



YEAR FOUR

IN THE DECADE OF ENERGY EFFICIENCY
2013 YEAR IN REVIEW



A BOLD YEAR

2013 marked a bold year at the Alliance. Bringing practicality to prose, the Alliance Commission on National Energy Efficiency Policy unveiled its **Energy 2030** policy recommendations to double the nation's energy productivity and **President Obama embraced the message** in his State of the Union address. Hundreds of thought leaders convened at our sixth EE Global Forum giving Dr. Ernest Moniz the platform for his first official address as Secretary of Energy. Our **website** was redesigned to provide advocates enhanced access to our work and we launched our **Blog to Save Energy**. We crushed efforts to roll back the efficiency of home building energy codes and we held the efficiency banner high all year, bolstering support by engaging government officials at the local, state and national level and hosting strategic events nationwide. Presented here are our boldest moments of 2013.



POLICY

Launched a Nation-wide Initiative to Double U.S. Energy Productivity

The Alliance **Commission on National Energy Efficiency Policy** unveiled its **Energy 2030 recommendations** in February, 2013. **The 50+ recommendations, which span the economy, all levels of government and the private sector, have been modeled** to demonstrate that their implementation would result in a net savings of \$327 billion annually, the creation of 1.3 million net new jobs, a savings on energy imports of \$100 billion annually and a reduction in CO₂ to 1/3 below the level emitted in 2005. The Alliance worked closely with the Administration to promote policies in line with our goal and recommendations, and in his State of the Union address President Obama challenged

the country to "cut in half the energy wasted by our homes and businesses over the next 20 years," and committed to implementing a \$200 million "Race to the Top" challenge grant program for states as recommended by the Alliance.

Through our political advocacy, energy efficiency gained even more support in the Oval Office. The President embraced the Alliance's state energy challenge idea by featuring energy efficiency prominently in the **President's Climate Action Plan**, and through the expansion of the **Better Buildings Challenge** to include multifamily housing, new accelerator programs for building data, performance

CONTINUED...

APPLIANCE EFFICIENCY STANDARDS
we helped develop would:

SAVE
\$28 BILLION
over the next 30 years

CUT CO₂
emissions by more than
350 MILLION
METRIC TONS

on top of **\$500 in ANNUAL SAVINGS**
FROM EXISTING STANDARDS

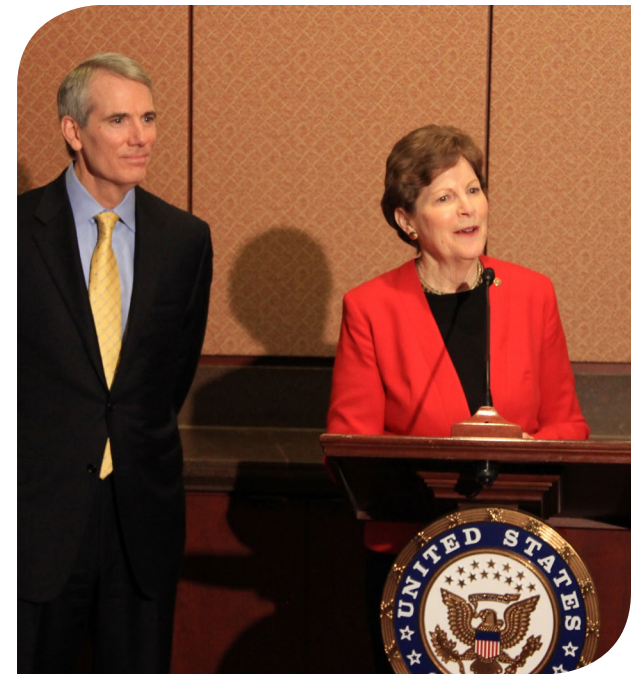


contracting, and energy performance certification. Working with the U.S. EPA we **established a framework for energy efficiency stakeholder engagement on Clean Air Act regulations** (Section 111(d)). In **joint comments** to the agency, we stressed the need for states to be able to use energy efficiency strategies to comply with the new carbon dioxide emissions regulations for existing power plants.

