



Northeast Energy Efficiency Partnerships

2013 Annual Report

*Transforming the way we use
and think about energy*



2013 Northeast Energy Efficiency Partnerships Annual Report

Executive Message

On behalf of the NEEP staff and Board, we are proud to share our 2013 Annual Report to highlight NEEP's pioneering work undertaken with our sponsors, partners, and funders from across our region and the nation to accelerate energy efficiency in homes, buildings, and industry in the Northeast and Mid-Atlantic region.

In our region, energy efficiency is a top-priority energy resource and key strategy to tackle the multiple challenges of mitigating climate change, boosting the economy, and creating a more resilient energy system. Supporting that, NEEP strives to keep the region a national efficiency leader in reaping the energy, economic, and environmental benefits of reducing energy waste and to demonstrate to others what is possible. We do this by bringing stakeholders together to advance innovation and best practices in public policies, technologies, and efficiency programs and strategies that deepen, broaden, and accelerate energy efficiency on a regional scale. This collaboration is the key to realizing the full potential of energy efficiency—a broadly distributed energy resource.

Last year, NEEP collaborated with our sponsors, partners, and other stakeholders on a wide range of projects to advance energy efficiency.

2013 HIGHLIGHTS INCLUDE:

- Bringing the region closer to a zero net energy future through a multi-faceted approach to reduce energy use in buildings via building energy codes, building energy rating and disclosure, high performance buildings best practices, and multifamily retrofits.
- Future-thinking regional strategies to accelerate adoption of high efficiency products with a strategic focus on solid state lighting, heat pump technology, consumer electronics, and the next generation of appliance standards.
- Support to states like Maryland, Delaware and New Hampshire seeking to capture more of the energy efficiency resource through the development and implementation of new public policies, as well as strategic assistance to states like Massachusetts, Rhode Island and Connecticut seeking to expand their savings through new and innovative strategies to complement and leverage their nation-leading efficiency programs.
- Continued growth of the DesignLights Consortium® Solid State Lighting Qualified Products List as the leading resource in the U.S. and Canada to qualify high efficiency, quality solid state lighting products for the

commercial sector with over 500 manufacturers and 36,000 products listed by year-end.

- The launch of the Regional Energy Efficiency Database (REED), a first-of-its kind collection of energy efficiency data at the state and regional level to support regional analysis of energy efficiency program costs and impacts.
- The 2013 Northeast Energy Efficiency Summit that brought together experts in innovation and efficiency to explore forward-looking approaches to advance efficiency as a critical and tangible resource. NEEP sponsors, partners, state agency staff, and the Northeast Business Leaders for Energy Efficiency were among the stakeholder participants.
- A strategic relationship with the U.S. Department of Energy to leverage and strategically align federal, state, and utility resources and programs to accelerate energy efficiency on a broad scale.

We thank our sponsors and funders for their support and participation, making it possible to raise the bar for and accelerate energy efficiency. Full speed ahead!



Susan Cookley
Executive Director



Scott Johnstone
Board President



NEEP and forward-thinking region a model for smart policies

Energy efficiency continues to be our region's first order energy resource, allowing the Northeast and Mid-Atlantic states to reduce energy costs while preserving our environment and maintaining vibrant economic growth. NEEP accelerates energy efficiency by [offering proven strategies to policymakers](#) in support of robust investments in energy efficiency programs, as well as complementary public policies such as appliance standards, building energy codes, high performance buildings, and building energy rating and disclosure. Applied together, these policy strategies have made the Northeast and Mid-Atlantic states national leaders in energy efficiency.

