New Builds	Based on Environmental Leadership Design Guidelines for Honda Dealership Image Program[2]		
	Fast Track to Platinum – LEED certification by US Green Building Council[3] or "Electric Grid Neutral"[4]			

This section provides recommendations in the areas of energy performance, water efficiency, waste reduction, site attributes, and other sustainable best practices for Existing Facilities (more than 3 years old) and Recent Facilities (less than 3 years old).

- **Step 1. Enrollment:** Complete and submit a Honda Environmental Leadership Program Enrollment Agreement. Once enrolled, you will not be required to enroll again even if your dealership undergoes significant renovations or when the award expires after three years.
  - **Estimated timeframe:** Enrollment processing can take from two to six weeks; however this timeframe varies depending on the volume of enrollments received.
- **Step 2. Data Collection:** Provide the last 12 consecutive months of your dealership's utility bills (water and energy, including gas, electric, propane, heating oil, etc.). You must continue to provide this information on an ongoing basis in order to benchmark energy and water use over time, identify future cost saving opportunities, and provide data for reevaluation after three years.
  - **Estimated timeframe:** Pre-assessment data collection can last up to two months due to varying response times from dealerships–quick responses can shorten this process to a matter of days.

[1]Full program details and energy reduction requirements subject to change as the program changes and grows. [2]Award is based on existing energy efficiency measures only since energy reduction cannot be measured. [3]US Green Building Council is not affiliated with American Honda Motor Co, Inc. [4]"Electric Grid Neutral means that when averaged over one year, the dealership offsets its grid electric use with an equal amount of on-site renewable generation exported to the grid.

» **Step 3. Assessment:** Honda will arrange an on-site or remote dealership assessment, which consists of documenting existing lighting, HVAC systems, water heaters, water usage, recycling practices, etc.

On-site or Remote Assessment?
An **on-site assessment** is usually necessary for dealerships that have not yet implemented energy efficiency measures and need detailed advice. The Honda-selected environmental assessment consultant spends three to six hours with a dealership representative evaluating the building systems and operating practices.
A **remote assessment** is usually conducted if a dealership is less than three years old or has already completed energy efficiency projects and the energy savings can be calculated from utility bill data. The Honda-selected environmental consultant surveys a dealership representative over the phone about dealership systems and upgrades, and may request additional documents, such as photographs, invoices, site plans, or other materials.

» **Step 4. Environmental Assessment Report:** This report is reviewed by a Professional Engineer and includes recommendations on energy and water use reductions, recycling practices, etc., etc., and if appropriate, estimated cost and simple payback information. If you have already made environmental improvements that meet the program requirements, this will be noted in the report and your dealership may be eligible for an award.

  » **Estimated timeframe:** Data analysis and writing of the Environmental Assessment Report takes four to six weeks–or longer if additional information is needed post-assessment.

» **Step 5: Improvements:** Review the Environmental Assessment Report and choose improvements to implement. Your dealership's performance is verified through continued submission of utility bills. If there is demonstrated energy savings in addition to all other requirements as defined by the program, Honda will verify the improvements and reevaluate your dealership's award status.

  » **Estimated timeframe:** Implementing recommended measures can occur in as little as a month or take up to six months or more. The timeline to implement recommendations from the Environmental Assessment Report is completely up to the dealer. Post-implementation verification can take up to 12 months.

» **Step 6. Award:** Depending on your level of achievement, Honda may recognize your dealership with a Silver, Gold or Platinum Award. In addition, Honda will provide marketing materials and assist in publicizing your dealership's environmental achievements.

Continuous Improvement

Upon achieving an award, your dealership will continue to receive guidance for continuous improvement in environmental efforts and potentially move up to the next award level.

Points Summary

Existing Facilities (more than 3 years old) and Recent Facilities (less than 3 years old) are evaluated based on a comprehensive points system of recommended environmental guidelines. Existing Facilities must also demonstrate a percentage energy reduction based on current performance. Below is a summary of the total available points used to evaluate Existing and Recent Facilities.

ENERGY PERFORMANCE	MAX: 130
E1. Tracking Energy Consumption	2
E2. Building Envelope-Windows	3
E3. Automatic Temperature Controls	8
E4. Efficient HVAC Equipment	7
E5. Efficient Lighting Technologies	18
E6. Interior Lighting Controls	6
E7. Exterior Lighting Controls	8
E8. Renewable Energy	70
E9. Preventative Maintenance Plans	4
E10. Energy Assessment	4

WATER EFFICIENCY	MAX: 17
W1. Tracking Water Consumption	2
W2. Efficient Interior Water Fixtures	3
W3. Water Efficient Landscape Irrigation	3
W4. Non-Potable Water Systems	4
W5. Water Efficient Vehicle Wash	5

WASTE REDUCTION	MAX: 4
Ws1. Honda Dealer Recycling Program	1
Ws2. Source Waste Reduction	2
Ws3. Waste Audit	1

SITE ATTRIBUTES	MAX: 12
S1. Native or Adaptive Landscaping	1
S2. Highly Reflective Hardscape	1
S3. Efficient Roofing	6
S4. Storm Water Reduction Measures	4

OTHER SUSTAINABLE PRACTICES	MAX: 8
BP1. Green Building Certifications	2
BP2. Tracking Greenhouse Gases	1
BP3. Alternative Fuel Vehicles	2
BP4. Alternative Fueling Stations	3

Dealers can receive a maximum of 171 points. At Honda's discretion, dealers may receive points for environmental initiatives not shown in the points above. For example, points may be given for implementing an environmental education program, display, or facility tours.

SECTION 1 – EXISTING AND RECENT FACILITIES

Energy Performance

Energy Performance (130 total points)

Overview

Measurable energy reduction is key to the Honda Environmental Leadership Program because it generally has the highest impact on reducing CO_2 emissions. For this reason the majority of program points are allocated in this category.

Recommendations with a simple payback of zero to five years are considered core to the program. Some upgrades require capital investment that can reduce current and future monthly utility bills. However, several **low- or no-cost** measures can also achieve significant energy and cost reductions; these options can be found in:

E3. Automatic Temperature Controls

E6. Interior Lighting Controls

E7. Exterior Lighting Controls: Parking Lots and Facade

E9. Preventive Maintenance Plans

E10. Energy Assessment

Throughout the Energy Performance section, the word "energy" is defined in this document as total consumption of electricity, natural gas, and other fuels used to provide power to the dealership. In the lighting sections, the term "electricity" is used since lighting only consumes electricity.

Points Available

ENERGY PERFORMANCE	MAX: 130
E1. Tracking Energy Consumption	**MAX: 2**
Submit historical energy utility bills	Prerequisite
Submit ongoing energy utility bills	Prerequisite
Utilize an automated data collection service or equivalent	2
Input energy data using ENERGY STAR Portfolio Manager	2
Input energy data using internal tracking system, to upload to ENERGY STAR	1
E2. Building Envelope-Windows	**MAX: 3**
Climate Zones 1-2: Max window U-factor: 0.70; Max SHGC 0.25 Climate Zones 3-4: Max window U-factor: 0.50; Max SHGC 0.25 Climate Zones 5-6: Max window U-factor: 0.45; Max SHGC 0.40 Climate Zones 7-8: Max window U-factor: 0.40; Max SHGC 0.45	1
Select from items below for a maximum of 2 points.	
» Window tinting	1
» Dual-pane windows	1
» Mechanical interior shades	1
» Skylights	1
» High-speed garage doors	1

E3. Automatic Temperature Controls	**MAX: 8**
Seven-day programmable thermostats OR central building automation system	Prerequisite
Daytime set points: 73° F or higher in cooling	1
Daytime set points: 70° F or lower in heating	1
Nighttime and unoccupied set points back by at least 10° F	6

E4. Efficient HVAC Equipment **MAX: 7**

	ENERGY STAR Qualified	AFUE*	HSPF*	EER*	SEER*	Points Available
Domestic hot water heater	1	Refer to current ENERGY STAR efficiency requirements for domestic hot water heater				1
Boiler	1	85% - 1 point 92% - 2 points	N/A	N/A	N/A	2
Heat pump or AC unit	1	N/A	8 (1 pt) 9.5 (2 pt) >9.5 (3 pts)	11 (1 pt) 12 (2 pts) >12 (3 pts)	13 (1 pt) 15 (2 pts) >15 (3 pts)	3
HVAC equipment	Uses non-HCFC-containing refrigerant					1
Air-side economizers	For cooling units over 5 tons					1

*Definitions

AFUE (Annual Fuel Utilization Efficiency): measures the efficiency at which equipment converts fuel energy into usable energy.

EER (Energy Efficiency Ratio): ratio of output cooling (in BTU/h) to input electrical power (watts) at a given operating point.

HSPF (Heating Seasonal Performance Factor): ratio of heat output over the heating season to watt-hours of electricity used.

SEER (Seasonal Energy Efficiency Ratio): ratio of total cooling capacity (BTU/h) during normal operating periods (not over 12 months), divided by total electric energy input for the same time period.

E5. Efficient Lighting Technologies **MAX: 18**

Interior	LED	Induction Fluorescent	High Output T5 Fluorescent	Reduced Wattage T8 Fluorescent (≤28W 4-foot; ≤51W 8-foot)	Reduced Wattage Compact Fluorescent (CFL) (≤32W)	Standard T8, T5 or CFL Fluorescent
Offices	3	2	2	2	2	1
Showroom	3	2	2	2	2	1
Service bays	3	2	2	2	2	1
Parts/storage	3	2	2	2	2	1
Body shop	3	2	2	2	2	1
Exterior	LED	Induction Fluorescent	High Output T5 Fluorescent	Low Wattage HID (≤400W for street-front; ≤250W for pole lights; ≤175W for wall packs		Standard T8, T5 or CFL Fluorescent
Parking lot pole lighting	8	4	4	2		N/A
Exterior facade wall packs	2	N/A	N/A	N/A		1

E6. Interior Lighting Controls **MAX: 6**

Space Type	Occupant Sensor	Time Clock	Photocell
Showroom	N/A	1	1
Offices	1	1	1
Service area	1	1	1
Parts/storage	1	1	1
Body shop	1	1	1
Bathrooms	1	N/A	N/A

E7. Exterior Lighting Controls **MAX: 8**

Parking Lots	
Program lights to turn off at dawn and on at dusk	1
25% power reduction by 1:00 am	3
50% power reduction by 1:00 am	6
Exterior Facade	
Program lights to turn off at dawn and on at dusk	1
50% power reduction by 1:00 am	2

E8. Renewable Energy	**MAX: 70**
From 3 to 70 points depending on percentage of renewable energy generated on-site	
E9. Preventative Maintenance Plans	**MAX: 4**
HVAC unit inspection at least twice per year	1
Thermostat calibration at least annually	1
Air compressors, piping, valves, and fittings inspected for leakage at least annually	1
Lighting controls–interior and exterior–inspected at least annually	1
E10. Energy Assessment	**MAX: 4**
Honda Environmental Leadership Program Environmental Assessment (or equivalent)	4
Commissioning	4
Other type of energy audit	1

E1. Tracking Energy Consumption (Prerequisite + 2 points)

Tracking monthly energy consumption is necessary to benchmark dealership energy use, discover opportunities for improvement, and verify energy reductions resulting from retrofits and operational improvements.

By tracking energy consumption, dealers can also determine whether or not building systems are working efficiently and if equipment repair or replacement is necessary.

The Honda Environmental Leadership Program tracks dealership performance using an automated data collection service and ENERGY STAR Portfolio Manager®.

- **Automated Data Collection:** Some regional utilities and third-party services offer automatic population of monthly utility data into ENERGY STAR Portfolio Manager. Honda will help implement automatic data collection if this service is available.
- **ENERGY STAR Portfolio Manager:** If the first option is not available in the area, monthly utility bill data can be compiled and entered directly into the ENERGY STAR Portfolio Manager tool.
- **Internal Tracking System:** Alternatively, utility bill data can be compiled into a spreadsheet to track monthly consumption, then uploaded into ENERGY STAR Portfolio Manager.

Recommendations

Dealerships may earn a maximum of 2 points through any combination of measures listed below:

E1. Tracking Energy Consumption	MAX: 2
Submit historical energy utility bills	Prerequisite
Submit ongoing energy utility bills	Prerequisite
Utilize an automated data collection service or equivalent	2
Input energy data using ENERGY STAR Portfolio Manager	2
Input energy data using internal tracking system, to upload to ENERGY STAR	1

Satisfying the Prerequisite: As part of enrollment in the Honda Environmental Leadership Program, dealerships are required to submit at least 12 months of historical energy utility bills, including usage and cost data, then continue to submit utility bills on an ongoing basis. The following information must be tracked to satisfy the prerequisite:

- Utility cost information
- Monthly kWh of electricity
- Therms of natural gas
- Meter readings for any other fuel types

Utility data entered into dealership financial systems does not qualify because these systems contain only cost data.

E2. Building Envelope–Windows (3 points)

High performance windows can improve building insulation, which helps lower a building's heating or cooling costs.

Window performance is measured by U-factor and Solar Heat Gain Coefficient (SHGC).

- U-factor is the rate of heat loss or gain through a window. A lower U-factor indicates better insulation due to a lower rate of heat loss or gain.
- SHGC is the fraction of solar radiation admitted through a window. A high SHGC indicates high heat gain, while a low coefficient means low heat gain.

Optimal U-factors and SHGC values vary based on location, and the following recommendations are based on the eight different Climate Zones. For details on climate zone locations, see Appendix B: ASHRAE Climate Zone Map.

Recommendations

Dealerships may earn a maximum of 3 points through any combination of measures below:

E2. Building Envelope-Windows	**MAX: 3**
Climate Zones 1-2: Max window U-factor: 0.70; Max SHGC 0.25 Climate Zones 3-4: Max window U-factor: 0.50; Max SHGC 0.25 Climate Zones 5-6: Max window U-factor: 0.45; Max SHGC 0.40 Climate Zones 7-8: Max window U-factor: 0.40; Max SHGC 0.45	1
Select from items below for a maximum of 2 points.	
» Window tinting	1
» Dual-pane windows	1
» Mechanical interior shades	1
» Skylights	1
» High-speed garage doors	1

The maximum U-factor and maximum SHGC are determined based on your dealership's location. You can earn points by using any combination of the above building envelope and window measures.

For Honda dealerships, all building envelope and windows measures must comply with the Honda Dealership Image Program specifications.

E3. Automatic Temperature Controls (Prerequisite + 8 points)

Automatic temperature controls are a **low- or no-cost** measure that can significantly reduce energy consumption. Heating and cooling can represent 40-60% of total dealership energy use. This is a substantial impact, and programmable thermostats or centralized controls can reduce energy and save money by adjusting space temperatures according to time of day and day of the week.

Temperature set points establish a specific temperature level for a space; if that area gets hot or cold due to outside temperatures, the heating and cooling system will automatically turn on or off. Setting lower heating and higher cooling set points will reduce energy consumption.

Recommendations

Dealerships may earn a maximum of 8 points by demonstrating that thermostat controls are set as follows:

E3. Automatic Temperature Controls	**MAX: 8**
Seven-day programmable thermostats OR central building automation system	Prerequisite
Daytime set points: 73° F or higher in cooling	1
Daytime set points: 70° F or lower in heating	1
Nighttime and unoccupied set points back by at least 10° F	6

Satisfying the Prerequisite: In order to be eligible for an award, your dealership must have seven-day programmable thermostats or central building automated systems to control temperature set points. Installing automatic temperature controls is a no- or very low-cost measure with a significant impact on energy reduction, and is a great first step in building energy conservation.

