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, 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,

Jennifer J. Marrapese, Executive Director
**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.
- 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.
**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**

<table>
<thead>
<tr>
<th>Year</th>
<th>2017</th>
<th>2016</th>
<th>2015</th>
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</thead>
<tbody>
<tr>
<td>Income</td>
<td>1,291,866</td>
<td>1,432,822</td>
<td>1,348,415</td>
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<tr>
<td>Expenses</td>
<td>1,297,436</td>
<td>1,507,149</td>
<td>1,308,192</td>
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<tr>
<td><strong>Net Income/Loss</strong></td>
<td><strong>(5,570)</strong></td>
<td><strong>(74,327)</strong></td>
<td><strong>40,224</strong></td>
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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. Every effort has been made to ensure the accuracy of the information contained in this report. Please report any errors to Katie Schendel at kschedel@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
Steve 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
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 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
2017 Annual Fund

Friends (Up to $99)
Anonymous
Robert Benz
Warren Berger
Laurie Boosahda
Matthew Broderick
John Campbell
Norma Ditri
Erina 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 Nylen
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
Rick Renner
Truth Box
United Technologies

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
Rachel White
ZeroEnergy Design

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 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.

*Fiscal Year 2017 (July 1, 2016–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