

A Major Milestone

2016 marked NEEA's **20th year as a regional alliance**. Thanks to the efforts of Northwest utilities and efficiency organizations, consumers have benefitted from products and practices that lower their energy bills and improve the comfort of their homes, the profitability of their businesses, and the quality of their lives.



To our Funders and Stakeholders,

In 2016, the alliance continued its mission to mobilize the Northwest to become increasingly energy efficient. Working together, we conducted lab and field testing of over a dozen promising electric and natural gas technologies, launched four new programs out of our emerging technology pipeline, and drove progress and results in key programs:

- All major manufacturers now offer highly-efficient heat pump water heaters and the number of qualified products increased from 1 to 65 in 2016
- Regional ductless heat pump sales increased 22% over 2015 with almost 35,000 units sold
- Market share of low watt fluorescent lamps reached 27% – up from 17% in 2015 – with more than 200 electrical and lighting distributor branches now participating in the program

Our portfolio of programs delivered more than 41 average megawatts of energy savings to the region in 2016 - enough electricity to power more than 30,000 Northwest homes annually.

As we think about the next 20 years, we'd like to thank you - our funders and stakeholders. Your leadership, collaboration and commitment to delivering energy-efficient options to Northwest customers is making energy efficiency a cornerstone of a vibrant, sustainable Northwest. We look forward to continuing to work with you as we plan for our next five-year business cycle, beginning in 2020, and beyond.



Susan E. Stratton
Executive Director

John Francisco
Board Chair

Read more online at neea.org/annualreport.



1996-2016:
Celebrating 20 years of
Market Transformation



Learn how the region
worked together in 2016 to
accelerate energy efficiency



View our 2016
energy savings and
financial results



Meet the people accelerating
Market Transformation
in the Northwest



In 2016, the Northwest Energy Efficiency Alliance pooled regional investment and leveraged the power of the region to help utilities and efficiency organizations meet their energy efficiency goals.

Working Together to Deliver Value to the Region:



Filling the Energy Efficiency Pipeline

In 2016, the alliance investigated and tested more than a dozen new emerging energy efficiency opportunities and from this pipeline launched four new market transformation programs - three electric and one natural gas.



Collaborating with Manufacturers to Support Product Development and Remove Market Barriers

"Having the utilities of one region speaking with one voice makes it easier to work together with a higher chance of success. We wish more regional alliances would follow the Northwest model."

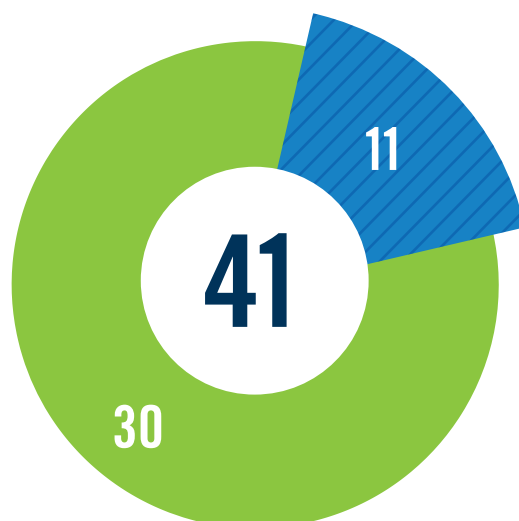
— Ankur Maheshwari, Senior Product Manager, Rheem

2016 Energy Savings Exceed 32 aMW Target

Co-Created Savings: All Investments (aMW)

Co-Created Savings (aMW):

-  **Current Investments**
(2015-2019)
-  **Previous Investments**
(1997-2014)



Alliance programs saved enough energy in 2016 to power about 30,000 Northwest homes each year.

1 aMW = enough energy to power about 730 Northwest homes per year

Visit neea.org/annualreport for the complete report.

"By working together to accelerate the adoption of energy-efficient products and practices, the Northwest Energy Efficiency Alliance is helping to create a vibrant and sustainable Northwest for us all – and showing the rest of the country how it's done."

Jay Inslee - GOVERNOR OF WASHINGTON



Creating Tools and Resources to Support Local and Regional Programs

The alliance's... "NXT Level training provides lighting trade allies with the knowledge to submit more comprehensive lighting retrofit projects, which creates more value for our customers and delivers increased energy savings."

– Shelley Martin, Program Specialist, Idaho Power



Delivering Data to Drive Decisions

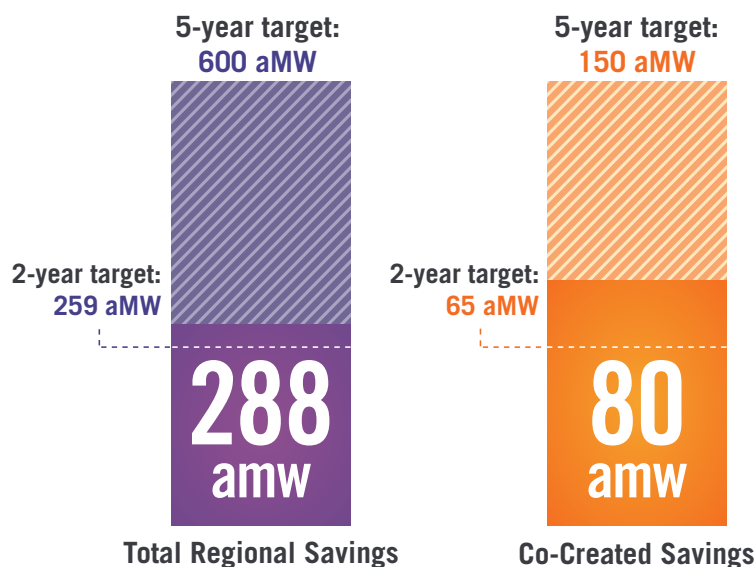
"It's not cost-effective for individual utilities to collect sales data. Now [with service-territory level data gathered through alliance programs] utilities can compare themselves against the average and make informed decisions."

– Carrie Cobb, Market Research Lead, Bonneville Power Administration

2016 Co-Created Savings (by Sector)



Progress to 2015-2019 Targets



Visit nea.org/annualreport for the complete report.

Thank you to our funders and other stakeholders who volunteer their time, talent and resources toward making energy efficiency a cornerstone of a vibrant sustainable Northwest.



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