



# Next Generation Energy Efficiency

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## 2016 NEEP Summit

**11th Annual Northeast Energy Efficiency Summit**

June 13 & 14, 2016

The Omni Mount Washington Resort

Bretton Woods, New Hampshire

# WELCOME

## Welcome to the 2016 Northeast Energy Efficiency Summit

Welcome to the 2016 Northeast Energy Efficiency Summit, at the Omni Mt Washington. During the next two days, we invite you to participate in the engaging discussions about Next Generation Energy Efficiency. We encourage you to contribute and provide candid input to support keeping the Northeast and Mid-Atlantic region at the forefront of national energy efficiency.

This Summit is also very special because we are celebrating NEEP's 20th anniversary. As we look back on our 20 years of energy efficiency market transformation, we would like to take this opportunity to celebrate our history, our success and the work of our partners. Using our history as a springboard, we look forward to making this event an opportunity for new collaborations and the beginning of a new era for our organization and our region!



## Summit Co-Chairs



**Sue Coakley**, NEEP Executive Director

Since founding NEEP in 1996, Sue Coakley has served as Executive Director and a member of the Board of Directors. She provides strategic direction for NEEP's development, management and operations, and manages relationships with NEEP's broad base of funders. In her role,

she leads NEEP's efforts to transform markets to provide high efficiency solutions on a regional scale. Known as a champion of collaboration and for her expertise in energy efficiency policies and strategies, she is a frequent speaker at national and regional forums, and serves on the Boards of several non-profit organizations.



**Bob Scott**, Summit Chair

Commissioner Bob Scott was appointed by Governor John Lynch as Commissioner of the New Hampshire Public Utilities Commission in March 2012. Commissioner Scott currently serves on the Regional Greenhouse Gas Initiative, Inc. (RGGI) Board of

Directors, and Co-Chairs the New England Conference of Public Utilities Commissioners (NECPUC) subcommittee on cyber security. Commissioner Scott is on the Board of Directors of the National Association of Regulatory Utility Commissioners (NARUC) and serves on the Committee on Critical Infrastructure as well as the Committee on Energy Resources and the Environment.

## Stay connected at the Summit



### TWITTER

Follow @NeepEnergy and #NEEPSummit16 to keep up with Summit updates and energy efficiency discussions. A prize will be awarded to the most comprehensive Tweet-er. We encourage you to follow and engage with our Summit sponsors - Twitter handles are on the scavenger hunt form in your Summit folder.



### WI-FI

Complimentary Wi-Fi is available for all Summit attendees.  
Password: NEEP16

# SCHEDULE AT A GLANCE

## Sunday, June 12

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1:00 PM	Registration Opens
5:00 PM	Welcome BBQ

## Monday, June 13

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All Day	Exhibits & Student Mentoring
7:30 AM	Registration Opens
7:30 AM	Breakfast & Student Mentoring Breakfast
9:00 AM	Welcome & Opening Comments
9:20 AM	<b>Why it Matters for the Region to Continue to Make Energy Efficiency a Top Priority – Climate, Economy, Reliability Next Generation Efficiency – What, Why &amp; Key Trends</b>
10:15 AM	Networking Break
10:45 AM	<b>Concurrent Topical Roundtables - Session 1</b>
12:15 PM	Networking Lunch & Student Mentoring
1:30 PM	<b>Concurrent Topical Roundtables - Session 2</b>
3:00 PM	Networking Break at Exhibits
3:30 PM	<b>Concurrent Topical Roundtables - Session 3</b>
5:30 PM	Reception at Exhibits
7:00 PM	<b>20th Anniversary &amp; 2016 Business Leaders Celebration Dinner</b>

## Tuesday, June 14

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All Day	Exhibits & Student Mentoring
7:00 AM	Registration Opens & Breakfast
7:30 AM	Student Mentoring Breakfast
	Business Leaders Policy Roundtable Breakfast (invitation only)
8:30 AM	<b>Summit Welcome: Next Generation Energy Efficiency</b>
9:00 AM	<b>A Bold Vision for Energy Efficiency the Next 10 Years</b>
10:15 AM	Networking Break at Exhibits
10:45 AM	<b>Power Talks and Hosted Discussion - Next Gen: Inspiring Examples of the Future Now</b>
12:15 PM	<b>NEEP 20<sup>th</sup> Anniversary Celebration</b>
12:30 PM	Networking Luncheon
1:45 PM	<b>Power Talks and Hosted Discussion - Breaking Through the Public Policy Barriers to Integrated Energy</b>
3:15 PM	<b>Efficiency</b> Summit Wrap-Up & Prizes
3:30 PM	Summit Adjourns

