

SPEEDING THE ENERGY REVOLUTION

#### TABLE OF CONTENTS

#### INTRODUCTION

04 From the CEO, Chief Scientist, and Board Chair—Thank You

06 United and Driving Impact

A CLEAN, PROSPEROUS, AND SECURE LOW-CARBON FUTURE

08 A Winning Formula

12 Tackling Climate Change by Profitably Decarbonizing the Economy

14 Affordable Clean Energy for All

16 Healthy, Efficient Buildings

18 Powering the Economy with Renewables

20 Getting Transportation Off Oil

#### DRIVING IMPACT

24 Creating the Electricity Grid of the Future ———

26 The Corporate Connection: Going Big With Renewables ———

28 Transitioning Island-Nations to a Clean Energy Future

30 Driving Efficiency Improvements in the Trucking Industry

32 Making Efficiency Waves in Global Shipping

#### **UNRIVALED SUPPORT**

10 A Testament to Philanthropic Trust

22 "World's Greatest Money Manager" Invests

34 A Legacy of Giving

**36** Financials

40 Board of Trustees

42 Donors





Transforming global energy use to create a clean, prosperous, and secure low-carbon future.

#### Dear Friend of Rocky Hountain Institute and Carbon War Room,

Thank you for your support. By any measure, it has been a tremendous year that wouldn't have been possible without you.

Undoubtedly the clean-energy revolution is accelerating—from record growth with solar PV and wind energy, to rapidly falling battery costs for our homes and businesses, to the growing presence of electric vehicles on our roads and highways, to the ongoing energy-efficiency gains that have kept electricity and gasoline demand trending down for eight years in the United States and Europe.

We're truly starting to see the decoupling of economic growth, not just from energy consumption, but also from carbon intensity. That is cause for celebration. So are the benefits to human health, the environment, and clean-energy job creation, even as global insecurity, inequity, and climate change still pose a grand challenge before us.

Closer to home has been the exciting and successful merger of Rocky Mountain Institute and Carbon War Room, officially announced earlier this fiscal year. We are maintaining their highly complementary skills and theories of change while leveraging their brands' respective strengths—all focused on market-based, low-carbon energy solutions. Thus the impact you read about in these pages truly represents a joint effort that achieves greater return on philanthropic investment than either brand could have done independently.

We now operate with bold ambition and sharp focus under an updated strategy reviewed and approved by our unified Board. The organization is growing rapidly—in staff, budget, capacity, and tenacity—so our impact can scale to match our opportunities and the challenge humanity faces. And we're officially partnering strategically with organizations ranging from global NGOs to national labs and research institutes to major corporations to align similar efforts toward even greater ends.

Our work continues stronger than ever, thanks to you. As we pause briefly to celebrate a year of impact in this Annual Report, we also stride confidently and passionately into the important work of the year just ahead. We sincerely appreciate

your ongoing support. Thank you for what you make possible.

Sincerely,

ules ...

Jules Kortenhorst CEO



"We're now seeing in the market stronger than ever what we've been saying in these pages for years: clean-energy solutions such as efficiency, solar, and



wind will win on the merits of their ever-improving economics, profoundly disrupt the oil and electricity industries, create enormous financial opportunity for all, and combat climate change with cost-effective low-carbon strategies. There remains much to do and little time to do it, but with supporters like you, we're truly turning the tide toward creating a clean, prosperous, and secure low-carbon energy future."

—Amory B. Lovins
Chief Scientist and Rocky Mountain Institute Co-founder

"The Board has reviewed and approved an exciting program portfolio that



combines mature efforts that already have strong industry traction with less-mature efforts that have tremendous potential. Some are high-risk, high-reward. Others are less ambitious but a surer bet. In total, the portfolio promises to generate even greater impact in the coming year than we did in the year just past. That's thrilling. On behalf of the Board, thank you for your support to make it happen."

—José María Figueres Chair of the Board of Trustees



# UNITED AND DRIVING IMPACT

Announced in December 2014, the merger of Rocky Mountain Institute and Carbon War Room is receding further into the rearview mirror. Today, the fully integrated organization—with about 150 full-time staff as of October 2015, nearly doubling in the past two years—is moving confidently forward with the full endorsement of its combined Board.

To generate the greatest impact in the shortest time, every major program area went through rigorous review with the newly formed Strategy Council, composed of diverse representatives from senior leadership. Our programs are as focused and refined as ever, which we confidently believe

will provide an even better return on your philanthropic investment. Most importantly, those program areas will be accountable to the also-new Operational Impact Council. Complementary to the Strategy Council but with different representatives, it will ensure that we're driving the change we promise to.

With this unified program portfolio—leveraging RMI's analytical rigor and whole-systems expertise, plus Carbon War Room's entrepreneurial approach and business engagement acumen—we're powerfully poised to speed the energy revolution ... and are already doing so, as you'll read about in these pages.

#### **OUR VALUES—TAKING YOUR PHILANTHROPY FURTHER**

We're deeply committed to transforming global energy use, and appreciate and respect your support. That's why we're unwaveringly focused on:

#### LASTING IMPACT

- We are accountable to have impact and deliver it through teamwork and external collaboration
- Our work and reputation rest on three legs: quality, integrity, and independence

#### **BOLD INNOVATION**

- We encourage and support entrepreneurship and business-building
- We foster creativity and innovation

#### **EFFECTIVE FRUGALITY**

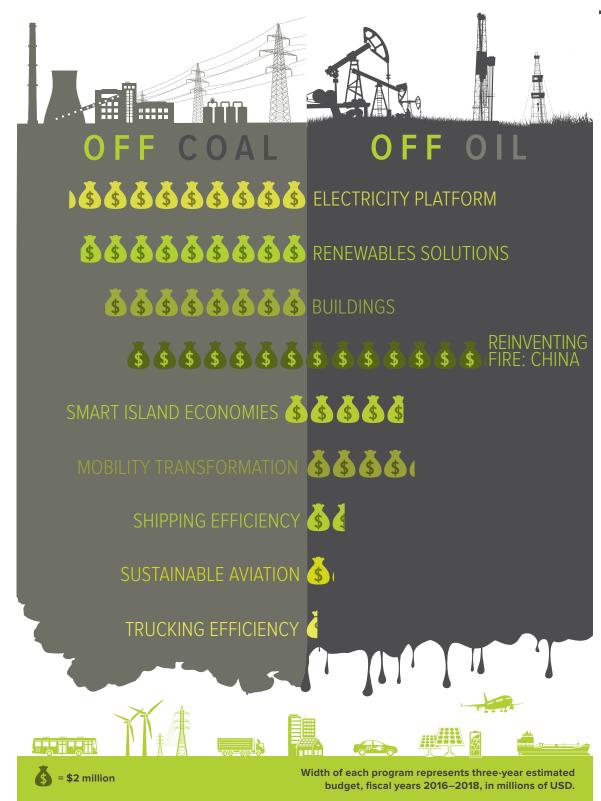
- We use our resources thoughtfully and transparently
- We promote a healthy balance between work and personal life

#### **UNRIVALED TEAM**

- We attract, motivate, develop, and retain the best group of diverse people
- We combine humility in our behavior with boldness in our strategic thinking

#### TRANSFORMING GLOBAL ENERGY USE

A Budgeted Program Portfolio for Transitioning from Fossil Fuels to Efficiency and Renewables





The sheer size and scope of the global energy challenge today demands much more than a piecemeal or compartmentalized approach. Solutions need to be comprehensive and ambitious, yet attainable and rapidly scalable. They need to bridge from visionary long-term thinking to immediate pragmatic next steps.

## A SOLUTIONS ROADMAP FOR THE WORLD

In 2011, we published Reinventing Fire, an analytically rigorous pathway for how the U.S. could support a much bigger economy while getting off oil and coal and onto efficiency and renewables, slashing the nation's carbon emissions in the process. We're now on the eve of publicly releasing Reinventing Fire: China, a similarly detailed and rigorous analysis of practical and profitable paths to a robust, low-carbon economy in the next few decades for that country. The U.S. and China are the world's two largest economies, the two greatest consumers of fossil fuels, the two greatest emitters of carbon—and, especially together, the two greatest opportunities for making a low-carbon future a reality.

In partnership with China's Energy Research Institute under the National Development and Reform Commission and the China Energy Group of the U.S. government's Lawrence Berkeley National Laboratory, and with early philanthropic and strategic support from Energy Foundation China and others, RMI created groundbreaking research on the benefits of an efficient and renewable energy revolution in China. Preliminary drafts of the report show how China could boost its energy productivity while drastically reducing its carbon intensity, and have been circulating through the central government as an important reference during the creation of the 13th Five-Year Plan and in the run-up to the international climate talks at COP21 in Paris in December 2015. Next, we're pivoting toward an implementation phase and attracting more partners and support.

