



2020 Annual Report

Adapting & Advancing Energy Efficiency

From our Founding Executive Director, Sue Coakley:

As I hand over NEEP’s leadership to a new generation, I look back on the past 25 years with gratitude for our regional accomplishments to advance energy efficiency as well as appreciation for how much more there is to do to create a sustainable and equitable future.

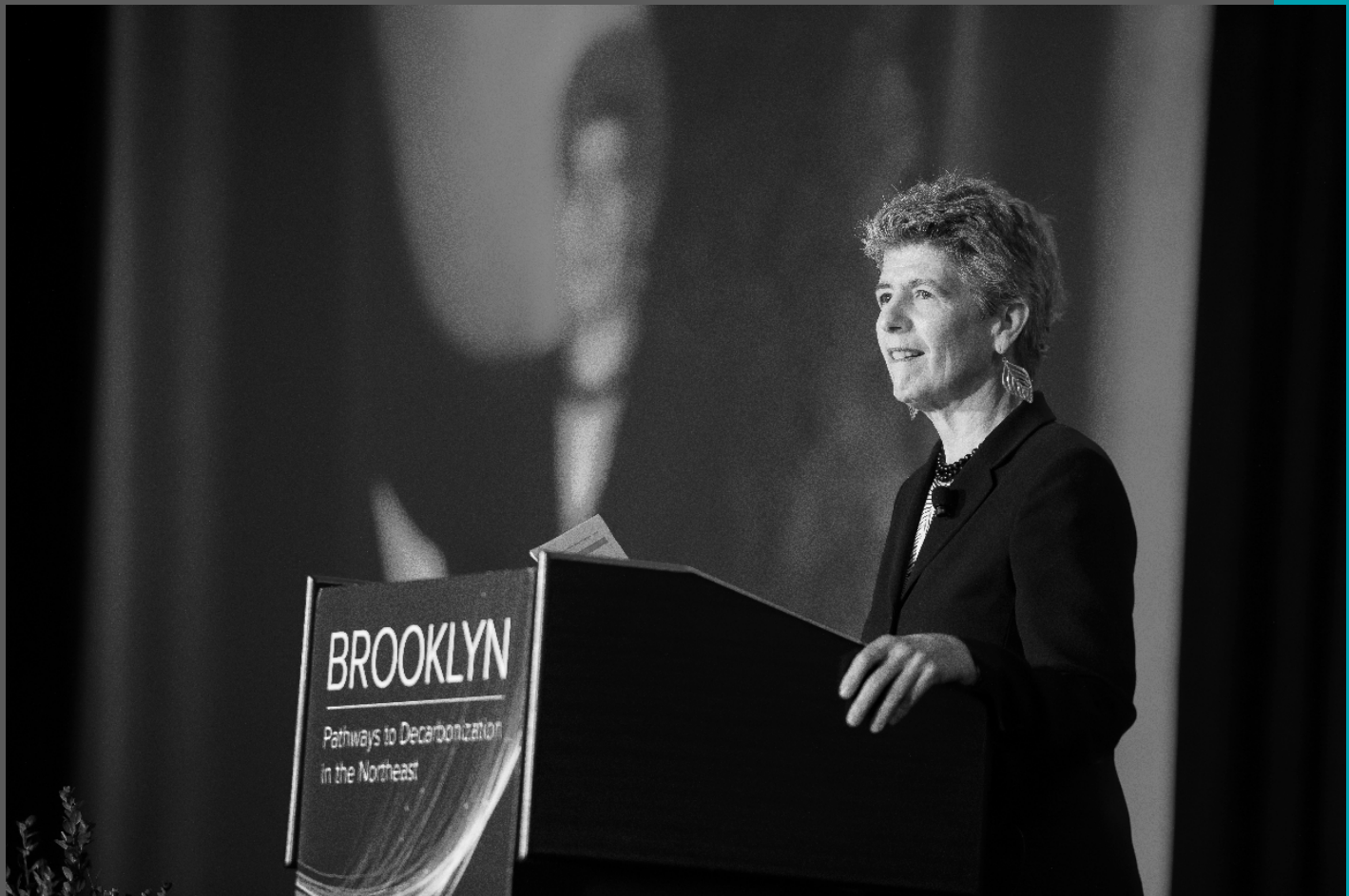
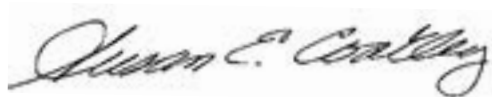
Since NEEP’s founding in 1996, we’ve made regional collaboration for efficiency an inspiring national model. Our partnerships with U.S. EPA’s ENERGY STAR Program, U.S. DOE, states, utilities, industry, and clean energy and consumer advocates have transformed markets for efficiency with regional demand for energy efficient products.

