2013 marked a bold year at the Alliance. Bringing practicality to prose, the Alliance Commission on National Energy Efficiency Policy unveiled its **Energy 2030** policy recommendations to double the nation's energy productivity and **President Obama embraced the message** in his State of the Union address. Hundreds of thought leaders convened at our sixth EE Global Forum giving Dr. Ernest Moniz the platform for his first official address as Secretary of Energy. Our **website** was redesigned to provide advocates enhanced access to our work and we launched our **Blog to Save Energy**. We crushed efforts to roll back the efficiency of home building energy codes and we held the efficiency banner high all year, bolstering support by engaging government officials at the local, state and national level and hosting strategic events nationwide. Presented here are our boldest moments of 2013.
The Alliance Commission on National Energy Efficiency Policy unveiled its Energy 2030 recommendations in February, 2013. The 50+ recommendations, which span the economy, all levels of government and the private sector, have been modeled to demonstrate that their implementation would result in a net savings of $327 billion annually, the creation of 1.3 million net new jobs, a savings on energy imports of $100 billion annually and a reduction in CO2 to 1/3 below the level emitted in 2005. The Alliance worked closely with the Administration to promote policies in line with our goal and recommendations, and in his State of the Union address President Obama challenged the country to "cut in half the energy wasted by our homes and businesses over the next 20 years," and committed to implementing a $200 million "Race to the Top" challenge grant program for states as recommended by the Alliance.

Through our political advocacy, energy efficiency gained even more support in the Oval Office. The President embraced the Alliance's state energy challenge idea by featuring energy efficiency prominently in the President's Climate Action Plan, and through the expansion of the Better Buildings Challenge to include multifamily housing, new accelerator programs for building data, performance

CONTINUED...
contracting, and energy performance certification. Working with the U.S. EPA we established a framework for energy efficiency stakeholder engagement on Clean Air Act regulations (Section 111(d)). In joint comments to the agency, we stressed the need for states to be able to use energy efficiency strategies to comply with the new carbon dioxide emissions regulations for existing power plants.

On Capitol Hill, our staff worked alongside Senate offices and helped usher in new bills, like the "Energy Productivity Innovation Challenge" (EPIC), which would create a national energy productivity competition mirroring the Energy 2030 goal, which is just one of 40+ bills and amendments introduced in Congress this year that comport with the Energy 2030 recommendations. Throughout the year we advocated for the Shaheen-Portman Energy Efficiency bill, which was approved by Committee and moved to the Senate floor. While we didn't secure final passage in 2013, the path is being cleared to get the bill to the President's desk in 2014.

Our policy efforts didn't end inside the beltway – the Alliance grew the base of support for Energy 2030 with state and local entities, including the U.S. Council of Mayors who adopted a resolution in support of the goal.
In May we hosted our 6th and most successful Energy Efficiency Global Forum (EE Global); the bold moment of the event was a keynote address by Dr. Ernest J. Moniz who offered his first official remarks as Secretary of Energy to our audience of 550 industry leaders from all over the world. Dr. Moniz confirmed that energy efficiency issues, and doubling U.S. energy productivity by 2030, would be hallmarks of his tenure as a member of the Obama Cabinet.

We braved the infamous 2013 government shutdown and honored efficiency’s leading champions at the 21st annual Evening with the Stars of Energy Efficiency Awards Dinner, and in November our Great Energy Efficiency Day 2013 continued a strong tradition of advancing energy efficiency on Capitol Hill.

Throughout the year we offered over 20 virtual and on-the-ground opportunities around the world for Alliance Associates and allies to hear first-hand from efficiency experts and policy leaders, including the first EE Global Asia Regional Workshop in Manila, Philippines and the inaugural Energy 2030 On the Road campaign stops in Seattle, WA and Chicago, IL, which garnered commitments from city officials to implement policies and programs to double their localities’ energy productivity.
ASE.ORG got a significant face-lift this year, with improved site structure, enhanced navigation, and interactive tools to make it easier for users. We expanded the Alliance's global voice with the brand new Blog to Save Energy, which received over 4,500 visits in its first 6 weeks. And, we engaged our over 20,000 Efficiency NOW Advocates who wrote their members of Congress often in response to Alliance advocacy alerts.

