



2011 Annual Report

Climate Solutions™

PRACTICAL SOLUTIONS TO GLOBAL WARMING



The Northwest at a Crossroads

An aerial photograph of a vast wind farm. The landscape is a mix of brown, tan, and green hills. Numerous white wind turbines are scattered across the terrain, some in clusters and others in isolation. In the background, there are blue mountains under a clear sky. The text is overlaid on the upper portion of the image.

The region has choices to make, but there's only one way forward in the Northwest: toward healthier communities, reduced fossil fuel dependence, and a thriving clean energy economy — toward climate solutions.



The Northwest is at a crossroads on climate change and clean energy. For years, our region has been at the forefront, establishing groundbreaking climate policies and pioneering the clean-energy economy. With serious backsliding on climate at the national and international levels, our regional leadership is more important than ever.

In part because of our successes, we face new and difficult challenges. Decisions we make in the next several years will determine whether we keep forging ahead in developing successful models of a clean-energy economy, or sink back into the patterns and practices of fossil fuel dependence. These decisions will do more than shape the region's future.

Given the Northwest's powerful leadership role, they will be important tests of whether sustainable prosperity is achievable anywhere.

Consider the big questions facing our region:

- Will we allow our communities to become staging areas for international coal export, feeding rapid growth in global fossil fuel consumption and carbon pollution, or will we supply the technologies and practices to support clean development in our own communities and around the world?
- Will we transition our retiring coal plants in Oregon and Washington to more fossil fuels, or will we invest in a new generation of energy efficiency, renewable power and smart energy systems that make those plants obsolete?
- Will we move forward with public policies that grow the clean-energy economy and cut carbon, or will we see rollbacks to hard fought victories that have accelerated deployment of wind and solar in the region?
- Will we harness the enormous economic potential for greater efficiency in our energy and transportation systems, or continue to allow our energy dollars to drain out of our communities to fossil fuel suppliers?

Since 1998, Climate Solutions has successfully advanced our vision of accelerating Northwest climate and clean-energy leadership to catalyze national and international solutions at scale. We have shown that policies and programs established here can lead to major changes that go far beyond our borders. Our successful efforts to pass clean cars legislation and establish pollution limits on power plants have catalyzed national policies that will dramatically reduce greenhouse gas emissions and drive innovation and job creation in the clean-energy economy.

This isn't our first fork in the road, and it definitely won't be the easiest. But we've managed to make a lot of the right choices, guided by a fundamental truth that this region knows: our economic future and our environmental future are the same. **We will succeed at both, or neither.**

In 2011, we partnered with a large coalition to help secure a groundbreaking deal to phase out the burning of coal to make electricity in Washington, and invest deeply in clean energy and economic development strategies that will pack a lot more economic punch than coal can. In the coming year, we will take our powerful partnerships for climate solutions to the next level. We will work with cities across the region to implement innovative energy efficiency and renewable energy programs. We will partner with business, labor, environmental, faith and rural communities to advocate for strong public policies. We will galvanize farmers, foresters and community leaders to demonstrate the essential role that natural systems can play in helping to stabilize the climate. We will work with aviation leaders to develop sustainable aviation fuels to power our planes. We will unite dozens of groups and tens of thousands of community members in demanding a better way forward for our region's economy than exporting massive amounts of coal.

The region has choices to make, but there's only one way forward in the Northwest: toward healthier communities, reduced fossil fuel dependence and a thriving clean-energy economy — toward climate solutions.

I hope that you enjoy reading our annual report and learning more about our work.

Thank you for your support.

Gregg Small
Executive Director

Policy Leadership in the Northwest

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 climate and energy policy that accelerate the transition from fossil fuels to a new energy economy. We have built broad, winning coalitions for energy efficiency, renewable energy and emission reduction policies that are positioning the Northwest as an incubator and proving ground for sustainable prosperity. In 2011, we set the stage for agreements to end the burning of coal for electricity in Washington and Oregon.

