

# 2017 Annual Report





## Dear Friends of NESEA,

How does a community of renewable energy and high-performance building professionals that's been around since the mid-1970s, when Birkenstocks were king, remain relevant?

In FY17, NESEA's Board of Directors asked that question. The Board and NESEA Staff completed an eight-month-long strategic planning process involving unprecedented collaboration. We interviewed more than 70 stakeholders - architects, engineers, builders, utilities, manufacturers, installers, government officials, consultants, developers and more. We gathered feedback about NESEA's strengths, gaps in the market, and where we could add value. I am so proud to share where we landed.

For many years, the NESEA Board explicitly declined to talk about climate change. It was thought to be too political. Not wanting to alienate potential allies, the Board instructed us to focus on energy efficiency and renewables as worthwhile pursuits in their own right. With a string of record-breaking high temperatures over the past few years, Western Massachusetts' first-ever February tornado, and a climate change denying federal administration, all that has changed. The most important thing to emerge from the strategic planning process is a new roadmap, which clarifies our mission and updates our vision, which, for the first time embraces climate neutrality. We envision a built environment in the Northeast that is climate neutral, adaptive and resilient, energy independent, architecturally inspiring, and supportive of connection and community.

In addition to this new roadmap, the Board embraced the following 5 strategic goals:

1. Review all existing and developing programs through the lens of a clear and transparent content curation process, giving priority to developing an online platform as a place to share and discuss generated content.
2. Continue to deepen NESEA's programmatic focus to include Commercial and Institutional.

3. With an initial focus on Emerging Professionals, broaden the demographic diversity of NESEA membership to better reflect the constituency NESEA serves.
4. Provide an outstanding volunteer program by developing onboarding, engagement and recognition processes to attract new members, and keep current members working toward NESEA's mission.
5. Identify ways to offer NESEA programming in underserved portions of the Northeast.

The Board decided to explore a sixth goal related to NESEA's role in advocacy, and determine the implications of adding it to the Strategic Plan. This goal reads:

6. Leverage the expertise of NESEA members to better inform the legislative process, the executive branch policy-making process, and the advocacy efforts of like-minded organizations.

Finally, the Board incorporated a strategic goal related to building its own capacity, focusing initially on the Board's role with respect to fundraising and NESEA's financial health. That goal reads:

7. Continue to develop the Board to effectively lead a growing and increasingly influential NESEA organization.

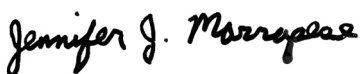
We've created several opportunities for you to learn more about the new strategic plan, and about how to get involved.

- There's a link to the abbreviated plan, and the full plan, in the "About" section of our website, [nesea.org](http://nesea.org), as well as an online feedback form.
- There are copies of the abbreviated version of the strategic plan here at the annual meeting for your review.
- Each month, we are including a featured post or interview about one of the strategic goals, and our progress to date, in our Members Monthly newsletter.

To fulfill the promise of this strategic plan, we must ensure that NESEA has the financial resources that a beloved organization in its 40s deserves. That's why we are launching NESEA's first Capacity Campaign, with a goal of raising \$100,000 per year over the next three years. We have some exciting initiatives in the works to bring together the NESEA community, showcase the impact of our work, and tell the inspiring stories of our members as we secure resources to strengthen NESEA's future.

Our Board is well-equipped to take on this new challenge and will be working to make the next three years a time of active outreach, collaboration and celebration. And we want you to be a part of it! Stay tuned for more details, as we kick-start the campaign this fall. NESEA is taking flight and launching into new territory, and the Northeast has never needed us more. In the words of Board Chair Phil Kaplan, "Let's do this!"

Sincerely,

A handwritten signature in black ink that reads "Jennifer J. Marrapese". The signature is written in a cursive, flowing style.

Jennifer J. Marrapese, Executive Director



## TBL

The Triple Bottom Line (TBL) refers to an organization's performance with respect to People, Planet, and Profit—the “three pillars of sustainability.”

We have opted to use a TBL lens to measure our performance in this year's annual report.

## People

- More than 2600 individuals and organizations engaged through NESEA membership.
- 6 NESEA interns gained professional experience and built their networks through the Massachusetts Clean Energy Center internship program.
- One NESEA intern received a permanent job in the sustainable energy sector through the NESEA network.
- 100% of full time NESEA staff members received health insurance or a healthcare stipend.
- 250 member-volunteers engaged in over 4,000 hours of planning and staffing of NESEA programs.
- 1710 professionals received NESEA memberships through their employers' business memberships.
- 10 Emerging professionals received scholarships to NESEA conferences through the Kate Goldstein Fund for Emerging Professionals.
- 53 students received scholarships to NESEA conferences through BE the Future scholarship program.
- 4 individuals showed their commitment to NESEA by becoming Lifetime Members.
- More than 100 students enjoyed the benefits of NESEA membership - a record number.
- Unprecedented low staff turnover - only one departure within the past 12 months.
- 83 student and emerging professional memberships sponsored through scholarships.
- 50 businesses improved their triple bottom line through NESEA's BuildingEnergy Bottom Lines peer-network program.
- More than 2900 individuals increased their knowledge of sustainable building and energy by attending BuildingEnergy conferences in NYC and Boston.
- 740 registrations for BuildingEnergy Pro Tours where attendees learned firsthand about the successes and challenges of various high-performance building projects.
- 4533 kWh were generated by solar panels at NESEA headquarters.
- NESEA purchases were made with local vendors and sources as much as possible.
- Over 50 high performance building case studies added to or updated in the BuildingEnergy Case Study database.
- Added Emerging Professional membership level and launched Emerging Professional program, ensuring NESEA's continued vitality in the face of accelerating climate change.

