



# Climate Solutions™

PRACTICAL SOLUTIONS TO GLOBAL WARMING



## Annual Report 2008

“What impresses me most about Climate Solutions is the economically positive connections they are able to forge around their issue between groups that normally do not work together.”

—*Rogers Weed, Director, WA State Dept. of Commerce*

## A letter from our Executive Director

Since our founding in 1998, Climate Solutions has focused on establishing cutting-edge policy and partnership models in the Pacific Northwest to spur solutions to the climate crisis throughout the nation. In 2008, our tenth anniversary, the seeds that we planted over our first decade blossomed.

Our most significant victory in 2008 was the passage of the Washington Climate Action and Green Jobs bill. In partnership with the Washington Environmental Council and dozens of others allies, we successfully advocated passage of legislation to make Washington the fourth state in the nation to put binding limits on greenhouse gas emissions, and the first state in the nation to link climate change directly to the growth of good green jobs.

This success was built on a decade of successful policy wins, including helping to launch the US Mayors Climate Protection Agreement in partnership with the City of Seattle, orchestrating the passage of landmark Clean Car laws in Oregon and Washington, and helping to secure renewable energy standards and incentives in Washington, Oregon, Idaho and Montana.

Our many successes are grounded in our firm and long-standing commitment to building powerful partnerships. In 2008, we greatly expanded our Business Leaders for Climate Solutions network. Formed in 2007 with a small handful of people, we built the network to well over 300 business leaders jointly committed to advocating for strong climate and clean energy policies. This increasingly influential group testified before state legislative committees, met with elected officials, and wrote forceful opinion pieces printed in the region's leading newspapers.

Our first partnership project, Harvesting Clean Energy, enjoyed another successful year, highlighted by the more than 600 farmers, economic development professionals, entrepreneurs, and others who attended our 8th Annual Harvesting Clean Energy Conference in Portland, Oregon.

Organizationally, we saw rapid growth, increasing our staff from 13 to 20 and adding full-time staff in Oregon and Montana. Our expansion has allowed us to play an increased role in state climate and clean energy policies, and to grow our strong partnerships much deeper. We also made a deep commitment to advocating for strong climate and clean-energy policies at the national level.

Encouraged by the budding partnerships between the business and environmental communities, we are inspired by the support of all of you who have made our first decade of work such a success. In 2009 we are full of hope, optimistic that dramatic changes in Washington, DC offer the promise of transformative leadership at the national level.



A handwritten signature in black ink that reads "Gregg Small".

Gregg Small  
Executive Director



# Tackling a global problem

Climate Solutions is transforming the global warming debate in the Northwest, and helping to shape the national climate action agenda.

In state legislatures, and in Congress, we work with business, agriculture, environmental organizations, governments, and public interest groups to create climate and clean-energy policies that work for the environment — and the economy.

## 2008 Accomplishments

### Washington

- Led the campaign to pass the landmark Washington Climate Action and Green Jobs bill, positioning the state to further reduce global warming pollution, grow our clean-energy economy and create good, green jobs.
- With 1Sky Washington partners, waged a campaign during the 2008 election season to educate voters and legislative candidates on the importance of taking action on strong climate and clean-energy policies.
- Worked with Washington's congressional delegation to develop strategies and initiatives for action on clean energy and climate solutions for the new administration.



### Montana

- Established a Montana office in Missoula and hired Beth Berlin to represent Climate Solutions and 1Sky climate and clean energy initiatives.
- Launched Montana Business Leaders for Clean Energy, a collaborative campaign of businesses committed to advocating for clean-energy policy in Montana and on the federal level.
- Organized the 9th annual *Harvesting Clean Energy* conference in cooperation with Governor Schweitzer, Senator Baucus and Senator Tester. The conference was held in Billings in January 2009.



# with a regional approach

## Oregon

- Significantly increased our presence in Oregon by establishing an Oregon office and hiring Lisa Adatto and Jamie Hogue to coordinate efforts on climate and clean-energy policy.
- Strengthened Oregon's climate coalition by creating the Healthy Climate Partnership and launching the RePower Oregon campaign.
- Convened the 8th annual Harvesting Clean Energy conference in Portland with over 630 registered — a new record for the conference.