Set daytime temperatures to resume 1-2 hours before opening to ensure the space reaches a comfortable temperature during occupied hours. At closing time and on holidays when the dealership is closed, use setback temperatures of at least 10° F beyond the typical heating and cooling set points to conserve energy. A qualifying nighttime and unoccupied set point is 60° F for heating and 85° F for cooling. This reduces costs incurred by running heating and air conditioning units when the building is unoccupied.

Your HVAC or electrical contractor can assist in configuring temperature controls. Since occupant comfort can be a subjective measurement, thermostat set points may require regular communication with the dealership staff and refinement over time. To prevent occupants from overriding the controls and/or leaving the system on at night, controls should be locked.

E4. Energy Efficient Heating, Ventilation, and Air Conditioning (HVAC) Equipment (7 points)

The Honda Environmental Leadership Program uses U.S. Environmental Protection Agency (EPA) ENERGY STAR as a guideline for energy efficient heating, ventilation, and cooling (HVAC) equipment. The ENERGY STAR program establishes performance standards for HVAC equipment including boilers, heat pumps, and air conditioning units.

Energy efficient HVAC systems improve building energy performance by lowering energy demand, which can reduce monthly utility bills. Newer, more efficient HVAC systems use less energy to produce the same amount of cooling or heating when compared with older, less efficient systems.

Air-side economizers use low-temperature outside air rather than cooling the warmer return air from the building interior. This method is more effective in drier climates and regions with large temperature swings during a typical day.

In addition to energy savings, it is also important to select refrigerants for HVAC equipment that have minimal impact on climate change and ozone layer depletion.

- The global warming potential (GWP) of a refrigerant represents how much it contributes to global warming compared to carbon dioxide, a common greenhouse gas.
- The ozone-depleting potential (ODP) of a refrigerant represents its relative impact on depletion of the ozone layer compared to a known chemical CFC-11.

For detailed information about the GWPs and ODPs of common refrigerants, refer to the EPA's website.

GWP: http://www.epa.gov/ozone/geninfo/gwps.html

ODP: http://www.epa.gov/ozone/science/ods/classtwo.html

E4. Energy Efficient Heating, Ventilation, and Air Conditioning (HVAC) Equipment (Cont'd)

Recommendations

Dealerships may earn a maximum of 7 points through any combination of measures listed in the table below:

E4. Efficient HVAC Equipment **MAX: 7**

	ENERGY STAR Qualified	AFUE*	HSPF*	EER*	SEER*	Points Available
Domestic hot water heater	1	Refer to current ENERGY STAR efficiency requirements for domestic hot water heater				1
Boiler	1	85% (1 point) 92% (2 points)	N/A	N/A	N/A	2
Heat pump or AC unit	1	N/A	8 (1 point) 9.5 (2 points) >9.5 (3 points)	11 (1 point) 12 (2 points) >12 (3 points)	13 (1 point) 15 (2 points) >15 (3 points)	3
HVAC equipment	Uses non-HCFC-containing refrigerant					1
Air-side economizers	For cooling units over 5 tons					1

*Definitions

AFUE (Annual Fuel Utilization Efficiency): measures the efficiency at which equipment converts fuel energy into usable energy.

EER (Energy Efficiency Ratio): ratio of output cooling (in BTU/h) to input electrical power (watts) at a given operating point.

HSPF (Heating Seasonal Performance Factor): ratio of heat output over the heating season to watt-hours of electricity used.

SEER (Seasonal Energy Efficiency Ratio): ratio of total cooling capacity (BTU/h) during normal operating periods (not over 12 months), divided by total electric energy input for the same time period.

E4. Energy Efficient Heating, Ventilation, and Air Conditioning (HVAC) Equipment (Cont'd)

To be eligible for points:

- Domestic Water Heaters
  - For dealerships served by natural gas, all domestic hot water heaters must meet ENERGY STAR requirements.
  - For dealerships not served by natural gas, only domestic water heaters with over 80 gallon storage capacity must meet ENERGY STAR requirements.
  - Point-of-use instant electric hot water heaters are exempted from program requirements
- Boiler, Heat Pump, and AC Unit
  - Provide documentation that HVAC equipment is ENERGY STAR-qualified. Visit the "Heating and Cooling" section of the ENERGY STAR Products website to determine eligibility.
  - If ENERGY STAR documentation is not available, equipment should meet the minimum efficiency standards shown in the table on the previous page.
- Replace ozone-depleting HCFC-containing refrigerants with HFC-containing refrigerants to minimize impact on the ozone layer.
  - Refer to the manufacturer's specification sheets for new or existing HVAC equipment to determine if refrigerants with low GWP and ODP are compatible with the HVAC equipment under consideration.
  - Where possible, select a refrigerant that is classified as a hydrofluorocarbon (HFC) instead of hydrochlorofluorocarbon (HCFC) to minimize ODP (Ozone Depletion Potential).
- If appropriate, use air-side economizers for cooling units over 5 tons. Work with your HVAC contractor to determine if air-side economizers are appropriate for your dealership's HVAC equipment and climate zone. Economizer controls must be checked regularly to effectively respond to changes in outside air.

It is usually not economically feasible to replace all existing HVAC units with newer units at the same time due to high equipment and installation costs. However, be sure to select energy efficient HVAC equipment when an existing unit reaches the end of its life.

Waste Oil Burners/Heaters

Although used oil (waste oil) burners/heaters at a dealership may reduce heating fuel costs, studies have shown that the resulting pollutant emissions may have negative impacts on local air quality.

For example, higher zinc, lead, hydrochloric acid, and total particulate emissions can occur with waste oil combustion as compared with virgin fuel oil (U.S. Department of Energy, Office of Fossil Energy, 2006. Used Oil Re-refining Study to Address Energy Policy Act of 2005, Section 1838).

The goal of the Honda Environmental Leadership Program is to reduce energy usage and CO_2 emissions. Burning used oil does not reduce total energy consumption or emissions and therefore is not included in the energy reduction calculations for the program.

E5. Efficient Lighting Technologies (18 points)

Lighting accounts for a significant portion of a dealership's total electricity usage. Choosing efficient lighting technologies reduces electricity and maintenance costs over time.

For typical Honda dealerships that are more than 3 years old, the highest electricity-consuming lights are often 250W-1000W metal halides installed in the parking lot, showroom, and service shop. Replacing or retrofitting these lights with LED or other efficient lamp choices will greatly reduce total energy consumption.

Lighting Technologies Performance Comparison Table

Lamp Type	Relative Efficiency	Lifetime (Yrs.)	Ability to maintain consistent lighting levels over time	Contains Mercury
LED	Highest	10-20	Highest	No
High Output T5 Fluorescent	High	3-9	High	Yes
Reduced Wattage T8 Fluorescent	High	3-9	Medium	Yes
Induction Fluorescent	Medium	10-20	Medium	Yes
Compact Fluorescent (CFL)	Medium	3-7	Medium	Yes
Standard (T8, T5, CFL) Fluorescent	Medium	3-7	Medium	Yes
High Intensity Discharge (e.g. Metal Halide)*	Low	1-5	Low	Yes
Incandescent (e.g. Halogen)*	Lowest	1-3	Medium	No

LED

- Reduces energy costs: 60-80% more efficient than metal halides
- Reduces maintenance costs: lasts 10+ years
- Delivers high quality lighting
- Maintains consistent lighting output and color temperature throughout lifetime
- Produces less heat than metal halide, which reduces the air conditioning needs
- May have higher initial cost
- Prices continue to drop and ROI continues to improve
- For information about replacing metal halides with LEDs, see Appendix C

Induction Fluorescent

- Reduces energy cost: about 50% more efficient than metal halides
- Reduces maintenance costs: last 10+ years
- May have lower initial cost than LEDs

*Not a recommended lighting technology. Included for comparison purposes only.

E5. Efficient Lighting Technologies (Cont'd)

High Output T5 Fluorescent (T5HO)

- Most efficient fluorescent lamp
- Good lower-cost option for certain locations
- Delivers consistent lighting output throughout lifetime

Reduced Wattage T8 Fluorescent (28W or Less)

- Reduces energy costs: 10-20% more efficient than standard 32W option
- Provides approximately the same lighting as standard 32W option

Low-wattage Compact Fluorescent (CFL)

- Low-cost option for areas with lower ceilings

Recommendations

Dealerships may earn a maximum of 18 points through any combination of measures listed below:

E5. Efficient Lighting Technologies					**MAX: 18**	
Interior	LED	Induction Fluorescent	High Output T5 Fluorescent	Reduced Wattage T8 Fluorescent (≤28W 4-foot; ≤51W 8-foot)	Reduced Wattage Compact Fluorescent (CFL) (≤32W)	Standard T8, T5 or CFL Fluorescent
Offices	3	2	2	2	2	1
Showroom	3	2	2	2	2	1
Service bays	3	2	2	2	2	1
Parts/storage	3	2	2	2	2	1
Body shop	3	2	2	2	2	1
Exterior	LED	Induction Fluorescent	High Output T5 Fluorescent	Low Wattage HID (≤400W for street-front; ≤250W for pole lights; ≤175W for wall packs		Standard T8, T5 or CFL Fluorescent
Parking lot pole lighting	8	4	4	2		N/A
Exterior facade wall packs	2	N/A	N/A	N/A		1

For example, if you install LED lighting in the showroom (3 points), reduced-wattage fluorescents in offices (2 points) and parts/storage (2 points), and metal halides in the service bays (0 points), parking lot (0 points), and building-mounted wall packs (0 points), the total points earned for efficient lighting technologies is 3 points + 2 points + 2 points + 0 points + 0 points + 0 points = 7 points.

E5. Efficient Lighting Technologies (Cont'd)

To meet the criteria, the primary lamp type used in each space, or the majority of total installed wattage in the space, must be one of the recommended efficient lighting technologies. Different space types have different lighting needs. Discuss the options of installing new high efficiency lighting in each space type with a qualified architect, lighting designer, or electrical contractor:

- Keep existing fixtures and replace old lamps with higher efficiency options where compatible.
- Purchase completely new fixtures that meet the criteria listed in the table above.

Where available, choose lighting technologies that are eligible for utility rebates to reduce the initial capital cost. Visit your local utility website and search for energy efficiency rebates for businesses to find more information about available incentive programs.

Lighting recommendations by space type

- **Showroom:** Lighting in showrooms should be energy efficient to minimize operational costs, long lasting to reduce maintenance costs, and high quality to maximize customer experience. The best options are:
  - LED lighting is ideal for showrooms
  - Induction fluorescent is also a good option
- **Offices and Parts/Storage Area:** The best options for lower ceilings in offices and parts/storage areas are:
  - LEDs
  - Reduced wattage T8 fluorescent
  - Low-wattage CFLs
- **Service Bays and Body Shops:** Because service bays and body shops are lit from high-bay ceilings and higher lighting levels are required for servicing vehicles, fixtures for this application must be bright. The best options are:
  - LEDs
  - Induction fluorescent
  - High output T5 fluorescent
- **Exterior Pole & Wall Lights:** Exterior lighting should be energy efficient to minimize operational costs, long lasting to reduce maintenance costs, and high quality to represent product colors accurately. The best options are:
  - LEDs
  - Induction fluorescent

E6. Interior Lighting Controls (6 points)

Automatic lighting controls adjust lighting levels or turn lights off based on time of day, outside daylight levels, or occupant activity. By reducing unnecessary lighting, automatic controls are a **low- or no-cost** way to maximize electricity conservation.

Types of Interior Lighting Controls

- **Occupant Sensors:** Occupant sensors control lighting systems based on occupant activity in the space. For example, if a room is unoccupied for 20 minutes or more, occupant sensors will power-off the light fixtures in that space to eliminate wasted electricity.
- **Time Clocks:** Time clocks power lighting on or off based on building occupancy schedules and time of day. A basic clock allows programming of daily or weekly lighting schedules; more advanced controls automatically adjust the operating schedule based on time of year, taking into account time changes and seasonal variances. Time clocks should be set to power lights off within 2 hours of the dealership's closing time.
- **Photocells:** Photocells are sensors used to automatically control interior lighting levels based on the level of natural daylight in the space; lights are dimmed when natural daylight is high, and increased when natural daylight levels are low.

Recommendations

Dealerships may earn a maximum of 6 points through any combination of measures listed below:

E6. Interior Lighting Controls			**MAX: 6**
Space Type	Occupant Sensor	Time Clock	Photocell
Showroom	N/A	1	1
Offices	1	1	1
Service area	1	1	1
Parts/storage	1	1	1
Body shop	1	1	1
Bathrooms	1	N/A	N/A

Work with your lighting contractor to install and program interior lighting controls. Costs will depend on the lighting zone layout and compatibility with existing light fixtures. Also, check with your local utility providers to see if rebates are available for these products.

E7. Exterior Lighting Controls (8 points)

Parking lot lighting makes up 20-40% of a typical dealership's total annual electricity use. Pairing the right automatic lighting controls with energy efficient fixtures reduces energy use and can result in significant energy and maintenance cost savings. This is a **low- or no-cost** measure, and utility rebates are often available.

Types of Exterior Lighting Controls

- **Time Clocks:** Exterior time clocks power lighting on or off based on time of day. A basic time clock allows programming of daily or weekly lighting schedules; more advanced controls automatically adjust the operating schedule based on time of year, taking into account time changes and seasonal variances (e.g., sunset to sunrise).
- **Photocells:** Exterior photocells automatically control outdoor lighting levels by turning lights on at dusk and off at dawn.
- **Automatic Power Reduction Controls:**
  - **Bi-Level Lighting Controls:** Bi-level lighting controls can save energy by reducing light levels in parking lots when not needed. Controls can be programmed to dim or turn off a portion of the lights at a certain time, which allows for both acceptable security lighting levels and reduction in power consumption.
  - **Motion Detecting:** Motion detectors may be installed on the building facade and pole lights to allow security lights to remain off until motion is detected in the area. This active control mechanism can significantly deter theft and vandalism, especially when coupled with cameras or other security measures.

Recommendations

Dealerships may earn a maximum of 8 points through any combination of measures listed below:

E7. Exterior Lighting Controls	MAX: 8
Parking Lots	
Program lights to turn off at dawn and on at dusk	1
25% power reduction by 1:00 am	3
50% power reduction by 1:00 am	6
Exterior Facade	
Program lights to turn off at dawn and on at dusk	1
50% power reduction by 1:00 am	2

Work with your lighting contractor to install and program exterior lighting controls. Costs will depend on the lighting zone layout and compatibility with existing light fixtures. Also, check with local utility providers to see if rebates are available for these products.

E8. Renewable Energy (70 points)

Few things have more impact and visibly demonstrate a commitment to the environment than the presence of renewable energy sources, such as solar panels or wind turbines. On-site renewable generation hedges against utility rate increases that can significantly impact future operating costs. By offsetting energy use with renewable energy, dealerships may be eligible for a lower rate tier and avoid peak demand charges, depending on local utility policies. Some utilities charge more for electricity use during periods of highest demand. Renewable energy is one way to reduce electricity use during peak demand periods, and therefore avoid additional charges.

Some common renewable energy options include:

- **Solar power:** Depending on location, solar photovoltaic (PV) systems can be a cost-effective option for using renewable energy to power a dealership.
- **Wind energy:** While only feasible in some regions, wind turbines suited for urban environments typically range from 2.5kW to 5+kW.
- **Biogas:** Obtained from renewable sources, biogas can be used to power on-site fuel cell generators or micro turbines to reduce grid-purchased electricity.