In 2013, NEEP took a leading role on a number of key state and regional fronts to promote and defend efficiency programs and policies, working to facilitate a dialogue and provide objective analysis about the value of energy efficiency, both in direct support to public policymakers, as well as among our environmental advocacy partners, efficiency program administrators, and practitioners. NEEP's far-reaching efforts included:

- **Assisting emerging states**, including Delaware, Maryland, and New Hampshire, in their efforts to establish and implement policies that utilize energy efficiency as a first order energy resource;
- **Engaging legislative processes** to expand funding for energy efficiency services to customers who heat with delivered fuels

(e.g., oil heat and propane) in Connecticut, Massachusetts, and Vermont;

- **Supporting the implementation** of the recommendations in Connecticut's Comprehensive Energy Strategy;
- **Offering regional perspectives** on policy best practices as New York examined the evolution of its energy efficiency resource standard and market transformation programs;
- **Working with states** participating in the Regional Greenhouse Gas Initiative (RGGI) to ensure that RGGI carbon auction proceeds are invested in cost-effective energy efficiency programs;
- **Providing policymakers** with critical information on issues such as cost-benefit and positive economic impact of energy efficiency, as well as using science and technology to plan future efficiency initiatives; and
- **Integrating complementary policies** such as building energy codes and appliance efficiency standards with efficiency programs to pave the way for more comprehensive and lasting energy savings opportunities.

NEEP is proud to serve as a trusted resource for policymakers and the myriad energy efficiency stakeholders who are working to keep the Northeast and Mid-Atlantic region a national leader in energy efficiency.

A wide-angle photograph of the Boston skyline at sunset. The sky is a warm, hazy orange. Several skyscrapers are visible, with some windows glowing with interior lights. The city's architecture is silhouetted against the bright sky.

Like the Red Sox and clam chowder, BERDO is now part of Boston pride

In 2013, Boston became the first city in New England—and the eighth nationwide—to enact a building energy reporting and disclosure ordinance (BERDO). By adopting energy benchmarking for large buildings, the ordinance provides much-needed transparency for owners, residents, prospective buyers, and tenants who want information about a building's energy usage.

The city considers energy efficiency in existing buildings as the single most important component of its plan to reduce greenhouse gas emissions by 25 percent by 2020, and NEEP played a critical role in getting the ordinance passed. NEEP deployed a multi-pronged strategy in a joint effort with other advocates to promote the ordinance's climate and economic benefits. Information from two major NEEP reports—our 2009 [Valuing Building Energy through Disclosure and Upgrade Policies: A Roadmap for the Northeast U.S.](#), and its 2013 supplement, [Building Energy Rating and Disclosure Policies: Update and Lessons from the Field](#)—was used by stakeholders advocating for the ordinance's passage. They convinced lawmakers that energy reporting and disclosure makes sense not only environmentally, but economically as well, as high energy performance buildings demonstrate lower operating costs, command higher rents and sales, and result in higher occupancy and productivity rates.

The ordinance's adoption was a huge win for Boston, for efficiency stakeholders, and for NEEP. Now, we're using what we did in Boston as a model to further promote building energy rating disclosure efforts throughout the region. Like Red Sox Nation, cream pie, and clam chowder (or, to Boston natives, clam chowDAH), this is another Beantown success that could spread nationwide.



High performance schools offer value beyond the building walls

With their integral role in community life—as well as their central role in raising energy efficiency awareness among families and children—[high efficiency schools](#) have always been a top priority for NEEP. With input from its Schools and Public Buildings Leadership Groups, NEEP developed a new [Regional Operations and Maintenance Guide](#), which outlined strategies for creating energy efficient schools and public buildings throughout the Northeast and Mid-Atlantic region. NEEP also partnered with the national Collaborative for High Performance Schools (CHPS), contributing key input in strategic planning, as well as development of national core criteria that can be used by states to improve health and student performance, reduce operating costs, and mitigate environmental impacts.

The end result means a growing list of schools that combine 21st Century learning with impressive energy efficiency commitments. One example is Newport, Rhode Island's new Claiborne Pell Elementary School, which welcomed more than 865 pre-kindergarteners through fourth graders for the 2013-2014 school year. Pell Elementary was designed as a zero net energy building, with the total energy used at the school being roughly equal to the amount of renewable energy created there.

From its roof to its floors, Pell Elementary is a model of sustainable design. The building maximizes the number of north- and south-facing windows, with interior light shelves reflecting sunlight so it penetrates deep into each room. Natural light bounces off reflective sloped ceiling tiles, triggering daylighting sensors to save electricity. The school is cooled and partially heated with a low-velocity-displacement ventilation system. Meanwhile, bathrooms have low-flow faucets, automatic toilet sensors, and dual flush controls that reduce water usage.

