



2018 Annual Report

Transforming Homes, Buildings and Communities

From Our Leadership

Each year we begin this letter with a “Thank You” to you, our participants and funders, for your continued partnership, leadership and support to accelerate building energy efficiency on a regional scale. Your funding, participation, and use of best practices continue to spark regional scale market transformation. NEEP’s success, and the region’s nation-leading energy efficiency successes, are truly dependent on these powerful partnerships. Many thanks.

This past year, NEEP continued to transform markets through our stakeholder engagement, independent analysis, technical expertise, regional road-maps, and sharing of knowledge and best practices. The year was filled with many achievements. Here, we highlight a few big success stories:


- Helping Smaller Communities Set and Meet Energy Efficiency Goals: We launched a free community tool called Community Action Planning for Energy Efficiency (CAPEE). Designed to provide customized assistance to small, medium, and rural communities, CAPEE equips jurisdictions with resources and knowledge to set goals and prioritize actions to increase energy efficiency and reduce carbon emissions in their municipal facilities and fleets.
- Making Home Energy Efficiency Transparent and Accessible: We celebrated as seven states (New England and New York) signed on to pilot the Home Energy Labeling Information eXchange (HELIX) - a database that automates the inclusion of home energy labels in real estate listings and supports state and local efforts to increase use of home energy rating and labels to inform decisions and efficiency investments.
- Advancing Clean Smart Heat Solutions: We dug deeper into our high performance cold climate air source heat pumps (ccASHP) and smart controls market transformation project to create new best practice resources for consumers and installers. We also laid the groundwork for a new online database to make our ASHP products list more consumer and program friendly.

In 2018, NEEP took a hard look at whether continuing energy efficiency “business as usual” policies and programs in the Northeast U.S. would result in achieving state carbon emission reduction goals of 80 percent by 2050 and 40 percent by 2030. We found that the answer is a resounding “No”. While policies and programs have made high performance lighting, appliances, and many other building energy uses standard practice, building shells and HVAC systems have been remarkably resistant to major change. Unless states, cities, businesses, and residents take action to systematically decarbonize our building stock, the Northeast cannot achieve climate stabilization goals.

In the following pages, you’ll read about NEEP’s progress in 2018 to advance our overarching regional energy efficiency strategies and the projects to help state and local jurisdictions achieve their energy, economic, and environmental goals. The stories will give you a glimpse into our partnerships, impact, and role in this changing landscape. You will also see us laying the groundwork for our new building decarbonization focus. We are very excited about all of the continued leadership and success to accelerate energy efficiency across the region. As NEEP looks to the future through building decarbonization, we look forward to growing our partnership with you.


Sue Coakley
Executive Director

Thank you.



Scott Johnstone
Board President



* All content in report is for calendar year 2018

NEEP 2018 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.

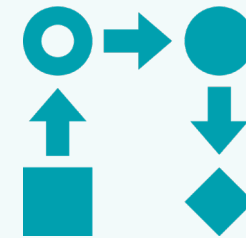
Goal

Assist the Northeast and Mid-Atlantic region to reduce building sector energy consumption three percent per year and carbon emission 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.



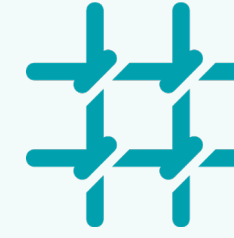
NEEP Core Strategies



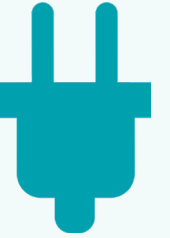
Facilitate Market Transformation for Advanced Solutions



Promote Resilient, High Performance Buildings & Communities



Share Best Practices to Advance Strategic Electrification & Next Generation Energy Efficiency

