



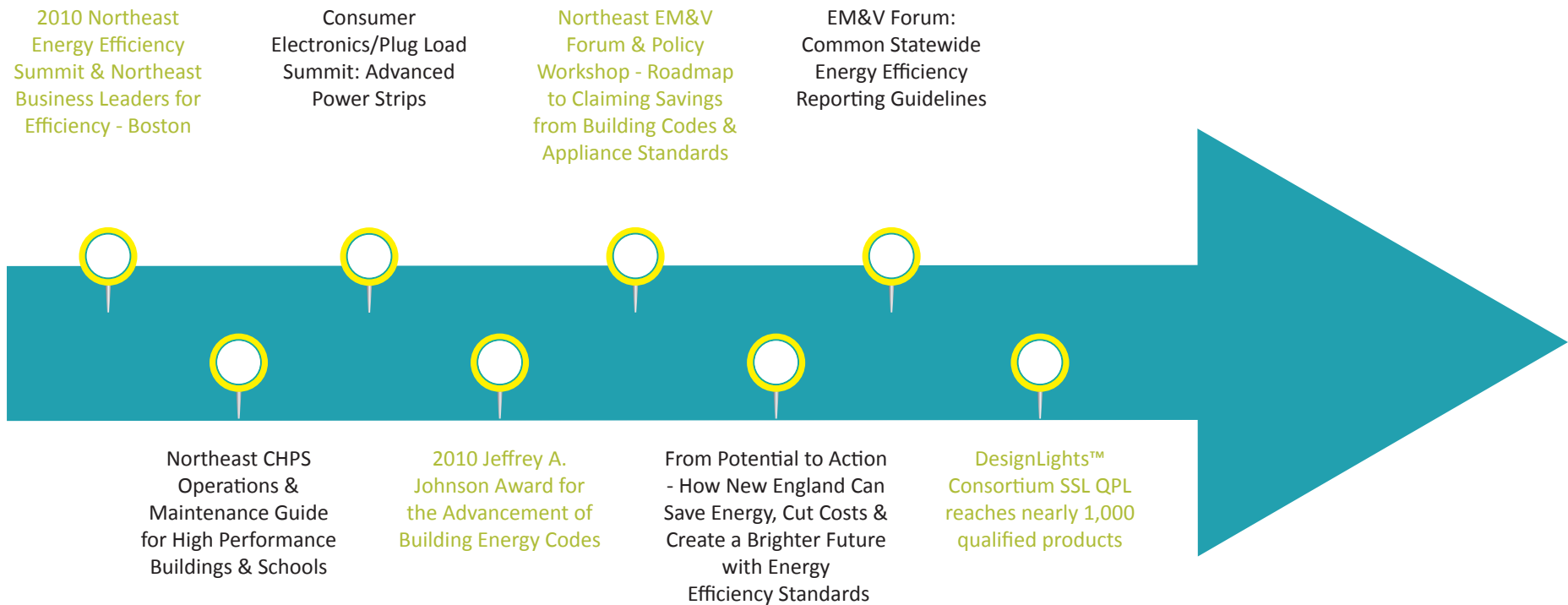
## 2010—2011 Annual Report

Northeast Energy Efficiency Partnerships



*“Facilitating partnerships to advance energy efficiency”*

## Significant 2010 Accomplishments





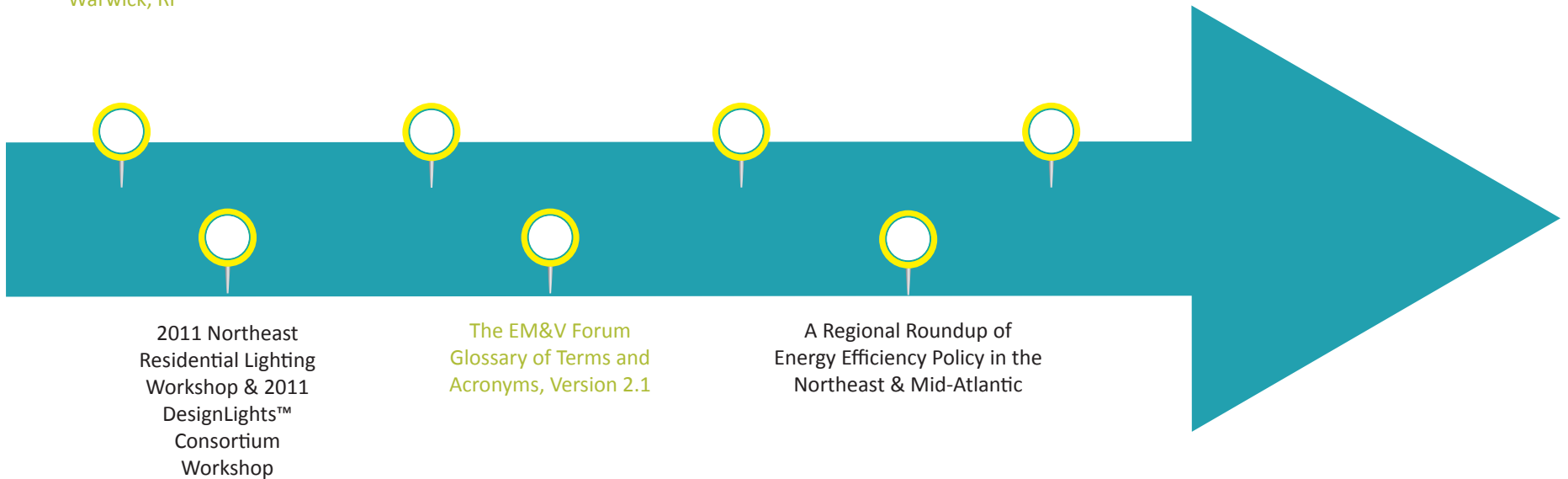
## Significant 2011 Accomplishments

2011 Northeast Energy Efficiency Summit & Northeast Business Leaders for Efficiency - Warwick, RI

NEEP's blog, Energy Efficiency Matters, launched

The Massachusetts Clean Energy Careers Training and Education Directory Launched

DesignLights™ Consortium SSL QPL reaches nearly 8,000 qualified products



## Welcome Letter from NEEP's Executive Director & Board President



**Susan Cookley**

Executive Director

*If 2009 was about record-breaking regional commitment* to energy efficiency, 2010 and 2011 were all about seizing opportunities and moving them forward. The multi-billion dollar funding Northeast and Mid-Atlantic states received from the American Recovery and Reinvestment Act gave states the opportunity to double down their efforts to pursue all cost-effective efficiency. Those investments paid off, and the region continues to be a model of excellence for the rest of the nation. According to the American Council for an Energy Efficient Economy's State Policy Scorecard, six states within NEEP's region sit in the top 10 for the national energy efficiency rankings.

Still, the region sits on top of vastly untapped energy efficiency resources. In our 2010 report **From Potential to Action**, NEEP reported that New England states can cut electricity consumption by about 20 percent by 2018 if we aggressively pursue all cost-effective energy efficiency measures. The challenges the Northeast and Mid-Atlantic region face are not new nor are they unique to the region—they are shared among the industry as a whole. Complex market barriers, deeply ingrained behaviors, savings attribution, and low market penetration act as hurdles in the slow but steady race toward an energy infrastructure that views efficiency as the first-order resource.

*In 2010 and 2011, NEEP identified four strategies to overcome these barriers:*



**Ron Araujo**

2010-2011

Board President



### **We Make Efficiency More Visible**

Efficiency is the energy resource we do not see



### **We Reduce Energy Use in Buildings**

Buildings and homes consume the largest percentage of total energy usage in the U.S.



