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
• Adapt 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
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.


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

<table>
<thead>
<tr>
<th>ASSETS</th>
<th>LIABILITIES &amp; EQUITY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash $34,870</td>
<td>Total Liabilities $168,089</td>
</tr>
<tr>
<td>Short-Term Investments $334,544</td>
<td>Total Equity $542,246</td>
</tr>
<tr>
<td>Accounts Receivable $60,400</td>
<td>Total Liabilities &amp; Equity $710,335</td>
</tr>
<tr>
<td>Fixed Assets $211,531</td>
<td></td>
</tr>
<tr>
<td>Other Assets $68,990</td>
<td></td>
</tr>
<tr>
<td><strong>Total Assets</strong> $710,335</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>STATEMENT OF ACTIVITIES</th>
<th>2015</th>
<th>2014</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Income</td>
<td>$1,412,307</td>
<td>$1,219,868</td>
<td>$1,043,360</td>
</tr>
<tr>
<td>Expenses</td>
<td>$1,313,605</td>
<td>$1,191,826</td>
<td>$1,024,560</td>
</tr>
<tr>
<td><strong>Net Income/Loss</strong></td>
<td><strong>$98,702</strong></td>
<td><strong>$28,042</strong></td>
<td><strong>$18,800</strong></td>
</tr>
</tbody>
</table>
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
Erica Brabon
Chung Ha 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

Marc Sternick
William Stillinger
Steven Strong
Peter Temple
Thomas Thompson
Juliana Keyes Vandermark
Henry Vandermark
Rachel White
Chris Sirois
Linda Stansfield

*As of June 30, 2015

In Memoriam:
Kate Goldstein
Richard Gottlieb
Susan Hazard
Marilyn Strong
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

**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
- Nancy Harvey
- Nancy Hazard
- Edmund Hazzard

**Friends (up to $100)**
- Judson Aley
- Hans Apfelbaum
- Robert Benz
- Warren Berger
- Diana Braman
- Asu Burik
- C. Elizabeth Dawson
- Samuel Fogel
- John Fulop
- 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.

“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.

*Fiscal Year 2015: July 1, 2014 - June 30, 2015*
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 Cohanim  
Lauren Cook  
Ryan Cook  
Caitriona Cooke  
David & Linda Cookson  
Lise Copparer  
Nicholas Corsetti  
Christine Cronin  
Kevin M. Curry  
Danielle Dahan  
Fred Davis  
Kerry Dietz  
Stephan Dotson  
Joan & Louis Downing  
Christopher Duffy  
Kathleen Eaton  
Paul Eldenkamp  
James Ewing  
Mary Fagan for Boston Properties  
Nick Falkoff  
Katherine 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 Glyn  
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  
Sandra Kaplan  
Dina Kazzaz  
Pam Kimball  
James Kirby  
Dan Kolbert  
Aristodimos Komninos  
Philip Kreycik  
Spencer Lawrence  
Mark Ledwell  
Mia Lejkowitz  
Sandra, Bill, & Paula Lehman  
Olivia Lemire  
Jessica Lerner  
MinWah Leung  
Hai-Hui Ling  
Stephen Linsky  
Deborah Lipson  
Jeffery Lissack  
Mary Mabey  
Maclay Architects & Planners  
Victoria Manfredi  
Maples Hurst Builders, Inc.  
Beth Marcus  
James Marent  
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. Murnihan  
Karen Nolva  
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 Silton  
John Skipper  
South Mountain Company, Inc.  
Ross Stockhouse  
Marc Sternick  
Eric Stocker  
Scott Tanner  
Peter Temple  
Verena Tiefenbeck  
Max Tutman  
Kohta Ueno  
University Orthopedics, Inc.  
Aden Van Noppen  
Amy M. Wales  
Alan Wall  
Edythe Warren  
Alexander Wilson  
Stephen Wollenburg  
Nathan Wyeth  
Shelli 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