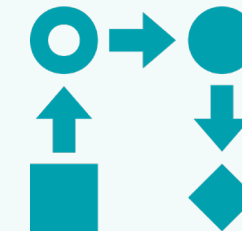


Advanced Efficiency Leadership Network

NEEP Products & Services



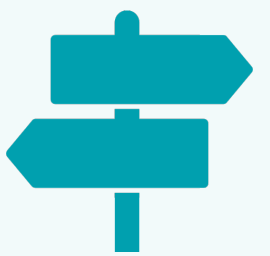
Events, Stakeholder Engagement, Learning Exchange



Regional Market Transformation Strategies



Research, Progress Tracking, Analysis, Reports, Case Studies



Best Practice Guidelines, Tools, Technical Assistance and Resource Centers



Engage and Empower Stakeholders

NEEP forged partnerships and brought stakeholders together to develop, advance, accelerate, and integrate advanced energy efficiency solutions with coordinated efforts, regional learning, and resource leveraging.

71,428

unique website visitors

890+

unique working group participants

1,100+

webinar attendees

42

NEEP Allies

16%

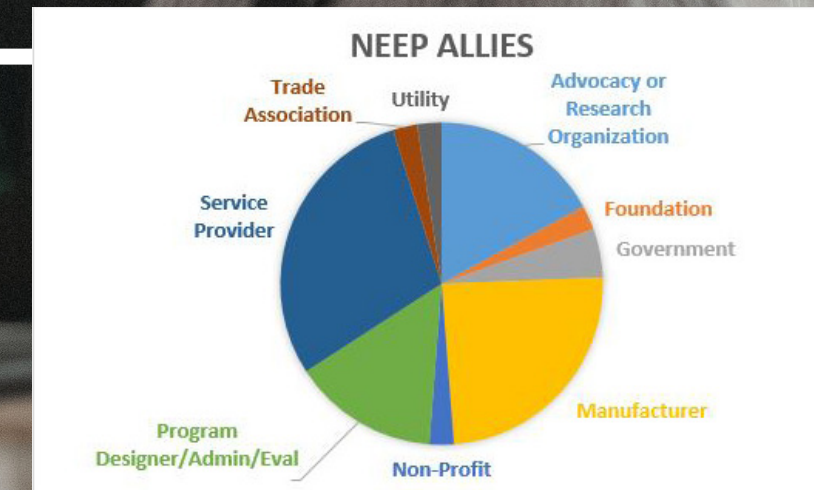
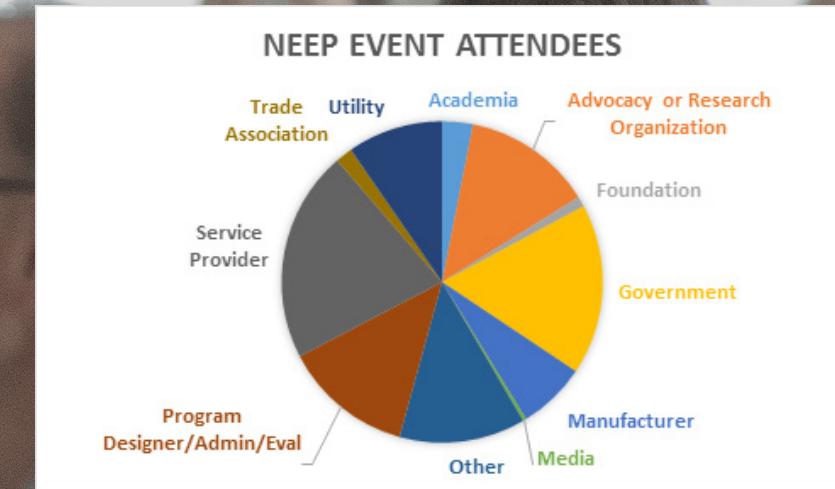
of realtors promote green certifications in MLS green fields

19%

increase in participation in NEEP's ASHP and Smart Energy Homes project

25

manufacturers listing on the ASHP product list



646

stakeholders attended an in-person NEEP Event



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.

