

NORTHWEST LEADERSHIP IN THE AGE OF CLIMATE CONSEQUENCES

2013 annual report



Climate Solutions.
PRACTICAL SOLUTIONS TO GLOBAL WARMING





we can. we must. we will.

Climate Solutions accelerates practical and profitable solutions to global warming by galvanizing leadership, growing investment, and bridging divides.



FOR OVER 15 YEARS, Climate Solutions has pioneered the vision and cultivated political leadership in the Northwest for the proposition that clean energy and broadly-shared economic prosperity can go hand-in-hand. Through our Business Partnerships, New Energy Cities, Northwest Biocarbon Initiative, and Sustainable Advanced Fuels programs, Climate Solutions builds a powerful constituency for local, regional, and national action on climate and clean energy.

optimism is up to us



Gregg Small,
Executive
Director

I've been feeling an intense mix of emotions about our ability to confront the climate challenge with the urgency and ambition required.

On the one hand, the climate news is relentlessly sobering. It's late, and we have so far to go. On the other hand, the momentum for solutions is building, and the climate movement is growing strong.

What feeds this optimism?

1. The West Coast edge

We have the opportunity to put in place the most ambitious set of integrated climate policies in the nation, stretching from California to British Columbia. Combined, our region is the fifth largest economy on the planet. **This region has what it takes to end the era of free and unlimited carbon-dumping,** and engineer a steady and sweeping transition to clean power and transportation. Working closely with these forward-leaning states, and with incredible allies such as the Washington Environmental Council, Oregon Environmental Council, Sightline Institute, Sierra Club, and many other close partners we are doing this.

2. Solutions to the climate crisis

Every day, in our communities and across the globe, I see more impressive news about clean energy technology, financial innovation, and on-the-ground deployment.

We will continue to prioritize the need to demonstrate and celebrate solutions in our region. Through our strategic innovation programs, New Energy Cities, Sustainable Advanced Fuels, and the Northwest Biocarbon Initiative, we are modeling solutions for a carbon-free future.

We're just one part of a larger story. Our **Solutions Story Project** profiles examples of success and

builds confidence in the clean energy economy as a viable, attractive, way to deliver broadly-shared opportunity and prosperity. By showcasing powerful stories, we are demonstrating that "climate solutions" means a lot more than just our organization.

3. Powering past coal

Across the United States, coal — the single largest source of climate pollution — continues to decline in use. The Northwest is on the front lines of this transition, phasing out our own coal plants and refusing to serve as a staging ground for coal exports. The physics are not subtle: the coal era must end, and the Northwest can show the way by becoming the first coal-free, clean energy-powered region. This transition presents an unprecedented opportunity for investment and deployment in clean energy sources and efficient energy use — a main driver for Northwest prosperity.

The Northwest will be the point of departure from the fossil-fueled past, and the proof point for the clean energy future. The coalition campaign to Power Past Coal is a daily source of inspiration.

This isn't theoretical anymore; climate consequences are upon us. The Northwest *can* lead in addressing global warming. If successful, we will cut carbon pollution in our region, while saying "no" to more fossil fuel infrastructure and building the business, policy, and program models that catalyze national and international action.

I hope that, as you read the accomplishments highlighted in this report and note the support of so many donors and funders listed on these pages, you also see that our organization is working hard to make sure that together *we can, we must, and we will* move forward on climate action.



This isn't theoretical anymore; climate consequences are upon us. The Northwest can lead in addressing global warming.



2013 highlights

leading in climate and clean energy policy



Showcased West Coast Leadership from CA to BC: In October, Climate Solutions Executive Director Gregg Small attended the historic signing of the Pacific Coast Action Plan on Climate and Clean Energy by the governors of Washington, Oregon, California, and the premier of British Columbia. The four executives made commitments for aggressive action, including putting limits and a price on greenhouse gas emissions, and a Clean Fuels Standard to reduce the climate impacts of transportation. This West Coast bloc represents the fifth largest economy on the planet. This action shows the West Coast will lead in demonstrating that it is possible to significantly cut carbon and grow a vibrant clean energy economy.



Leading in Washington: Climate Solutions worked with Washington Governor Jay Inslee to help pass his climate action bill, the first bill he signed into law as governor. The law established a bipartisan workgroup of lawmakers tasked with putting Washington securely on track to meet the

carbon pollution reduction targets established by the legislature (and supported by Climate Solutions) back in 2009. As part of their charge, the workgroup (called the Climate Legislative and Executive Workgroup, or CLEW) held three hearings throughout the state to hear from the public about the need for climate action.