On Capitol Hill, our staff worked alongside Senate offices and helped usher in new bills, like the **"Energy Productivity Innovation Challenge"** (EPIC), which would create a national energy productivity competition mirroring the Energy 2030 goal, which is just one of 40+ bills and amendments introduced in Congress this year that comport with the Energy 2030 recommendations. Throughout the year we advocated for the Shaheen-Portman Energy Efficiency bill, which was approved by Committee and

moved to the Senate floor. While we didn't secure final passage in 2013, the path is being cleared to get the bill to the President's desk in 2014.

Our policy efforts didn't end inside the beltway – the Alliance grew the base of support for Energy 2030 with state and local entities, including the U.S. Council of Mayors who adopted a resolution in support of the goal.



Senators Rob Portman (R-Ohio) and Jeanne Shaheen (D-N.H.) at the Energy Savings and Industrial Competitiveness Act press conference April 18, 2013 on Capitol Hill.



EVENTS

Seeded Best Practices at Home and Abroad

In May we hosted our 6th and most successful **Energy Efficiency Global Forum** (EE Global); the bold moment of the event was a keynote address by Dr. Ernest J. Moniz **who offered his first official remarks** as Secretary of Energy to our audience of 550 industry leaders from all over the world. Dr. Moniz confirmed that energy efficiency issues, and doubling U.S. energy productivity by 2030, would be hallmarks of his tenure as a member of the Obama Cabinet.

We braved the infamous 2013 government shutdown and **honored efficiency's leading champions** at the 21st annual *Evening with the Stars of Energy Efficiency Awards Dinner*, and

in November our Great Energy Efficiency Day 2013 continued a strong tradition of advancing energy efficiency on Capitol Hill.

Throughout the year we offered over 20 virtual and on-the-ground opportunities around the world for Alliance Associates and allies to hear first-hand from efficiency experts and policy leaders, including the first **EE Global Asia Regional Workshop** in Manila, Philippines and the inaugural **Energy 2030 On the Road** campaign stops in Seattle, WA and Chicago, IL, which garnered commitments from city officials to implement policies and programs to double their localities' energy productivity.



Dr. Ernest J. Moniz giving his first official remarks as Secretary of Energy May 21, 2013 at EE Global.



PUBLIC OUTREACH

Expanding the Reach and Impact of the Alliance's Voice

ASE.ORG got a significant face-lift this year, with improved site structure, enhanced navigation, and interactive tools to make it easier for users. We expanded the Alliance's global voice with the brand new ***Blog to Save Energy***, which received over 4,500 visits in its first 6 weeks. And, we engaged our over 20,000 Efficiency NOW Advocates who wrote their members of Congress often in response to **Alliance advocacy alerts**.

Our social media presence grew even stronger, with a near doubling of **Twitter followers to 15,000** and growth of **Facebook fans to 48,500**, while maintaining high audience

engagement levels and offering new and diversified posts.

The Alliance expanded its influence with TV, print and online mentions in publications like The Washington Post, Roll Call, The Wall Street Journal, National Journal, USA Today, CQ/Roll Call, Politico, Washington Examiner, Forbes, Seattle Times, E&E, Bloomberg, Reuters, Associated Press, The Hill, and many more.

Politico Ad that ran on June 4, 2013 calling for senators to enact the Shaheen-Portman energy efficiency bil.



BUILDINGS

Stood Our Ground on Building Energy Codes

The Alliance led **Energy Efficient Codes Coalition (EECC)** and **Building Codes Assistance Project (BCAP)** worked with our Associates and Allies to beat back efforts to erode energy efficiency improvements made to model energy codes over the past five years. We **ensured sound energy policy prevailed** as local and state governmental officials rejected dozens of builder-sponsored home efficiency rollback proposals at the tri-annual meeting convened by the International Code Council to develop the 2015 International Energy Conservation Code.