24

NEEP events (14 webinars and 10 workshops)

31

working group meetings

41

blogs (staff and partners)

1400+

products listed on the ccASHP product list

18

interviews of NEEP staff members

7

states (New England and New York) beta tested and deployed HELIX

10+

states and associated stakeholders actively engaged to encourage the continuation of the DOE Appliance Standards program

10+

states and associated stakeholders supported the continuation of the EPA ENERGY STAR program

3

states (CT, NY, VT) implemented pilots, prepared RFPS or developed STAT tools to support more timely and less costly efficiency EM&V

HELIX

Research has shown that homes listed with home energy labels sell faster and with a slight premium – signaling the value of home energy efficiency information for homebuyers as well as real estate professionals

MA Act to Advance Clean Energy

The Act has provisions that will impact the Massachusetts three-year planning process by adding energy storage, active demand management technologies, and strategic electrification as eligible under energy efficiency programs. The Act also adds programs that result in customers switching to renewable energy sources or other clean energy technologies to the energy efficiency plans. In addition, cost-effectiveness screening is broadened to ensure that programs “obtain energy savings and other benefits with value greater than the costs of the program” rather than energy savings and system benefits.

New Efficiency: New York Plan

Energy efficiency is the most cost-effective way for New Yorkers to lower utility bills, curb harmful emissions and battle climate change,” Governor Cuomo said. “As the federal government abdicates its responsibility to safeguard our environment, we must continue our bold action to reduce emissions and protect all New Yorkers, today and in the future, from the devastating effects of climate change.” The targets set forth by Governor Cuomo call for the state to reduce its energy consumption by 185 trillion BTUs by 2025 compared to forecasts. It’s an increase of about 50 percent over current goals where in 2016, New York achieved energy savings equal to 1.09 percent of annual utility electricity sales.



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.

5

new jurisdictions beyond the NEEP region referenced NEEPs regional strategies and resources for ASHPs and Smart Homes

37,418

downloads from NEEP.org

40

external presentations by NEEP staff

18+

communities recieved direct individual support on public buildings or other community-level projects in the Northeast

10

NEEP guidance strategies





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.

4

states (ME, NH, NY, and RI) are now required to consider non-wire alternatives in their solicitations

1

state (RI) adopted, 1 state (NY) began developing and, and 5 states (DC, MA, MD, NH, and VT) had stretch codes

2

states (CT and MA) implemented/announced residential building energy labeling programs that support market valuation of energy efficient residential buildings

1

state (VT) adopted and 3 (MA, NY, and RI) proposed new state appliance standards

5

state energy/ climate plans (CT, DC, MA, NY, and RI) referenced strategic electrification

1

state (CT) documented their energy code compliance rates

129+

new communities in the Northeast committed to energy/carbon reduction goals

1

city (Pittsburgh, PA) adopted and 2 utilities (Eversource and National Grid) supported building energy benchmarking policies and programs that support market valuations of energy efficient commercial buildings

2

new states (CT and PA) adopted the 2015 ICC for statewide implementation and 1 city (Durham, NH) adopted the 2018 ICC

2

additional energy efficiency programs (National Grid and Eversource in MA and RI, Energize CT and Eversource in CT) included SEM as a program measure

4

states (DC, NJ, NY, and VT) support Pay for Performance and 1 state (NY) is expanding penetration of AMI

4

states (CT, MA, NY, and ME) included national standard practice manual (NSPM) in discussions and/or policy comments

3

state energy efficiency program plans (CT, MA, and NY) included integrated, efficient demand side solutions and strategic electrification

1301+

communities participated in state-wide programs focused on improving energy and sustainability in communities

East Energy Efficiency Partnerships, came to similar conclusions, saying that if electrification is successful "there are potential impacts that could cause longer-term challenges." Even with moderate efficiency, the group expects that winter heating months "may require twice as much electricity in the Northeast relative to current requirements."