# MONDAY, JUNE 13, 2016

- 7:30—9:00 AM**      **BREAKFAST** [Main Lobby] sponsored by  
- 7:30—8:30 AM**      **STUDENT MENTORING BREAKFAST** [Dartmouth Room]
- 9:00 AM**      **WELCOME & OPENING COMMENTS** [Grand Ballroom]  
 Sue Coakley, NEEP Executive Director, Summit Director  
 Bob Scott, Commissioner of the New Hampshire Public Utilities Commission, Summit Chair  
 New Hampshire Senator Jeb Bradley
- 9:20—10:15 AM**      **OPENING KEYNOTE SPEAKERS WITH AUDIENCE Q&A** [Grand Ballroom]  
*Why it Matters for the Region to Continue to Make Energy Efficiency a Top Priority – Climate, Economy, Reliability*  
**Diane Duva**, Office Director, CT Department of Energy and Environmental Protection  
*Next Generation Efficiency – What, Why & Key Trends*  
**Sue Coakley**, Executive Director, NEEP
- 10:15—10:45 AM**      **NETWORKING BREAK & EXHIBITS** [Main Lobby]



Concurrent Sessions	Session 1 10:45 AM—12:15PM	Session 2 <sup>~</sup> 1:30—3:00 PM	Session 3 3:30—5:00 PM
<b>COOL STUFF:</b> <i>Next Generation Efficiency Solutions</i>	<b>1A. The Efficient Homes of the Future</b> Monroe Room, Presidential Wing	<b>2A. Customer Engagement, Energy Management and IT Geeks: Emerging C&amp;I Sector Solutions</b> Monroe Room, Presidential Wing	<b>3A. The NEEP Olympics</b> Grand Ballroom
<b>HOT MARKETS:</b> <i>Market Development</i>	<b>1B. Financial Solutions that Have Traction</b> Madison Room, Presidential Wing	<b>2B. Making the Invisible Visible: Valuing Home Energy Efficiency</b> Madison Room, Presidential Wing	
<b>PUBLIC POLICY:</b> <i>Next Generation Efficiency Leading Trends</i>	<b>1C. Traversing the Municipal Energy Landscape: Solutions &amp; Strategies for Success</b> Adams Room, Presidential Wing	<b>2C. Integrating Efficiency &amp; Demand Response</b> Adams Room, Presidential Wing	<b>3C. NH Business Leaders Roundtable</b> Adams Room, Presidential Wing

# MONDAY, JUNE 13, 2016

## 10:45 AM—12:15 PM CONCURRENT TOPICAL ROUNDTABLES - SESSION 1

### 1A THE EFFICIENT HOMES OF THE FUTURE [Monroe Room – Presidential Wing]

#### COOL STUFF

This session will explore leading trends and market transformation opportunities for comprehensive, integrated residential and multifamily solutions, and the role of energy efficiency programs. New technologies and services are empowering consumers to monitor and manage their energy use to optimize energy efficiency, comfort, cost and overall energy performance as a dynamic part of the power grid.

**1)** What are the biggest trends you are seeing for residential homes? **2)** What are the biggest differences between today's homes and what we expect to see in 10-20 years? For single family/owner occupied? For multifamily/Renters? **3)** How can the efficiency community help drive efficiency into homes of the future?

Moderator: Claire Miziolek,  
Market Strategies Program Manager, NEEP

- David Bend, East Coast Energy Partnerships, Nest Labs
- Paul Campbell, Director of Sustainability/ Green Leadership, Sears Holding Corp
- Rebecca Foster, Director Consulting, VEIC
- Anne Arquit Niederberger, Vice President, Govt Affairs & Market Development, Enervee
- Jonathan Cohen, Dept. of Energy (discussant)
- Brad Piper, Lockheed Martin & NYSDA (discussant)

### 1B FINANCIAL SOLUTIONS THAT HAVE TRACTION [Madison Room - Presidential Wing]

#### HOT MARKETS

Leveraging capital is a key strategy to scale-up all cost-effective energy efficiency solutions. The region is home to a wide range of financial solutions – state, municipal and private sector. This session will explore successful efforts and what is needed to overcome barriers to broad-scale next generation energy efficiency investments. The broad themes will be what has worked in other states:

**1)** What are the best practices that can be replicated for consistent, integrated, sustainable solutions, and **2)** What is needed to transform financial markets on a regional scale to make energy efficiency broadly available to retrofit homes, buildings and facilities across the Northeast and Mid-Atlantic region.

