



A Decade of **ACTION**



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The Northeast is setting a global example for the transition to clean energy. NECEC is a critical player in bringing this transition to life. I can't think of a better organization to share our successes with the rest of the world than NECEC.

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Building on NECEC's Background & Track Record

NECEC is a regional clean energy nonprofit organization focused on the US Northeast (New England and New York). Founded in 2006, NECEC is the leading voice of the clean energy and cleantech community in the Northeast with a mission combining growth of a world-class clean energy hub delivering global impact with economic, energy, and environmental solutions and catalyzing global impact through developing and leveraging a model clean energy economy.

NECEC combines two sister nonprofits under the NECEC brand – NECEC Institute (a 501c3 chari-

table organization engaged in policy and regulatory planning and education, communications and stakeholder convening, innovation, and market development), and the Northeast Clean Energy Council (a 501c6 nonprofit business member and advocacy organization). NECEC brings together hundreds of leading clean energy companies across a dozen leading sectors, as well entrepreneurs, startups, venture investors, policy experts, and other clean energy leaders from the public and private sectors to advance climate solutions through the transition to a world-class clean economy.



NECEC & the US Northeast

Leadership, Diversity, Global Model, Bipartisan Network

When you consider the expertise, knowledge, innovation, and partnerships needed to advance the climate solutions goals and scale of the next decade, you can readily see how the US Northeast has a uniquely important role to play in the 2020's Decade of Action. NECEC has a leadership, convener, connector, and shaper role in advancing key policies, innovations, and market strategies to make this a decade of critical progress.

The US Northeast has a collective economy the size of California or the United Kingdom and is recognized for its public and private sector clean energy leadership initiatives. These seven states are home to hundreds of leading academic research institutions, bipartisan clean energy policy models, globally recognized innovation clusters, innovative partnerships between public-private partners, startups, and global corporate leaders, as well as a rich heritage connecting major cities (New York, Boston), emerging environmental justice coalitions engaging with progressive business

partners, and 21st century economic development initiatives. The US Northeast is also home to a diverse set of leadership initiatives in clean energy including in energy efficiency, solar + storage, grid modernization, offshore wind, clean transportation, and others.

NECEC harnesses the power of the Northeast US ecosystem. As a unique nonprofit NGO catalyzing clean energy economy advancement, we represent leading clean energy companies, provide thought leadership, and engage as a trusted convener to advance the region's clean energy policies, markets, innovations, and aggressive clean economy goals. We set strong foundations in policy and regulation. We prove models in critical sectors such as offshore wind, clean transportation, and a modernized grid through our on-the-ground advocacy and business leadership role. And, perhaps most importantly, our Decade of Action initiative recognizes the urgent need to share clean energy transition experience globally to address critical global targets for the 2020's.





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NECEC's cleantech innovation programs are meaningful contributors to the Northeast's position of cleantech innovation leadership, nationally and globally. The Cleantech Open and Navigate programs are critical resources for discovering new technologies and shepherding them into the hands of the investors and global corporations that can drive widespread adoption.

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NECEC is a driving force behind clean energy and clean economy policy across the Northeast. Often working behind the scenes, NECEC's participation has been the difference between success and failure for many prominent policies.

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World-class
innovation
ecosystem

Introduction to NECEC 2020's Decade of Action

Throughout the past decade, we saw great progress towards a clean energy future here in the US Northeast and globally. And yet, the science has been clear that the past decade was one of climate failure. As reported by the IPCC, our planet now has only ten years to scale successful models to transition to a carbon-free economy, limit greenhouse gas emissions, and avoid the devastating consequences of uncontrollable global temperature rise. Since our founding in 2006, NECEC has worked tirelessly to catalyze the clean energy transition and spur economic growth in the region, but in recognition of the criticality of the 2020's, NECEC

has developed a Decade of Action strategy at the scale necessary for climate progress and proving the pathway to a clean economy.

To enable our Decade of Action strategy, NECEC has launched an ambitious fundraising initiative to secure a stronger foundation for the next decade. With additional funding we can convene the full diversity of critical players and drive the success of a growing number of emerging clean economy markets that demand our support. And we can accelerate new breakthrough innovations and share best practices near and far to achieve the clean energy transition. Together, as a region, nation, and planet, we cannot fail.