Alan notes that a "handful of mass-market advanced electric technologies could account for the bulk of strategic electrification," including electric heat pumps and heat pumps for either water heaters or heating in residential and commercial buildings. According to NEEP, the trio "will likely form the

The Merrimack Valley disaster "is driving a conversation, for the first time, about the safety of gas," said NEEP's Coakley. "People are painfully aware of [the danger] now, whereas it hadn't been before."

Buildings as Grid Assets

Buildings offer significant electrification opportunities. Describing a roadmap for building decarbonization at the pre-conference workshop on Building Decarbonization and Electrification, Northeast Energy Efficiency Partnerships (NEEP) Executive Director Susan Coakley emphasized the need to treat buildings as grid assets. "In cold climates like the Northeast, under-insulated buildings can't hold their heat," she said. "We need to be aware of that and improve efficiency." Thermal improvements in the building envelope along with electric heat pumps and other grid-interactive appliances can help utilities manage dynamic building loads more effectively during extreme outdoor

Northeastern states map the challenges of electrification

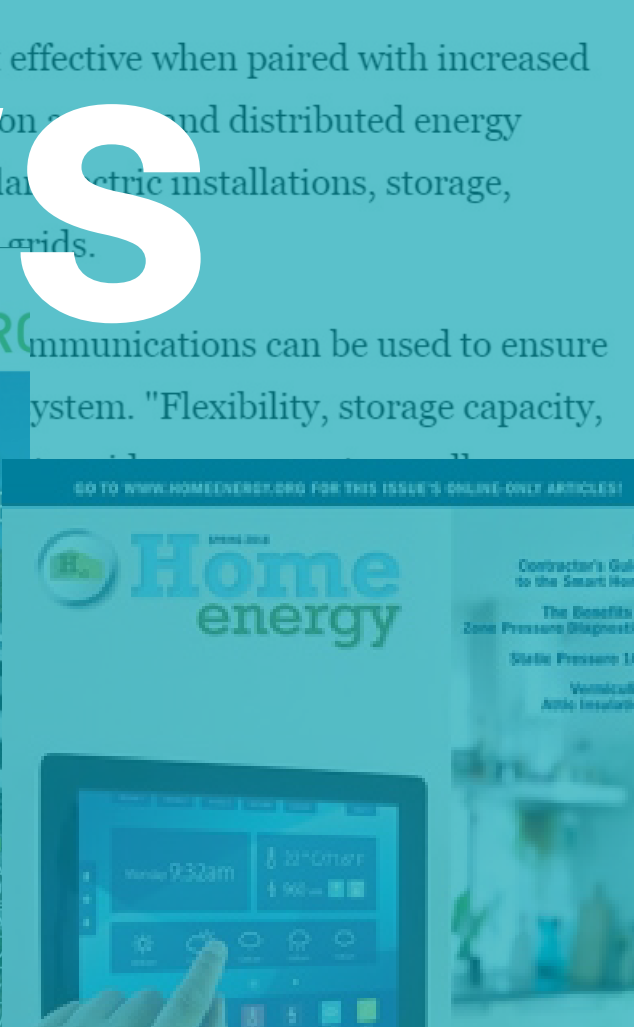
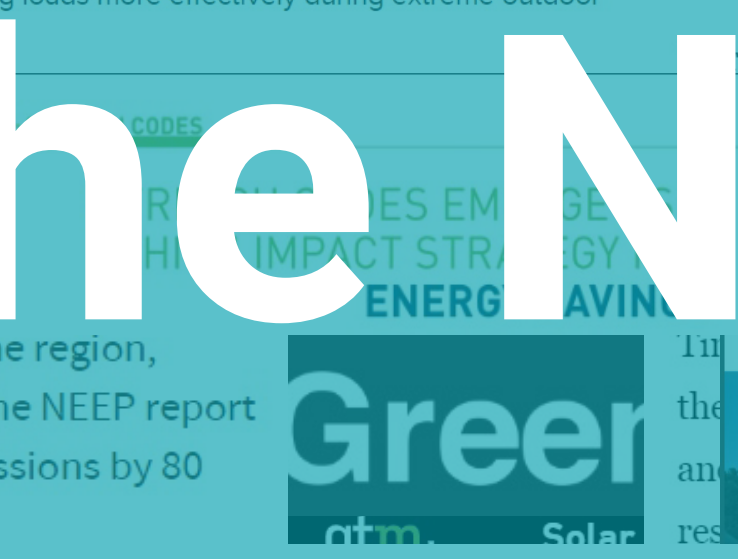
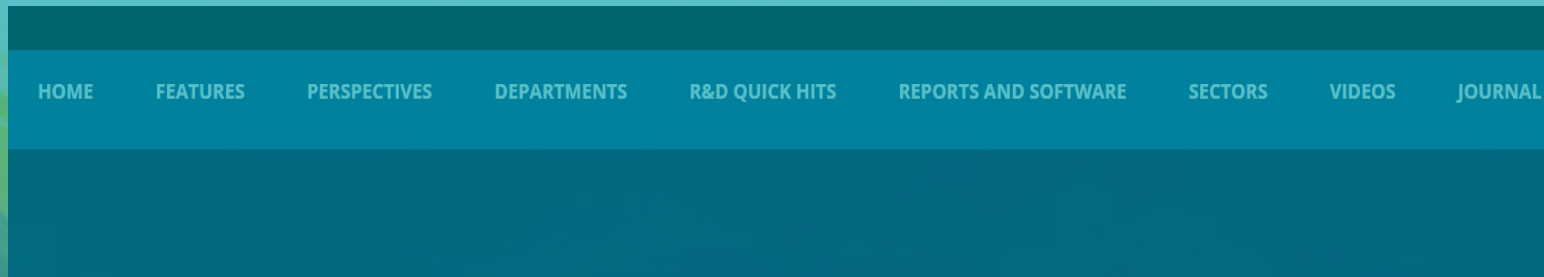
Kat Friedrich

