



# Partnering with NECEC



# Why the Northeast?



The Northeast is a world leading region for clean energy innovation, policy models, and new markets.

Seven states – New York and the New England states - combine to form the eighth largest economy in the world.

According to the *2016 U.S. Clean Tech Leadership Index*, all seven Northeast states rank in the top 20 on cleantech leadership - with Massachusetts, Vermont, and New York cracking the top five.

# Why NECEC?

- NECEC is the premier voice and connector of businesses building a world-class clean energy hub in the Northeast United States.
- Our mission is to create a world-class clean energy hub delivering global impact with economic, energy and environmental solutions.
- We help clean energy companies start, scale and succeed with our unique business, innovation and policy leadership.



Innovation &  
Entrepreneurship

Policy & Advocacy

Market Development,  
Customer Engagement,  
Strategic Alliances

Concept

Prototype

Commercial Pilot

Development

Scale Up

# Our Team



**Peter Rothstein**  
President



**Janet Gail Besser**  
Executive Vice  
President



**Alistair Pim**  
Vice President of  
Innovation and  
Partnerships



**Kate Plourd Johnson**  
Senior Director of  
Communications & PR

Our results-oriented team is highly skilled at turning a clear vision into reality, effectively influencing policy and supporting the growth of clean energy businesses to build a world-class clean energy hub in the Northeast.

# Connecting & Coordinating



# Signature Events



## CLEAN ENERGY DAYS

Advocacy day to discuss the most pressing clean energy policy issues with lawmakers and present our Clean Energy Champion Awards.

## MEMBER MIXERS

Networking events aimed at building a strong clean energy business community. Hosted by NECEC Sponsors.

## ANNUAL LEGISLATIVE ROUNDUP

NECEC's Policy Team panel discussion on key clean energy legislation that has emerged from the state legislative sessions.

## EMERGING TRENDS SERIES

Bi-Monthly panel discussion that covers hot topics, growing markets and emerging trends in the clean energy industry.

## CLEANTECH FINANCE SUMMIT

Brings together cleantech corporate partners and investors, finance executives, startups, and growth companies to explore ways to innovate with new cleantech financing products and models.

## NECEC ANNUAL MEETING

Meeting of NECEC Members to discuss industry trends and how NECEC can better serve its mission and members.

## EXECUTIVE ROUNDTABLE

An invite-only event to connect early stage company CEOs and founders with veteran executives for peer learning and networking.

## INVESTOR CORPORATE CONNECT

ICC connects investors and corporates with early stage and emerging companies via 15-minute speed networking sessions.

## STRATEGIC PARTNER SUMMITS

Full-day events to convene leaders in cleantech and clean energy to learn from leading companies and organizations and develop strategies for collaboration.

## GREEN TIE GALA

The Northeast's premier clean energy networking event of the year. 450+ business leaders celebrate the industry's at a formal affair night includes a cocktail hour, dinner, keynote speaker, and awards.

# Event Photos



# Membership

NECEC is the only organization that covers all clean energy market segments in the Northeast, representing the business perspectives of investors and clean energy companies at every stage of development.

NECEC members span the broad spectrum of the clean energy industry.

COLLABORATE  
WITH INDUSTRY  
LEADERS

INFLUENCE  
POLICY  
OUTCOMES

PUBLICITY &  
PROMOTION  
THROUGH  
NECEC



# Member Companies



# Sponsorship

## BE SEEN

- Logo in NECEC Newsletters & Website
- Publicity at NECEC Events
- Social Media Promotion

## CONNECT

- Strategic Partner Network
- Exclusive Events
- Hundreds of NECEC Members & Entrepreneurs

## IMPACT

- High Level Networking Opportunities
- Access to Public Officials, NECEC Leadership & the Region's Leading Companies

“ Our sponsorship of NECEC helps us access and connect with the region's clean energy thought leaders and business drivers. We are proud to support this vital and growing sector, and there is no better connector than NECEC. ”

**CANACCORD** Genuity

Marc Marano, Principal - Investment Banking, Canaccord Genuity  
NECEC Sponsor since 2008

# Sponsors



**MINTZ LEVIN**  
Mintz Levin Cohn Ferris Glovsky and Popeo PC



**FOLEY  
HOAG** LLP



Arthur J. Gallagher & Co.

