

# 2010 Annual Report



# Climate Solutions™

PRACTICAL SOLUTIONS TO GLOBAL WARMING



Leading the way to clean economy jobs and regional prosperity



Climate Solutions' mission is to accelerate practical and profitable solutions to global warming by galvanizing leadership, growing investment and bridging divides.

Since 1998, Climate Solutions has pioneered the vision and cultivated political leadership in the Northwest for the proposition that clean energy and broadly-shared economic prosperity can go hand-in-hand. Through our *Business Partnership*, *New Energy Cities* and *Harvesting Clean Energy* programs, Climate Solutions builds a powerful constituency for local, regional and national action on climate and clean energy.

[www.ClimateSolutions.org](http://www.ClimateSolutions.org)

2010 was a powerful year at Climate Solutions, highlighted by the launch and expansion of a series of projects and partnerships designed to help build the clean-energy economy in the Northwest, and an increased focus on stopping use of the largest single source of climate change pollution on the planet: coal.

It was also a year marked by deep disappointments. The coal mining accidents and the Gulf Disaster reminded us yet again of the devastating impacts of our fossil fuel dependence. It also marked another year without meaningful federal climate and clean-energy policies.

In the absence of national and international leadership on climate change, it is more important than ever that regions like the Northwest step up and fill the leadership vacuum. Climate Solutions believes that the only way to succeed at the speed and scale required to address climate change is to build a very large and powerful network dedicated to building the clean-energy economy. As you will see in this report, we have forged strong partnerships with the business, agricultural, labor, environmental, faith, veteran and other communities. We are on the front lines of galvanizing regional leadership.

Building on our successful programs like *New Energy Cities* and *Harvesting Clean Energy*, which create real solutions in our cities and communities, we launched two exciting new projects in 2010. Our *Sustainable Aviation Fuels Northwest* project is a unique partnership with Boeing, Alaska Airlines, Washington State University, the Ports of Seattle and Portland and others to develop a flight plan for more sustainable fuels to power our planes. The *NW Regional Biocarbon Initiative*, founded with a diverse set of partners, is designed to show how forests, farms and businesses can mobilize biological carbon resources to stabilize the climate.

We also partnered with several organizations to fight proposals to ship millions of tons of coal from Montana and Wyoming on trains for export to China and other markets through Northwest ports. Our local and global communities cannot afford to continue to burn coal at its current trajectory. Our region, with its long record of leadership on climate change and clean energy, cannot credibly maintain its leadership position while allowing the largest source of climate change pollution to ship from our shores. We recognize that we must simultaneously build the clean-energy economy while saying no to continued reliance on fossil fuels.

And we must, as we always have, say yes to job creation and safer forms of energy that are reliable and affordable. To that end, we are working with diverse allies to ensure the successful transition of Washington's largest source of climate pollution, the Centralia coal plant. We are deeply committed to a transition that not only phases out the coal plant, but invests in the community's economic development and creates a pathway for cleaner sources of energy to power our state and region.

We face intensely challenging times in our collective efforts to stop the most severe impacts of climate change. It is our job to step up to the challenges and find the innovative solutions and powerful partnerships that make our region a better place to live and an inspiration to others around the country and the world.

Thanks to all of you for your support.



*Gregg Small*  
Gregg Small  
Executive Director



# Policy Leadership Program

[Climatesolutions.org/nw-states](http://Climatesolutions.org/nw-states)



The Northwest has emerged as a national center of climate leadership, and Climate Solutions is an active catalyst, advocate and campaign hub for this leadership. For over a decade, we have led successful initiatives to deliver sweeping changes in Northwest climate and energy policy. A diverse set of allies have been key to our success in winning strong public policies including energy efficiency and renewable energy standards, renewable energy financing, greenhouse gas reporting and coal plant transition.