# MOVING MARKETS AND UNLOCKING FINANCIAL OPPORTUNITY

day to make it so.

From our strategic role advising New York State's Reforming the Energy Vision (REV) proceeding creating a first-of-its-kind electricity market in the U.S., to our Trucking Efficiency operation influencing the federal government's heavy-duty trucking fuel economy standards, to Shipping Efficiency creating global market demand for fuel-efficient maritime freight, we're remaking and moving the markets that underpin the energy revolution.

#### CREATING LEVERAGE: COLLABORATE, CONVENE, PARTNER

acute air pollution that plagues many Chinese cities because of fossil-fuel burning. "When I wake up in the morning, the first thing I check on my phone isn't the weather. It's an app that tells me the air pollution level for that day," she explains. "My children ask me if they can play outside, and too often I

have to stare out the window and tell them no. Because it's not safe; the air

is too dirty that day." Kitty, the rest of the Reinventing Fire: China team, and

all of us at RMI are helping China find a better way, and working hard every

We're growing rapidly to scale up to the size of the challenge before us, but even then we know we can't do this alone. That's why we're creating significant additional leverage—from our participation in the Corporate Renewables Partnership with WWF, World Resources Institute, and BSR, to our islands partnership with the Clinton Climate Initiative and the International Renewable Energy Agency (IRENA), to the We Mean Business Coalition, CE 100, and Electricity Innovation Lab (e-Lab) network, to the strength of our relationships with you, our supporters. Speeding the energy revolution is up to all of us. Only by working together can we win.



A TESTAMENT TO **PHILANTHROPIC** TRUST

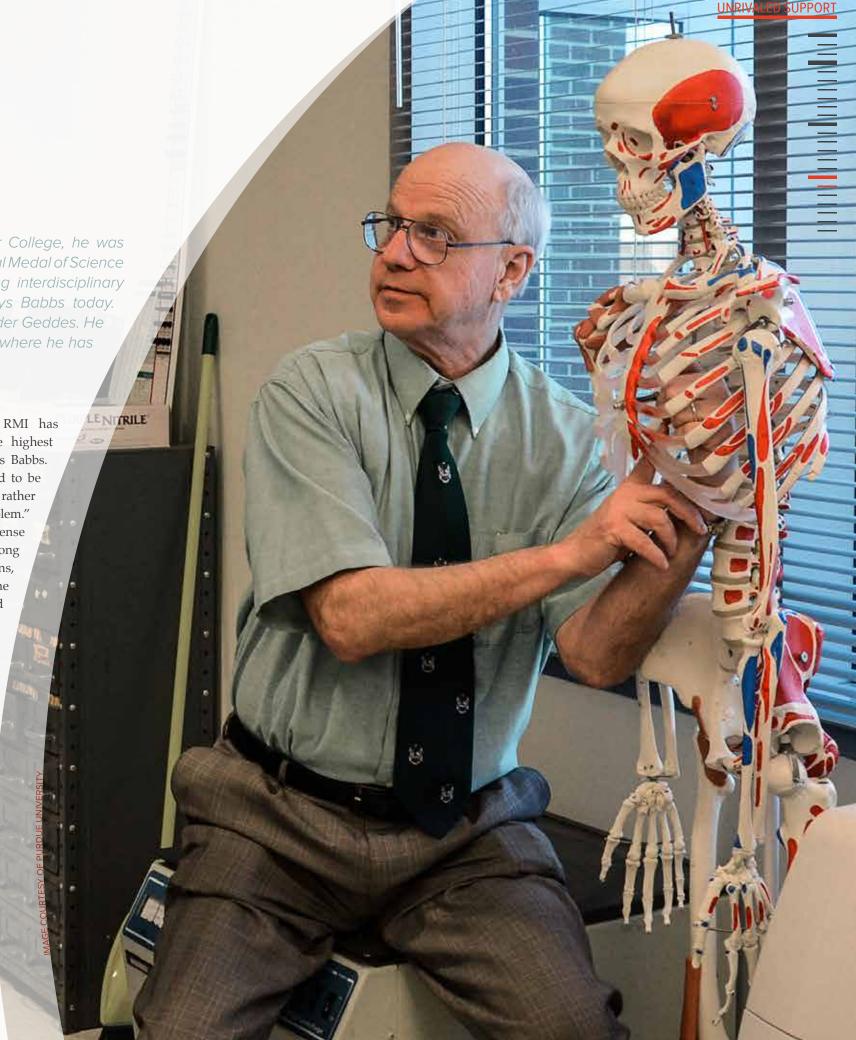
When Dr. Charles Babbs was a medical student at Baylor College, he was fortunate to study under Dr. L. A. Geddes, winner of the National Medal of Science and Technology. "Dr. Geddes was a true genius at leading interdisciplinary teams of talented young people toward noble goals," says Babbs today. Babbs went on to get his PhD at Purdue University, again under Geddes. He then helped found Purdue's Biomedical Engineering Center, where he has been a professor for 40 years.

During that time, Babbs also became interested in clean-energy issues. "At the turn of the 21st century, it became clear to me that our civilization has no long-term future worth a hoot if we continue running on fossil fuels," he says. "Developing a clean, unlimited, sustainable energy source is the paramount scientific and technical challenge of my children's lifetimes."

When Geddes passed away in 2009, Babbs searched for a similar visionary leader. That's when he came across RMI co-founder and chief scientist Amory Lovins. "My personal experience as a student of a worldclass scientific leader made it easy for me to recognize Amory as one of the same," says Babbs. "His mission—and RMI's mission—is nothing less than saving human civilization."

Since then, Babbs has been an unwavering supporter. He has nominated Lovins for the National Medal of Science and Technology, the same award once bestowed on Geddes. And Babbs recently sent RMI a check for half his annual salary! That's a level of philanthropic trust we don't often see and greatly value.

"As an organization RMI has great people with the highest ethical standards," says Babbs. "It makes me feel good to be part of the solution, rather than part of the problem." Which remains our intense focus: as Lovins has long said, we do solutions, not problems. With the support of Babbs and others, we're making that more a reality every day.





# TACKLING CLIMATE BY PROFITABLY CHANGE DECARBONIZING THE ECONOMY

Global climate change is the greatest challenge—and if we act boldly and swiftly, greatest opportunity—of our time. The risk is great, but so is the potential reward: to health, environment, jobs. Now, after more than a century of burning fossil fuels, we see exciting signs of hope that a clean energy future is within reach:

#### **POLICY**

The U.S. and China have announced aggressive climate policies and there's much optimism heading into international negotiations in Paris this December 2015 for national-level climate action agreements. Policy and implementation leadership is also bubbling up in the world's states, cities, and towns.

#### **GRASSROOTS**

From the Norwegian government to university endowments to corporate boardrooms and shareholder meetings, there's growing grassroots momentum. And public opinion polls on support for clean energy and dealing with global warming are moving in the right direction.

#### **MARKET**

Global investment in new energy efficiency and renewable energy now outstrips coal, natural gas, and oil combined. The majority of new electric capacity is tipping to renewables. The private sector, from homeowners to Fortune 500 companies, is accounting for a significant and growing share of new renewables in the U.S. and elsewhere.

#### **PHILANTHROPY**

As reported in *Inside Philanthropy*, the *Chronicle of Philanthropy*, and others, individuals and foundations alike are mobilizing to put significantly more support behind funding the battle against climate change.

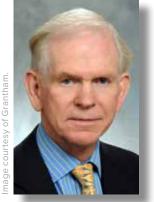
We're making meaningful progress, but doing a lot isn't the same thing as doing enough, and doing it fast isn't the same as doing it fast enough. The urgency is greater than ever. We need to scale our impact faster. Recent studies suggest both the magnitude and abruptness of climate change impacts could be more severe than previously thought. That is why your support of Rocky Mountain Institute and Carbon War Room's work is so crucial. Together, we will speed and spread the energy revolution.

"Combating climate change through energy efficiency, renewable energy, clean transportation, and smarter land use will create great economic as well as environmental rewards. The challenge before us is to unlock the

enormous economic potential and tackle global warming in the process. Rocky Mountain Institute and Carbon War Room will bring these low-carbon technologies to the attention of industries and help to bring these technologies to a tipping point where choosing anything but the clean-energy option won't make good business sense."