Our social media presence grew even stronger, with a near doubling of Twitter followers to 15,000 and growth of Facebook fans to 48,500, while maintaining high audience engagement levels and offering new and diversified posts.


PUBLIC OUTREACH
Expanding the Reach and Impact of the Alliance's Voice
The Alliance led Energy Efficient Codes Coalition (EECC) and Building Codes Assistance Project (BCAP) worked with our Associates and Allies to beat back efforts to erode energy efficiency improvements made to model energy codes over the past five years. We ensured sound energy policy prevailed as local and state governmental officials rejected dozens of builder-sponsored home efficiency rollback proposals at the tri-annual meeting convened by the International Code Council to develop the 2015 International Energy Conservation Code.

In promoting building energy code adoption and compliance at the state and local level, BCAP helped state and local governments create public policies that address energy, environmental and economic concerns. Across the country working with three utility companies, BCAP conducted consumer targeted advocacy campaigns in several cities, and established code official support programs, the Energy Codes Ambassador Program (ECAP), in Ohio and Texas.

BCAP also teamed up with DOE’s Building Energy Codes Program to co-release its new bi-monthly newsletter, The Codes Connection, which reached 70,000 people in its inaugural launch in the fall.
Our 83 PowerSave Schools (K-12) together saved over 5 million kWh this year, reducing their electricity use by 15.9% and saving them $980,000. We injected new, cutting edge educational tools like "flipped lessons," which free up and enhance valuable instruction time. We also created a brand new webinar program, PowerSave Schools Light, which was inaugurated in four K-12 schools in California's Arcadia Unified School District.

Our PowerSave Campus program grew to 23 campuses in 2013 with the addition of Morgan State University in Baltimore, MD which allowed it to reach an astounding number of people – 463,333 to be exact! PowerSave Campuses realized total energy savings of 161,418,841 kWh and combined saved $6,484,250.

Our participating schools also made headlines: the North Penn School District achieved the EPA Energy Star Partner of the Year award, and for the 10th year in a row PowerSave Campuses swept the student Best Practice Awards at the California Higher Education Sustainability Conference, with UC Berkeley and Cal Poly Pomona taking home awards in the energy efficiency and student sustainability categories, respectively.
The quality of data available on energy efficiency programs and initiatives by the public power sector improved dramatically in 2013 driven by the work of the Clean and Efficient Energy Program (CEEP), an initiative of the Alliance, APPA and LPPC.

CEEP trained more than 170 public power utilities and rural electric cooperatives on how to measure and report high-quality, comparable energy efficiency data for submission to the Energy Information Administration. We also created an interactive web graphing application that allows public power utilities to benchmark their energy efficiency programs against their peers. CEEP-facilitated peer exchanges among public power utilities through the LPPC's Energy Efficiency Working Group (EEWG) ensures the adoption of best practices and policies within the public power sector.

The Alliance helped drive better energy management by federal agencies through our work on the Federal Energy Management Program (FEMP) and in partnership with Lawrence Berkeley National Laboratory. We added energy-efficient equipment requirements to federal construction specifications and we trained federal acquisition staff to require contractors to provide energy-efficient equipment and products in contract-based purchases.
INTERNATIONAL

Strengthened Global Markets for Energy Efficiency

We educated policymakers about global energy efficiency best practices through the U.S.-China Eco-Cities Mayoral Exchange Program. With the U.S. DOE and other partners, we brought together U.S. and Chinese mayors and other senior officials in San Francisco, CA; Washington, D.C.; and Beijing and Langfang, China to share best practices for incorporating clean energy measures into urban and transportation planning, buildings, industry, and the water supply sector.

Our international activities helped create and strengthen global markets for energy efficiency through policy advocacy and assistance. We actively promoted energy efficiency policy in developing and transitional economies by supporting implementation of energy-efficient building codes in India and Vietnam. Alliance staff also participated in an Asia-Pacific Economic Cooperation (APEC) Peer Review of Energy Efficiency (PREE) mission to Brunei (June 2013), and assisted the Singapore Government in developing a Green Building Master Plan. Lastly, Energy 2030 went global, with the Australian Alliance to Save Energy chartering its own commission to work toward doubling Australia’s energy productivity.
Proudly, the Alliance "graduated" the Southeast Energy Efficiency Alliance (SEEA) as an independent champion driving market transformation in the Southeast's energy efficiency sector through collaborative public policy, thought leadership, programs, services and technical advisory activities.