## Planet

- Sustainable energy practitioners shared best practices and lessons learned at more than 30 NESEA events throughout the Northeast.



## Profit

- 120 donors contributed to NESEA's Annual Fund.
- NESEA programs netted approximately \$20,000 more than budgeted.
- 132 businesses in the sustainable building and energy sector exhibited at BuildingEnergy conferences.
- 58 sponsors supported NESEA conferences and events.
- 32 businesses and individuals donated \$10,635 to support student engagement through the BE the Future scholarship.
- 20 students and emerging professionals received scholarships to attend BuildingEnergy Pro Tours.
- 290 businesses purchased NESEA memberships - a record number.
- 56 donors contributed \$13,333.23 to the Kate Goldstein Fund for Emerging Professionals.

## FY17 Financials

### ASSETS

Cash \$73,623  
 Short-Term Investments \$134,701  
 Accounts Receivable \$149,195  
 Fixed Assets \$255,271  
 Other Assets \$192

**Total Assets \$612,982**

### LIABILITIES & EQUITY

Total Liabilities \$426,342  
 Total Equity \$186,640  
**Total Liabilities & Equity \$612,982**

### STATEMENT OF ACTIVITIES

Year	2017	2016	2015
Income	1,291,866	1,432,822	1,348,415
Expenses	1,297,436	1,507,149	1,308,192
<b>Net Income/ Loss</b>	<b>(5,570)</b>	<b>(74,327)</b>	<b>40,224</b>

The financial information for fiscal year 2017 is unaudited data. NESEA is a 501(c)(3) non-profit organization. Our IRS Form 990 is available online at [www.nesea.org/audits-tax-returns](http://www.nesea.org/audits-tax-returns). 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](mailto:kschendel@nesea.org).



## Thank You to Our Donors\*

### 2017 Kate Goldstein Fund for Emerging Professionals

John Abrams  
Anonymous  
Mollie Babize  
Zach Bitzer  
Michael Blasnik  
Jason Block  
Steven Bluestone  
Joe Bosworth  
Lance Brown  
Michael Bruss  
Joe Carry  
Chris DeSisto  
Bill Devlin  
Elizabeth DiSalvo  
Erin Dromgoole  
Paul Eldrenkamp  
Sonja Favaloro  
Bruce Friedman  
Joel Gates  
Jenny Goldberg  
Dr. Jack Goldstein &  
Dr. Jean Plover  
Asher Greenberg  
Steve Greenberg  
Ben Hemberger  
Susan Holland  
Stephanie Horowitz

Ev Hyde  
Jenna Ide  
Matthew Jancek  
Bonnie Johns  
Phil Kaplan  
Dan Kolbert  
Joshua Lehman  
Florence MacGregor  
Jennifer Marrapese  
Rob Meyers  
Harvey Michaels  
Marcus Miraldi  
Lauren Moss  
Fortunat Mueller  
Robert Peck  
George Penniman  
James Petersen  
Adam Prince  
Dan Quigley  
Mary Quigley  
Richard Renner  
Rebecca Rose-Langston  
Emily Savin  
Eva Schocken  
Timothy Silva  
Ben Southworth  
Peter Temple

Maria Washington  
Andrew Webster  
Rachel White

### 2017 BE the Future Sponsors

Advanced Building  
Analysis  
Andrew R Grisafi &  
Company  
Auburndale Builders  
Bob Irving of RH Irving  
Homebuilders  
Briburn  
Bruss Project  
Management  
Byggmeister  
Celebration Green  
Design & Build  
Craig Maynard  
DEAP Energy Group  
David Matero  
Architecture

Fred Davis Corporation  
Garland Mill  
Timberframes  
Jenna Ide  
Jim Kirby  
John Gordon, Architect  
Kaplan Thompson  
Architects  
Kent Hicks Construction  
Kolbert Building  
Landmark Services  
Max Horn  
Menck Windows  
New Energy Works  
Pat Cooke Fund  
Taggart Construction  
Richard Renner |  
Architects  
Saheel Chandrani  
South Mountain  
Company  
Steveworks  
Sungage Financial  
Thompson Johnson  
Woodworks  
Trillium Architects

