



# THE NORTHEAST CLEAN ENERGY COUNCIL



## 2023 ANNUAL REPORT

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*Hear from Joe Curtatone on our exciting developments in 2023!*

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# A NOTE FROM OUR PRESIDENT

Reflecting on the past year, I am thrilled to share our incredible progress and exciting plans. Our collaborations with McKinsey and Fuseideas have been truly transformative in shaping our strategic direction. The two teams interviewed over 90 people, and the McKinsey survey received 97 responses. Thanks to everyone who shared during these interviews, providing a robust understanding of our ecosystem, members and stakeholders, and your needs. Their insightful analysis through focus groups, interviews, and recommendations have provided a clear roadmap to fortify our organization and amplify our impact.

We are wholeheartedly committed to implementing these recommendations, delivering even greater value to our members, and propelling our mission to lead the clean energy transition and grow the climate economy.

**Increased Impact and Visibility:** We are leveraging our strengths and exploring new partnerships to solidify our role as a leading advocate for climate economy solutions. By enhancing our engagement with diverse stakeholders and amplifying our advocacy efforts, we drive meaningful change and shape the industry's future.

**Clarified Vision and Value Proposition:** This year, we redrafted our vision statement to better reflect the organization's values and goals and paint a clear picture of the future we want to create. This vision emphasizes our leadership in driving the transition to a clean energy future and enhances our visibility and relevance within the climate economy ecosystem.

**Enhanced Stakeholder Engagement:** By building stronger partnerships with policymakers, industry leaders, and the public, we have fostered open dialogue and collaboration, leveraging collective expertise to address complex challenges and drive impactful change. This includes our Leadership Council and growing our DEI/Workforce and Municipal Leadership pillars, where we create local models with regional and global impact.

The road ahead is teeming with opportunities and challenges, but with your unwavering support and dedication, I am confident that we can realize our ambitious goals. Together, we shape a stronger, more resilient, and sustainable future. Thank you immensely for being an indispensable part of our remarkable journey.



*Joe Curtatone, NECEC President*

  
Joseph A. Curtatone



# OUR MISSION & VISION

## Our Mission

NECEC leads the just, equitable, and rapid transition to a clean energy future and diverse climate economy.

## Who We Are

NECEC is the largest nonprofit trade organization dedicated exclusively to building and maintaining the climate economy by helping companies, nonprofits, and municipalities grow and scale their business and sustainable operations. We work across the Northeast and in Canada to find pathways to implement and scale clean energy sources; rapidly expand and modernize our electric grid infrastructure; identify and scale new ways to decarbonize industrial processes, food, large- and small-scale transportation, and buildings; and build the workforce to power every entity doing the work.

## Our Vision

A decarbonized, resilient, and connected Northeast and world where all communities, businesses, and institutions are empowered by a thriving and just climate economy.

NECEC serves as the connective thread that weaves together policy, advocacy, resources, innovation, workforce development, clean transportation, and local government support to create a clean energy future and a diverse climate economy. We are dedicated to overcoming the immediate, mid-term, and long-term challenges facing the grid and decarbonizing our infrastructure and built environment.



# IMPACT ACROSS THE NORTHEAST



We champion and pass cleantech and clean energy legislation and regulations at the local and state levels throughout the Northeast to push for bold innovation, protect our member assets, and speed up the clean energy transition. The power of our network and our understanding of the issues allows us to be the leading, proactive voice for change and adoption of our members' technology.



We connect state and local government, educational institutions, and the private sector to help secure resources and build workforce pathways that align with the future direction of the climate economy and ensure a truly diverse and equitable climate workforce.



We help early-stage startups learn fast how to commercialize and scale climate solutions worldwide with the right combination of product innovation, funding, marketing, sales strategy, and partnerships. Our innovation programs, Cleantech Open Northeast and Navigate, have helped 800+ startups raise \$4B+ and create 6000+ jobs.