We helped usher in LEDs to provide quality lighting using 75 percent less energy, and are working to accelerate the market for a new generation of consumer appliances – clothes washers, refrigerators, cold climate heat pumps, and home energy management systems – as well as commercial sector products – premium motors and rooftop air conditioners – that use significantly less energy.

NEEP also supports building energy codes that drive new building construction towards net zero energy. Last year most states in the NEEP region updated their energy codes. Many also led by example with zero energy public buildings and schools and/or advanced stretch codes that build market capacity to make low and zero energy homes and buildings economically feasible and broadly available. Such regional-scale action is critical to transform the building sector, as new and existing energy efficient zero energy homes and buildings are necessary to achieve state mandates for net zero greenhouse gas emissions (GHG) by 2050.

NEEP’s successes were made possible by partnerships with visionary leaders in state and local government, public policy, industry, markets, and advocacy focused on efficiency opportunities ripe for market adoption. Working together across the region we broke down barriers – catalyzing lasting, regional-scale change. Going forward, NEEP must lead similar regional collaboration to decarbonize the building sector with a focus on efficiency with equity. NEEP must support accelerating advanced efficiency and decarbonization that creates jobs, improves public health and quality of life, and provides affordable zero emission homes and buildings for everyone, especially for underserved and marginalized communities, and Black, indigenous, and people of color at risk for being left out of the clean energy revolution.

I am confident that NEEP’s new Executive Director, Arah Schuur, and dedicated board and staff will continue NEEP’s journey – creating new partnerships and pathways for efficiency and decarbonization with urgency and equity by bringing stakeholders together. NEEP will continue creating regional market transformation strategies, providing research and analysis to drive and track progress, and recommending best practices to achieve regional-scale change. I look forward to NEEP’s next accomplishments to help make our region a healthy, safe, affordable, low-carbon, resilient place in which everyone can live, work, learn, and play.





NEEP 2020 Overview

Vision

We envision the region’s homes, buildings, and communities transformed into efficient, affordable, low-carbon, resilient places to live, work, and play.

Mission

We seek to accelerate regional collaboration to promote advanced energy efficiency and related solutions in homes, buildings, industry, and communities.

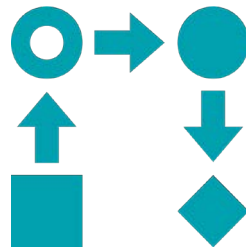
Goal

Assist the Northeast and Mid-Atlantic region to reduce building sector energy consumption at least three percent per year and carbon emission at least 40 percent by 2030 (relative to 2001).

Our **approach** is to drive market transformation regionally by fostering collaboration and innovation, developing tools, and disseminating knowledge.



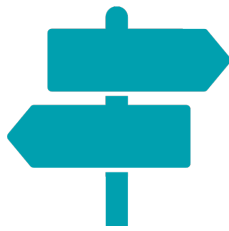
NEEP Core Strategies



Advance
Regional Market
Transformation
Opportunities



Provide Independent
Analysis and
Technical Expertise



Advance Knowledge and
Best Practices

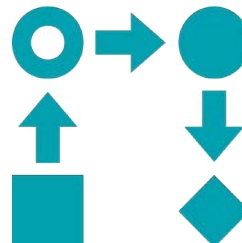


Engage and Empower
Stakeholders

NEEP Products & Services



Events, Stakeholder
Engagement, Learning
Exchange



Regional Market
Transformation
Strategies



Research, Progress
Tracking, Analysis,
Reports, Case
Studies



Best Practice
Guidelines, Tools,
Technical Assistance
and Resource Centers

2020 and COVID

The way we work and live was completely transformed by the COVID-19 pandemic. NEEP's physical office shut down mid-March and coworkers and partners became faces on computer screens. While technology managed to keep us connected, the health crisis delayed policies and shut down efficiency, programs, and businesses across the region, undermining energy efficiency progress and momentum. NEEP strategically responded by tracking impacts, discussing solutions with our regional stakeholders, and participating in national and regional discussions about how to use the COVID-19 economic recovery process to restore efficiency and decarbonization jobs and progress. We also used our connections and network to serve as a resource for those in our industry looking for adaption and recovery solutions.