### **We Speed the Adoption of High Efficiency Products**

Setting the stage for national market-ready transformation



### **We Advance Knowledge and Best Practices**

Staying ahead of the curve



NEEP is committed to applying these strategies to overcome market barriers and continue to develop an already robust portfolio of energy efficiency achievements to increase energy security, create jobs, lower energy costs, and emit fewer pollutants into the environment across the region and nation. The need to switch to more efficient means of energy consumption and production has never been greater. Fortunately, the adoption of energy efficiency is not a solo endeavor. NEEP consistently brings policy makers, efficiency program administrators, and industry players together to initiate conversation and collaboration with views from every possible vantage point. Our expert, passionate staff works tirelessly with our funders, partners, and array of stakeholders to fill appropriate niches to effectively accelerate energy efficiency across the region. We thank you for everything that you do!

*“NEEP exemplifies what we are all taught as children – when we work together, we get things done. NEEP is getting a lot done, and our region is a better place today – and will be even stronger in the future – because of the energy efficiency advances we push forward as a collaborative, dynamic organization.”*

**Ron Araujo, 2010-2011 President  
NEEP Board of Directors**

## Introduction

*NEEP's mission of accelerating energy efficiency* across the Northeast and Mid-Atlantic region could not be fully realized without the expert staff we have driving our initiatives. From building codes to high efficiency lighting to policy initiatives to measuring savings from efficiency, 2010 and 2011 were important years for all of us as we brought together players from all levels of the efficiency value chain to move the region forward and serve as an example for the rest of the country. Passionate and driven, NEEP's staff is committed to putting the pieces together to build a sustainable energy policy, a vibrant economy, and a healthy environment for people to live and work in. Throughout the 2010-2011 Annual Report, learn how NEEP's core values of collaboration, advocacy, and education work in tandem to build market momentum that will fully yield the power and benefits of energy efficiency.