In promoting building energy code adoption and compliance

at the state and local level, BCAP helped state and local governments create public policies that address energy, environmental and economic concerns. Across the country working with three utility companies, BCAP conducted consumer targeted advocacy campaigns in several cities, and established code official support programs, the Energy Codes Ambassador Program (ECAP), in Ohio and Texas.

BCAP also teamed up with DOE's Building Energy Codes Program to co-release its new bi-monthly newsletter, The Codes Connection, which reached 70,000 people in its inaugural launch in the fall.



The Online Code Environment and Advocacy Network website.



EDUCATION

Achieved Sky-Rocketing Energy Savings on Campuses & Flipped the Traditional Classroom Experience

Our 83 PowerSave Schools (K-12) together saved over 5 million kWh this year, reducing their electricity use by 15.9% and saving them \$980,000. We injected new, cutting edge educational tools like "flipped lessons," which free up and enhance valuable instruction time. We also created a brand new webinar program, PowerSave Schools Light, which was inaugurated in four K-12 schools in California's Arcadia Unified School District.

Our PowerSave Campus program grew to 23 campuses in 2013 with the addition of Morgan State University in Baltimore, MD which allowed it to reach an astounding

number of people - 463,333 to be exact! PowerSave Campuses realized total energy savings of 161,418,841 kWh and combined saved \$6,484,250.

Our participating schools also **made headlines**: the North Penn School District achieved the **EPA Energy Star Partner of the Year award**, and for the 10th year in a row PowerSave Campuses swept the student Best Practice Awards at the California Higher Education Sustainability Conference, with UC Berkeley and Cal Poly Pomona taking home awards in the energy efficiency and student sustainability categories, respectively.

PowerSave Schools by the Numbers

IN 7 YEARS, WE HAVE
WORKED
WITH OVER **600 SCHOOLS**
AND HELPED THEM SAVE
40 MILLION kWh
AND
OVER **\$5.7 MILLION.**



UTILITIES & GOVERNMENT

Facilitated Peer Exchanges in the Public Power Sector

The quality of data available on energy efficiency programs and initiatives by the public power sector improved dramatically in 2013 driven by the work of the **Clean and Efficient Energy Program** (CEEP), an initiative of the Alliance, **APPA** and **LPPC**.

CEEP trained more than 170 public power utilities and rural electric cooperatives on how to measure and report high-quality, comparable energy efficiency data for submission to the **Energy Information Administration**. We also created an interactive web graphing application that allows public power utilities to benchmark their energy efficiency programs against their peers. CEEP-facilitated peer exchanges among

public power utilities through the LPPC's Energy Efficiency Working Group (EEWG) ensures the adoption of best practices and policies within the public power sector.

The Alliance helped drive better energy management by federal agencies through our work on the Federal Energy Management Program (FEMP) and in partnership with Lawrence Berkeley National Laboratory. We added energy-efficient equipment requirements to federal construction specifications and we trained federal acquisition staff to require contractors to provide energy-efficient equipment and products in contract-based purchases.



FEMP chiller being installed at Navy Facility. Photo credit: U.S. Navy photo by Thomas Obungen/Released



INTERNATIONAL

Strengthened Global Markets for Energy Efficiency

We educated policymakers about global energy efficiency best practices through the U.S.-China Eco-Cities Mayoral Exchange Program. With the U.S. DOE and other partners, we brought together U.S. and Chinese mayors and other senior officials in San Francisco, CA; Washington, D.C.; and Beijing and Langfang, China to share best practices for incorporating clean energy measures into urban and transportation planning, buildings, industry, and the water supply sector.

Our international activities helped create and strengthen global markets for energy efficiency through policy

advocacy and assistance. We actively promoted energy efficiency policy in developing and transitional economies by supporting implementation of energy-efficient building codes in India and Vietnam. Alliance staff also participated in an Asia-Pacific Economic Cooperation (APEC) Peer Review of Energy Efficiency (PREE) mission to Brunei (June 2013), and assisted the Singapore Government in developing a Green Building Master Plan. Lastly, Energy 2030 went global, with the **Australian Alliance to Save Energy** chartering its own commission to work toward doubling Australia's energy productivity.



