

2018 Annual Report



NESEA

NORTHEAST SUSTAINABLE ENERGY ASSOCIATION

Northeast Sustainable Energy Association
50 Miles Street, Greenfield, MA 01301
www.nesea.org • (413) 774-6051



Dear Friends of NESEA,

NESEA's strategic plan was the headliner of last year's annual report. The ink was barely dry as we shared our excitement about a planning process that included interviews with more than 70 stakeholders and that resulted in five key strategic goals to help us focus our efforts on how best to serve this growing community.

This year, I'm delighted to report that we've made significant progress in implementing the strategic plan. And, perhaps of equal importance, we've developed a very simple way to update each goal in the plan at least once per year, thereby ensuring that the plan is a "living document" that informs everything we do. I've shared a few highlights below, but if you're interested in reading the detailed 2018 plan updates you can visit www.nesea.org/strategic-plan, and flip to Appendix J.

2018 Strategic Plan Highlights

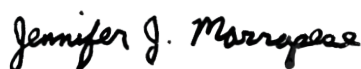
- We bolstered our jobs board and launched a resume bank to serve emerging professionals better and to help our members meet their hiring needs.
- We dramatically increased the number of Commercial & Institutional projects featured in our Pro Tours, conferences and magazine. And we've started to grapple with the tension between deepening our C&I focus and continuing to honor our small building roots.
- We have created clear job descriptions for key volunteer roles (conference chairs and vice chairs, content committee members, editorial committee and Pro Tour selection committee members), which has made it easier to engage new community members.
- We provided event scholarships and one-year NESEA memberships to 45 emerging professionals and students, and invited them to participate in a career forum to introduce and welcome them into the NESEA community.

Much of this work would not have been possible without funding from NESEA's first-ever Capacity Campaign, which we officially launched in October last year. In Fiscal Year 2018 we raised almost \$90,000 through this campaign - less than our ambitious \$130,000 target, but almost triple what we raise in a typical year. We engaged 148 donors, 52 of whom were new donors. Many of our long-time donors stepped up in a big way, pledging double, triple or even quadruple their previous donations. And in March at BuildingEnergy Boston, Kris Brill laid down the gauntlet, pledging \$1,000 per quarter for the life of the campaign as our first sustaining donor and encouraging others in the community to do the same. The response has been strong so far, as 35 donors have pledged a total of more than \$70,000 for the next two years.

Fiscal Year 2018 was also remarkable in that ten members made an enduring investment in our community by becoming lifetime members—a record number! I've had the chance to talk with almost all of these new "Lifers," and the stories they shared with me were inspiring and diverse. Almost all of them were motivated to join in with an esteemed group of their peers to "give back" and support a community that has benefited them greatly. You can read more about what motivated their commitments and learn about NESEA's new, flexible monthly installment plan for lifetime membership by visiting www.nesea.org/lifetime-members.

Thank you for being part of the NESEA community and supporting us in our mission to advance the adoption of sustainable energy practices in the built environment by cultivating a community where practitioners share, collaborate, and learn.

Sincerely,



Jennifer J. Marrapese

Fiscal Year 2018 Financials

ASSETS

Cash \$45,825
Short-Term Investments \$96,095
Accounts Receivable \$76,167
Fixed Assets \$180,376
Other Assets \$8,876
Total Assets \$407,338

LIABILITIES & EQUITY

Total Liabilities \$412,497
Total Equity \$(5,159)
Total Liabilities & Equity \$407,338

STATEMENT OF ACTIVITIES

Year	2018	2017	2016
Income	1,204,220	1,280,718	1,432,822
Expenses	1,278,432	1,353,606	1,507,149
Net Income/ Loss	(74,212)	(72,888)	(74,327)

The financial information for fiscal year 2018 is unaudited data. NESEA is a 501(c)(3) non-profit organization. Our IRS Form 990 is available at www.nesea.org/audits-tax-returns.



FY18 by the Numbers

- **10 lifetime members** made life-long commitments to NESEA
- NESEA Membership grew to almost **3,000 individuals & organizations**
- **1890 employees** utilized NESEA Business Membership through 300 organizations
- 300 members volunteered over **4,000 hours** to develop content for NESEA programs
- **45 scholarships** were awarded to students and emerging professionals
- NESEA's VSECU partnership financed more than **120 sustainable energy projects**
- **148 donors** contributed to NESEA's Annual Fund
- NESEA hosted more than **30 events** throughout the Northeast
- **53 businesses** improved their triple bottom lines through BuildingEnergy Bottom Lines
- BuildingEnergy Pro Tours drew more than **600 attendees**
- **1,500+ individuals** attended accredited sessions at BuildingEnergy conferences

Governance

You can educate yourself on NESEA's behind-the-scenes operations at www.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. If there's something you think is missing from the governance section of our website or that you'd like to know about, please contact Executive Director Jennifer Marrapese at jmarrapese@nesea.org.