Recommendations

Dealerships may earn a maximum of 70 points based on the percentage of the total grid-supplied energy (electricity and gas) offset by the renewable system when averaged over a year:

% Renewable	Points	% Renewable	Points	% Renewable	Points	% Renewable	Points
1%	3	26%	33	51%	45	76%	58
2%	5	27%	33	52%	46	77%	58
3%	8	28%	34	53%	46	78%	59
4%	10	29%	34	54%	47	79%	59
5%	13	30%	35	55%	47	80%	60
6%	15	31%	35	56%	48	81%	60
7%	18	32%	36	57%	48	82%	61
8%	20	33%	36	58%	49	83%	61
9%	23	34%	37	59%	49	84%	62
10%	25	35%	37	60%	50	85%	62
11%	25	36%	38	61%	50	86%	63
12%	26	37%	38	62%	51	87%	63
13%	26	38%	39	63%	51	88%	64
14%	27	39%	39	64%	52	89%	64
15%	27	40%	40	65%	52	90%	65
16%	28	41%	40	66%	53	91%	65
17%	28	42%	41	67%	53	92%	66
18%	29	43%	41	68%	54	93%	66
19%	29	44%	42	69%	54	94%	67
20%	30	45%	42	70%	55	95%	70
21%	30	46%	43	71%	55	96%	70
22%	31	47%	43	72%	56	97%	70
23%	31	48%	44	73%	56	98%	70
24%	32	49%	44	74%	57	99%	70
25%	32	50%	45	75%	57	100%	70

E8. Renewable Energy (Cont'd)

For example, if a dealership using both electricity and gas consumes an equivalent of 1,000,000 kWh per year of total energy, and has a solar panel system that generates 250,000 kWh per year, the dealership would be eligible for 32 points–because it uses 25% renewable energy on an annual basis.

At this time, solar PV systems are the most cost-effective renewable energy option for dealerships. Honda encourages this option wherever feasible, and will incorporate recommendations for other renewable energy options as they become cost-effective. Honda can assist your dealership in determining solar feasibility, cost, and financing. A showroom display demonstrating the electricity generated by the renewable energy system is a great way to show your dealership's commitment to the environment.

Fast Track to Platinum: Electric Grid Neutral

A dealership can automatically earn a Platinum Award if it is Electric Grid Neutral. Electric Grid Neutral means that when averaged over one year, the dealership offsets its grid electric use with an equal amount of on-site renewable generation exported to the grid. If electric grid neutral is achieved, no other Honda Environmental Leadership Program requirements are necessary to achieve the Platinum Award. However, dealerships will still be required to share utility data on an ongoing basis to maintain their Platinum status.

E9. Preventive Maintenance Plans (4 points)

Routine maintenance checks of the following four vital energy systems can help lower energy usage. This **low- or no-cost** measure can troubleshoot potential issues before they become serious problems.

- Heating, Ventilation, and Air Conditioning (HVAC) systems
- Thermostat Maintenance
- Air Compressors
- Lighting Controls

Recommendations

Dealerships may earn a maximum of 4 points by implementing the measures listed below:

E9. Preventative Maintenance Plans	MAX: 4
HVAC unit inspection at least twice per year	1
Thermostat calibration at least annually	1
Air compressors, piping, valves, and fittings inspected for leakage at least annually	1
Lighting controls–interior and exterior–inspected at least annually	1

Demonstrate regular maintenance of these four systems:

- **HVAC**: Inspect HVAC equipment at least twice per year, and include standard inspection, cleaning, and maintenance of the following:
  - Filter changes
  - Fans, motors, belts
  - Bearings
  - Refrigerant level
  - Condenser coils
  - Dampers
  - Compressors
- **Thermostat Maintenance:** Test all thermostats for accuracy at least once a year, calibrate if needed, and verify that thermostats are appropriately configured to set back by at least 10°F at night (see Section E3. Automatic Temperature Controls).
- **Air Compressors:** Leaking air compressor fittings waste energy, so inspect air compressor pipes, hoses, valves, and fittings for leakage at least once a year.
- **Lighting Controls:** Check all interior and exterior lighting controls, including photocells, timers, and occupancy sensors at least once per year to verify lighting shutoff controls and optimal time schedules.

E10. Energy Assessment (4 points)

A third-party energy assessment can help identify opportunities to improve existing building energy performance through cost-effective controls or retrofits. A **low- or no-cost** measure, the assessment evaluates the following building energy systems in detail:

- Building Envelope
- Lighting
- Heating, Ventilation, and Air Conditioning (HVAC)

Recommendations

Dealerships may earn a maximum of 4 points for undergoing an energy assessment:

E10. Energy Assessment	MAX: 4
Honda Environmental Leadership Program Environmental Assessment (or equivalent)	4
Commissioning	4
Other type of energy audit	1

The Honda Environmental Leadership Program offers a comprehensive environmental assessment performed by a third-party technical expert in building energy efficiency and environmental performance. This assessment is reviewed by a Professional Engineer. Following the assessment, your dealership will receive a detailed report with recommendations on energy, water, and other environmental improvements, and if appropriate, cost savings estimates and simple payback analysis for recommended efficiency projects.

On-site or Remote Assessment?	
	An **on-site assessment** is usually necessary for dealerships that have not yet implemented energy efficiency measures and need detailed advice. The Honda-selected environmental assessment consultant spends three to six hours at the dealership with a dealership representative evaluating the building systems and operating practices.
	A **remote assessment** is usually conducted if a dealership is less than three years old or has already completed energy efficiency projects and the energy savings can be calculated from utility bill data. The Honda-selected environmental consultant surveys a dealership representative over the phone about dealership systems and upgrades, and may request additional documents, such as photographs, invoices, site plans, or other materials.

E10. Energy Assessment (Cont'd)

Commissioning is a quality assurance process used to ensure that a new or existing building performs efficiently. Commissioning may occur during any phase of a building lifecycle, starting with design and construction, and continuing through operations. A commissioning agent inspects the building and identifies efficiency opportunities, including how to maintain performance over time.

- "Commissioning" refers to the process used for new construction projects.
- "Retro-commissioning" refers to the process used for an existing facility that has never been commissioned.
- "Re-commissioning" refers to a building that was commissioned and undergoes the process again at a later date to ensure optimal performance.

You may also hire a third party to perform an energy audit of your dealership to identify opportunities for improving energy efficiency. A lighting or HVAC contractor, local utility, energy efficiency consultant, or other qualified service provider may perform an energy audit.

For further details, see Appendix E: Honda Environmental Leadership Program Assessment Tool for Existing Facilities.

SECTION 1 – EXISTING AND RECENT FACILITIES

Water Efficiency

Water Efficiency (17 total points)

Overview

Water conservation measures often include upgrading fixtures, fixing leaky faucets, or choosing native plants for the landscape instead of grass or non-native species that require extra water.

It takes a considerable amount of energy for the regional utility to treat and pump the water used by a dealership, so saving water means saving energy, too.

Points Available

WATER EFFICIENCY	MAX: 17
W1. Tracking Water Consumption	MAX: 2
Submit historical water utility bills	Prerequisite
Submit ongoing water utility bills	Prerequisite
Utilize an automated data collection service or equivalent	2
Input water data using ENERGY STAR Portfolio Manager	2
Input water data using internal tracking system, to upload to ENERGY STAR	1
W2. Efficient Interior Water Fixtures	MAX: 3
Urinals ≤ 0.5 gallons per flush (GPF)	1
Toilets ≤ 1.28 gallons per flush (GPF) or dual-flush toilets ≤ 1.1/1.6 GPF	1
Lavatory faucets ≤ 1 gallon per minute (GPM)	1
Showerheads ≤ 1.6 gallons per minute (GPM)	1
W3. Water Efficient Landscape Irrigation	MAX: 3
No irrigation	3
Bubblers or drip lines	1
Weather-based controls (moisture or evapotranspiration sensor)	1
Conventional spray head	0
W4. Non-Potable Water Systems	MAX: 4
Toilet flushing	2
Landscape irrigation	2
W5. Water Efficient Vehicle Wash	MAX: 5
100% closed-loop, recycled water system	5
Partial closed loop (at least 50%), recycled water system	3
Rainwater collection system or reclaimed water system	3
Other vehicle wash system that uses recycled water	1

W1. Tracking Water Consumption (Prerequisite + 2 points)

Regularly tracking monthly water consumption is necessary to benchmark a dealership's water use, establish opportunities for improvements, and verify water use reductions resulting from retrofits or operational improvements. Comparing total water usage before and after retrofits demonstrates the impact and cost/benefit of retrofitting water fixtures or landscape irrigation systems.

The Honda Environmental Leadership Program tracks dealership water consumption on an ongoing basis.

- **Automated Data Collection:** Some regional utilities and third-party services offer automatic population of monthly utility data into ENERGY STAR Portfolio Manager. Honda will help implement automatic data collection if this service is available.
- **ENERGY STAR Portfolio Manager:** If the first option is not available in the area, monthly utility bill data can be compiled and entered directly into the ENERGY STAR Portfolio Manager tool.
- **Internal Tracking System:** Alternatively, utility bill data can be compiled into a spreadsheet to track monthly consumption, then uploaded into ENERGY STAR Portfolio Manager.

Recommendations

Dealerships may earn a maximum of 2 points for tracking water consumption using the following methods:

W1. Tracking Water Consumption	MAX: 2
Submit historical water utility bills	Prerequisite
Submit ongoing water utility bills	Prerequisite
Utilize an automated data collection service or equivalent	2
Input water data using ENERGY STAR Portfolio Manager	2
Input water data using internal tracking system, to upload to ENERGY STAR	1

Satisfying the Prerequisite: Upon enrollment in the Honda Environmental Leadership Program, your dealership is required to submit at least 12 months' of historical water utility bills, then continue to submit utility bills on an ongoing basis. The following information must be tracked to satisfy the prerequisite:

- Utility cost information
- Monthly water usage

Data entered into a dealership financial system does not qualify for this purpose because such a system contains only cost information.

W2. Efficient Interior Water Fixtures (3 points)

The Honda Environmental Leadership Program interior water fixtures guidelines meet or exceed the maximum flush and flow rates found in the EPA WaterSense® program. The EPA WaterSense Product Guide recommends fixtures based on a number of different performance criteria, including water conservation.

High efficiency interior water fixtures typically use 30-50% less water than their conventional counterparts and can reduce operating costs. New technology has enabled lower flow alternative fixtures to achieve the same or better performance than their conventional counterparts at no additional cost.

In the U.S., fixture flow rates are typically measured in gallons per minute (GPM) for flow-based fixtures such as lavatory faucets and showerheads. For flush fixtures like urinal or toilets, water consumption is measured in gallons per flush (GPF).

Recommendations

Dealerships may earn a maximum of 3 points through any combination of measures listed below:

W2. Efficient Interior Water Fixtures	MAX: 3
Urinals ≤ 0.5 gallons per flush (GPF)	1
Toilets ≤ 1.28 gallons per flush (GPF) or dual-flush toilets ≤ 1.1/1.6 GPF	1
Lavatory faucets ≤ 1 gallon per minute (GPM)	1
Showerheads ≤ 1.6 gallons per minute (GPM)	1

While replacing toilets and urinals with more efficient options may only be cost effective when remodeling bathrooms, there are other less expensive ways to save water:

- Replace faucets or add aerators to existing faucets.
- Retrofit existing flush valves on toilets with dual-flush options to reduce the flush volume.

Consult with a professional plumber to carefully evaluate the feasibility of fixture replacements.

W3. Water Efficient Landscape Irrigation (3 points)

Landscape irrigation efficiency measures how efficiently water is delivered to the roots of a plant without excess loss due to evaporation, dissipation, or other factors that waste water.

Efficient irrigation systems distribute water exactly when and where needed with minimal loss. Weather-based controls can further increase overall efficiency by turning the system on and off based on actual weather conditions or the moisture content of the soil. Needs differ depending on the climate zone, periodic droughts, extreme weather conditions, etc. For more information about water efficient irrigation equipment, visit EPA's WaterSense® Water-Saving Technologies website.

Recommendations

Dealerships may earn a maximum of 3 points through any combination of measures listed below:

W3. Water Efficient Landscape Irrigation	MAX: 3
No irrigation	3
Bubblers or drip lines	1
Weather-based controls (moisture or evapotranspiration sensor)	1
Conventional spray head	0

Dealerships with landscapes that require no irrigation can earn the most points in this category. Landscaping with native or adaptive plants can help facilitate reducing or eliminating irrigation, and weather-based controls can reduce unnecessary watering. Drip lines or bubblers minimize evaporation and are preferred over conventional spray heads.

W4. Non-Potable Water Systems (4 points)

Non-potable water is water that is not drinking quality but can be used for toilet flushing, landscape irrigation, and washing vehicles. Examples of non-potable water include municipally supplied reclaimed water, on-site treated gray water, captured rainwater, and recovered HVAC condensate water.

- **Recovered HVAC condensate water:** Water is recycled using an inexpensive, low-tech method that can be especially effective in hot climates. This method both conserves water and reduces energy used by water treatment facilities.
- **Gray water:** Wastewater generated from hand-wash basins, showers, and baths that can be recycled on-site for uses such as toilet flushing and landscape irrigation.

Recommendations

Dealerships may earn a maximum of 4 points by incorporating the measures listed below:

W4. Non-Potable Water Systems	MAX: 4
Toilet flushing	2
Landscape irrigation	2

Your dealership can receive credit for using non-potable water in interior and exterior applications, including toilet flushing and landscape irrigation.

Check with your local water district to determine if incentives are available for retrofitting existing water systems to use reclaimed water. Local codes may restrict or prohibit use of gray water; consult the local building codes for details.

W5. Water Efficient Vehicle Wash (5 points)

Water efficient vehicle wash systems reduce the amount of potable (drinkable) water needed. For example, a 100% closed loop, recycled water vehicle wash system, also called a non-discharge vehicle wash system, recycles both wash and rinse water with no wastewater discharge.

Recommendations

Dealerships may earn a maximum of 5 points through any combination of measures listed below:

W5. Water Efficient Vehicle Wash	MAX: 5
100% closed-loop, recycled water system	5
Partial closed loop (at least 50%), recycled water system	3
Rainwater collection system or reclaimed water system	3
Other vehicle wash system that uses recycled water	1

Your dealership is eligible to earn points if your on-site or off-site vehicle wash employs any of the water efficient technologies in the table above. You can also earn one point for replacing a conventional vehicle wash system by providing vouchers for an off-site vehicle wash service that employs any of the water efficient technologies in the table above.

Replacing existing vehicle wash systems may be cost prohibitive, but it may be possible to partially recycle water or use reclaimed water from your municipal water provider.

SECTION 1 – EXISTING AND RECENT FACILITIES

Waste Reduction

Waste Reduction (4 total points)

Overview

Waste reduction and recycling eases the stress on landfills and decreases the amount of resources required to manufacture new materials.

Other positive impacts include:

- Reduced greenhouse gas emissions associated with landfills
- Conservation of natural resources harvested to collect raw materials
- Reduced pollution caused by harvesting new raw materials
- Reduced energy used to operate landfill and incineration facilities

Points Available

WASTE REDUCTION	MAX: 4
Ws1. Honda Dealer Recycling Program	**MAX: 1**
Participation in the Honda Dealer Recycling Program	Prerequisite
Recycling bins in all of the following area types: Showroom Customer service lounge Office and break room Service area	1
Ws2. Source Waste Reduction	**MAX: 2**
Reduction measure(s) in place	2
Ws3. Waste Audit	**MAX: 1**
Waste audit conducted	1

Ws1. Honda Dealer Recycling Program (Prerequisite + 1 point)

Honda's Dealer Recycling Program is a voluntary program administered by Honda's Parts and Service division in which participants agree to recycle the following items:

- Paper
- Cardboard
- Plastic bottles
- Light bulbs
- Small batteries
- Aluminum cans

Glass recycling is highly encouraged and may be added to the Honda Dealer Recycling Program at a later date.