A Chinese delegation from the Ministry of Housing & Urban-Rural Development tour Covanta's Resource Recovery Facility.



SOUTHEAST REGION

Created a Foundation of Energy Efficiency

Proudly, the Alliance "graduated" the **Southeast Energy Efficiency Alliance** (SEEA) as an independent champion driving market transformation in the Southeast's energy efficiency sector through collaborative public policy, thought leadership, programs, services and technical advisory activities.

The Alliance saw the need and opportunity for a regional energy efficiency organization to serve the 11 states comprising the Southeast way back in 2003. In 2007, we incorporated SEEA as a wholly-owned subsidiary with its own Board of Directors and staff. The organization has

grown tremendously in size, stature and influence over the past several years and now is poised to transform the Southeast marketplace. The Board and staff of the Alliance are proud of what SEEA has become and wish the organization, its Board, staff and Associate members great success in driving energy efficiency into the region in the years and decades ahead.

Receive our Newsletter Enter your email address

SEEA
SOUTHEAST ENERGY EFFICIENCY ALLIANCE

Become a Member!

About Us Programs Policy News Members Contact Us

Why Energy Efficiency
The Economic Impact of EE Investments in the Southeast:
A 387% ROI - read the whole story

ENERGYPRO
PRODUCTIVITY PROGRESS PROSPERITY

SEEA News
DecaturWISE Program Recognized for Energy Efficiency Leadership

Find Resources and Utilities
Click a state

Join SEEA's Collaborative Network!

2013 ALLIANCE ASSOCIATES

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Acuity Brands Lighting
Advanced Power Controls, Inc.
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Alliance for Sustainable Energy LLC/NREL
Alliance for Water Efficiency
American Chemistry Council
American Council for an Energy-Efficient Economy
American Council on Renewable Energy
American Gas Association
American Institute of Architects
American Lighting Association
American Public Power Association
American Public Transportation Association

Andersen Corporation

ASHRAE
Association of Energy Engineers
Association of Home Appliance Manufacturers
Association of State Energy Research and Technology
Transfer Institutions

Austin Energy
Australian Alliance to Save Energy
BASF

Bonneville Power Administration

Brookhaven National Laboratory
BSH Home Appliances Corporation
Building Performance Institute
California Energy Commission
CALMAC Manufacturing Corporation
Center for Energy Efficiency & Sustainability
Center for Environmental Innovation in Roofing

Citigroup

CMC Energy Services
Collaborative for High Performance Schools
Conservation Services Group

Constellation Energy
Copper Development Association
Cree
Dallas/Fort Worth International Airport

Danfoss

DirectTV
DTE Energy
Duke Energy
Edison Electric Institute
Efficiency Valuation Organization
Electric Power Research Institute
E-Mon
EnerPath
European Alliance to Save Energy

Exelon Corporation

GreenerU
Greenhouse Gas Management Institute
Grundfos
Guardian Industries
Habitat for Humanity
Hannon Armstrong Sustainable Infrastructure, Inc.
Heat is Power Association
ICF International
Illuminating Engineering Society
InfoComm International

Ingersoll Rand

International Association of Lighting Designers
International Copper Association, Ltd
International Emissions Trading Association
International Window Film Association

Johns Manville

Johnson Controls
Joint Center for Political and Economic Studies
Jupiter Oxygen Corporation
Kimberly-Clark Corporation
KONE, Inc.
Knauf Insulation

Large Public Power Council
Lawrence Berkeley National Laboratory

Legrand

Lime Energy Co.

