



# I2SL Fume Hood Challenge

## SPONSOR PROSPECTUS



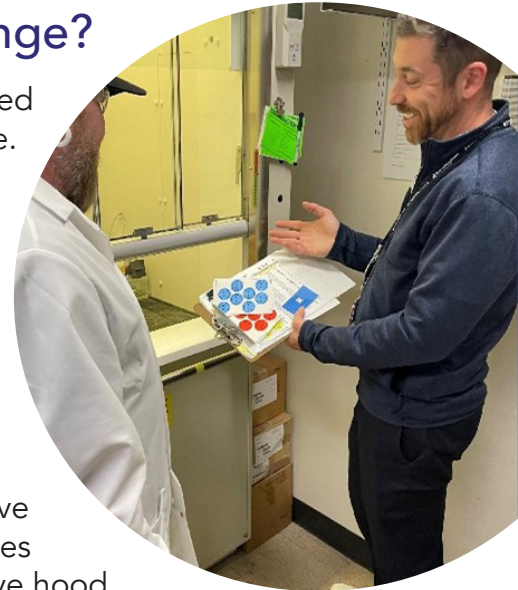
International Institute for  
Sustainable Laboratories



I2SL International  
**Fume Hood  
Challenge**

## What Is the International Fume Hood Challenge?

The International Institute for Sustainable Laboratories (I2SL) is excited to announce the development of its first-ever Fume Hood Challenge. Designed to encourage behavior change, technical advancements, monitoring, and optimization of lab equipment, the challenge will bring together green labs professionals, researchers, facility managers, safety officers, manufacturers, and service providers with a goal of saving energy and ensuring the safe and effective operation of fume hoods in laboratories.



Building off a pilot program held among academic laboratories in 2024 to determine qualities of a successful “shut the sash” competition for fume hoods, I2SL is creating a broader, more inclusive Fume Hood Challenge that will encompass both shutting hood sashes and encouraging behaviors and technologies to monitor and improve hood and systems performance. Much like the International Freezer Challenge that I2SL co-hosts with My Green Lab, this challenge will encourage a variety of actions and strategies to improve both the safety and energy efficiency of fume hoods, as well as the building systems that support them.

I2SL volunteers are developing challenge criteria, writing best practice guides, and determining data collection and scoring procedures to support evaluation of challenge participants. A number of technical advisory groups are providing input on various aspects of the program; this work is overseen by an I2SL Challenge Leadership Council.

## Support the Challenge

To complete additional tasks requiring software programming, administration, and promotion, I2SL is seeking sponsorship from a variety of companies. Examples of potential sponsors include: fume hood manufacturers; building management system (BMS) and lab controls companies; lab safety and engineering consultants; and organizations and companies that use fume hoods in their research efforts. I2SL believes these organizations could benefit directly from improved fume hood operations, key data about researchers’ hood operation, and cooperation with scientific institutions.

## Why a Fume Hood Challenge?

By encouraging participation from public, private, and academic laboratories in the United States and internationally, I2SL seeks to achieve the following objectives:

- Promote safe and energy-efficient behaviors and improvements in the lab environment.
- Encourage collaboration on lab efficiency among researchers, facility managers, safety staff, green labs professionals, manufacturers, and service providers.
- Gather data and develop best practices on the usage and energy savings of technologies and behavior change initiatives related to fume hoods and related lab systems.

- Ultimately, ensure better, safer fume hood operation in research facilities to enhance sustainable science, energy efficiency, and cost savings

## What Will the Challenge Entail?

The I2SL Fume Hood Challenge will encourage best practices for safe and effective fume hood operation, including hood testing, closure, monitoring, and possible hibernation. The Challenge will occur in three distinct phases to: identify and prepare lab buildings and occupants for participation; conduct a shut-the-sash competition among targeted labs and report results; and identify other opportunities for energy improvements. I2SL will evaluate submissions and announce winners in various categories based on preparation undertaken, participation, and results achieved.

