# NO 2022 Annual Report ScalingUp

For over 25 years, NEEP has made sure that energy efficiency is prioritized across the region, working to drive regional energy efficiency to transform markets and support the region's goals. Working with hundreds of partners – state and local policy makers, utilities, community-based organizations, heat pump manufacturers, implementers, and more – NEEP advances energy efficiency opportunities and makes sure that energy efficiency continues to be valuable and valued.

The NEEP region – the 12 Northeast and Mid-Atlantic states and the District of Columbia – has among the boldest greenhouse gas (GHG) reduction laws in the nation. To achieve these goals in the buildings sector, states are using an array of policy tools. First and foremost among available tools has been, and must continue to be, energy efficiency. And in the world of today's energy efficiency, organizations like NEEP are more important than ever in ensuring that we continue to utilize the "first fuel" of energy conservation.

NEEP's mission to accelerate regional progress to reduce the amount of energy consumed and to advance the decarbonization of our homes, buildings, and communities is critical for an efficient, equitable, low-carbon future. Rapidly deployable solutions that address climate change, provide good-paying local jobs, and accelerate the transition to a just clean energy future exist today and are available to be replicated at scale.

This work is more important than ever, and energy efficiency programs are sophisticated, high-achieving programs that reduce costs for customers and drive market transformation across the entire building sector. They are also marvelously resilient, adaptable, and flexible.

We are thankful for the leadership and collaboration of our partners, funders, and supporters who demonstrate what is possible and enable NEEP to focus on the highest impact opportunities to forge collaborations that move our region together to an efficient, equitable, low-carbon future.





#### **NEEP 2022 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**

Stakeholder Engagement and Collaboration

NEEP forges partnerships and brings stakeholders together to develop, advance, accelerate, and integrate energy efficiency solutions to decarbonize the buildings sector with coordinated efforts, regional learning, and resource leveraging.

#### Tracking, Analysis, Tools, and Reports

NEEP conducts independent analysis and develops actionable toolkits, web-based resources, online policy and program trackers, and reports to support and advance regional market transformation initiatives that drive innovative and integrated energy efficient solutions.

#### **Technical Assistance**

NEEP serves as technical experts on energy efficiency potential, best practices, impacts, evaluation, and integration with other low-carbon demand side resources essential to a low-carbon future. NEEP provides customized technical assistance that includes presentations, briefings, research, reports, responses to public comments, and model language.

#### **Thought Leadership**

NEEP helps influence the narrative around energy efficiency and building decarbonization by positioning NEEP and its partners as consistent, reliable expert sources of information and resources, and by championing leadership across the region and beyond.

#### NEEP CORE VALUES

As a mission-driven nonprofit, NEEP is motivated by a set of core values that underpin everything we do.

These values are:

#### Collaboration

NEEP knows that strong, authentic partnerships are an important part of collaboration, and that engaging with a diverse range of partners on common goals is the best way to find the answers we need and to gain support for shared solutions. We meet people where they are at, convening and listening to concerned, committed individuals and organizations. Together we focus on innovative approaches to advance building energy efficiency and decarbonization to realize climate, health, economic, and well-being benefits for all.

#### Commitment

NEEP is committed to helping provide equitable access to clean, healthy, affordable energy solutions. And we know that "business as usual" won't solve the urgent problems we face. We're dedicated to promoting leading-edge approaches that work for all communities, particularly those experiencing the greatest impacts from climate change, economic inequities, and structural racism.

#### Community

Ask any member of the NEEP team why they love working here, and they'll likely answer. Because NEEP cares. NEEP's staff and board are driven by a shared dedication to building a more sustainable future for all, and by a culture fueled on honest respect and appreciation for each other. We value shared learning, we offer assistance whenever and wherever we can, and we seek to improve people's lives.

