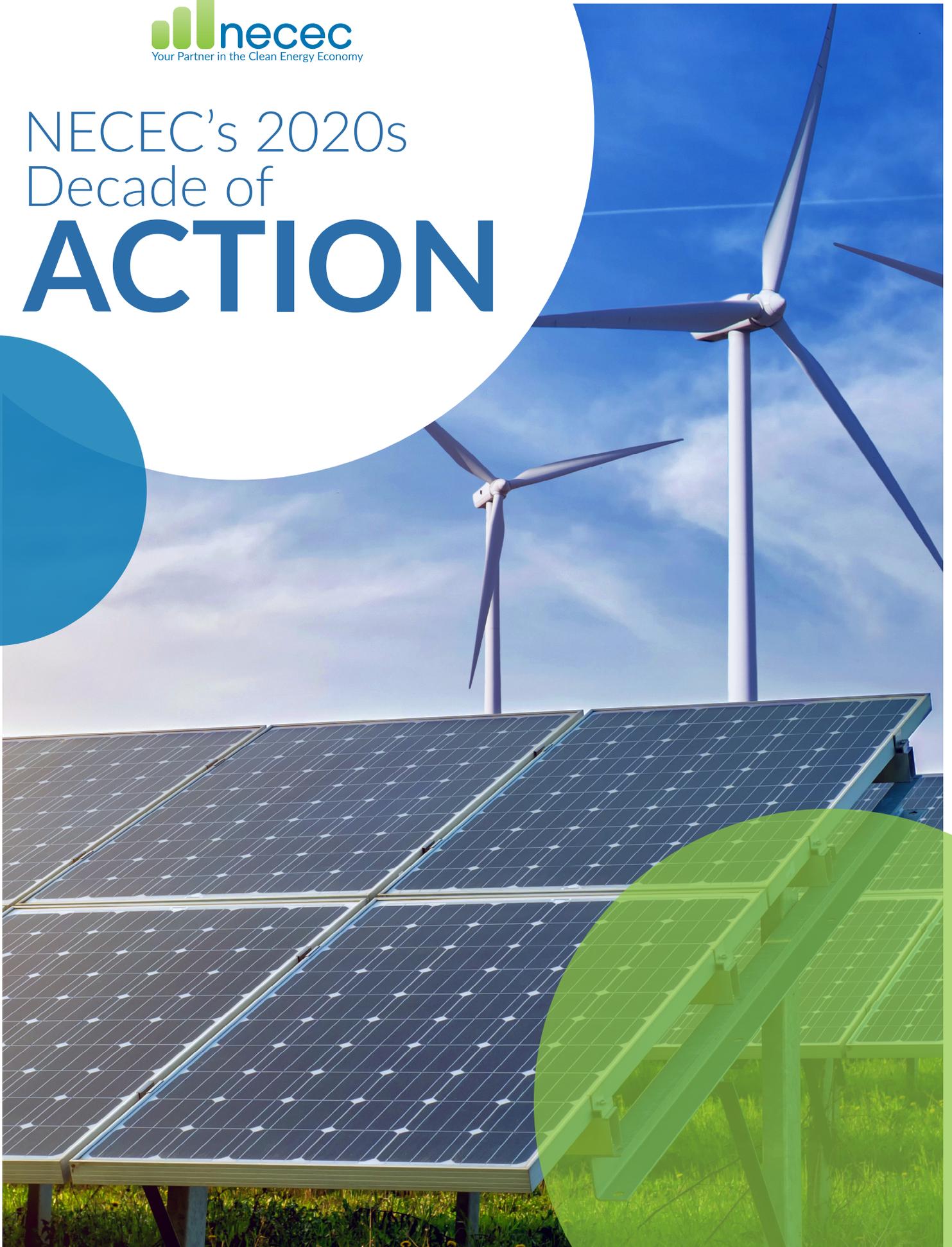


# NECEC's 2020s Decade of **ACTION**



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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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## NECEC: The Voice of the Northeast Clean Energy Industry

NECEC is a regional clean energy nonprofit organization focused on the **Northeast U.S.**, which includes the six New England states and New York. 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 that delivers global impact.

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. NECEC brings 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.



# NECEC and the Northeast

## Leveraging Our Regional Ecosystem to Drive Clean Energy Transition Leadership

When you consider the expertise, knowledge, innovation, and partnerships needed to advance the climate goals of the next decade, you can see how the Northeast has a uniquely important role to play in the 2020s Decade of Action. NECEC serves as a leader, convener, and connector in shaping and advancing key policies, innovations, and market strategies, and plays a central role in making this decade one of climate progress.