In the legislative setting, it is important to strike a balance between policy and politics. Climate Solutions brings the best of both qualities to the table. I value (and have relied on) their expertise, as well as their effective messaging on energy issues. – Representative Dave Upthegrove, chair of the House Environment Committee, WA State Legislature

New Energy Cities

Newenergycities.org



New Energy Cities partners with innovative Northwest communities eager to seize their energy future and drive investment in a clean, renewable, super-efficient energy system that will create significant local economic development. Working with bold political leaders and agency staff, engaged citizens and businesses, and collaborative utilities, we help these clean-energy pioneers embrace a 21st century energy system that integrates deep energy efficiency, renewable energy, smart grid technology, and electric vehicles. We target small- to medium-sized cities not in the sustainability vanguard but positioned to become examples of what is possible.

I have never been in a workshop with better-prepared presenters or more focused participation . . . I left there thinking Hillsboro was really something – this isn't just visioning, this is real groundwork for what manifests in the near future.
-Allison Hamilton, Oregon Solar Highway Program Manager, Office of Innovative Partnerships, Oregon Department of Transportation

Harvesting Clean Energy

Harvestcleanenergy.org



Harvesting Clean Energy brings people together across the Northwest rural/urban divide to cultivate common ground. We advocate a simple goal: to foster rural economic development through clean-energy production. Through our centerpiece annual conference and online network we work with rural partners to tell stories of practical and profitable projects. We leverage those stories to build a community of rural clean-energy supporters, promote solutions and advance strong clean-energy policies.

Solutions Stories Project

Climatesolutions.org/solutions-stories



The Solutions Stories project works to consistently capture and communicate the stories from the Northwest of how we are leading and making the clean-energy economy real. The stories are narratives of inspired individuals, vibrant organizations and innovative projects that show decision-makers how solving the climate crisis and building the economy go hand-in-hand.

Business Partnership Program

Climatesolutions.org/blcs



Business Leaders for Climate Solutions and Montana Business Leaders for Clean Energy bring together businesses, entrepreneurs and investors from across the Northwest who share a common belief that clean and efficient energy is good for the economy. Recently, we formed a high-level advisory council to guide our program and reflect the involvement of top companies and executives in our efforts like Starbucks, Microsoft and Nike. We've also seen significant growth in our Business Partnership Programs across our region and recognition among policymakers and clean-energy leaders of our position as the vanguard of the region's clean economy.

A lot of different organizations are working hard to build the clean economy in our region, but one group really stands out: Climate Solutions. They are doing critical work to bring businesses, nonprofits, governments together, to promote good policy, catalyze investments and keep everyone focused on the most important efforts. – Gus Simonds, President, MacDonald-Miller Facility Solutions

Northwest Biocarbon Initiative

Climatesolutions.org/biocarbon



In partnership with several of the region's leading conservation organizations, we launched the Northwest Biocarbon Initiative (NBI) to demonstrate the essential role that natural systems can play in reducing carbon dioxide (CO₂) levels in the atmosphere to ensure long-term climate stability. NBI is building a coalition of the region's top biocarbon innovators – farmers, foresters, businesses, community groups and thinkers – to help the Northwest become the nation's leading laboratory and incubator for biocarbon innovation. Where better to pioneer model projects, best practices, new revenue streams and the policy architecture to fuel the biocarbon transition?

What makes the Northwest Biocarbon Initiative such a unique and exciting endeavor to be part of is that it aims to go well beyond trading off fossil fuel reductions for gains in carbon in the biosphere: the program is catalyzing new increases in biocarbon storage that will vastly improve our ability to tackle climate change and make our forests healthier, our cities more pleasant places to live and our farmlands truly sustainable. – Paula Swedeen, Director of Ecosystem Service Programs, Pacific Forest Trust

Sustainable Aviation Fuels

Safnw.com



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, we released a new report that outlines 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.

Power Past Coal

PowerPastCoal.org



Coal companies are targeting Northwest ports as the gateway for coal export terminals that would send over 150 million tons of US coal to Asia. 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. Climate Solutions and our coalition partners are waging a regional campaign to halt the effort to turn the West Coast into a gateway for coal export.





In 2011, our 3rd Annual Breakfast, featuring a rare conversation with Bill Gates, founder of Microsoft Corporation and co-chair of the Bill & Melinda Gates Foundation, attracted nearly 1200 guests and helped raise close to \$500,000. In addition, we doubled our donor participation rate at our Annual Dinner in Portland, and exceeded our fundraising goal at our Annual Reception in Olympia.

