



NESEA

NORTHEAST SUSTAINABLE ENERGY ASSOCIATION



Fiscal Year 2015 Annual Report

Dear Friends of NESEA,

I am delighted to share with you NESEA's first-ever "Triple Bottom Line" annual report.

For the uninitiated, the Triple Bottom Line (TBL) refers to an organization's performance with respect to People, Planet, and Profit - the "three pillars of sustainability." Historically, we've presented a more traditional annual report - one that contains a summary of each of our programs, with photos, relevant stats, and member/attendee feedback, along with an overview of our financial performance for the year. Most of this information lives on our website, nesea.org. We have therefore decided to use a TBL lens to measure our performance in this year's annual report.

Why the change? Well, in 2014, NESEA launched BuildingEnergy Bottom Lines (BEBL), an initiative that allows NESEA members to use their businesses to make better lives for their families and employees, enhance their communities, respond to the urgency of climate change, and achieve financial stability. BEBL consists of regional peer group networks of architecture, engineering, building, design/build, energy efficiency, and renewable energy businesses dedicated to high performance building. The networks meet twice a year for two-day, facilitated sessions at individual members' places of business, and communicate online year-round. They share the inner workings of their businesses and open them wide to scrutiny from their peers, who help them expand their capabilities and sharpen their skills.

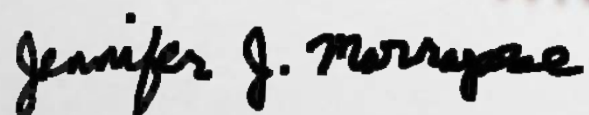
NESEA has the unique honor of both running BEBL as a program and participating in it as a member. As a result of our participation this past year, we have taken an initial "B Corp" assessment to benchmark our practices vis a vis other "Benefits Corporations." We have started to adapt our "people" practices to retain the high caliber staff we've recruited, offering them higher salaries, better benefits, and more opportunities to engage with each other in casual, fun ways. We've been more intentional about developing new leaders within the NESEA community through all of our programs. And we've become more mindful of our carbon footprint as an organization. We think these are important steps in fulfilling our mission, which is to advance the adoption of sustainable energy practices in the built environment.

Here are some of the TBL initiatives we plan to pursue in the coming year:

- Expand BEBL by launching at least one new network, so that at least 10 more NESEA members can work to improve their respective TBLs with assistance from their peers
- Launch the BuildingEnergy Case Studies database, which will showcase residential projects that exemplify best practices in high-performance residential building
- Test market new BuildingEnergy Masters Series courses and explore the possibility of offering packaged pricing for companies rather than individuals
- Partner with TripZero to offset the carbon footprints of those who travel to our conferences and book their hotels through our travel portal
- Adopt a number of new "People" practices, such as adopting a "living wage" compensation structure, pursuing B-Corp status, and implementing open book management
- Offer more BuildingEnergy Pro Tours and incorporate peer review into them to ensure that we are offering the best, most highly-vetted examples of sustainable energy practices throughout the Northeast
- Continue to diversify NESEA's revenue streams to ensure our financial stability and fiscal health in years to come
- Host our first-ever BEBL Business Summit on November 4, 2015

I invite you to share your thoughts on our new annual report format and anything else that might help us better achieve our shared vision.

Sincerely,



Jennifer J. Marrapese
Executive Director



People.

1341 individuals engaged through NESEA membership

9 interns gained experience in the sustainable energy sector at NESEA through the Mass Clean Energy Center internship program

5 interns received permanent jobs in the sustainable energy sector through the NESEA network

4 staff members received health insurance through reintroduced healthcare benefits

64 member-volunteers engaged in approximately 640 hours of planning and staffing NESEA conferences

400 individuals brought into the NESEA community through NESEA business memberships

30 businesses improved their TBL through NESEA's BuildingEnergy Bottom Lines peer-network program

\$43,000 raised through the Kate Goldstein Fund for Emerging Professionals

25 emerging professionals supported with scholarships from the Kate Goldstein Fund to participate in NESEA programs





Planet.