#### **Continuous Learning**

NEEP believes that learning is essential, and that it is an ongoing process, both professionally and personally. We value getting the chance to learn as we go, both in our technical work and in our work on diversity, equity, inclusion, and justice. We know that we have plenty to learn and we seek to learn from our partners. Building strong, authentic relationships allows us to inform our work to center the experiences of varied perspectives, making it more impactful. We strive to be prepared for the unexpected, avoid shortsightedness, spark new ideas and viewpoints, and ask for help when we need it.

#### DEIJ Work

NEEP's staff and board are committed to advancing diversity, equity, inclusion, and justice (DEIJ) in both internal operations and policies and in NEEP's external-facing work. The NEEP staff has a DEIJ working group tasked with developing, tracking, and advancing specific short-term and long-term goals. This includes developing work plans, reporting results to the Board of Directors, and leading the development of equitable practice resources.

#### Some of NEEP's recent highlights include:

- More intentionality around recruiting and hiring practices, resulting in shifting demographics of our staff and Board to reflect greater diversity in racial and gender identity, backgrounds, and experiences
- Development of an "equity pauses" process to determine where and how we can incorporate principles of DEIJ into our work
- A revamp of compensation philosophy to reflect greater transparency around pay and promotion
- An honoraria policy to compensate experts for the work we ask them to do
- More diverse speakers at our events, including the annual conference
- Greater readiness to apply for grants and funding that include Justice40 and other equity requirements

While NEEP has made significant progress over the last 3 years, there is still more to do. We are constantly learning and welcome the participation of our partners - including new partners - to create a just, equitable, low-carbon economy. Here are a few areas we're committed to:

#### Investment

- Through technical assistance, NEEP will help states and communities make equitable investments in energy
  efficiency solutions. NEEP will offer guidance on inclusive stakeholder engagement practices and equitable
  policy and program development, among other topics.
- Since 2020, NEEP has dedicated a percentage of our total budget to making our organization a more diverse and welcoming place to work.

#### **Data**

- NEEP will develop and track metrics to evaluate our progress towards achieving equity in both our internal and external work. Metrics can serve to identify key issue areas and hold us accountable.
- NEEP will track clean energy commitments, legislation, and utility plans which include equity goals to learn best practices and share opportunities.
- NEEP will learn where and how equity shows up in energy policy and program decisions. Commitment to equity is a commitment to improving knowledge of inequities and tools to combat them.

#### Qualitative

 NEEP will engage in meaningful discourse with allies, partners, decision-makers, and community leaders, including organizations and individuals who have not historically been reached by NEEP across the region, to learn how NEEP can better serve historically marginalized and excluded communities.

#### Stakeholder Engagement and Collaboration

Strategic collaboration allows NEEP to engage leaders and first-movers across the region to innovate, develop the right tools, scale up public policy and market solutions, and access the knowledge needed to reduce building sector energy consumption and emissions while transitioning to a robust, equitable clean energy economy.

337,866

unique website visitors

over

435+

webinar attendees

1,200+

unique working group participants

over

564

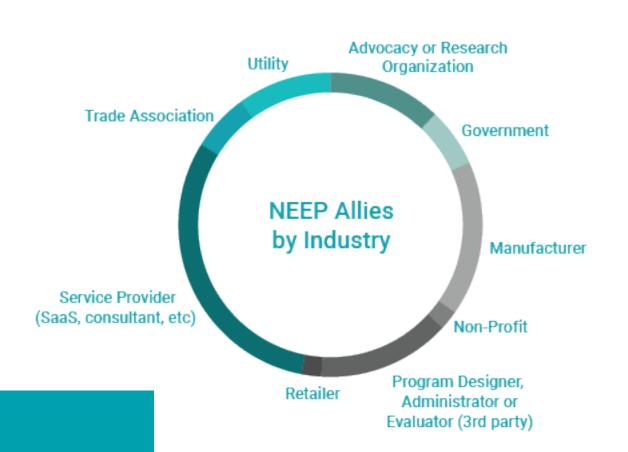
event attendees

550

unique organizations participating in our working groups

55

Allies







#### **Technical Assistance**

NEEP is uniquely able offer an approach that combines national expertise with local implementation knowledge to assist states in reaching their climate and clean energy goals.