### NEEP Staff

<b>Susan Coakley</b>	Executive Director
<b>Bob McTighe</b>	Director of Finance & Administration
<b>Julie Michals</b>	Director, Evaluation, Measurement & Verification Forum
<b>Jim O'Reilly</b>	Director of Public Policy
<b>John Puc</b>	Director of Energy Efficiency Strategies
<b>Samantha Bresler</b>	Market Strategies Associate
<b>Josh Craft</b>	Manager of Policy Analysis
<b>Laura De Angelo</b>	Development & Partner Alliance Manager
<b>Angela Dempsey</b>	Accounting & Office Manager
<b>Alicia Dunn</b>	Marketing Communications Manager
<b>Natalie Hildt</b>	Senior Manager, Public Policy Outreach
<b>Jon Linn</b>	Commercial Programs Manager
<b>David Lis</b>	Senior Manager, Appliance Standards Project
<b>Ed Londergan</b>	Project Manager
<b>Cecily McChalicher</b>	Regional EM&V Forum Manager
<b>Claire Miziolek</b>	Residential Program Manager
<b>Carrie Nash</b>	Strategic Marketing Manager
<b>John Otterbein</b>	Marketing Communications Associate
<b>Fritzi Pieper</b>	DesignLights™ Consortium Associate
<b>Irina Rasputnis</b>	Commercial Programs Manager
<b>Carolyn Sarno</b>	Senior Program Manager, High Performance Buildings
<b>Susan Stocker</b>	Senior Accounting Manager
<b>Elizabeth Titus</b>	Senior Research & Evaluation Manager
<b>Allison Webster</b>	Senior Associate, Building Energy Policy
<b>Danielle Wilson</b>	Regional EM&V Forum Associate





## Make Efficiency More Visible

*Energy efficiency has the power to lower energy costs*, reduce consumption, create jobs, and mitigate the effects of climate change. The challenge lies in sharing this powerful message. Unlike conventional power generation, or even renewable technologies, efficiency is the energy resource we don't see. That's why NEEP works with policy makers, efficiency program administrators, and the business community to support strong efficiency policies and awareness of their value and benefits.

- ✓ The annual **Northeast Energy Efficiency Summit**—NEEP's signature event—brings policy makers, efficiency program administrators, business community members, and other efficiency stakeholders together to discuss the challenges and successes facing full deployment of energy efficiency across the Northeast and Mid-Atlantic region. In March 2010 nearly 500 attendees braved record-breaking rain and flooding in Boston to come and discuss '*Delivering on the Promise.*' And in May 2011 hundreds of attendees again came together to discuss '*Efficiency: Making it Matter.*' Both Summits featured an in-depth conference, two topical workshops, efficiency exhibits, and NEEP's signature Business Leaders Recognition Program. We thank our Sponsors and Exhibitors for their support, leadership, and participation!
- ✓ Through our **Northeast Business Leaders for Energy Efficiency Program**, NEEP **Sponsors** nominate their business customers whose outstanding leadership and best practices in efficiency highlight the value and benefits of efficiency for their organizations and the economy. In 2010 and 2011 NEEP recognized 23 organizations across the region. This diverse pool of awardees—from the restaurant business to aviation to educational institutions to a New York county and various manufacturing interests—show how efficiency measures can be deployed across myriad industries with positive effects on the environment, the community, and the bottom line.

### 2010 Northeast Business Leaders for Energy Efficiency

**AFC Cable Systems, Inc.** - Sponsored by NSTAR Electric & Gas

**Bigelow Tea** - Sponsored by the United Illuminating Company in partnership with the Connecticut Energy Efficiency Fund

**CNC Software, Inc.** - Sponsored by Connecticut Light and Power in partnership with the Connecticut Energy Efficiency Fund

**FiberMark** - Sponsored by Efficiency Vermont

**Hi-Tech Mold & Tool, Inc.** - Sponsored by Western Massachusetts Electric Company

**Mezza Luna** - Sponsored by Cape Light Compact

**New Hampshire Ball Bearings, Inc.** - Sponsored by Public Service of New Hampshire

**Pratt Industries** - Sponsored by National Grid

**Princeton University** - Sponsored by New Jersey's Clean Energy Program & TRC Energy Services

**Sleepy's & Steel Equities** - Sponsored by Long Island Power Authority

**Syracuse University** - Sponsored by New York State Energy Research & Development Authority

## 2011 Northeast Business Leaders for Energy Efficiency

**BAE Systems** - Sponsored by Public Service of New Hampshire

**Building & Land Technology** - Sponsored by Yankee Gas in partnership with the Connecticut Energy Efficiency Fund

**Cabot Creamery Cooperative** - Sponsored by Efficiency Vermont

**Cape Air** - Sponsored by Cape Light Compact

**FM Global** - Sponsored by National Grid

**Massachusetts Institute of Technology** - Sponsored by NSTAR Electric & Gas

**Plenus Group, Inc.** - Sponsored by National Grid

**Positive Promotions** - Sponsored by Long Island Power Authority

**PTI Industries** - Sponsored by Connecticut Light and Power in partnership with the Connecticut Energy Efficiency Fund

**St. Paul's School** - Sponsored by Unitil

**The Westfield Group** - Sponsored by the United Illuminating Company in partnership with the Connecticut Energy Efficiency Fund