Our 350 Club major donor club receptions featured Dennis McLerran, US EPA Regional Administrator, Pacific Northwest Region, and Scott Jenkins, Vice President of Ballpark Operations, Seattle Mariners/Safeco Field and Chairman of the Green Sports Alliance.



PUBLIC POLICY LEADERSHIP

- **Worked with a broad coalition to end the use of coal for electricity in Washington.** We successfully negotiated an agreement and legislation to phase out Washington's only large coal-fired power plant in Centralia and were active in the direct negotiations with the plant's owners and workers. We worked closely with the community to develop broadly endorsed transition plans and community investments.
- **Defended key financing for clean energy in Oregon.** We brought together a diverse coalition of clean-energy partners to defend clean-energy financing in Oregon and successfully preserved a key part of the Business Energy Tax Credit in the 2011 legislative session.
- **Protected the regulation of greenhouse gases under the Clean Air Act.** In Oregon we built political support for the Oregon federal delegation to defend the EPA and the Clean Air Act. In Montana, we developed historic inroads and partnerships between labor and businesses working together to protect this keystone law. In Washington we worked with a coalition of clean-energy advocates to preserve the integrity of Washington State's Clean Energy Initiative, I-937, during the 2011 legislative session.

MAKING THE CLEAN-ENERGY ECONOMY REAL

- **Advanced Pioneer Cities in the Northwest.** New Energy Cities' continuing partnership with the Town of Jackson saw the town install Wyoming's largest solar system on its wastewater treatment facility and receive over \$450,000 from the local utility for its energy-saving measures. In Edmonds, WA, we helped catalyze the city to purchase four electric vehicle charging stations, host a community solar project and launch an Energy Independence Campaign on July 4, 2011. We also helped the City of Albany, OR, monetize over \$200,000 in Business Energy Tax Credits to ensure that the city's local transit service for low-income, elderly and disabled citizens was not disrupted.
- **Partnered with multicultural businesses in the clean economy.** In partnership with the Seattle Chamber of Commerce, we hosted a successful forum for small and diverse businesses, attended by over one hundred people. It focused on opportunities for leadership in the clean-energy economy and identified ways to increase participation and engagement from these kinds of businesses.
- **Furthered investments in rural clean-energy projects.** We formed partnerships in Idaho and Montana to increase these states' success rates in attracting Rural Energy for America Program grants from the USDA. We assisted 15 farmers and rural businesses with evaluating their opportunities to build renewable energy and energy efficiency projects. Eleven went forward with application, and 100% were funded for a total of \$133,000 in grants, leveraging over \$500,000 in project costs.
- **Engaged rural leaders.** We organized the 11th annual Harvesting Clean Energy conference in Boise, ID, attended by over 300 ranchers, farmers, students and rural business leaders. Idaho Governor Butch Otter kicked off the conference as the keynote speaker. The panels and presenters emphasized that 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.
- **Mapped a flight-path for sustainable aviation fuels.** We successfully completed a major stakeholder report with Boeing, Alaska Airlines, the Ports of Portland, Seattle and Spokane, and Washington State University with recommendations for creating sustainable and practical alternatives to petroleum fuels for this critical industry segment. The report was the first of its kind in the country, and has been widely recognized as a global model for this sector.
- **Identified the need for a second solution to climate change.** In 2011, Climate Solutions partnered with several of the Northwest's leading conservation organizations to launch the Northwest Biocarbon Initiative. Strengthening natural systems is a second vital solution to the climate crisis, along with job #1 of phasing out fossil fuels.