The Alliance saw the need and opportunity for a regional energy efficiency organization to serve the 11 states comprising the Southeast way back in 2003. In 2007, we incorporated SEEA as a wholly-owned subsidiary with its own Board of Directors and staff. The organization has grown tremendously in size, stature and influence over the past several years and now is poised to transform the Southeast marketplace. The Board and staff of the Alliance are proud of what SEEA has become and wish the organization, its Board, staff and Associate members great success in driving energy efficiency into the region in the years and decades ahead.
2013 ALLIANCE ASSOCIATES

3M Company
A.O. Smith
Acuity Brands Lighting
Advanced Power Controls, Inc.
AERCO International, Inc.
Air-Conditioning, Heating and Refrigeration Institute
Alliance for Sustainable Energy LLC/NREL
Alliance for Water Efficiency
American Chemistry Council
American Council for an Energy-Efficient Economy
American Council on Renewable Energy
American Gas Association
American Institute of Architects
American Lighting Association
American Public Power Association
American Public Transportation Association
Andersen Corporation
ASHRAE
Association of Energy Engineers
Association of Home Appliance Manufacturers
Association of State Energy Research and Technology Transfer Institutions
Austin Energy
Australian Alliance to Save Energy
BASF
Bonneville Power Administration
Brookhaven National Laboratory
BSH Home Appliances Corporation
Building Performance Institute
California Energy Commission
CALMAC Manufacturing Corporation
Center for Energy Efficiency & Sustainability
Center for Environmental Innovation in Roofing
Citygroup
CMC Energy Services
Collaborative for High Performance Schools
Conservation Services Group
Constellation Energy
Copper Development Association
Cree
Dallas/Fort Worth International Airport
Danfoss
DirectTV
DTE Energy
Duke Energy
Edison Electric Institute
Efficiency Valuation Organization
Electric Power Research Institute
E-Mon
EnerPath
European Alliance to Save Energy
Exelon Corporation
Greenu
Greenhouse Gas Management Institute
Grundfos
Guardian Industries
Habitat for Humanity
Hannon Armstrong Sustainable Infrastructure, Inc.
Heat is Power Association
ICF International
Illuminating Engineering Society
InfoComm International
Ingersoll Rand
International Association of Lighting Designers
International Copper Association, Ltd
International Emissions Trading Association
International Window Film Association
Johns Manville
Johnson Controls
Joint Center for Political and Economic Studies
Jupiter Oxygen Corporation
Kimberly-Clark Corporation
KONE, Inc.
Knauf Insulation
Large Public Power Council
Lawrence Berkeley National Laboratory
Legrand
Lime Energy Co.
LG
Lockheed Martin
Los Alamos County Department of Public Utilities
Los Angeles Department of Water and Power
Maine Governor's Office
Manulife Financial
Masco Corporation
Midwest Energy Efficiency Alliance
Multistack
Nalco, An Ecolab Company
National Association for State Community Services Programs
National Association of Clean Water Agencies
National Association of State Energy Officials
National Electrical Manufacturers Association
National Fenestration Rating Council
National Grid USA
National Insulation Association
National Rural Electric Cooperative Association
Net-Zero Energy Home Coalition
Niagara Conservation
North American Insulation Manufacturers Association
Northern California Power Agency
Northwest Energy Efficiency Alliance
Nuclear Energy Institute
NYSERDA
Oak Ridge National Laboratory
Opower
Orion Energy Systems
OSRAM SYLVANIA
Owens Corning
Panasonic
Pataki-Cahill Group
PG&E Corporation
Philips Lighting Company
Polyisocyanurate Insulation Manufacturers Association
Procter & Gamble
Rebuilding Together
Rinnai
Sacramento Municipal Utility District
Salt River Project
San Diego Gas & Electric Company
Schneider Electric
Seattle City Light
Sempa Energy
Shelton Group
Siemens Industry, Inc.
Smart Growth America
Snohomish County Public Utility District
Southeast Energy Efficiency Alliance
Southern California Edison
Southern Company
Spirax Sarco
TCP, Inc
Tennessee Valley Authority
Texas A&M - Energy Systems Laboratory
The Dow Chemical Company
The Stella Group
U.S. Climate Action Network
U.S. Green Building Council
United Technologies Corporation
University of California, Davis - Energy Efficiency Center
USES Manufacturing
Vinyl Siding Institute
Washington Gas
Western Governors Association
Whirlpool Corporation
White & Case LLP
World Business Council for Sustainable Development
2013 BOARD OF DIRECTORS

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SEN. MARK WARNER (D-Va.)