**The Yankee Candle Company, Inc.** - Sponsored by Western Massachusetts Electric Company

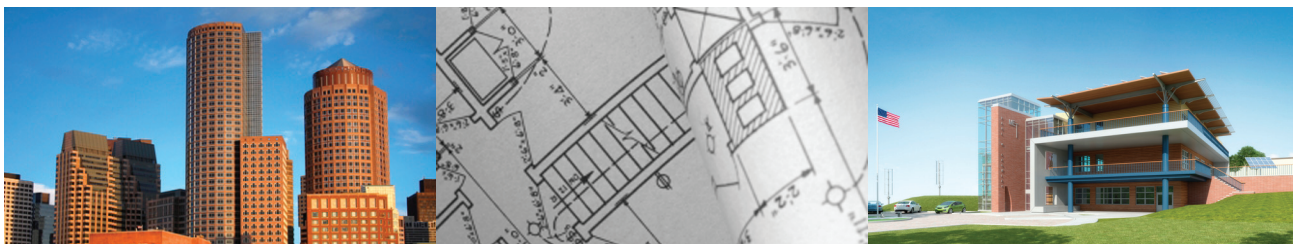
✓ Through our **NEEP Sponsorship and Partners Programs**, we collaborate with many of the region's utilities, energy efficiency program administrators, and suppliers of efficiency products and services. In 2011, we secured 20 **Sponsors**, six more than in 2010. NEEP Sponsors provided support for and engaged in NEEP's projects, contributed to our blog, and nominated Business Leaders for recognition at the NEEP Summit—consistently providing leadership and visibility for energy efficiency. NEEP's successful **Partners Program** also grew, from seven in 2010 to 12 in 2011. These companies represent efficiency leadership across the region committed to encouraging new technologies and supporting a stable policy environment for efficiency programs and investments. We are grateful for the continued support and commitment from our Sponsors and Partners, and look forward to strengthening these relationships to continue to support the region's ambitious energy efficiency goals.

✓ **NEEP's Strategic Marketing and Communications Team** has its finger on the pulse of efficiency news and developments. To share this knowledge and increase the visibility of energy efficiency as a resource, NEEP expanded its web presence by building an identity on **Facebook**, **LinkedIn** and **Twitter**. At the 2010 Northeast Energy Efficiency Summit, NEEP launched into the social media realm, using our various social media outlets to publicize the event and to stimulate discussion and engagement around the issues. Fast forward ahead by one year, where we once again used the 2011 Summit to launch NEEP's blog, **EnergyEfficiencyMatters.org**. The blog is

a platform where we can share news, promote awareness of regional energy efficiency efforts, and maintain an open, dynamic dialogue with our stakeholders. From tweets to LinkedIn group discussions and guest blog posts, social media is a quick and effective way to draw attention to late-breaking efficiency developments, and highlight NEEP's activities and achievements, as well as efficiency leadership from across the Northeast and Mid-Atlantic region.

These efforts create a clearer picture of energy efficiency's enormous advantages. Yet along with promoting better understanding about energy efficiency, we must ensure that our stakeholders have the tools needed to achieve ambitious efficiency goals. Turn the page and see how NEEP responds to these challenges.





## Reduce Energy Use in Buildings

***Buildings and homes consume 40 percent of total energy use in the United States.*** In a densely-built region characterized by aging infrastructure, the country's highest energy costs, and the challenge to meet aggressive clean energy and climate policy goals, improving home and building energy efficiency offers a big payback for the economy and the environment, while increasing energy independence. NEEP helps residents, businesses, municipalities, states, and policymakers achieve energy efficiency in buildings of all types throughout the region.

- ✓ **High Performance Public Buildings and Schools** - In 2010 NEEP continued its support for the Collaborative for High Performance Schools (CHPS) criteria, providing outreach and assistance from the design phase through verification and operations. A major milestone was the publication of the [NE-CHPS Operations and Maintenance Guide for High Performance Schools and Public Buildings](#) (O&M Guide), which provides the region with a tool to boost the energy efficiency of existing buildings. The Guide is targeted to facilities managers, business officials, education departments, and other stakeholders involved in school operations and maintenance. In addition to promoting the O&M Guide regionally and nationally, NEEP held numerous trainings in 2010 and 2011, providing hundreds of design and education professionals with the tools needed to implement high performance strategies. At the same time, NEEP focused on the next policy "frontier": zero net energy buildings, which consume no more energy than they produce. While several Northeast states boast construction of zero net energy public buildings projects—including schools, health centers, transit centers, and more—these projects are far from the norm. To help get states on the pathway to zero net energy, NEEP began development of a Zero Net Energy Roadmap for the Northeast. In 2010 and into 2011, NEEP supported communities that were retrofitting their public buildings with federal Energy Efficiency and Conservation Block Grant (EECBG) and State Energy Program (SEP) funding under the American Recovery and Reinvestment Act (ARRA). NEEP provided direct technical assistance to municipalities, and developed resources for the DOE's online [Solution Center](#). NEEP also participated in both the Mid-Atlantic and Northeast Regional Peer-to-Peer Exchange meetings, serving as a co-convener, moderator, and/or presenter, including hosting Low-to-No Cost Strategy for Energy Efficiency in Public Buildings, which at the time was the most attended DOE Technical Assistance Program webinar to date.
- ✓ **Building Energy Codes and Rating** - NEEP's Building Energy Codes team focused on advocating for changes within the national model code-setting bodies and promoting regular and timely updates to state building energy codes that reflect the latest national codes. NEEP pushed for implementation of state-approved "stretch" codes that go beyond the base energy efficiency requirements of the national codes. By the end of 2011, 100 Massachusetts communities had adopted the stretch code. And in partnership with New Buildings Institute (NBI) and Mathis Consulting Company (MC2), NEEP and the Massachusetts Department of Energy Resources (DOER) began developing the next phase of the