Thursday, August 30, 2018 - 12:52am

A role for distributed resources?

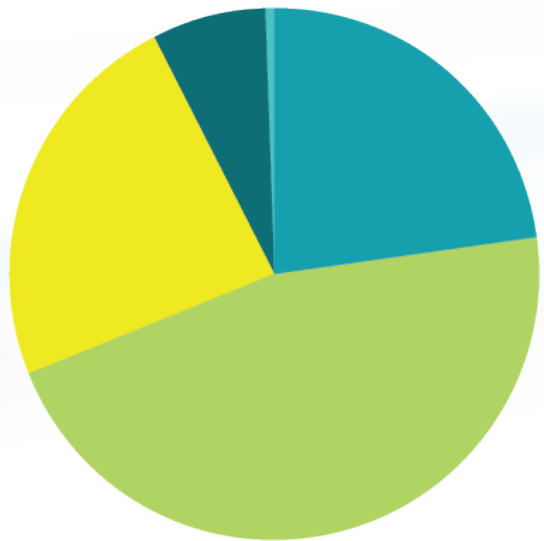
NEEP's analysis looks to distributed energy resources to play a significant role, while EPRI's assessment places less emphasis on them.

NEEP in the News



NEEP Financials

Operating Revenue



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

Operating Expenses



- Leadership Recognition & Progress Tracking
- Pathways for Efficient and Resilient Communities
- Integrated Advanced Efficiency Solutions
- Strategic Electrification & Distributed Energy Resources
- Contracted Services
- Fundraising
- General and Administrative

Statement of Activities and Changes in Net Assets For the Year Ended December 31, 2018

Changes in Net Assets Without Donor Restrictions:

Operating revenue:	
Contracts and grants	\$ 1,418,465
Contracted services and separation payments	833,138
Partners and allies	791,471
Meetings, workshops and events	192,338
Interest and other	14,259
Total operating revenue	3,249,671