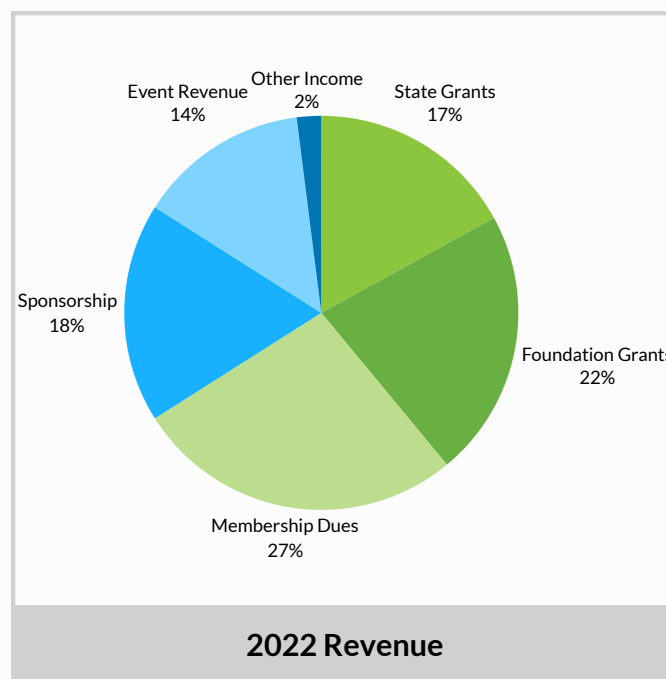
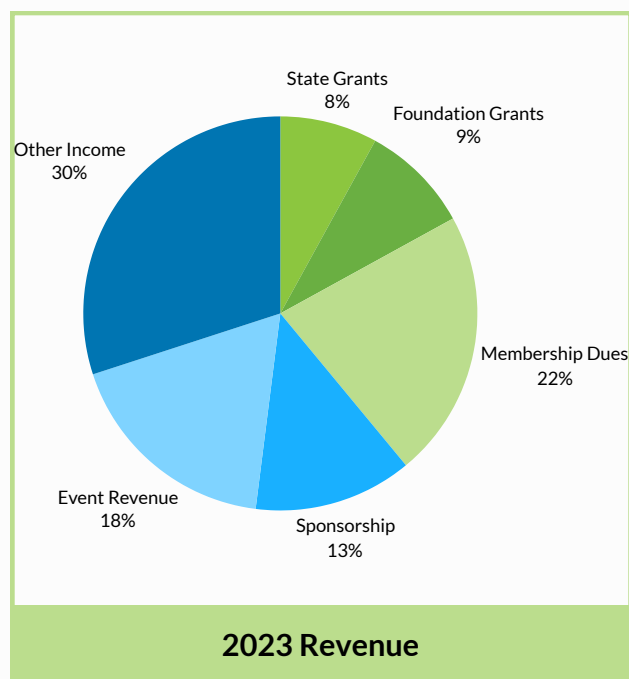
We connect an ecosystem of organizations and municipalities to educate about emerging trends and chart a path for a more equitable, secure, prosperous, resilient, and sustainable future for all.

We serve municipalities across the region by providing essential support, such as resources, expertise, and technology, to empower them to embrace and scale sustainable practices to achieve their goals within the climate economy, including expanding clean energy sources, modernizing electric grid infrastructure, and finding innovative solutions for decarbonizing various sectors, including industry, transportation, and buildings.

# 2023 FINANCIALS

Below is Fiscal Year 2023 unaudited financial information consolidated for the Northeast Clean Energy Council and NECEC Institute. Our revenue in 2023 is up 64% from 2022.

Revenue		Expenses	
State Grants	\$327,901	Comms., Membership & Events	\$749,624
Foundation Grants	\$352,000	Policy & Govt. Affairs	\$527,400
Membership Dues	\$852,932	Strategic Partner Network	\$209,059
Sponsorship	\$501,749	Cleantech Navigate Northeast	\$168,483
Event Revenue	\$723,749	Cleantech Open Northeast	\$539,041
Other Income	\$1,171,657	Workforce Development	\$67,462
<b>Total</b>	<b>\$3,929,988</b>	Operations	\$1,184,304
		Special Projects	\$214,217
		<b>Total</b>	<b>\$3,659,590</b>





# NECEC MEMBERS

NECEC is the largest nonprofit trade organization dedicated exclusively to building and maintaining the climate economy by helping companies, non-profits, and municipalities grow and scale their businesses and sustainable operations. We work across the Northeast and in Canada to find pathways to implement and scale clean energy sources; rapidly expand and modernize our electric grid infrastructure; identify and scale new ways to decarbonize industrial processes, food, large- and small-scale transportation, and buildings; and build the workforce to power every entity doing the work.

In 2023, we welcomed 35 new members from across the climate economy, a 60% increase over 21 new members in 2022. These new member organizations include:

ABB E-Mobility  
Action for Boston  
Community  
Development, Inc. (ABCD)  
AmpUp  
Azolla Ventures  
BioMed Realty  
Bluesky Utility  
Cabot Corporation  
Community Power New  
Hampshire  
Consigli Construction Co., Inc.  
Delorean Power  
Endurant Energy

Feblowitz Energy Consulting  
Fermata Energy  
Greenvolt Power USA Inc.  
Gridwealth  
IBEW Local 103 & NECA  
InnSure  
Martin Up Consulting USA Inc.  
Mass Development Finance  
Agency  
MoveEV  
New Leaf Energy Inc.  
Nuvera Fuel Cells, LLC  
OnSite Renewables, LLC

Palmer Capital Corporation  
Pearl Certification  
Piclo  
Prince Lobel LLP  
Prithvi Ventures  
REON Technology, Inc.  
Rhode Island Energy  
RWE Clean Energy  
STV Incorporated  
Taurus Investment Holdings  
UGE Dev LLC  
Wex Inc.



## ECOSYSTEM GROUPS

# STRATEGIC PARTNER NETWORK

NECEC's Strategic Partner Network (SPN) is a corporate membership group that engages leading local utilities and global corporations seeking to build their energy innovation relationships across the Northeast's cleantech ecosystem and markets.

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, 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 Navigate, as sponsors, advisors, and potential partners or investors with the promising startups that participate in these programs.