24

fact sheets and case studies

10

guidance docs

responses to requests for public comment

### Tracking, Analysis, Tools, and Reports

NEEP supports, tracks, and analyzes lessons learned and best practices from government, industry, community groups, academia, and advocates to drive long-term regional change.

#### Legislative and Codes Tracker

#### 

#### **BPS Policy Matrix**

A	В	С
City/Municipality	Washington, D.C.	New York, NY
Policy	Title III of the Clean Energy DC Omnibus Act of 2018	NY Int. 1253 (Climate Mobilization Act) <u>: Local Law 97</u>

#### State Based Code Adoption Tracker

#### **Appliance Standards Tracker**

Introduced	Passed One Chamber (H or S)	Passed Both Chambers	Public Law	Vetoed, Not Passed
Last updated	State	Bill Number	Issue Area	Bill Title
05/17/2022	Connecticut	HB05041	Home Energy Label	An Act Concerning Home Energy Renters
6/17/2022	Connecticut	S814	Home Energy Label	An Act Concerning Home Energy Buyers



#### **Thought Leadership**

NEEP focuses on the components key to rapid, equitable decarbonization of the regional buildings sector – strong policies and regulations to address building emissions, market transformation for electric space and water heating, community-led solutions, a diverse and experienced workforce, and replicable program and business models for low-carbon retrofits.

webinars

28 articles referencing NEEP

31 speaking engagements

32 blogs









3 NEEP Events

**NEEP Summit 2022** 

#### **Program Spotlight:**

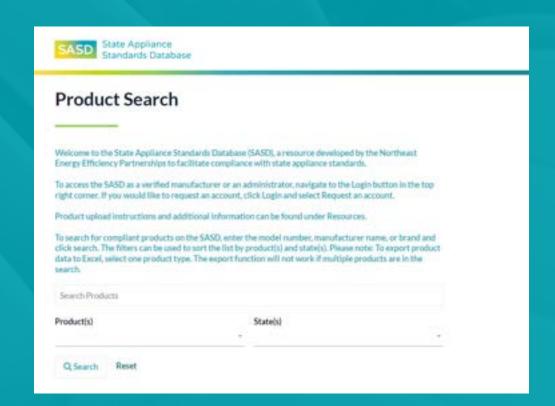
#### State Appliance Standards Database (SASD)

Adopting the most recent codes and appliance standards is essential to ensure that our communities are comprised of healthy and resilient homes and buildings. NEEP launched the State Appliance Standards Database (SASD) and toolkit to assist states in promoting the adoption, implementation, and enforcement of energy- and water-efficient appliances. The database and associate toolkit fulfill the need for holistic and equitable solutions for appliance standards and their related policies.

SASD fills a gap between California's highest efficiency standards and products that meet DOE Energy Star and EPA Water Sense standards; and other advanced energy and water appliance standards. SASD is the most comprehensive appliance standards database worldwide with all California efficiencies and below-California appliance standards. The database is currently built to include these products:

- Air Purifiers
- Commercial Dishwashers
- · Electric Vehicle Supply Equipment
- Faucets, Urinals, Showerheads, Toilets
- Commercial Fryers, Steam Cookers, Ovens
- Water Coolers
- Gas Fireplaces
- Hot Food Holding Cabinets
- High CRI Linear Fluorescent Lamps
- Computers
- Monitors
- Portable electric spas
- Spray sprinkler bodies

District of Columbia, Massachusetts, New Jersey, New York, and Rhode Island have all signed on to utilize the database. Massachusetts is fully utilizing SASD as of January 1, 2023, and others (D.C., R.I., N.Y., N.J., and Md.) will follow later in 2023. NEEP is working with partners Appliance Standard Awareness Project (ASAP) and the U.S. Environmental Protection Agency (US EPA) to develop a methodology to inform manufacturers about standards updates. Additionally, NEEP will continue to build out the SASD toolbox in 2023 and beyond.