Moderator: Peter Adamczyk, Principal  
Consultant, VEIC

- Dave Carey, Principal, HBC
- Maria Fields, Managing Director, Investor Relations, Joule Associates
- Alex Hill, Senior Consultant and Principal, Dunsky Energy Consulting

### 1C TRAVERSING THE MUNICIPAL ENERGY LANDSCAPE: SOLUTIONS AND STRATEGIES FOR SUCCESS [Adams Room - Presidential Wing]

#### PUBLIC POLICY

As municipal leaders seek to enhance resiliency and limit climate impacts within their communities, an increasingly diverse array of solutions are being utilized. This session will highlight cutting-edge initiatives and community based solutions such as converting streetlights to LED's, improving workforce development opportunities, implementing building energy benchmarking ordinances, increasing the efficiency of waste water treatment facilities and constructing zero energy public buildings. Together, through public-private partnerships, municipalities and businesses can lead the next generation of efficiency and drive the region to journey's end; a clean, renewable energy future.

**1)** What cutting-edge initiatives are community leaders rolling-out to guide us into a resilient, efficient, renewable energy future? **2)** How are the public and private sectors working together to lead the next generation of energy efficiency? **3)** What does the "next generation of energy efficiency" mean for communities in the northeast and mid-Atlantic? **4)** For municipalities considering next generation energy efficiency and resiliency measures, what would be an ideal goal to set that is achievable within five and then ten years?

Moderator: Darren Port, Building Energy  
Code Manager, NEEP and John Balfe, High  
Performance Buildings Associate, NEEP

- Liz Gamache, Director of Efficiency Vermont and Mayor of Saint Albans, VT
- Megan Saunders, Executive Director, Stamford 2030 District
- Rachel Sholly, Chief of Program Development, Rhode Island Office of Energy Resources
- Julia Dundorf, New England Grassroots Environmental Fund (discussant)
- Adam Guzzo, Department of Energy (discussant)

## 12:15 PM NETWORKING LUNCH [Main Lobby - Exhibits]

# MONDAY, JUNE 13, 2016

1:30—3:00 PM

## CONCURRENT TOPICAL ROUNDTABLES - SESSION 2

2A

### CUSTOMER ENGAGEMENT, ENERGY MGMT AND IT GEEKS: EMERGING C&I SECTOR SOLUTIONS [Monroe Rm]

COOL STUFF

Advanced energy data collection/analytics, Web-based customer engagement platforms, and strategic energy management offer new pathways to engage businesses of all types and sizes to achieve progressive, comprehensive energy efficiency as a core strategy for cost control and energy resiliency. This session will explore emerging tools and services to transform markets and achieve deep reductions in energy use and peak demand in the C&I sectors.

Moderator: Dave Lis, Dir. of Market Strategies, NEEP

- Alex Grace, VP of Bus. Development, KGS Buildings
- Kathy Montijo, Manager, Energy Efficiency Program Design & Engineering, PSEG-LI
- Patrick Reedy, Energy Performance Mgr, Cascade Energy
- Chris Tomasini, Director of Sales, BuildingIQ

2B

### MAKING THE INVISIBLE VISIBLE: VALUING HOME ENERGY EFFICIENCY [Madison Room]

HOT MKTS

Consumer interest in energy efficiency as a valued feature of residential properties is growing, and States are responding by making home energy information readily available for property listings. This session will explore market valuation of home energy efficiency and strategies to overcome barriers to full market transformation.

Moderator: Charlie Taylor, Research & Analysis Assoc., NEEP

- Jeff Gephart, President, Vermontwise Energy Services, Inc.
- Amy McClellan, Appraiser, Milne-Allen Appraisal Co.
- Elizabeth Murphy, Sr. Prgm Administrator, UIL Holdings Corp.
- Kevin Rose, Technical Senior Associate, NEEP

2C

### SCALING THE PEAK: INTEGRATING EFFICIENCY & DISTRIBUTED ENERGY RESOURCES [Adams Room]

PUBLIC POL

This session will explore the cutting edge of public policy, program and market solutions that integrate energy efficiency and demand response solutions to provide cost-effective grid reliability and what is needed to realize the full potential of this low-carbon solution.