## Idaho

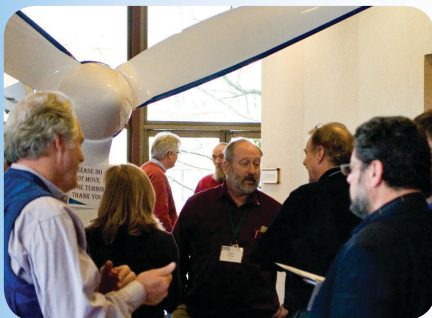
- Worked with leaders from Idaho's agricultural community, business sector and non-profit organizations on the *Energy Independence for Idaho* campaign, which is designed to advance homegrown renewable energy in Idaho.
- Published *Securing Idaho's Energy Future: The Role of Energy Efficiency and Renewables* to provide success stories and resources for Idahoans working toward a clean-energy future.
- Presented the findings of *Securing Idaho's Energy Future* to a special joint House-Senate committee on Idaho Energy, Environment and Technology.



## Regional strength on the national level

At the federal level, the Climate Solutions team worked hard in 2008 to educate the Northwest Congressional delegation on climate policy – organizing over 40 meetings with members and staff. After the November election, focus turned towards urging Congress and President-Elect Obama to pass policies that reduce global warming pollution and transition America to a new, clean-energy economy.

Climate Solutions was also a key member of the Western Climate Advocates Network, a diverse coalition of organizations working to ensure that the final framework of the Western Climate Initiative achieves its goals and sets the West on a course for steadily reducing greenhouse gas emissions beyond 2020, while growing the region's clean-energy future.





# Forging strong partnerships



Rep. Dave Upthegrove, Climate Solutions Policy Director KC Golden, former CS board member and Director WA State Dept. of Commerce, Rogers Weed

**Business Leaders for Climate Solutions (BLCS)** brings together executives, entrepreneurs and investors from around the Northwest who are committed to strong action to reduce global warming pollution and regional leadership in the transition to a clean and energy efficient economy. Members of this network recognize that regions with strong climate and energy policies in place are best positioned to attract new investments and generate new jobs in the global markets opening up around clean technology, renewable energy and energy efficiency.

These business leaders are uniquely qualified to advocate for strong climate and clean energy policies as essential tools to create jobs and ensure that we are competitive. This business voice is also critically important to help policy makers and members of the media understand that the old frame of “environmentalists v. business” is outdated when it comes to climate policy.

We dramatically expanded our business outreach in 2008 by building new economy leaders into a powerful constituency for climate action: the network has more than tripled in the past year to more than 375 business leaders across the Northwest states from a wide range of businesses. The network includes leading entrepreneurs and investors as well as regional giants like Nike, Puget Sound Energy and Starbucks. We’ve successfully mobilized BLCS leaders to testify in the state capitols, to meet with federal and state legislators, and to author op-eds and letters to the editor in regional newspapers.

BLCS members were instrumental in passing the *Climate Action and Green Jobs* bill in Washington State and played a key role in supporting some of Governor Kulongoski’s most proactive climate policies in Oregon.

“As members of Business Leaders for Climate Solutions, we are proud to have supported the *Climate Actions and Green Jobs* bill. We were joined by 32 other state business leaders, representing cleantech entrepreneurs, investors, energy consultants, service providers or simply business people passionate about sustainability.”

—William Brent, Senior Vice President, Weber Shandwick and Dan Rosen, CEO, Dan Rosen & Associates



Sam Hoffman of Red Lodge Ales, Montana accepts a clean energy award from Governor Schweitzer

Placing a staff member on the ground in Montana enabled Climate Solutions to build a business network in that state: Montana Business Leaders for Clean Energy (MBLCE). MBLCE addresses clean-energy efforts on the state level, sending strong messages to state and federal legislators and Governor Schweitzer.

On the federal level, our business networks are playing a key role in our work with the Northwest Congressional delegations. As the federal government is finally beginning to address significant energy policies, these business leaders are taking action and making their voices heard.

Business is playing a key role in creating actual climate “solutions” on the ground in our region, by driving innovation in the clean energy economy, attracting investments, and creating green jobs. Our growing network helps provide them with a voice to influence policy in a very meaningful way.