Recommendations

Dealerships may earn a maximum of 1 point by participating in the Honda Dealer Recycling Program:

Ws1. Honda Dealer Recycling Program	**MAX: 1**
Participation in the Honda Dealer Recycling Program	Prerequisite
Recycling bins in all of the following area types: Showroom Customer service lounge Office and break room Service area	1

Satisfying the Prerequisite: Enroll in the Honda Dealer Recycling Program and demonstrate compliance.

You can earn an additional point by installing indoor recycling bins throughout the dealership including the showroom, customer service areas, office and break room areas, and service areas. Easily accessible recycling bins encourage customers and employees to recycle and will demonstrate your dealership's commitment to recycling.

Dealerships must comply with federal and local regulations for disposing hazardous waste which may include motor oil, refrigerant, paint, etc.

Ws2. Source Waste Reduction (2 points)

Source waste reduction refers to minimizing the waste volume generated from on-site activities at the dealership. Preventing non-recyclable and recyclable materials from entering the waste stream decreases the strain on natural resources caused by disposal, recycling, or other processing methods.

Recommendations

Dealerships may earn a maximum of 2 points for implementing waste reduction measures:

Ws2. Source Waste Reduction	**MAX: 2**
Reduction measure(s) in place	2

Your dealership can reduce source waste by:

- Programming printers to print on both sides of the paper.
- Transitioning away from disposable water bottles for employees and instead providing reusable water bottles or reusable cups and a water filtration system.
- Designating an office product reuse shelf, where employees can leave unused office products for other offices to use instead of purchasing new items.

Ws3. Waste Audit (1 point)

A waste audit can provide valuable information regarding the composition of a dealership's waste and recycling stream and can identify opportunities for improvement in waste reduction and diversion. The audit includes the physical sorting of a sample from the dealership's entire waste stream.

For an example of a waste audit report performed by the EPA, see the following web link: http://www2.epa.gov/sites/production/files/documents/audit.pdf.

Recommendations

Dealerships may earn a maximum of 1 point by participating in a third-party waste audit:

Ws3. Waste Audit	**MAX: 1**
Waste audit conducted	1

Many waste haulers provide professional waste audits for a small fee. Contact your waste hauler and inquire about waste audit services; be specific about the expected outcome of the waste audit and the detailed information to be provided in the waste audit report.

With the information from a detailed waste audit report, dealerships can improve recycling programs and discover opportunities for waste reduction.

SECTION 1 – EXISTING AND RECENT FACILITIES

Site Attributes

Site Attributes (12 total points)

Overview

Site changes that take into consideration the local habitat and weather patterns can reduce a dealership's water and carbon footprint and save money. For example, native plants require less water; reflective hardscapes reflect solar energy and reduce cooling costs, and efficient roofing makes buildings less expensive to heat and cool.

Points Available

SITE ATTRIBUTES	MAX: 12
S1. Native or Adaptive Landscaping	**MAX: 1**
At least 75% of the landscaping on the site is landscaped with plants that are native or adaptive to the region	1
S2. Highly Reflective Hardscape	**MAX: 1**
At least 75% of the site hardscape includes paving or other surfaces made up of light-colored or reflective materials (excludes building footprint)	1
S3. Efficient Roofing	**MAX: 6**
Cool roofing for > 50% of roof area	3
Vegetated roofing	3
S4. Storm Water Reduction Measures	**MAX: 4**
Bioswales / rain gardens / water detaining ponds	1
Pervious paving (concrete, not loose surface such as gravel): Must cover at least 50% of hardscape area, excluding building footprint.	3

S1. Native or Adaptive Landscaping (1 point)

Native and adaptive landscaping uses plants that occur naturally or easily adapt to the local environment. Once native and adaptive plants are established, they require significantly less or no watering, fertilizers, herbicides, and pesticides when compared to non-native species.

Recommendations

Dealerships may earn a maximum of 1 point by dedicating at least 75% of landscaped areas to native or adaptive plants:

S1. Native or Adaptive Landscaping	**MAX: 1**
At least 75% of the landscaping on the site is landscaped with plants that are native or adaptive to the region	1

Consult with your landscape maintenance contractors to determine if your site's plants are native or adaptive and to develop a list of appropriate plants. If plants are non-native or non-adaptive, integrate native and adaptive species of plantings in the landscaped area over time.

S2. Highly Reflective Hardscape (1 point)

Highly reflective light-colored pavement surfaces reflect solar energy, which helps reduce the ground-level temperature. For example, gray concrete is considered highly reflective in this context. Dark-colored pavement and asphalt do not qualify.

A highly reflective hardscape is particularly important in a densely populated area because predominantly dark pavements increase ground-level temperatures, which increases the amount of energy required to cool the building.

Recommendations

Dealerships may earn a maximum of 1 point if at least 75% of the site hardscape is reflective light-colored material:

S2. Highly Reflective Hardscape	**MAX: 1**
At least 75% of the site hardscape includes paving or other surfaces made up of light-colored or reflective materials (excludes building footprint)	1

In the case of any landscape or hardscape renovation, explore the opportunity of integrating highly reflective surfaces into the design.

S3. Efficient Roofing (6 points)

Efficient roofing minimizes heat absorption into the interior of the building. This can be achieved through cool roofs that reflect solar energy and green roofs with planted vegetation.

- Cool roofs: White roofs reflect sunlight, which reduces the temperature of the building and helps minimize energy used for cooling.
- Vegetated roofs: These roofs are planted with vegetation, which insulates the building. Vegetated roofs help control storm water, and provide natural habitat for birds and insects.

For existing cool or vegetated roofs, it is important to maintain the roofing systems to the manufacturer's specifications.

Recommendations

Dealerships may earn a maximum of 6 points by implementing the measures listed below:

S3. Efficient Roofing	MAX: 6
Cool roofing for > 50% of roof area	3
Vegetated roofing	3

Altering an existing roof is a capital project and may not be feasible. However, if you plan to replace your dealership roof, do so with efficient roofing options.

In some climate zones, dark colored roofs may be preferable to reduce heating during winter months. These locations will be evaluated on a case-by-case basis.

Use native or adaptive plantings for vegetated roofs to minimize water use.

S4. Storm Water Reduction Measures (4 points)

Storm water management reduces flooding, associated land erosion, and water pollution. It can involve temporarily redirecting water away from sewer systems and possibly storing it for later use. Storm water reduction measures include landscaping water management strategies and pervious paving.

- Landscaped water management methods: Bioswales (drainage ditches that are often vegetated), rain gardens, and water detaining ponds are different types of landscaping options that either hold or slow storm water and clean it, often by allowing natural filtration through soil, before storm water enters into a sewer system or underground water tables/aquifers.
- Pervious paving (also known as permeable paving): Pervious paving is a type of paving for roads, parking lots, and walkways that allows water to filter down directly through the pavement. Traditional impervious surfaces such as concrete force water to run off into sewer systems, often carrying with it the pollutants from the surface, such as leaked motor oil or antifreeze from parking lots.

Recommendations

Dealerships may earn a maximum of 4 points by implementing the measures listed below:

S4. Storm Water Reduction Measures	MAX: 4
Bioswales / rain gardens / water detaining ponds	1
Pervious paving (concrete, not loose surface such as gravel): Must cover at least 50% of hardscape area, excluding building footprint.	3

Design landscaped areas to include natural filtration strategies such as bioswales, rain gardens, or water detaining ponds.

Use pervious concrete for hardscape areas, rather than conventional concrete or asphalt. However, avoid loose surface materials such as gravel that can potentially damage the appearance and paint of automobiles. Talk to your site contractor to determine if pervious pavement is an option for your soil type and climate.

SECTION 1 – EXISTING AND RECENT FACILITIES

Other Sustainable Best Practices

Other Sustainable Best Practices (8 total points)

Overview

This section contains other best practices that also contribute to a healthier, more sustainable environment.

Points Available

OTHER SUSTAINABLE BEST PRACTICES	MAX: 8
BP1. Green Building Certifications	**MAX: 2**
LEED	Fast Track to Platinum
Green Globes	2
Other qualified program	2
BP2. Tracking Greenhouse Gases	**MAX: 1**
Measure and track the carbon emissions associated with operating the dealership	1
BP3. Alternative Fuel Vehicles	**MAX: 2**
Battery Electric Vehicles (BEV)	1
Plug-in Hybrid Electric Vehicles (PHEV)	1
Compressed Natural Gas (CNG) Vehicles	1
Fuel Cell Electric Vehicles (FCEV)	1
BP4. Alternative Fueling Stations	**MAX: 3**
Electric Vehicle charging station	1
Electric Vehicle DC fast charge station	2
Compressed Natural Gas Vehicle fueling station	1
Fuel Cell Electric Vehicle fueling station	3

BP1. Green Building Certifications (2 points)

Several third-party award programs certify various aspects of a building's environmental footprint and provide a sustainability framework to benchmark performance and demonstrate environmental stewardship. Two well-known certifications are LEED and Green Globes.

- **LEED (Leadership in Energy and Environmental Design)** is a green building rating developed by the U.S. Green Building Council (USGBC) and widely adopted in the U.S. and worldwide. See the USGBC website for more information about the program.
- **Green Globes** is a rating system used for both existing and new buildings in the United States and Canada. In the U.S., Green Globes is administered by the Green Building Initiative. See the Green Globes website for more information about the program.
- **Other qualified programs** have been developed by states, utilities, and local governments to provide guidance and incentives for sustainable buildings and operations. These programs recognize building owners who prioritize energy and water efficiency.

Recommendations

Dealerships may earn a maximum of 2 points through the third-party certifications listed below:

BP1. Green Building Certifications	MAX: 2
LEED	Fast Track to Platinum
Green Globes	2
Other qualified program	2

Achieving LEED certification requires a significant investment of time and resources, and a strong commitment to reducing environmental impact. Honda acknowledges this effort by awarding any level of LEED certification a Honda Environmental Leadership Platinum Award. The level of LEED certification–Certified, Silver, Gold or Platinum–is entirely up to the dealer.

If your dealership earns LEED certification, no other Honda Environmental Leadership Program requirements are necessary. However, LEED certified dealerships are still required to share utility data on an ongoing basis to maintain their Platinum status.

Other green building certification or award programs may also be eligible, such as those offered by municipalities or utilities, and will be evaluated on an individual basis.

BP2. Tracking Greenhouse Gases (1 point)

Greenhouse gases, such as CO2, contribute to global climate change. Carbon dioxide is the primary greenhouse gas that is emitted when fossil fuels are burned to create energy for heat or power. In order to measure CO2 reduction, it must be tracked in a systematic, organized and consistent manner.

Recommendations

Dealerships may earn a maximum of 1 point for tracking greenhouse gas emissions on an ongoing basis using ENERGY STAR Portfolio Manager,® or a similar tracking system.

BP2. Tracking Greenhouse Gases	**MAX: 1**
Measure and track the carbon emissions associated with operating the dealership	1

Dealership greenhouse gas emissions data is available from the ENERGY STAR Portfolio Manager "Statement of Energy Performance" report. Your dealership's greenhouse gas emission report is calculated from energy use based on utility bills.

BP3. Alternative Fuel Vehicles (2 points)

Alternative fuels are fuels other than gasoline or diesel, and include electricity, natural gas, propane, biodiesel, ethanol, and hydrogen. Most are produced domestically, and some are derived from renewable sources. Vehicles powered by alternative fuels typically produce less pollution and greenhouse gas emissions than those powered by gasoline or diesel. In addition, they help reduce dependence on oil.

Honda currently produces the following alternative fuel vehicles:

- Battery Electric Vehicles (BEV), fueled with electricity
- Plug-in Hybrid Electric Vehicles (PHEV), fueled with electricity and gasoline
- Compressed Natural Gas Vehicles (CNG), fueled with natural gas
- Fuel Cell Electric Vehicles (FCEV), fueled with hydrogen

Recommendations

Dealerships can earn a maximum of 2 points by selling alternative vehicles:

BP3. Alternative Fuel Vehicles	MAX: 2
Battery Electric Vehicles (BEV)	1
Plug-in Hybrid Electric Vehicles (PHEV)	1
Compressed Natural Gas (CNG) Vehicles	1
Fuel Cell Electric Vehicles (FCEV)	1

BP4. Alternative Fueling Stations (3 points)

The success of alternative fuel vehicles depends on a solid fueling infrastructure. In order for customers to view alternative fuel vehicles as viable options, a sufficient distribution of fueling stations is necessary.

By providing alternative fueling stations on-site, a dealership can:

- Include a full tank charge at vehicle delivery
- Provide post-service refueling
- Create a bridge in public infrastructure
- Build customer engagement and offer convenience

Recommendations

Dealerships can earn a maximum of 3 points by installing on-site alternative vehicle fueling stations:

BP4. Alternative Fueling Stations	MAX: 3
Electric Vehicle charging station	1
Electric Vehicle DC fast charge station	2
Compressed Natural Gas Vehicle fueling station	1
Fuel Cell Electric Vehicle fueling station	3

Fueling stations should be available to Honda customers. Public access is up to the dealer.

Electric Vehicle (EV) charging stations:

Honda recognizes the greenhouse gas reduction benefit created by EVs by applying a 3.5kWh credit to the electricity bills of dealerships who undertake to install EV charging stations. Honda will subtract the electricity used by the EV charging station from the dealership's total in order to accurately represent building electricity consumption.

For every 1kWh dispensed through the charging station to EVs, 3.5kWh is subtracted from the dealership's electricity bills.

To accurately measure electricity used by Electric Vehicle (EV) charging stations, stations must have a dedicated submeter or belong to an EV charging network.

Greenhouse Gas Reduction Benefit

Electric vehicles (EVs) generate a greenhouse gas reduction benefit – compared to gasoline-powered vehicles, EVs reduce greenhouse gas emissions by producing zero tailpipe emissions and using energy more efficiently.

For details on how this number is calculated, see Appendix D: Alternative Fueling Station Energy Credit.

A similar energy credit methodology may be applied to other alternative fueling stations.

SECTION 2

New Builds and Major Renovations

New Builds and Major Renovations

Introduction

				
Award Criteria[1]	Existing Facilities (more than 3 years old)	30 points & 10% energy use reduction	45 points & 30% energy use reduction	60 points & 50% energy use reduction
	Recent Facilities/ Renovations (less than 3 years old)	40 points	55 points	70 points
	New Builds	Based on Environmental Leadership Design Guidelines for Honda Dealership Image Program[2]		
	Fast Track to Platinum – LEED certification by US Green Building Council[3] or "Electric Grid Neutral"[4]			

To be eligible for a Honda Environmental Leadership award, dealerships planning new construction or major renovations must integrate the Environmental Leadership Guidelines for New Builds and Major Renovations into architectural and construction planning. The dealership must provide a copy of the design drawings and specifications to verify that the guidelines have been incorporated.

New Builds and Major Renovations
A **New Build** is a ground-up new construction project.
A **Major Renovation** is a significant upgrade to an existing building. Upgrades can include substantial changes to the building envelope, interior and exterior spaces, lighting and HVAC equipment.

To earn an award, New Builds and Major Renovations must meet two types of guidelines:

- **Required Guidelines** include all of the design measures that must be incorporated into the overall project design. These measures are organized according to the three levels of award compliance - Silver, Gold, and Platinum.
- **Dealer Choice Guidelines** allow dealers to choose design options from a menu to achieve a Silver (2 options), Gold (4 options), or Platinum (6 options) award.