*Climate Solutions places themselves in both urban and rural policy settings where they are the most strategic at providing the leverage to accelerate work on climate change issues in the region.*

– Mark Kendall, Principal, Kendall Energy Consulting, LLC

# New Energy Cities

[Newenergycities.org](http://Newenergycities.org)



The New Energy Cities program is a partnership between Climate Solutions and innovative Northwest cities and counties that wish to be early adopters of the 21st Century clean-energy system. The New Energy Cities program embraces four key components of an integrated energy system—very efficient and intelligent buildings, smart power grids, plug-in electric vehicles and energy storage, and renewable power sources such as wind, solar, geothermal and biomass.

*We have been most impressed by the New Energy Cities team's competence and their passion for working with local jurisdictions to accelerate the transition to a cleaner, more efficient energy system. We feel very fortunate to have them as our strategic partner.*

– Mark Barron, Mayor, Jackson, Wyoming

# The Northwest Biocarbon Initiative

[Climatesolutions.org/biocarbon](http://Climatesolutions.org/biocarbon)



The Northwest Regional Biocarbon Initiative links the region's top innovators in biological carbon sequestration. The project is showing how biocarbon can help stabilize the climate, benefit forestry and agriculture, build greener cities and improve the ecological and economic health of the Northwest. In 2010, we thoroughly mapped the playing field, culminating in a series of briefings – “Building the Biocarbon Economy” – showing how the Northwest can mount regional initiatives to accelerate biocarbon progress.

# Power Past Coal

[Climatesolutions.org/nocoal](http://Climatesolutions.org/nocoal)



Coal companies are targeting Northwest ports as the gateway for coal export terminals that would send staggering quantities of U.S. coal to Asia – especially China. While the Northwest invests in clean technology jobs for wind, wave and solar energy, the coal export terminals would reverse major commitments to reduce our region's contribution to global warming pollution. In 2010, Climate Solutions and our coalition partners started work on a campaign to halt the effort to turn the West Coast into gateway for coal export.

## Business Partnership Program

[Climatesolutions.org/blcs](http://Climatesolutions.org/blcs)



Business Leaders for Climate Solutions and Montana Business Leaders for Clean Energy bring 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. 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.

*Climate Solutions does a great job bringing the business community together and focusing on practical solutions that address climate change. I always appreciate working with its members, and look forward to working with them again in the future.*

– Oregon Senator Jackie Dingfelder

## Harvesting Clean Energy

[Harvestcleanenergy.org](http://Harvestcleanenergy.org)



Harvesting Clean Energy reaches across the urban/rural divide in the Pacific Northwest. We cultivate common ground with a simple shared goal: to foster rural economic development through clean-energy production. We are working with our rural partners to increase our energy independence, bolster our family farms and rural economies and provide clean-energy solutions to important environmental challenges.

*Harvesting Clean Energy is a great source for farmers and ranchers to learn more about what is going on outside their immediate world - it brings the science of clean, renewable energy to a level that can benefit rural communities.*

– Bill Warren, farmer, Dayton, WA

## Sustainable Aviation Fuels Northwest

[Climatesolutions.org/safn](http://Climatesolutions.org/safn)



The global aviation industry is mobilizing to reduce its contribution to climate disruption and dependence on fossil fuels. Northwest aviation industry leaders, including Boeing, Alaska Airlines, the Ports of Seattle and Portland, Spokane International Airport and Washington State University, asked Climate Solutions to facilitate a diverse stakeholder process and lead the research and writing for this effort – the first of its kind in the nation. In 2011, a new report will outline the flight paths to fuel our airports with significant quantities of sustainable, regionally produced biofuels. It holds prospects for increased jobs and economic opportunities in farms and resource communities throughout the region.

*I think what's so valuable about Climate Solutions is that they figured out a way to deal with an incredibly important issue – the climate – in a really economic development way that is not scary. It's not something that puts people off... but rather really gives people some really exciting potentials both to save money and to create jobs and to improve the environment. What could be better than that?*

– Bill Bradbury, Former Secretary of State, State of Oregon





In 2010 we doubled the attendance of our signature fundraising events with over 1,000 guests attending our 2nd Annual Seattle Breakfast keynoted by Van Jones, and over 400 attending our 2nd Annual Oregon Dinner keynoted by KC Golden.