3500 individuals increased their knowledge of the sustainable building and energy industries by attending a NESEA conference or workshop

385 practitioners learned firsthand about the successes and challenges of various high-performance building projects through the BuildingEnergy Pro Tours

4500 kWh generated by NESEA solar panels

345 students trained through NESEA's BuildingEnergy Masters Series program in Zero Net Energy Homes, Building Energy Analytics, and Passive House Design

NESEA purchases made with local vendors and sources as much as possible



Profit.

188 donors contributed to Kate Goldstein Fund for Emerging Professionals in Sustainability

174 businesses in the sustainable building & energy sector exhibited at BuildingEnergy conferences

69 sponsors supported NESEA conferences and events

115 donors contributed to Annual Fund

Increased revenue diversity through new programs and bolstering value of membership

243 businesses purchased NESEA memberships - a record number

Fiscal Year 2015 Financials

ASSETS		LIABILITIES & EQUITY		
Cash		Total Liabilities		
\$34,870		\$168,089		
Short-Term Investments		Total Equity		
\$334,544		\$542,246		
Accounts Receivable		Total Liabilities & Equity		
\$60,400		\$710,335		
Fixed Assets				
\$211,531				
Other Assets				
\$68,990				
Total Assets				
\$710,335				
STATEMENT OF ACTIVITIES		2015	2014	2013
Income		\$1,412,307	\$1,219,868	\$1,043,360
Expenses		\$1,313,605	\$1,191,826	\$1,024,560
Net Income/Loss		\$98,702	\$28,042	\$18,800

Our Governance.

You can educate yourself on NESEA's behind-the-scenes operations at nesea.org/governance. Learn about board meetings, policies, taxes, and more! We are proud of how we operate as a company and do our best to keep our members informed on the inner workings of NESEA. We update this page regularly for your convenience.

We always strive to operate as openly and transparently as possible. If there's something you think is missing from the governance section of our website, or something you'd like to know about how we operate, please contact Executive Director Jennifer Marrapese at jmarrapese@nesea.org.

NESEA Lifetime Members*

John Abrams
Amelia Amon
Mitch Anthony
Cindy Barber
Steven Bluestone
Tedrowe Bonner
Erica Brabon
Chungha Cha
Bruce Coldham
Caitriona Cooke

Darien Crimmin
David Dilts
Katherine DiMatteo
Jason Federspiel
W. Kent Gano
Joe Haskett
Nancy Hazard
Douglas Holmes
Max Horn
Gerard Ives

David Keefe
Steve Kurkoski
Jo Lee
Warren Leon
Carol Levin
Paul Lipke
Steve MacAusland
Jennifer Marrapese
Rob Meyers
Thomas Mills

Carolyn Newhouse
Heather Nolen
Andy Padian
James Petersen
Bernice Radle
Marc Rosenbaum
Laurence Saunders
John Schnebly
Chris Sirois
Linda Stansfield

Marc Sternick
William Stillinger
Steven Strong
Peter Temple
Thomas Thompson
Juliana Keyes Vandermark
Henry Vandermark
Rachel White
Robert Wills
Jonathan Wright

In Memoriam:
Kate Goldstein
Richard Gottlieb
Susan Hazard
Marilyn Strong

*As of June 30, 2015

Thank You!

2015 Annual Fund Donors*

Leader Donor (≥\$1000)

Anonymous
Les Bluestone
Byggmeister, Inc.
Max Horn
Tom Konrad
Jennifer J Marrapese
Pill-Maharam Architects
Richard Renner

Partner (\$500-\$999)

Barbra Batshalom
Laurence Berk
Michael Blasnik
Steven Bluestone
Matthew Bronski
Michael Bruss
Howard Chong
Community Foundation of Western
Massachusetts
Caitriona Cooke
Martine Dion
Kaplan Thompson Architects
David Keefe
Brenden Maloof

“It was my first
NESEA conference and
I felt like a kid in a candy store.
I thought the speakers were
informative, and the atmosphere
was wonderful. I will sign up to be a
NESEA member this weekend.”

