



2020 ANNUAL REPORT

A NOTE FROM OUR PRESIDENT

Last year, when we issued NECEC's 2019 Annual Report, we wrote that 2020 would mark a new era of clean energy - one defined by growth, progress, and innovation. Today, we know that 2020 was in part a climate crisis milestone, and anything but a normal year.

It was a year defined by several global crises: The COVID-19 pandemic upended every part of our lives, the ensuing economic crisis transformed how we work and do business, and our nation's reckoning with racial injustice is changing, for the better, how we value and attend to issues of diversity, equity, and inclusion in our world.

But, despite all of these challenges, 2020 was an important moment for those of us engaged in climate action.

For the first time in more than a decade, climate change and clean energy have the public and media attention they deserve. The majority of Americans now believe governments should do more to reduce the threats of climate change, and 2020 ushered in a new presidential era of climate action and progress. Here in the Northeast, states continued to lead the way with aggressive clean energy targets for the next decade and beyond, including Maine's 80 percent renewable energy standard target, New York's target of 100 percent zero emission electricity by 2040, Massachusetts' 2030 midpoint and 2050 net zero goals, and Rhode Island's pledge for 100 percent renewable electricity by 2030. We also saw the clean energy community embrace the idea that climate change and racial injustice are entwined, and prioritize climate investments in low-income communities and communities of color that have far too often borne the brunt of the adverse health and economic challenges of traditional energy projects.

This renewed climate and clean energy activity is arriving not a moment too soon. The wildfires, hurricanes, tropical storms, and record high global temperatures of 2020 serve as a reminder that the time to act on climate change is now. Looking towards the decade ahead, there is much to be hopeful about - and much work to be done.

At NECEC, we plan to make the 2020s a Decade of Action by taking meaningful steps to scale our impact, advocating for policies and innovations to help the Northeast reach aggressive climate targets, driving initiatives that accelerate key sectors, demonstrating which clean economy business models and market structures work, engaging environmental justice communities to ensure everyone benefits from the clean energy transition, and working with our members and partners to engage with deeper, global networks for climate solutions scale-up. We know there is hard work ahead for all of us, but together, we can achieve a more resilient, more inclusive, clean energy future.



Peter Rothstein

Peter Rothstein
NECEC President



IMPACT IN THE NORTHEAST

Founded in 2006, NECEC is the leading voice of the clean energy and cleantech community in the Northeast. Our mission is to accelerate the transition to an equitable clean energy economy through economic, energy, and climate solutions, and grow a world-class clean energy hub in the Northeast.

NECEC combines NECEC Institute, a 501(c)(3) charitable organization engaged in policy and regulatory planning, education, strategic communications, stakeholder convening, innovation, and market development, and the Northeast Clean Energy Council, a 501(c)(6) nonprofit business member and advocacy organization.

We bring together hundreds of leading clean energy companies across a dozen sectors, as well as entrepreneurs, startups, venture investors, policy experts, and other public- and private-sector clean energy leaders to advance climate solutions through the transition to a clean economy.

We represent major clean energy companies, provide thought leadership for the industry, and engage as a trusted convener to advance the region's clean economy goals. We build strong foundations in policy and regulation. We prove which models work for sectors such as offshore wind, clean transportation, and a modernized grid. And we recognize the urgent need to share our region's clean energy experience with the rest of the world to address critical global targets.

2020 FINANCIALS

Below is Fiscal Year 2020 unaudited financial information consolidated for the Northeast Clean Energy Council and NECEC Institute.

Revenue:

State Grants	\$419,050
Foundation Grants	\$489,000
Membership Dues	\$592,082
Sponsorship	\$239,492
Event Revenue	\$114,284
Other Income	\$64,162
Total	\$1,918,070

Expenses:

Communications, Membership & Events	\$191,303
Policy & Government Affairs	\$413,957
Strategic Partner Network	\$208,150
Cleantech Navigate Northeast	\$177,281
Cleantech Open Northeast	\$342,478
Operations	\$463,209
Special Projects	\$185,341
Total	\$1,981,719



NECEC MEMBERS

NECEC is the premier voice of businesses building a world-class clean energy hub in the Northeast.