Mod: Brian Buckley, Policy Research & Analysis Assoc, NEEP

- Lindsay Foley, Project Manager, National Grid
- François Lebrasseur, Water Products, GE Appliances
- Marissa Uchin, Sr. Dir., Reg. Affairs & Market Dev., Opower
- Eric Winkler, ISO New England (discussant)

3:00—3:30 PM

## NETWORKING BREAK [Main Lobby - Exhibits]

sponsored by



3:30—5:00 PM

## CONCURRENT TOPICAL ROUNDTABLES - SESSION 3

3A

### NEEP OLYMPICS [Grand Ballroom]

COOL

The NEEP Olympics is an interactive session where industry visionaries present their latest and greatest ideas for the future of energy efficiency in an Olympic-style match! The audience will have a chance to judge the best ideas in a fun and spirited event.

Moderator: Claire Miziolek, NEEP

3C

### NEW HAMPSHIRE BUSINESS LEADERS ROUNDTABLE [Adams Room]

PUBLIC POLICY

NH businesses, state officials and staff, utilities and efficiency service providers will discuss recent successes with efficiency, current program offerings, challenges and next steps to further engage businesses in energy efficiency as a low-carbon, cost saving business development strategy. 1) What's the relationship between EE and staying competitive in your market? 2) What can we learn from businesses that are making EE a successful business practice? 3) If EE is so beneficial, why aren't more businesses doing this? What are the challenges? How can we overcome them?

Moderator: Sam Brown, NH NPR

- David Lis, NEEP
- Mark Bailey, BAE Systems
- Lisa Berghaus, Monadnock Paper Mills
- John Fischer, Environamics LLC
- Carmen Lorentz, State of New Hampshire
- Craig Trottier, Eversource Account Exec.

5:30—7:00 PM

## NETWORKING RECEPTION [Main Lobby - Exhibits]

7:00—9:00 PM

## NEEP 20<sup>TH</sup> ANNIVERSARY & BUSINESS LEADERS DINNER

During the dinner, NEEP's board members will present the 2016 Business Leader Awards together with NEEP's 20th Anniversary Awards. The Anniversary Awards will recognize individuals for their leadership and achievement in Energy Efficiency, organizations that have been sponsoring NEEP over the past 20 years and founding and long-term NEEP's board members.

# TUESDAY, JUNE 14, 2016

7:00—8:30 AM	<b>BREAKFAST / EXHIBITS</b> <a href="#">[Main lobby]</a> sponsored by <b>PHILIPS</b>
7:30—8:30 AM	<b>STUDENT MENTORING BREAKFAST</b> <a href="#">[Dartmouth Room]</a>
7:00—8:30 AM	<b>BUSINESS LEADERS POLICY ROUNDTABLE BREAKFAST</b> <a href="#">[Gifford Room]</a> BY INVITATION ONLY—For 2016 Business Leaders and their sponsors
8:30 AM	<b>WELCOME &amp; OPENING COMMENTS - Next Generation Energy Efficiency</b> <a href="#">[Grand Ballroom]</a> <ul style="list-style-type: none"><li>• Sue Coakley, NEEP Executive Director, Summit Director</li><li>• Bob Scott, NH PUC Commissioner and Summit Chair</li><li>• US Senator Jeanne Shaheen (<i>video message</i>)</li></ul>
9:00—10:15	<b>A BOLD VISION FOR ENERGY EFFICIENCY THE NEXT 10 YEARS</b> <a href="#">[Grand Ballroom]</a> Moderator: Sue Coakley, Executive Director, NEEP <ul style="list-style-type: none"><li>• Steve Nadel, Executive Director, ACEEE &amp; NEEP Board Member</li><li>• Rob Pratt, Chairman and President, International Institute for Energy Conservation (IIEC)</li></ul>
10:15—10:45 AM	<b>NETWORKING BREAK &amp; EXHIBITS</b> <a href="#">[Main Lobby]</a>
10:45 AM—12:15 PM	<b>PANEL 1 - NEXT GENERATION EFFICIENCY: INSPIRING EXAMPLES OF THE FUTURE NOW</b> <a href="#">[Grand Ballroom]</a> Moderator: Kathleen Hogan, Deputy Assistant Secretary for Energy Efficiency, US DOE <ul style="list-style-type: none"><li>• Bradford Swing, Director of Energy Policy &amp; Programs, City of Boston</li><li>• Taylor Caswell, Executive Director, NH CDFA</li><li>• Philip Barton, Director NAM Microgrid Business, Schneider Electric</li><li>• Darren Springer, Chief of Staff, Vermont Governor's Office</li></ul>
12:15—12:30 PM	<b>NEEP ANNIVERSARY CELEBRATION</b> <a href="#">[Grand Ballroom]</a>
12:30—1:45 PM	<b>NETWORKING LUNCHEON &amp; EXHIBITS</b> <a href="#">[Main Lobby]</a>
1:45—3:15 PM	<b>PANEL 2 - BREAKING THROUGH PUBLIC POLICY BARRIERS TO INTEGRATED ENERGY SOLUTIONS</b> <a href="#">[Grand Ballroom]</a> Moderator: Jim O'Reilly, Director of Public Policy, NEEP <ul style="list-style-type: none"><li>• Dian Grueneich, Precourt Energy Efficiency Center, Stanford Univ., former Commissioner, CA PUC</li><li>• Karl R. Rábago, Executive Director, PACE Energy &amp; Climate Center</li><li>• Don Kreis, New Hampshire Customer Advocate</li></ul>
3:15—3:30 PM	<b>SUMMIT WRAP-UP AND PRIZES</b> <a href="#">[Grand Ballroom]</a> Scavenger hunt and social media winners will receive their prizes.
3:30 PM	<b>SUMMIT ADJOURNS</b>