The Northeast has an economy roughly the size of California or the United Kingdom and is recognized for its public- and private-sector clean energy leadership. The Northeast is home to a diverse set of clean energy initiatives in energy efficiency, solar + storage, grid modernization, offshore wind, clean transportation, and other sectors. These seven states also host hundreds of leading academic research institutions, bipartisan clean energy policy models, globally-recognized innovation clusters, and trailblazing public-private

collaborations as well as partnerships between startups and global corporate leaders. The region has a rich heritage of connecting major cities such as New York and Boston to tackle shared challenges, emerging Environmental Justice coalitions, and 21st century economic development initiatives.

NECEC harnesses the power of this ecosystem in the Northeast. 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, through our Decade of Action initiative, we recognize the urgent need to share our region's clean energy experience with the rest of the world to address critical global targets for the 2020s.





## NECEC 2020s Decade of Action

In the last decade, we saw great progress towards a clean energy future here in the Northeast and across the globe. And yet, the science has been clear that the decade was one of climate failure. As reported by the Intergovernmental Panel on Climate Change (IPCC), a United Nations panel created to provide objective scientific information on climate change, our planet now has only 10 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. NECEC

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

Success in the 2020s decade will be critical for the clean energy transition to fully take hold. We must reach greenhouse gas emissions targets by 2030 to put ourselves on a path to net-zero by 2050, prove which models will enable the clean energy transition, and deliver innovative solutions, best practices, and policy frameworks for new sectors and markets. These aggressive goals



need the Northeast and partners such as NECEC to develop strategies for collaborative climate investments and prove which new markets and practices will succeed and scale. With NECEC's uniquely powerful network of problem solvers and innovators, and our location in a Northeast ecosystem keenly focused on driving a transition to clean energy, we are poised to have a transformative impact in creating climate solutions for the future.

To achieve NECEC's Decade of Action goals, we are seeking funding and partnerships to expand

three existing NECEC strategies for regional success and establish one new strategy for global impact:

**Expansion of existing strategies:**

- Enhancing Our Policy & Regulatory Framework
- Growing the Innovation Ecosystem
- Proving Clean Economy Market Models

**Establishing a new strategy:**

- Sharing Best Practices Near & Far

# Enhancing NECEC's Policy & Regulatory Framework

At NECEC, we bring together diverse stakeholders to build 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 partnerships, public officials from across the Northeast, and national and global corporations and associations. We are a sought-after voice and thought leader for insights about clean energy policy across the region and a go-to resource for incoming government administrations, commissioners, and committee chairpersons. Our work to develop effective policies across the Northeast has helped create the successful state-run Massachusetts Clean Energy Center (MassCEC), a nation-leading offshore wind bidding process that is used in many Northeast states, policies that scale distributed energy resources cost-effectively across our region, new grid modernization and utility models, and more.

Looking ahead, NECEC needs to expand these ongoing efforts while adding additional policy support to **transform regional electricity markets, ensure offshore wind projects secure permits, launch a regional initiative for clean transportation, electrify and add intelligence to smart, connected, clean buildings, and scale renewables and storage** to become the majority source of regional generation by 2030 and the backbone of a net zero economy by 2050.

Funder and partner support will enable NECEC to **advance policy and regulatory frameworks** and aggressive goals by:

**1. Broadening our work to expand state and regional climate targets** through bottom-up state and federal engagement. The Northeast has set ambitious goals to reduce greenhouse gas emissions and transition to renewables, and there is great potential for more coordinated clean energy strategies in the coming years among private sector leaders and state, regional, and federal govern-

ments thanks to a new federal administration that is supportive of this work. Examples of existing state and regional targets include:

- Maine's 80% Renewable Energy Standard target
- New York's target of 100% zero emissions electricity by 2040
- Rhode Island's Executive Order for 100% renewable electricity by 2030
- Economy-wide net-zero 2050 targets and pathways

- 2. Growing our transportation working group** by engaging new companies and stakeholders such as ride-share corporations, transportation fleet operators, vehicle manufacturers, EV charging infrastructure innovators and operators, green hydrogen and related fuel-cell vehicle and application companies, and the communities and customers that are investing in and successfully scaling clean transportation systems.
- 3. Doubling our policy team** to five full-time staff to expand our impact in new markets and sectors, including **offshore wind, regional electricity markets** and **grid modernization structures**, and **distributed energy** resources (DER), such as solar, energy storage, flexible demand, smart buildings, microgrids, and community-scale solutions.
- 4. Expanding our Distributed Energy Resources (DER) policies** to remove barriers to siting for clean energy development across the region, including for community-scale solar and other renewables; expand the role for energy storage in a clean electricity grid by advocating for rates and regulations that prioritize demand resources, time of day pricing, and cost-effective peak management; strengthen net metering; and prioritize policy consistency to move beyond the start-and-stop programs that have hampered DER progress.