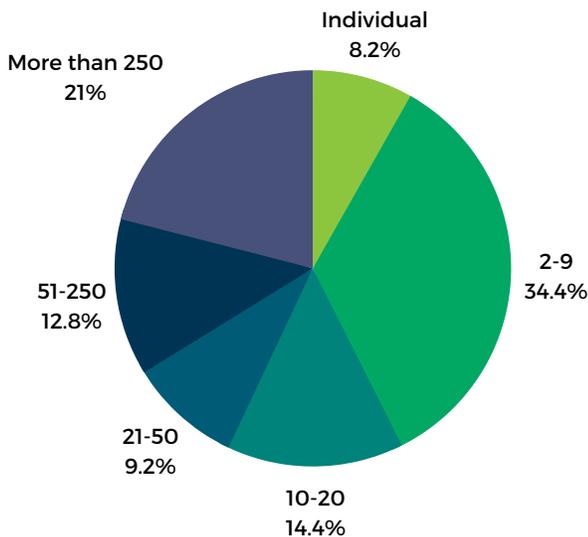
We are the only organization that covers all of the clean energy market segments in the Northeast, representing the business perspectives of investors and clean energy companies across every stage of development. Our members span the broad spectrum of the clean energy industry, including energy efficiency, demand response, renewable energy, combined heat and power, energy storage, fuel cells, advanced and “smart” technologies, and more.

In 2020, we welcomed **27** new members from across the clean energy sector, including:

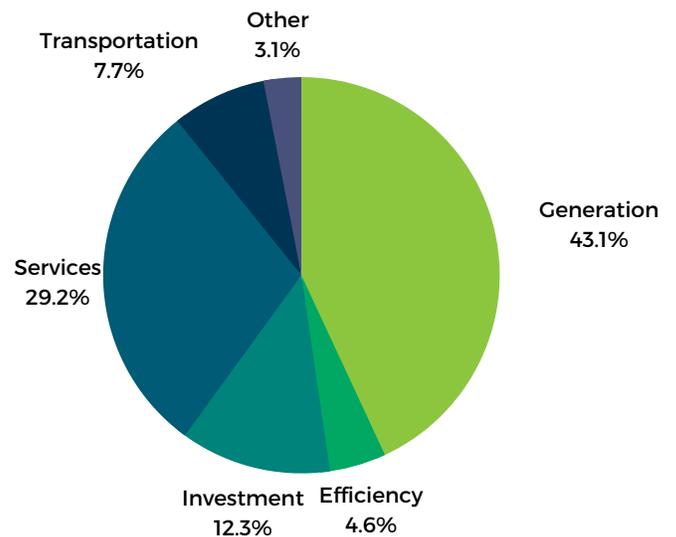
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- Zero Point Development

MEMBERS BY EMPLOYEE COUNT



MEMBERS BY SECTOR



STRATEGIC PARTNER NETWORK

NECEC's Strategic Partner Network (SPN) is a membership network for global corporations focused on building relationships across the Northeast cleantech ecosystem.

Through SPN, we help leading corporations form partnerships within NECEC's startup community and clean energy member companies to advance their energy and cleantech business strategies. NECEC hosts quarterly workshops, and networking and educational events for SPN members, as well as market development sessions to grow strategic opportunities in the Northeast.

We also facilitate strategic market working groups to foster collaborative business opportunities and involve SPN members in our early-stage innovation programs Cleantech Open Northeast and Cleantech Navigate as sponsors, advisors, and potential partners or investors with the promising startups that participate in these programs.