*"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 & Policy, Eversource**



*"NECEC organizes the small policy shops in Cleantech into an effective team that stands tall in New England."*

**–Jeff Morris, Sr. Director State Government Relations,  
Schneider Electric North America**

## 2023 SPN Members





ECOSYSTEM GROUPS

# STRATEGIC PARTNER NETWORK EVENTS

## **Northeast Hydrogen Summit**

We partnered with AEG to discuss the emerging challenges and opportunities with using Hydrogen in the transition to a clean energy future, convening leaders from Global Partners, NYSERDA, MassCEC, National Grid, Constellation, MassPort, Port of Cleveland, AECOM, Fuel Cell Energy, MassGeneral Brigham, FCHEA, World Energy, WSP, and Alstom.

## **Climate Finance Summit**

With MassCEC, we co-hosted a discussion about the opportunities for a State Green Bank, combined with private finance, to fund the transition to low-carbon buildings, with speakers from the MA Office of Climate, MassCEC, NY Green Bank, CT Green Bank, Efficiency Maine Green Bank, Boston Housing Authority, Econoler, Solstice, Embue, BlueHub Energy, Mill Cities Community Investments and the Planning Office for Urban Affairs.

## **SPN + Climate Economy CEO Roundtable with Schneider-Electric**

Schneider-Electric's CTO for Innovation at the Edge, Scott Harden, shared their roadmap for software and solutions to enable residential electrification and a similar roadmap to enable electric utilities to manage the transition to a clean energy future, explaining where recent acquisitions and partnerships fit into their EcostruXure architecture.

## **SPN Steering Committee Meeting**

SPN's priorities were agreed to include: weave Workforce Development and Community Engagement into everything we do; work more with municipalities; consider a Boston Climate Week; consider a panel at the Transportation Summit focused on anticipatory planning with Chair Roy from MA; consider a roundtable with grid enhancing tech companies; host 2024 summits at the system level and educate the decision-makers, and; invite Secretary Tepper and Chief Hoffer to speak at our events.

## **Northeast Clean Transportation Summit**

We partnered with AEG to discuss challenges in transitioning medium- and heavy-duty truck fleets to zero-emission transportation, convening speakers from ConEd, National Grid, Enterprise Mobility, EPRI, NY DPS, NYSERDA, MA EEA, The Joint Office of Energy and Transportation, Empire Clean Cities, NY Trucking Association, Verizon, AlphastruXure and Clean Cities of NY.

## **Clean Energy Roundtable Lunch, Voltpost**

Dialog about the need for curbside charging for EVs and new innovations led by Voltpost CEO, Jeff Prosserman. Voltpost is also a 2021 Cleantech Open Northeast alum.

## ECOSYSTEM GROUPS

# LEADERSHIP COUNCIL

NECEC's Leadership Council is a dedicated group of climate leaders committed to driving meaningful change in the Northeast region and beyond. Council members have direct input into NECEC's decision making processes, influencing the Northeast's premier organization representing the clean energy industry and shaping the climate economy.

This group's purpose is to provide NECEC with advice and insight to help inform and shape our work. The Council provides a structured way for NECEC to engage experts who are unable to commit to board participation but would like to provide valuable input to our strategies. This dynamic group meets twice a year for half-day meetings and focuses on four key areas of action for the just energy transition:

## Advancing Public Policy

Co-Chairs Rebecca Davis, MassCompetes & Tim Snyder, NECEC

## Scaling Innovation

Co-Chairs Edison Almeida, ConnectDER & Alistair Pim, NECEC

## Developing Our Workforce

Co-Chairs Aziz Dehkan, CT Roundtable on Climate and Jobs & Barry Reaves, NECEC

## Leading Locally

Oliver Sellers-Garcia, City of Boston & Kristen Stelljes, NECEC

## 2023 Leadership Council Members

Pat Sapinsley, Urban Future Lab, NYU  
 Duncan McIntyre, Highland Electric Fleets  
 James Goudreau, Former CVS & Novartis & DOD  
 Marnie LaVigne, LaunchNY  
 Per Stromhaug, SUNY Binghamton/  
 New Energy New York  
 Edison Almeida, ConnectDER  
 Martha Grover, EEA  
 John Tzimirangas, Energy New England  
 Jorrit DeJong, Harvard Bloomberg Center for Cities  
 Ruairi O'Mahoney, Rist Institute  
 Roseann Bongiovanni, GreenRoots  
 Oliver Sellers-Garcia, City of Boston  
 Moneer Azzam, Beacon Climate  
 Rebecca Davis, Mass Competes

Michael Kolodner, Marsh  
 John DeVillars, Former NECEC Board Member  
 Chad Farrell, Encore Renewables  
 Tom Tilas, AECOM  
 Joe Boncore, Former State Senator  
 Eric Graber Lopez, Blue Wave  
 Shalaya Morrisette, US DOE  
 Jeff Marks, ClimateWork Maine  
 Jennifer Applebaum, MassCEC  
 Aziz Dehkan, CT Roundtable on Climate and Jobs  
 Atyia Martin, All Aces Inc.  
 Kevin McCaskill  
 H.G. Chissell, Advanced Energy Group

ECOSYSTEM GROUPS

# CLIMATE ECONOMY CEO ROUNDTABLE

NECEC's Climate Economy CEO Roundtable (CECR) convenes executives who are deeply committed to achieving a just transition to a climate economy for networking, learning, sharing, and impact.

