2008 Energy Center Financial Summary

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**FUNDING DIVERSITY**

- 47% Member Projects
- 2% State of Wisconsin
- 25% Wisconsin Focus on Energy
- Other 18%

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**SUMMARY BALANCE SHEET**

<table>
<thead>
<tr>
<th>2007</th>
<th>2008</th>
</tr>
</thead>
<tbody>
<tr>
<td>Assets</td>
<td></td>
</tr>
<tr>
<td>Cash and Certificates of Deposit</td>
<td>$479,597</td>
</tr>
<tr>
<td>Accounts Receivable</td>
<td>662,982</td>
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<tr>
<td>Other Current Assets</td>
<td>94,620</td>
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<tr>
<td>Fixed Assets</td>
<td>62,386</td>
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<tr>
<td>Total Assets</td>
<td>1,308,485</td>
</tr>
<tr>
<td>Liabilities &amp; Net Assets</td>
<td>1,014,431</td>
</tr>
<tr>
<td>Accounts Payable</td>
<td>364,475</td>
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<tr>
<td>Accrued Liabilities</td>
<td>133,170</td>
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<tr>
<td>Deferred Revenue</td>
<td>433,258</td>
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<tr>
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<tr>
<td>Total Liabilities</td>
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<tr>
<td>Net Assets (Netted)</td>
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</tr>
<tr>
<td>Total Liabilities &amp; Net Assets</td>
<td>1,300,505</td>
</tr>
</tbody>
</table>

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**SUMMARY INCOME STATEMENT**

<table>
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<tr>
<th>2007</th>
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<tbody>
<tr>
<td>Percent of Revenue</td>
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</tr>
<tr>
<td>Revenue</td>
<td>$3,819,082</td>
</tr>
<tr>
<td>Program Expenses</td>
<td>(2,642,298)</td>
</tr>
<tr>
<td>Management and General Expenses</td>
<td>(1,272,553)</td>
</tr>
<tr>
<td>Change in Net Assets</td>
<td>(95,766)</td>
</tr>
<tr>
<td>Net Assets Beginning of Year</td>
<td>381,820</td>
</tr>
<tr>
<td>Net Assets End of Year</td>
<td>$286,054</td>
</tr>
</tbody>
</table>

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**BOARD OF DIRECTORS**

- PHYLLIS DUBE
  - Board Chair
  - We Energies
- RICK JOHNSON
  - Board Treasurer
  - Badger Meter, Inc.
- BILL DEMOENEN
  - Board Secretary
  - Cooperative Network
- LAURA WILLIAMS
  - Board Vice Chair
  - Madison Gas & Electric
- DAVID BENFORD
  - Municipal Electric Utilities of Wisconsin
- DAVID DONOVIN
  - Xcel Energy
- ERIC LAWSON
  - Potter Lawson, Inc.
- BARBARA NICK
  - Wisconsin Public Service Corporation
- TERRY NICKEL
  - Alliant Energy
- KEITH REVELLE
  - Clean Wisconsin
- ROY TILLEY
  - WPP Energy
- BILL WARD
  - Proctor & Gamble Paper Products
- JOHN USAH
  - Michael, Best & Friedrich
- JUDY ZIEPA
  - Wisconsin Office of Energy Independence

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**LEADERSHIP TEAM**

- SUSAN STRATTON
  - Executive Director
- MARGARET ANDERSON
  - Associate Director
- CHRIS BERGSKJær
  - Director of Human Resources and Operations
- STEVE KRAM
  - Research Director
- LEA POST
  - Director of Communications

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The Energy Center of Wisconsin is a nonprofit organization dedicated to exploring ways to reduce the environmental impact of our energy use and to sharing our knowledge through research, consultation, education and outreach initiatives.

Printed on paper made from 80% post-consumer recycled fiber and manufactured entirely with renewable energy.
The economic and environmental landscape has changed fundamentally under President Obama’s administration. Tax incentives, the payroll tax holiday, the public-private partnership BEAT (Build Energy Efficiency through Acting Together) project, and a total of $14 billion in tax breaks for renewable energy production have resulted in increased investment in renewable energy projects across the United States.

We are moving to accelerate our work by a growing sense of urgency. The economic crisis and global climate change have given us an unprecedented opportunity to bring energy efficiency and renewable energy to the forefront. The economic crisis and global climate change are intertwined. We must develop our renewable energy resources sustainably—keep in mind the economic crisis and the over-reliance on oil and gas.

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The energy and economic landscape has shifted dramatically under President Obama’s leadership. While the powerhouse is huge in America, it could generate more than 3 billion energy cost savings, creating 39,000 jobs and eliminating $1.1 million tons of greenhouse gas emissions. While energy efficiency can reduce our energy use, it cannot eliminate it. We must work with consumers to supply us with energy. We must develop our renewable energy resources sustainably—keeping in mind the competing interests for these resources and the overarching need to maintain a healthy planet.