2020 SPN MEMBERS



SPN EVENTS

Cleantech Financial Innovation Summit

NECEC's fifth-annual Cleantech Financial Innovation Summit, sponsored by NYSERDA and held virtually, brought together 110 leaders from finance, cleantech, and the public sector for unique discussions on the most pressing finance challenges facing the transition to a clean energy economy. Speakers from Clean Energy Ventures, Energy Impact Partners, Schneider Electric Ventures, BNP Paribas, NYSERDA, Hannon Armstrong, Lexden Capital, Urbs Systems, and New Urbana Venture Studio shared insights on ways to fund startups and finance projects.

Pathways to Net Zero 2050 Workshop Series

Buildings are some of the biggest emitters of greenhouse gases and organizations are increasingly coming under pressure to implement climate action plans to achieve deep emissions reductions by 2050. This two-part event series, sponsored by MassCEC and hosted in partnership with PowerOptions and the Boston Green Ribbon Commission, convened organizations across the Northeast leading the way on achieving greenhouse gas emissions reductions in buildings. Attendees shared best practices, insights, challenges, and solutions in their work to develop and execute climate action plans for their organizations.

Opportunities for Hydrogen in the Northeast Webinar

NECEC convened public and private hydrogen industry stakeholders for a public webinar to discuss the opportunities and challenges of developing infrastructure for a regional green hydrogen economy. Speakers from the Fuel Cell Hydrogen European Union Joint Undertaking, Energy Futures Initiatives, Shell, Eversource, Generate Capital, and the Connecticut Department of Energy & Environmental Protection shared insights and ideas about how to develop green hydrogen in the Northeast, drawing from case studies of its impact in California and Europe.



"NECEC's Strategic Partner Network has provided Eversource with a platform to collaborate with industry leaders and energy entrepreneurs focused on tackling our global climate challenge. SPN has provided us with a guidepost for emerging industry trends and solutions, connected us with other innovative energy companies, leaders, and experts, and broadened the role we play in helping our company and the region reach carbon neutrality." - Roger Kranenburg, VP, Energy Strategy and Policy, Eversource

"Through the Strategic Partner Network, Shell has been able to plug into an engaged network of energy companies to exchange ideas and collaborate around our shared energy and climate goals. SPN offers members a forum to develop strategic industry alliances, participate in and lead events on policy and innovation developments, and work together to incubate energy solutions for the entire region." - Matthew Blieske, Global Head of Engineering and Product Development, Shell



POLICY & GOVERNMENT AFFAIRS

At NECEC, we bring together diverse stakeholders to develop policies and regulations that create thriving clean energy economies.

Our policy coalitions are built on strong relationships with hundreds of our clean energy member companies that bring expertise in developing and financing clean energy projects, and with elected officials and policymakers from across the Northeast. We are a sought-after voice for insights about the region's clean energy policies and help build the connections necessary to propel the clean energy industry forward.



Connecticut

Before the Legislature was shut down due to COVID, NECEC made progress in building support for an energy storage bill and other solar legislation that will be discussed in 2021. During the early days of the pandemic, NECEC helped protect energy efficiency funding, supported efforts to get clean energy workers back on the job safely, and made sure the clean energy transition continued to progress. With the legislative halt, our focus turned to shaping regulatory outcomes with Connecticut's Department of Energy and Environmental Protection and Public Utilities Regulatory Authority. NECEC worked with the U.S. Energy Storage Association to develop a proposal for a comprehensive energy storage program, which we expect to be finalized in 2021. NECEC also worked with several partners to provide a Non-Wires Alternatives program design that is under consideration. The work of 2020 laid the foundation for what we expect to be a momentous 2021, and we look forward to accelerating Connecticut's clean energy deployments.

Maine

Following 2019's passage of a suite of clean energy bills, 2020 was a year of implementation for several clean energy solutions in Maine. The state's large-scale renewable procurement resulted in the selection of more than 500 MW of new projects, and the Maine Climate Council released the Maine Won't Wait Climate Action Plan that doubles down on the state's commitment to decarbonization. While the anticipated Distributed Generation Procurement ended with no projects selected to move forward, and interconnection challenges have created obstacles for the solar industry, the challenges and successes of 2020 lay a path for resolving outstanding issues in 2021.