"Attention and proper maintenance of ventilation systems and air movements throughout buildings can help prevent the spread of airborne pathogens between areas of the school. Here are some recommended mitigation strategies to reduce the spread of germs within schools."

"Like our response to the COVID-19 pandemic, we must "flatten and reduce the curve" of emissions, care for those harmed, and (as fast as possible) put in place sustainable, long-term solutions."

"Prioritizing clean energy and energy efficiency makes sense for a quick recovery, both economically and societally. This will put people back to work in such a broad manner – from construction, to manufacturing, to home performance contractors, engineering, electricians, electric vehicles, and everything in between. Investments in clean energy can help the economy become resilient and rooted in local communities, and that will provide economic opportunity in every state."

Program Solutions

- [Energy Estimator- Powered by HELIX and ClearlyEnergy](#)
- [Energy Codes are Life Safety Codes](#)
- [Operational Guidance for Schools During the Pandemic](#)

Allies and Funders Resources

- [COVID-19 Pandemic Operational Guidance for the 2020 Hurricane Season](#) (Cadmus and FEMA)
- [Build Back Better, Faster](#) (E4TheFuture)
- [Resource Center](#) (Franklin Energy)
- [COVID Response Center](#) (NYSERDA)
- [COVID Response](#) (Barr Foundation)
- [COVID-19 and Climate Strategy Refocus](#) (Energy Foundation)
- [COVID-19 Emergency Relief](#) (Merck Family Fund)
- [Coronavirus Hub](#) (U.S. DOE)
- [The Clean Energy Transition is Here and We Can't Let COVID Wreck It](#) (Alliance to Save Energy)
- [Back to Work: COVID-19 Resource Guide](#) (Building Performance Association)

DEIJ Work

NEEP has always had a bold mission. For 25 years, we've sought to transform markets through energy efficiency, supporting the creation of healthy, affordable, and resilient low-carbon homes, buildings, and communities.

We've spent considerable time thinking about and bringing more attention to the people who live, work, and interact in these buildings and communities. And we've recognized that in order to be relevant to the needs and perspectives of the diverse population that NEEP serves across the region, we must build our own capacities to be a more diverse, equitable, inclusive, and just organization.

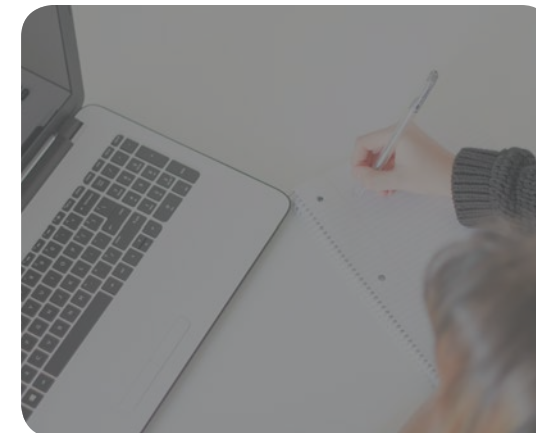
That work starts at home. In November 2019, the NEEP board established a Board Diversity & Inclusion Fund to grow racial and gender diversity in NEEP's work. Expanding on that, in 2020 we devoted considerable time – as a staff – to prioritize our journey. We broadened our recognition of what it will mean to truly center diversity in all its forms – inclusive of our current and future staff, board, and partners – and to embody a just and equitable approach to our work. We took some big steps, charting out a roadmap and action plan for 2020 and beyond.

NEEP identified four priority areas in which to more fully center the principles of diversity, equity, inclusion, and justice. These areas of development will assist NEEP in creating a more diverse and inclusive culture, approaching its work with greater equity, and collaborating with diverse expert partners.