In his first speech to the Joint Session of Congress, President Obama identified three areas critical to our economic future—and he said, “it begins with energy.” The late Wisconsin senator Gaylord Nelson said, “in his first speech to the Joint Session of Congress, President Obama identified three areas critical to our economic future—and he said, “it begins with energy.”

The Energy Center is helping shape a future that taps efficiency as our nation’s first resource. We’re modeling energy use in buildings to find out how much energy efficiency is worth. We’re developing alternative business models that allow groups of private landowners to manage their adjacent properties as a whole system.

Our vision…unprecedented opportunity

We're working the trainees—we're educating building and energy industry professionals with the ideas, understanding and tools to deliver energy efficiency's potential.

We're modeling energy use in buildings to find out how much energy efficiency is worth. We're developing alternative business models that allow groups of private landowners to manage their adjacent properties as a whole system.

Learned much as an elegant choice. Energy efficiency has the potential to reduce consumers’ energy costs, increase employment opportunities, decrease utility-related greenhouse gas emissions and leverage our investment in renewable energy.

As we search for solutions that fuel both our economy and our environment, efficiency stands out as an elegant choice. While energy efficiency can reduce our energy use, it cannot eliminate it. We must work with consumers to supply us with energy. We must develop our renewable energy resources sustainably—keeping in mind the competing interests for these resources and the overarching need to maintain a healthy planet. We're working the trainees—we're educating building and energy industry professionals with the ideas, understanding and tools to deliver energy efficiency's potential.

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Message from Susan Stratton, Executive Director

The energy and economic landscape has changed significantly over the past year, and the payoff is huge in Wisconsin. It could generate 18,000 jobs in the state and an additional 0.1 million tons of greenhouse gas emissions.

While energy efficiency can reduce our energy use, it cannot eliminate our need for energy. We must develop our renewable energy resources sustainably and bring the competitive advantages of these resources and the overarching need to maintain a healthy planet.

It begins with energy efficiency...

We are moved to accelerate our work by a growing sense of urgency. The economic crisis and global climate change have given us unprecedented opportunity to bring energy efficiency and renewable energy to the forefront. Energy efficiency has the potential to reduce our energy costs, improve employment opportunities, decrease utility-related greenhouse gas emissions and leverage our investment in renewable energy.

We’re modelling energy use in buildings for the Governor’s Association goals: 2% by 2015. We’re helping homeowners to make environmental science and technology part of our daily lives.

We’re reaping more and more on renewable energy to meet a greater portion of our energy needs.

We’re modelling energy use in buildings for the Governor’s Association goals: 2% by 2015. We’re helping homeowners to make environmental science and technology part of our daily lives.

The Energy Center is helping shape a nation to work making our homes and buildings energy efficient. It begins with energy efficiency.

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</tr>
<tr>
<td>Net Assets (Unrestricted)</td>
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<tr>
<td>Total Liabilities &amp; Net Assets</td>
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<td>$1,282,009</td>
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<td>33%</td>
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<tr>
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<td>($55,744)</td>
<td>-3%</td>
<td>2%</td>
</tr>
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<td>$286,054</td>
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<td>$260,014</td>
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- 47% Member Projects
- 25% Wisconsin Focus on Energy
- 6% Other Wisconsin
- 1% United States
- 1% Foundations
- 3% National
- 11% State of Wisconsin

**BoRd of dIRectors**

<table>
<thead>
<tr>
<th>Name</th>
<th>Position</th>
<th>Company/Institution</th>
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</thead>
<tbody>
<tr>
<td>Phyllis Dubé</td>
<td>Chair</td>
<td>We Energies</td>
</tr>
<tr>
<td>Rick Johnson</td>
<td>Treasurer</td>
<td>Badger Meter, Inc.</td>
</tr>
<tr>
<td>Brian Chen</td>
<td>Secretary</td>
<td>Cooperative Network</td>
</tr>
<tr>
<td>Laura Williams</td>
<td>Vice Chair</td>
<td>Madison Gas &amp; Electric</td>
</tr>
<tr>
<td>David Benfordao</td>
<td></td>
<td>Municipal Electric Utilities of Wisconsin</td>
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<tr>
<td>David Donovick</td>
<td></td>
<td>Xcel Energy</td>
</tr>
<tr>
<td>Nancy Frank</td>
<td></td>
<td>UW-Madison, School of Architecture and Planning</td>
</tr>
<tr>
<td>Henry Henderson</td>
<td></td>
<td>Natural Resources Defense Council</td>
</tr>
<tr>
<td>Gerald Kilonski</td>
<td></td>
<td>UW-Madison, College of Engineering</td>
</tr>
<tr>
<td>Eric Lawson</td>
<td></td>
<td>Potter Lawson, Inc.</td>
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<td>Barbara Nick</td>
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<td>Wisconsin Public Service Corporation</td>
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<td>John Weidner</td>
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<td>Michael, Bent &amp; Friedrich</td>
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<td>Susan Stratton</td>
<td>Executive Director</td>
<td>Energy Center of Wisconsin</td>
</tr>
<tr>
<td>Margie Anderson</td>
<td>Associate Director</td>
<td>Energy Center of Wisconsin</td>
</tr>
<tr>
<td>Chris Berg Thacker</td>
<td>Director of Human Resources and Operations</td>
<td>Energy Center of Wisconsin</td>
</tr>
<tr>
<td>Steve Kehm</td>
<td>Research Director</td>
<td>Energy Center of Wisconsin</td>
</tr>
<tr>
<td>Leslie Post</td>
<td>Director of Communications</td>
<td>Energy Center of Wisconsin</td>
</tr>
</tbody>
</table>