—Sir Richard Branson
Carbon War Room Co-founder and Virgin Group Founder





"We are currently in the race of our lives between the dire trends of a destabilizing climate and growing population on the one hand and the promise of innovations that may well save us on the other. We are pleased to support RMI in its urgent drive for systemic innovation in sustainability."

—Jeremy Grantham Legendary investor, Co-founder and Chief Investment Strategist of GMO, and Co-founder of The Grantham Foundation for the Protection of the Environment

# AFFORDABLE CLEAN ENERGY FOR ALL

Rocky Mountain Institute and Carbon War Room are focused on creating a clean, prosperous, and secure low-carbon energy future—for all, not just for some. Everyone should benefit from the global transition to affordable clean energy. Yet low- and fixed-income households here in the U.S., as well as people in lesser-developed areas of the world, often don't—at least not yet. But with your support, we're changing that.

### MAKING HOME ENERGY UPGRADES ACCESSIBLE

Most of America's more than 117 million households have tremendous opportunity for cost-effective efficiency upgrades that will make their homes more comfortable to live in while lowering utility bills. Yet too few homeowners actually take action. Our recently launched **Residential Energy**+ initiative will change that. By integrating energy upgrades into mainstream consumer channels, putting a home energy performance metric into consumers' hands, and bundling solutions, Residential Energy+ will make it much easier to invest in home energy upgrades.

## KEEPING CUSTOMERS' UTILITY BILLS LOW

Electricity prices and thus utility bills across the U.S. have been climbing in recent years and are forecasted to continue climbing. But our widely-read market analysis, *The Economics of Load Defection*—covered in the *Washington Post, Bloomberg, Forbes,* and *Scientific American*—showed how customer investments in residential solar-plus-battery systems could give people clean energy and insulate them from future grid price increases, often yielding significant savings against the bill those customers would have paid if they'd remained 100 percent dependent on the grid.

# TRANSITIONING CARIBBEAN ISLANDS TO RENEWABLE ENERGY

Island residents pay some of the highest electricity prices in the world, thanks to their near-total dependence on imported fossil fuels, chiefly oil. That's money that islands could better spend on items such as healthcare and education for residents. Islands are also very vulnerable to climate change, with impacts ranging from sea-level rise to increasingly severe tropical storms. Our Islands program is freeing islands of the first burden while helping lead solutions to the second. We're unlocking the barriers to energy efficiency and harnessing islands' abundant local renewable energy to show the world how successful low-carbon economies can work.

### EMPOWERING LOW-INCOME HOUSEHOLDS

Low-income households organizations that represent them too often don't have a seat at the table in the electricity system revolution. e-Lab Leap gives them that seat-bringing priority issues to the forefront, identifying challenges, and figuring out solutions so those who most need affordable energy efficiency, solar, smart thermostats, and other clean options can get them, saving money and improving health and quality of life.

# HEALTHY, EFFICIENT **BUILDINGS**

Americans spend an estimated 90 percent of our lives indoors, in the buildings where we live, work, and often play. They use nearly three-quarters of the country's electricity. Yet shouldn't those buildings make us healthier and happier, save energy and money, and protect rather than harm the climate? They can. And our buildings work is making it happen.

#### TRANSFORMING THE INDUSTRY

Investments in building efficiency are too often judged by saved energy costs alone. But energy-efficient buildings also make us healthier and more productive, and have many other quantifiable values. Our practitioner's manual, How to Calculate and Present Deep Retrofit Value: A Guide for Investors, shows how to do the math, and now the industry is putting it to use. In June 2015, the **Institute of Real Estate Management (IREM)** announced its partnership with us to teach the material to its more than 18,000 members, who manage 13 billion square feet of property worth about \$800 billion. The course, "Enhancing Property Value with Deep Retrofits," will bridge from theory to practice, helping take the ideas to scale.

### PILOTING AND EXPANDING IN CHICAGO

What do you get when you take immediate, low-cost energy efficiency gains and scale them across many buildings? Answer: big impact. That's what we're doing in Chicago. Starting with 50 buildings this year and growing to 250, we're undertaking retrofits to make 110 million square feet of commercial buildings 20 percent more efficient, saving nearly one million metric tons of  $\mathrm{CO}_2$  annually. And we're not stopping there. After building competitive pressure in the Chicago market, we're moving on to more cities.

### BASALT INNOVATION CENTER

With a series of open houses this winter and the grand opening scheduled for February 24, 2015—featuring Pulitzer Prize-winning New York Times columnist Thomas Friedman—the much-anticipated Innovation Center is nearly here! Donorfunded and showcasing our wholesystems, integrative design approach that eliminated the usual central heating and cooling equipment, it'll be one of the highest-performing buildings in the world. The Innovation Center promises to be the most energy-efficient and airtight building in the coldest climate zone of the country. That plus a large rooftop solar array will put it among just 200 or so net-zero-energy buildings nationwide. Most importantly, it'll provide a replicable model for superefficient commercial office space, while the building's White Stever Impact Studio for convening groups and facilitating workshops will catalyze spreading our solutions far and wide.

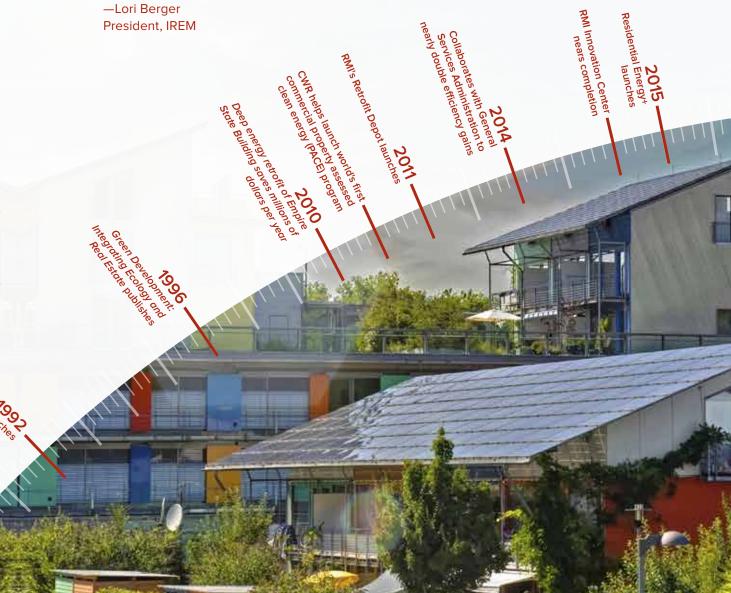
#### PASSIONATE STAFF: ANSWERING THE CALL

After more than three decades working on building efficiency, Iain Campbell had recently retired. In early 2014 he concluded a run as a senior executive at Johnson Controls, one of the leading



global firms in the space, where he led the company's ESCO and Integrated Real Estate and Facilities Management businesses, with annual revenues of \$5.5 billion and 22,000 employees. (Johnson Controls executed our deep energy retrofit design for the iconic Empire State Building in New York City.) But then RMI came calling, asking Campbell to reconsider retirement and instead invest himself in speeding the energy revolution. "There was not a better fit to my ambition—I couldn't resist," says Campbell, who now leads our Buildings program as managing director. "RMI provides a unique and liberating vehicle to develop, demonstrate, and scale mass-market solutions. We can operate without traditional market constraints and look at market failures from a broader perspective."

"Sustainability is becoming more and more prominent in real estate management. We are pleased to partner with RMI to offer industry professionals this new sustainability and energy-efficiency education."



# POWERING THE **ECONOMY WITH RENEWABLES**

The century-old U.S. electricity grid has been built around one thing: big power plants, predominantly ones that burn coal and natural gas. A new 21st-century grid is in the making, however. Centralized renewables such as utility-scale wind and solar farms are part of the solution. So are a host of customer-sited solutions, including efficient and flexible loads, rooftop solar, battery energy storage, smart thermostats, and smart electric vehicles. Together we believe they'll be the foundation of a grid of tomorrow that is low-carbon, reliable, resilient, and affordable. The grid has already taken exciting initial steps in that direction, but broader transformational change is a complex challenge, which is why we're tackling the problem from multiple angles.

rise of household solar-plus-

battery systems.

#### **PIONEERING CUSTOMERS' CHOICES**

In this new era for the electricity grid, customers—and the choices they have—are at the center of the equation as never before. From rooftop solar to battery energy storage to smart thermostats and other technologies, we're driving the industry conversation about the future grid. A November 2014 charrette on battery costs brought the energy storage market together and shifted its attention from a sole focus on cost to a dual focus on cost and value, launching a major thread of ongoing work for our team and partners, with focuses on demand flexibility, battery energy storage, and their integration with solar PV and the grid.