LG

Lockheed Martin
Los Alamos County Department of Public Utilities
Los Angeles Department of Water and Power
Maine Governor's Office
Manulife Financial
Masco Corporation
Midwest Energy Efficiency Alliance
Multistack
Nalco, An Ecolab Company

National Association for State Community
Services Programs

National Association of Clean Water Agencies
National Association of State Energy Officials
National Electrical Manufacturers Association
National Fenestration Rating Council

National Grid USA

National Insulation Association
National Rural Electric Cooperative Association
Net-Zero Energy Home Coalition
Niagara Conservation

North American Insulation Manufacturers Association

Northern California Power Agency
Northwest Energy Efficiency Alliance
Nuclear Energy Institute

NYSEDA

Oak Ridge National Laboratory
Opower
Orion Energy Systems
OSRAM SYLVANIA
Owens Corning
Panasonic
Pataki-Cahill Group

PG&E Corporation

Philips Lighting Company

Polyisocyanurate Insulation Manufacturers Association

Procter & Gamble

Rebuilding Together
Rinnai
Sacramento Municipal Utility District
Salt River Project
San Diego Gas & Electric Company

Schneider Electric

Seattle City Light

Sempra Energy

Shelton Group
Siemens Industry, Inc.
Smart Growth America
Snohomish County Public Utility District
Southeast Energy Efficiency Alliance

Southern California Edison

Southern Company

Spirax Sarco
TCP, Inc
Tennessee Valley Authority
Texas A&M - Energy Systems Laboratory

The Dow Chemical Company

The Stella Group

U.S. Climate Action Network

U.S. Green Building Council

United Technologies Corporation

University of California, Davis - Energy Efficiency Center
USES Manufacturing
Vinyl Siding Institute

Washington Gas

Western Governors Association

Whirlpool Corporation

White & Case LLP

World Business Council for Sustainable Development

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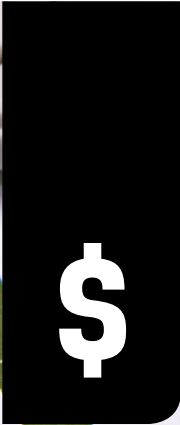
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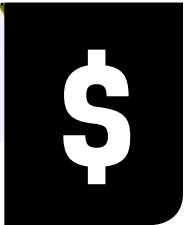
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FINANCIALS



FINANCIALS

Independent Auditor's Report

To the Board of Directors
Alliance to Save Energy
Washington, D.C.

We have audited the accompanying consolidated financial statements of the Alliance to Save Energy and Affiliate (the Organization), which comprise the consolidated balance sheet as of December 31, 2013, and the related consolidated statements of activities and cash flows for the year then ended, and the related notes to the consolidated financial statements.

Management's Responsibility for the Financial Statements

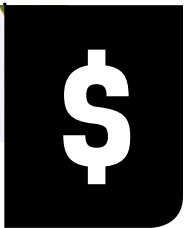
Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Organization's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Organization's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our qualified audit opinion.



FINANCIALS

Independent Auditor's Report

Basis for Qualified Opinion

Because of the lack of proper reconciliations and supporting documentation with respect to fixed assets, deferred rent, and the related occupancy and depreciation and amortization expense, we were unable to obtain sufficient appropriate audit evidence regarding the amounts at which fixed assets and deferred rent are recorded in the accompanying consolidated balance sheet at December 31, 2013 (stated at \$443,440 and \$331,832, respectively) or occupancy and depreciation and amortization expense for the year then ended and as recorded in the accompanying consolidated statement of activities (stated at \$637,611 and \$45,789, respectively). Consequently, we were unable to determine whether any adjustments to those amounts were necessary.

Qualified Opinion

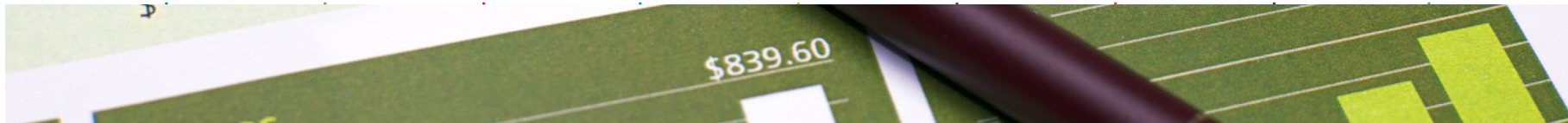
In our opinion, except for the possible effects of the matter described in the Basis for Qualified Opinion paragraph, the consolidated financial statements referred to in the first paragraph present fairly, in all material respects, the financial position of the Alliance to Save Energy and Affiliate as of December 31, 2013, and the changes in their net assets and their cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