To earn a Silver, Gold, or Platinum award, dealerships must meet ALL of the Required Guidelines AND the appropriate number of Dealer Choice options.

At Honda's discretion, dealers may receive credit for environmental initiatives not stated in the guidelines. For example, credit may be given for implementing an environmental education program, display, or facility tours.

[1]Full program details and energy reduction requirements subject to change as the program changes and grows. [2]Award is based on existing energy efficiency measures only since energy reduction cannot be measured. [3]US Green Building Council is not affiliated with American Honda Motor Co, Inc. [4]"Electric Grid Neutral means that when averaged over one year, the dealership offsets its grid electric use with an equal amount of on-site renewable generation exported to the grid.

Path to the Honda Environmental Leadership Award

- **Step 1. Dealer Enrollment:** Complete and submit the Honda Environmental Leadership Program Enrollment Agreement.
    - **Estimated timeframe:** Enrollment processing can take from two to six weeks; however this timeframe varies depending on the volume of enrollments received.
- **Step 2. Assessment and Expert Advice:** Submit design and construction plans for review. These planning documents are assessed for compliance with the energy and building efficiency measures outlined in the Environmental Leadership Guidelines for New Builds and Major Renovations. Throughout the design process, you will receive expert advice on energy and water efficient design, including building envelope features (roofing, insulation, windows, etc.), lighting and HVAC equipment and controls, renewable energy options, and other design considerations.
    - The estimated timeframe for completion of the assessment varies greatly and depends on the individual dealership's construction schedule and response times from the dealership.
- **Step 3. Performance Tracking and Verification:** After construction is complete, provide ongoing utility bills (via automated utility data feed when possible) for performance tracking.
- **Step 4. Award:** Depending on your level of achievement, Honda will recognize your dealership with a Silver, Gold or Platinum Award. In addition, Honda will provide marketing materials and assist in publicizing your dealership's environmental achievements.
    - The estimated timeframe to achieve an award varies greatly and depends on the individual dealership's construction schedule.
- **Continuous Improvement:** Upon achieving an award, your dealership can continue to receive guidance for continuous improvement in environmental efforts and potentially move up to the next award level.
- **Tracking Energy Consumption:** Once the new construction or renovation is complete, your dealership is required to submit utility bills on an ongoing basis. For details, see Section 1 - Existing and Recent Facilities, E2: Tracking Energy Consumption.

"Fast Track to Platinum"	Dealerships can automatically achieve a Platinum Award in two ways:
	Electric Grid Neutral: When averaged over one year, the dealership offsets its grid electric use with an equal amount of on-site renewable generation exported to the grid.
	Leadership in Energy and Environmental Design (LEED): Achievement of any LEED certification level (Certified, Silver, Gold, or Platinum) from the U.S. Green Building Council will also qualify a dealership for Platinum Level.
Award Expiration	At the three-year mark, Honda will verify that the dealership is maintaining the criteria for its award level. This expiration date ensures continued dealership engagement in the program, and provides an opportunity to upgrade to a higher award level.

SECTION 2 – NEW BUILDS AND MAJOR RENOVATIONS

Required Guidelines

Required Guidelines

Overview

To be eligible for an award, New Builds and Major Renovation projects must meet all of the Required Guidelines; this ensures that measures resulting in the largest reductions in energy use and operational cost are incorporated. The Required Guidelines include design measures for the building envelope, HVAC equipment and controls, and interior/exterior lighting and controls.

Honda Environmental Leadership Guidelines for New Builds and Major Renovations

The intent of these guidelines is to help dealerships achieve optimal building performance and efficiency by incorporating environmental conservation measures right from the start. By integrating these guidelines into the design drawings of any major construction project, dealerships can reduce costs associated with operations, maintenance, and future retrofits.

On the following page is a summary of the Required Guidelines for New Builds and Major Renovations.

Honda Environmental Leadership Program Design Guidelines for New Builds and Major Renovations – Required			
Category	**Silver**	**Gold**	**Platinum**
Required*			
NB1. Envelope	Must meet the following minimum envelope performance criteria: **Climate Zones 1-2:** Roof: Min R-20 [Consider for Zones 1-2: R-33]; Exterior Walls: Min R-19; Max window U-factor: 0.70; Max SHGC 0.25 **Climate Zones 3-4:** Roof: Min R-20 [Consider for Zone 3: R-33]; Exterior Walls: Min R-19; Max window U-factor: 0.50; Max SHGC 0.25 **Climate Zones 5-6:** Roof: Min R-20; Exterior Walls: Min R-13; Max window U-factor: 0.45; Max SHGC 0.40 **Climate Zones 7-8:** Roof: Min R-20; Exterior Walls: Min R-19; Max window U-factor: 0.40; Max SHGC 0.45 To minimize solar heat gain on the south or west facing facades, consider utilizing window tinting, dual-pane windows, and/or mechanical interior shades, per Honda Dealership Image Program specifications		
NB2. HVAC and Controls	**Heat Pump or AC:** <65,000 Btu/h 13 SEER ≥ 65,000 Btu/h <240,000 Btu/h 11.0 EER ≥240,000 Btu/h and <760,000 Btu/h 9.8 EER **Boiler:** AFUE 85% **Domestic Hot Water Heater:** Using natural gas: all domestic hot water heaters must meet ENERGY STAR requirements – Not using natural gas: only domestic hot water heaters with > 80 gallon storage capacity must meet ENERGY STAR requirements – Point-of-use instant electric hot water heaters are exempt	**Heat Pump or AC:** <65,000 Btu/h 15 SEER ≥ 65,000 Btu/h and <240,000 Btu/h 12.0 EER ≥240,000 Btu/h and <760,000 Btu/h 10.5 EER **Boiler:** AFUE 85% **Domestic Hot Water Heater:** Using natural gas: all domestic hot water heaters must meet ENERGY STAR requirements – Not using natural gas: only domestic hot water heaters with > 80 gallon storage capacity must meet ENERGY STAR requirements – Point-of-use instant electric hot water heaters are exempt Air side economizers for cooling capacities ≥ 54,000 Btu/hr for climate zones: 2, 3, 4, 5, 6, 7 and 8. (See attached ASHRAE Climate Zone Map.)	**Heat Pump or AC:** <65,000 Btu/h 15 SEER ≥ 65,000 Btu/h and <240,000 Btu/h 12.0 EER ≥240,000 Btu/h and <760,000 Btu/h 10.5 EER **Boiler:** AFUE 92% **Domestic Hot Water Heater:** Using natural gas: all domestic hot water heaters must meet ENERGY STAR requirements – Not using natural gas: only domestic hot water heaters with > 80 gallon storage capacity must meet ENERGY STAR requirements – Point-of-use instant electric hot water heaters are exempt Air side economizers for cooling capacities ≥ 54,000 Btu/hr for climate zones: 2, 3, 4, 5, 6, 7 and 8. (See attached ASHRAE Climate Zone Map.)
NB3. Interior Lighting and Controls	Occupant sensors in bathrooms, parts/storage rooms and enclosed offices	Occupant sensors in bathrooms, parts/storage rooms and enclosed offices Timeclocks OR other automated controls (e.g. lighting control panel or building automation system)	Occupant sensors in bathrooms, parts/storage rooms and enclosed offices Timeclocks OR other automated controls (e.g. lighting control panel or building automation system) Photocells in spaces with extensive windows or skylights.
	Interior LPD Allowance: 1.1 W/sf OR **Space-By-Space Allowance:** – Showroom 1.6 W/sf – Offices/Support: 1.1 W/sf – Parts: 0.9 W/sf – Service Bays: 1.3 W/sf	**Interior LPD Allowance:** 0.8 W/sf OR **Space-By-Space Allowance:** – Showroom 1.2 W/sf – Offices/Support: 0.9 W/sf – Parts: 0.7 W/sf – Service Bays: 1.0 W/sf	**Interior LPD Allowance:** 0.6 W/sf OR **Space-By-Space Allowance:** – Showroom 0.9 W/sf – Offices/Support: 0.7 W/sf – Parts: 0.5 W/sf – Service Bays: 0.7 W/sf
	OR		
	60% of interior lighting wattage uses one of the following lamp technologies: – Low Wattage T8 fluorescent (25W 4ft, 51W 8ft) – High-output T5 fluorescent – Induction fluorescent – LED	**75% of interior lighting wattage uses one of the following lamp technologies:** – Low Wattage T8 fluorescent (25W 4ft, 51W 8ft) – High-output T5 fluorescent – Induction fluorescent – LED	**95% of interior lighting wattage uses one of the following lamp technologies:** – Low Wattage T8 fluorescent (25W 4ft, 51W 8ft) – High-output T5 fluorescent – Induction fluorescent – LED
NB4. Exterior Lighting and Controls	Automatic controls to reduce lighting power (by circuit or dimming) using any of the following control types: advanced timeclocks, photocells, motion detectors		
	Site LPD Allowance: 0.7 W/sf OR **Space-By-Space Allowance:** – Front perimeter row: 30 Watt / linear ft – Side perimeter lot: 0.13 W/sf – Front interior lot: 0.7 W/sf – Back interior lot: 0.13 W/sf – Side and back façade: 5 Watt / linear foot (ASHRAE 90.1-2013 LPDs for Lighting Zone 4 vehicles sales lots)	**Site LPD Allowance:** 0.5 W/sf OR **Space-By-Space Allowance:** – Front perimeter row: 10 Watt / linear foot – Side perimeter lot: 0.10 W/sf – Front interior lot: 0.5 W/sf – Back interior lot: 0.10 W/sf – Side and back façade: 3.75 Watt / linear foot (ASHRAE 90.1-2013 LPDs for Lighting Zone 3 vehicles sales lots)	**Site LPD Allowance:** 0.25 W/sf OR **Space-By-Space Allowance:** – Front perimeter row: 10 Watt / linear foot – Side perimeter lot: 0.06 W/sf – Front interior lot: 0.25 W/sf – Back interior lot: 0.06 W/sf – Side and back façade: 2.5 Watt / linear foot (ASHRAE 90.1-2013 LPDs for Lighting Zone 2 vehicles sales lots)
	OR		
	60% of exterior lighting wattage uses LED technologies, including exterior signage: Other energy efficient lighting technologies may be considered.	**75% of exterior lighting wattage uses LED technologies, including exterior signage:** Other energy efficient lighting technologies may be considered.	**95% of exterior lighting wattage uses LED technologies, including exterior signage:** Other energy efficient lighting technologies may be considered.
NB5. Waste	Designated recycling areas for paper, cardboard, plastic, light bulbs, small batteries and aluminum		

*Project must comply with local codes and meet Honda Dealership Image Program specifications.

NB1. Building Envelope

Proper insulation and high performance windows can help lower a building's heating or cooling costs.

- Insulation performance is measured in R-value, which is a measure of the insulation's ability to resist heat conduction. A higher R-value corresponds to higher efficiency.
- Window performance is measured by U-factor, which is the rate of heat loss or gain through a window. A lower U-factor indicates better insulation due to a lower rate of heat loss or gain.
- Window performance is also measured by Solar Heat Gain Coefficient (SHGC). SHGC is the fraction of solar radiation admitted through a window. A high SHGC indicates high heat gain, while a low coefficient means low heat gain.

The guidelines below are intended to optimize building energy efficiency by providing insulation recommendations for roofing, exterior walls, and windows. Optimal R-values, U-factors, and SHGCs vary based on location – North America is divided into 8 different Climate Zones. For details, see Appendix B: ASHRAE Climate Zone Map.

Guidelines

Category	Silver	Gold	Platinum
NB1. Envelope	Must meet the following minimum envelope performance criteria: **Climate Zones 1-2:** Roof: Min R-20 [Consider for Zones 1-2: R-33]; Exterior Walls: Min R-19; Max window U-factor: 0.70; Max SHGC 0.25 **Climate Zones 3-4:** Roof: Min R-20 [Consider for Zone 3: R-33]; Exterior Walls: Min R-19; Max window U-factor: 0.50; Max SHGC 0.25 **Climate Zones 5-6:** Roof: Min R-20; Exterior Walls: Min R-13; Max window U-factor: 0.45; Max SHGC 0.40 **Climate Zones 7-8:** Roof: Min R-20; Exterior Walls: Min R-19; Max window U-factor: 0.40; Max SHGC 0.45 To minimize solar heat gain on the south or west facing facades, consider utilizing window tinting, dual-pane windows, and/or mechanical interior shades, per Honda Dealership Image Program specifications		

For further details, see Section 1 – Existing and Recent Facilities:
- E2. Building Envelope - Windows
- Appendix B. ASHRAE Climate Zone Map

NB2. HVAC and Controls

Energy efficient Heating, Ventilation, and Air Conditioning (HVAC) systems improve building energy performance by lowering energy demand, which can reduce monthly utility bills. Newer, more efficient HVAC systems use less energy to produce the same amount of cooling or heating when compared with older, less efficient systems.

Air-side economizers use low-temperature outside air rather than cooling the warmer return air from the building interior. This method is more effective in drier climates and regions with large temperature swings during a typical day.

In addition to energy savings, it is also important to select refrigerants for HVAC equipment that have minimal impact on climate change and ozone layer depletion.

- The global warming potential (GWP) of a refrigerant represents how much it contributes to global warming compared to carbon dioxide, a common greenhouse gas.
- The ozone-depleting potential (ODP) of a refrigerant represents its relative impact on depletion of the ozone layer compared to a known chemical CFC-11.

For detailed information about the GWPs and ODPs of common refrigerants, refer to the EPA's website.

GWP: http://www.epa.gov/ozone/geninfo/gwps.html

ODP: http://www.epa.gov/ozone/science/ods/classtwo.html

Guidelines

The guidelines below are intended to optimize building energy efficiency by providing minimum efficiency values for HVAC equipment of varying capacities:

Category	Silver	Gold	Platinum
NB2. HVAC and Controls	**Heat Pump or AC:** <65,000 Btu/h 13 SEER ≥ 65,000 Btu/h <240,000 Btu/h 11.0 EER ≥240,000 Btu/h and <760,000 Btu/h 9.8 EER **Boiler:** AFUE 85% **Domestic Hot Water Heater:** Using natural gas: all domestic hot water heaters must meet ENERGY STAR requirements – Not using natural gas: only domestic hot water heaters with > 80 gallon storage capacity must meet ENERGY STAR requirements – Point-of-use instant electric hot water heaters are exempt	**Heat Pump or AC:** <65,000 Btu/h 15 SEER ≥ 65,000 Btu/h and <240,000 Btu/h 12.0 EER ≥240,000 Btu/h and <760,000 Btu/h 10.5 EER **Boiler:** AFUE 85% **Domestic Hot Water Heater:** Using natural gas: all domestic hot water heaters must meet ENERGY STAR requirements – Not using natural gas: only domestic hot water heaters with > 80 gallon storage capacity must meet ENERGY STAR requirements – Point-of-use instant electric hot water heaters are exempt Air side economizers for cooling capacities ≥ 54,000 Btu/hr for climate zones: 2, 3, 4, 5, 6, 7 and 8. (See attached ASHRAE Climate Zone Map.)	**Heat Pump or AC:** <65,000 Btu/h 15 SEER ≥ 65,000 Btu/h and <240,000 Btu/h 12.0 EER ≥240,000 Btu/h and <760,000 Btu/h 10.5 EER **Boiler:** AFUE 92% **Domestic Hot Water Heater:** Using natural gas: all domestic hot water heaters must meet ENERGY STAR requirements – Not using natural gas: only domestic hot water heaters with > 80 gallon storage capacity must meet ENERGY STAR requirements – Point-of-use instant electric hot water heaters are exempt Air side economizers for cooling capacities ≥ 54,000 Btu/hr for climate zones: 2, 3, 4, 5, 6, 7 and 8. (See attached ASHRAE Climate Zone Map.)