We also continued our related ongoing work that began with February 2014's analysis The Economics of Grid Defection, which financial institutions ranging from Barclays to Citigroup cited in their own analyst reports and utility credit ratings later that year.

#### REWRITING THE RULES OF THE ROAD

Federal and state regulations need to remove barriers to customers' clean energy options, better reflect and reduce the electricity grid's true costs, and encourage utilities and other grid operators to focus on the grid's performance. Whether as an advisor to New York State's Reforming the Energy Vision proceeding or accelerating innovation on the leading edge of regulatory reform through the Electricity Innovation Lab (e-Lab), we're helping rewrite the rules of the road

#### CHANGING THE MARKET FOCUS

From overhauling utilities' business models to advancing more-sophisticated electricity rate structures, we're motivating utilities and customers to invest in cleaner, lowercost, distributed solutions. For example, CleanTechnica praised the "succinct analysis and answers" offered in our report Rate Design for the Distribution Edge, released in August 2014. As industry publication Utility Dive noted, "getting rates right will be essential."

"We believe batteries are going to be a seminal technology for solar to be adopted at a truly wide scale. RMI has impeccable credentials on the technical aspects of renewable energy, and the ability and credibility to communicate with the energy establishment. The organization's work on battery energy storage is entering the equation at the right time, with battery costs right on the cusp. It puts RMI in a very influential position."







#### **EFFICIENT TRUCKING**

Our Trucking Efficiency operation is well on the road to achieving its goal of making the North American fleet 50 percent more fuel-efficient. Our experts' industry engagement and published Confidence Reports are giving fleet owners and operators information they can trust on efficiency technologies that improve fuel economy, spurring adoption. In 2014, surveyed fleets saved \$500 million in fuel costs alone and cut their emissions by nearly 20 percent. We're not just a trusted voice with industry. We also informed the new fuel economy and emissions standards for heavy-duty trucks announced in June 2015 by the U.S. Environmental Protection Agency and the Department of Transportation's National Highway Traffic Safety Administration.

#### **EFFICIENT SHIPPING**

The marine shipping industry emits over one billion tons of CO<sub>2</sub> per year—more than Germany, the world's fourth-largest economy. That's why the work of our awardwinning Shipping Efficiency operation is so important. In the absence of global regulation, the industry needs market incentives to lead. After developing and launching the A to G GHG Emissions Rating, we've helped drive global adoption so that today one-fifth of the world's shipped tonnage moves on vessels chosen by charterers using our system. We're also creating incentives with the world's major ports and ship registries, and developing financing through major banks, creating strong market signals to use the most-efficient ships and upgrade or retire the least-efficient ones.

#### **TRANSFORMING URBAN MOBILITY**

Our gas-guzzling personal vehicles are parked 95 percent of the time, typically carry just one person, create time-wasting traffic congestion, and spew one-fifth of U.S. carbon emissions. That presents a tremendous opportunity to rethink urban mobility. Which is why we are ramping up our Mobility program, built on our decade-and-a-half legacy of lightweighting and electrifying automobiles. Through mobility-as-a-service business models, electrified autonomous cars, and mobility-friendly cities, we see a pathway to saving \$1 trillion, 2 billion barrels of oil, and 1 gigaton of carbon emissions each year in the U.S. alone. Recently announced partnerships with Austin, TX, and Denver, CO, are taking the first important steps for that future today.

#### SHOCKING THE GLOBAL **OIL INDUSTRY**

In February 2015 at the Oslo Energy Forum in Norway, Amory Lovins shocked 150 leaders of the global oil industry with a vision of their industry's disruptive future. Their competitive landscape includes radical auto efficiency, de-subsidized pervasive electrification, driving, new urban designs, novel modes like Bus Rapid Transport, mode-bridging smartphone apps, vehicle-sharing business models, autonomous vehicles, and tripledefficiency trucks and planes. Such superior value propositions can swiftly displace even profitable oil companies because insurgents, not incumbents, set the pace of transformation, and capital flees before customers do. Interesting conversations are now emerging with oil companies rethinking their strategies.

# "WORLD'S GREATEST MONEY MANAGER" INVESTS

Hailed on the cover of Bloomberg Businessweek as "The World's Greatest Money Manager," Julian Robertson of Tiger Management has few peers when it comes to picking stocks. He started the Tiger funds in 1980 with an initial capital base of \$8 million. By 1998, Tiger had become one of the world's largest hedge funds with capital of more than \$23 billion, having grown at an annual rate of nearly 32 percent.

Though he retired from managing other people's money in 2000, he is still placing big bets on the future—including major investments in a low-carbon future. "Philanthropy is something I inherited from my parents," Robertson says today. "I got that bug from them before I even knew what the environment was. That influenced my interests in health and education, and more recently, with the environment."

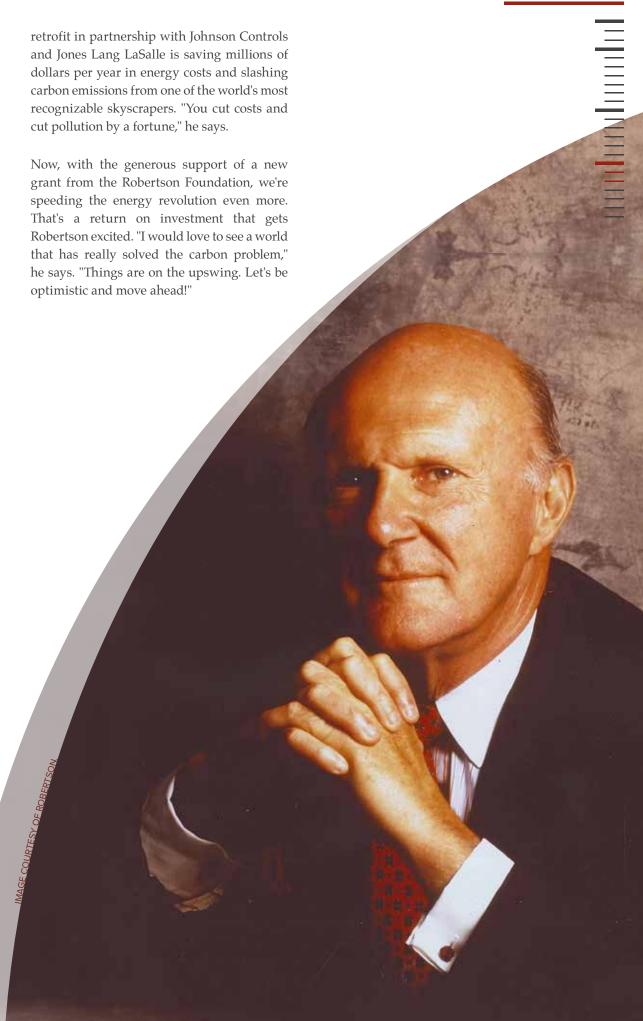
In fact, Robertson credits his longtime friend and childhood neighbor, Fred Stanback, for teaching and inspiring him to fund initiatives that improve the environment, especially in a smart, profitable way. Rocky Mountain Institute and Carbon War Room are part of the environment and climate "stock" portfolio that Robertson and his namesake foundation have picked.

Stanback, who with his wife Alice is a generous and longtime RMI supporter, made Robertson's initial introduction to RMI and our co-founder and chief scientist Amory Lovins. That relationship got off to an immediate strong start. The relationship between RMI and the Robertson Foundation took longer to forge. That was by design.

"The staff at the Foundation immediately take a skeptical attitude," Robertson explains. "From my point of view, it's best that way. If they're moderately in favor of something, we know it's big. And if they fully support an idea, I know I have something world class."

The Robertson Foundation—founded nearly two decades ago in 1996—takes a "targeted, businesslike, results-oriented approach" to grant making for maximum effect. This past fiscal year, Sarah Brennan, program officer for the Foundation's environment portfolio, attended one of RMI's Electricity Innovation Lab (e<sup>-</sup>Lab) events. It was a chance to see firsthand RMI and e<sup>-</sup>Lab's approach to the power of convening and collaboration to solve complex problems, such as the grid's transformation from fossil fuels to renewables.