- Learning and Growth
- Organizational Development
- External Work
- Board Learning and Growth

We spent time on individual and joint learning; examining and revamping our processes and procedures; connecting the principles of diversity, equity, inclusion, and justice to the execution of our program work; and developing a board that joins us in this journey. The journey is ongoing, and we know that we are a work in progress.

2020 was a pivotal year for society, for our country, and for NEEP. We acknowledge that this work is challenging and often uncomfortable, that we must be humble in our approach, that it is essential we engage deeply as an entire staff, and we must translate our internal work into action. We are committed to listening, learning, and doing in the space where equity and environment meet. We look forward to sharing more updates in 2021.





Engage and Empower Stakeholders

Engaging stakeholders is integral to advancing NEEP's work and mission. We bring together key influencers and decision-makers to transform the market around advanced efficiency solutions. Our formula for success is regional collaboration with government, utilities, and industry to develop, deliver, and disseminate effective policies and programs to reduce energy usage and carbon emissions.

81,699

unique website visitors

1,300+

unique working group participants

917

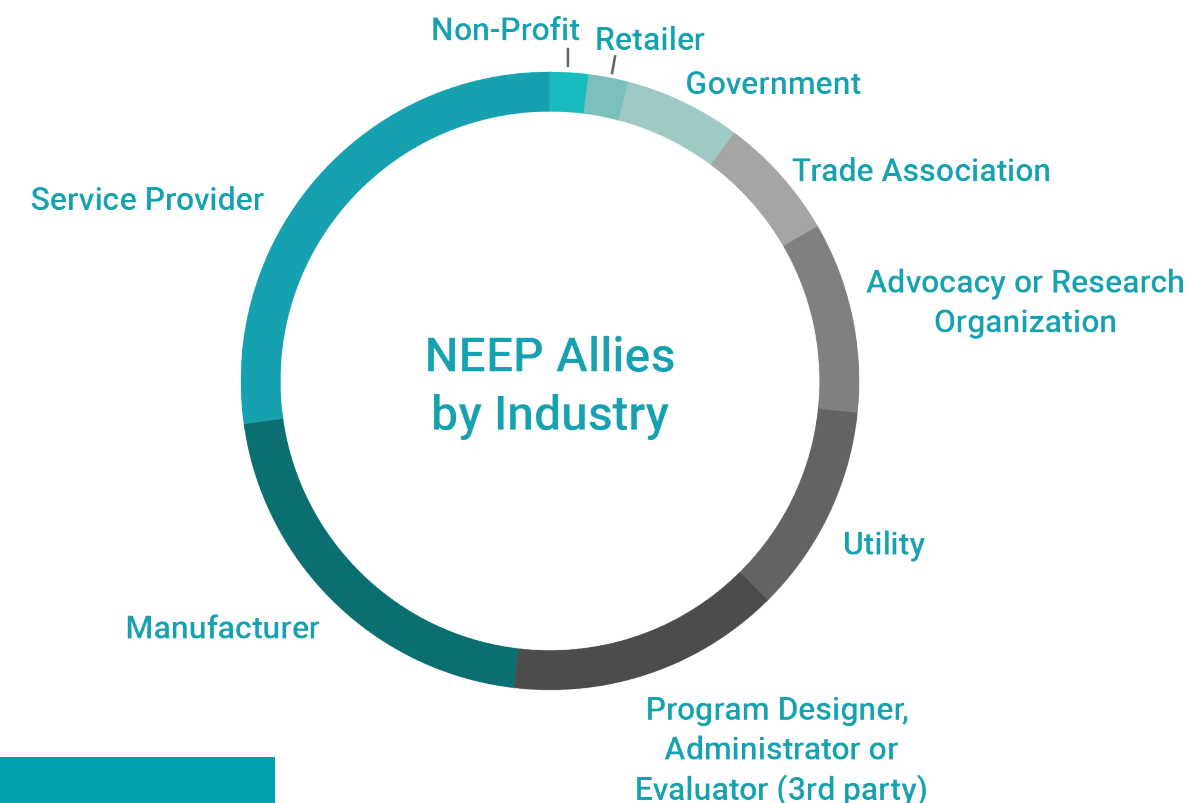
webinar attendees

550+

unique organizations participating in our working groups

48

Allies



In 2020, school building stakeholders, including those who design and operate these facilities, entered uncharted waters as they were tasked with providing healthy indoor environments for students and staff during a pandemic. Because of a specific and unexpected need in the market and funding from our partners Energy Foundation and the Barr Foundation, NEEP worked closely with these stakeholders to provide technical assistance, develop a fact sheet for the healthy operation of facilities, and produce a Zero Energy Schools Toolkit to reinforce the importance of achieving healthy, energy-efficient learning environments.