51,335 Certified Products

#### **Program Spotlight:**

#### Heating Electrification Market Transformation

NEEP works collaboratively with stakeholders across the Northeast and Mid-Atlantic region and beyond to accelerate efficiency and electrification in homes and buildings. As part of our regional market development work focused on heating electrification, NEEP has managed and housed a Cold Climate Air Source Heat Pump (ccASHP) Specification and Product List since 2015. This list highlights air source heat pumps appropriate for cold climate applications. The current list includes over 35,000 products from over 100 leading brands and is used broadly by incentive programs, contractors, and consumers.

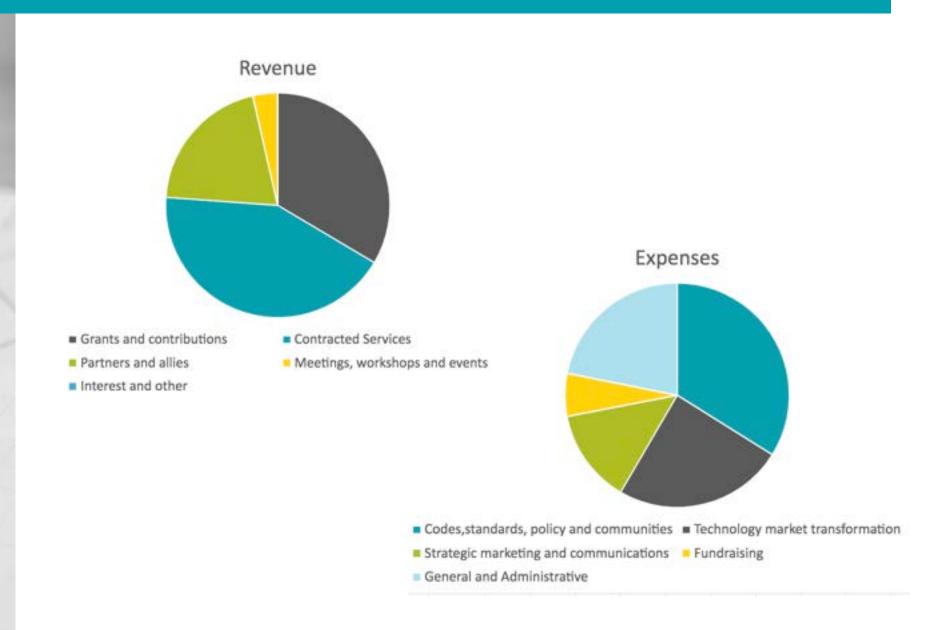
In 2022, NEEP focused on developing Version 4.0 of the ccASHP Specification. With significant industry transitions occurring, including a change to long-standing heat pump performance metrics and the launch of new ENERGY STAR specifications (Central Air Conditioner and Air Source Heat Pump Specification Version 6.1 and Light Commercial HVAC Version 4.0), NEEP's ccASHP Version 4.0 was designed to provide an element of consistency to the market.

Version 4.0 and the ccASHP Product List complements ENERGY STAR's new cold climate specifications by providing special recognition of ENERGY STAR Cold Climate certified products and by continuing to make extended performance data available to the market. Extended performance information is critical in sizing and selecting cold climate ASHPs for each unique application. NEEP recently launched new functionality within the product list to support proper sizing and selection.

Additionally, Version 4.0 expands the scope and reach of the specification to include a category for variable refrigerant flow (VRF) products. VRF multi-split heat pumps are larger capacity air source heat pump systems commonly applied to commercial, multi-family, and public buildings. When combining the list's long-standing heat pump category, recently added packaged terminal heat pumps/single package vertical heat pumps, with this new VRF category, the list covers an ever-growing variety of heat pump configurations with cold climate performance.