Thank You to Our 2018 Donors

Fiscal Year 2018: July 1, 2017–June 30, 2018

2018 Kate Goldstein Fund for Emerging Professionals

Mollie Babize
Jason Block
Eric Boudreau
Rebekah Broe
Michael Bruss
Lauren Brust Moss
Ryan Cassidy
Jane Devlin
Diane Dix
Lili Dwight
Sonja Favaloro
Devan Folts
Jenny Goldberg
Susan Holland
Phil Kaplan
Donna & Dave Kessel
Marija Krstic
Ashley Leung

Mira Lieman-Sifry
John Marino
Jennifer Marrapese
Berardo Matalucci
Timothy McCarthy
Christina McPike
Rob Meyers
Fortunat Mueller
New Balance Boston/
Battle Road Track Club
James Petersen
Mary Quigley
Richard Renner
Catherine Schendel
Eva Schocken
Gina Sieber
Tim Silva & Andrea
Freeman

John Skipper
Ben Southworth
Eric Stocker
Jay Stryker
Peter Temple
John Tomasin
Trillium Architects
Rufei Wang
Andrew Webster
Bill Womeldorf
ZeroEnergy Design

2018 BE the Future Sponsors

Auburndale Builders
Bruss Project
Management
Byggmeister
Saheel Chandrani

David Matero
Architecture
DEAP Energy Group
Energy Balance
Fred Davis Corporation
Garland Mill
The Pat Cooke Fund
Max Horn
Jenna Ide
John Gordon | Architect
Kaplan Thompson
Architects
Hank Keating
Kent Hicks Construction
Company
Jim Kirby
Landmark Services
Craig Maynard
RH Irving Homebuilders
Richard Renner |
Architects
Taggart Construction

We are extremely grateful to Kris Brill of Pinnacle Windows—a longtime exhibitor at BuildingEnergy Boston—for stepping up as the first sustaining donor to NESEA's Capacity Campaign.



2018 Lead Donors*

Andrew M. Sidford
Architects
Saheel Chandrani
Martine Dion
Bruce Harley
Gerard Ives
Brenden Maloof
Fortunat Mueller
ZeroEnergy Design
Bruss Project
Management
Lauren Brust Moss
Bruce Coldham
Decumanus Green
Design/Build
E2 Solar, Inc.
Paul Eldrenkamp
Devan Folts
Mark Ginsberg
Robert Grogan
Nancy Hazard
Max Horn
Andy Huh
Jenna Ide
Phil Kaplan
Jennifer Kearney

Tom Konrad
Landmark Services
Warren Leon
Mira Lieman-Sifry
Jennifer Marrapese
Rob Meyers
Jeanette Millard
New Energy Works
Timberframers
David Panich
George Penniman
Petersen Engineering
David Pill
Richard Renner
Gil Richardson
Matt Root
Marc Rosenbaum
Steven Silverman
John Skipper
Ben Southworth
Betsy Stefany
Truth Box, Inc.
Rachel White
Aleksandr Yelizarov
Yule Development Co.
Eric Zimmerman

2018 Sustaining Donors⁺

John Abrams
Laurie Boosahda
Eric Zimmerman
Devan Folts
Saheel Chandrani
Martine Dion
Energy Opportunities
Hank Keating
Claudia King
Fortunat Mueller
ZeroEnergy Design
Kris Brill
Bruss Project
Management
Lauren Brust Moss
Paul Eldrenkamp
Mark Ginsberg
Daniel Hildreth
Jenna Ide
Phil Kaplan

Tom Konrad
Jennifer Marrapese
Rob Meyers
David Panich
PDT Architects
George Penniman
Petersen Engineering
Richard Renner
Matt Root
Marc Rosenbaum
Deanne & Chris Riddle
Andy Shapiro
Gina Sieber
Steven Silverman
John Skipper
Ben Southworth
Truth Box
Rachel White
Yule Development Co.

Every effort has been made to ensure accuracy in this report. Please report any errors to Devan Folts at dfolts@nesea.org.

*Lead Donors made early gift commitments to launch NESEA's Capacity Campaign

⁺Sustaining Donors have made multi-year gift commitments to support NESEA's Capacity Campaign.