For further details, see Section 1 – Existing and Recent Facilities:
- E3. Automatic Temperature Controls
- E4. Energy Efficient Heating, Ventilation, and Air Conditioning (HVAC) Equipment

Please note that New Builds and Major Renovations have stricter guidelines than Existing and Recent Facilities.

NB3. Interior Lighting and Controls

Lighting accounts for a significant portion of a dealership's total electricity use. Energy efficient lighting reduces operating and maintenance costs. In general, LED lighting is preferred due to higher efficiency, lifetime, and lumen maintenance. However, it may not always the most cost-effective option depending on the application and utility cost rates. For details and other options see Section 1 - Existing and Recent Facilities, E2: Tracking Energy Consumption.

Automatic lighting controls adjust lighting levels or turn lights on or off based on time of day, outside daylight levels or occupant activity. Preferred lighting controls typically include time clocks, occupant sensors, and photocells, which all contribute to reduced lighting power through automatic control of lighting levels.

The guidelines below provide recommendations for interior lighting controls, maximum lighting power density (LPD) allowances, and preferred lamp types. LPD allowance refers to the maximum watts per square foot allowed for each space type (e.g., showroom, offices, service bays).

Guidelines

Category	Silver	Gold	Platinum
NB3. Interior Lighting and Controls	Occupant sensors in bathrooms, parts/storage rooms and enclosed offices	Occupant sensors in bathrooms, parts/storage rooms and enclosed offices Timeclocks OR other automated controls (e.g. lighting control panel or building automation system)	Occupant sensors in bathrooms, parts/storage rooms and enclosed offices Timeclocks OR other automated controls (e.g. lighting control panel or building automation system) Photocells in spaces with extensive windows or skylights.
	Interior LPD Allowance: 1.1 W/sf OR **Space-By-Space Allowance:** – Showroom 1.6 W/sf – Offices/Support: 1.1 W/sf – Parts: 0.9 W/sf – Service Bays: 1.3 W/sf	**Interior LPD Allowance:** 0.8 W/sf OR **Space-By-Space Allowance:** – Showroom 1.2 W/sf – Offices/Support: 0.9 W/sf – Parts: 0.7 W/sf – Service Bays: 1.0 W/sf	**Interior LPD Allowance:** 0.6 W/sf OR **Space-By-Space Allowance:** – Showroom 0.9 W/sf – Offices/Support: 0.7 W/sf – Parts: 0.5 W/sf – Service Bays: 0.7 W/sf
	OR		
	60% of interior lighting wattage uses one of the following lamp technologies: – Low Wattage T8 fluorescent (25W 4ft, 51W 8ft) – High-output T5 fluorescent – Induction fluorescent – LED	**75% of interior lighting wattage uses one of the following lamp technologies:** – Low Wattage T8 fluorescent (25W 4ft, 51W 8ft) – High-output T5 fluorescent – Induction fluorescent – LED	**95% of interior lighting wattage uses one of the following lamp technologies:** – Low Wattage T8 fluorescent (25W 4ft, 51W 8ft) – High-output T5 fluorescent – Induction fluorescent – LED

LPD calculations are typically performed by a lighting designer or engineer, and in some states are required to meet local codes. Alternatively, if LPD calculations are not available, your dealership can still comply by demonstrating that a percentage of installed lighting power uses one, or a combination of, the lamp types shown in the table above.

Specify high performance lighting early in the planning process to make sure it is properly incorporated into the design.

For further details, see Section 1 – Existing and Recent Facilities:
- E5. Efficient Lighting Technologies
- E6. Interior Lighting Controls

NB4. Exterior Lighting and Controls

Parking lot lighting makes up 20-40% of a typical dealership's total annual electricity use. Pairing the right automatic lighting controls with energy efficient fixtures reduces energy use and can result in significant energy and maintenance cost savings. Utility rebates are often available.

Guidelines

The guidelines below are intended to optimize building energy efficiency by providing recommendations for exterior lighting controls, maximum lighting power density (LPD) allowances and preferred lamp types:

Category	Silver	Gold	Platinum
NB4. Exterior Lighting and Controls	Automatic controls to reduce lighting power (by circuit or dimming) using any of the following control types: advanced timeclocks, photocells, motion detectors		
	Site LPD Allowance: 0.7 W/sf OR **Space-By-Space Allowance:** – Front perimeter row: 30 Watt / linear ft – Side perimeter lot: 0.13 W/sf – Front interior lot: 0.7 W/sf – Back interior lot: 0.13 W/sf – Side and back façade: 5 Watt / linear foot (ASHRAE 90.1-2013 LPDs for Lighting Zone 4 vehicles sales lots)	**Site LPD Allowance:** 0.5 W/sf OR **Space-By-Space Allowance:** – Front perimeter row: 10 Watt / linear foot – Side perimeter lot: 0.10 W/sf – Front interior lot: 0.5 W/sf – Back interior lot: 0.10 W/sf – Side and back façade: 3.75 Watt / linear foot (ASHRAE 90.1-2013 LPDs for Lighting Zone 3 vehicles sales lots)	**Site LPD Allowance:** 0.25 W/sf OR **Space-By-Space Allowance:** – Front perimeter row: 10 Watt / linear foot – Side perimeter lot: 0.06 W/sf – Front interior lot: 0.25 W/sf – Back interior lot: 0.06 W/sf – Side and back façade: 2.5 Watt / linear foot (ASHRAE 90.1-2013 LPDs for Lighting Zone 2 vehicles sales lots)
	OR		
	60% of exterior lighting wattage uses LED technologies, including exterior signage: Other energy efficient lighting technologies may be considered.	**75% of exterior lighting wattage uses LED technologies, including exterior signage:** Other energy efficient lighting technologies may be considered.	**95% of exterior lighting wattage uses LED technologies, including exterior signage:** Other energy efficient lighting technologies may be considered.

To meet the requirements of this section, incorporate automatic lighting controls and ensure exterior lighting levels are within the maximum lighting power density allowances shown above. Alternatively, if LPD calculations are not available, your dealership can still comply by demonstrating that a percentage of installed lighting power uses one, or a combination of, the lamp types shown in the table above.

To reduce after-hours lighting and wasted energy, work with your lighting designer or engineer to incorporate separate lighting circuits for distinct exterior areas. For example, use one circuit for the building facade, and a second circuit for the back parking lot, and a third circuit for the front parking lot.

For further details, see Section 1 – Existing and Recent Facilities:
- » E5. Efficient Lighting Technologies
- » E7. Exterior Lighting Controls
- » Appendix C. Exterior Lighting Specifications

NB5. Waste

Waste reduction and recycling eases the stress on landfills and incineration facilities, and decreases the amount of resources required to manufacture new materials.

Guidelines

The guidelines below are intended to reduce waste sent to the landfill by providing recycling containers for paper, cardboard, plastic, light bulbs, small batteries, and aluminum:

Category	Silver	Gold	Platinum
NB5. Waste	Designated recycling areas for paper, cardboard, plastic, light bulbs, small batteries and aluminum		

To meet the requirements of this section, the building design must include designated areas for recycling containers.

For further details, see Section 1 – Existing and Recent Facilities:
» Ws1. Honda Dealer Recycling Program

SECTION 2 – NEW BUILDS AND MAJOR RENOVATIONS

Dealer Choice Guidelines

Dealer Choice Guidelines

Overview

The Dealer Choice Guidelines include a variety of design options targeting renewable energy, water, site, and other high performance building attributes. Select the measures that make the most sense for your specific project. To be eligible for an award you must incorporate all Required Guidelines plus 2-6 Dealer Choice Guidelines, depending on the award level.

There are a total of 20 Dealer Choice measures in the Renewable Energy, Water, Site, and Other Sustainable Best Practices categories. To earn a Honda Environmental Leadership Award, dealerships must meet all Required Guidelines AND the appropriate number of Dealer Choice options:
Silver: Incorporate 2 of the Dealer Choice options
Gold: Incorporate 4 of the Dealer Choice options
Platinum: Incorporate 6 of the Dealer Choice options

On the following page is a summary of the Environmental Leadership Guidelines for New Builds and Major Renovations: Dealer Choice options.

Honda Environmental Leadership Program Design Guidelines for New Builds and Major Renovations – Dealer Choice			
Category	**Silver** Choose 2 of the following:	**Gold** Choose 4 of the following:	**Platinum** Choose 6 of the following:
Dealer Choice*			
NB6. Renewable Energy	**Solar Ready:** If the dealership is considering renewable energy, conduct an assessment to determine whether or not renewable energy is feasible for the dealership. If it is feasible, implement the following "Solar Ready" roof design criteria (satisfies 1 dealer choice option): – Locate HVAC equipment and OSHA compliant (fall safety) skylights on north side of building to reserve south side for PV panels (if possible) – Optimal parapet height is 3 ft. to provide wind protection and minimal shading on PV panels – Provide electrical conduit run from bldg. electrical tie in location to roof (or open chase from inverter to roof) or to parking lot for future parking canopies – Flat roof is preferred for large arrays (100kW+) – Engage a structural engineer to evaluate additional structural requirements for larger PV systems or for dealerships located in geographic regions with snowfall		
	Install Solar: – Install 25kW of renewable energy (satisfies 1 dealer choice option) – Install 50 kW of renewable energy (satisfies 2 dealer choice options) – Install 75 kW of renewable energy (satisfies 3 dealer choice options) – Install 100 kW of renewable energy (satisfies 4 dealer choice options) – Install 125 kW of renewable energy (satisfies 5 dealer choice options) – Install 150 kW or more of renewable energy (satisfies 6 dealer choice options)		
NB7. Water	**Interior Water Use:** 1.28 GPF (or less) toilets, or 1.1/1.6 GPF (or less) dual-flush toilets; AND 0.5 GPM (or less) faucets (sensored); AND 0.5 GPF (or less) urinals or pint flush urinals or waterless urinals		
	Irrigation Systems: Drip lines or bubblers, OR no irrigation		
	Irrigation Controls: Moisture sensors OR evapotranspiration sensors OR weather-based control system		
	Non-Potable Water Sources: Reclaimed water, gray water, collected/stored rainwater, and/or HVAC condensate, to be used for toilet flushing and/or landscape irrigation		
	Vehicle wash: At least 50% closed loop recycled water vehicle wash (if vehicle wash on site)		
NB8. Site	**Plants:** At least 75% native or adaptive plants		
	Paving: At least 50% pervious paving (concrete, not loose surface such as gravel)		
	Filtration: Site contains a bioswale, rain garden, or storm water detention pond to capture and filter storm water runoff generated from the site		
	Hardscape: At least 75% of site hardscape includes paving or other surfaces made up of light-colored or reflective materials		
	Roof: At least 75% cool roof or vegetated roof (excluding mechanical pad and PV solar panels)		
NB9. Other Sustainable Best Practices	BEV, PHEV, CNG, and/or FCEV charging/fueling stations		
	High speed garage doors in service area		
	OSHA compliant skylights in at least 1 of the following areas: showroom, service bays, parts, offices/support		
Fast Track	**Electric Grid Neutral:** To be eligible, a dealership must demonstrate the use of zero net grid electricity by offsetting its average annual grid electric use with on-site renewable generation. EGN status will be verified through the analysis of post-occupancy utility bills. If EGN is achieved, no other Environmental Leadership Program requirements are necessary to achieve the Platinum award.		
	LEED Certification: If LEED certification of any level is achieved, no other Environmental Leadership Program requirements are necessary to achieve the Platinum award.		

*Project must comply with local codes and meet Honda Dealership Image Program specifications.

NB6. Renewable Energy

Few things have more impact and visibly demonstrate a commitment to the environment than the presence of renewable energy sources. On-site renewable generation hedges against utility rate increases that can significantly impact future operating costs. By offsetting energy use with renewable energy, dealerships may be eligible for a lower rate tier and avoid peak demand charges, depending on local utility policies.

At this time, solar PV systems are the most cost-effective renewable energy option for dealerships. Honda encourages this option wherever feasible, and will incorporate recommendations for other renewable energy options as they become cost-effective. Honda can assist your dealership in determining solar feasibility, cost, and financing. A showroom display demonstrating the electricity generated by the renewable energy system is a great way to show your dealership's commitment to the environment.

"Solar Ready." Designing buildings to be "solar ready" by maximizing available roof and/or carport space for solar systems makes integrating renewable energy easier and potentially less costly by minimizing additional trenching, structural, and/or electrical costs in the future.

NB6. Renewable Energy (Cont'd)

Install Solar. If it is feasible to incorporate renewable energy into the initial design and construction, solar panels can either be installed on the dealership rooftop or on the top of carports.

- **Rooftop installations** are not always visible from the ground and require the dealership roof to be in good condition and free of obstructions.
- **Carport installations** are more visible and can generate more electricity because typically more space is available in parking lots, but can cost more to install than rooftop installations. Carports also offer shading, UV, and hail protection for vehicles in the parking lot.

Recommendations

NB6. Renewable Energy	**Solar Ready:** If the dealership is considering renewable energy, conduct an assessment to determine whether or not renewable energy is feasible for the dealership. If it is feasible, implement the following "Solar Ready" roof design criteria (satisfies 1 dealer choice option): – Locate HVAC equipment and OSHA compliant (fall safety) skylights on north side of building to reserve south side for PV panels (if possible) – Optimal parapet height is 3 ft. to provide wind protection and minimal shading on PV panels – Provide electrical conduit run from bldg. electrical tie in location to roof (or open chase from inverter to roof) or to parking lot for future parking canopies – Flat roof is preferred for large arrays (100kW+) – Engage a structural engineer to evaluate additional structural requirements for larger PV systems or for dealerships located in geographic regions with snowfall
	Install Solar: – Install 25kW of renewable energy (satisfies 1 dealer choice option) – Install 50 kW of renewable energy (satisfies 2 dealer choice options) – Install 75 kW of renewable energy (satisfies 3 dealer choice options) – Install 100 kW of renewable energy (satisfies 4 dealer choice options) – Install 125 kW of renewable energy (satisfies 5 dealer choice options) – Install 150 kW or more of renewable energy (satisfies 6 dealer choice options)

Designing the building to be "solar ready" satisfies 1 Dealer Choice option. In addition, every 25kW of installed renewable energy satisfies 1 Dealer Choice option. However, if a 150 kW renewable energy system is installed, the dealership will satisfy 6 Dealer Choice options, but will not receive another point for being "solar ready."

Note: The "solar ready" suggestions above are not all-encompassing. The "solar ready" status of a dealership will be determined on a case-by-case basis.

Fast Track to Platinum: Electric Grid Neutral

A dealership can automatically earn a Platinum Award if it is Electric Grid Neutral. When averaged over one year, the dealership offsets its grid electric use with an equal amount of on-site renewable generation exported to the grid. If Electric Grid Neutral is achieved, no other Honda Environmental Leadership Program requirements are necessary to achieve the Platinum Award. However, dealerships will still be required to share utility data on an ongoing basis to maintain their Platinum status

NB7. Water

High efficiency interior water fixtures typically use 30-50% less water than their conventional counterparts, and can reduce operating costs. New technology enables lower flow alternative fixtures to achieve the same or better performance than their conventional counterparts at no additional cost.

Efficient irrigation systems distribute water exactly when and where needed with minimal loss. Weather-based controls can further increase overall efficiency by turning the system on and off based on actual weather conditions or the moisture content of the soil.