In just one year, school officials have already seen significant energy, water, and cost savings. NEEP is working hard to expand on the success of schools like Pell Elementary, and promote the benefits of efficiency in schools throughout the region.



Lights, consumer electronics, and heat pumps: Oh My!

While diverse sectors provide opportunities for efficiency advancement, they also include formidable barriers. NEEP knows that, in order to speed adoption of [high efficiency products](#), strategies for overcoming barriers must be created. This is why NEEP published three important regional strategy reports in 2013—an updated residential lighting strategy, a report on air-source heat pumps, and a report to address the business consumer and electronics sector. By examining the roles that each of these products have in reducing energy consumption—as well as impacts on individuals purchasing these products—the reports provide in-depth guidance for stakeholders working with these sectors.

With so many major shifts in the lighting market—including the fast popularity of LEDs, as well as new codes and federal standards—NEEP worked with regional efficiency programs, regulators, policy makers, industry stakeholders, and consumers to create an updated [Northeast Residential Lighting Strategy \(RLS\) Report](#), which details how the region can achieve critical energy savings during the next seven years.

As air-source heat pumps (ASHP) offer legitimate space heating alternatives for the first time in the Northeast and Mid-Atlantic region, the [Northeast/Mid Atlantic Air-Source Heat Pump Market Strategies Report](#) offers short- and long-

term strategies for accelerating market adoption of residential ASHPs. By replacing either electric resistance or home oil heating with ASHPs, homeowners could save approximately \$2.2 billion in energy costs, and avoid more than 8 million metric tons of annual carbon emissions.

The [Business & Consumer Electronics \(BCE\) Strategy Report](#) illustrates both barriers and solutions in reducing residential plug loads with energy-efficient business and consumer electronics. With the report at their guide, BCE stakeholders are on track to achieve a 20 percent total BCE energy reduction in the Northeast and Mid-Atlantic region by 2020.

With support for these recommendations from key stakeholders, these strategies will help meet ambitious environmental and energy savings goals throughout the region.



DLC remains at forefront of fast-moving lighting industry

When NEEP first launched its [DesignLights® Consortium \(DLC\)](#) as a place for lighting manufacturers and energy efficiency stakeholders to access and share information on high efficiency lighting products, the expectation was that maybe a dozen manufacturers would list their products. By the end of 2013, more than 500 luminaire manufacturers have products represented on [designlights.org](#).

In fact, more than 36,000 items, representing both outdoor and indoor lighting, are now on the [DLC's Qualified Projects List \(QPL\)](#). Just three years ago, the QPL listed only 1,000 products. Its enormous popularity is indicative of both the wide-ranging choices that lighting customers have, and of how NEEP's regional efforts to promote energy efficiency can be adapted nationally.

The DLC provides a central place for lighting manufacturers to submit their products for LED qualification, and for utility companies and efficiency program administrators to distinguish high-performing products for use in their incentive programs. The QPL is supported by [66 member companies and organizations](#) throughout the United States and Canada, meaning that NEEP's mission to speed adoption of high efficiency products has extended beyond the Northeast and Mid-Atlantic, and now reaches our neighbors to the north as well.

Responding to the enormous growth of the solid state lighting industry—as well as the rising number of applications for DLC product listings—NEEP made improvements in DLC procedures and guidelines, including an updated Technical Requirements Table. In an ever-evolving field, NEEP wants to make sure that efficiency stakeholders have the most up-to-date lighting information available at their fingertips.



Innovative database offers efficiency information at your fingertips

When it comes to advancing energy efficiency knowledge and best practices across the Northeast and Mid-Atlantic, the ability to easily view and share information is a key component for success. That is why, in 2013, NEEP launched the [Regional Energy Efficiency Database](#), or REED. This innovative effort is the only resource that publically provides efficiency data from multiple state and regional jurisdictions, including energy and demand savings, expenditures, cost of saved energy, avoided emissions, job impacts, and background energy efficiency information.

Before REED, this information was difficult—if not time-consuming—to access. Now, by logging onto [neep-reed.org](#), stakeholders can easily find such data. In its first year, REED has become a resounding success. The program now includes 2012 data from nine jurisdictions. In total, these jurisdictions saved more than 3,240 GWh through their 2012 energy efficiency programs. That is the equivalent of powering nearly 300,000 homes for one year. Even more impressive, these savings are being achieved at a cost much lower than the cost of energy supply.