Climate Solutions joined with our partners at Washington Environmental Council, Sierra Club, and others to make sure these hearings were opportunities for the workgroup to hear that the public wants climate action now. The message was clear at hearings in Spokane, Seattle, and Olympia: an overwhelming majority of the people testified in favor of action to reduce carbon pollution. They demanded to see the Legislature take bold steps to protect Washington from the impacts of climate change and realize the opportunities in growing the state's clean energy economy. Included in the hundreds of people testifying for climate action were dozens of businesses, labor leaders, and representatives of public health organizations that partnered with Climate Solutions to send a loud and clear message to our legislature on the need for action.

“I believe that we can change the country while growing a clean energy industrial complex. I believe this because we are people who believe in climate solutions, not climate pessimism. Let’s go build a clean energy economy for the world, starting right here in Washington State.”

— *Jay Inslee,*
Washington Governor

“Climate Solutions is an amazing organization and their programs need to be replicated around the country. I really respect their work; from the Business Leaders for Climate Solutions, to their work in New Energy Cities, to leveraging leadership in the legislatures of Oregon and Washington. All of this while leading the incredibly important fight to block coal export terminals in the Northwest.”

— *Tom Steyer,*
Co-Founder,
Next Generation

“Climate Solutions is shining a light on a better way forward: a clean energy future with broadly-shared prosperity, free from the ravages of fossil fuel dependence. And the brighter they shine that light, the closer it gets.”

— *Van Jones,*
Co-Founder,
Rebuild the Dream

“Climate Solutions is practical and results driven. They represent a beautiful mix between what’s happening in the real world, outside the Beltway, and the translation that needs to occur to affect policymakers.”

— *Lisa Jackson,*
Former EPA
Administrator

“Climate Solutions is one of the very first organizations I worked with years ago when I first became connected to the clean energy world in the Northwest. I have a lot of respect for what this organization has done to help shape our region.”

— *Cylvia Hayes,*
Oregon’s First Lady

“Climate Solutions gets things done—its important words are backed up by powerful deeds that are making a big difference in the fight for a workable planet!”

— *Bill McKibben,*
President and
Co-Founder,
350.org

POWERFUL ALLIES
POWERFUL OUTCOMES





strategic innovation: modeling solutions for a carbon-free future



Launched a broad Sustainable Advanced Fuels initiative: In 2013, we developed a plan to accelerate the development of sustainable, low-carbon alternatives to petroleum fuels in the Northwest, specifically focused on industries that need liquid, high-energy-density fuels. We are promoting policies that build markets and spur investments in cleaner fuels in the Northwest. We have become a trusted partner with leaders from aviation and other sectors, playing a key role in developing roadmaps to transition from fossil fuels in Brazil, Singapore, and our region.

“Confronting climate change is a top priority for my administration. Climate Solutions maps national best practices, builds bridges between local governments and businesses, and provides technical support to help make our region a national leader in reducing greenhouse gas emissions.”

– *Dow Constantine,*
King County Executive

“Climate Solutions may be small, but it bats well above its weight. Climate Solutions has become one of our strongest and most effective nonprofit allies in the global effort to make low-carbon and sustainable fuels a reality.”

– *Darrin Morgan,*
Director of Sustainable Biofuel Strategy, The Boeing Company

Accelerated city-led carbon reduction in the Northwest: Our New Energy Cities team created energy maps and carbon wedge analyses for Beaverton, OR and Issaquah, WA that demonstrate what it takes to achieve 80 percent reduction of carbon emissions by 2050; conducted a building sector charrette in Issaquah to develop a roadmap for carbon reduction in existing and new buildings; and partnered with the King County-Cities Climate Collaboration to begin developing a shared carbon reduction work program for the 13th largest county in the nation.

building the power of the climate and clean energy movement



“The effort opposing coal export terminals in the Northwest is the most exciting and inspiring work going on anywhere in the country right now. Climate Solutions has been playing a key role helping catalyze an amazing coalition that is standing up against coal and for a clean energy future.”

–*Bruce Nilles,*
Senior Director,
Beyond Coal Campaign,
Sierra Club

Powering Past Coal: Stopping any new coal export off the West Coast continues to be a major stake in the ground for the climate movement. 2013 was a major year for the coalition campaign, with two proposals pulled off the table in Oregon, and the WA Dept. of Ecology announcing a broad scope of review for the impacts for the proposed coal export terminal at Cherry Point north of Bellingham, WA. Climate Solutions continues to be a central player in the Power Past Coal coalition, bringing new and powerful voices to the table who are calling for clean energy solutions instead of continued investment in the fossil fuels of the past.