We also held our first *350 Club* major donor reception at the penthouse suite at the top of the Smith Tower in Seattle. The new dean at the University of Washington's College of the Environment, Dr. Lisa Graumlich, was our featured speaker.

And some of our MT business leaders hosted our first ever Montana events in Whitefish and Bozeman. CS leadership staff had a great opportunity to meet with many key supporters of our MT business network.



- **Worked to build political will for federal action on a climate bill:** Helped guide the campaign to ensure Northwest Senate leadership on the federal climate and clean-energy bill. Led national groups on a “72 Hours for Clean Power” call-in with the goal of flooding the Senate with calls for immediate progress on climate legislation. Over 300,000 activists called U.S. Senators.
- **Engaged Montana business leader support for the federal climate bill:** Organized and accompanied two delegations made up of members of *Montana Business Leaders for Clean Energy* and Montana electric co-ops to Washington DC to request Senator Baucus (D-MT) and Senator Tester’s (D-MT) support for a federal climate bill. We also delivered a MT business leader sign-on letter to our Montana Senators with over 100 business leader names asking for strong comprehensive climate and energy legislation. Since delivery, another 150 business leaders have added their names to the letter.
- **Increased support for energy efficiency:** Developed a campaign to support policies in Oregon that increase consumer knowledge of statewide reporting, incentives and financing for energy efficiency.
- **Built support for clean energy financing:** Co-organized the Coalition for Clean Energy Financing to support continued state investment in clean energy in Oregon.
- **Sparked bi-partisan support in Idaho:** Secured Senator Crapo (R-ID) as the lead signatory on the Senate member letter calling for continued funding for the *Rural Energy for America Program* in the Farm Bill.
- **Held the line on Washington’s clean-energy initiative:** Worked with a coalition of clean-energy advocates to preserve the integrity of Washington State’s Clean-Energy Initiative, I-937, during the 2010 legislative session.
- **Preserved financial support for wind power:** Maintained critical tax credits for wind energy projects in Washington to ensure that the state does not lose job creating clean-energy development.
- **Organized local communities to oppose coal export to Asia:** Organized activists to testify at coal export hearing in Longview, Washington. Climate Solutions and the coalition garnered dozens of media hits with stories running across the country, including in *The Washington Post*, *MSN*, *Los Angeles Times* and *Bloomberg*.
- **Joined fishing communities to call attention to the Gulf Disaster:** Partnered with people in Louisiana, Alaska and Pacific Northwest fishing industries to call attention to the impacts of oil spills on the fishing community, and the need for a federal bill to reduce our reliance on oil.
- **New Energy Cities:** Produced a widely disseminated how-to guide for cities on financing clean-energy programs called “Energizing Cities: New Models for Driving Clean Energy Investment.” With the Jackson Hole Energy Sustainability Project, created a first-in-the-nation partnership between a town, county and a utility that resulted in a successful \$3,800,000 tax passed by public vote to pay for energy efficiency retrofits for public buildings. In 2010, New Energy Cities was active in Thurston County, WA; Snohomish County, WA; Spokane, WA; Wenatchee, WA; Jackson Hole, WY; and Albany, OR.
- **Business Leaders for Climate Solutions:** Continued rapid growth of our *Business Leaders for Climate Solutions* networks in the Northwest to over 1,000 businesses, executives, investors and entrepreneurs. Our business leaders were a critical part of our successes in the Northwest in 2010.
- **Harvesting Clean Energy:** Organized the 10th Harvesting Clean Energy conference in Kennewick, WA. The conference showcased how a wide variety of clean-energy solutions can benefit our rural communities and that these profitable solutions bring people together across partisan and geographic divides. Also launched new partnerships in Idaho and Montana to increase these states’ success rates in attracting *Rural Energy for America Program* grants from the USDA to build renewable energy and energy efficiency projects.
- **Recognized:** Named “Best of the Decade in Green Living” by *Seattle Magazine* in November, 2010.