2018 Annual Fund Donors

Friends (Up to \$99)

Nancy Bair
Warren Berger
R. William Card
Melissa Carlson
Ben Cowie-Haskell
Fred Davis
Norma Ditri
Margaret Goodman
Scott Greenbaum
Kate Hartnett
Mark Hoffman
Craig Horowitz
Bruce Howlett
Karen Hughes
Jenna Ide
Jim Kirby
Jeremy LeFevre
Faye Lieman
John Livermore
Henry MacLean
Carl McDaniel
Catherine Miller
Nancy Mogielnicki
Paula Moss
Mark Niederman
Richard Perez
Emma Picardi
Paul Rinear
John Rountree
Christopher Royer
Gina Sieber
M.A. Swedlund
William Thoren
Alan Wall
Gary Wersinger
William (Bill) Wurst

Supporters (\$100-\$249)

Laurie Boosahda
Michael Casaceli
Caitriona Cooke

Decumanus Green
Design/Build
Shelly Dein
David Dethier
Douglas Donnell
Fitch Architecture &
Community Design
Mark Ginsberg
John Gordon
Hudson Valley
Preservation Corp.
Dave Kiser
Stephen & Janice
Kurkoski
Bruce Langmuir
Warren Leon
Mira Lieman-Sifry
Paul Lipke
Mason Lord
Steve MacAusland
Tom McBride
Jeanette Millard
Nancy Nylen
David Panich
Frank Pietrzak
John Lamont Powell
Deanne Riddle
RJ Aley Building
Contractor
Matt Root
Paula Saaf
Pat Sapinsley
Betsy Stefany
Kate Stephenson
Emily Talcott
Richard Toole
Kohta Ueno
Fred Unger
Clement Van Buren
David Ward
Chris Yule
Eric Zimmerman

Advocates (\$250-\$499)

Andrew M. Sidford
Architects
Cx Associates
John Fülöp
A. Richard Faesy
Nicole Faulkner
Devan Folts
Jason Forney
Sarah Hardcastle
Daniel Helmes
Andy Huh
Jones Whitsett
Architects
Kevin Browne
Architecture
Cathy Matero
Kika Nigal
Robert Norman
George Penniman
Gil Richardson
Scott Simons Architects
Steven Silverman
John Skipper
Ben Southworth
Bill Stillinger
Heather Thompson
Rachel White
Rob Whitten
Aleksandr Yelizarov

Partners (\$500-\$999)

Saheel Chandrani
Cotuit Solar
Martine Dion
Energy Opportunities
Garland Mill
GO Logic
Bruce Harley
Gerard Ives
Hank Keating
Claudia King
Brenden Maloof

Fortunat Mueller
National Grid
Chris Redmond
Cramer Silkworth
Sparhawk Group
Deborah Szauter
Peter Temple
VSECU
Wright Builders
Irving Yee
ZeroEnergy Design

Leaders (\$1,000+)

Ashley McGraw
Architects
Cindy Barber
Kris Brill
Bruss Project
Management
Lauren Brust Moss
Bruce Coldham
E2 Solar, Inc.
Paul Eldrenkamp
Robert Grogan
Nancy Hazard
Daniel Hildreth
Max Horn
Phil Kaplan
Jennifer Kearney
Tom Konrad
Landmark Services
Jennifer Marrapese
Rob Meyers
New Energy Works
Timberframers
PDT Architects
Petersen Engineering
David Pill
Richard Renner
Marc Rosenbaum
Deanne & Chris Riddle
Truth Box
Yule Development



*NESEA Lifetime Member &
2018 BuildingEnergy Boston
Co-Chair Andrew Webster
addressing the crowd at this
year's event, along with fellow
Co-Chair Betsy Glynn*

NESEA Lifetime Members⁺

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

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

Gerard Ives
Phil Kaplan
David Keefe
Steve Kurkoski
Jo Lee
Warren Leon
Carol Levin
Paul Lipke
Steve MacAusland
Jennifer Marrapese
Christina McPike
Rob Meyers
Thomas Mills
Fortunat Mueller
Ken Neuhauser
Carolyn Newhouse
Heather Nolen
Jonathan Orpin

Andrew Padian
James Petersen
Mary Quigley
Bernice Radle
Richard Renner
Marc Rosenbaum
Laurence Saunders
John Schnebly
Andy Shapiro
Steven Silverman
Chris Sirois
Jodi Smits
Anderson
Ben Southworth
Linda Stansfield
Marc Sternick
Bill Stillinger
Marilyn Strong*

Steven Strong
Damon Strub
Lois Sturm
Peter Taggart
Peter Temple
Thomas Thompson
Fred Unger
Henry Vandermark
Juliana Keyes
Vandermark
Andrew Webster
Rachel White
Robert Wills
Alex Wilson
Jonathan Wright

**In Memoriam
†As of June 30, 2018*



More than almost any organization I know of...NESEA is an assemblage of the brightest innovators in the fields of renewable energy, energy efficient design and construction, and extending beyond those fields to the larger world of sustainability. By supporting NESEA through lifetime membership, we help to further that capacity that those of us in the field so depend on."

-Alex Wilson, NESEA Lifetime Member