Operating expenses * :	
Leadership Recognition & Progress Tracking	740,798
Pathways for Efficient and Resilient Communities	939,847
Integrated Advanced Efficiency Solutions	629,089
Strategic Electrification & Distributed Energy Resources	112,124
Contracted Services	72,509
Fundraising	53,106
General and Administrative	733,095
Total operating expenses	3,280,568
Changes in net assets without donor restrictions from operations	(30,897)

Changes in Net Assets With Donor Restrictions:

Foundation grants	345,900
Net assets released from restrictions	(80,430)
Changes in net assets with donor restrictions	265,470
Changes in net assets	234,573

Net Assets:	
Beginning of year	2,650,880
End of year	\$ 2,885,453

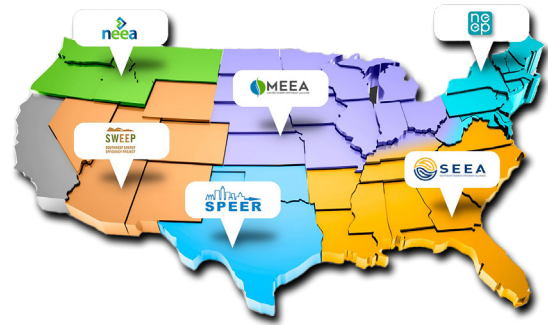
* Includes fully allocated indirect costs.

The above information is an excerpt from NEEP’s 2018 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.



U.S. DEPARTMENT OF
ENERGY



National Labs

State Partners

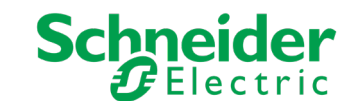




The NEEP Network

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

Project Funders



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.





The NEEP Team

Sue Coakley
Executive Director

Lisa Cascio
Public Relations Manager

Dave Lis
*Director of Technology &
Market Solutions*

Bob McTighe
*Director of Finance &
Administration*

Sue Stocker
*Senior Accounting
Manager*

Elizabeth Titus
*Director of Research &
Evaluation*

**Carolyn Sarno-
Goldthwaite**
*Director of Buildings &
Community Solutions*

John Balfe
*Buildings & Community
Solutions Associate*

Lucie Carriou
*Industry Relations &
Events Manger*

Angela Brooks
*Accounting &
Office Manager*

Samantha Caputo
Research Associate

Elaine Cummings
Accounting Clerk

Laura De Angelo
*Grants & Contracts
Manager*

Claire Miziolek
*Technology & Market
Solutions Manager*

Darren Port
*Buildings & Community
Solutions Manager*

Giselle Procaccianti
*Technology & Market
Solutions Manager*

Christina Rohrbacher
*High Performance
Buildings Associate*

Chris Tanner
*Digital Marketing
Senior Associate*

Jennifer Wassan
Development Manager

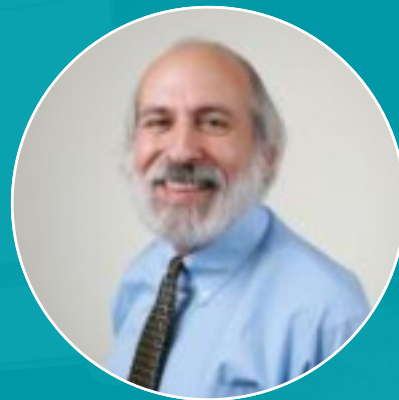
Board of Directors



Scott Johnstone
Board President



Steve Cowell
Vice President



Steve Nadel
Treasurer



Richard Sedano
Clerk

Board Members at Large



Barry Coflan



Eric Dubin



Vignesh Gowrishankar



Julia Hamm



Janet Joseph



Edward White Jr.

An aerial photograph of New York City, showing a dense cluster of skyscrapers and buildings. A teal-colored banner is overlaid across the middle of the image, containing white text on the left and a logo on the right. The background shows the Hudson River on the left, Central Park in the upper right, and the East River on the bottom right.

Thank you for your
continued support.

ne
ep