CO-CHAIR

TOM KING
President, National Grid US

HONORARY VICE-CHAIRS

REP. MICHAEL BURGESS (R-Texas)
SEN. SUSAN COLLINS (R-Maine)
SEN. CHRIS COONS (D-Del.)
REP. RALPH HALL (R-Texas)
REP. STEVE ISRAEL (D-N.Y.)

REP. ADAM KINZINGER (R-Ill.)
SEN. EDWARD MARKEY (D-Mass.)
SEN. LISA MURKOWSKI (R-Alaska)
SEN. ROB PORTMAN (R-Ohio)
SEN. MARK PRYOR (D-Ark.)
SEN. RON WYDEN (D-Ore.)

SEN. JEANNE SHAHEEN (D-N.H.)
REP. PAUL TONKO (D-N.Y.)
SEN. MARK UDALL (D-Colo.)
REP. PETER WELCH (D-Vt.)
SEN. LISA MURKOWSKI (R-Alaska)
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Restricted Contributions »
Alliance Associates »
Board of Directors »
Independent Auditor's Report

To the Board of Directors
Alliance to Save Energy
Washington, D.C.

We have audited the accompanying consolidated financial statements of the Alliance to Save Energy and Affiliate (the Organization), which comprise the consolidated balance sheet as of December 31, 2013, and the related consolidated statements of activities and cash flows for the year then ended, and the related notes to the consolidated financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

We have audited the consolidated financial statements of the Alliance to Save Energy and Affiliate (the Organization), which comprise the consolidated balance sheet as of December 31, 2013, and the related consolidated statements of activities and cash flows for the year then ended, and the related notes to the consolidated financial statements.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Organization's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Organization's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our qualified audit opinion.
Independent Auditor's Report

Basis for Qualified Opinion

Because of the lack of proper reconciliations and supporting documentation with respect to fixed assets, deferred rent, and the related occupancy and depreciation and amortization expense, we were unable to obtain sufficient appropriate audit evidence regarding the amounts at which fixed assets and deferred rent are recorded in the accompanying consolidated balance sheet at December 31, 2013 (stated at $443,440 and $331,832, respectively) or occupancy and depreciation and amortization expense for the year then ended and as recorded in the accompanying consolidated statement of activities (stated at $637,611 and $45,789, respectively). Consequently, we were unable to determine whether any adjustments to those amounts were necessary.

Qualified Opinion

In our opinion, except for the possible effects of the matter described in the Basis for Qualified Opinion paragraph, the consolidated financial statements referred to in the first paragraph present fairly, in all material respects, the financial position of the Alliance to Save Energy and Affiliate as of December 31, 2013, and the changes in their net assets and their cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

BDO USA, LLC
Certified Public Accountants

Bethesda, Maryland
January 30, 2015
### BALANCE SHEET
**December 31, 2013**

<table>
<thead>
<tr>
<th>ASSETS</th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and Cash Equivalents</td>
<td>$861,968</td>
<td>$1,016,038</td>
</tr>
<tr>
<td>Investments</td>
<td>$538,755</td>
<td>$553,298</td>
</tr>
<tr>
<td>Accounts Receivable, net</td>
<td>$1,636,703</td>
<td>$3,066,870</td>
</tr>
<tr>
<td>Prepaid Expenses and Deposit</td>
<td>$299,559</td>
<td>$204,570</td>
</tr>
<tr>
<td>Property and Equipment, net</td>
<td>$443,440</td>
<td>$489,229</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td><strong>$3,780,425</strong></td>
<td><strong>$5,330,005</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>LIABILITIES AND NET ASSETS</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Liabilities</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts payable</td>
<td>$1,265,657</td>
<td>$3,258,712</td>
</tr>
<tr>
<td>Accrued expenses</td>
<td>$880,047</td>
<td>$481,570</td>
</tr>
<tr>
<td>Line of credit</td>
<td>$1,460,000</td>
<td>$1,460,000</td>
</tr>
<tr>
<td>Deferred revenue</td>
<td>$788,355</td>
<td>$1,781,849</td>
</tr>
<tr>
<td>Deferred rent</td>
<td>$331,832</td>
<td>$701,214</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td><strong>$4,725,891</strong></td>
<td><strong>$7,094,679</strong></td>
</tr>
</tbody>
</table>

