

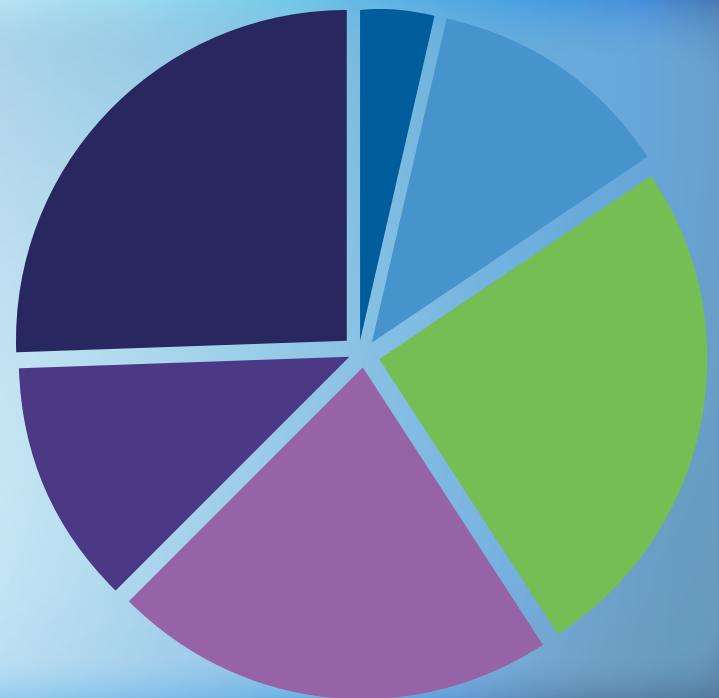
During 2017, the VAEEC continued being a driving force in advancing energy efficiency policy and programs in Virginia. Our network of members continued to grow as businesses, advocates and government entities alike see the value in the tremendous work we are doing to grow this industry. We established a leadership team to advance Commercial-PACE in Virginia and for the first time ever, formally intervened in Dominion Energy's proceeding before the State Corporation Commission seeking approval of new energy efficiency programs. We were also able to successfully negotiate with the Virginia Home Builders to include more energy efficiency measures in the statewide building code and have the Governor appoint one of our own members to the board that oversees adoption of the building code. We also continued to host premiere events including our biannual meetings, educational events and webinars to keep stakeholders informed. We recognized the exemplary work being done in the energy efficiency field during our second annual Virginia Energy Efficiency Leadership Awards ceremony. By providing a platform for industry engagement and promoting public awareness, we continue to be a powerful and trusted voice before policymakers and regulators.

## BY THE NUMBERS

- 1** *New Board Member*
- 4** *Webinars Hosted*
- 5** *Public Comments Submitted*
- 16** *New Members*
- 2** *District Site Visits with Legislators*
- 6** *Sponsored Events*

## 2017 MEMBERSHIP

 Business Platinum ---3	 Government ---18
 Business Gold ---10	 Associate ---10
 Business Silver ---21	 Individual ---21



# KEY HIGHLIGHTS

## Publications

In May 2017, we released our report, "Why Energy Efficiency is a Smart Investment for Virginia," highlighting the growth of the energy efficiency industry in the Commonwealth. Revenue generated from our sector grew from nearly \$300 million in 2013 to \$1.5 billion in 2016.

The report also made five policy recommendations: 1. Expand utility energy efficiency programs; 2. Support the adoption of (C-PACE) financing; 3. Adopt rigorous energy building codes for new home construction; 4. Expand performance-based contracting for state-owned buildings; 5. Support opportunities for benchmarking of public buildings. In addition, we also produced five videos highlighting our members who are experts in these areas.

## Regulation

For the first time ever, VAEEC intervened in formal proceedings before the SCC in support of utility energy efficiency programs. We worked with one of our members, the Local Energy Alliance Program, to file testimony highlighting the economic benefits these programs provide to the communities they serve. The VAEEC and several of our members were involved in successful negotiations with the Virginia Home Builders and local code officials to incorporate more energy saving measures in the Virginia building code. We also testified during several comment periods on the building codes update, Governor McAuliffe's carbon rule and the SCC proceeding to establish protocols to measure and verify utility energy efficiency programs.

## Membership

In 2017, our membership grew 22.5%. During our strategic planning session with staff and board, we established a plan to grow and diversify membership three times the 2016 membership by 2020. The Membership Committee set up the framework for our newest benefit, the VAEEC Membership Directory. The Committee also revamped the Member Round Robin session at our biannual events to become the Remarkable Member Updates and Success Stories.

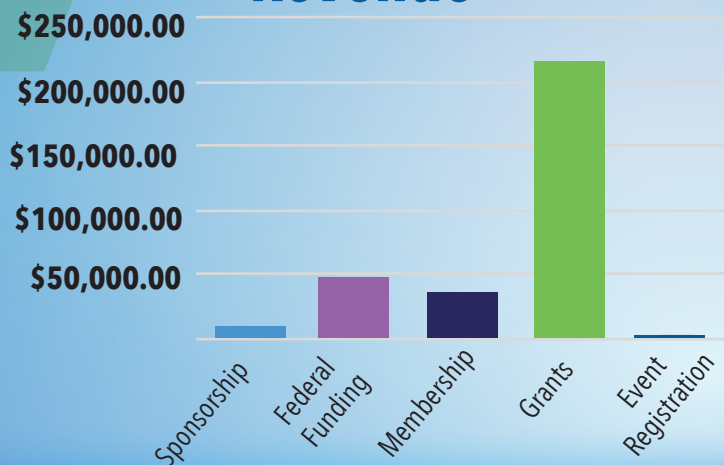
## Policy

During the 2017 General Assembly session, VAEEC worked with legislators to pass a bill ensuring that DMME continues tracking the Commonwealth's progress towards the voluntary energy efficiency goal. We also hosted two members of the House Commerce and Labor Committee to witness energy efficiency in action in their districts. A few VAEEC Board members and staff participated on Governor Northam's Transition Policy Councils for Natural Resources and Commerce and Trade, advocating for the continued prioritization of energy efficiency and to reconvene the Governor's Executive Committee on Energy Efficiency (GEC).

## Events

The VAEEC hosted our biannual meetings in the spring and fall. Over 100 people attended our Spring Meeting. The Fall Meeting was held in conjunction with our second annual Virginia Energy Efficiency Leadership Awards. Over 45 applications were submitted to be considered as one of our energy efficiency champions. Over 125 people attended the Awards Ceremony, where six first place winners were awarded. As an added highlight, Governor McAuliffe received the first-ever Award of Excellence for his leadership on energy efficiency during his tenure as Governor.

## Revenue



## Expenses