Massachusetts

When pandemic lockdowns disrupted clean energy industry progress in Massachusetts, NECEC successfully pushed the state to make accommodations for construction delays impacting the state's clean energy programs. NECEC worked to build legislative momentum for a net-zero bill that includes environmental justice provisions, which was passed by the Legislature in early 2021. As part of the Global Warming Solutions Act Implementation Advisory Committee, NECEC also contributed to the development of the Massachusetts 2050 Roadmap, which was released in late December and outlines scenarios to get the state to a net zero emissions economy by 2050. NECEC and its membership guided the development of a solar SMART 400 MW review resulting in regulations that double the size of the program, worked on the Clean Peak Standard Guidelines, pushed back on proposed RPS changes that would negatively impact the industry, and supported the Transportation Climate Initiative (TCI) in Massachusetts and across the region. We remain deeply engaged in efforts to resolve roadblocks with the interconnection of solar and other renewables in Massachusetts and are leading a coalition of members in support of novel strategies to pay for the modernization of the grid in a fair and equitable way.

New Hampshire

Working with our partner Clean Energy NH, NECEC supported the development of the state's first three-year energy efficiency plan, which included active demand response, workforce development, and ambitious savings goals. The plan has gained support from a wide range of stakeholders, including utilities, and is pending approval. The Legislature passed a bill that requires the state's Public Utilities Commission (PUC) to open an investigation into how to compensate storage projects. This investigation has the potential to stimulate clean energy deployment in the Granite State. The PUC also conducted an investigation into rate designs for EV charging stations, which will lead to a utility filing that can alleviate barriers to electric vehicle deployment.



Rhode Island

In January 2020, NECEC was honored to introduce Governor Gina Raimondo as she signed an Executive Order pledging to achieve 100% renewable electricity in Rhode Island by 2030. Throughout 2020, NECEC was actively involved in the Office of Energy Resources' (OER) development of policy priorities to satisfy the Executive Order, and worked to support a 100% Renewable Electricity Standard, local development, an extension of the energy efficiency programs, and a commitment to energy storage. NECEC helped build consensus between developers, OER, and National Grid to improve Rhode Island's interconnection standards. NECEC was also active in the RI Mobility Innovation Working Group

Vermont

Despite a disrupted legislative session, Vermont passed landmark climate legislation in September. An Act Addressing Climate Change updates the state's emissions commitments and creates the Vermont Climate Council, which is required to adopt a Climate Action Plan by December 2021. NECEC supported our partner Renewable Energy Vermont (REV) in its leadership on the state's biennial net metering review. In an effort to ensure the state's Public Utilities Commission appropriately valued net metering resources in its review, REV worked with solar stakeholders to fund and release a report showcasing the significant cost savings delivered by solar resources in New England.