# 2017 Annual Fund

## Friends (Up to \$99)

Anonymous  
Robert Benz  
Warren Berger  
Laurie Boosahda  
Matthew Broderick  
John Campbell  
Norma Ditri  
Erica Downs  
Samuel & Margaret Fogel  
Elizabeth Fraser  
Jenny Goldberg  
Margaret Goodman  
Emily Gopen  
Scott Greenbaum  
Kate Hartnett  
Russell Higgins  
Mark Hoffman  
Kevin Ireton  
Sajed Kamal  
Hank Keating  
Gail Kenny  
Richard Lawrence  
Warren Liebold  
Chris Lotspeich  
Thomas McBride  
Jake McDermott  
Christina McPike  
Jim Muka  
Amy Munsat  
Mark Niederman  
Richard Perez  
Eleanor Perlman

Frank Pietrzak  
John Lamont Powell  
Hank Reisen  
Richard Riseling  
Katie Schendel  
Raymond Sebold  
Gina Sieber  
M.A. Swedlund  
Kurt Teichert  
Bill & Barbara Wurst  
Maura Zlody

## Supporters (\$100-\$249)

Brian Adams  
Andrew M. Sidford  
Architects  
Everett Barber  
Joe Carry  
Richard Chase  
Caitriona Cooke  
Tom Davidson  
Shelly Dein  
David Dethier & Nancy  
Nylan  
Douglas Donnell  
Energy Opportunities  
John Fülöp  
Brodie Hefner  
Margo Jones  
Kaplan Thompson  
Architects  
David Kress

Bruce Langmuir  
Mark Lantz  
Joshua Lehman  
Warren Leon  
Carol Levin  
David Panich  
Mary Quigley  
Gil Richardson  
Matt Root  
Chris Royer  
Betsy Stefany  
Charley Stevenson  
Yule Development Co.  
Eric Zimmerman

## Advocates (\$250-\$499)

Auburndale Builders  
Michael Bruss  
Robert Grogan  
Sarah and Evan  
Hardcastle  
Bruce Harley  
Inglese Architecture +  
Engineering  
Jennifer Kearney  
Landmark Services  
Lauren Moss  
George Penniman  
Petersen Engineering  
Rick Renner  
Truth Box  
United Technologies

Rachel White  
ZeroEnergy Design

## Partners (\$500-\$999)

Laurence Berk  
Cotuit Solar  
E2 Solar  
GO Logic  
Nancy Hazard  
Max Horn  
Robert Norman  
Peter Temple  
Valley Home  
Improvement  
Wright Builders

## Leaders (\$1,000+)

Anonymous  
Michael Blasnik  
Paul Eldrenkamp  
Tom Konrad  
Jennifer Marrapese  
David Pill  
Marc Rosenbaum  
South Mountain  
Company

**\*Fiscal Year 2017  
(July 1, 2016–  
June 30, 2017)**

## Governance

You can educate yourself on NESEA's behind-the-scenes operations at [nesea.org/governance](http://nesea.org/governance). Learn about board meetings, policies, taxes, and more! We are proud of how we operate as an organization, and do our best to keep our members informed on the inner workings of NESEA. 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](mailto:jmarrapese@nesea.org).



Caitriona Cooke &  
James Petersen,  
Proud NESEA  
Lifetime Members

## NESEA Lifetime Members<sup>+</sup>

John Abrams  
Amelia Amon  
Mitch Anthony  
Cindy Barber  
Tedd Benson  
Les Bluestone  
Steve Bluestone  
Tedrowe Bonner  
Erica Brabon  
Michael Bruss  
Chungha Cha  
Howard Chong  
Bruce Coldham  
Caitriona Cooke  
Darien Crimmin  
David Davenport  
David Dilts

Katherine DiMatteo  
Paul Eldrenkamp  
Nicole Faulkner  
Jason Federspiel  
Kate Goldstein\*  
W. Kent Gano\*  
Richard Gottlieb\*  
Larry Harmon  
Thomas RC  
Hartman  
Joe Haskett  
Nancy Hazard  
Susan Hazard\*  
Kent Hicks  
Doug Holmes\*  
Max Horn  
Gerard Ives

Phil Kaplan  
David Keefe  
Steve Kurkoski  
Jo Lee  
Warren Leon  
Carol Levin  
Paul Lipke  
Steve MacAusland  
Jennifer Marrapese  
Rob Meyers  
Thomas Mills  
Fortunat Mueller  
Carolyn Newhouse  
Heather Nolen  
Jonathan Orpin  
F.L Andrew Padian  
James Petersen

Mary Quigley  
Bernice Radle  
Richard Renner  
Marc Rosenbaum  
Laurence Saunders  
John Schnebly  
Steven Silverman  
Chris Sirois  
Ben Southworth  
Linda Stansfield  
Marc Sternick  
William Stillinger  
Marilyn Strong\*  
Steven Strong  
Damon Strub  
Peter Taggart  
Peter Temple

Thomas Thompson  
Fred Unger  
Henry Vandermark  
Juliana Keyes  
Vandermark  
Andrew Webster  
Rachel White  
Robert Wills  
Jonathan Wright

*\*In Memoriam*

*\*As of June 30, 2017*

“To me, the NESEA community is a place where generosity stands side by side with rigor, honesty next to lifelong learning, and inclusivity alongside a commitment to improving the built environment. By joining as a Lifetime Member, I’m affirming these values in my practice and holding the door open for another generation of professionals.”

-Andrew Webster, NESEA’s Newest Lifetime Member