# to create a clean-energy future



**Our Harvesting Clean Energy (HCE) program** helps rural communities in the region step up to their vital role in the clean energy economy. We've been able to consistently advance clean energy as a win-win-win issue — pro-agriculture, pro-prosperity, and pro-environment.

At the heart of our HCE program is the annual Harvesting Clean Energy Conference, the Northwest's premier event bringing together the agricultural and clean energy communities. The conference is shaped by a steering

committee of leaders from at least two dozen key public and private agriculture, rural development, government, university and energy organizations.

Spurred by high oil prices and a growing clean energy industry, the January, 2008 Harvesting Clean Energy Conference in Portland, Oregon reached record attendance levels. Over 630 farmers, ranchers, energy developers, venture capitalists, energy entrepreneurs, utility officials, and government leaders from throughout the Northwest attended the event. Through the conference, HCE has been able to grow a powerful network of voices for rural communities.

In early 2008, HCE staff organized a Northwest Ag-Energy Coalition comprised of leading farm groups from all four Northwest states to work specifically on the 2008 Farm Bill. The coalition orchestrated an unprecedented bipartisan letter from the Northwest Congressional delegation to the House Agriculture Committee advocating a massive scale-up of funding for clean energy. The House later approved \$2.4 billion in clean energy funding in the Farm Bill.

With the likelihood of more action at the federal level in 2009, HCE has begun a more concerted effort to systematically work federal issues. Our meetings and grassroots alerts have focused on the Rural Energy for America Program funding in the Farm Bill tax credits for renewable energy development and federal climate policy.



Barry Bushue, Oregon Farm Bureau president, noted he saw among the HCE Conference attendees "everything from Birkenstocks to cowboy boots...maybe that's a very, very good thing to be able to be collaborative, to be working on these issues... We're on the cutting edge of things we never thought possible -- whether to refer to it as renewable, clean or green, energy and energy policy is taking on things that weren't even conceived of 50 years ago."



# Laying the groundwork for



Climate Solutions is proud to be a lead partner in **1 Sky**, a broad based national effort that starts with a positive vision for national policies that rise to the scale of the challenge.

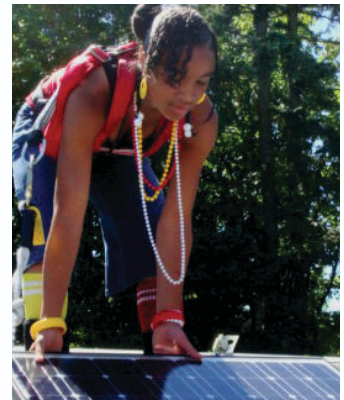
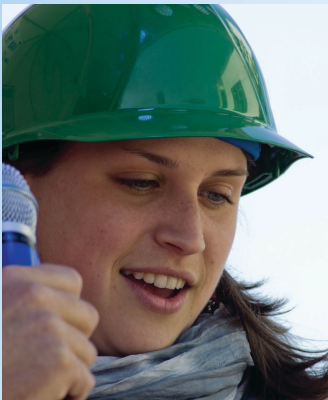
Through events like the September 27, 2008 National Day of Action for Green Jobs, we mobilized thousands of citizens, asking our leaders to take action now on climate change and re-power America with clean, green energy.

Our 1Sky civic engagement work ensured climate was a top issue in targeted 2008 Congressional races throughout the region.

We built the 1Sky Washington campaign as an umbrella for diverse partners to collaborate on climate action - recruiting over 50 organizations, businesses, and community partners to the campaign. 1Sky Washington spent the 2008 election season working with voters to make sure legislative candidates knew the importance of taking action to reduce global warming pollution and building a clean-energy economy.



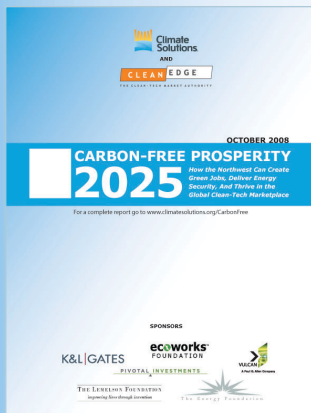
In 2008 we began 1Sky organizing in Oregon and Montana and growing our climate action network to over 10,000 activists. We significantly expanded our partnerships in the business, labor, social justice, agriculture and religious communities.