| Net Assets - (Deficit) Unrestricted          | (945,466) | (1,764,674) |
| **Total Liabilities and Net Assets**        | **$3,780,425** | **$5,330,005** |

### STATEMENT OF ACTIVITIES
**Year Ended December 31, 2013**

#### REVENUE AND SUPPORT
<table>
<thead>
<tr>
<th>2013 UNRESTRICTED</th>
<th>2012 UNRESTRICTED</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Grants</strong></td>
<td></td>
</tr>
<tr>
<td>Corporations and foundations</td>
<td>$7,090,561</td>
</tr>
<tr>
<td>Government</td>
<td>$8,993,714</td>
</tr>
<tr>
<td><strong>Special events, net of cost of direct benefit to donors</strong></td>
<td>$1,552,617</td>
</tr>
<tr>
<td><strong>Membership contributions</strong></td>
<td>$1,200,177</td>
</tr>
<tr>
<td><strong>Donated services and equipment</strong></td>
<td>$161,440</td>
</tr>
<tr>
<td><strong>Other income</strong></td>
<td>$272,377</td>
</tr>
<tr>
<td><strong>Total revenue and support</strong></td>
<td><strong>$19,270,886</strong></td>
</tr>
</tbody>
</table>

#### EXPENSES
<table>
<thead>
<tr>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Program services</strong></td>
<td>$17,995,319</td>
</tr>
<tr>
<td><strong>General and administrative</strong></td>
<td>$101,830</td>
</tr>
<tr>
<td>Fundraising</td>
<td>$345,529</td>
</tr>
<tr>
<td><strong>Total expenses</strong></td>
<td><strong>$18,451,678</strong></td>
</tr>
</tbody>
</table>

#### Change in net assets
<table>
<thead>
<tr>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>$819,208</td>
<td>($2,465,133)</td>
</tr>
</tbody>
</table>

#### NET ASSETS
| Beginning, as previously reported | (1,764,674) | 2,300,459 |
| Prior period correction          | -            | (1,600,000) |
| Beginning, as restated           | -            | 700,459   |
| Ending (Deficit)                 | **$ (945,466)** | **$ (1,764,674)** |
## STATEMENT OF FUNCTIONAL EXPENSES
Year Ended December 31, 2013
With Comparative Totals For 2012

<table>
<thead>
<tr>
<th>Program Services</th>
<th>2013 Total</th>
<th>2012 Total</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Demonstration</strong></td>
<td>$4,717,195</td>
<td>$6,091,376</td>
</tr>
<tr>
<td><strong>Policy</strong></td>
<td>$1,967,641</td>
<td>$2,470,478</td>
</tr>
<tr>
<td><strong>Communications</strong></td>
<td>$9,399,000</td>
<td>$9,782,071</td>
</tr>
<tr>
<td><strong>Total Program Services</strong></td>
<td>$18,451,678</td>
<td>$22,697,261</td>
</tr>
<tr>
<td><strong>General and Administrative</strong></td>
<td>$18,451,678</td>
<td>$22,697,261</td>
</tr>
<tr>
<td><strong>Fundraising</strong></td>
<td>$18,451,678</td>
<td>$22,697,261</td>
</tr>
</tbody>
</table>