**Phase 1—Preparation.** Participants will start with the following activities:

- Engage green labs, facilities staff, EH&S professionals, and senior management.
- Select lab buildings to participate by entering facility and energy use data into the I2SL Lab Benchmarking Tool (LBT) and generating a free demo Actionable Insights and Measures (AIM) Report to see which buildings have the greatest potential to save energy; then combine these results with other programmatic needs to make the final selection of building(s) to compete in the Challenge.
- Perform simple evaluations and checks on the operation of hoods and building airflow control systems.
- Start monitoring fume hood sash heights using manual or automated methods.

### Initial Shut the Sash Pilot

In 2024, the I2SL University Alliance Group (UAG) initiated a pilot Shut the Sash challenge among institutional members of the UAG. Four organizations ran friendly competitions among their laboratories, covering 13 buildings and engaging 450 researchers using nearly 350 fume hoods. With a focus on researcher behavior, participants monitored sash height, promoted sash closure, and identified fume hoods to share or hibernate.

**Phase 2—Shut-the-Sash Competition.** For their chosen buildings, participants will:

- Educate researchers on the energy use and safety of proper fume hood operation.
- Conduct a shut-the-sash competition encouraging researchers to close their fume hoods when not in use.
- Select and recognize contest winners within participating lab buildings and with senior management.
- Share the findings and results of the competition with I2SL.

**Phase 3—Opportunities for Improvement.**

To further increase lab building energy savings, participants will:

- Identify other potential fume hood and HVAC system energy conservation measures for the lab building by obtaining a full AIM Report themselves or through a third party, or by working with facilities staff or consultants to generate an in-depth energy assessment.
- Look for underutilized fume hoods and coordinate with facilities staff and EH&S to hibernate, decommission, or share these hoods.

- 
- Report opportunities for improvement to senior management and share any actions taken with I2SL.

## How Will Labs Compete in the Challenge?

While participants may structure their shut-the-sash competitions and select winning groups as they choose, the I2SL Fume Hood Challenge will judge entries at the whole-building level, recognizing successful program strategies and highlighting the impact of researchers working together to improve efficiency.

Participants will use the free Lab Benchmarking Tool and the free version of the AIM Report to submit building data and obtain insights on energy savings potential. To report competition results, participants will use an online form provided by I2SL to submit data on sash heights and other aspects of their competition structure and results. Participating buildings' performance will be evaluated based on how effectively they implemented the Fume Hood Challenge preparation, competition, and reporting steps.

I2SL will provide a checklist and suggest best practices on fume hood system testing, shut-the-sash competition tips, and other Challenge materials to help participants improve their score in the challenge while improving safety and energy efficiency.

Since participants will have varying levels of expertise and access to building automation systems and facility data, and building systems will have varying levels of sophistication, the Challenge will recognize participants at different levels of participation and data collection capabilities.

## Why Sponsor the I2SL Fume Hood Challenge?

Companies that support the challenge will demonstrate their commitment to safety and sustainability in laboratories, as well as their contribution to better fume hood operation. Based on the success of the International Freezer Challenge, the popularity of individual shut-the-sash contests, and initial feedback from our target audiences, I2SL anticipates strong participation from academic, research, and private laboratories in the United States, UK, Europe, and beyond. Sponsors will gain deeper insights and information on fume hood usage, sash closure, and energy performance improvements resulting from better behaviors and technologies used in real labs.

The challenge will also collect and be able to provide sponsors with unique aggregated but detailed lab market analysis data that has previously been difficult to obtain or unavailable. Sponsors will also receive exposure to and connection with challenge participants who by participating in the challenge have shown themselves as a select group interested in making behavioral, operational, and/or system improvements and upgrades to improve energy efficiency and safety in their lab buildings.

Sponsors will also be able to promote the challenge to their customers and potential clients as well as assist them in implementing elements of the challenge.