From the articulate nine-year-old Dae Dahlquist asking that his future be considered in these decisions, to physicians pressing on potential health impacts, to main street business owners asking that their livelihood be taken into account, citizens from all walks of life have engaged with the scoping comment periods for proposed terminals in Washington at Cherry Point and Longview, and in the public process for Oregon’s proposed terminal at Port of Morrow/St. Helens. The campaign generated a combined total of over 370,000 public comments on the proposed terminals at Cherry Point and Longview, WA. Now with three export proposals off the table, we continue to watchdog the remaining three proposals and partner with community leaders to build a powerful constituency for building a better, more prosperous future in the region.



“Climate Solutions helped me bring my voice to the table to oppose coal export and support clean energy solutions. Their outreach and work with communities across the region is powerful, thoughtful, and effective.”

– *Grace Byrd,*
Nisqually Tribal Member

raising our profile and building organizational strength



Stepping Up Our Donor Support: 2013 represented our second consecutive year of raising nearly \$1 million in contributions from individual donors. *Thank you so much for your support.*

Donor Appreciation: Our 350 Club major donor appreciation receptions featured several experts and compelling speakers, giving our Giving Circles an opportunity to learn in more depth about the problems and solutions we are working on at Climate Solutions. In the spring, we held a Seattle briefing on our Sustainable Advanced Fuels program with Darrin Morgan, Director of Biofuels Strategy, Boeing Commercial Airplanes; Dirk Kronemeijer, CEO, SkyNRG; and Ross Macfarlane, Senior Business Advisor, Climate Solutions. In July in Portland, OR Alan Barton of the Whiskey Creek Shellfish Hatchery addressed the impacts of ocean acidification on Oregon's shellfish industry. In the fall, national polling expert Dave Metz briefed donors about the West Coast Climate Campaign to cap and put a price on carbon pollution cross the region – the most important element to drive down climate pollution and rapidly grow clean energy solutions.

Foundation Support: 2013 was a notable year for new and expanded partnerships with foundations. The 11th Hour Project awarded the largest grant for a program in Climate Solutions' history for our Solutions Stories project, which captures and communicates real stories of climate and clean energy success happening now in the Northwest economy. Climate Solutions also received significant new grants from New York Community Trust to support the New Energy Cities program and V Kann Rasmussen Foundation to support the Northwest Bio-carbon Initiative.

Received Recognition: Rhys Roth, our co-founder and (now) former Director of Strategic Innovation, was honored with Sustainable Path Foundation's "Sustainability Trailblazer Award" for his impact on improving the health of our region through innovative and trailblazing efforts. *Puget Sound Business Journal* selected our Development Director, Savitha Reddy Pathi, as one of their "40 Under 40" top leaders in the region.

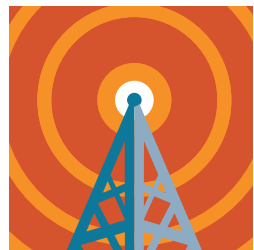
Successful Signature Events: At our Annual Reception in Olympia, Annual Breakfast in Seattle, and Annual Dinner in Portland we raised over \$506,000 for Climate Solutions. Tom Steyer, Co-Founder, Next Generation, keynoted both our 5th Annual Breakfast in Seattle with remarks from Governor Jay Inslee and our 5th Annual Dinner in Portland with remarks from Governor John Kitzhaber. Tom is a national advocate for investing in clean energy solutions to address climate change. Dr. Nalini Nadkarni, Queen of the Forest Canopy, was featured at our Annual Reception in Olympia where we also said farewell to Climate Solutions' co-founder, Rhys Roth. In July, Sundance Cinemas

asked Climate Solutions to be one of five nonprofits to be featured for an evening during the grand opening of their Seattle theatres. Washington State Representative Hans Dunshee was a featured speaker and ticket proceeds benefitted the organization. Bonnie Raitt again partnered with Climate Solutions while on tour. By purchasing special benefit tickets, Climate Solutions supporters were able to sit up close to this music legend and environmental champion, and support Climate Solutions through an ARIA Foundation year-end grant. Thanks so much to our sponsors, table captains, hosts, board of directors, and volunteers for helping to make our events possible.