CLEANTECH OPEN NORTHEAST

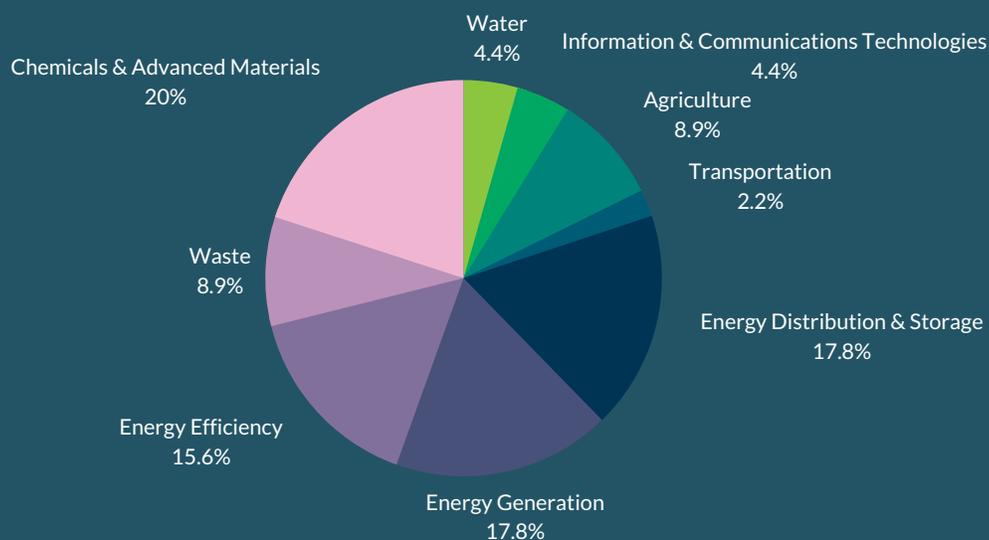


NECEC runs the Northeast region of Cleantech Open, an annual accelerator that connects cleantech startups with education, mentoring, and guidance. As a pillar of the Northeast's cleantech innovation ecosystem, Cleantech Open Northeast has trained more than 450 early-stage clean technology startups through its annual business accelerator. Since it launched in 2005, 68 percent of Cleantech Open Northeast startups are still in business, employing more than 3,300 people, generating nearly \$280 million in revenue, and raising more than \$650 million in funds. Cleantech Open Northeast startups are increasingly diverse, with the majority of the 2020 cohort led by women, women of color, or people of color.

2020 Cleantech Open Northeast Cohort Stats

- 47 startups
- 175 mentors
- 45 events attended by more than 2,200 people
- Startups came from MA, RI, CT, NH, VT, ME, NY, NJ, PA and Eastern Canada
- 63% of startups had a woman founder or a BIPOC founder

Technology Breakdown of 2020 Cohort



2020 Cleantech Open Northeast Regional Finals

CTONE held its virtual Regional Finals in early October, where judges heard pitches and presentations from the cohort and selected four regional winners to each receive a \$10,000 cash prize: Andluca Technologies, Polycarbin, RenewCO2, and T-Omega Wind. One regional winner, Polycarbin, and a regional finalist, CLIP, were recognized as National Finalists at the Cleantech Open Global Forum in late October.

2020 Northeast Regional Winners



Andluca Technologies

Andluca Technologies, a startup from Princeton University, has developed UV-solar-powered smart glass for improving the energy efficiency of buildings. Andluca's patented UV solar-powered smart glass can reduce building energy use by up to 30% and improve occupant productivity by 2+% compared to traditional windows. Unlike competing electrochromic glass products, which are wired, Andluca's wireless smart windows can be easily installed in existing buildings, which make up 40% of U.S. consumption.

POLYCARBIN Polycarbin is a software-enabled sustainability company attempting to capture the three billion pounds of scientific plastic in the biomedical waste streams of today and turning it into the lab products of tomorrow. They accomplish this mission using a front-end diversion system informed by waste analytics. Polycarbin diverts this stream of plastic and converts it into laboratory products valued at \$25.00/lbs., turning scrap worth hundreds of millions into laboratory products worth tens of billions.



RenewCO2: CO2 is a massive waste product of many industries and is emitted into the atmosphere on a scale of 300 billion tons per year globally, causing major environmental damage, losses in agricultural productivity, and threats to public health. RenewCO2's disruptive technology uses the direct electrochemical CO2 reduction reaction to produce precursors (monomers) of some of the major polymers and chemical feedstocks used today.



T-Omega Wind: Offshore wind could supply all U.S. electricity with the construction of 120,000 10MW turbines, but existing units are so expensive that electricity must be subsidized down to \$0.07/kWh. T-Omega Wind's patent-pending design uses existing blades and a new tower/base at a cost of \$10 million, producing \$0.04/kWh of electricity. Thousands of these units could be built each year by existing small businesses with little investment.

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CLEANTECH NAVIGATE

Cleantech Navigate Northeast is NECEC's signature program for cleantech, greentech, and sustainability startups working to grow and scale.