*Climate Solutions is one of the most effective and innovative organizations that I have seen.*  
 – Paul Shoemaker, Executive Director, Social Venture Partners



# Board of Directors



**Jabe Blumenthal, Co-President**

Jabe is the designer of the first version of Excel at Microsoft. He was instrumental in the effort to preserve Loomis Forest in northeastern Washington.



**Alexandra Loeb, Co-President**

Alex is a former VP for the Tablet PC at Microsoft who now pursues her environmental interests in the Northwest. She serves on the board of Conservation Northwest.



**James Dailey, Secretary**

James is Director of Micro Energy Credits, aiming to source carbon offsets from the developing world. He formerly worked at the Grameen Technology Center.



**Phil Gerity, Treasurer**

Phil works in marketing at Microsoft on monetization strategy for Information Worker products. His primary focus is small/medium-sized businesses and emerging markets.



**Ash Awad**

Ash is Vice President - Energy & Facility Services for McKinstry Co. He and his team support cities, counties, schools, medical centers and other clients with a variety of energy and facility related services.



**Dave Bricklin**

Dave is a partner in the Seattle law firm of Bricklin & Newman, LLP. His practice emphasizes environmental, land use and community issues.



**Michael Butler**

Michael is co-founder of Cascadia Capital. He leads the firm and is an emerging thought leader in the new energy economy.



**Marc Daudon**

Marc is principal and co-founder of Cascadia Consulting Group. He has over 25 years of international environmental consulting experience.



**John Morris**

John is a director at Fluid Market Strategies where he is senior program manager for the Northwest ENERGY STAR Homes program.



**Haeryung Shin**

Haeryung chairs the Clean Technology Group at Davis Wright Tremaine, representing public and private technology and rapid-growth enterprises.



**Steve Sundquist**

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



**Daniel Weise**

Daniel is formerly a Stanford University professor and was part of the team at Microsoft Research. He is now active in the climate change movement.



**Heidi Wills**

Heidi is executive director of First Tee, a local non-profit that serves disadvantaged children. As a member of the Seattle City Council, she chaired its Energy and Environmental Policy committee.

*In a workplan that's bursting with opportunities, we always appreciate the manner in which Climate Solutions professionally and effectively helps us engage to communicate the myriad health implications of climate change. There is a great trust and respect for the folks there.*

– Cherie Eichholz, Executive Director, Washington Physicians for Social Responsibility





**Back row, left to right:** Rhys Roth, [Director of Strategic Innovation](#) Savitha Reddy Pathi, [Development Director](#) Russ Childers, [Database Manager](#) Eileen Quigley, [Program Director, New Energy Cities](#) Jessica Finn Coven, [Policy Specialist](#) Suzanne Malakoff, [Communications Associate](#) Teresa Myers, [Events Director](#) Jamie Hogue, [Oregon Field Representative](#) Beth Doglio, [Campaign Director](#) Owen Atkins, [Grants Manager](#)

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Not pictured

Beth Berlin, [Montana Director](#)  
Patrick Mazza, [Research Director](#)

Climate Solutions relies on talented consultants to enhance and strengthen our efforts:

Jules Bailey, [New Energy Cities](#) Erin Derrington, [New Energy Cities](#) Cameron Duncan, [New Energy Cities](#) Amy Frykman, [Communications](#) Jeff Fox, [MT Policy Leadership Program](#) Margi Hoffman, [OR Policy Leadership Program](#) Michael Mann, [New Energy Cities](#) Andy Olson, [Harvesting Clean Energy](#) Tom Osdoba, [New Energy Cities](#) Miguel Perez-Gibson, [WA Policy Leadership Program](#) Adam Pimley, [OR Policy Leadership Program](#) Michelle Tafoya, [MT Policy Leadership Program](#) Hendrik Van Hemert, [New Energy Cities](#)

The Climate Solutions team extends a warm thanks to our 2010 volunteers and interns for their contributions and hard work.

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

**Our 350 Club:** The following donors gave \$350 or more to Climate Solutions annually and are part of the 350 Club. 350 Club members receive special communications and invitations to events. **350 parts per million** is the level scientists have identified as the safe upper limit for CO<sub>2</sub> in our atmosphere.