# SPEAKERS



**Philip Barton** leads Schneider Electric's U.S. activity to organize microgrid projects and solutions both internally and externally with partner companies. Since 1998, Philip has led Schneider Electric teams retrofitting entire Microgrids or any part of their enabling technology. Enabling technology includes distributed generation, power equipment, engineering services, inverters, metering, software and power controls. Currently Philip is a member of IEEE P2030.7 working on Microgrid Controller Standards and has written articles for NEMA trade publications and other news sources.



**Taylor Caswell** is the Executive Director of the Community Development Finance Authority. CDFA is a quasi-government, non-profit corporation with the mission of maximizing the value impact of public and private investments in New Hampshire's communities, including economic development, affordable housing, and clean energy development projects.



**Diane Duva** has worked for CT DEEP since 1992 and currently directs CT DEEP's Office of Energy Demand in the Bureau of Energy and Technology Policy. This group advances the state's energy efficiency objectives of Connecticut's Comprehensive Energy Strategy to reduce energy waste and manage demand. Diane has received two National Notable Achievement Awards for regulatory reform and innovative approaches from US EPA, two Environmental Merit Awards from US EPA, and a Women in Leadership Public Service Award.



**Senator Jeb Bradley** is the Majority Leader of the New Hampshire state Senate. He is in his fourth term serving District 3 from Wolfeboro, the Oldest Summer Resort in America. For the 2015-2016 legislative session, Sen. Bradley is Vice Chairman of Commerce, the Chair of the Energy & Natural Resources Committee, and serves on the Rules, Enrolled Bills & Internal Affairs Committee. Sen. Bradley is an avid hiker in all seasons, and recently became the 49th person to complete the elusive NH Grid, which is a major accomplishment consisting of climbing each of the NH 48 4,000ft peaks in each month of the calendar year, totaling 576 peaks.



**Dian Grueneich** is a nationally and internationally recognized energy expert. In May 2014, Dian began an appointment with Stanford University as a Senior Research Scholar with the Precourt Energy Efficiency Center and the Shultz-Stephenson Energy Policy Task Force, to spearhead an increased focus of Stanford on state and regional energy issues, focusing in particular on regulatory policy governance, the evolving energy system, and the next generation of energy efficiency.



**Dr. Kathleen Hogan** is the Deputy Assistant Secretary for Energy Efficiency in the Office of Energy Efficiency and Renewable Energy (EERE). In this capacity, she oversees a more than \$600 million annual energy efficiency policy, program, and research portfolio, including advanced manufacturing, buildings, federal energy management, low income weatherization, and intergovernmental partnerships. She has been recognized for her work with a Presidential Rank Award and with induction into the Energy Efficiency Hall of Fame of the U.S. Energy Association.