Through Navigate, NECEC provides startups with valuable learning and networking opportunities and curated connections to investors, corporate partners, utilities, and other customers through the program's informative webinar series and singular investors connection events. Navigate helps strengthen startups' market positioning and go-to-market strategy so that they can grow and scale. In 2020, Navigate supported more than 500 connections within the cleantech ecosystem.

Investor Corporate Customer Connect (ICCC)

Through Navigate's bi-annual Investor Corporate Customer Connect, hosted each year in November and June, NECEC brings together entrepreneurs, investors, corporations, utilities, and cities looking to pilot, invest, partner, or acquire new clean technologies. This year, 94 startups and 73 investment firms, corporations, and customers from 19 countries attended the events for a series of highly curated one-on-one meetings. The 2020 ICCC meetings were curated with the help of the ICCC Investor Steering Committee, which includes representatives from Iberdrola, Spring Lane Capital, Buoyant Ventures, Schneider Electric, and Braemar Energy Ventures.

2020 NAVIGATE SPONSORS



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WEBINAR SERIES

Navigate's webinar series, sponsored by NYSERDA and hosted in partnership with CleanCapital, provides the cleantech innovation community with practical strategies to help strengthen the capacity of early-stage entrepreneurs, investors, corporations, and incubators. In 2020, Navigate held four webinars focused on investor and corporate partner readiness and featuring startup case studies.

This year's topics included:

- One on One with a Seed/Series A Investor
- Renewable Energy: Opportunities for the Next Decade
- Building an Equitable Energy Future
- Utilities: Fast Forward to 2030



INNOVATION PARTNERS

76West	LaunchNY
Activate	MassVentures
ACTION	MassCEC
Blue Incubator	MassChallenge
Brown University	M-Corps
BIANYS	New Lab
The Capital Network	North Shore InnoVentures
CI Works	NREL
CEBIP	NYSERDA
CEBN	Rensselaer
Clean Energy NH	SeaAhead
Cleantech Open	Social Enterprise Greenhouse
Cleantech San Diego	Southern Tier Startup Alliance
DeltaClimateVT	The Tech Garden
E2Tech	URBAN-X
Elemental Excelsior	Urban Future Lab
Greentown Labs	Venture Café
IncubatorWorks	Village Capital
Koffman Southern Tier Incubator	WorLab



NECEC EVENTS

NECEC hosted dozens of gatherings for the clean energy community in 2020 and successfully adapted to the ongoing COVID-19 pandemic to continue delivering events in a virtual setting. Our events brought together NECEC members, sponsors, and partners with public officials, policymakers, and industry leaders to share ideas and discuss the most pressing issues facing the clean energy industry and cleantech ecosystem. Through our events, NECEC helps foster deeper relationships within the industry, build partnership opportunities across the Northeast states, and elevate the voice of the clean energy business community.

Clean Energy Days

Our clean energy days allow NECEC member companies to meet with legislators and energy officials across the Northeast to discuss key energy policy issues affecting each state. In 2020, NECEC hosted clean energy day events in Maine, Connecticut, and Massachusetts, and successfully shifted to a virtual format due to the ongoing COVID-19 pandemic. The events featured meetings with policymakers and NECEC's clean energy business leaders from the solar, energy storage, wind, EV, smart grid and other clean energy sectors. We heard from legislators about their priorities and questions for the upcoming year, discussed our hopes for the deployment of new clean energy resources and initiatives, strengthened relationships, exchanged ideas, and expanded opportunities with those who share our strong commitment to clean energy and climate progress.



interconnection challenges and solutions, new business models for electrification, and a special conversation with Massachusetts Congressman Richard Neal about the role of clean energy in pandemic-related economic relief efforts.