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 In honor of Bill Moyers  
 In honor of Carol & Gary Henderson  
 In honor of Dennis & Carol Jackson  
 In honor of Emily Rupell  
 In honor of Geoffrey Abbott & Peggy Finkel  
 In honor of Glen Beck Offsets  
 In honor of Got Green

In honor of Lisa Adatto  
 In honor of Lynette MacLeod & Richard Brockway  
 In honor of Midori, Inc.  
 In honor of Nigel & Janelle Abbott  
 In memory of Arthur & Pauline Bortnick  
 In memory of Doris Heyman  
 On behalf of Gina Broel,  
 Recipient of Microsoft Corporate  
 Environmental Action Award

On behalf of Jemae Hoffman  
 On behalf of Seattle Children's Hospital  
 Research Foundation  
 On behalf of the Seattle Academy  
 On behalf of WA  
 On behalf of Whidbey Sun & Wind  
 On behalf of Will Strong

### Matching & Workplace Giving

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 Earthshare of Washington

Bill & Melinda Gates Foundation  
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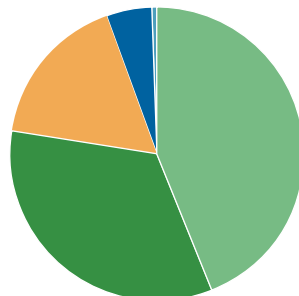
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### Sources of revenue (FY 2010)

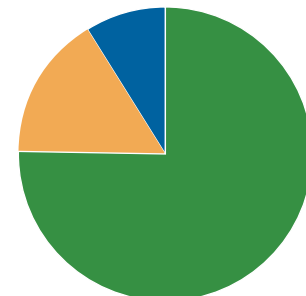
- Foundations (44.02%)
- Individual Gifts (33.65%)
- Earned Income (16.80%)
- Corporate Gifts (5.22%)
- Government Grants (.31%)



Total income - \$2,103,547

### Allocation of program funds (FY 2010)

- Program Services (75.29%)
- Fundraising (16.07%)
- Administration (8.64%)



Total expenses - \$2,148,357

The financial statements of Climate Solutions as of December 31, 2010 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. We had a planned deficit budget in 2010 and made the decision to use some of our cash reserves to fund our programs and provide that extra push to move our work forward in 2010. We are happy to report that the deficit was less than what we had planned in terms of revenue raised in 2010.



Thank You!



# Climate Solutions™

PRACTICAL SOLUTIONS TO GLOBAL WARMING

## 10 Ways to Make a Difference

Your financial support is key to making the clean-energy economy a reality. For more information on ways to give to Climate Solutions, please contact us.

- 1. Join our 350 Club.** 350 parts per million is the level scientists have identified as the safe upper limit for CO2 in our atmosphere. Anyone who donates \$350 or more to Climate Solutions annually receives special communications and invitations.
- 2. Give online.** A secure and efficient way to donate to Climate Solutions. Make a gift at [www.climatesolutions.org/donate](http://www.climatesolutions.org/donate).
- 3. Make a cash donation.** Gifts can be made via credit card, check or money order payable to Climate Solutions.
- 4. Make a monthly gift.** Contribute monthly via credit card or set up regular donations through your bank.
- 5. Give through your company's EarthShare of Washington or charitable giving program.** Write in Climate Solutions and your donation will be automatically deducted from your paycheck.
- 6. Make your gift go further with your employer's matching gift program.** Multiply the impact of your gift through your employer's matching gift program. Matching gift forms are usually available from human resources departments.
- 7. Give a gift of stock.** Please contact Climate Solutions for stock transfer details or visit [www.climatesolutions.org/donate](http://www.climatesolutions.org/donate).
- 8. Give a tribute.** Honor a loved one by giving a gift to Climate Solutions in his or her name.
- 9. Host a house party.** Invite and inspire others to help build a healthy and prosperous clean-energy economy. Climate Solutions staff can help you plan. Give us a call.
- 10. Leave a legacy.** Include Climate Solutions in your will, living trust or other investments and ensure your gift benefits generations to come.

**Thank you!**

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