Advance Knowledge and Best Practices

NEEP developed and distributed regional best practice information resources and served as a regional peer exchange network to advance next generation energy efficiency. In 2020, NEEP added a focus on advancing key solutions to restore policy and market capacities across the Northeast region.

4

states (CT, DE, ME, NH) committed to develop or implement programs and initiatives that will help the state achieve code compliance

3

states (MA, NY, RI) have all-fuel savings targets for ratepayer-funded energy efficiency programs

3

states (MD, MA, RI) introduced carbon neutral legislation

7

states (CT, DC, ME, MA, NJ, PA, RI) introduced appliance standards bills in early 2020

45+

Northeast communities developed or advanced energy plans and projects that will reduce energy consumption in public buildings

5

states (CT, NH, NJ, RI, VT) have implemented fuel optimization and heating electrification studies that will impact planning of future three-year cycles

7

states (CT, MA, NH, NY, PA, RI, VT) have energy efficiency programs that support SEM as a program measure

4

states (CT, ME, MA, RI) developed or updated roadmaps to accelerate home and building decarbonization

8

states (CT, DC, ME, MD, MA, NY, RI, VT) have adopted or are pursuing adoption of stretch energy codes

The most recent energy code (2018 IECC) became effective or was adopted in **6** states (DE, MD, MA, NJ, NY, VT)





Provide Independent Analysis and Technical Expertise

NEEP conducted independent analysis and served as a technical expert on energy efficiency potential, best practices, impacts, evaluation, and integration with other demand side resources. NEEP deployed resources and tools that helped our stakeholders respond to the COVID disruption such as a brief and webinar on electronic permitting and a new tool, the Energy Estimator, to support virtual home energy audits.

33,135

downloads from NEEP.org

26

NEEP guidance strategies published

35+

communities that recieved direct technical assistance

20

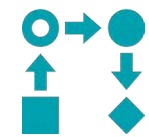
programs nationally (including Canada) used NEEP's ccASHP product list

6

programs in the NEEP region, and 4 outside, used or referenced NEEP's cold climate heat pump consumer and installer guides



In 2020, NEEP provided both input and expertise to assist Maine in its continued adoption of the 2015 IECC as its new base code and the 2021 IECC with zero energy appendices as its first stretch code. NEEP facilitated the Maine Energy Code Collaborative to determine community wants and needs for new energy codes, and then provided technical expertise on costs and requirements to the Maine Uniform Building Energy Code (MUBEC) Board. These energy code adoptions – the first in over 10 years in Maine – will go into effect July 1, 2021, and puts Maine on track to meet its statewide climate goals of reducing carbon emissions and achieving zero energy for all new buildings.



Advance Regional Market Transformation Opportunities

NEEP engaged support for, recommended, tracked, and reported progress of regional market transformation initiatives that drove innovative advanced energy efficiency opportunities. This included tracking and highlighting best practice solutions to restore and regain energy efficiency policy and program momentum after the downturn from COVID.



5

Northeast communities developed innovative strategies such as zoning requirements or strategic electrification plans to reduce carbon emissions

All Northeast states offer smart energy home and building programs that optimize building energy performance and enable buildings to serve as flexible grid resources

All Northeast states currently have programs that offer grid services that can be enabled by smart energy homes and/or buildings

20%

(projected) increase in the adoption of program-rebated ASHP and VRF systems across the Northeast.