This confidential forum is a critical connection to influence for company leaders committed to fostering the clean energy and technology sectors as crucial economic engines. Senior leaders and CEOs meet quarterly with high-level policymakers, environmental and social justice change-makers, and elected officials, cultivating activist-to-industry awareness to reduce stakeholder dissonance and provide competitive pathways in advancing the climate transition.

Participating executives:

- Advise NECEC staff on the areas of greatest impact in preparing our workforce, ensuring underrepresented groups have access to the clean economy jobs of the future, and developing the markets necessary for a clean economy.
- Connect with leading experts and innovative climate tech startups to learn about the latest advances and exciting opportunities in this space.
- Commit to creating more diverse and inclusive workplaces that mirror the diversity of the communities in which we work.

The Climate Economy CEO Roundtable membership provides access to collaboration and network opportunities with NECEC's Strategic Partnership Network (SPN), members, sponsors, and partners.

## 2023 CECR Members





















## OUR PILLARS

# POLICY & GOVT AFFAIRS

Our Policy & Government Affairs team conducts in-depth research, tracking, and strategic legislative discussions and delivers public comments on policy proposals to achieve our members' goals as the region's leading voice for the clean energy and climate economy. NECEC's policy coalitions are built on strong relationships with hundreds of our expert clean energy member companies, elected officials, and policymakers across the Northeast.

## Current Policy Working Groups include:



*Solar & Storage*



*Offshore Wind*



*Energy Efficiency & Demand Response*



*Clean Transportation*

## Regional Update

For NECEC, 2023 was a year marked by regional collaboration of the states on transmission and offshore wind procurements. We also saw impactful developments at the regional and federal levels. In February 2023, the six New England States announced in the New England States Transmission Initiative that they are seeking joint funding from the U.S. Department of Energy (DOE) to support innovative electricity transmission proposals that would grow the region's supply of clean, reliable, and affordable energy. NECEC has followed and amplified this important progress towards building out the infrastructure needed to support clean distributed resources.

Massachusetts entered into a Memorandum of Understanding with Maine to consider joining in a 1,200 MW transmission and 1,000 MW wind procurement conducted by the Maine Public Utilities Commission (PUC). By year's end, the two states quickly finalized this historic agreement to support the development and transmission of clean energy resources. While a November 2023 ballot referendum delayed progress, the two states are committed to finding pathways to coordinate clean energy development and procurements.

Federal Energy Regulatory Commission (FERC) Order 2023 introduced a rule to reform current procedures used for connecting new energy generating facilities to the grid. The changes are expected to backlogs for projects seeking to connect to the transmission system, improve certainty in the interconnection processes managed by the dozens of transmission providers around the country, and ensure access to the transmission system for new technologies. NECEC has been working with members, utilities, state agencies and ISO-New England to advocate for transparency and predictability for clean energy developers.

## OUR PILLARS

# POLICY & GOVT AFFAIRS



In Connecticut, NECEC engaged in three dockets related to distributed energy, all of which focus on reviews of key programs. In Docket 22-08-05, NECEC has led an industry coalition participating in a stakeholder process to advance a workable wholesale distribution tariff for energy storage systems. NECEC also commented, in coordination with our members on the residential and non-residential energy solutions programs (Dockets 22-08-02 and 22-08-03). In both dockets, minor refinements were necessary.

The state also saw substantial progress in Environmental Justice through bills HB 6354 and SB 1147, which established a Green Jobs Corps Program and strengthened the Environmental Justice Program, respectively. These bills will help the state ensure proper workforce development for green, good-paying jobs and will provide opportunities for community input to Environmental Justice communities when new projects are proposed in their area.



Maine continued to enact policies that advance renewable energy and a modernized electric system in 2023 through a variety of bills that will accelerate clean energy development and electric grid improvement.

Governor Janet Mills signed one of NECEC's priority bills, the Act Relating to Energy Storage and the State's Energy Goals (bill LD 1850) on June 30, 2023. The Act makes clear Maine's intention to invest in energy storage infrastructure, which will improve grid reliability, facilitate the integration of clean energy resources, and support Maine's climate goals in a cost-effective manner. The legislation directs the Governor's Energy Office to evaluate designs for a program to procure up to 200 Megawatts of commercially available utility-scale energy storage systems connected to the transmission and distribution systems.

NECEC also successfully advocated for bill LD 1943, which will drive economic development in Aroostook County by promoting increased renewable energy development. The bill requires the Public Utilities Commission to approve contracts for development of transmission lines in the region. With the passage of bill LD 1986, the state established the Distributed Solar and Energy Storage Program, which is expected to increase solar and storage facility development across the state. This bill came from the efforts of the Distributed Generation Stakeholder Group, which shared its final report in January 2023. Additionally, LD 1895 established the Maine Offshore Wind Renewable Energy and Economic Development Program, with explicit goals to encourage responsible development and setting standards for local hiring that promotes diversity, equity, and inclusion.



