

# Lockheed Martin Selected By Pepco To Manage Commercial Energy Efficiency Programs In Nation's Capital

*Contract Adds to Lockheed Martin's Growing Energy Portfolio*

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ROCKVILLE, Md.

Lockheed Martin announced today that it was awarded a three-year contract by Pepco Holdings, Inc., to implement energy efficiency and conservation programs and services for its Pepco non-residential customers in the District of Columbia. Also known as "demand side management," the contract is part of Pepco's plan to empower customers to manage and reduce their energy usage and costs while protecting the environment. The programs are scheduled to run until 2011 and include a budget of \$12.7 million.

"Pepco has made a commitment to energy efficiency as a tool to help its customers conserve power and reduce their environmental impact," says Tom Grumbly, vice president, Lockheed Martin Energy & Environmental Services. "We are excited to help Pepco and its customers solve their complex energy challenges through innovative energy efficiency programs and green technology applications."

Under the contract, Lockheed Martin will manage several programs to encourage Pepco's commercial, governmental and institutional customers to identify and implement energy saving opportunities related to building performance. The Prescriptive Rebate Program, Custom Incentive Program, HVAC Efficiency Program, and Building Commissioning and Operations & Maintenance Program will be designed to encourage the use of cost-effective, energy efficient products and design practices during new construction, renovations, remodels, and equipment replacement events. The programs will encourage electrical, mechanical, and lighting systems improvements, and employ best practices for building commissioning, as well as improving building operation and maintenance practices for Pepco's customers.

"These programs support President Barack Obama's vision for a new green energy economy that will transform the way we use energy," said Thomas Graham, President, Pepco Region. "Pepco is looking forward to working with Lockheed Martin to promote the value of purchasing energy efficient products to our customers with an eye toward making program participation as simple as possible for consumers."

Lockheed Martin supports its clients in addressing the nation's energy and climate challenges in the areas of energy efficiency and management, next-generation alternative power generation, and climate monitoring. The Corporation provides a full range of energy solutions to the government and regulated industry, including the Department of Energy, Environmental Protection Agency, state and regional energy organizations, utilities and businesses.

Lockheed Martin is one of the nation's largest implementers of energy efficiency programs for utility customers. These include the New York State Energy Research and Development Authority (NYSERDA), AmerenUE (Missouri), Energy Trust of Oregon, Pacific Gas & Electric Co., Southern California Edison Co. and several other utilities throughout the U.S.

Headquartered in Bethesda, Md., Lockheed Martin is a global security company that employs about 146,000 people worldwide and is principally engaged in the research, design, development, manufacture, integration and sustainment of advanced technology systems, products and services. The corporation reported 2008 sales of \$42.7 billion.

For information on these programs, visit [www.pepco.com/business](http://www.pepco.com/business) or contact Lockheed Martin at 301-519-5383.

For additional information, visit our Web site:

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