Massachusetts stretch code for adoption in 2012. New York and Rhode Island also indicated interest in adopting stretch energy codes, and NEEP provided technical assistance to support these efforts. In addition, NEEP staff assisted other states in adopting comprehensive building energy codes, particularly pressing for stretch codes in Connecticut, Vermont, and Rhode Island. Although these states did not adopt stretch codes, NEEP made significant progress in strengthening the building energy codes in each of them. Because building codes are only as effective as the officials who enforce them, NEEP participated in regional and national training sessions that reached over 1,800 code officials in 2010 and 2011, improving their understanding of building energy requirements and the level of code compliance in plan reviews and inspection. In October 2010 NEEP participated in the International Code Council (ICC) formal action hearings, where the ICC agreed to changes for the 2012 International Energy Conservation Code (IECC), an historic leap forward resulting in a code 30 percent stronger than the 2006 IECC and 17 percent stronger than the 2009 edition. Highlighting NEEP's thought leadership in this topic, NEEP's Don Vigneau was named to the ICC code review committee. NEEP also worked across the Northeast and Mid-Atlantic, as well as nationally, advocating for policies requiring the measurement and disclosure of residential and commercial building energy performance by submitting public comments and letters of support. NEEP was also the driving force in the region behind the concept of labeling and disclosing building energy performance as a means of advancing building energy efficiency retrofits. In addition, NEEP, in collaboration with the Massachusetts DOER in 2011, launched a project to investigate and test innovative methods for commercial building asset rating of energy performance.

The less energy used in our buildings, the greater the advantages, both economically and environmentally. But to achieve all cost-effective energy efficiency, we also need to transform the market for high efficiency products. Turn the page to find out how NEEP ensures that quality, highly efficient products are made available to energy efficiency programs and consumers.

## 2010 Jeffrey A. Johnson Award for the Advancement of Building Energy Codes

In July 2010 NEEP was proud to accept the prestigious 2010 Jeffrey A. Johnson Award for the Advancement of Building Energy Codes. The "Massachusetts Stretch Code Team," which included NEEP, the Massachusetts Board of Building Regulations and Standards, and the Executive Office of Energy and Environmental Affairs, was honored for its innovative leadership in working together to develop, write, and ultimately secure adoption of the first state-level stretch building energy code in the country.





## Speed Adoption of High Efficiency Products

*Appliances, lighting and consumer/business electronics are ubiquitous* and largely energy inefficient, causing excessive electricity consumption and greenhouse gas emissions. Efficiency improvements offer tremendous potential to save money while reducing harmful air pollutants. NEEP's regional efforts are essential to creating market strategies and public policies that make the Northeast a national leader in the sale of high efficiency, market-ready products—setting the stage for national market transformation.

✓ **High Efficiency Residential Lighting** - Regional efficiency program administrators (PAs) have actively supported efficient lighting for nearly two decades, making residential lighting programs the single largest source of annual residential savings in the Northeast. Still, 70 percent of sockets do NOT contain an efficient light source. Recognizing the tremendous opportunity for residential lighting energy savings, NEEP convened the first [Northeast Residential Lighting Stakeholders Meeting](#) in conjunction with the annual NEEP Summit in 2010. Program administrators, manufacturers, retailers, distributors, evaluators, and policy makers came together to discuss the opportunities and challenges of expanding the residential lighting market and implications for energy efficiency program planning, design, and evaluation. Building on this, NEEP convened a lighting advisory group composed of manufacturers, evaluators, and program administrator in 2011. Together, they guided development of the [Northeast Residential Lighting Strategy](#) (RLS), which outlines strategies that aim to fill nearly every residential lighting socket with an efficient light source by 2020. Through this process, and with additional input from almost 80 attendees at the second annual [Residential Lighting Workshop](#) held in conjunction with the 2011 Summit, NEEP disseminated a final draft for use in efficiency program planning in November 2011. NEEP plans to update the RLS annually, and will utilize the strategy internally as a guiding tool in its policy, EM&V, building energy codes, and appliance standards work.

✓ **DesignLights™ Consortium Solid State Lighting Qualified Products List (DLC SSL QPL)** The greatest achievement of the DLC can be summed up in one word: growth.