# a successful climate action agenda

Over the past ten years, the ground-breaking and informative reports produced by Climate Solutions staff and partners have been an important part of the tool box behind strong climate and clean-energy policy. **In 2008**, we produced three more reports to help create a carbon-free economy:

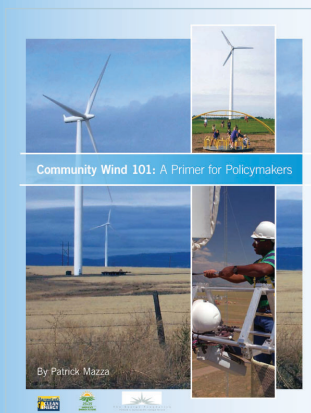


October 2008

## **Carbon-Free Prosperity: How the Northwest Can Create Green Jobs, Deliver Energy Security, And Thrive in the Global Clean-Tech Marketplace**

Produced in partnership with research and publishing firm Clean Edge, *Carbon-Free Prosperity 2025* concludes that five emerging clean-tech industry sectors offer the Pacific Northwest one of the best opportunities for sustained economic vitality and job growth. It also charts the course for private and public investment and leadership to capitalize on the opportunity.

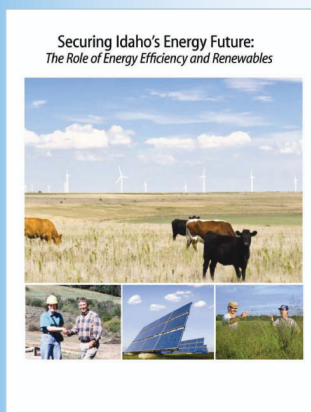
*"The Carbon-Free Prosperity action plan will help spur and leverage our ongoing efforts in the U.S. Senate to create the policies and federal incentives needed to accelerate the clean tech revolution and help build a 21st Century clean, smart, affordable and job-rich energy system." --U.S. Senator Maria Cantwell*



September 2008

## **Community Wind 101: A Primer for Policymakers**

A new model for wind development is emerging – community wind – in which local ownership plays a major role. Rural landowners, consumer-owned utilities, school districts, colleges and native tribes are putting installations on the ground ranging from single turbines to wind plants with hundreds of megawatts of capacity. Funded by the Energy Foundation, *Community Wind 101* is intended as a primer on community wind for policymakers and clean energy advocates, based on a survey and synopsis of the best literature in the field.



July 2008

## **Securing Idaho's Energy Future: The Role of Energy Efficiency and Renewables**

Capitalizing on Idaho's renewable energy resources and energy efficiency will take bold leadership from policymakers. *Securing Idaho's Energy Future* is intended to inspire policymakers to work with residents, farmers and business owners to build a more secure energy future for Idaho.

*"Developing renewables within the state helps protect Idaho's economy from rising energy costs and keep more dollars circulating in the local economy. This report is a valuable resource in informing and guiding policymakers and citizens to build a more secure energy future."*

*--Senator Curt McKenzie, Co-chair, Idaho Interim Legislative Committee for Energy, Environment and Technology*



## Climate Solutions Staff



1. Ethan Schaffer, Director of Major Gifts and Grants; 2. KC Golden, Policy Director 3. Patrick Mazza, Research Director; 4. Conner Sharpe, Administrative Director; 5. Beth Berlin, Montana Representative; 6. Jessica Finn-Coven, Policy Specialist; 7. Lisa Adatto, Oregon Director; 8. Teresa Myers, Development Director; 9. Andy Grow, Communications Director; 10. Joëlle Robinson, Field Director; 11. Gregg Small, Executive Director; 12. Suzanne Malakoff, Communications Associate; 13. Beth Doglio, Campaign Director; 14. Pat Gibbon, Harvesting Clean Energy Program Manager; 15. Shannon Sedgwick, Bookkeeper; 16. Rhys Roth, Director of Strategic Innovation; 17. Owen Atkins, Development Associate; 18. Ross Macfarlane, Sr, Advisor, Business. Partnernships; 19. Bonnie Frye Hemphill, Fellow in Business Partnerships; 20. Jamie Hogue, Oregon Field Representative

“We appreciate the Climate Solutions staff for their deep climate and clean-energy policy expertise and their long-standing focus on the positive solutions that exist to solve the climate crisis that also deliver economic opportunity. They provide clear and cohesive solutions to the ever complex issues surrounding global warming policy in our region.”