Thanks to REED, efficiency stakeholders now have information like this at their fingertips—and can share it with others. At a time when promoting energy efficiency means showing proven

results, REED provides a modern way to demonstrate the fact that energy efficiency makes sense not only environmentally, but economically as well.



Summit attendees discuss next big things in energy efficiency

Of everything NEEP does to increase energy efficiency visibility, our annual [Northeast Energy Efficiency Summit](#) exemplifies the value of collaboration. Our 2013 event was no exception, as it attracted 350 efficiency stakeholders from diverse backgrounds and fields, coming together in Springfield, MA.

The Summit gave attendees plenty of opportunities to share best practices and ideas, and to support one another as efficiency advocates. Indeed, Summit efforts such as our [Business Leadership for Energy Efficiency Program](#) show how businesses of all sizes are embracing energy efficiency policies. Our 2013 honorees ranged from small family operations to large corporations. Yet they, together with the energy stakeholders that nominated them, stand as shining examples of how energy efficiency makes smart business sense as well as smart environmental sense.

The Summit also provides a forum to address ongoing efficiency challenges. In 2013, popular pre-summit workshops focused on two enormous issues: [addressing efficiency in the multifamily market](#), and solidifying a strategy for keeping up with efficiency issues in the [ever-expanding consumer electronics field](#).

By showcasing successes and best practices—and by pinpointing the work that still needs to be done—NEEP shows how businesses, policy makers, and advocates can work together for the good of our region, our economy, and our planet.



Springfield tornado: Turning Disaster into Opportunity

Two years after a devastating outbreak of tornados hit Springfield, MA, demolishing more than 40 buildings and causing more than \$100 million in damages, that city hosted the 2013 NEEP Energy Efficiency Summit. This gave attendees a unique opportunity to find out how NEEP, together with Northeast Utilities, Western Massachusetts Electric Company, and the Massachusetts Department of Energy Resources, teamed up to successfully incorporate energy efficiency as part of Springfield's rebuilding efforts.

According to [Masslive.com](#), \$9 million in grants and no-interest loans were made available to residents faced with rebuilding homes and businesses. One example is [EcoBuilding Bargains](#). The Springfield store specializes in eco-friendly home products and lighting, so it makes sense that efficiency would be an important rebuilding issue for the company. NEEP hosted a special tour of the facility for Summit attendees, so they could see for themselves how quickly and effectively that store managers were able to rebuild—with an even stronger commitment to energy efficiency.

In fact, this 100 year old, 60,000 square foot complex now uses 88 percent less energy than it did before it underwent efficiency improvements that included new lighting, updated heating and cooling infrastructures, automated systems, and

insulation. John Majercak, Executive Director of the [Center for EcoTechnology](#), put it best when he said “we can cost-effectively retrofit old and damaged buildings. It holds implications for the health of a robust community and gives guidance to those ready to make energy efficiency a priority.”

Or, as another grant recipient put it, “we can now try to make something good come out of the tragedy.”



Using social media to build a more energy efficient world

How exactly does an organization like NEEP take a subject like city building laws, and make it appeal to mass audiences? Social media is a big part of the answer, and NEEP's growing social media presence is substantially expanding its channels for effective communication.

Look no further than [NEEP's Energy Efficiency Matters blog](#), where posts about Boston's building laws (and the city's ultimately successful efforts to make energy efficiency reporting part of them) ranked among the most popular entries from 2013. Through the blog, NEEP showed how efficiency reporting boosts property portfolios, and makes buildings attractive to growing segments of consumers. In other words, people who don't deal with building laws learned how they are affected by them, whether they realize it or not.

This is just one example of how NEEP effectively uses its many communication channels. Along with the blog, NEEP has improved access to essential resources and enhanced the user experience on [neep.org](#). As a result, page views, unique visitors, and the average time spent on the site have all increased. So have the number of NEEP's followers on [Twitter](#), and "likes" on [Facebook](#).