The revised specification, effective on January 1, 2023, will continue to serve as an important tool for programs, manufacturers, contractors, and consumers to drive adoption of heat pumps in cold climates. NEEP is working closely with manufacturers to ensure a smooth transition.

#### **NEEP Financials**



#### Statement of Activities and Changes in Net Assets For the Year Ended December 31, 2022

#### **Changes in Net Assets Without Donor Restrictions:**

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Operating revenue:		
Contracted services	\$	1,935,297
Grants and contributions		1,522,147
Partners and allies		920,697
Meetings, workshops and events		162, 675
Interest and other		358
Total operating revenue		4,541,174
Operating expenses *:		
Codes, standards, policy, and communities		1,640,991
Technology market transformation		1,186,669
Strategic marketing and communications		656,467
Fundraising		298,944
General and Administrative		1,058,136
<b>Total operating expenses</b> Changes in net assets without donor restrictions from		4,841,207
		(300,033)
operations		(300,033)
Non-operating activities:		
Net investment income		(404,803)
Loss on disposal of property and equipment		(38,754)
Total non-operating activities		(443,557)
Changes in Net Assets:		(743,590)
Beginning of year		3,994,224
ind of year	,	\$ 3,250,634
* Includes fully allocated indirect costs.		

<sup>\*</sup> Includes fully allocated indirect costs.

The above information is an excerpt from NEEP's 2021 audited financial statements.

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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.

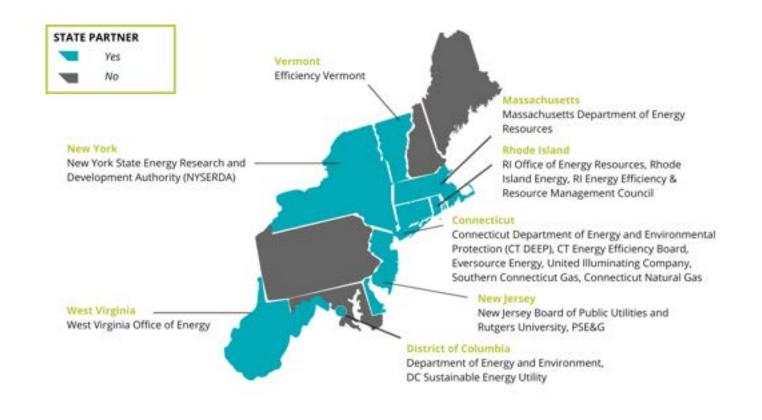








#### **State Partners**



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

**Project Funders** 

















# RETWORK

# Alles

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















































































































Arah Schuur
Executive Director

Bob McTighe
Director of Finance and
Administration

Dave Lis
Director of Technology and
Market Solutions

Jennifer Marrapese
Programs and Strategy
Senior Director

Lisa Cascio
Director of Partner
Engagement

Sue Stocker
Senior Accounting Manager

Jessica Augat
Industry Relations & Event
Manager

John Balfe
Buildings & Community
Solutions Manager

Victoria Bradley
Marketing Associate

Angela Brooks
Accounting & Office
Manager

Erin Cosgrove
Public Policy Manager

Aditi Dalal
Policy and Programs
Associate

Laura De Angelo Grants & Contracts Manager

Deepti Dutt
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Darren Port
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Manager

Michael Rossi Building Energy Codes Senior Associate Jennifer Wassan
Development Manager

Andrew Winslow Public Policy Associate

Cornelia Wu Building Policy Manager

### The NEEP Team

#### **2022 Board of Directors**

Board Officers - Executive Committee



Scott Johnstone Board President



**Steve Nadel**Board Treasurer



Julia Hamm Board Clerk

#### Board Members at Large



Rebecca Boll



Barry Coflan



Eric Dubin



Matt Elliott



Sheri Givens



Marion Gold



Janet Joseph

# Thank you for your continued support