It was a more-recent proof point that strengthened Robertson's and the Foundation's confidence in us. "Right now I'm looking at one of your great projects," says Robertson during an interview with RMI from Tiger Management's Manhattan office. He's talking about the iconic Empire State Building, where RMI's deep energy



# CREATING THE **ELECTRICITY GRID**OF THE FUTURE

When it comes to creating the electricity grid of the future, how do you keep the lights on and the refrigerator running while fundamentally overhauling how that grid is designed and run? That's why we launched the Electricity Innovation Lab (e-Lab), which brings together diverse and progressive leaders from across the industry—utilities, regulators, tech companies, nonprofits, and others—to solve complex problems no single actor can tackle alone. e-Lab uniquely provides a safe place where incumbents and insurgents alike can meet, talk, and create mutual value, rather than engage in the tense public fights often making headlines these days. Now going into its fourth year, it's where the most-progressive grid reform in the country is taking flight.

No one epitomizes the spirit of e<sup>-</sup>Lab more than Audrey Zibelman, chair of the New York Department of Public Service (NYDPS). Drawing upon her previous experience as an executive at Xcel Energy, COO of PJM wholesale power market, founder and CEO of Viridity Energy, and as a former member of e<sup>-</sup>Lab, she infused New York with the inspiration, motivation, and leadership to launch **Reforming the Energy Vision (REV)**, the most-revolutionary state-level electricity grid reform the country has yet seen.

This year we've continued our strategic advisor role for the State, which this fiscal year made important progress on several fronts:

- In February 2015, New York officially released its Track 1 Order, which established the regulatory policy framework, market structure, and implementation plan to achieve REV.
- In Summer 2015, the Market Design and Platform Technology working group that we co-convened with the New York State Smart Grid Consortium and NYDPS issued a final report of

- recommendations to inform State staff and guide utilities for stage one of market implementation over the next five years.
- Also in Summer 2015, the State released its Track 2 white paper, which explores rate design, pricing, utility earnings, and other compensation mechanisms that will be needed to make REV a reality.

Together, NYDPS and industry stakeholders in New York are building the bones of what will ultimately become New York's new electricity market in the years ahead. The work is far from done. But the exciting progress to date has been possible in part because of e'Lab's role as a launch pad and the ongoing strategic expertise from RMI staff. Meanwhile, e'Lab continues forging ahead—in New York and other states, nationally, and beyond—co-creating the electricity grid of the future.

#### e-LAB ACCELERATOR LIVING UP TO ITS NAME

Great ideas and solutions don't reach scale without teams of committed people willing to role up their sleeves and drive the first examples of success. That's the principle behind e-Lab Accelerator, which held its second annual event in March 2015. The four-day intense working session brought together master facilitators from RMI and Reos Partners, expert national faculty from e-Lab, and one dozen teams from around the country working on exciting, innovative projects. From microgrids in New Jersey and California, to transportation electrification in Washington and Alaska, to renewable energy and energy independence in New Mexico and Iowa, to new utility business models in North Carolina and Minnesota, e-Lab Accelerator's second year proved a resounding success. "RMI's e-Lab Accelerator was a transformational experience for our project team," says Chris Ball, Energy Efficiency Director at the City of Bloomfield, IA. "[It was] certainly a highlight of the past year. I expect it will be one of the best experiences of my career."



### BUSINESS RENEWABLES CENTER

After winning a Bloomberg New Energy Finance FiRe Award in early 2014, we officially launched the BRC in November 2014 at an invitation-only workshop in New York City. Designed to accelerate corporate purchasing of large-scale renewable energy especially utility-scale wind and solar—the BRC's membership has quickly grown to ~60 major companies, ranging from bigname corporate buyers such as eBay, General Motors, HP, Kaiser Permanente, and Yahoo! to renewable energy project developers. The publicly traded companies of the BRC have a collective market capitalization of \$2.14 trillion and consume 41.7 TWh of electricity per year (equivalent to roughly 3.8 million American homes).

transparency, combining market knowledge-sharing among members, and providing needs tools and resources, we're speeding corporate renewable energy deals so that more happen faster and easier. Our target is 60 GW of new installed capacity in the U.S. by 2025. Already, the market is taking big steps in that direction, and the BRC and its members are at the heart of the story. In 2014 corporations signed a record 1.2 GW of major renewable energy deals, and corporations and other institutional buyers accounted for nearly 25 percent of the new wind capacity installed in the country. By August 2015, corporations had already set another record, with 1.4 GW YTD. Across the two years, BRC-affiliated companies were part of 75 percent of those deals.

#### **BLACK BEAR ENERGY**

Commercial real estate portfolios total billions of square feet across the U.S., plus much more when you add in parking lots and other space. There's a tremendous opportunity to put all that square footage to good use for solar PV, storage, and other technologies that can benefit customers, the grid, and the climate. That's why this fiscal year we launched for-profit spinoff Black Bear Energy to meet a market need: helping managers of large real estate portfolios understand the potential sitting under their noses (or over their heads) and make the best investments. Heading up Black Bear are the former renewable energy leaders from Prologis and Walmart, the top two corporations deploying on-site solar PV in U.S. commercial buildings.

#### truSOLAR TAKES OFF

truSolar is a **FICO-like risk score** for commercial-building solar PV projects. We developed the system with Distributed Sun, UL, and a consortium of partners. Its credit screen helps to make good solar projects great, and get great projects the best financing through robust, comprehensive, yet streamlined due diligence. That means more, better, cheaper solar for everyone. In Spring 2014, truSolar took flight as the platform behind beEdison, a solar diligence platform that won a Bloomberg New Energy Finance FiRe Award in April 2015.

"The BRC [makes] it easier for corporations to enter the renewables market... each member can get immediate access to the cumulative knowledge and wisdom of the industry."

—Rob ThrelkeldManager of Renewable Energy, General Motors

"The electricity system is shifting to clean. Despite the change in oil and gas prices there is going to be a substantial buildout of renewable energy that is likely to be an order of magnitude larger than the buildout of coal and gas."

—Michael Liebreich\* Advisory Board Chairman, Bloomberg New Energy Finance





# TRANSITIONING ISLAND-NATIONS TO A **CLEAN ENERGY FUTURE**

The residents of island-nations pay some of the highest electricity prices in the world because of islands' near-total dependence on imported oil. That ties up money that could be better spent on healthcare and education for residents, which is why we're so passionate about transitioning their economies to efficiency and renewable energy. Plus, though small compared to countries such as the U.S. and China, island-nations can become powerful proof points for the world about how to successfully transition to low-carbon economies.

#### **CREATING PARTNERSHIPS**

In May 2015, we announced our partnership with the Clinton Climate Initiative (CCI), an initiative of the Clinton Foundation, to promote a transition to renewable energy and energy efficiency solutions in the Caribbean. More recently, we also joined the International Renewable Energy Agency's (IRENA) Small Island Developing States (SIDS) Lighthouses Initiative to accelerate the deployment of renewable energy on islands. This cross-organization partnering is testament to our commitment to join forces and deliver a bigger, better, faster positive impact in the Caribbean than our efforts could otherwise achieve separately.

#### SCALING OUR EFFORTS

Our Islands program continues to sign MOUs with additional participants. Montserrat, the Bahamas, Turks and Caicos, Belize, and Anguilla joined Aruba, the Colombian islands of San Andrés and their commitment to get off fossil fuels. Importantly, we're also shifting into a much more action-oriented phase, with multiple projects in the pipeline to launch in the foreseeable future.

#### **MAKING A DIFFERENCE**

Coming out of commitments at a Creating Climate Wealth workshop held on Necker Island, we developed an Energy Retrofit Guide for Caribbean Hospitals with a corresponding web tool (in conjunction with Arup and the

Caribbean Community Climate Change Centre), launched a request for qualifications for a waste-to-energy plant in Saint Lucia, and launched a request for proposals to deploy solar-powered, off-grid, LED street lights in Providencia and San Andrés.

"The world has a moral imperative to help island nations from disappearing or suffering irreversible damage, and an economic imperative to reduce their reliance on costly imported fossil fuels and build climate resilience to avoid catastrophic disasters," said President Clinton. "Working in partnership with Rocky Mountain Institute and Carbon War Room, the Clinton Climate Initiative is bringing governments and businesses together to help design, implement, and scale up clean energy projects across the Caribbean and around the world."

#### -Former U.S. President Bill Clinton\*

\*As quoted in the official press release announcing the partnership





# DRIVING EFFICIENCY IMPROVEMENTS

Trucking Efficiency—originally launched as a Carbon War Room operation in partnership with the nonprofit North American Council for Freight Efficiency (NACFE), an RMI spinoff—had a gratifying impact this past year on industry, government agencies, and federal policy. Its goal: To move major trucking fleets along the road to 50-percent-better fuel economy.