Non-potable water can be used for toilet flushing, landscape irrigation, and washing vehicles.

Recommendations

The Dealer Choice measures below will help minimize potable water consumption and reduce excess wastewater:

NB7. Water	**Interior Water Use:** 1.28 GPF (or less) toilets, or 1.1/1.6 GPF (or less) dual-flush toilets; AND 0.5 GPM (or less) faucets (sensored); AND 0.5 GPF (or less) urinals or pint flush urinals or waterless urinals
	Irrigation Systems: Drip lines or bubblers OR no irrigation
	Irrigation Controls: Moisture sensors OR evapotranspiration sensors OR weather-based control system
	Non-Potable Water Sources: Reclaimed water, gray water, collected/stored rainwater, and/or HVAC condensate, to be used for toilet flushing and/or landscape irrigation
	Vehicle wash: At least 50% closed loop recycled water vehicle wash (if vehicle wash on site)

Specify low flow/flush interior water fixtures to minimize potable water use in bathrooms. Refer to the table for maximum fixture flow/flush rates that meet or exceed the EPA WaterSense® Program for toilets, faucets, and urinals.

For the building exterior, selecting drought tolerant/native landscape species can eliminate the need for an irrigation system. If irrigation is required, use drip lines, bubblers, moisture sensors and/or evapotranspiration sensors to maximize water efficiency.

Use reclaimed water, gray water, collected rainwater, and/or HVAC condensate for toilet flushing and/or landscape irrigation, and specify vehicle wash equipment that uses recycled water instead of potable water.

For further details, see Section 1 – Existing and Recent Facilities:
- W3. Water Efficient Landscape Irrigation
- W4. Non-Potable Water Systems
- W5. Water Efficient Vehicle Wash

NB8. Site

Site design can affect dealership environmental performance. Choosing site elements based on the local habitat and weather patterns can save money by reducing dealership water and carbon footprints.

Dealerships can successfully reduce energy, water use, and costs by incorporating these site-optimizing measures:

- Native or adaptive plant species can reduce or eliminate the need for irrigation.
- Light-colored exterior hardscapes and roofs can reduce HVAC costs by reflecting heat, instead of absorbing it.
- Vegetated roofs have a cooling effect and can also reduce HVAC costs, but native or adaptive plants should be used to avoid increased water use.

Recommendations

NB8. Site	**Plants:** At least 75% native or adaptive plants
	Paving: At least 50% pervious paving (concrete, not loose surface such as gravel)
	Filtration: Site contains a bioswale, rain garden, or storm water detention pond to capture and filter storm water runoff generated from the site
	Hardscape: At least 75% of site hardscape includes paving or other surfaces made up of light-colored or reflective materials
	Roof: At least 75% cool roof or vegetated roof (excluding mechanical pad and PV solar panels)

In some climate zones, dark colored roofs may be preferable to reduce heating during winter months. These locations will be evaluated on a case-by-case basis.

For further details, see Section 1 – Existing and Recent Facilities:
- S1. Native or Adaptive Landscaping
- S2. Highly Reflective Hardscape
- S3. Efficient Roofing
- S4. Storm Water Reduction Measures

NB9. Other Sustainable Best Practices

This section contains additional best practices that contribute to a more sustainable environment.

Alternative fuels reduce greenhouse gas emissions from vehicle use. Alternative fueling stations provide necessary infrastructure for alternative fuel vehicles such as Battery Electric Vehicles (BEV), Plug-In Hybrid Electric Vehicles (PHEV), Compressed Natural Gas Vehicles (CNG), and Fuel Cell Electric Vehicles (FCEV).

In climates where dealership service bays need seasonal heating and/or cooling, high-speed garage doors contain conditioned air in the intended areas, reducing the energy used to keep temperatures at comfortable levels.

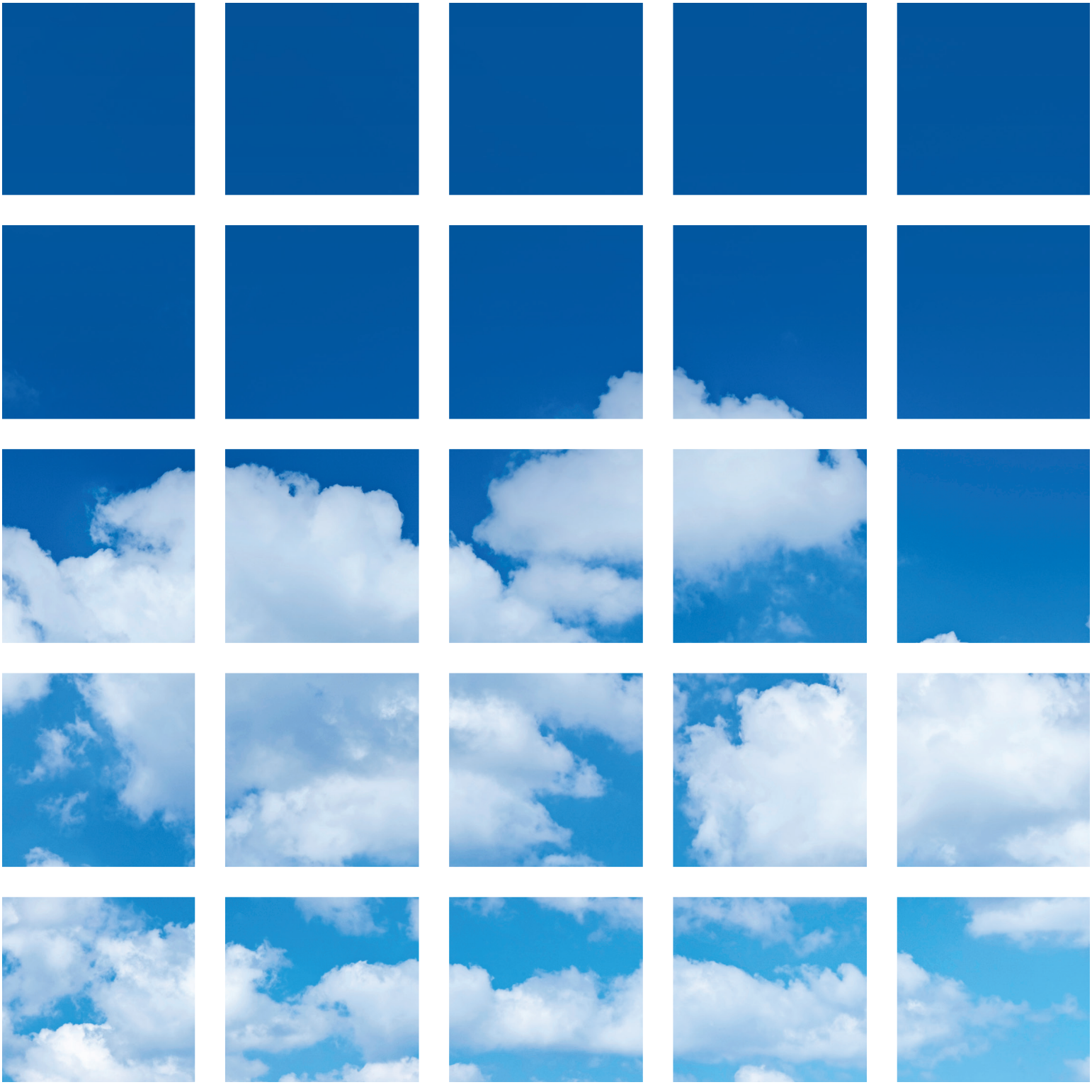
Showroom, service bay, parts/storage, and offices/support areas can reduce lighting energy use by taking advantage of the natural daylighting that roof skylights provide during daytime hours.

Recommendations

NB9. Other Sustainable Best Practices	BEV, PHEV, CNG, and/or FCEV charging/fueling stations
	High speed garage doors in service area
	OSHA compliant skylights in at least 1 of the following areas: showroom, service bays, parts, offices/support

For further details, see Section 1 – Existing and Recent Facilities:
» BP4. Alternative Fueling Stations

Appendices



APPENDIX A

Glossary

(AFUE) Annual Fuel Utilization Efficiency: Measures the efficiency at which equipment converts fuel energy into usable energy.

(AFV) Alternative Fuel Vehicles: Includes Battery Electric Vehicles (BEV), Plug-In Hybrid Electric Vehicles (PHEV), Compressed Natural Gas Vehicles (CNG), Fuel Cell Electric Vehicles (FCEV), and Hydrogen Vehicles (H2).

ASHRAE (Formerly known as American Society of Heating and Refrigerating and Air Conditioning Engineers): The organization publishes industry standards and codes relating to HVAC systems.

(EER) Energy Efficiency Ratio: Ratio of output cooling (in BTU/h) to input electrical power (watts) at a given operating point.

Electric Grid Neutral: Electric Grid Neutral means that when averaged over one year, the dealership offsets its grid electric use with an equal amount of on-site renewable generation exported to the grid.

Energy: In this document, energy is defined as the total consumption of electricity, natural gas, and other fuels used to provide power to the dealership.

(GPF) Gallons Per Flush: For flush fixtures like urinal or toilets, water consumption is measured in gallons per flush (GPF).

(GPM) Gallons Per Minute: In the U.S., fixture flow rates are typically measured in gallons per minute for flow-based fixtures such as lavatory faucets and showerheads.

(GWP) Global Warming Potential: A measure of how much a refrigerant contributes to global warming compared to carbon dioxide, a common greenhouse gas.

Gray Water: Wastewater generated from wash hand basins, showers, and baths, which can be recycled on-site for uses such as toilet flushing, and landscape irrigation.

Green Globes: A rating system used for both existing and new buildings in the United States and Canada. In the U.S., Green Globes is administered by the Green Building Initiative.

(HSPF) Heating Seasonal Performance Factor: Ratio of heat output over the heating season to watt-hours of electricity used.

HVAC: Heating, ventilation, and air conditioning equipment, such as boilers, furnaces, heat pumps, and air conditioning units.

LEED: The Leadership in Energy & Environmental Design (LEED) program, developed by the U.S. Green Building Council (USGBC). LEED provides building owners and operators with a framework for identifying and implementing practical and measurable green building design, construction, operations, and maintenance solutions.

(LPD) Lighting Power Density: The number of watts per square foot in a particular area.

Lumen Output: A measure of the total amount of visible light emitted by a source.

(ODP) Ozone Depletion Potential: The ozone depletion potential of a chemical compound is the relative amount of degradation to the ozone layer it can cause.

R-Value: A measure of insulation's ability to resist heat conduction. Higher R-values correspond to higher efficiency.

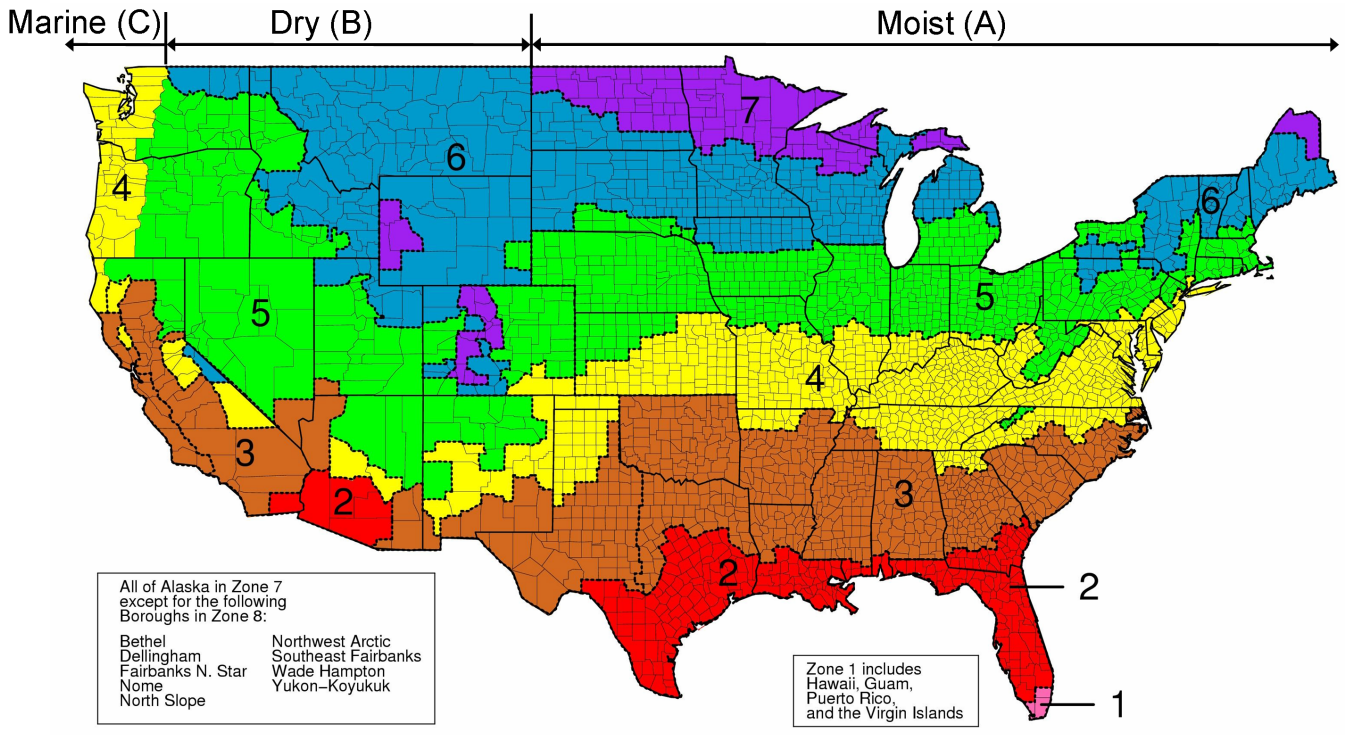
(SEER) Seasonal Energy Efficiency Ratio: Ratio of total cooling capacity (BTU/h) during typical cooling season (not over 12 months), divided by total electric energy input for the same time period.

(SHGC) Solar Heat Gain Coefficient: Window performance is measured by SHGC, which is the fraction of solar radiation admitted through a window. A high SHGC indicates high heat gain, while a low coefficient means low heat gain.

U-Factor: The rate of heat loss or gain through a window. A lower U-factor indicates better insulation due to a lower rate of heat loss or gain.

USGBC: The U.S. Green Building Council (USGBC) is a non-profit organization dedicated to sustainable building design, construction, and operations.

ASHRAE Climate Zone Map



Exterior Lighting Specifications

Recommended Exterior Pole and Wall Pack LED Lighting Replacements for Metal Halide Lighting

Products are subject to change as LED technologies develop and mature.

Proposed Specifications							
Existing Lamp	LED Replacement Options	Lumen	Lumen / Watt	Lifetime (Hrs.)	CRI	CCT (K)	Warranty
1000-Watt Metal Halide	275-Watt LED	24,500	90	100,000	70	4000	5 years
400-Watt Metal Halide	130-Watt LED	13,800	105	100,000	70	4000	5 years
150-250-Watt Wall Packs	70-Watt LED	6,800	97	100,000	76	4000	5 years

Sourced from product specification sheets from prevailing LED lighting manufacturers.

Definitions:

- **Lamp:** Refers to the type of lamp or "bulb."
- **Watt:** The SI (international system) unit of power, equivalent to one joule per second.
- **Lumen:** A measure of the total "amount" of visible light emitted by a source.
- **Lumen/Watt:** Metric used to evaluate the efficiency of a lamp in terms of amount of visible light per unit power.
- **Lifetime (hrs.):** The lifetime of a lamp expressed in hours.
- **CRI:** Color rendering index is a quantitative measure of a lamp's ability to reproduce the colors of natural light.
- **CCT (K):** Correlated color temperature is a common unit of measurement of the color or hue of light produced by a lamp. Higher K values (e.g. 5000K) are cooler colors. Lower K values (e.g. 3000K) are warmer colors.
- **Warranty:** Period of time starting from the product purchase date where product is guaranteed or covered by the manufacturer.