Developed as a resource for program administrators, the QPL distinguishes quality SSL products for the commercial sector as a complement to the ENERGY STAR lighting program focused on broad consumer markets. The DLC wrapped up 2010 with over 600 products in 10 categories. Fast forward to the end of 2011, when the project grew in every way imaginable, from the size of the list and the number of manufacturers represented, to the number of member utility programs and states/provinces confidently incenting commercial-grade SSL luminaires, to the number of product application areas covered by the DLC Technical Requirements. When 2011 ended, the QPL included nearly 8,000 products. The number of manufacturers on the list also increased, from 18 at the end of 2010 to more than 100 by the end of 2011. Consortium members doubled, from 27 at the end of 2010 to 54 by the end of 2011. This represents programs in 27 states and 2 Canadian provinces, with the

support of three regional energy efficiency organizations and Natural Resources Canada (Canada's federal energy agency). Responding to the needs of DLC members, and working together with technical advisors from the U.S. DOE's Pacific Northwest National Laboratory, the DLC Technical Committee and D&R International, NEEP performed a complete overhaul of the specification criteria in the 11 previously existing product application categories and added eight additional product application areas. These growth areas reflect the need for—and success of—the DLC SSL QPL project.

✓ **Emerging Technologies** - 2010 and 2011 saw many key developments associated with heat pump water heaters (HPWHs), an emerging technology in the Northeast, and an ongoing focus of NEEP's efforts in this area. HPWHs, while offering significant energy savings opportunities, bring a series of unique performance factors when operated in colder regions like the Northeast. For effective promotion of this emerging technology, quality assurance and consumer satisfaction safeguards are crucial. In collaboration with the Northwest Energy Efficiency Alliance and the Midwest Energy Efficiency Alliance, NEEP prepared and presented 'Accelerating the Emergence of Residential Heat Pump Water Heater Technology' at the Association of Energy Service Professionals National Conference and Expo in 2010. NEEP also hosted four webinars with manufacturers of ENERGY STAR-qualified integrated heat pump water heater units, including Rheem, General Electric, Air Generate, and AO Smith. Through broad program engagement of our Northeast Heat Pump Water Heater Working Group, NEEP successfully facilitated a process of information sharing and consensus building that led to the wide-ranging program offerings we anticipate across the region in future years. By making this technology more understood by consumers and bringing the initial cost of HPWHs down, the Northeast hopes to be a national hotspot of HPWH sales and activity, with consumers ultimately benefiting from this game-changing technology.

✓ **Consumer Electronics** - Efficiency programs have long faced challenges promoting high efficiency consumer electronics due to rapid technological turnover of these products. Advanced Power Strips (APS) were a technology identified by NEEP and our sponsors as a resource to address growing plug load due to steadily increasing numbers of home electronics and related standby power consumption. In June 2010 NEEP hosted the Plug Load - Advanced Power Strips (APS) Summit, which brought together manufacturers, utility program administrators, and retailers to discuss how to optimize energy savings through utilization of advanced power strips and address plug load within residential consumer electronics efficiency programs. Beginning in August 2010 and throughout 2011, NEEP's three APS working groups analyzed current studies to address energy savings assumptions. They achieved major progress, and in September 2011, NEEP presented its findings at the [ACEEE Energy Efficiency as a Resource Conference](#). In December 2011, NEEP and two working group members spoke with the U.S. EPA about developing an ENERGY STAR specification for APS. These working groups strived to demonstrate a credible, substantial, and cost-effective savings opportunity for APS technologies.







✓ **Appliance Standards** - NEEP's Appliance Efficiency Standards Policy Project engages a regional coalition of consumer, environmental, and energy efficiency players to advocate for the enactment of state and federal energy efficiency standards for a range of commercial and residential products. NEEP's 2010 and 2011 work demonstrates the wide breadth of appliance standards and the savings potential they offer. At the federal level, NEEP engaged in numerous rulemakings on products such as refrigerators, freezers,

clothes dryers, and room air-conditioners by participating in public workshops and submitting written comments to the U.S. DOE. After months of negotiations, a coalition of efficiency advocates, including NEEP and representatives from the Association of Home Appliance Manufacturers (AHAM), issued an historic formal agreement on recommended improvements to federal minimum efficiency standards for several common household appliances. These standards can potentially result in large savings of over 4 billion kWh, or enough electricity to power 400,000 homes annually by 2020. At the state level, NEEP offered its guidance, expertise and participation in proceedings covering standards for televisions, furnaces, and other products. In collaboration with [NEEP's Regional EM&V Forum](#), staff from NEEP's Appliance Standards Project organized a 'Roadmap to Claiming Energy Savings from Building Codes and Appliance Standards,' a workshop that brought together policy makers and program administrators to discuss regulatory attribution models for codes and standards work. DOE's final actions to set a strong gas furnace standard in 2011 captured years of NEEP efforts to secure this outcome. Although this effort dates back six years, engagement in 2011 ensured the successful end result: a highly efficient product standard for residential heating equipment, which is tremendously important to Northeast residents. Our collaboration with Massachusetts gas utilities provided a key counterbalance to the American Gas Association's (the national industry trade group) opposition to the standards. In the face of concerted industry pushback, this kind of public support provided DOE with crucial alternative industry perspective.

With so many efficiency products, technologies and standards to consider, it's essential to ensure that all stakeholders have the information they need to succeed in their constantly-changing fields. Turn the page to see how NEEP shares the latest knowledge and best practices to promote sustained and effective energy efficiency policies and programs.