BDO USA, LLC

Certified Public Accountants

Bethesda, Maryland

January 30, 2015



FINANCIALS

BALANCE SHEET

December 31, 2013

With Comparative Totals For 2012

ASSETS	2013	2012
Cash and Cash Equivalents	\$ 861,968	\$ 1,016,038
Investments	538,755	553,298
Accounts Receivable, net	1,636,703	3,066,870
Prepaid Expenses and Deposit	299,559	204,570
Property and Equipment, net	443,440	489,229
	\$ 3,780,425	\$ 5,330,005
LIABILITIES AND NET ASSETS		
Liabilities		
Accounts payable	\$ 1,265,657	\$ 3,258,712
Accrued expenses	880,047	481,570
Line of credit	1,460,000	1,460,000
Deferred revenue	788,355	1,193,183
Deferred rent	331,832	701,214
	\$ 4,725,891	\$ 7,094,679
Net Assets - (Deficit) Unrestricted	(945,466)	(1,764,674)
	\$ 3,780,425	\$ 5,330,005

STATEMENT OF ACTIVITIES

Year Ended December 31, 2013

With Comparative Totals For 2012

REVENUE AND SUPPORT	2013 UNRESTRICTED	2012 UNRESTRICTED
Grants		
Corporations and foundations	\$ 7,090,561	\$ 6,242,674
Government	8,993,714	10,482,261
Special events, net of cost of direct benefit to donors	1,552,617	1,781,849
Membership contributions	1,200,177	1,615,950
Donated services and equipment	161,440	109,259
Other income	272,377	135
Total revenue and support	\$ 19,270,886	\$ 20,232,128
EXPENSES		
Program services	\$ 17,995,319	\$ 17,645,078
General and administrative	101,830	4,777,583
Fundraising	345,529	274,600
Total expenses	\$ 18,451,678	\$ 22,697,261
Change in net assets	819,208	(2,465,133)
NET ASSETS		
Beginning, as previously reported	(1,764,674)	2,300,459
Prior period correction	-	(1,600,000)
Beginning, as restated	-	700,459
Ending (Deficit)	\$ (945,466)	\$ (1,764,674)



FINANCIALS

STATEMENT OF FUNCTIONAL EXPENSES Year Ended December 31, 2013 With Comparative Totals For 2012

	PROGRAM SERVICES				General and Administrative	Fundraising	2013 TOTAL	2012 TOTAL
	Demonstration	Policy	Communications	Total Program Services				
Salaries	\$ 2,316,973	\$ 438,379	\$ 153,494	\$ 2,908,846	\$ 1,616,886	\$ 191,463	\$ 4,717,195	\$ 6,091,376
Employee benefits and payroll taxes	982,699	169,045	61,597	1,213,341	676,530	77,770	1,967,641	2,470,478
Professional fees and contract services	8,914,346	66,288	68,300	9,048,934	313,639	36,427	9,399,000	9,782,071
Occupancy and utilities	13,715	-	-	13,715	607,324	16,572	637,611	1,006,848
Supplies and miscellaneous	76,238	-	53	76,291	13,633	1,614	91,538	509,229
Meetings and conferences	408,126	4,827	3,702	416,655	10,023	1,187	427,865	533,464
Travel	429,203	5,981	1,170	436,354	32,760	3,879	472,993	708,931
Telephone	74,926	-	1,321	76,247	42,382	5,019	123,648	370,505
Depreciation	-	-	-	-	45,255	534	45,789	96,288
Printing and publication	41,624	-	5,256	46,880	2,330	269	49,479	69,182
Periodicals, dues, and subscriptions	-	1,077	16,354	17,431	24,003	1,753	43,187	51,139
Postage and shipping	11,136	343	112	11,591	4,590	543	16,724	30,061
Repairs and maintenance	-	-	-	-	34,249	1,449	35,698	9
Bad debt expense and reconciliation adjustments	-	-	-	-	27,846	-	27,846	660,551
Interest expense	-	-	-	-	38,219	1,617	39,836	-
Other	20,086	5,944	12,890	38,920	302,275	14,433	355,628	317,129
Total direct costs	13,289,072	691,884	324,249	14,305,205	3,791,944	354,529	18,451,678	22,697,261
Indirect allocation	3,428,137	178,380	83,597	3,690,114	(3,690,114)	-	-	-
Total expenses	\$ 16,717,209	\$ 870,264	\$ 407,846	\$17,995,319	\$ 101,830	\$ 354,529	\$ 18,451,678	\$ 22,697,261



