

NORTHEAST SUSTAINABLE ENERGY ASSOCIATION'S **BOTTOM LINES**

Peer-to-peer coaching for triple bottom lines success.

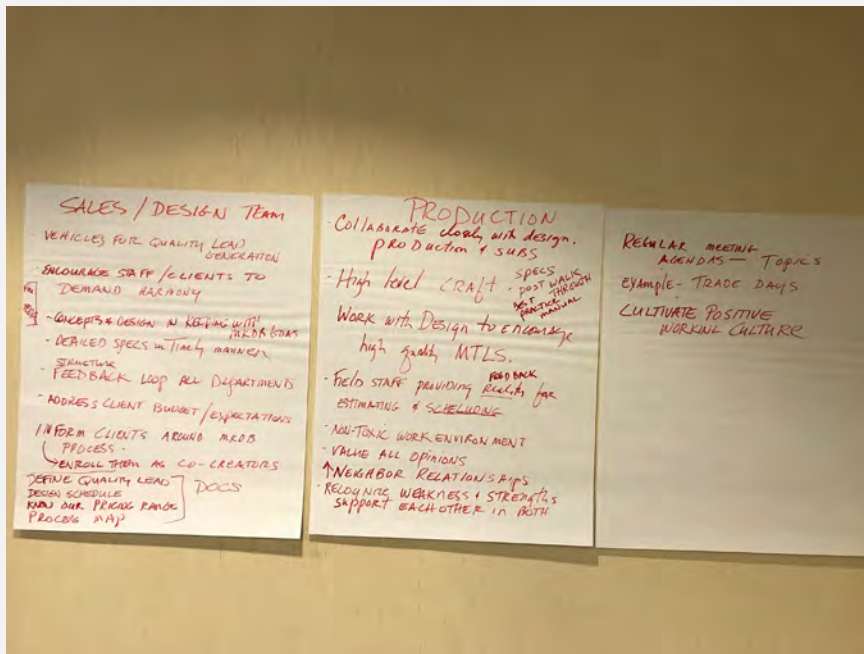
WHAT IS BOTTOM LINES?

- Architecture, engineering, building, design/build, energy efficiency, and renewable energy businesses
- Launched in 2014 with 30 companies in three groups
- Currently over 50 member companies in 5 groups, with a sixth group starting spring 2019
- Facilitators: John Abrams, Kate Stephenson, Mary Quigley, Michael Bruss, Jamie Wolf, Paul Eldrenkamp, and Steve Silverman
- \$75 million combined revenues
- 500+ combined employees and owners

WHY IS BOTTOM LINES?

- NESEA has a long tradition of openness and sharing with regard to design and building practices.
- NESEA members *know* how to design and build sustainably.
- Our limiting factor is not technical knowledge—it's business skills.
- If we apply our culture of openness and sharing to learning better business practices, we jump-start our companies and increase our capacity to create good buildings.





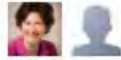
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Employee Success hand out



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Stucco over rigid insulation



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| 5 | | Estimating Tools
by Dana O'Neill on Tue, 1 May at 1:27pm | Last comment by Heather Thompson about 1 hour ago |
| 2 | | Employee Success hand out
by Dorothy Langley on Mon, 30 Apr at 12:25pm | Last comment by Dana O'Neill about 2 hours ago |
| 2 | | Fixed Price Design Contract w/ Deposit for Construction??
by Dana O'Neill on Thu, 26 Apr at 3:16pm | Last comment by Paul Eldrenkamp 4 days ago |
| 12 | | Stucco over rigid insulation
by Ted Mead on Fri, 20 Apr at 12:36pm | Last comment by Jonathan Orpin about 6 hours ago |
| | | Floral Park NY -- looking for a builder
by Bill Freeman on Thu, 19 Apr at 4:59pm | |
| 12 | | Source for hand hewn beams
by Jud Aley on Thu, 19 Apr at 12:31pm | Last comment by Patrick Quinlan 11 days ago |
| | | Pix of various trades?
by Dan Kolbert on Tue, 17 Apr at 9:49pm | |
| 7 | | Design-Build Pricing Strategy
by Chris Redmond on Tue, 17 Apr at 12:23pm | Last comment by Brian Roberts 11 days ago |
| 5 | | Client Letter of Commitments
by Ben Kelley on Fri, 13 Apr at 5:27pm | Last comment by Ben Kelley 15 days ago |
| 4 | | Roofer recommendation?
by Jennifer Marrapese on Wed, 11 Apr at 11:26am | Last comment by Tova Greenberg 20 days ago |
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by Steve Greenberg on Wed, 11 Apr at 9:22am | |
| 2 | | On-Boarding Office Manager
by Ryan Wagner on Tue, 10 Apr at 9:26pm | Last comment by Ryan Wagner 20 days ago |



Building Energy At The Leading Edge, Sustainably