## Advance Knowledge and Best Practices

*At a time when energy efficiency funding faces increasing attacks*, it is critical that programs and policies achieve long-term results and demonstrate savings potential. This requires sustained public policy support, expanded financial resources, full integration of efficiency into local, state and regional energy planning, an enduring efficiency infrastructure based on leading knowledge and best practices at the community, state and regional levels, and consistent standard conventions across the region to measure, evaluate and report energy efficiency impacts.

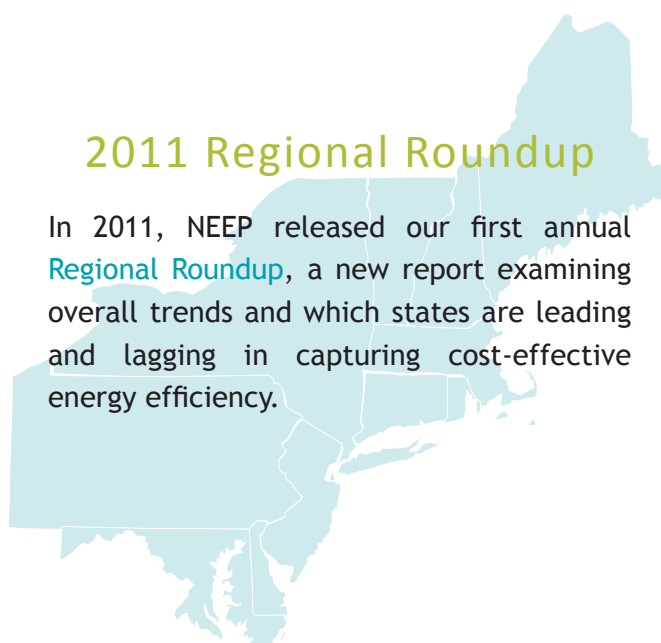
### ✓ Regional Evaluation, Measurement and Verification Forum (EM&V Forum)

In 2011, the Forum's third year, several key projects resulted in up-to-date and consistent efficiency savings information, and reduced costs for energy efficiency evaluation and research. The Forum Steering Committee adopted the [Regional EM&V Methods and Savings Assumptions Guidelines](#) and the [Common Statewide Energy Efficiency Reporting Guidelines](#). Committee members also accepted the [Mid-Atlantic Technical Reference Manual \(TRM\)](#) as a Forum product. When implemented and used by the states, these guidelines and the TRM will help increase the credibility of demand-side resources by providing for transparent and consistent EM&V methods, assumptions, and reporting practices across the region. NEEP staff facilitated and managed the efforts that led to adoption of these Forum protocol development projects in 2010. NEEP also continued informing the development of national EM&V standards and protocols through its participation in the North American Energy Standards Board's (NAESB) M&V Standards Project for both wholesale and retail energy efficiency, and the State and Local Energy Efficiency Action Network (SEE Action) EM&V Project.

- ✓ **Public Policy and Analysis** - In a time of economic uncertainty, strong policies supporting all forms of cost-effective energy efficiency must be in place to drive down energy costs, bolster economic development, and create jobs. NEEP's Public Policy team works with advocates and legislatures across the region to encourage regulatory practices that support new energy efficiency programs and strategies. In 2010, NEEP saw efficiency programs funding come under attack and governors sought to fill budget deficits with those monies, particularly in New Hampshire, New Jersey, and Rhode Island. Though not successful in stopping the raids in New

### 2011 Regional Roundup

In 2011, NEEP released our first annual [Regional Roundup](#), a new report examining overall trends and which states are leading and lagging in capturing cost-effective energy efficiency.



Hampshire and New Jersey, NEEP did encourage Rhode Island Governor Donald Carcieri to release RGGI proceeds to the state's energy efficiency programs as required. From Maine to Maryland, NEEP offered [public comments](#) and delivered testimony in favor of policies that fulfill the intent of legislative initiatives to capture all cost-effective energy efficiency, as well as expansion or creation of efficiency programs that cover oil, propane and other fuels in addition to electricity and natural gas. NEEP's Public Policy team tracked and analyzed efficiency policy developments across the Northeast. This analysis, as well as other news, is synthesized in a bi-weekly policy tracker as well as [Highlights](#), a bi-monthly electronic newsletter that receives high accolades from partners across the region. The team capped off 2010 by releasing 'From Potential to Action,' a report on New England's electric energy efficiency potential. The report revealed that by pursuing cost-effective energy efficiency measures, New England states can cut electricity consumption by about 20 percent by 2018. The report outlines steps that states can take to move from policy ideas to real savings for families and businesses. The report also identifies industry sectors and products along with applications throughout New England, where the greatest reserves of efficiency are located.

- ✓ **US DOE ARRA Grantee Technical Assistance Network** - American Recovery and Reinvestment Act (ARRA) funding gave states and communities a windfall, but in order to make the most of the dollars received, technical assistance was needed across the region. In 2010 NEEP participated in a national technical assistance network to assist states and communities in effectively implementing federally-funded energy efficiency and clean energy projects. As part of a team coordinated by Vermont Energy Investment Corporation that included four other regional efficiency non-profit organizations as well as national advocates, NEEP provided technical assistance in the form of five webinars, three white papers, two case studies, and one success story to grantees in support of residential, municipal, and commercial energy efficiency initiatives. In addition, NEEP continued participating in 2011 planning sessions focusing on developing and implementing best practices and deliverables. The goal is to increase use of technical resources by ARRA grantees and sustain energy efficiency and renewable energy efforts beyond ARRA grants.