BUILDING THE POWER OF THE CLIMATE AND CLEAN-ENERGY MOVEMENT

- **Said NO to coal exports from Northwest ports.** Climate Solutions continued its work as a central partner in the Power Past Coal effort to stop coal export off the West Coast. We forced Ambre Energy to pull their permit application for a proposed coal export facility in Longview, WA, and the coalition exposed Ambre Energy's attempt to hide the true size of the planned facility. We also helped organize 11 Coal Hard Truth forums along the rail lines in Oregon and Washington. All had packed houses and resulted in ongoing organizing in each of these communities.
- **Showcased real solutions.** We launched the Solutions Stories project to capture and communicate stories that demonstrate the clean-energy economy happening now. Northwest Energy Efficiency Alliance (NEEA) joined the effort as a founding sponsor, and energyNOW, America's only television news magazine focused on energy and climate issues, agreed to be a media sponsor. We produced five videos in 2011 and built a story bank of 50+ story prospects.
- **Headlined top leadership.** We hosted our 3rd Annual Breakfast, featuring a rare conversation with Bill Gates, founder of Microsoft Corporation and co-chair of the Bill & Melinda Gates Foundation. The event attracted nearly 1,200 guests and was live-streamed at Grist.org.

We work with groups all across the country, and Climate Solutions is one of the best there is. They know how to partner effectively with the business community to get things done that are good for the bottom-line and build political support for the policy changes that we need to grow the clean-energy economy and tackle climate change. They are an impressive group of professionals and they get results.

- Mindy Lubber, President, Ceres



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.



Marc Daudon, Treasurer

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



Lisa Adatto

Lisa most recently served as Oregon State Director for Climate Solutions. A business entrepreneur, she was previously the Environment and Economic Development Director of the Oregon Business Association.



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.



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 former chair of the Seattle School Board.



David Van't Hof

David is a shareholder in the Portland office of the Pacific Northwest law firm of Lane Powell PC. He focuses his practice in the areas of sustainability, clean technology, renewable energy and carbon regulation.



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. She is a former member of the Seattle City Council, and is currently board chair of Conservation Northwest.

The Climate Solutions team extends a warm thanks to all of our 2011 volunteers and interns for their contributions and hard work.

Staff

Seattle



Scott Squire, NonFiction Media

Back row, left to right: Savitha Reddy Pathi, Development Director Conner Sharpe Director of Administration and Finance Elizabeth Willmott, New Energy Cities Project Manager Ross Macfarlane Senior Advisor, Business Partnerships Russ Childers, Database Manager. Second row: Joëlle Robinson, Field Director Kimberly Larson, Director of Communications and Marketing Eileen V. Quigley, New Energy Cities Program Director Jessica Finn Coven, Washington Director Owen Atkins, Grants Manager Chris Bast, Business Partnerships Associate. Front row: Gregg Small, Executive Director KC Golden, Policy Director.

Olympia



Ben Guss, Forwardphoto

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Collen Zabel Photography

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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 CO2 in our atmosphere.

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 In memory of Richard Sunsed Roth
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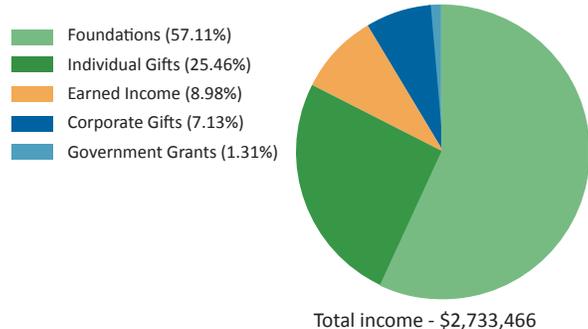
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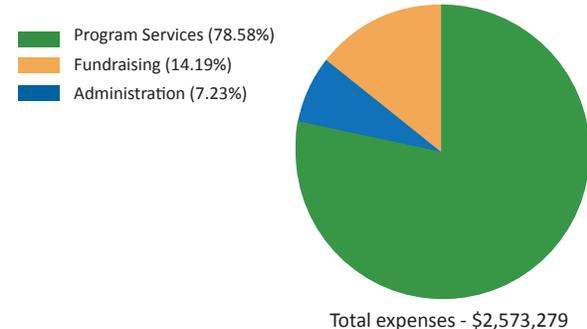
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Sources of revenue (FY 2011)



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The financial statements of Climate Solutions as of December 31, 2011 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. The surplus in income in 2011 is designated for the Power Past Coal partnership and will be spent in 2012.



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PRACTICAL SOLUTIONS TO GLOBAL WARMING

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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.

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- 2. Give online.** A secure and efficient way to donate to Climate Solutions. Make a gift at www.climatesolutions.org/donate.
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