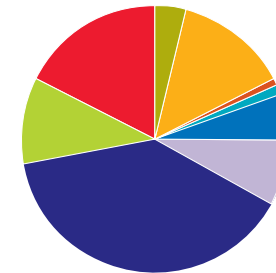
FINANCIALS

STATEMENT OF CASH FLOWS

Year Ended December 31, 2013

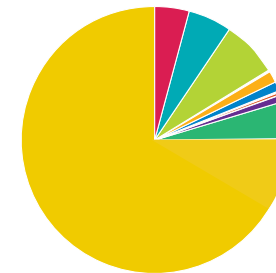
With Comparative Totals For 2012

	2013	2012
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in net assets	\$ 819,208	\$ (2,465,133)
Adjustments to reconcile change in net assets to net cash (used in) operating activities:		
» Depreciation	45,789	96,288
» Bad dept expense	27,846	-
» Allowance for doubtful accounts	-	(152,000)
» Deferred rent	(369,382)	32,193
» Changes in assets and liabilities:		
(Increase) decrease in:		
» Accounts receivable	1,402,321	369,103
» Prepaid expenses and deposit	(94,989)	101,756
Increase (decrease) in:		
» Accounts payable	(1,993,055)	1,735,387
» Accrued expenses	398,477	(31,150)
» Deferred Revenue	(404,828)	(643,072)
Net cash used in operating activities	(168,613)	(956,628)
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchases of property and equipment	-	(100,980)
Reinvestment of interest income	14,543	-
Net cash used in investing activities	14,543	(100,980)
CASH FLOWS FROM FINANCING ACTIVITIES		
Net proceeds on line of credit	-	985,304
Net cash provided by financing activities	-	985,304
Net (decrease) increase in cash and cash equivalents	(154,070)	(72,304)
CASH AND CASH EQUIVALENTS		
Beginning	1,016,038	1,088,342
Ending	\$ 861,968	\$ 1,016,038
Interest paid during the year	\$ 39,836	29,541



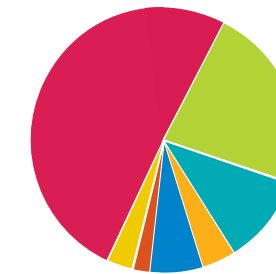
2013 REVENUE SOURCES

- Corporations **5.3%**
- Foundations **15.1%**
- Intl Org **0.8%**
- NGO/Non-Profits **1.9%**
- Other Federal Agencies **4.3%**
- States/Local Governments **9.1%**
- U.S. DOE **31.3%**
- Utilities **10.9%**
- Unrestricted **21.3%**



2013 EXPENSES BY ACTIVITY

- Associates Programs **4%**
- Collaboration Activities **6.2%**
- Events **5.9%**
- Fundraising **1.9%**
- General & Administrative **0.6%**
- Lobbying **0.3%**
- Other Activities **0.6%**
- Policy, Research & Education **4.7%**
- Restricted Programs **75.8%**



2013 TOTAL EXPENSES

- Wages **25.6%**
- Benefits **10.7%**
- Rent/Utilities **3.5%**
- Office Operations **4.5%**
- Meetings/Conferences **2.3%**
- Travel **2.6%**
- Consultants/Contractors **50.8%**

Auditors notes to Financial Statements available upon request.