- ✓ **Clean Energy Workforce Training & Education** - NEEP's Workforce Development initiative focused on developing an educational infrastructure to provide the trained and qualified workforce needed to acquire all cost-effective energy efficiency across the region. In 2010, NEEP collaborated with the Massachusetts Clean Energy Center and the New England Clean Energy Council to develop the [Massachusetts Clean Energy Careers Training and Education Directory](#),

a comprehensive, up-to-date listing of approximately 150 programs and resources at more than 80 institutions across the state. This site was created for people seeking information about Massachusetts training and education programs relating to energy efficiency, renewable energy, and other "clean energy" fields. The innovative directory, the first of its kind in the state, includes programs offered by public and private colleges and universities, private training providers, vocational and technical

schools, community-based organizations, and grant-funded programs. In 2011, NEEP continued supporting and updating the Directory. NEEP also launched the [Vermont Clean Energy Careers Training and Education Directory](#) with support from the Vermont Department of Labor.

Each and every day, NEEP educates the public, collaborates with efficiency organizations and stakeholders, and advocates at state and federal levels—all to showcase the Northeast and Mid-Atlantic region as a national example of smart, accessible, cost-effective energy efficiency. We could not do this without you. Thank you for supporting our efforts to promote energy policies and initiatives that enhance our region's economy, meet the growing needs of consumers and businesses, and protect our environment for generations to come.



## 2010-2011 NEEP Funders

Allegheny Energy

Appliance Recycling Centers of America

Baltimore Gas and Electric Company

Barr Foundation

BC Hydro

Cape Light Compact

Chorus Foundation

Connecticut Energy Efficiency Fund

Connecticut Light & Power

Connecticut Municipal Electric Energy  
Cooperative

Connecticut Natural Gas

Conservation Services Group

Cree

DC Sustainable Energy Utility

Delaware Department of Natural Resources  
and Environmental Control

Delmarva Power

District Department of the Environment

Efficiency Maine

Efficiency Vermont

Electric Utility Marketing Managers of Texas

Embertec

Energy Foundation

EnerPath

Environmental League of Massachusetts

FirstEnergy

Franklin Energy Services

GroundedPower (now Tendril)

Hydro-Québec

Institute for Electric Efficiency

Institute for Electric Efficiency

Institute for Market Transformation

JACO Environmental

John Merck Fund

Liberty Utilities

Long Island Power Authority

Los Angeles Department of Water and Power

Maryland Energy Administration

Massachusetts Clean Energy Center

Merck Family Fund

Midwest Energy Efficiency Alliance

National Grid - MA, NH, RI

Natural Resources Canada

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

Northeast Utilities

Northwest Energy Efficiency Alliance

## 2010-2011 NEEP Funders

NSTAR Electric & Gas

Opower

Osram Sylvania

Pacific Gas and Electric Company

Pepco

Potomac Edison

Public Service of New Hampshire

Rheem

Sacramento Municipal Utility District

Salt River Project

San Diego Gas & Electric

Southern California Edison

Southern Connecticut Gas

Southern Maryland Electric Cooperative

Tendril

ThinkEco

U.S. Department of Energy

U.S. DOE Oak Ridge National Laboratory

U.S. DOE Pacific Northwest National Laboratory

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

Yankee Gas





## Financial Statement

### STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS FOR THE YEARS ENDED DECEMBER 31, 2011 AND 2010

CHANGES IN UNRESTRICTED NET ASSETS:	2011	2010
<b>Operating revenues</b>		
EM&V Forum	1,465,537	1,923,376
DLC Qualified Products List	1,084,270	-
Contracts and grants	853,414	841,952
Sponsorships	\$760,314	\$847,000
Summit	227,628	240,049
Miscellaneous	88,646	17,018
Net assets released from restrictions	482,835	474,083
<b>Total operating revenues</b>	<b>4,962,644</b>	<b>4,343,478</b>
<b>Operating expenses*</b>		
Products	1,484,511	850,294
Knowledge	2,151,940	2,644,051
Buildings	691,648	504,768
Visibility	236,153	277,295
Development and Fundraising	208,116	307,046
<b>Total operating expenses</b>	<b>4,772,368</b>	<b>4,583,454</b>
Changes in unrestricted net assets	190,276	(239,976)
<b>CHANGES IN TEMPORARILY RESTRICTED NET ASSETS</b>		
Foundation grants	830,126	482,835
Net assets released from restrictions	(482,835)	(474,083)
Changes in temporarily restricted net assets	347,291	8,752
Changes in net assets	537,567	(231,224)
NET ASSETS, beginning of year	1,044,901	1,276,125
NET ASSETS, end of year	\$1,582,468	\$1,044,901

\* 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.