## OUR PILLARS

# POLICY & GOVT AFFAIRS



NECEC has been heavily involved in the Electric Sector Modernization Plan (ESMP) process and have been advocating for strong equity measures. In our comments on the Grid Modernization Advisory Council's (GMAC) draft report, we pushed for the final report to incorporate the robust recommendations of the GMAC's Equity Working Group. Several of our recommendations were published in the final report.

NECEC's leadership in the regulatory space also led to the creation of the new Energy Storage Interconnection Review Group, that has brought developers, utilities and public officials together to open doors to storage technology. NECEC continues to lead collaborative discussions to ensure that the many values of storage are recognized, and the pathway for interconnection is smoothed.

NECEC was invited to nominate a representative to serve on a new Massachusetts Commission on Clean Energy Infrastructure Siting and Permitting (CEISP), announced in April by the Healey Administration. NECEC nominated New Leaf Energy, which represented the perspective of energy storage developers on the Commission. The CEISP was tasked with reducing permitting timelines, providing communities' input in the siting and permitting of clean energy infrastructure, and ensuring that the benefits of the clean energy transition are shared equitably.

On December 30, 2022, NECEC's engagement on interconnection affairs led to a significant, and potentially nation-leading, victory. In DPU Docket 22-47, the Massachusetts Department of Public Utilities (DPU) issued a landmark decision: instead of placing all costs for interconnection on a single developer, the DPU adopted NECEC's position that these costs should be borne by both developers (current and future) as well as ratepayers. With the approval of this docket and other similar proposed infrastructure upgrades and process improvements, many NECEC members will be able to move forward with long-stalled projects.

2023 was an active year for large energy storage developers, many of whom engaged in wholesale distribution tariff proceedings in both Massachusetts and Connecticut. Through 2023 and into 2024, NECEC managed a Special Project on Energy Storage System tariffs in Massachusetts, where we collaborated to close the delta between the parameters originally put forth by the utilities towards tariffs that will be feasible for developers of large, front-of-the-meter batteries. As the year closed, we awaited filings at the Federal Energy Regulatory Commission (FERC), and prepared for new proceedings at the DPU relative to how and when batteries can operate.



Protecting Net Energy Metering (NEM) has been a strong priority of the clean energy industry in New Hampshire in recent years. NECEC participated in strategy sessions and a public education campaign to preemptively hold off potential attacks to NEM. As a result, in September 2023, the state's three investor-owned utilities came out in support of the state's net metering policy, calling it balanced and effective. Work on the NEM Docket NH 22-06 continued into 2024, with a ruling anticipated in the fall.



## OUR PILLARS

# POLICY & GOVT AFFAIRS



Following the previous year's successful offshore wind commitments, Governor Kathy Hochul announced yet another major investment in October 2023, this time in both offshore wind and land-based renewable energy projects. This monumental undertaking will power 2.6 million New York homes and deliver 12% of the state's electricity needs in 2030. It is expected to create over 8,000 good-paying jobs and bring in \$20 billion in economic development.

The Announcement came as the first action inspired by the state's 10-Point Renewable Energy Action Plan announced just a couple weeks prior, which outlines New York's plan to expand and support the growing large-scale renewable energy industry and meet its climate commitments.

In the spirit of the 10-Point Plan, New York also passed Bill S.2956, which authorizes the New York State Energy Research and Development Authority (NYSERDA) to develop a Clean Energy Outreach and Community Planning Program, which will focus on how to maximize the benefits of renewable energy with minimal community impacts. This bill also tasked NYSERDA with the development of new renewable energy siting and planning resources.



Following its big commitments in the prior year, Rhode Island stepped up to the challenge by pursuing multiple programmatic endeavors, including offshore wind solicitation, updating system reliability procurement plans, and producing a report on energy storage.

NECEC helped shaped Rhode Island's 2023 RFP for up to 1,000 MW of offshore wind. We filed supportive comments in October, urging timely selection and coordination among other states. We also closely followed and contributed to the Energy Storage Report filed by the PUC in docket 5000, which acknowledged the value of energy storage systems and their need in the future. Lastly, NECEC worked closely with a group of stakeholders and Rhode Island Energy to guide the utility's System Reliability Procurement Plans, including multiple customer incentive programs.



Vermont passed multiple pieces of legislation related to updating its clean energy programs. Among these bills was S.5, which established the framework for the Public Utility Commission to design a Clean Heat Standard by 2025. This marked a great triumph for the state after the governor vetoed a Clean Heat Standard bill in the prior legislative session.

The state also passed bill S.112, which created the Legislative Working Group on Renewable Energy Standard ("RES") Reform. NECEC shared its perspectives with the RES Working Group through formal comments, in support of updating the RES such that it increases renewable energy requirements and prioritizes in-state renewable energy development as a means of ensuring decarbonization and grid stability.

## OUR PILLARS

## INNOVATION

The NECEC Innovation team runs the Northeast branch of Cleantech Open, the largest cleantech accelerator in North America, and NECEC Navigate, a vital networking pipeline connecting later-stage ventures to partners and capital. Our Innovation team also manages NECEC's Strategic Partner Network (SPN), a crucial corporate forum for industry leaders.