#### **SHAPING POLICY**

In June 2015, the U.S. Environmental Protection Agency and National Highway Transportation Safety Administration announced new, more-stringent fuel economy and emissions standards for heavy-duty trucks. The move is estimated to save 1 billion metric tons of GHG emissions, 1.8 billion barrels of oil, and \$170 billion in fuel costs over the lifetime of vehicles sold under the program. The rule requires truck manufacturers to increase their fuel efficiency by about a third from the current average of about six miles per U.S. gallon in the years ahead.

Trucking Efficiency was central to informing the government's stance, and will be expanding its role to providing industry counsel on emissions. From multiple Confidence Reports cited in the proposed rule and accompanying impact analysis, to direct consultations with federal agencies, we're seen as a trusted source of industry intelligence, independent of commercial interests and committed to customer success.

#### INSPIRING FLEET OWNERS

We published our fourth annual *Fleet Fuel Study*, providing insight into 14 fleets, including Con-way Truckload, Frito Lay, and Schneider. Together they operate more than 53,000 tractors and 160,000 trailers and saved \$477 million in fuel costs in 2014 alone. We also published five more Confidence Reports and/or tech guides as part of a larger series that—true to its name—is strengthening industry confidence in fuel-efficiency technologies. Even as the team continues further work on providing critical market information, it is also now directly engaging with fleets on commitments to purchase.

# IN THE TRUCKING INDUSTRY

"This was a year for us where we became a go-to source in the industry for fuel economy of tractor-trailers."

—Mike Roeth Operation Lead, Trucking Efficiency











# MAKING EFFICIENCY WAVES IN GLOBAL SHIPPING

The shipping industry emits over one billion tons of  ${\rm CO_2}$  per year, ranking eighth among nations and exceeding Germany, the world's fourth-largest economy. It also pollutes air and oceans. That's why the work of our award-winning Shipping Efficiency operation is so important. In the absence of global regulation, the industry needs market incentives to lead.

After developing and launching the A to G GHG Emissions Rating with maritime risk-vetting firm RightShip, we've been busy driving global adoption, such that today one-fifth of the world's shipped tonnage moves on vessels chosen using the system. The largest cargo-shippers in the world are beginning to favor the cleanest ("A") ships and shun the dirtiest ("G") ships.

We're also busy creating incentives with the world's major ports and ship registries, and developing financing through major banks, so that there are strong market signals for using the most-efficient ships and upgrading or retiring the least-efficient ones:

- Canada's Prince Rupert Port Authority and Port Metro Vancouver became the first ports in the world to offer incentives for the most-efficient ships.
- The industry took another big step in February 2015, when the Liberian Ship Registry, the second-largest in the world, began offering 50-percent tax breaks—a cumulative \$53 million tax

- incentive—for shipowners that retrofit their vessels using our financing mechanism with EfficientShip Finance.
- As of April 2015, some important banks are now publicly stating that they use energy-efficiency data in deciding which vessels will receive financing and which won't. Those banks include HSH Nordbank and KfW IPEX-Bank, which have a combined loan volume of \$43.6 billion.

We're not stopping there. Thanks in part to a generous grant from the Dutch Postcode Lottery, we're expanding our Shipping Efficiency work with Operation: LeaderShip. That work includes partnering with ports—including potentially the Port of Rotterdam, the sixth-busiest on the globe—to reduce and de-carbonize port energy use. And we've launched an efficiency package offer with accompanying grant financing to demonstrate a 10- to 15-percent fuel savings for a single-vessel retrofit and further show the industry the opportunity.

RETROFITTING CRUISE SHIPS

Large cruise ships are like floating cities, where up to half of their energy use is "hoteling"—keeping passengers safe, comfortable, and fed. In recent work with Carnival Cruise Lines, the world's largest cruise operator with over 100 ships, RMI and a large team of ship suppliers developed a powerful set of ideas to not only shape the design of new ships but to deep retrofit existing ones. Teams worked

on hoteling and also on saving water, bringing ultralightweight materials into the ship, and the auxiliary and electrical systems such as engine room cooling. Results promise to be dramatic and similar to our targeted results in buildings—at least 50 percent savings with good economics. Carnival is already on the road—rather, has left port—with some immediate implementation projects, and we will see far more from them in the next few years!

"Retrofit work is exactly what the industry needs. Combining off-balance-sheet finance and bundles of efficiency technologies offers shipowners the perfect opportunity to improve their business."



"We see a clear trend towards a two-tier market of high- and low-efficiency vessels."

—Carsten Wiebers Global Head of Maritime Industries, KfW IPEX-Bank





# A LEGACY OF CIVING

Peter Boyer and his wife Terry Gamble Boyer have long been strong supporters of our work. They like RMI's leadership in convening industry players and working toward solutions to big problems. When we first started talking about creating the Electricity Innovation Lab (e-Lab) as a change agent, they said, "we'll be one of your first guinea pigs, give us your pitch." That early seed funding has been critical to e-Lab's success and its ability to have tremendous impact on the U.S. electricity system.

The Boyers' interest began over two decades ago when Peter heard RMI co-founder and chief scientist Amory Lovins speak at the Commonwealth Club in San Francisco. "Amory's perspective is so brilliant, so unusual, and so real world," Peter says. "I became more and more convinced that Amory and RMI can show us the way forward."

Peter and Terry started to give as individuals and then through their family foundation. Over the past decade they've become more engaged with our organization, strategically supporting us in diverse and valuable ways,

recently they made a lead gift for our new Innovation Center, which is opening soon.

Since 2009, Peter has served on our Board of Trustees, chairs our development committee, and is a member of the Board's executive committee. Terry, as an active advocate for climate and environmental issues and a member of The Philanthropy Workshop West, often gives presentations and shares information about our work as a way to motivate other philanthropists. And together, Peter and Terry make annual gifts to RMI in honor of their family members. It's a

"What appeals to us is the idea of seeding an innovative new idea that has the potential for very large impact. [e-Lab is] right in that template. [Its] impact is going to far exceed the size of the program, it seems, and the same thing with Reinventing Fire and Reinventing Fire: China."

including hosting a salon in their home in San Francisco. They've offered generous funding of key initiatives ranging from high-performance buildings to our Reinventing Fire analyses defining a pathway for the U.S. to achieve a high-renewables energy future to their more-recent support of e<sup>-</sup>Lab. Most

comprehensive approach to their support of our work that's building a strong legacy of giving.

RMI in general and e<sup>-</sup>Lab specifically have proven a great fit for their giving philosophy. "What appeals to us about it is the idea of seeding an innovative new idea that has the potential for very large impact," Peter explains. e Lab is one of the featured grants on their Caldera Foundation's website. "The reason for that," says Peter, "is the way this thing is playing out. It's right in that template. Their impact is going to far exceed the size of the program, it seems, and the same thing with *Reinventing Fire* and Reinventing Fire: China," which the Boyers have also supported.

AGE COURTESY OF THE BOYER FAMILY.

For the Boyers, it's all about strategic giving.

"We're a small foundation. We're not going to single-handedly move the  ${\rm CO_2}$  needle very much but we have a strong belief that innovation takes place in these smaller units and then can grow to very great size under the guidance of the kinds of people that RMI brings together. RMI is exactly the kind of organization that we look for."

Peter says, "We're a small foundation. We know we're going to make modest contributions. We're not going to single-handedly move the CO<sub>2</sub> needle very much but we have a strong belief that innovation takes place in these smaller units and then can grow to very great size under the guidance of the kinds of people that RMI brings together. RMI is exactly the kind of organization that we look for."



# 8.0% 7.7% 84.3%

PROGRAM SERVICES

FUNDRAISING

12.2%

18.0%

CONTRIBUTIONS.