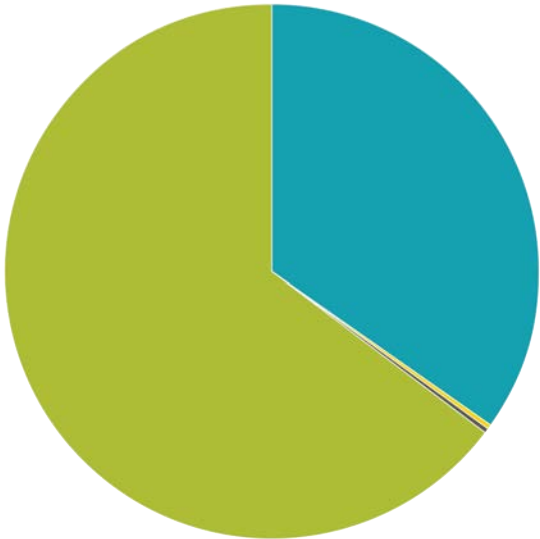


In 2020, NEEP released the Energy Estimator – Powered by HELIX & ClearlyEnergy. an automated energy modeling (AEM) tool that pulls from publicly-available tax assessor databases and the Home Energy Labeling Information eXchange (HELIX) to produce a breakdown of annual energy costs and recommended measures. This scalable solution can be used by homeowners, energy professionals, states, and communities for a variety of purposes that lead to easier management of policies and programs, more informed decision making, increases in investments, and greater transparency in the real estate market.



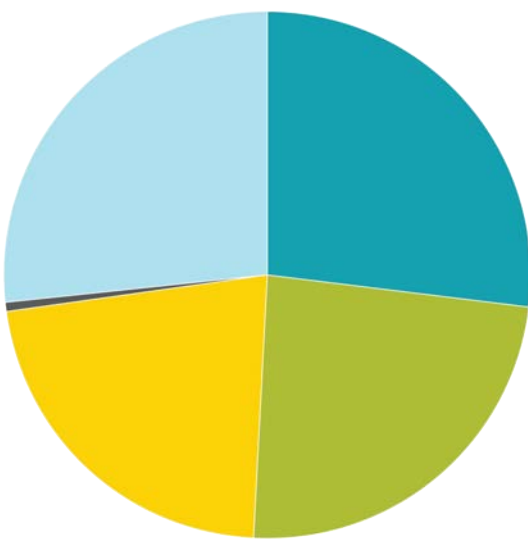
NEEP Financials

Operating Revenue



- Contracts & Grants
- Partners & Allies
- Meetings, Workshops, & Events
- Interest & Other

Operating Expenses



- Advanced Efficiency & Building Decarbonization Leadership Network
- Efficient, Resilient Buildings & Communities
- Smart, Efficient Low Carbon Energy Solutions
- General & Administrative
- Fundraising

Statement of Activities and Changes in Net Assets For the Year Ended December 31, 2020

Changes in Net Assets Without Donor Restrictions:

Operating revenue:	
Contracts and grants	\$ 1,808,084
Partners and allies	1,235,237
Net assets released from restrictions	485,318
Meetings, workshops and events	12,503
Interest and other	3,406
Total operating revenue	3,544,548

Operating expenses * :	
Advanced Efficiency & Building Decarbonization Leadership Network	950,952
Efficient, Resilient Buildings & Communities	845,733
Smart, Efficient Low Carbon Energy Solutions	777,769
Fundraising	14,906
General and Administrative	938,379
Total operating expenses	3,527,739
Changes in net assets without donor restrictions from operations	(16,809)

Other revenue:	
Net investment income	256,469
Changes in net assets without donor restrictions	273,278

Changes in Net Assets With Donor Restrictions:

Foundation grants	843,155
Net assets released from restrictions	(485,318)
Changes in net assets with donor restrictions	357,837
Changes in net assets	631,115

Net Assets:	
Beginning of year	3,131,579
End of year	\$ 3,762,694

* Includes fully allocated indirect costs.

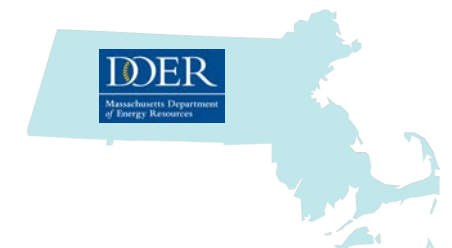
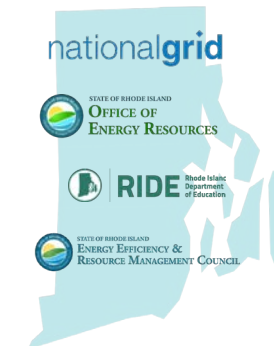
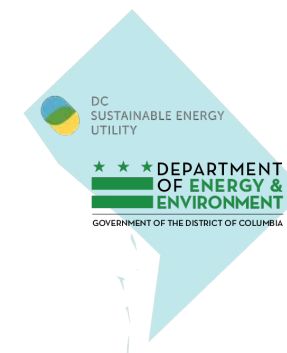
The above information is an excerpt from NEEP’s 2020 audited financial statements.