Our Innovation team empowers climate economy entrepreneurs to develop new technologies critical to modernizing the grid and drawing down atmospheric carbon, recruits diverse founders to our accelerator programming, tracks commercialization rates and jobs created by program cohorts, and cultivates cross-sector partnerships and investor connections.



## 2023 Innovation Partners

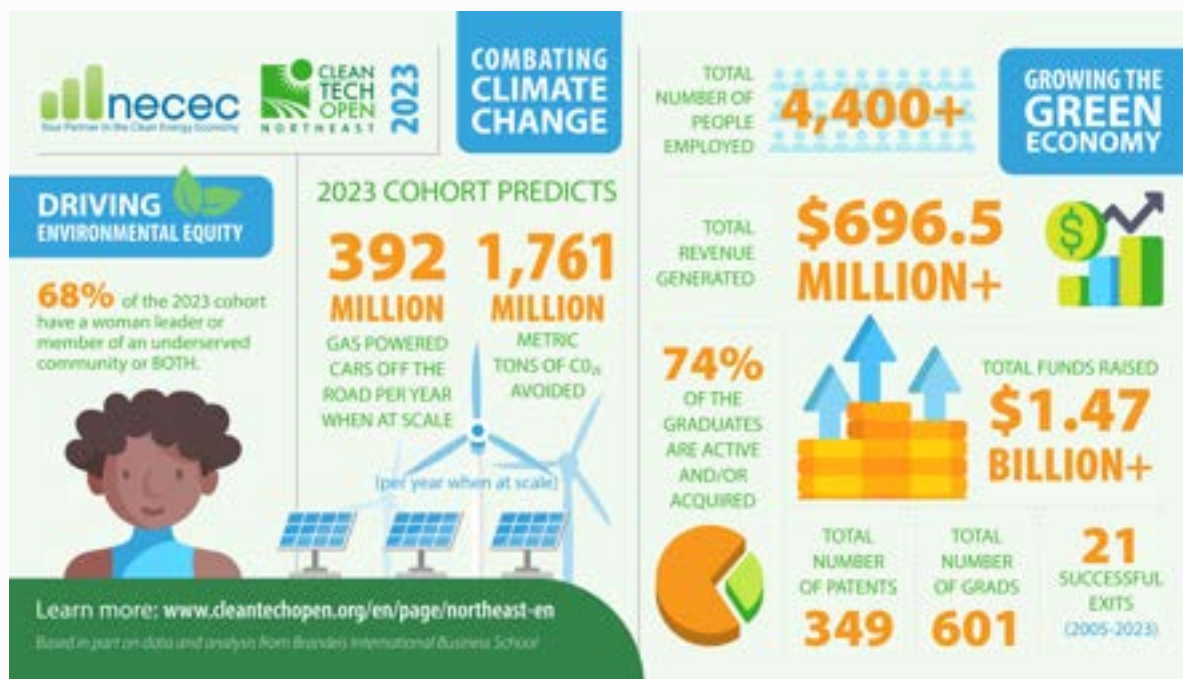
Activate	Los Angeles Cleantech Incubator
Blue Incubator	Maine Technology Institute (MTI)
Brown University	Massachusetts Institute of Technology
Browning the Green Space	MassVentures
The Capital Network	MassCEC
Carnegie Mellon University	MassChallenge
CEBIP	M-Corps
CEBN	Newlab
Cleantech Open	InnoVenture Labs
Cleantech San Diego	NREL
DeltaClimateVT	NYSERDA
E2Tech	SeaAhead
EIT InnoEnergy	Social Enterprise Greenhouse
Elemental Excelsior	The Engine
FedTech	The Tech Garden
Greentown Labs	University of Pennsylvania
IncubatorWorks	Urban Future Lab
Innovation Crossroads (ORNL)	
Koffman Southern Tier Incubator	
LaunchNY	
Lever	

# OUR PILLARS INNOVATION

## NECEC Cleantech Open Northeast (CTONE)

NECEC runs the Northeast region of Cleantech Open, an annual accelerator that transforms cleantech startups through education, mentoring, and professional connections. 2023 was a year of significant expansion for Cleantech Open Northeast (CTONE). Our program grew to include Delaware, Maryland, Virginia, and Washington, DC, expanding our reach to stretch from Eastern Canada to Virginia. We graduated 46 startups, our largest cohort ever, and saw two CTONE startups become Cleantech Open National Finalists: Active Surfaces and Cleonmaye.

As a pillar of the Northeast's cleantech innovation ecosystem, CTONE alumni continue to exceed industry performance trends. Take a look at our impact graphic below.



The lefthand side of this graphic represents the 2023 cohort, while the right covers 2005 to 2023.