### Program Services

<table>
<thead>
<tr>
<th>Item</th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Salaries</td>
<td>$2,316,973</td>
<td>$438,379</td>
</tr>
<tr>
<td>Employee benefits and payroll taxes</td>
<td>982,699</td>
<td>169,045</td>
</tr>
<tr>
<td>Professional fees and contract services</td>
<td>8,914,346</td>
<td>66,288</td>
</tr>
<tr>
<td>Occupancy and utilities</td>
<td>13,715</td>
<td>-</td>
</tr>
<tr>
<td>Supplies and miscellaneous</td>
<td>76,238</td>
<td>-</td>
</tr>
<tr>
<td>Meetings and conferences</td>
<td>408,126</td>
<td>4,827</td>
</tr>
<tr>
<td>Travel</td>
<td>429,203</td>
<td>5,981</td>
</tr>
<tr>
<td>Telephone</td>
<td>74,926</td>
<td>-</td>
</tr>
<tr>
<td>Depreciation</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Printing and publication</td>
<td>41,624</td>
<td>-</td>
</tr>
<tr>
<td>Periodicals, dues, and subscriptions</td>
<td>-</td>
<td>1,077</td>
</tr>
<tr>
<td>Postage and shipping</td>
<td>11,136</td>
<td>343</td>
</tr>
<tr>
<td>Repairs and maintenance</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Bad debt expense and reconciliation adjustments</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Interest expense</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Other</td>
<td>20,086</td>
<td>5,944</td>
</tr>
<tr>
<td><strong>Total direct costs</strong></td>
<td>$13,289,072</td>
<td>$691,884</td>
</tr>
<tr>
<td><strong>Indirect allocation</strong></td>
<td>$3,428,137</td>
<td>$178,380</td>
</tr>
<tr>
<td><strong>Total expenses</strong></td>
<td>$16,717,209</td>
<td>$870,264</td>
</tr>
</tbody>
</table>
## Statement of Cash Flows

**Year Ended December 31, 2013**

### Cash Flows from Operating Activities

<table>
<thead>
<tr>
<th>Description</th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Change in net assets</td>
<td>$819,208</td>
<td>$(2,465,133)</td>
</tr>
<tr>
<td>Adjustments to reconcile change in net assets</td>
<td></td>
<td></td>
</tr>
<tr>
<td>to net cash (used in) operating activities:</td>
<td></td>
<td></td>
</tr>
<tr>
<td><em>Depreciation</em></td>
<td>45,789</td>
<td>96,288</td>
</tr>
<tr>
<td><em>Bad dept expense</em></td>
<td>27,846</td>
<td></td>
</tr>
<tr>
<td><em>Allowance for doubtful accounts</em></td>
<td></td>
<td>(152,000)</td>
</tr>
<tr>
<td><em>Deferred rent</em></td>
<td>(369,382)</td>
<td>32,193</td>
</tr>
<tr>
<td><em>Changes in assets and liabilities:</em></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(Increase) decrease in:</td>
<td></td>
<td></td>
</tr>
<tr>
<td><em>Accounts receivable</em></td>
<td>1,402,321</td>
<td>369,103</td>
</tr>
<tr>
<td><em>Prepaid expenses and deposit</em></td>
<td>94,989</td>
<td>101,756</td>
</tr>
<tr>
<td><em>Deferred Revenue</em></td>
<td>(1,993,055)</td>
<td>1,735,387</td>
</tr>
<tr>
<td><em>Accounts payable</em></td>
<td>398,477</td>
<td>(31,150)</td>
</tr>
<tr>
<td><em>Accrued expenses</em></td>
<td>(404,828)</td>
<td>(643,072)</td>
</tr>
<tr>
<td><em>Deferred Revenue</em></td>
<td>(168,613)</td>
<td>(956,628)</td>
</tr>
<tr>
<td>Net cash used in operating activities</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Cash Flows from Investing Activities

<table>
<thead>
<tr>
<th>Description</th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Purchases of property and equipment</td>
<td></td>
<td>(100,980)</td>
</tr>
<tr>
<td>Reinvestment of interest income</td>
<td>14,543</td>
<td>(100,980)</td>
</tr>
<tr>
<td>Net cash used in investing activities</td>
<td>14,543</td>
<td>(100,980)</td>
</tr>
</tbody>
</table>

### Cash Flows from Financing Activities

<table>
<thead>
<tr>
<th>Description</th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net proceeds on line of credit</td>
<td>-</td>
<td>885,304</td>
</tr>
<tr>
<td>Net cash provided by financing activities</td>
<td>-</td>
<td>885,304</td>
</tr>
<tr>
<td>Net (decrease) increase in cash and cash</td>
<td>(154,070)</td>
<td>(72,304)</td>
</tr>
<tr>
<td>equivalents</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Cash and Cash Equivalents