Emerging Professional

BuildingEnergy 15 Attendee

PV Squared
Marc Rosenbaum
Solar Design Associates, Inc.
Satu Zoller

Advocate (\$250-\$499)

Joseph Emerson
Garland Mill Timberframes
Evan Hardcastle
Joe Haskett
Robert Norman
Andrew Padian
ReVision Energy, LLC
South Mountain Company, LLC
Charles H. Stevenson
Truth Box, Inc.
Rachel White
Thomas Willits
Jonathan Wright

Supporter (\$100-\$249)

Everett M. Barber
David Belanger
ConEdison Energy Efficiency Programs
Decumanus Green Design/Build, Inc.
Rochelle Dein
Alain Hamel
Henry Harvey
Nancy Hazard
Edmund Hazzard

Everett A. Hyde
Joshua Jacobs
Henry Keating
Kent Hicks Construction
Company
David Kopans
David Kress
Bruce Langmuir
Warren Leon
Howard Little
Thomas McBride
Paul Ness
David Panich
George Penniman
James Petersen
Quigley Builders, Inc.
RH Irving Home Builders
Chris Riddle
Matt Root
Pat Sapinsley
Andrew Sidford
Steven Silverman
Marc Sternick
Emily Talcott
Lisa Tallet
Wright Builders, Inc.
Leigh Youngblood

Friends (up to \$100)

Judson Aley
Hans Apfelbaum
Robert Benz
Warren Berger
Diana Braman
Asu Burik
C. Elizabeth Dawson
Samuel Fogel
John Fülöp
Margaret Goodman
Emily Gopen
Scott Greenbaum
Tova Greenberg
Cathy Grier
Hardwick Post & Beam Corp.

“Marc’s personality along with the Heatspring format did an excellent job at making on-line self-paced course fun and interactive, although the weekly time required to fully get the most out of the course is not to be taken lightly. His energy calculation tools that basic heat load calcs through PV sizing can be modified to fit your own project design needs.”

Debbie Coleman

*BuildingEnergy Masters Series Participant
Architect/Owner, Sun Plans Inc.*

Mark Hoffman
Scott Isgar
Michael Kesten
Dooley S. Kiefer
Daniel Kolbert
Gregory Lee
Peggy Liversidge
Joseph Lombardi
Doug Maass
John Mateyko
Susan McIlwain
Richard Odwyer
David Opperman
Paul W. Panish
Richard Perez
Eleanor Perlman
John L. Powell
John Ringel
Herb Silander
Richard Smith
South Point LLC
Kate Stephenson
Thomas Stone
Mary A. Swedlund
Richard Toole
Neil Veilleux
Aaron Walker
Kristen Walter
Henry Wood
David Yetter
Richard Yoder
Yule Development
Co., Inc.

*Fiscal Year 2015:
July 1, 2014 -
June 30, 2015

“BuildingEnergy NYC
2014 provided me not only
with great information & stories
from other owners & operators
during the sessions, but also a real
connection with a technical manufacturer
that was able to make a scheduled site
visit to my properties & support my building,
all from one meeting at BENYC.”

Samantha Schoenberger

*Director, Housing Development & Sustainability
Selfhelp Community Services Inc.*



Thank You!

2015 Kate Goldstein Fund for Emerging Professionals in Sustainability Donors*

Zachary Accuardi
Bessma Aljarbou
Elena Alschuler
Anonymous (several)
Toby Ast
Jason Aylward
Todd Bachelder
Laura Bailey
Richard E. Baker
Everett M. Barber
Peter Baziotis
Mark Begley
Catherine Bell
Lynn Benander
Robert & Donna Benoit
Lisa Berger
Mary Biddle
Michael S. Blasnik
Jason M. Block
Steven Bluestone
Joseph Bosworth
Brian Bowen
Zack Boyd
Caryn Brause
Lance Brown
Michael Bruss
Sue Butler

Byggmeister, Inc.
Paul & Cynthia Caouette
Jean Carroon
Brian Chang
Andrea Chasen
Jillian & Colin Chazen
Michael Clark
Justin Cohanin
Lauren Cook
Ryan Cook
Caitriona Cooke
David & Linda Cookson
Lise Coppinger
Nicholas Corsetti
Christine Cronin
Kevin M. Curry
Danielle Dahan
Fred Davis
Kerry Dietz
Stephen Dotson
Joan & Louis Downing
Christopher Duffy
Kathleen Eaton
Paul Eldrenkamp
James Ewing
Mary Fagan for Boston Properties
Nick Falkoff
Jason Forney
Kim M. Foster
Foundry Orthopedics, Inc.