# Growing the Innovation Ecosystem

Innovation has a significant role to play in the global transition to a clean energy economy. Since our earliest days, NECEC has been working to foster a global hub for cleantech innovation in the Northeast, driven by the region's world-class universities, dynamic investor and entrepreneurial communities, and receptive state governments. NECEC manages two early-stage innovation programs, the **Cleantech Open Northeast** startup accelerator and our **Navigate** ecosystem connection program. Through these programs, we help identify promising new cleantech innovations and startups and foster their early-stage growth and success. 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 will grow NECEC's unique role as ecosystem connector and innovation accelerator. We must discover more entrepreneurs and startups with great ideas, connect them with seasoned mentors who can provide expert guidance, expand our large network of sustainability investors, and connect these startups with our **Strategic Partner Network**, a network of global energy players

seeking to partner with emerging startups and 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. Expanding our Cleantech Open Northeast (CTONE) startup accelerator into New Jersey, Pennsylvania, and eastern Canada.
2. Enhancing our Navigate program by growing and solidifying our network of several hundred investors, corporate partners, and early-adoption customers, and growing the Navigate team to facilitate carefully matched startup connections that lead to venture investments, go-to-market partnerships, and the commercialization of new innovations in our region and beyond.
3. Doubling our Strategic Partner Network from 10 to 20 leading global corporations that engage through NECEC to leverage the Northeast as the leading region in which they can refine and prove which clean energy innovations and partnerships can succeed and scale for global impact.



## ○ Demonstrating Successful Clean Economy Market Models

Over the past decade, NECEC has helped accelerate clean energy adoption in the Northeast by advancing policies that create meaningful market demand for renewables. We have influenced public-sector pilot projects that demonstrate innovative business models for the clean energy transition, engaged our members and partners to analyze these new business models, financing mechanisms, and market models, and defined and shared the approaches that can help critical clean energy solutions scale. NECEC played critical roles enabling the successful energy efficiency market in the Northeast, a nation-leading model for competitive solicitations of offshore wind projects, pilot programs for energy storage applications, and much more.

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, including corporations like Schneider-Electric, Enel, Engie, Shell, and Toyota; major regional utilities like National Grid, Eversource Energy, and Avangrid; global offshore wind developers like Orsted, Vineyard Wind, Mayflower Wind, Ocean Winds, and Equinor; leaders in electric vehicle charging; and others. NECEC members and sponsors also include climate solutions venture funds such as Breakthrough Energy Ventures, which joined NECEC's Strategic Partner Network to tap into our "market maker" group of energy companies and innovators.

The clean energy economy transition is dependent on significant progress over the next decade to prove 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 companies, municipalities, universities, hospitals, and groups that represent diverse communities and

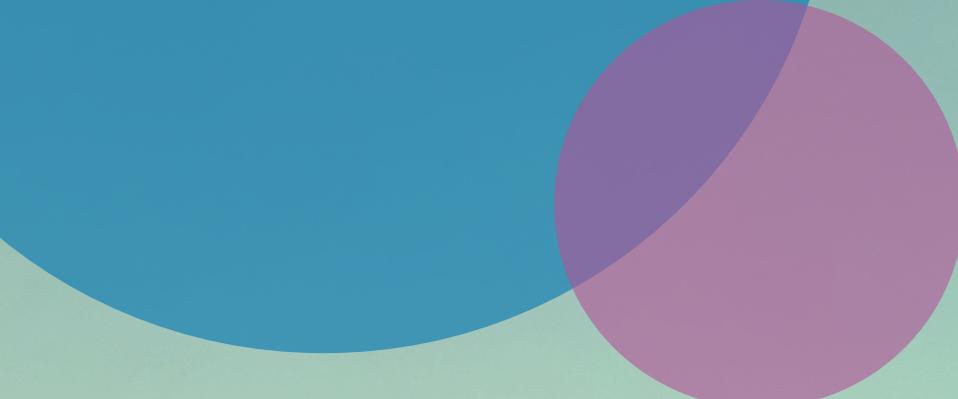
Environmental Justice networks. We are expanding our partnerships for a portfolio of Diversity & Environmental Justice Initiatives to ensure that everyone is able to participate in and benefit from the clean economy transition. We will continue to expand our stakeholder outreach to enable:

- Programs focused on ensuring income isn't a barrier to accessing clean energy benefits through income-tiered offers for resources like community solar, clean transportation, energy efficiency, clean heat, and more.
- An inclusive workforce development effort to attract diverse, historically underrepresented groups into clean energy jobs.
- Outreach to Environmental Justice communities to ensure inclusion in the clean economy transition, equitable and just access to the benefits of clean energy for underserved populations, and policies and programs that create solution-financing models (such as Energy as a Service) that target historically underrepresented communities, including landlord/tenant situations.

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

- 1. Activating the Transportation Climate Initiative (TCI)** in the Northeast by transforming the TCI Memorandum of Understanding signed by three Northeast states into new business models, aligning stakeholder and financing partnerships for clean transportation systems.
- 2. Launch a multi-year effort focused on multi-state electricity markets** and the critical changes required to adapt the role of ISOs from gatekeepers to market enablers and integrators for clean energy. NECEC has scoped this initiative with business and regulatory partners, and this project is poised to get underway with new funding.
- 3. Integrating Grid-Scale Offshore Wind** as the backbone for a resilient Northeast economy and an optimized resource for net-zero electricity, heating, transportation, fuel, and industrial applications. We aim to ensure offshore wind projects get deployed in time to meet regional goals by working with developers to get their permits approved in a timely and environmentally-sensitive manner, advancing the sector's construction infrastructure and supply chain partnerships, and expanding job opportunities, including to historically underrepresented communities.
- 4. Catalyzing Distributed Energy Systems and Communities,** by integrating solar 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

We know that climate change and clean economy solutions cannot be addressed in isolation, and our nation and world must join together to make significant advances towards a carbon-neutral future within the next ten years. As a leader in the development of a clean economy, the Northeast has an important role to play in sharing its successful clean energy and climate solutions across the globe. Part of our mission has been to build a clean energy economy that can serve as a model for the rest of the world, and we believe now is the time to turn that model into a global asset.

At NECEC, we seek to share what we have learned nationally and globally in an effort to leverage Northeast progress for the benefit of all. We aim to expand our collaboration with key partners across the region's leading universities to study the best practices of new solutions and models, and share these valuable approaches through the creation of a new **Global Clean Economy Best Practices Network**.

NECEC aims to spread insights and accelerate the clean economy transition 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 U.S. 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 U.S. to send a delegation of public- and private-sector leaders to COP26 in 2021 and participate in key gatherings throughout this decade. At the UK Government's urging, NECEC submitted a proposal in March 2021 to host a series of panels focused on key clean energy themes and an exhibition booth at COP26, with fundraising and sponsorship to be undertaken in spring 2021.

- 3. Evolve NECEC's Horizon conference.** For the past two years, NECEC and World Climate Foundation 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, we aim to update an event strategy that leverages an expanded international network focused on global clean economy best practice sharing, dialogue, and progress.