Carbon-free
Reality



NECEC Decade of Action Goals

NECEC's Decade of Action is a critically important initiative to strengthen and scale our impact over the next 10 years by reducing greenhouse gas emissions in the US Northeast by 40-50% while transitioning to majority renewables, launching leading initiatives in clean transportation and smart/electrified buildings, proving clean economy market structures, and developing a global clean economy best practices network – all by 2030. To reach these goals and to increase NECEC's sustainability and effectiveness, NECEC needs to double our capacity with a strategic investment in our organization of \$2.5 million in new funding over the next 18 months. We also need to establish an expanded network

of funders and partners to sustain that \$5 million annual level through a 10-year, \$25 million 2020's Decade of Action coalition of funders. In launching our Decade of Action initiative, NECEC has been meeting with philanthropists and clean energy corporate leaders. We are seeing dozens of examples of aligned opportunities to advance policies, markets, solutions, innovation ecosystems, and models to prove the leading clean economy pathways here in the US Northeast and establish global networks to share the best approaches for clean energy transitions all over the world. Success in the 2020's decade is critical for the clean energy transition to fully take hold.



Together we can reach greenhouse gas emissions midpoint targets, prove the key models needed to enable this critical transition, and deliver innovative solutions, best practices, and policy frameworks for new sectors and markets. These aggressive goals and transformative initiatives need the US Northeast and partners such as NECEC, its network of leading business members, states, cities, universities, and NGO's focused on collaborative strategies for transformative climate investments and the proving out new markets and scalable practices. The US Northeast and NECEC are that field of action and leading actor for a uniquely powerful network of innovative problem solvers focused on the leading edge of the clean economy transition.

To achieve NECEC's Decade of Action goals, NECEC needs support and strong collaborative partners to expand three key existing functions for regional success and to establish one new function for global impact in this Decade of Action.

Expansion of existing functions:

1. Enhancing Our Policy & Regulatory Framework
2. Growing the Innovation Ecosystem
3. Proving Clean Economy Market Models

Establishing new capability:

4. Sharing Best Practices Near & Far

Enhancing NECEC's Policy & Regulatory Framework

At NECEC we bring together diverse clean energy stakeholders to build policies and regulations that create clean energy economies. NECEC's policy convenings and coalitions start with hundreds of NECEC member clean energy companies who bring expertise from their experience developing and financing clean energy projects and partnerships, while building on sector and broad-based advocacy coalitions and national and global associations and corporations. NECEC's policy networks also include strong relationships with state public officials. NECEC is often sought out to share insights and policy successes across the region with incoming administrations, commissioners, committee chairpersons, and policy proceedings. Our work to develop effective policy across the Northeast has helped create:

- A successful state-run entity like the Massachusetts Clean Energy Center (MassCEC);
- The successful offshore wind bidding process in many Northeast states that has generated market competition and lowered development costs;
- Policies that align declining incentives with the increasing value of solar and energy storage to scale distributed resources cost-effectively across our region; and
- New grid modernization and utility models necessary to integrate and derive value from clean energy resources like wind, solar, storage, microgrids, and more.

Looking ahead at the next decade, NECEC needs to expand current efforts while adding additional policy and advocacy support to **transform the regional electricity market, ensure offshore wind projects secure permits, launch a regional initiative for clean transportation, electrify and add intelligence to smart, connected, and clean buildings, and scale renewables and storage** to become the majority source of regional generation by 2030.

Funder and partner support will enable NECEC to advance policy and regulatory frameworks to:

1. **Accelerate the economic impact of clean energy by creating an NYC office** to scale New York State clean economy markets. NY State's GDP constitutes the majority of NECEC's seven-state region economy and enhanced NECEC focus on New York will disproportionately benefit the growth of the region's clean economy.
2. **Accelerate the clean transportation transition by hiring an NECEC transportation sector manager** to engage new, important member companies and stakeholders such as ride-share corporations, transportation fleet operators, EV charging infrastructure innovators and operators, and the communities and groups that aim to invest in and benefit from the transformation of transportation systems.
3. **Expand NECEC's impact and deeper engagement across new markets by doubling our two-and-a-half-person policy team**, including resources in *offshore wind*, the evolution of *regional electricity markets* and *grid modernization* structures that clarify utility roles and platforms to integrate and derive value from clean energy, and policies that *enable Distributed Energy* – solar, energy storage, flexible demand, smart buildings, microgrids, and community-scale solutions.
4. **Launch an Offshore Wind Stakeholder Initiative** to align environmental and other fishing and marine stakeholders with the leading offshore wind companies to ensure permits get approved in a timely, environmentally sensitive manner, construction infrastructure and supply chain partnerships advance, and projects get deployed in time to meet regional goals.