<table>
<thead>
<tr>
<th>Description</th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Beginning</td>
<td>$1,016,038</td>
<td>1,088,342</td>
</tr>
<tr>
<td>Ending</td>
<td>$861,968</td>
<td>$1,016,038</td>
</tr>
<tr>
<td>Interest paid during the year</td>
<td>$39,836</td>
<td>29,541</td>
</tr>
</tbody>
</table>

Auditors notes to Financial Statements available upon request.
Restricted Contributions & Sponsorships

$0 - $49,999

3M
Accent Windows
AEP Ohio
Air-Conditioning, Heating, and Refrigeration Institute
American Exteriors
American Gas Association
American Institute of Architects
Andersen Corporation
Arcadia Unified School District
Asia-Pacific Economic Cooperation
Associated Materials, Inc
Bipartisan Policy Center
Bucks County, PA
Building Performance Institute
World Business Council for Sustainable Development
Business Council for Sustainable Energy
Business Roundtable
Cardinal Glass Industries
Cascade Associates
Center for the Polyurethanes Industry
Champion Window Manufacturers
Chevron
Chicago Window Pros
Citigroup Inc.
CLASP
ClimateWorks Foundation
Columbia Gas of Ohio
ComEd
Conservation Services Group
Cree Incorporated
Danfoss
Direct Energy
DirectTV
Econoler
Environmental Defense Fund
Edison Electric Institute
Energy and Environment Partnership - Southern and East Africa
EPDM Roofing Association
Exelon
Fibertec Window & Door Manufacturing
GreenerU
Grundfos USA
GS of Huntington Beach
Hannon Armstrong
Hoffer, Inc.
Integrity From Marvin
JELD-WEN
Johnson Controls
Keystone Certifications
Knauf Insulation
Knox County, TN
KONE
LG
Lime Energy Co.
Lockheed Window Corporation
Marvin Windows & Doors
Morgan State University
National Association of State Energy Officials
National Electrical Manufacturers Association
New Jersey Natural Gas
Newport-Mesa Unified School District
North Georgia Replacement Windows
NT Window
Nuclear Energy Institute
Opower
Pacific Northwest National Laboratory - Battelle
Panasonic
Pella Corporation
Pepco Holdings, Inc.
Philips Lighting
Pierce Atwood
Ply Gem Windows
Polyisocyanurate Insulation Manufacturers Association
Puget Sound Energy
Renewable Energy and Energy Efficiency Partnership
Rosati Windows
Royalplast
SAP
Seattle City Light
Seven D Industries
Simonton Windows
Snohomish County Public Utility District
Soft-Lite Windows
South Carolina Public Service Authority
Southern Company
State of Ohio
Sunrise Windows
Thermo-Tech
U.S. Green Building Council
University of California, San Francisco
U.S. Chamber of Commerce
Van Ness Feldman
Vinyl Siding Institute
Vinylmax LLC
WASCO
Washington Gas
Westlab
World Bank
Restricted Contributions & Sponsorships

$50,000 - $99,999
- American Chemistry Council
- Bayer MaterialScience
- Duke Energy
- Georgia Power
- Honeywell
- Ingersoll Rand
- Johns Manville
- Los Angeles Department of Water and Power
- North American Insulation Manufacturers Association
- Schneider Electric
- Southern California Gas Company
- Town of University Park, MD
- U.S. Environmental Protection Agency

$100,000 - $499,999
- Alabama Department of Economic and Community Affairs
- City of New Orleans, Office of Coastal and Environmental Affairs
- European Bank for Reconstruction and Development
- Hewlett Foundation
- Kresge Foundation
- Lawrence Berkeley National Laboratory
- Lockheed Martin
- Mississippi Development Authority – Energy and Natural Resources Division
- National Grid USA
- Oak Ridge National Laboratory – UT-Battelle
- Pacific Gas & Electric Corporation
- San Diego Gas & Electric Company
- Tennessee Valley Authority
- The Dow Chemical Company
- Tilia Fund
- U.S. Agency for International Development
- United Technologies Corporation
- Whirlpool

$500,000 or Greater
- Anonymous
- Energy Foundation
- Pacific Gas & Electric Company
- Southern California Edison
- U.S. Department of Energy
- Virginia Department of Mines