## NECEC Cleantech Open Northeast (CTONE) 2023 Sponsors

AGC	Connecticut Green Bank	MassCEC	Sant-Gobain
Anchor Point Foundation	Constellation	Mitsubishi Heavy Industries	Schneider Electric
Brandeis	CVS Health	NJCSIT	Sire Foundation
Canadian Consulate in Boston	Dartmouth Greenshot	NJEDA	Sunstein
Chubb	EIT InnoEnergy	NYSEDA	Technip Energies
ClimateHaven	Foley Hoag		Xylem



## OUR PILLARS

## INNOVATION

**NECEC 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.

**Investor Corporate Customer Connect (ICCC)**

Through Navigate's bi-annual Investor Corporate Customer Connect (ICCC), 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. In 2023, Navigate hosted

24 startups and 22 investors during the June session in New York City in , and another 24 startups and 18 investors in Boston in November. In June and November, respectively, 25% and 46% of participants were female-and/or BIPOC-led companies.

**NECEC Navigate  
2023 Sponsors**

Canadian Consulate of Boston  
Clean Energy Ventures  
EIT InnoEnergy  
Iberdrola  
MassCEC  
MassMutual Ventures  
Mintz  
Mitsubishi Heavy Industries  
Sunstein



OUR PILLARS

# WORKFORCE DEVELOPMENT & DEIJ

NECEC's Workforce Development and Diversity, Equity, Inclusion, and Justice (DEIJ) team collaborates with employers, educators, labor groups, and community organizations across the Northeast and Canada to prepare them for the energy transition. Our goal is to develop a skilled and diverse workforce that is prepared to thrive in the climate economy.

Centered on equitable access to clean energy and cleantech jobs, our team engages with stakeholders to analyze needs and build inclusive hiring pipelines. Effectively responding to the historic hiring and training needs will require innovative, bold, and collaborative action.

## NECEC's Workforce Development and DEIJ team:

- Unites workforce development partners around regional cluster strategies
- Prepares and qualifying diverse workers for long-term careers
- Connects job seekers with employers
- Ensures organizations have the capacity to embed DEIJ into their operations process
- Advocates for state workforce legislation and workforce boards and councils

NECEC recognizes that creating good-quality jobs is essential for the industry's workforce. We are committed to ensuring that our workforce is skilled, inclusive, well-compensated, and secure. NECEC, with its unique position and proven track record, is the leading force in uniting and directing the sector's workforce strategies.



# 386,225

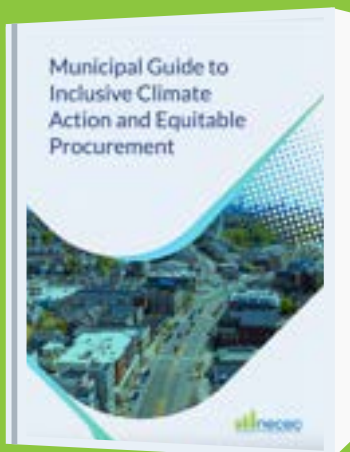
## Climate Economy Jobs in the Northeast in 2023

## OUR PILLARS

# MUNICIPAL LEADERSHIP

Last year, NECEC began work in a new program area: Municipal Leadership. This work recognizes that the just transition to a clean energy future and a diverse climate economy is being led by cities and cannot happen without them. Cities consume more than 78% of the world's energy and produce more than 60% of GHG. At the same time, cities are making real commitments and taking significant actions towards creating a just and equitable clean energy future and a diverse climate economy for their residents. NECEC is partnering with PowerOptions to develop programming that will support municipalities on their journeys through the just transition.

In 2023, NECEC developed two guides for municipalities and for climatetech startups wanting to work with cities.



***NECEC appreciates the work of Nishu Baral and TC Sylvia, NECEC interns, without whom these guides would not exist.***

The NECEC Municipal Leadership guides were launched at an event in October 2023, sponsored by PowerOptions and in partnership with Greentown Labs, that brought together municipal leaders and climate tech startups and clean energy providers to talk about how they can work together to accelerate decarbonization in municipalities. With a keynote from Melrose mayor Paul Brodeur, closing remarks from Greentown Labs' CEO Kevin Knobloch and presentations from four partnerships showing how municipalities and companies making the just transition happen can collaborate to deliver on a municipality's climate goals.



NECEC EVENTS

# THE GREEN FUTURE GALA

The Green Future Gala is NECEC's signature annual event and the premier climate economy networking opportunity in the Northeast. The Gala is focused on building a diverse climate economy and showcasing the people and technologies driving the transition to a cleaner, more resilient future. Diversity, equity, inclusion, and justice are the heart of this event, ensuring that the economic and environmental benefits of a cleaner world reach everyone.

In 2023, we had our biggest Green Future Gala yet, with almost 600 attendees at the Westin Copley in Boston, Massachusetts, and \$527,000 fundraised to advance NECEC's mission. Evening highlights included local celebrities Senator Ed Markey, Climate Chief Melissa Hoffer, and Boston Public Radio Host Jim Braude in an insightful discussion on the future of climate innovation in the Northeast and the annual celebration of our Green Future Gala Awards.

As the work of decarbonization becomes the driving force of the entire commercial sector, NECEC is committed to convening key figures, building relationships, and accelerating startups to help make clean technology the cornerstone of economic growth.