# SPEAKERS



**Donald Kreis** became New Hampshire's fifth Consumer Advocate in February; he and his staff of four are tasked with representing the interests of residential customers before the New Hampshire Public Utilities Commission (NHPUC), the legislature and courts, as well as other agencies of federal and state government. He also serves as a senior energy law fellow at Vermont Law School, where he has been teaching either full or part-time since 2008.



**Steven Nadel** joined ACEEE in 1989, and prior to his promotion to executive director in 2001, served as deputy director of the organization and director of ACEEE's Utilities and Buildings programs. He has worked in the energy efficiency field for more than 30 years and has over 100 publications. His current research interests include utility-sector energy efficiency programs and policies, state and federal energy and climate change policy, and appliance & equipment efficiency standards.



**Jim O'Reilly** oversees NEEP's policy outreach and implementation efforts to develop and provide information to key audiences, maintain relationships with NEEP sponsors and partners, and manage NEEP's strategic communications to build public support for energy efficiency. Previously, Jim was Account Director for Virtual, Inc., a public relations and management consulting firm. He has also served as Director of Public Information for the Massachusetts Office of Campaign and Political Finance and Director of Public Affairs for the Greater Boston Real Estate Board.



**Rob Pratt** has been a national and international leader in clean energy and climate solutions for more than 40 years, as a for-profit and non-profit entrepreneur, a clean energy funder, and a governmental leader. He is currently Chairman and President of the International Institute for Energy Conservation (IIEC),

a non-profit organization that he founded in 1984. The IIEC's mission is to dramatically increase the use of energy efficiency as an important clean energy approach in the developing world, and its work in over 40 countries has reduced energy demand by thousands of MWs.



**Karl R. Rábago** is the Executive Director of the Pace Energy and Climate Center, at the Pace University School of Law in White Plains, New York. Pace is actively involved in every aspect of the New York REV—Reforming the Energy Vision—proceeding, in their own right and on behalf of the Clean Energy Organizations Coalition. Pace is also a public interest intervenor in rate cases and other key proceedings before the New York Public Service Commission. Karl is also co-director of the Northeast Solar Energy Market Coalition (NESEMC), a US DOE SunShot Initiative Project.



**Darren Springer** is Chief of Staff in the Office of Governor Peter Shumlin. Previously he served as the Deputy Commissioner for the Vermont Public Service Department. Prior to joining the Department Darren served for 4 years in the Washington, D.C. Office of U.S. Senator Bernard Sanders, as a Senior Policy Advisor for Energy & Environment and later as Chief Counsel. Darren has also worked as Energy & Transportation Program Director for the National Governors Association Center for Best Practices, also in Washington, D.C.



**Bradford Swing** serves as Director of Energy Policy and Programs for the City of Boston. Brad is currently overseeing the Boston Community Energy Study, micro-grid pilot, and the creation of the Renew Boston Trust, an energy efficiency and resilience project finance program. He initiated and now directs Renew Boston, a service of the City of Boston that partners with utilities to help Boston residents, businesses, and institutions save energy. Brad initiated the City's district energy, solar, and green building programs. He advises the Mayor and the Chief of Environment, Energy and Open Space on all local, state, and federal energy policy issues.

# GOLD SPONSORS



Over its 31-year history, **D+R International** has helped introduce, re-introduce, and support programs and marketing initiatives that compel consumers to action. Our mission statement explains our primary purpose in business: to further the advancement of resource-efficient technologies with an eye to preserving natural resources. D+R's core competencies are energy market assessment, product assessment and specification, analytics and market intelligence, program innovation, regulatory advisory, building science, and program lifecycle management. We collaborate with federal, state, and local governments, the retail supply chain, manufacturers, utilities, the building industry, and energy efficiency organizations to build strong, market-focused solutions that deliver results.



**NHSaves** is a collaboration of New Hampshire's electric and natural gas utilities working with the NH Public Utilities Commission and other interested parties to provide NH customers with information, incentives, and support designed to save energy, reduce costs, and protect our environment statewide. The mission of NHSaves is to advance the efficient use of energy, while caring for the environment and promoting economic development in New Hampshire by working together. Energy efficiency is a vital part of keeping New Hampshire's residents and businesses economically successful, now and in the future. New Hampshire utility customers help fund these energy efficiency initiatives through a monthly charge, based on their use of electricity and natural gas. Initiatives described on the NHSaves website are available to customers of: EVERSOURCE, LIBERTY UTILITIES, NEW HAMPSHIRE ELECTRIC CO-OP and UNITIL.