At a time when more people get their information from smartphones, tablets, and computers, NEEP is dedicated to smartly using both non-traditional and traditional ways of communicating the many benefits of energy efficiency.



And the awards for excellence go to...

Nationally and regionally, NEEP was recognized with prestigious honors in 2013, both for successful energy efficiency product initiatives, and for Executive Director Sue Coakley's leadership in inspiring women professionals.

The [Association of Energy Services Professionals](#) (AESP) presented NEEP's DesignLights Consortium (DLC) with an award for Outstanding Achievement in Non-Residential Program Design & Implementation.

The DLC was also honored by the U.S. Department of Energy with [Special Recognition as an LED Lighting Facts® program partner](#), highlighting its dedication to advancing and promoting the LED lighting industry.

NEEP's efforts to raise awareness of energy efficient products were recognized by the U.S. Environmental Protection Agency when it presented NEEP's Northeast Retail Products Initiative with a [2013 ENERGY STAR Sustained Excellence Award](#). The Initiative, facilitated by NEEP and made up of utilities and energy efficiency program administrators in New England, New York, and Washington D.C, collaborates to build greater market awareness and availability of energy efficient lighting, consumer electronics, and appliance products throughout the region.

NEEP Founder and Executive Director Sue Coakley was one of the recipients of the [2013 New England Women in Energy and the Environment Achievement Award](#). The honor recognizes women leaders in the fields of energy and environment who have achieved professional excellence and have actively paved the way to success for other women in similar or related professional areas.

NEEP is proud of these honors, not only because they represent the talent and dedication of so many energy efficiency stakeholders, but also because they symbolize the acknowledgement of professional peers who are themselves dedicated to the advancement of smart, sustainable energy efficiency policies.



2013 NEEP Funders

Ameren Illinois
Austin Energy
Baltimore Gas & Electric Company
Barr Foundation
BC Hydro
Burlington Electric Department
Cape Light Compact
Commonwealth Edison
Connecticut Energy Efficiency Fund
Connecticut Light & Power
Connecticut Municipal Electric Energy Cooperative
Connecticut Natural Gas
Conservation Services Group
Consolidated Edison
Cooper Lighting
Cree
DC Sustainable Energy Utility
Delaware Division of Energy and Climate
Delmarva Power
District Department of the Environment
DTE Energy
Duke Energy
E Source

Ecova
Efficiency Maine Trust
Efficiency New Brunswick
Efficiency Nova Scotia
Efficiency Smart
Efficiency Vermont
Electric Utility Marketing Managers of Texas (EUMMOT)
EUMMOT American Electric Power - TCC, TNC, SWEPCO
EUMMOT CenterPoint Energy
EUMMOT El Paso Electric
EUMMOT Entergy
EUMMOT Oncor
EUMMOT Texas-New Mexico Power
EUMMOT Xcel Energy
Embertec
Emily Hall Tremaine Foundation
Energy Foundation
FirstEnergy
FortisBC
Franklin Energy Services
Georgia Power
Hydro-Québec
Institute for Electric Innovation



2013 NEEP Funders

Jacksonville Energy Authority
JACO Environmental
John Merck Fund
Liberty Utilities
Long Island Power Authority
Los Angeles Department of Water and Power
Maine Public Utilities Commission
Maryland Energy Administration
Massachusetts Department of Energy Resources
Merck Family Fund
Midwest Energy Efficiency Alliance
Missouri River Energy Services
National Grid - MA, NH, NY, RI
Natural Resources Canada
Northwest Energy Efficiency Alliance (NEEA)
NEEA Avista
NEEA Bonneville Power Authority
NEEA Clark County
NEEA Colvitz County
NEEA Energy Trust of Oregon
NEEA Eugene Water and Electric Board
NEEA Idaho Power
NEEA Northwest Energy

NEEA Pacific Power
NEEA Puget Sound Energy
NEEA Seattle City Light
NEEA Snohomish County
NEEA Tacoma Power
New Hampshire Electric Co-op
New Hampshire Saves
New Jersey Board of Public Utilities
New York Power Authority
New York State Energy Research and Development Authority
Nexant
NJ SmartStart Buildings
Northeast Utilities
NSTAR Electric & Gas
Opower
Osram Sylvania
Pacific Gas and Electric Company
PECO
Pepco Holdings Inc.
Philips Lighting
Phoenix Controls
Public Service of New Hampshire
Resource Action Programs