FINANCIALS

Restricted Contributions & Sponsorships

\$0 - \$49,999

3M

Accent Windows
AEP Ohio
Air-Conditioning, Heating, and Refrigeration Institute
American Exteriors
American Gas Association
American Institute of Architects
Andersen Corporation
Arcadia Unified School District
Asia-Pacific Economic Cooperation
Associated Materials, Inc
Bipartisan Policy Center
Bucks County, PA
Building Performance Institute
World Business Council for Sustainable Development
Business Council for Sustainable Energy
Business Roundtable
Cardinal Glass Industries
Cascade Associates
Center for the Polyurethanes Industry
Champion Window Manufacturers
Chevron
Chicago Window Pros
Citigroup Inc.
CLASP
ClimateWorks Foundation
Columbia Gas of Ohio

ComEd
Conservation Services Group
Cree Incorporated
Danfoss
Direct Energy
DirecTV
Econoler
Environmental Defense Fund
Edison Electric Institute
Energy and Environment Partnership - Southern and East Africa
EPDM Roofing Association
Exelon
Fibertec Window & Door Manufacturing
GreenerU
Grundfos USA
GS of Huntington Beach
Hannon Armstrong
Hoffer, Inc.
Integrity From Marvin
JELD-WEN
Johnson Controls
Keystone Certifications
Knauf Insulation
Knox County, TN
KONE
Legrand, North America

LG
Lime Energy Co.
Lockheed Window Corporation
Marvin Windows & Doors
Morgan State University
National Association of State Energy Officials
National Electrical Manufacturers Association
New Jersey Natural Gas
Newport-Mesa Unified School District
North Georgia Replacement Windows
NT Window
Nuclear Energy Institute
Opower
Pacific Northwest National Laboratory - Battelle
Panasonic
Pella Corporation
Pepco Holdings, Inc.
Phillips Lighting
Pierce Atwood
Ply Gem Windows
Polyisocyanurate Insulation Manufacturers Association
Puget Sound Energy
Renewable Energy and Energy Efficiency Partnership
Rosati Windows
Royalplast
SAP
Seattle City Light

Seven D Industries
Simonton Windows
Snohomish County Public Utility District
Soft-Lite Windows
South Carolina Public Service Authority
Southern Company
State of Ohio
Sunrise Windows
Thermo-Tech
U.S. Green Building Council
University of California, San Francisco
U.S. Chamber of Commerce
Van Ness Feldman
Vinyl Siding Institute
Vinylmax LLC
WASCO
Washington Gas
Westlab
World Bank



FINANCIALS

Restricted Contributions & Sponsorships

\$50,000 - \$99,999

American Chemistry Council
Bayer MaterialScience
Duke Energy
Georgia Power
Honeywell
Ingersoll Rand
Johns Manville
Los Angeles Department of Water and Power
North American Insulation Manufacturers Association
Schneider Electric
Southern California Gas Company
Town of University Park, MD
U.S. Environmental Protection Agency

\$100,000 - \$499,999

Alabama Department of Economic and Community Affairs
City of New Orleans, Office of Coastal and Environmental Affairs
European Bank for Reconstruction and Development
Hewlett Foundation
Kresge Foundation
Lawrence Berkeley National Laboratory
Lockheed Martin
Mississippi Development Authority - Energy and Natural Resources Division
National Grid USA
Oak Ridge National Laboratory - UT-Battelle
Pacific Gas & Electric Corporation
San Diego Gas & Electric Company
Tennessee Valley Authority
The Dow Chemical Company
Tilia Fund
U.S. Agency for International Development
United Technologies Corporation
Whirlpool

\$500,000 or Greater

Anonymous
Energy Foundation
Pacific Gas & Electric Company
Southern California Edison
U.S. Department of Energy
Virginia Department of Mines