The **U.S. Department of Energy's** Office of Building Technologies (BOT) leads a vast network of research and industry partners to continually develop innovative, cost-effective energy saving solutions—better products, better new homes, better ways to improve older homes, and better buildings in which we work, shop, and lead our everyday lives. The Building Technologies Office's Multi-Year Program Plan for Fiscal Years 2016-2020 provides a roadmap of our strategies and goals for significantly reducing building energy use intensity. <http://energy.gov/eere/buildings/about-building-technologies-office>



**PSEG Long Island** started by implementing a new interactive voice response phone system that automatically connects customers with the right services after they speak one or two key words. They changed the call center's performance metrics to emphasize customer satisfaction over call duration. Today, nearly 92 percent of customers surveyed after talking to PSEG Long Island on the phone are satisfied—up from 64 percent a few years ago. PSEG Long Island further modernized the way it communicates with customers by implementing new technologies, including "MyAlerts," which offers billing alerts via email and text messaging, as well as outage reporting and updates. PSEG Long Island's innovative energy efficiency programs and incentives are helping its residential and business customers increase energy efficiency and save money, reducing the service territory's reliance on fossil fuels and shrinking its carbon footprint. In April, PSEG Long Island celebrated the 30,000th home solar installation on Long Island and the company is currently developing a program designed to take over and extend a state program that will offer solar installation financing on electric bills.

# SILVER SPONSORS



**E4TheFuture** is a nonprofit working to advance clean, efficient energy solutions for residential customers. We are dedicated to bringing clean, efficient energy home for every American. Our endowment and senior staff come from Conservation Services Group (CSG), whose operating programs were acquired in 2015 by CLEAResult. "E4" stands for: promoting clean, efficient Energy; growing a low-carbon Economy; ensuring low-income residents can access clean, efficient, affordable energy (Equity); restoring a healthy Environment for people, prosperity and the planet. Follow us on Twitter @E4TheFuture, watch us grow at [www.e4thefuture.org](http://www.e4thefuture.org), or contact us at [info@E4TheFuture.org](mailto:info@E4TheFuture.org).



Let us tell your Energy Efficiency story.

**Ecast Productions** is the Northeast's

leading video production, photography, and aerial survey provider. We specialize in solving communication challenges in the commercial energy and utility sector, using video and photography. Our team of producers and photographers has deep industry expertise, and demonstrable success. We're reliable, professional, and efficient. Our services include: energy efficiency case studies, product videos, education & training, safety videos, storm restoration communications, aerial infrastructure and building surveys, and much more. We have over ten years of experience and hundreds of satisfied customers. Ecast Productions is where possibility and precision meet.



**Ecova** helps utilities navigate and create a new energy future using data,

insight and action. We provide award-winning program delivery services and software analytics solutions that reinvent the utility customer experience and deepen relationships. This allows us to help utilities solve their biggest energy savings and customer challenges while providing a foundation to grow future services. For additional information, please visit [www.ecova.com/solutions-technologies/utility-solutions/](http://www.ecova.com/solutions-technologies/utility-solutions/)



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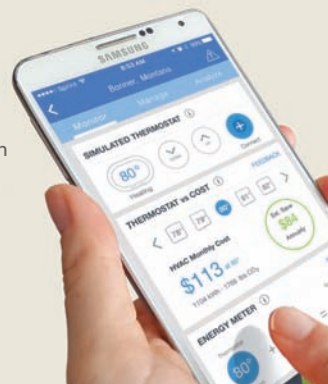
and leading retail electricity platform. A Fortune 200 company, NRG creates value through best in class operations, reliable and efficient electric generation, and a retail platform serving residential and commercial businesses. Working with electricity customers, large and small, we continually innovate, embrace and implement sustainable solutions for producing and managing energy. We aim to be pioneers in developing smarter energy choices and delivering exceptional service as our retail electricity providers serve almost 3 million residential and commercial customers throughout the country. More information is available at [www.nrg.com](http://www.nrg.com). Connect with NRG Energy on Facebook and follow us on Twitter @nrgenergy.



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**Reduce Load. Improve Reliability.**

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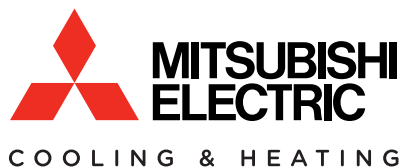


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## THANK YOU FOR SUPPORTING NEEP'S MISSION IN 2016!