2013 NEEP Funders

Sacramento Municipal Utility District
Salt River Project
San Diego Gas & Electric
Santee Cooper
Southern California Edison
Southern Connecticut Gas
Southern Maryland Electric Cooperative
Southern Minnesota Municipal Power Agency
Tennessee Valley Authority
TerraLUX
U.S. Department of Energy
U.S. Environmental Protection Agency
United Illuminating Company
Unitil
Vermont Department of Labor
Vermont Department of Public Service
Western Electricity Coordinating Council
Western Massachusetts Electric Company
Wisconsin Focus on Energy
Xcel Energy
Yankee Gas



The NEEP Team

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Northeast Utilities

Susan Coakley, NEEP Executive Director

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NYSERDA

Steve Nadel

American Council for an Energy-Efficient Economy

Richard Sedano

Regulatory Assistance Project

Daniel Sosland

Environment Northeast

Dan Zaweski

Long Island Power Authority

2013 NEEP STAFF

SENIOR MANAGEMENT TEAM

Susan Coakley – Executive Director

Bob McTighe – Director of Finance and Administration

Julie Michals – Regional EM&V Director

Jim O'Reilly – Director of Public Policy



The NEEP Team

2013 NEEP STAFF

STAFF

Samantha Bresler – Market Strategies Associate

Angela Brooks – Accounting & Office Manager

Lisa Cascio – Public Relations Manager

Josh Craft – Manager of Public Policy Analysis

Laura De Angelo – Development & Partner Alliance Manager

Alicia Dunn – Marketing Communications Manager

Natalie Hildt-Treat – Senior Public Policy Outreach Manager

Ed Londergan – Special Projects Manager

Jon Linn – Commercial Programs Manager

David Lis – Senior Appliance Standards Project Manager

Cecily McChalicher – REED Manager

Claire Miziolek – Residential Program Manager

Carrie Nash – Strategic Marketing Manager

John Otterbein – Marketing Communications Associate

Fritzi Pieper – DesignLights Consortium Associate

Irina Rasputnis – Commercial Program Manager

Kevin Rose – Building Energy Technical Associate

Carolyn Sarno – Senior Program Manager, High Performance Buildings

Sue Stocker – Senior Accounting Manager/Support

Elizabeth Titus – Senior Research and Evaluation Manager, EM&V Forum

Danielle Wilson – EM&V Forum Associate

NORTHEAST ENERGY EFFICIENCY PARTNERSHIPS, INC.
STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS
FOR THE YEARS ENDED DECEMBER 31, 2013 AND 2012

CHANGES IN UNRESTRICTED NET ASSETS:	2013	2012
Operating revenues -		
DLC Qualified Products List	2,373,637	1,660,982
EM&V Forum	1,229,448	1,673,480
Contracts and grants	933,995	884,670
Sponsorships	862,641	814,951
Summit	188,558	231,134
Miscellaneous	16,241	14,382
Net assets released from restrictions	551,129	713,026
Total operating revenues	6,155,649	5,992,625
Operating expenses *-		
Products	3,098,492	2,056,979
Knowledge	1,604,115	2,192,044
Buildings	822,174	1,043,374
Visibility	240,816	349,012
Development and Fundraising	171,679	151,038
Total operating expenses	5,937,276	5,792,447
Changes in unrestricted net assets	218,373	200,178
CHANGES IN TEMPORARILY RESTRICTED NET ASSETS:		
Foundation grants	306,480	714,028
Net assets released from restrictions	-551,129	-713,026
Changes in temporarily restricted net assets	-244,649	1,002
Changes in net assets	-26,276	201,180
NET ASSETS, beginning of year	1,783,652	1,582,470
NET ASSETS, end of year	\$1,757,376	\$1,783,650

* Includes fully allocated indirect costs.

The above information is excerpted from the audited financial statements of Northeast Energy Efficiency Partnerships, Inc. The full statement is available for inspection at the NEEP office.



Northeast Energy Efficiency Partnerships

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