Lanny Fox
Beth Fraser
Ross Frazier
Frank Freedman
William Freeman
Allison Friedman
Miriam Fuchs
Robert Fulton
Andrew Gabor
Joel Gates
Devon Germak
Anthony Gerolimatos
Betsy Glynn
Jack Goldstein & Jean Plover
Alain Hamel
Vern Harrington
Molly Hawksley
Heartwood Group, Inc.
Brodie Hefner
Doug Hills
Granvil D. Hills
Neil Hirsch
Susan Holland
Everett Hyde
Nicholas Jessee
Vanessa Kafka
Kaplan Thompson Architects
Susan Kaplan
Dina Kazzaz
Pam Kimball
James Kirby
Dan Kolbert
Aristodimos Komninos
Philip Kreycik
Spencer Lawrence
Mark Ledwell
Mia Lefkowitz
Sandra, Bill, & Paula Lehman
Olivia Lemire

“We like the face-to-face interaction. It doesn’t feel like work, more like a reunion.”
“It’s our favorite show to go to. It embodies our company’s goal.”
“It’s the best demographic and best show for what we do.”
“Attendees have the mind set we like to serve.”

BuildingEnergy 15 Exhibitors

Jessica Lerner
MinWah Leung
Han-Hui Ling
Stephen Linsky
Deborah Lipson
Jeffery Lissack
Mary Mabey
Maclay Architects & Planners
Victoria Manfredi
Maples Hurst Builders, Inc.
Beth Marcus
James Maret
Alexander Marks
Jennifer J. Marrapese
Jeanne C. Martin
John S. Massie
Linda M. McCoy
Rustin McIntosh
Christina McPike
Robert D. Meyers
Harvey Michaels
Lisa Mislak
Mr. & Mrs. Montrond
James Moriarty
Stephen & Ann Mudge
Debra M. Murnighan
Karen Noiva
Heather Nolen
John & Margaret O’Neil
Robert Peck
Performance Physical Therapy
James Petersen
Amber Platt
Vincent Plover
Alex Pollard
Darren Port
Mary Quigley
Bernice Radle
Jennifer Raichel
Andrew Raines
Christopher Rappoli

Erica Reisman
Richard Renner
Stephanie Richman
Lindsay Robbins
Eric Roberts
Michael Rogers
Matt Root
Sara Ross
Cynthia Rothschild
Paul Rupprecht
Beth Salzinger
Claire Santoro
Pat Sapinsley
Emily Savin
Barry Schneider
Debra Schneider
Gene Schneider
Eva Schocken
Elana Schrank
Andrew M. Shapiro
Lester Shen
Gina Sieber
Benjamin Siltan
John Skipper
South Mountain Company, Inc.
Ross Stackhouse
Marc Sternick
Eric Stocker
Scott Tanner
Peter Temple

Verena Tiefenbeck
Max Tuttmann
Kohta Ueno
University Orthopedics, Inc.
Aden Van Noppen
Amy M. Wales
Alan Wall
Edythe Warren
Alexander Wilson
Stephan Wollenburg
Nathan Wyeth
Shelly Ziegelman

*Fiscal Year 2015:
July 1, 2014 - June 30, 2015

Every effort has been made to ensure the accuracy of the information contained in this report. Please report any errors to Katie Schendel at kschendel@nesea.org.

“It’s like having a room full of paid consultants who actually care.”

Dan Kolbert

Owner, Kolbert Building
Member, BuildingEnergy Bottom Lines

“I love learning about projects, processes, and products, especially involving alternative energy and energy efficiency. The tour provided a great opportunity to satisfy those interests in an interactive way, while being able to meet new people and discuss ideas.”

BuildingEnergy Pro Tour Attendee