—Alan Durning, *Sightline Institute*



# Climate Solutions Board of Directors



**Jabe Blumenthal, Co-President**, designer of the first version of Excel at Microsoft, went on to head the science department at Lakeside High School in Seattle. He was instrumental in the effort to protect Loomis Forest in northeastern Washington.



**Paul Knox** is founding Executive Director of the Washington Asset Building Coalition. WABC addresses the need to integrate financial fitness and asset building into the services provided to low and moderate-income customers and clients.



**Alexandra Loeb, Co-President**, a former VP for the tablet PC at Microsoft, now pursues her environmental interests in the Northwest. She's currently board chair of Conservation Northwest.



**Anne McGuire** is a general partner of Equilibrium Capital LLC, a venture capital investment firm committed to funding and growing leading companies in the area of sustainability.



**James Dailey, Secretary**, is Director of Micro Energy Credits, aiming to source carbon offsets from the developing world. He worked at the Grameen Technology Center since its founding in 2001.



**Aiko Schaefer** directs communications and external relations for the WA Budget & Policy Center. Her efforts help create socially progressive legislation and fiscal policy. She is also a State Supreme Court appointee to the Access to Justice Board.



**Phil Gerity, Treasurer**, is a management consultant with experience in the software, healthcare, and insurance industries. He is currently engaged with Microsoft and also leads business development efforts for Matisia, Inc., a Bellevue-based consultancy.



**Dorte Scherling Nielsen** is Manager of Government Relations with the world's biggest wind turbine manufacturer, Vestas Wind Systems.



**Michael Butler**, co-founder of Cascadia Capital, leads the firm and is an emerging thought leader in the New Energy Economy. His recent focus on sustainable technology has helped propel Cascadia into some of the most important transactions in this market.



**Steve Sundquist** retired after 21 years at the Russell Investment Group in Tacoma. Steve is now a lead partner for Social Venture Partners and a member of the Seattle School Board.



**Rob Grady** is currently Senior Vice President, Marketing for Wetpaint, a company dedicated to changing the way people share and collaborate online through its consumer-friendly social publishing platform.



**Liz Thomas** is a partner at Kirkpatrick & Lockhart, Preston Gates Ellis LLP, where she practices energy and utilities law, working primarily with independent power producers and municipal utilities, and in developing utility legislation.



**Ashley Henry** is a community volunteer in Portland, Oregon. Until recently, she served as the Energy Industry Liaison for Stoel Rives LLP where she managed marketing, business development, and public relations for the firm's renewable energy practice.



**Heidi Wills** manages a local non-profit that serves disadvantaged children. As a member of the Seattle City Council, she chaired its Energy and Environmental Policy committee, and worked as environmental policy staff to the King County Executive.

Climate Solutions board and staff would like to express their deep gratitude for the continued commitment and support from the following individuals and foundations who make our work possible:



**\$25,000+ Funders**

Alki Fund of Tides Foundation  
 Anonymus  
 Jabe Blumenthal & Julie Edsforth  
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### Tributes

In honor of David Chen  
In memory of Roger Giesecke  
For the birthday of Lars Johansson  
In honor of Craig McLaughlin  
In honor of Gordon Orians  
For the birthday of Stephen Saltzman  
For the birthday of Heidi Wills

### Matching & Workplace Giving

Adobe  
Ameriprise  
City of Seattle  
Earthshare of Washington  
Microsoft  
REI  
Starbucks  
United Way of Thurston County  
Washington Mutual

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**Special thanks** to Brett Klaassen, Calder Kegley and all of the climbers and supporters who made the 2008 Climb for Climate a success. The event was dedicated to the memory of Sam Sylvester.