We would like to take this opportunity to thank all of the NEEP Sponsors and Allies; which include utilities, states, non-profits, manufacturers, consultants, energy industry partners, as well as foundations and federal agencies that currently support NEEP's mission, and many of them have for 20 years!

### NEEP SPONSORS

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### NEEP ALLIES~

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Tendril  
View Dynamic Glass

### FOUNDATIONS & FEDERAL AGENCIES

Energy Foundation  
John D. and Catherine T. MacArthur Foundation  
John Merck Fund  
Merck Family Fund  
US Department of Energy  
US Environmental Protection Agency

If you would like to learn about how you can join the above organizations as a part of NEEP's network, please contact Stacey at [SWiessbock@neep.org](mailto:SWiessbock@neep.org) or Lucie at [LCarriou@neep.org](mailto:LCarriou@neep.org).

# CELEBRATING 20 YEARS

## From Humble Beginnings to Lasting Impacts: Celebrating the History of NEEP & Looking to the Next Generation of Energy Efficiency

NEEP's trajectory has closely followed the evolution of the energy efficiency sector in the region and in the nation. We were created because states, federal agencies, utilities, efficiency experts and industry saw a need for collaboration to transform markets. Today, NEEP — as an organization and as a network — is responding to the needs of a changing customer base to advance Next Generation Energy Efficiency to significantly and economically reduce carbon emissions from our daily use of energy.

Together, we're focusing on geo-targeting, strategic electrification of buildings and vehicles, advanced building policies, market valuation of efficient homes and buildings, and new program and EM&V strategies.

Together, we're creating a roadmap to integrate efficiency with demand response, renewables and energy storage, and the new regulatory constructs that will enable the grid of the future. Now more than ever, partnerships can help states and program administrators learn from each other and leverage resources as we reimagine our region's energy system, harness the power of technology and data, and empower customers to make smart energy choices.



**NORTHEAST ENERGY EFFICIENCY PARTNERSHIPS**  
Celebrating 20 Years of Accelerating Energy Efficiency

## The Birth of a Regional Energy Efficiency Organization

As few people know, a mangrove swamp in Florida is where the idea of NEEP was born way back in 1995, when two friends — Sue Coakley, then working as a consultant to help utilities develop energy efficiency plans and budgets, and Dave Hewitt, an independent consultant based out of Oregon — decided to attend a national conference of utility commissioners (NARUC) a day early to do some canoeing.

According to Hewitt, it was while paddling through the wetlands outside of Tampa that the idea of NEEP was born. “Market transformation was around and people were working on it. We thought there was enough similarity in some of the Northeast states that we should be working jointly. To do this, we needed high level support from the utilities. That was the seed of NEEP,” said Hewitt.

Read more on our blog at [www.neep.org/blog](http://www.neep.org/blog).

## What People are Saying about NEEP

“It’s been great to watch what NEEP has been able to do in the Northeast and Mid-Atlantic region over the past two decades. It’s also been great to watch NEEP identify the gaps and things that may hinder the market, and be able to tackle them in a concerted fashion to get results. If you look at the trajectory of increased investments in efficiency over the years, certainly NEEP has played an important part of that.”

— Dr. Kathleen Hogan, Deputy Assistant Secretary for Energy Efficiency for the U.S. Department of Energy

“Being part of the High Performance Schools Network — which NEEP facilitates — has helped us reach out not only interagency departments but also other non-profits and community stakeholders. These collaborations have allowed us to really develop some innovative tools to allow us to advance green schools — not only in our state but the region, and even the nation.”

— Joseph da Silva, School Construction Coordinator for the Rhode Island School Building Authority

“Throughout my 13 years at DEP, I have worked with the Northeast/Mid-Atlantic Appliance Efficiency Working Group, Multi-Family working Group, Green Schools working group, High Performance Buildings working group and the Regional Building Energy Codes leadership group and the Pennsylvania Energy Code Collaborative — all facilitated by NEEP. These work groups have been an excellent and efficient way to stay abreast of developments in other states’ programs and policies, and, for us to report on Pennsylvania’s energy efficiency related activities.”

— Libby Dodson, Energy Efficiency Programs Coordinator with the Pennsylvania Department of Environmental Protection





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