**CANACCORD** Genuity

**CHUBB**<sup>®</sup>

**CLEAR**Result

**EVERSOURCE**



national**grid**

**PIERCE ATWOOD**<sup>®</sup>

**Schneider**  
Electric



**BRAEMAR**  
ENERGY VENTURES

**BROWN**RUDNICK

**Denterlein**

**GOODWIN**

**MCLANE**  
MIDDLETON

**pwc**

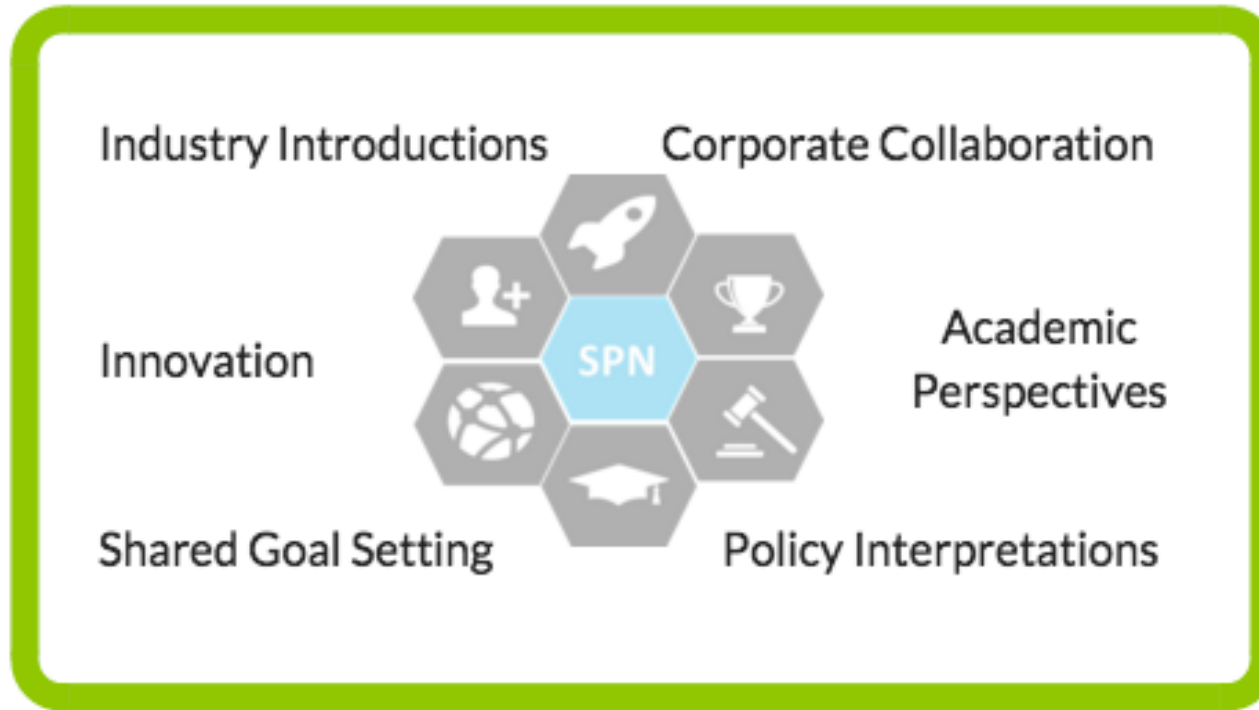
**Rasky Partners**<sup>™</sup>

**RUBIN and  
RUDMAN** LLP  
Attorneys at Law

**W&R**  
Wilson Sonsini Goodrich & Rosati  
PROFESSIONAL CORPORATION

**WOLF**  
& COMPANY, P.C.

# Strategic Partner Network



# Early-Stage Entrepreneurs



CLEANTECH  
**navigate**  
NORTHEAST

NECEC runs the Northeast chapter of the Cleantech Open cleantech business accelerator. Since 2005 Cleantech Open (CTO) has trained over 1200 early-stage clean technology startup entrepreneurs through its annual business accelerator.