APPENDIX D

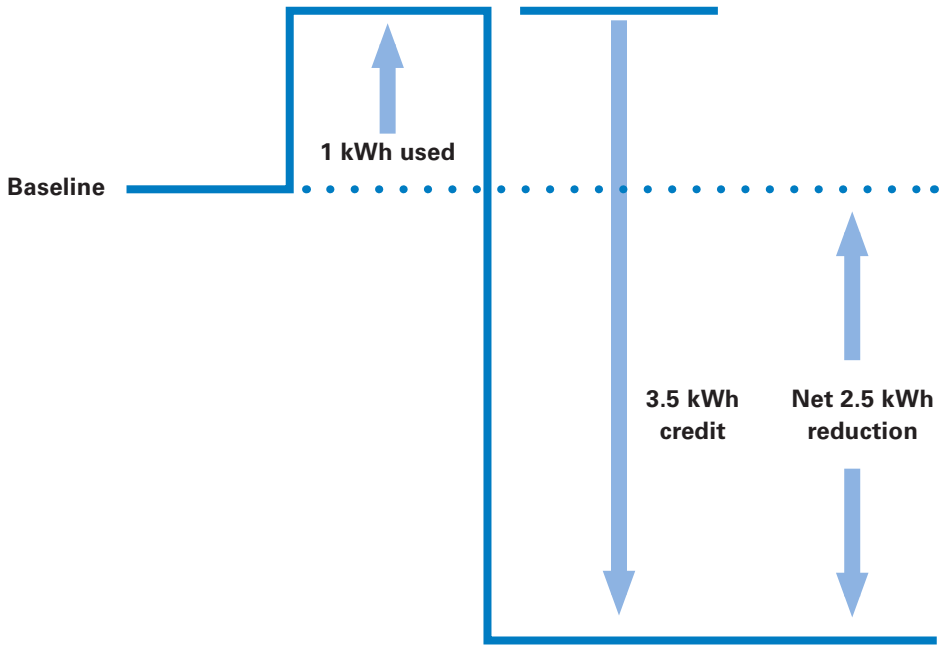
Alternative Fueling Station Energy Credit

Calculating Energy Efficiency

Driving electric vehicles instead of gasoline-powered vehicles reduces greenhouse gas emissions. Taking into account the resource mix of the electric grid, 1 kWh of electric vehicle usage produces greenhouse gas offset credit equivalent to 3.5 kWh.

Total kWh usage – 3.5 x EV kWh = Net kWh usage

For the purpose of calculating the energy efficiency of the dealership for this program, each kWh supplied to an electric car reduces the dealer's electricity usage by 2.5kWh. The alternative fueling station usage must have a dedicated submeter in order to accurately use this calculation method.



This calculation derives from the methodology set forth by the California Air Resources Board Low Carbon Fuel Standard.

For more information, see the following web link: http://www.arb.ca.gov/fuels/lcfs/lcfs-background.htm

Honda Environmental Leadership Program Assessment Tool for Existing Facilities

Enrolled dealerships categorized as Existing and Recent Facilities receive a comprehensive environmental assessment. A third party conducts either an on-site or remote assessment using the Honda Environmental Leadership Program Assessment Tool. This tool provides a current snapshot of dealership building performance related to energy, water, waste, site attributes, and other sustainable practices. The information gathered determines the specific recommendations for the dealership.

CATEGORIES	TOTAL POINTS AVAILABLE: 171
ENERGY	**MAX: 130**
E1. Tracking Energy Consumption	**2**
Do you track your monthly energy consumption? Please list the fuel sources that are used. (e.g., electricity, natural gas, other)	
Submit historical energy utility bills	Prerequisite
Submit ongoing energy utility bills	Prerequisite
Utilize an automated data collection service or equivalent	2
Input energy data using ENERGY STAR Portfolio Manager	2
Input energy data using internal tracking system, to upload to ENERGY STAR	1
E2. Building Envelope-Windows	**3**
Do your windows meet the following performance criteria?	
Climate Zones 1-2: Max window U-factor: 0.70; Max SHGC 0.25 Climate Zones 3-4: Max window U-factor: 0.50; Max SHGC 0.25 Climate Zones 5-6: Max window U-factor: 0.45; Max SHGC 0.40 Climate Zones 7-8: Max window U-factor: 0.40; Max SHGC 0.45	1
Select from items below for a maximum of 2 points.	
» Window tinting	1
» Dual-pane windows	1
» Mechanical interior shades	1
» Skylights	1
» High-speed garage doors	1

ENERGY PERFORMANCE (CONT'D)

E3. Automatic Temperature Controls	**8**
Does your dealership have 7-day programmable thermostats or a centralized control system to automatically control room temperature set point(s)?	Prerequisite
Is your dealership's indoor cooling set point set at 73°F or higher?	1
Is your dealership's indoor heating set point set at 70°F or lower?	1
Is the thermostat configured to shut off HVAC systems during unoccupied hours, or adjust to setback temperatures that are at least 10 degrees beyond typical set point(s)? (e.g., 60 degrees for heating and 85 degrees for cooling)	6
E4. Efficient HVAC Equipment	**7**
Do you have any of the following HVAC features that maximize efficiency for the majority of each system type? (Max 7pts)	
Domestic Hot Water Heater that meets ENERGY STAR efficiency requirements AND/OR Energy Efficient Boiler for space heating [ENERGY STAR Qualified OR has an Annual Fuel Utilization Efficiency (AFUE) of at least 85%].	1
Energy Efficient Boiler for space heating [has an Annual Fuel Utilization Efficiency (AFUE) of at least 92%].	2
Energy Efficient Heat Pump or A/C Unit [ENERGY STAR qualified, or has a Heating Seasonal Performance Factor (HSPF) of 8, or has an Energy Efficiency Rating (EER) of 11, or has a Seasonal Energy Efficiency Rating (SEER) of 13].	1
Energy Efficient Heat Pump or A/C Unit [Heating Seasonal Performance Factor (HSPF) of 9.5, or has an Energy Efficiency Rating (EER) of 12, or has a Seasonal Energy Efficiency Rating (SEER) of 15].	2
Energy Efficient Heat Pump or A/C Unit [Heating Seasonal Performance Factor (HSPF of greater than 9.5, or has an Energy Efficiency Rating (EER) of greater than 12, or has a Seasonal Energy Efficiency Rating (SEER) of greater than 15].	3
HVAC equipment using non-HCFC containing refrigerant (e.g. HFC-23, HFC-134a, HFC-410)	1
Air-side economizers for cooling units over 5 tons	1

ENERGY PERFORMANCE (CONT'D)

E5. Efficient Lighting Technologies	**18**
What is the primary lamp type used in each of the following areas? (Select one for each space type) (Max 18pts)	
Offices	
» LED	3
» Standard Fluorescent (e.g. T8, T5, CFL; excludes T12)	1
» Induction Fluorescent	2
» Reduced-Wattage Linear Fluorescent (≤28W 4-foot; ≤51W 8-foot)	2
» Reduced-Wattage Compact fluorescent (32W or less)	2
» High output T5 fluorescent	2
» Metal Halide	0
» Incandescent	0
Showroom (same options as Office above)	
Service Bay (same options as Office above)	
Parts/Storage (same options as Office above)	
Body Shop (same options as Office above, or "do not have")	
Parking Lot	
» LED	8
» Induction Fluorescent	4
» High output T5 fluorescent	4
» Low wattage metal halide (400W or less for street-front lamps; 250W or less for pole lights; 175W or less for wall pack fixtures). Must meet all of these criteria.	2
» Standard metal halide (greater than 400W)	0
Exterior Facade	
» LED	2
» Standard Fluorescent (e.g. T8, T5, CFL; excludes T12)	1
» Metal Halide	0

ENERGY PERFORMANCE (CONT'D)

E6. Interior Lighting Controls	**6**
Do you use automatic lighting controls in the following areas? (Select all options that apply for each space type) (Max 6pts)	
Showroom	
» Time clock	1
» Photocell	1
Offices	
» Occupant sensor	1
» Time clock	1
» Photocell	1
Service Area (same as Offices)	
Parts/Storage (same as Offices)	
Body Shop (same as Offices)	
Bathrooms (all bathrooms in the dealership)	
» Occupant sensor	1
E7. Exterior Lighting Controls	**8**
Do you have lighting controls in place that automatically shut off or reduce lighting power in the following lighting areas? (Max 8pts)	
Exterior Lighting (Parking Lot, Facade, and Signage)	
» Photocell or seasonally adjusted time clock turns lights ON/OFF at dusk/dawn respectively	1
» Automatic control mechanism (time clock, motion detector, dimming) to reduce lighting power by 25% by 1:00 a.m.	3
» Automatic control mechanism (timeclock, motion detector, dimming) to reduce lighting power by 50% by 1:00 a.m.	6
Exterior Facade	
» Photocell or seasonally adjusted timeclock turns lights ON/OFF at dusk/dawn respectively	1
» Automatic control mechanism (timeclock, motion detector, dimming) to reduce lighting power by 50% by 1:00 a.m.	2

ENERGY PERFORMANCE (CONT'D)	
E8. Renewable Energy	**70**
Do you have any of the following on-site renewable electricity-generating technologies?	
» Solar photovoltaic panels (PV Panels)	See below
» Wind turbines	See below
What percentage of the dealership's total annual grid-supplied energy (electricity and gas) does the renewable energy source supply?	70
» For 0% < energy offset <10%	3- 23
» For 10% < energy offset < 100%	25 - 70
Is your dealership "Electric Grid Neutral?"	Fast Track to Platinum
E9. Preventive Maintenance Plans	**4**
Do you have a preventative maintenance plan which checks, at least annually, that the following systems are functioning properly?	
» HVAC unit inspection - At a minimum, preventative maintenance inspections of HVAC equipment should occur twice per year, and must include the following measures: filter changes; inspection of belts, bearings, fans, refrigerant level, condenser coils, compressors and dampers.	1
» Thermostat calibration - At minimum, thermostats must be calibrated annually.	1
» Air compressors, piping, valves and fittings – must be inspected for leakage at least annually	1
» Lighting controls - must include interior and exterior controls	1
E10. Energy Assessment	**4**
E10. Have you had an energy audit in the past 3 years? (Max 4pts)	
E10A. What type of audit was conducted?	
» Honda Environmental Assessment Program (or equivalent)	4
» Commissioning	4
» Other [write-in]	1
WATER EFFICIENCY	**MAX: 17**
W1. Tracking Water Consumption	**2**
Do you track water use on a regular (at least quarterly) basis?	Prerequisite
Which water tracking system do you use?	
Submit historical water utility bills	Prerequisite
Submit ongoing water utility bills	Prerequisite
Utilize an automated data collection service or equivalent	2
Input water data using ENERGY STAR Portfolio Manager	2
Input water data using internal tracking system, to upload to ENERGY STAR	1

WATER EFFICIENCY (CONT'D)

W2. Efficient Interior Water Fixtures	**3**
Do your bathroom fixtures meet the following standards for flow (gallons per minute- GPM) and flush (gallons per flush- GPF) rates? (Max 3pts)	
» Urinals: 0.5 GPF or less or waterless	1
» Toilets: 1.28 GPF or less or dual-flush toilets: 1.1/1.6 GPF or less	1
» Lavatory faucets: 1 GPM or less	1
» Showerheads: 1.6 GPM or less	1
W3. Water Efficient Landscape Irrigation	**3**
Do you use any of the following irrigation technologies or best practices to irrigate your exterior landscaping?	
» No irrigation	3
» Drip lines or bubblers	1
» Weather-based controls (e.g. moisture sensor, evapotranspiration sensor.)	1
» Conventional spray head	0
W4. Non-Potable Water Systems	**4**
Do you use non-potable water sources (reclaimed water, gray water, collected/ stored rainwater, HVAC condensate) for any of the following applications:	
» Toilet flushing	2
» Landscape irrigation	2
W5. Water Efficient Vehicle Wash	**5**
Does your dealership have an on-site vehicle wash or use an off-site vehicle wash service?	
If so, does the on-site or off-site vehicle wash service use a recycled water system to reduce or eliminate potable water use?	
» 100% closed loop, recycled water system	5
» Partial closed loop (at least 50%), recycled water system	3
» Rainwater collection system or reclaimed water that offsets at least 75% of annual water use for vehicle washing	3
» Other Water-Saving Vehicle Wash System [write-in]	1

WASTE REDUCTION	MAX: 4
Ws1. Honda Dealer Recycling Program	**1**
Do you participate in the Honda Dealer Recycling Program? If so, please confirm that recycling bins are in all of the following areas:	Prerequisite
» Showroom	1
» Customer Service Lounge	
» Office and Break Room	
» Service Area	
Ws2. Source Waste Reduction	**2**
Do you have a program in place to reduce waste generation? (e.g. paper re-use program, re-usable bottled water dispenser) (max 2pts)	2
If so, please describe your waste reduction program	
Ws3. Waste Audit	**1**
Have you conducted a waste audit, or have you contracted with a 3rd party waste auditor, to identify opportunities for reducing waste?	1
SITE ATTRIBUTES	**MAX: 12**
S1. Native or Adaptive Landscaping	**1**
Is at least 75% of the landscaping on your site landscaped with plants that are native or adaptive to your region?	1
S2. Highly reflective Hardscape	**1**
Is at least 75% of your site hardscape including paving or other surfaces made up of light-colored or reflective materials?	1
S3. Efficient Roofing	**6**
Does your dealership have any of the following roof types?	
» Cool roofing for >50% of roof area	3
» Vegetated roofing	3
S4. Storm Water Reduction Measures	**4**
Does your site use any of the following methods to reduce storm water runoff?	
» Bioswales / Rain gardens / Water detaining ponds	1
» Pervious Paving (must cover at least 50% of hardscape area- excluding building footprint) (concrete, not loose surface such as gravel)	3

OTHER SUSTAINABLE BEST PRACTICES:	**MAX: 8**
BP1. Green Building Certifications	**2**
Have you received third party certification from one of the following certification entities for your property's building or operations? (Max 2pts)	
» LEED	Fast Track to Platinum
» Green Globes	2
» Other qualified program [write-in]	2
What level of certification were you awarded? (Select from below)	
» Certified	
» Gold	
» Silver	
» Platinum	
» 1 Globe	
» 2 Globes	
» 3 Globes	
» State Program [write-in]	
» Other qualified program [write-in]	
BP2. Tracking Greenhouse Gases	**1**
Do you measure and track the greenhouse gas emissions associated with operating this dealership?	1
BP3. Alternative Fuel Vehicles	**2**
Does your dealership currently sell any of the following alternative fuel vehicles?	
» Battery Electric Vehicles (BEV)	1
» Plug-in Hybrid Electric Vehicles (PHEV)	1
» Compressed Natural Gas (CNG)	1
» Fuel Cell Electric Vehicles (FCEV)	1
BP4. Alternative Fueling Stations	**3**
Does your dealership have alternative fueling stations for any of the following alternative vehicle types?	
» Electric Vehicle charging station	1
» Electric Vehicle DC fast charge station	2
» Compressed Natural Gas Vehicle fueling station	1
» Fuel Cell Electric Vehicle fueling station	3
GRAND TOTAL POINTS:	**171**