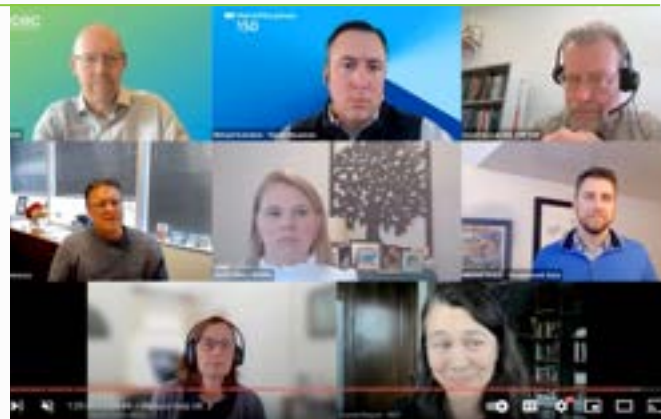
## NECEC EVENTS

# 2023 HIGHLIGHTS

In 2023, NECEC hosted 28 events across the Northeast region with 3,600 attendees. As the connective thread that weaves together policy, advocacy, resources, innovation, workforce development, and public/private partnerships to support our members and accelerate the just transition, events are a critical piece of our work. Our 2023 event highlights represent the most crucial events where we convened thought leaders and stakeholders in critical conversations.

## Emerging Trends Series

NECEC's Emerging Trend Series (ETS) events offer the clean energy and climate tech communities a chance to learn about mission-critical topics, growing markets and emerging trends. We held two virtual ETS events in 2023, leveraging both our ability to create unique networking opportunities and our reach into the larger climate economy ecosystem via online events. The events covered topics including decarbonizing building heat systems and the future of the climate economy. Panelists included leaders from Ameresco, New England Combined Heat and Power Technical Assistance Partnership, Vicinity, Marsh McLennan Agency, HEET, Groundwork Data, Solstice Power Technologies, Maine Governor's Energy Office, Form Energy, Clean Crop Technologies, and SparkCharge.



## Clean Energy Days

At our Clean Energy Day events, NECEC members have the opportunity to interact directly with state leaders and legislators. These are some of our most important events, laying the groundwork for policy achievements and building relationships that can help streamline the deployment of clean energy and climate tech to address some of our society's most pressing needs. In 2023, we held Clean Energy Days in Maine and Connecticut (pictured), where members met with Lieutenant Governor Susan Bysiewicz, Department of Energy and Environmental Protection Commissioner Katie Scharf Dykes, Commissioner of Economic and Community Development Alexandra Daum and a number of key legislators.





NECEC EVENTS

# 2023 HIGHLIGHTS

## National Academy East

NECEC's Cleantech Open Northeast (CTONE) National Academy East is the annual official kickoff event for startups participating in this year's CTONE cohort. This year, the energizing gathering was hosted at The Engine in Cambridge, Massachusetts. The 2023 cohort includes 47 startups ranging from Virginia to Eastern Canada, which is our largest group to date! Incoming startups had the opportunity to meet their peers, network with industry experts, and connect with program mentors.



*FERC Visits NECEC*



*Deval Patrick & Katie Rae at The Engine*



*Rally at the Massachusetts State House*

## Growing Space Needs

NECEC hosted The Growing Space Needs of the Climate Economy in partnership with the Federal Realty Investment Trust and Greentown Labs. The event brought together a select group of climate economy and real estate industry professionals to discuss how emerging businesses can meet their space needs to launch their next phase of growth. Held at Greentown Labs, the gathering featured speakers and panelists from the real estate sector, the climate tech incubator space, local government and from rapidly expanding businesses. NECEC moderated a panel of leaders from SparkCharge, the City of Somerville, Rise 73, and BioMed Realty.





# NECEC IN THE NEWS

NECEC's strategic communications efforts earned media placements in outlets like The Boston Globe, Commonwealth Beacon, Bloomberg, WGBH, and many more in 2023. NECEC outreach garnered a total of 36 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**  
— BEACON —

## Correcting the record on decarbonization

*Op-Ed By Joe Curtatone Daniel Sosland, and Larry Chretien*

“Nearly 50 percent of our electricity is produced by fossil gas. Over 80 percent of our homes and businesses are heated by fossil fuels. And fossil fuels do not produce a reliable system. “



**ENERGY**  
**GLOBAL**

## Avangrid completes installation of first five turbines at VW1

*by Jessica Casey*

“It's incredibly exciting that Vineyard Wind is on the verge of generating off-shore wind power for regular people. This will forever change how we think about power production in the US...' added Joe Curtatone.”



**Grist**

## Maine court recharges plan for embattled transmission line

*by Jake Bittle*

“‘At the end of the day, clean energy won,’ said Joe Curtatone. ‘This makes [meeting our climate goals] a lot more likely and achievable. These are the kinds of big leaps we need to take after decades of minimal progress.’”



**New Hampshire Bulletin**

## Summer may bring lower electric rates, but clean energy advocates say seesaw will continue

*by Hadley Barndollar*

“Joe Curtatone, president of NECEC, said there is a ‘stark difference’ between costs that are driven by fossil fuels and costs driven by renewable energy. “

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