BASALT BUILDING

COLLABORATION

GRANTS

#### **OPERATING EXPENSES**

(% OF TOTAL OPERATING EXPENSES)

EXPENSES (thousands of dollars)				
PROGRAM SERVICES	19,567	84.3%		
MANAGEMENT & GENERAL	1,793	7.7%		
FUNDRAISING	1,845	8.0%		
TOTAL EXPENSES	\$23,205			

**OPERATING REVENUE & SUPPORT** 

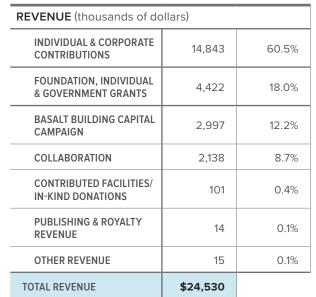
#### 0.1% 0.4% (% OF TOTAL OPERATING REVENUES) 8.7% 0.1%

IN-KIND DONATIONS

OTHER REVENUE

PUBLISHING & ROYALTY

MANAGEMENT & **GENERAL** 



#### **BALANCE SHEET**

AUDITED (THOUSANDS OF CURRENT DOLLARS)

#### **ASSETS**

	6/30/2015	6/30/2014	6/30/2013
CASH & MARKETABLE SECURITIES	568	554	621
CAPITAL RESERVE FUND	5,040	8,560	7,752
GRANTS ESCROW FUND	5,440	2,370	1,619
ACCOUNTS RECEIVABLE	819	166	455
GRANTS & PLEDGES RECEIVABLE	7,653	130	300
PLEDGES RECEIVABLE (CAPITAL CAMPAIGN)	2,728	2,913	_
INVENTORY	3	2	2
PROPERTY & EQUIPMENT (NET)	10,537	3,084	1,663
ASSETS RESTRICTED FOR ENDOWMENT	370	981	802
OTHER ASSETS	463	185	261
TOTAL ASSETS	\$33,622	\$18,945	\$13,475

#### LIABILITIES AND NET ASSETS

	6/30/2015	6/30/2014	6/30/2013
ACCOUNTS PAYABLE	1,555	710	270
COMPENSATED ABSENCES	384	210	185
ACCRUED PAYROLL	486	378	247
OTHER ACCRUED EXPENSES	2,855	1,023	865
CURRENT PORTION - LIABILITIES	130	99	78
LINE OF CREDIT	2,500	_	_
TOTAL CURRENT LIABILITIES	7,911	2,420	1,645
LONG-TERM LIABILITES	1,193	104	68
TOTAL LIABILITIES	9,104	2,524	1,713
NET ASSETS	24,518	16,421	11,762
TOTAL LIABILITIES AND NET ASSETS	\$33,622	\$18,945	\$13,475





60.5%

#### **STATEMENT OF ACTIVITIES**

AUDITED (THOUSANDS OF CURRENT DOLLARS, GAAP BASIS)

#### OPERATING REVENUE AND SUPPORT

	12 MONTHS ENDING 6/30/15	% OF OPERATING REVENUE	12 MONTHS ENDING 6/30/14	% OF OPERATING REVENUE	12 MONTHS ENDING 6/30/13	% OF OPERATING REVENUE
COLLABORATION	2,138	8.7%	1,969	10.7%	2,347	14.3%
FOUNDATION & GOVERNMENT GRANTS	4,422	18.0%	4,818	26.3%	2,149	13.1%
INDIVIDUAL & CORPORATE CONTRIBUTIONS	14,843	60.5%	7,454	40.7%	11,746	71.4%
BASALT BUILDING CAPITAL CAMPAIGN	2,997	12.2%	3,921	21.4%	_	0.0%
PUBLISHING & ROYALTY REVENUE	14	0.1%	15	0.1%	40	0.2%
CONTRIBUTED FACILITIES/IN- KIND DONATIONS	101	0.4%	135	0.7%	135	0.8%
OTHER REVENUE	15	0.1%	20	0.1%	32	0.2%
TOTAL OPERATING REVENUES & SUPPORT	\$24,530	100.0%	\$18,332	100.0%	\$16,449	100.0%

#### **OPERATING EXPENSES**

	12 MONTHS ENDING 6/30/15	% OF OPERATING REVENUE	12 MONTHS ENDING 6/30/14	% OF OPERATING REVENUE	12 MONTHS ENDING 6/30/13	% OF OPERATING REVENUE
PROGRAM SERVICES	19,567	79.8%	12,278	67.0%	9,602	58.4%
EXPENSES ON BEHALF OF WLC	_	0.0%	-	0.0%	54	0.3%
MANAGEMENT & GENERAL	1,793	7.3%	849	4.6%	995	6.0%
FUNDRAISING	1,845	7.5%	1,843	10.1%	1,465	8.9%
TOTAL OPERATING EXPENSES	\$23,205	94.6%	\$14,970	81.7%	\$12,116	73.7%
OPERATING MARGIN	\$1,325	5.4%	\$3,362	18.3%	\$4,333	26.3%

#### **NON-OPERATING REVENUE**

	12 MONTHS ENDING 6/30/15	% OF OPERATING REVENUE	12 MONTHS ENDING 6/30/14	% OF OPERATING REVENUE	12 MONTHS ENDING 6/30/13	% OF OPERATING REVENUE
GAIN/(LOSS) ON SALE OF ASSETS	681	2.7%	_	0.0%	_	0.0%
GAIN/(LOSS) ON SALE OF INVESTMENTS	-	0.0%	1,076	5.9%	258	1.6%
INVESTMENT INCOME	(8)	0.0%	626	3.4%	135	0.8%
GAIN/(LOSS) ON OTHER INVESTMENTS	_	0.0%	_	0.0%	_	0.0%
TOTAL NON-OPERATING INCOME	\$673	2.7%	\$1,702	9.3%	\$393	2.4%

#### **NON-OPERATING EXPENSES**

	12 MONTHS ENDING 6/30/15	% OF OPERATING REVENUE	12 MONTHS ENDING 6/30/14	% OF OPERATING REVENUE	12 MONTHS ENDING 6/30/1	% OF OPERATING REVENUE
DEPRECIATION	226	0.9%	281	1.5%	282	1.7%
FACILITIES CONTRIBUTED EXPENSE	101	0.4%	135	0.7%	135	0.8%
INTEREST EXPENSE	54	0.2%	25	0.1%	107	0.7%
TOTAL NON-OPERATING EXPENSES	\$381	1.6%	\$440	2.4%	\$524	3.2%
CHANGE IN NET ASSETS	\$1,617	6.6%	\$4,624	25.2%	\$4,202	25.5%



# BOARD OF TRUSTEES

John Abele, Shelburne, Vermont. BA (Amherst) physics & philosophy. Founding Chairman, retired, Boston Scientific Corporation; Founding Chairman, Argosy Foundation; Vice Chair FIRST Robotics. Numerous patents and publications.

David Allen, Seattle, Washington. BA (U. Washington) accounting. Principal and Executive VP of McKinstry, an innovative \$0.7-billion Seattle-based engineering, construction, energy, and facility services firm. Board Chair, Economic Development Council; Director, Washington Clean Technology Alliance.

Roy Bedlow, London. BS (Oxford Brookes University) accounting & computer science. CEO and co-founder, Low Carbon; Director, Andromeda Capital; Board member of Ben Ainslie Racing; Trustee of 1851 Trust; Former VP and General Manager, Palm (Europe, Middle East, Africa); Founder, European entity of Handspring.

Peter Boyer, San Francisco, California. BA (San Francisco State) American studies. Former owner, design-build residential construction firm. Artist, fine art painting, exhibited widely in U.S. and Japan. Trustee, Caldera Foundation; Member, National Advisory Board, Union of Concerned Scientists; Director, Pacific Institute.

Sean Cleary, South Africa. BA (University of South Africa) social sciences, law, MBA (Brunel University). Founder and Executive Vice Chair, FutureWorld Foundation; Chairman, Strategic Concepts; Managing Director, Centre for Advanced Governance; Strategic Advisor to the World Economic Forum, Chair, International Advisory Board, Operation Hope, and Global Economic Symposium.

Thomas Dinwoodie, Lead Independent Trustees, RMI, Berkeley, California. BS (Cornell) structural engineering, MS (MIT) dept. of mechanical engineering, Masters of Architecture at U. California Berkeley. Founder and CTO, SunPower Corporation Systems; Founder and former CEO and Chairman of PowerLight, a leading global supplier of photovoltaic products and systems. Over 30 patents.

Suzanne Farver, Penngrove, California. BA (Grinnell) economics ΦBK; JD (U. Denver); ALM envtl. mgt. (Class Marshal) (Harvard). Teaches corporate social and environmental responsibility classes to graduate students at Harvard Extension School. Former Executive Director, Aspen Art Museum. Board Chair, Presidio Graduate School. Trustee, Denver Art Museum.

Arjun Gupta, Aspen, Colorado, and San Francisco, California. BA (St. Stephen's College) economics, BS & MS (Washington State), computer science ΦBK, MBA (Stanford), Advanced Leadership Fellow (Harvard). Chief believer, TeleSoft Partners. Has overseen investing in and helping build 61 tech companies. Former technology strategy consultant at McKinsey. Trustee of the Aspen Institute and NRDC.

Michael Haas, Oakland, California. BS (Missouri University of Science and Technology) aerospace engineering, MS (Stanford University) aeronautical and astronautical engineering. Founder and CEO, Orion Renewable Energy Group; Co-Founder, RDC Developments Ltd.; Founder, Alliance for Climate Education (ACE).