Growing the Innovation Ecosystem

The role of innovation is significant and critical in the global transition to clean energy. Since its earliest days, NECEC has been working to foster a global hub for cleantech innovation in the Northeast, driven by our world-class universities, dynamic investor and entrepreneur communities, and receptive state governments. NECEC manages two early-stage innovation programs – the **Cleantech Open Northeast** startup accelerator and our **Navigate** ecosystem connection program, identifying promising new cleantech innovations and startups and fostering their early-stage growth and successes. NECEC plays a unique innovation ecosystem role in the Northeast by connecting entrepreneurs, investors, universities, state energy and economic development agencies, incubators, corporate partners, early-adoption customers, and test and demonstration sites.

Over the next decade, we'll need to continue to grow NECEC's unique role as ecosystem connector and innovation accelerator. We must discover more entrepreneurs and startups with great ideas from our universities and the private sector, connect entrepreneurs with seasoned mentors who can provide expert guidance, expand our large network of sustainability investors, and bring together these innovative startups with NECEC's Strategic Partner Network, a network of global energy players who

seek to partner with emerging startups to scale their innovative solutions across the world. NECEC's innovation ecosystem efforts can grow tens of thousands of new cleantech jobs in the region and speed the go-to-market pathways for new innovative breakthroughs by:

- 1. Continuing expansion** of the Cleantech Open Northeast (CTONE) startup accelerator (managed by NECEC) in New Jersey, Pennsylvania, and eastern Canada. CTONE is already underway in 2020 with nearly 50 new cleantech startups enrolled;
- 2. Enhancing NECEC's Navigate program** by growing and solidifying our network of several hundred investors, corporate partners, and early-adoption customers, and expanding the Navigate team to facilitate carefully matched startup connections that lead to venture investments, go-to-market partnerships, and commercialization of new innovations in our region and beyond; and
- 3. Doubling NECEC's Strategic Partner Network** from 10 to 20 leading global corporations who engage through NECEC to leverage the Northeast as their leading region to refine and prove new innovative clean energy solutions and partnerships that can be scaled for global impact.



Proving Successful Clean Economy Market Models

Over the past decade NECEC has accelerated the adoption of clean energy by helping advance policies that create meaningful clean energy market demand. NECEC's efforts have also influenced public sector programs to fund pilot and demonstration projects to prove out innovative business models for the clean energy transition. We engage our member companies and partners to analyze these new business models, financing mechanisms, and market models to define and share the approaches that can enable critical clean energy solutions to scale. These efforts have included NECEC playing critical, on-the-ground roles enabling:

- The successful energy efficiency market in the Northeast;
- A nation-leading model for competitive solicitations enabling growth of the region's offshore wind market;
- Pilot programs for energy storage applications in a smart and flexible modernized energy system; and
- Planning initiatives with MassCEC in Massachusetts and NYSERDA and the NY Green Bank in New York to pilot and demonstrate models for public-private clean transportation systems.

In recent years, NECEC has attracted many of the world's leading clean energy companies as members and collaborators in transforming the clean energy markets of the Northeast. These major corporate members include GE, Schneider-Electric, Enel, Engie, Shell, Veolia, the region's major utilities (National Grid, Eversource Energy, Avangrid), global leaders in offshore wind development (Orsted, Vineyard Wind, Mayflower Wind,

Engie, and others), leaders in electric vehicle charging, and other major energy corporates expanding their roles leveraging the US Northeast region through NECEC. This also includes new climate solutions venture funds such as Breakthrough Energy Ventures, who has joined NECEC's Strategic Partner Network to be at the table with NECEC and this "market maker" group of energy companies and innovators.

The growth of the clean energy industry and the region's clean economy are closely related to achieving 2030 50% renewables targets (including both distributed and grid-scale renewables), while proving the business and regulatory models and value proposition of new and emerging sectors (such as energy storage, microgrids, offshore wind, and clean transportation). In addition, clean energy growth over the next decade is dependent on proving the market model for a modernized grid and new business models for utilities, third-party clean energy companies, investors, and customers. NECEC is extending our convening and market development role to include key customers such as commercial real estate, municipalities, universities, hospitals, and groups that represent diverse communities and environment justice networks.