The table below describes the various Challenge sponsor levels and benefits. Sponsors who provide a three-year contribution up front receive the same benefits at a significant discount. Labs2Zero program sponsors qualify for a 20 percent discount off a Fume Hood Challenge sponsorship of the same or lower level as their Labs2Zero sponsorship.

Annual Sponsorship Level Costs	Diamond	Platinum	Gold	Silver
Minimum annual sponsorship level cost*	\$40,000	\$25,000	\$15,000	\$7,500
Upfront payment for three-year sponsorship* Note: this represents a 20 percent discount on years 2 and 3.	\$104,000	\$65,000	\$39,000	\$19,500
Promotional Benefits				
Logo on Fume Hood Challenge page in the I2SL Lab Benchmarking Tool	X	X	X	X
Logo on I2SL Annual Conference Challenge banner	X	X	X	X
Mention in Challenge public relations	X	X	X	X
Name in some emails to Challenge participants	X	X	X	X
Listing in relevant Challenge best practice guides	X	X	X	X
Sponsor logo on one Challenge questionnaire web page	X	X	X	
Product or service information on Challenge website	X	X		
Logo on all Challenge web pages	X			
Topical webinar of your choice with I2SL audience	X			
Participant Information				
Emails and organization/building information for participants who opt in**	X	X	X	
Participating organizations' building name and location	X	X		
Awards-Related Role and Recognition				
Help distributing awards during recognition ceremony	X	X		
Identification on Challenge certificates	X	X		
Speaking role in virtual recognition ceremony	X			
Challenge Data Analysis Reporting				
Inclusion of company/brand name in participant questionnaire about equipment brands	X	X	X	X
Market report on participants' reported equipment brands	X	X	X	X
Aggregated participant data on savings and trends	X	X	X	
Brand-specific data analytics and savings reports	X	X		
Custom reports with brand-specific data analysis	X			
Impact and Involvement in Challenge Development				
Option to hold a position on Technical Advisor Groups	4	3	2	1
Seat on the Challenge Leadership Council governing body	X			
AIM Report Software				
Discount on purchase of monthly or annual subscriptions	35%	25%	15%	10%

\*Labs2Zero program sponsors qualify for a 20 percent discount off a Fume Hood Challenge sponsorship of the same or lower level as their Labs2Zero sponsorship.

\*\*Participants who provide their contact information will get bonus point credit in the Challenge.

## Fume Hood Challenge Sponsor Levels and Benefits

Sponsorship benefits are cumulative, and promotional opportunities are based on the level of funding provided, as described in the table on the previous page. Organization and lab building names of Challenge participants will be provided to Platinum and Diamond sponsors; Platinum, Diamond, and Gold sponsors will also receive participant contact information for those who agree to share it. Sponsors that are vendors of fume hoods, controls systems, fume hood monitors, building management systems, monitoring-based commissioning systems, etc., would have their brand names explicitly listed in the questionnaire for participants to complete information about their equipment and systems.

First year sponsorship commitments are due **July 1, 2026**, to be recognized as a sponsor at the I2SL Annual Conference in September 2026 and Fume Hood Challenge launch. It is expected that the first challenge will start by early 2027, and sponsor benefits will be applied from the time you join through the announcement of winners in Fall 2027.

## Challenge Development Timeline

- **Fall 2025:** Announcement and Challenge Leadership Council Kickoff
- **January 2026:** Fume Hood Challenge Informational Session
- **Winter 2026:** Initial Technical Advisory Groups Work Begins
- **Throughout 2026:** Challenge Structure and Materials Development
- **Fall 2026:** Fume Hood Challenge Program Details Announcement
- **2027:** Fume Hood Challenge Pilot Year Implementation

For more information about sponsorship the Fume Hood Challenge or details about the program, please contact I2SL President Gordon Sharp at [president@i2sl.org](mailto:president@i2sl.org). Thank you for your support!