Emerging Trend Series

NECEC's Emerging Trend Series events offer the clean energy and cleantech communities a chance to learn about trending topics, growing markets, and upcoming trends, and network with colleagues across the industry. The events feature speakers from leading clean energy companies, startups, and corporations; legislators and policymakers from across the Northeast region; and advocates who share NECEC's commitment to the clean energy transition. In 2020, NECEC hosted Emerging Trend Series events on

Redacting Bias: How Leaders and Employers Can Make Meaningful Change in the Workplace

In October, NECEC teamed up with the Boston Chapter of the American Association of Blacks in Energy (AABE) and New England Women in Energy and the Environment (NEWIEE) to co-host an interactive Zoom session examining how employers can take intentional action to identify and address bias, foster a diverse network, and build opportunities for diverse mentorship. Keynote speakers Tommi Paris and Drexel Harris shared their experiences and identified strategies to bring a greater focus on diversity, equity, and inclusion to the workplace.

Back to Work Challenge Awards

In 2020, NECEC launched the Clean Energy Back to Work Challenge to highlight innovative projects from clean energy organizations that successfully adapted their business practices during the ongoing COVID-19 pandemic. NECEC invited businesses and organizations to nominate their best practices, pilots, innovations, and model projects for awards in five specific categories and selected 12 finalists from 22 exciting nominees.

The virtual awards ceremony was attended by more than 130 guests and featured a keynote conversation with former Massachusetts Governor Deval Patrick and a special performance by Boston Baroque.

Winners in each category included:

- Customer Acquisition Award: Nexamp
- Innovating Remote Work & Technology Solutions Award: CMC Energy Services
- On-Premises Project Construction & Installation Award: Eversource
- Greenhouse Gas Reduction & Public Health Mitigation Award: Embue Inc.
- Community Engagement During the Pandemic Crisis Award: PowerOptions



NECEC Annual Meeting

NECEC held its annual meeting in December 2020 to discuss strategic priorities for the organization and the clean energy industry in 2021 with members and sponsors. The event started with an overview of the state of the clean energy industry amid the COVID-19 pandemic and economic crisis, followed by breakout sessions for colleagues across the industry to connect. NECEC also assembled a panel of policy experts to discuss how the Biden-Harris Administration could impact the Northeast clean energy industry.

NECEC IN THE NEWS

NECEC's strategic communications efforts earned media placements in outlets like *The Boston Globe*, *Commonwealth Magazine*, *The Providence Journal*, *The Portland Press Herald*, and many more in 2020. NECEC outreach garnered a total of 30 placements, featuring NECEC statements on emerging Northeast clean energy policy issues and op-eds about some of the most pressing issues in the industry today.



CommonWealth
NONPROFIT JOURNAL OF POLITICS, IDEAS & CIVIC LIFE

Mass. Clean Energy Center needs more funding

Op-ed By Peter Rothstein, Emily Reichert, Robert Rio And Elizabeth Turnbull Henry

OVER 111,000 PEOPLE WORK in Massachusetts' dynamic clean energy economy, due to a powerful combination of leading policies, strong talent, and key institutions. At the center of this dynamic industry is the Massachusetts Clean Energy Center (MassCEC).

The Boston Globe

Clean Energy Center's focus could shift from jobs to climate change

By Jon Chesto

Few experiences can prompt deep introspection and self-assessment like watching your savings slip away. Just ask the folks at the Massachusetts Clean Energy Center, the quasi-public agency created a decade ago to jump-start the clean-tech sector here...Rothstein said he has reason to be hopeful that legislative leaders recognize the importance of keeping the MassCEC train going.



SHNS
STATE HOUSE NEWS SERVICE

Divided Lawmakers Agree on Goal: Climate Bill in 2020

By Colin Young

At the start of 2020, it seemed almost inevitable that the Legislature would send Gov. Charlie Baker some form of climate change legislation by this summer. Now, with the pandemic demanding a massive share of legislative energy and with time for significant lawmaking ticking away, advocates are urging legislators not to squander the opportunity.



The Boston Globe

Biden's administration should charge up the offshore wind industry

By Jon Chesto

Few industries stand to benefit more from the Biden administration's arrival than clean energy, and the nascent offshore wind sector in New England could get a long-awaited boost as a result. So far, construction has yet to start on any major offshore wind farm in the United States, as projects before the Trump administration were mired in permitting delays.



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