NECEC's early-stage Connector Service works with the region's leading innovation programs to connect entrepreneurs and cleantech startups to professionals and experts in areas that can help them grow.



gtm.

“ Hopefully, GE will become an even more active partner in vital and vibrant efforts like the Northeast Clean Energy Council, Greentown Labs and the Cleantech Open. ”



90.9 wbur  
Boston's NPR news station

“ Peter Rothstein, president of the Northeast Clean Energy Council, estimates 100,000 people in the region work in the renewable energy and efficiency industries – and the number is growing by 10 to 15 percent a year. Rothstein says innovation --making renewables cost competitive – will trump political ideology because profit-seeking entrepreneurs follow the money. The clean energy market is a trillion dollar a year industry. ”



Utility  
DIVE

“ Because the policy worked so well, we saw a lot of increases,” said Janet Gail Besser, former chair of the Massachusetts Department of Public Utilities and now Executive Vice President at NECEC. “It was clear [the caps] were going to be hit in 2014 in National Grid’s distribution territory; the caps were increased but they were essentially going to be hit and very quickly. ”

# Board of Directors



## Northeast Clean Energy Council

- Mitch Tyson, Principal, Tyson Associates
- Dave Anderson, Executive Vice President, Business Development, Ameresco
- Cindy Arcate, President and CEO, PowerOptions
- Zaid Ashai, President and CEO, Nexamp
- Ian Bowles, Co-Founder and Managing Director, WindSail Capital Group
- Steve Cowell, CEO, E4TheFuture
- Nick d'Arbeloff, Vice President, Commercial Business, SunBug Solar
- Rob Day, Partner, Black Coral Partners
- Scott DePasquale, Chairman / CEO, Utilidata
- John DeVillars, Managing Partner, BlueWave Capital, LLC
- William (Bill) DiCroce, President & CEO, Veolia Environnement North America
- Lisa Frantzis, Senior Vice President, Strategy and Corporate Development, Advanced Energy Economy
- Phil Giudice, CEO, Ambri
- John Gibson, President and Chief Operating Officer, Veolia North America
- Dan Goldman, Managing Director, Clean Energy Venture Group
- Tim Healy, Co-Founder, Chief Executive Officer and Executive Chairman, EnerNOC
- Henrik Holland, Head of Products, Connected Energy, Shell
- Jim Hunt, Vice President of Regulatory Affairs and Community Relations, Eversource
- Sam Krasnow, Vice President, Regulatory Affairs and Market Development, FirstFuel Software
- Russ Landon, Founder/Managing Director, North River Capital Advisors
- Marc Marano, Principal - Investment Banking, Canaccord Genuity
- Peter Rothstein, President, NECEC
- Dan Sosland, President, Acadia Center
- Tina Bennett, Principal Consultant, Daymark Energy Advisors
- Susan Hunt Stevens, CEO/Founder, WeSpire
- Ed White, Vice President of Customer & Business Strategy, National Grid
- Dave Wilby, Founder, Wilby Public Affairs

## NECEC Institute

- Mitch Tyson, Principal, Tyson Associates
- Steve Cowell, President, E4TheFuture
- Nick d'Arbeloff, Vice President, Commercial Business, SunBug Solar
- Rob Day, Partner, Black Coral Capital
- Scott DePasquale, Chairman / CEO, Utilidata
- John DeVillars, Managing Partner, BlueWave Capital, LLC
- Dan Goldman, Managing Director, Clean Energy Venture Group
- Tim Hoffman, Managing Director, Watts Capital LLC, NYC Metro Director, Cleantech
- Open Northeast
- Henrik Holland, Head of Products, Connected Energy, Shell
- Janet Joseph, Vice President for Technology & Strategic Planning, NYSERDA
- Stephen Pike, CEO, Massachusetts Clean Energy Center
- Elisabeth Reynolds, Executive Director, Industrial Performance Center, MIT
- Jeff Thaler, Visiting Professor of Energy Policy, Law & Ethics, University of Maine and, Co-Chair, E2Tech

# Thank you!

## QUESTIONS?

NECEC  
250 Summer Street, 5th Floor  
Boston, MA 02210