The NEEP Network

NEEP is a part of national network of regional energy efficiency organizations (REEOs) funded in part by U.S. DOE to support state and local efficiency policies and programs.



State Partners



Foundations, corporations, industry leaders, and more give their financial support to NEEP to help move forward our initiatives and partnerships in the Northeast and Mid-Atlantic Region.

Project Funders



The NEEP Network

NEEP Allies

NEEP Allies are industry leaders, non-profits, manufacturers, etc. that support NEEP's mission and wish to highlight their leadership in energy efficiency.



Sue Coakley
Executive Director

Bob McTighe
Director of Finance &
Administration

Dave Lis
Director of Technology &
Market Solutions

**Carolyn Sarno
Goldthwaite**
Senior Director of Advanced
Efficiency Solutions

Lisa Cascio
Director of Partner
Engagement

Sue Stocker
Senior Accounting Manager

Indu Ananthakrishnan
Accounting Associate

Jessica Augat
Industry Relations &
Event Manager

John Balfe
Buildings & Community
Solutions Manager

Angela Brooks
Accounting & Office
Manager

Samantha Caputo
Senior Policy &
Research Associate

Laura De Angelo
Grants & Contracts
Manager

Bryan Evans
Residential Program
Associate

Ben Hiller
Technical Manager

Derek Koundakjian
Buildings &
Technologies
Associate

Cecily McCalicher
Research & Analysis
Manager

Kai Palmer-Dunning
Buildings & Community
Associate

Darren Port
Codes & Standards
Manager

Giselle Procaccianti
Technology & Solutions
Manager

Moses Riley
Energy Policy Associate

Victoria Salvatore
Marketing Associate

Elizabeth Titus
Senior Advisor,
Research & Evaluation

Jennifer Wassan
Development Manager

Andrew Winslow
Public Policy Associate

The NEEP Team

2020 Board of Directors

Board Officers - Executive Committee



Scott Johnstone
Board President



Kathleen Hogan
Board Vice President



Steve Nadel
Board Treasurer



Kelly Speakes-Backman
Board Clerk

Board Members at Large



Barry Coflan



Eric Dubin



Matt Elliott



Sheri Givens



Vignesh Gowrishankar



Julia Hamm



Janet Joseph



Richard Sedano

A Closing Word from our Executive Director, Arah Schuur:

I can't think of a more exciting time to be leading NEEP and working at the intersection of energy, climate, equity, and economic recovery.

Energy efficiency has evolved over the last 25 years, and NEEP has evolved with it. NEEP's mission recognizes that energy efficiency and decarbonization are fundamental to resilience, environmental justice and affordability, and as the last year has crystallized, with individual, community, and economic health.

NEEP's vision is that buildings can be efficient, affordable, healthy, and resilient. They can support the health of the people who use them and the communities that house them, breaking barriers to access and equity, and contributing to addressing injustice. Buildings can be resources and assets to the energy grid, not just users and takers of energy.

I am taking on a heavy mantle -- founding Executive Director Sue Coakley's visionary work kept NEEP at the leading edge of thought leadership and impact for 25 years. As we emerge from a year of uncertainty and fear, I believe that the future is bright. From reimagining and rebuilding will emerge compelling new business models, new partnerships, resilient and equitable economic recovery, and systemic change.

NEEP is in a strong position to work with all of our partners to continue to transform the market for building efficiency and decarbonization, and I look forward to working with all of you to achieve that vision.



Thank you for your
continued support.

The NEEP logo is located in the bottom right corner of the image. It consists of the letters 'ne' stacked above 'ep' in a white, lowercase, sans-serif font. The 'e' in 'ne' is slightly larger than the 'e' in 'ep'. The logo is set against a background of a forest with tall, thin trees and a misty atmosphere, all in shades of teal and blue.