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In the coming years, NECEC needs expanded support to enable new clean economy markets to take root in additional areas, including:

- 1. Activating the Transportation Climate Initiative (TCI)** in the Northeast by transforming the Memorandum of Understanding into new business models, stakeholder alignment, and financing partnerships for clean transportation systems for the 21st century.
- 2. Launch a multi-year effort focused on multi-state electricity markets** and the critical changes required to adapt roles from gatekeeper to market enabler and integrator for clean energy. NECEC has scoped this initiative with business and regulatory partners, and this project is poised to get underway with new funding in 2020.
- 3. Integrating Grid-Scale Offshore Wind** to become part of the backbone for a resilient Northeast economy and an optimized resource for net-zero energy systems serving electricity, heating, transportation, fuel, and industrial applications.
- 4. Catalyzing Distributed Energy Systems and Communities,** combining effective use of solar integrated with energy storage, EV charging, flexible demand, and microgrids, as well as attention to customers and employment from urban, suburban, and rural communities. This includes environmental justice communities and underrepresented groups that need to be included in the just transition to a clean economy. All of these factors need to consider the transformation of modernized, distributed, smart, clean energy networks at a scale that enables carbon neutrality by mid-century.

Sharing Best Practices Near & Far

A New NECEC Function Based on Demonstrated Capabilities to Help Partners & the Northeast Rise to the Global Opportunity

Climate change and clean economy solutions cannot be addressed in isolation. Every corner of our nation and planet must make significant advances towards a carbon-neutral future within the next ten years. The Northeast US is a leader in the transition to clean energy and development of a clean economy. For many years, NECEC has included as part of our mission the building of a model clean energy economy. NECEC believes now is the time to turn that model into a global asset and do much more to share what we're learning and developing in the Northeast.

At NECEC, we seek to share our learnings nationally and globally as a critical element of our ability to leverage the progress seen in the US Northeast for the benefit of all. NECEC aims to expand our collaboration with key partners across the region's leading universities to study the best practices of new solutions and models, and through a far-reaching thought leadership network to share insights on clean economy best practices.

NECEC aims to spread clean economy insights globally by:

- 1. Creating an NECEC best practices research team** to analyze, track, and share progress on the integrated architecture of a regional clean economy.
- 2. Lead a sub-national COP delegation.** The US needs to show the world we are engaged in the transition to a carbon-free future. With new funding support, NECEC will coordinate with stakeholders across the Northeast and US to send a delegation of public and private sector leaders to COP26 in 2021 and participate in key gatherings throughout this decade.
- 3. Evolve NECEC's Horizon conference.** For the past two years, NECEC and World Climate Ltd have hosted a gathering of hundreds of global clean economy leaders and influencers to share best practices and discuss practical paths towards a clean energy future. With new funding support, NECEC aims to update an event strategy leveraging an expanded international network focused on global clean economy best practice sharing, dialogue, and progress.
- 4. Expand NECEC-University partnerships.** Following a successful pilot with Boston University and planning project with Harvard, NECEC aims to expand our partnership with leading Northeast universities to study and share the best practices derived from our region's leading clean economy initiatives.
- 5. Accelerate NECEC's engagement with global influencers** – such as global innovation clusters, sustainable cities, and clean energy project investors – to provide pathways for clean energy solutions from our region to scale for global impact.



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NECEC is uniquely positioned to connect the best practices and learnings developed in the Northeast with the larger world. They are active in creating the clean economy successes of this region and know better than any other group what we've learned and how others can benefit from it.

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NECEC: Perfectly Positioned to Create Value from Your Philanthropic and Partnership Support

As NECEC launches our Decade of Action fundraising initiative, we will engage with dozens of philanthropic organizations and major corporations to share our vision of the valuable opportunity that needs their support.

We need donors to bridge the gap between the backing we receive from our business members, and the funding required to turn policies, innovations and business model insights into active markets and international roadmaps for success. These philanthropic organizations, as well as an expanding network of major corporations are

seeking a strategy and field of action for transformative climate investments. The Northeast and NECEC are that field of action and leading actor for a uniquely powerful network of innovative problem solvers focused on the cutting edge of the clean economy transition while also globalizing impact through global networks.

NECEC is focused on a new level of action and a new expanse of funding partners to make this a Decade of Action and to realize critical progress on the pathways and transformations to a global network of clean economies.



Accelerated world-class innovation ecosystem

Catalyzed market growth

Advanced impactful policy

Spurred economic growth in the Northeast

NECEC

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