**Funding Sources**

- 75% State of Wisconsin
- 25% Wisconsin Focus on Energy

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2008 Energy Center Financial Summary

**FUNDING DIVERSITY**
- 47% Member Projects
- 29% State of Wisconsin
- 25% Wisconsin Focus on Energy
- 9% Foundations
- 3% Other

**SUMMARY BALANCE SHEET**

<table>
<thead>
<tr>
<th>Assets</th>
<th>2007</th>
<th>2008</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and Certificates of Deposit</td>
<td>$479,597</td>
<td>$448,062</td>
</tr>
<tr>
<td>Accounts Receivable</td>
<td>663,882</td>
<td>633,547</td>
</tr>
<tr>
<td>Other Current Assets</td>
<td>94,620</td>
<td>131,144</td>
</tr>
<tr>
<td>Fixed Assets</td>
<td>65,256</td>
<td>64,275</td>
</tr>
<tr>
<td>Total Assets</td>
<td>1,300,485</td>
<td>1,282,009</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Liabilities &amp; Net Assets</th>
<th>2007</th>
<th>2008</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts Payable</td>
<td>364,475</td>
<td>338,054</td>
</tr>
<tr>
<td>Accrued Liabilities</td>
<td>133,170</td>
<td>138,662</td>
</tr>
<tr>
<td>Deferred Revenue</td>
<td>432,250</td>
<td>316,151</td>
</tr>
<tr>
<td>Other Liabilities</td>
<td>83,607</td>
<td>112,298</td>
</tr>
<tr>
<td>Total Liabilities</td>
<td>1,014,431</td>
<td>909,987</td>
</tr>
<tr>
<td>Net Assets (Unrestricted)</td>
<td>286,054</td>
<td>372,022</td>
</tr>
<tr>
<td>Total Liabilities &amp; Net Assets</td>
<td>$1,300,485</td>
<td>$1,282,009</td>
</tr>
</tbody>
</table>

**SUMMARY INCOME STATEMENT**

<table>
<thead>
<tr>
<th>Revenue</th>
<th>2007</th>
<th>2008</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>$3,819,082</td>
<td>100%</td>
</tr>
<tr>
<td>Program Expenses</td>
<td>(2,642,298)</td>
<td>69%</td>
</tr>
<tr>
<td>Management and General Expenses</td>
<td>(1,272,550)</td>
<td>33%</td>
</tr>
<tr>
<td>Change in Net Assets</td>
<td>(95,766)</td>
<td>-3%</td>
</tr>
<tr>
<td>Net Assets Beginning of Year</td>
<td>281,820</td>
<td>13%</td>
</tr>
<tr>
<td>Net Assets End of Year</td>
<td>$270,054</td>
<td>100%</td>
</tr>
</tbody>
</table>

**LEADERSHIP TEAM**

- **Susan Stratton**
  - Executive Director
- **Maria Anderson**
  - Associate Director
- **Chris Berg Thacker**
  - Director of Human Resources and Operations
- **Steve Kimm**
  - Research Director
- **Leslie Post**
  - Director of Communications

**BOARD OF DIRECTORS**

- **Phyllis Dubé**
  - Board Chair
  - We Energies
- **Rick Johnson**
  - Board Treasurer
  - Badger Meter, Inc.
- **Bill O’Emi Chen**
  - Board Secretary
  - Cooperative Network
- **Laura Williams**
  - Board Vice Chair
  - Wisconsin Focus on Energy
- **David Benford**
  - Municipal Electric Utilities of Wisconsin
- **David Donovan**
  - Xcel Energy
- **Nancy Frank**
  - UW-Madison, School of Architecture and Planning
- **Henry Henderson**
  - Natural Resources Defense Council
- **Gerald Kolinski**
  - UW-Madison, College of Engineering
- **Erik Lawson**
  - Pottey Lawton, Inc.
- **Barbara Rick**
  - Wisconsin Public Service Corporation
- **Terry Mcclat**
  - Alliant Energy
- **Keith Redmile**
  - Clean Wisconsin
- **Roy Timly**
  - WPP Energy
- **Bill Ward**
  - Procter & Gamble Paper Products
- **John Wilson**
  - Michael, Best & Friedrich
- **Judy Ziewacz**
  - Wisconsin Office of Energy Independence
- **Nathan Zolik**
  - Public Service Commission of Wisconsin

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