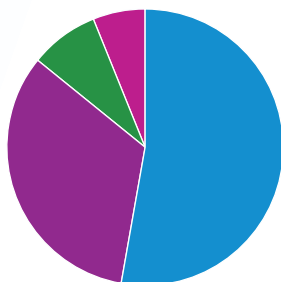
# 2008 Financials

## STATEMENT OF ACTIVITIES AND CHANGE IN NET ASSETS

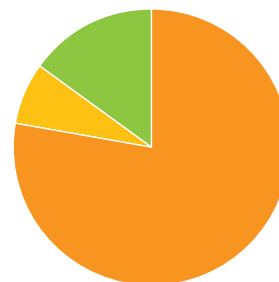
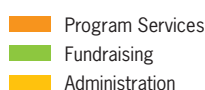
Fiscal year ending December 31, 2008 (With Comparative Totals from 2007)

	2008	2007
<b>INCOME</b>		
Grants	\$984,000	\$470,800
Individual Donations	625,969	553,339
Service Contracts	156,434	107,234
Special Events	119,219	
Other Revenue	5,036	38,000
<b>Total Income</b>	<b>\$1,890,658</b>	<b>\$1,169,373</b>
<b>EXPENSES</b>		
Program Services	\$1,351,833	\$984,923
Administration	124,840	107,850
Fundraising	265,938	106,945
<b>Total Expenses</b>	<b>\$1,742,611</b>	<b>\$1,199,718</b>
<b>Change in Net Assets</b>	<b>148,047</b>	<b>(30,972)</b>
<b>Net Assets, Beginning of Year</b>	<b>923,757</b>	<b>954,729</b>
<b>Net Assets, End of Year</b>	<b>1,071,804</b>	<b>923,757</b>

### SOURCES OF REVENUE (FY 2008)



### ALLOCATION OF PROGRAM FUNDS (FY2008)



The financial statements of Climate Solutions as of December 31, 2007 and December 31, 2008 were examined by the independent certified accounting firm, Huebner, Dooley & Company, PS. The above are financial highlights. A complete set of audited financial statements is available upon request.

# 10 years of climate action leadership



The Energy Outreach Center - home to Climate Solutions from founding to 2003

In 1998 Climate Solutions' founders faced a political landscape that made bold national action to confront global warming virtually unimaginable. Since then, Climate Solutions has grown from a small storefront in Olympia, WA, with six staff to a team of 20 located in three Northwest states.

Working at the regional level, Climate Solutions has built long-term relationships, often across the partisan divide. Through years of patient organizing and bridgebuilding, we have developed vibrant partnerships with an extraordinarily wide array of business, farm, government and civic interests.

As we enter our second decade of accelerating practical and profitable solutions to climate change, we continue to expand our partnerships in the business, labor, social justice, agriculture and religious communities so that the climate movement in our region is much more than the sum of its parts. Global warming is our greatest challenge and solving it is our greatest opportunity to build a healthy, prosperous future.

Together with our partners, we work toward a healthy clean-energy future – improved air quality, better transportation choices, energy efficiency and job creation in the clean energy economy. Specifically, our accomplishments include:

- Catalyzing and positioning the Northwest to lead the Western Climate Initiative - seven states and four Canadian provinces collaborating on a regional plan to dramatically cap global warming pollution
- Launching the US Mayors Climate Protection Agreement which now covers over 900 cities and over 80 million Americans
- Securing strong renewable energy standards for electricity and fuels in Washington, Montana and Oregon, and renewable energy incentives in Idaho
- Building the 1Sky Washington campaign as an umbrella for diverse partners to collaborate on climate action, and launching 1Sky organizing in Oregon, Montana and Idaho
- Organizing new economy leaders into a powerful constituency for climate action through our Business Leaders for Climate Solutions program, and gaining support from traditional industries for strong climate policy and clean energy solutions
- Providing thought leadership to the region through cutting-edge research reports such as *The Smart Energy Network: Electricity's Third Great Revolution*, *Powering Up the Smart Grid*, *Community Wind 101: A Primer for Policymakers*, *Securing Idaho's Energy Future*, and *Carbon-Free Prosperity 2025*
- Promoting renewable energy projects on Northwest farms through our *Harvesting Clean Energy* (HCE) program which addresses climate change while supporting sustained economic vitality in our rural communities
- Leading the coalition to pass the *Climate Action and Green Jobs* bill, making Washington the fourth state to adopt legally binding economy-wide limits on global warming pollution, and the first to make a major investment in green jobs a central element in its climate program.

“Climate Solutions might just be the finest regional climate group in the world.”  
—*Denis Hayes, President, Bullitt Foundation*



# Climate Solutions™

PRACTICAL SOLUTIONS TO GLOBAL WARMING

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