- 4. Expand University partnerships.** Following a successful pilot with Boston University and a strategic 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, clean energy project investors, and leading global clean energy corporations, including members of NECEC's Strategic Partner Network, 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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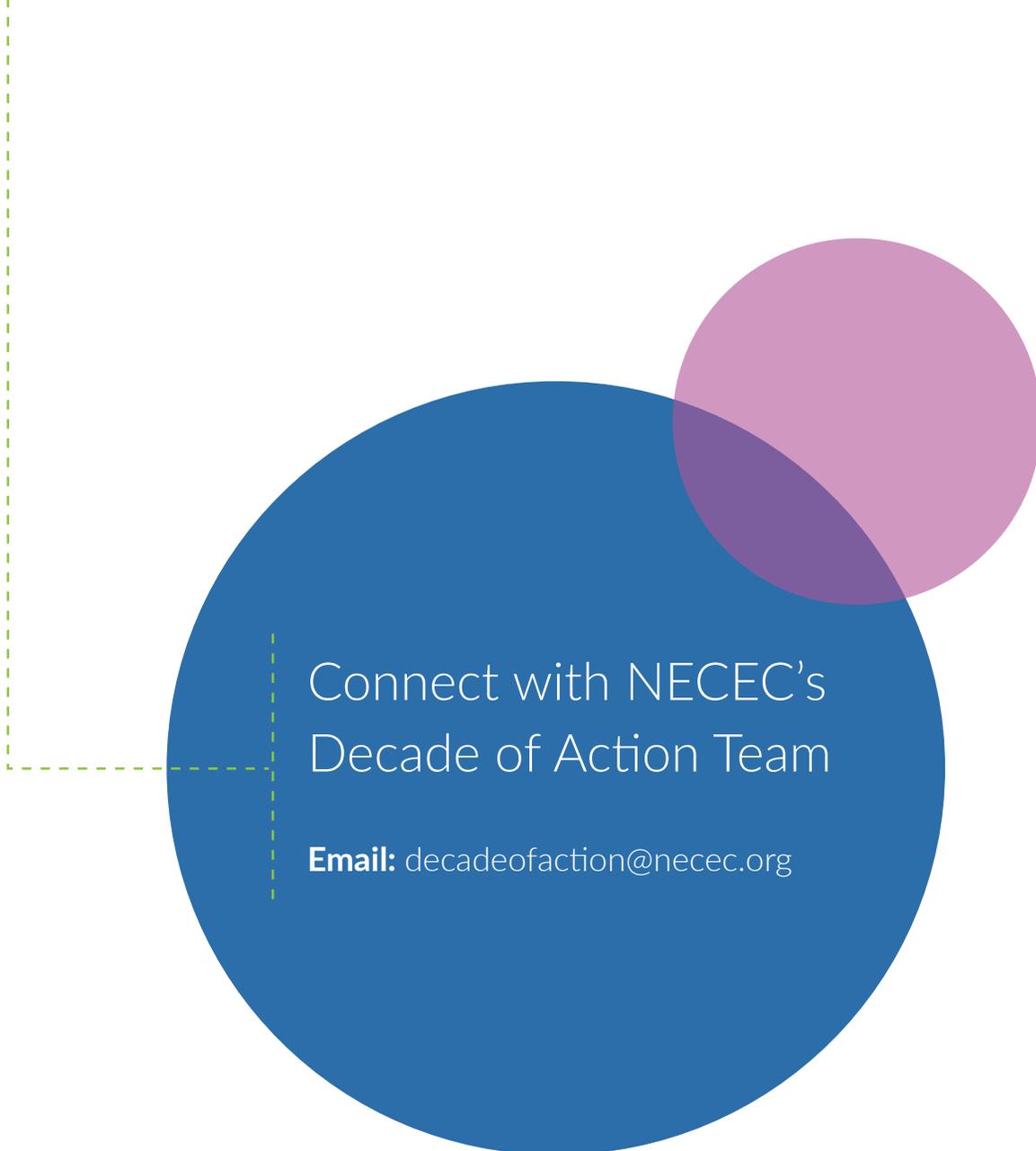
## NECEC: Poised for Transformative Impact with Your Philanthropic Support

As NECEC launches our Decade of Action initiative and fundraising effort, we are engaging with dozens of philanthropic organizations, major corporations, and individuals to share our vision of this valuable opportunity that needs their support. NECEC's Decade of Action is a critically important initiative to strengthen and scale our impact over the next 10 years. We aim to do this by advocating for policies that reduce greenhouse gas emissions in the 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 increase NECEC's sustainability and effectiveness, we need to double our capacity with a strategic investment of \$2.5 million in new funding each year, and to maintain that \$5 million annual funding level over the 2020s decade.

We need supporters to bridge the gap between the backing we receive from our business members and other partners, and the funding we need to implement our Decade of Action strategies. Corporate and philanthropic funders are seeking a strategy and field of action for transformative climate investments — the Northeast is that field of action, and NECEC has developed the strategy needed to reach the clean economy transition needed for global progress in the 2020s decade.

With NECEC's uniquely powerful network of innovative problem solvers focused on the cutting-edge of the clean economy transition, we can achieve global impact through networks and partnerships across the world. Join with NECEC to help make the 2020s a critically important Decade of Action on climate solutions and the transition to a clean economy. Together, as a region, nation, and planet, we cannot fail.



Connect with NECEC's  
Decade of Action Team

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[necec.org/decadeofaction](http://necec.org/decadeofaction)