Kristina M. Johnson, Washington, D.C. BS, MSEE, PhD (Stanford) electrical engineering. Co-Founder and CEO, Cube Hydro Partners, LLC. Previously U.S. Under Secretary of Energy, Provost & SVP, Johns Hopkins University, Dean of Engineering, Duke University. Winner, 2008 Fritz Medal Award and Washington Award. National Inventor's Hall of Fame. 129 patents. Director, Cisco Systems, AES Corporation, and Boston Scientific Corporation.

Jules Kortenhorst, Boulder, Colorado. CEO of RMI. MBA (Harvard Business School). MS (Erasmus University) monetary economics. Previously CEO Topell Energy BV, CEO European Climate Foundation, and member of Dutch Parliament. Spent 10 years at Shell at the start of his career.

Amory B. Lovins, Snowmass, Colorado. Cofounder, Chief Scientist,
Chairman Emeritus of RMI. MA (Oxon. Spec. Resoln.), 12 doctorates
h.c. Hon. AIA, FRSA, Swedish engineering academician. Physicist, consultant,
31 books, 530 papers, numerous awards, ten visiting chairs (most recently Stanford Engineering School and Naval Postgraduate School).

Reuben Munger, Boulder, Colorado. BA politics and economics, BS business administration mcl (Washington and Lee U.). Founder & Managing Partner, Vision Ridge Partners LLC. Former Cofounder and CEO, Bright Automotive, and Managing Director, The Baupost Group LLC, a \$25-billion investment firm.

Jean Oelwang, Park City, Utah. President and Trustee, Virgin Unite; B Team Senior Partner; Former Joint CEO, Virgin Mobile Australia. Advisory Council member, The Elders. Trustee, the Ocean Elders, Ocean Unite, Just Capital.

José María Figueres Olsen, Costa Rica. BS (Military Academy at West Point) engineering, MPA (Kennedy School of Government, Harvard) public administration. Founder and Co-chair, Global Ocean Commission. Former CEO, Carbon War Room. Former CEO, World Economic Forum. Former CEO, Concordia 21. Former President of Costa Rica.

Martha C. Pickett, Snowmass, Colorado. Managing Dir. & General Counsel of RMI. BA (Guilford), MCDP (College of Architecture & Planning, CU Denver), JD (U. Denver). Advisory Board, Catawba College's Center for the Environment. Advisory Board, People & Planet Positive, IKEA. Jury, Dutch Postcode Lottery's Green Challenge prize.

George Polk, London. BA (Harvard). Managing Partner, Tulum Trust; Founder and CEO, The Cloud; Chairman, European Climate Foundation; Senior Advisor, McKinsey. Global Technology Pioneer, World Economic Forum. Pioneer of the City of London.

Jigar Shah, New York City, New York. BS (University of Illinois) mechanical engineering, MBA (University of Maryland). Co-founder, Generate Capital; CEO, Jigar Shah Consulting; Partner, Clean Feet Investors. Former CEO, Carbon War Room; Founder and former CEO, Sun Edison.

Ted White, Denver, Colorado. BA (Yale), JD (NYU). Name Partner, Moye White LLP (law firm), Managing Partner, Fahr LLC (climate and energy operations of Tom Steyer). Founding Managing Director, Estabrook Funds; Chairman, Boettcher Foundation (1998–2012); Director, Sustainable Accounting Standards Board; Director, Advanced Energy Economy. Author, Drafting Business Contracts.



We're excited to welcome our newest board member, Maria van der Hoeven, who served as Executive Director of the International Energy Agency from 2011 to 2015. Previously she served as the Dutch Minister of Education, Culture, and Science, after spending more than a decade as a member of the Dutch parliament. Ms. Van der Hoeven currently serves on the Global Commission on the Economy and Climate and on the Advisory Board for the UN Sustainable Energy for All initiative.





### DUTCH POSTCODE LOTTERY AWARDS €2,400,000 (\$2,719,000) IN SUPPORT

This year the Dutch Postcode Lottery (Nationale Postcode Loterij) honored Rocky Mountain Institute and Carbon War Room with awards of  $\[ \in \]$ 900,000 and  $\[ \in \]$ 500,000, respectively, totaling  $\[ \in \]$ 1,400,000. The Lottery also announced an extra project grant of  $\[ \in \]$ 1,000,000 specifically in support of our Shipping Efficiency's Operation: LeaderShip, which will further inroads to realize the carbon emissions reductions and cost savings currently locked in the global shipping industry, including an effort to help global ports, like the Port of Rotterdam, become superefficient.

Presented at its annual Goed Geld ("Good Money") Gala in January 2015 in Amsterdam, this marks the seventh consecutive year the Lottery has honored us with its generous support.

Since 1989, the Dutch Postcode Lottery has been raising funds to support organizations working for a fairer, greener world. Fifty percent of its income goes to charity. The Lottery has grown to become the Netherlands' biggest charity lottery and the world's second-largest private charitable donor in the world. It has given over €4.4 billion to human and environmental causes since its founding. At its 2015 Gala, the Lottery awarded a record €312 million to 92 charities. We are honored to be a beneficiary and partner of the Postcode Lottery, whose funding is instrumental in carrying out our mission, significantly expanding our reach and strengthening and speeding our impact.





### **DONORS**

#### **ALLIANCE PARTNERS**

Alliance Partners are globally recognized thought leaders committed through their financial support and voices to stand united with Rocky Mountain Institute and Carbon War Room to move to a clean, prosperous, and secure low-carbon world. Their catalytic support was at the foundation of the merger between RMI and CWR and will be instrumental in this time of rapid growth to accelerate impact. We deeply value their wisdom and support shaping these important programs.

Dutch Postcode Lottery
The Grantham Foundation for the Protection of the Environment
Reuben and Melinda Munger
Robertson Foundation
Fred and Alice Stanback
Thomas Steyer and Kathryn Taylor

#### **FOUNDERS CIRCLE**

The Founders Circle is an exclusive group of leading entrepreneurs from around the world who are at the forefront of innovation and investment related to energy and low-carbon solutions. Inspired by Carbon War Room's first founder, Sir Richard Branson, our Founders and their respective organizations lend critical insight into our market-based operations and financial support for Rocky Mountain Institute and Carbon War Room to achieve our mission and implement scalable solutions to address climate change.

Richard Branson Strive Masiyiwa *Emeritus Founders:*Boudewijn Poelmann Jean Oelwang Vladas Lasas
Roy Bedlow Idan Ofer Mark Shuttleworth

Michael Haas Marieke van Schaik
Niels Due Jensen The VELUX Foundations



#### \$1,000,000 and above

John & Mary Abele NS@ Roy Bedlow

Niels Due Jensen, Grundfos

**Dutch Postcode Lottery** 

The Grantham Foundation for the Protection of the Environment

Michael & Rocio Haas

Reuben & Melinda Munger NS©

Adam & Melony Lewis NS®

Strive Masiyiwa

Mac & Leslie McQuown NS©

Idan Ofer

Robertson Foundation

Alice & Fred Stanback NSC

Thomas Steyer & Kathryn

Taylor **NS**©

The VELUX Foundations

Virgin Unite

#### **GAME CHANGERS** \$500,000-999,999

Boettcher Foundation, in honor of Ted White

Peter Boyer & Terry Gamble Boyer **NS**©

Mary Caulkins & Karl Kister NS®

Jane & Bill Knapp NS@

Ted & Nancy White NS®

#### **VISIONARIES** \$100,000-499,999

The 11th Hour Project of The Schmidt Family Foundation

Rachel & Adam Albright NSC

Argosy Foundation

Ayrshire Foundation

B Brand Konheim Private Charitable Foundation, in memory of Eric Konheim

Blackstone Ranch Institute

Markell Brooks NS@

Dinwoodie-Meservey Family NS®

**Energy Foundation** 

Suzanne Farver & Clint P. Van Zee NS®

The Flora L. Thornton Foundation

Gates Family Foundation

Heising-Simons Foundation

Hunter & Stephanie Hunt NS©

The Nathan Cummings Foundation The New York Community Trust

Swedish Postcode Foundation

Laney & Pasha Dritt Thornton NS®

Vestas Wind Systems A/S

The William & Flora Hewlett Foundation

Anonymous NS@

#### **PATHFINDERS** \$50,000-99,999

Arntz Family Foundation

The Estate of Esther & Francis Bligh

Community Office for Resource Efficiency - CORE

craigslist Charitable Fund

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