"It is accurate but insufficient to call Climate Solutions the best climate organization in the region – it just might be the finest regional climate group in the world."

— *Denis Hayes,*
President, Bullitt Foundation





communicating what's at stake



Marko Liias
@MarkoLiias

@climatesolution
Thanks for sharing this #energyefficiency and money saving solution story! vimeo.com/61389024

Governor John Kitzhaber
@GovKitz

RT Great news in Oregon: @GovKitz signs 2 bills 4 clean energy & energy efficiency - ow.ly/mnwBE via @SustainableBzOR

Dow Constantine
@kcexec

Thanks to the cities & officials who joined together to chart our region's climate-friendly future: @climatesolution pic.twitter.com/UHb1yveOXM

Park carbon dioxide under our feet with a biocarbon approach

Seattle Times – July 9, 2013

“Momentum driving biocarbon solutions is growing, in large part because these approaches save money as well as store carbon. With continued commitment and collaboration, the Pacific Northwest has an opportunity to become a hub for

biocarbon innovation and offer a model for the nation and the world.”

Opinion editorial By David R. Montgomery, University of Washington geomorphology professor and Maurice Robinette, owner-operator of Lazy-R Ranch in Spokane County.

Coal exports and the 'climate cliff'

Puget Sound Business Journal – January 18, 2013

“Coal export is a serious hazard sign ahead that reminds us we are at a crossroads. Will we choose a path of building a robust, homegrown, clean-energy economy rooted in innovation and sustainable business practices?”

Opinion editorial by Gary Shaver, Silicon Energy and Ross Macfarlane, Climate Solutions

The Keystone Principle

Grist – February 19, 2013

“Stopping Keystone nails the core principle for climate responsibility, by preventing investments that make climate disruption irrevocably worse,” said KC Golden, Climate Solutions.

Billionaire Steyer Calls Energy, Climate 'Defining Issues'

Financial Advisor / Impact Investing – May 21, 2013

“As a humble MBA let me say, if you get the accounting right, if you include all costs, just get out of the way and let American business do the rest, they will shock you with how effective they are once we get the climate right,” said Tom Steyer.

Oregon businesses flexing their muscles on climate change

Sustainable Business Oregon – May 6, 2013

“With the home-court advantage of players on our side like the Blazers, Nike and Intel, efforts to tackle the climate crisis and grow our state's economy at the same time are in play. The drive is there to make meaningful change by adopting statewide and broader market-based incentives for curbing carbon, growing smart and investing in a clean energy future.”

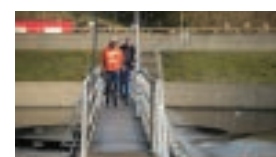
Opinion editorial by Ashley Henry, Climate Solutions and Jana Gastellum, Oregon Environmental Council

capturing solutions stories



Southern Oregon's got Sol

Shannon Souza and her company Sol Coast offer full service clean energy consultation and contracting in Coos Bay. Sol Coast's business model supports jobs both in their company and within a larger regional network of contractors. Their growing list of clients — from the Coos County Head Start and Dunes Family Health Care facility, to Airport Heights in North Bend, Bandon Dunes Golf Resort, and the Coos Bay Fire Department — speaks to the diversity of interest in clean energy solutions.



Reclaiming Waste Energy

Through public-private partnerships, the City of Bremerton's Public Utilities department was able to quickly upgrade the city's wastewater facility to run more efficiently and save the City money. Bremerton is expected to save \$125,000 annually in energy alone. Additionally, because of energy service company Trane's industry expertise, the project timeline from initial contract to completion will be less than a year.



Harvesting Wind Power

“It didn't take very long until the local farmers said, 'yeah, I'd like to have one or two of those wind turbines on my property.' They're getting anywhere from two to six thousand dollars per turbine. You could have 50 turbines on your place, and that's \$100,000 of annual income that they weren't getting.” - Gary Thompson, Sherman County Judge featured in Harvesting Wind Power.



Local Solar in Joseph

The City of Joseph, Oregon linked up with local company Sun Storage on a 100-kilowatt solar array for the city's wastewater facility. They now save \$12,000 to \$14,000 per year and offset roughly 90% of the facility's energy usage. The Oregon-made products for the facility include the frame and racking components designed and manufactured by Sun Storage, the solar panels manufactured by SolarWorld in Hillsboro, and the inverters made by Advanced Energy Industries/PV Powered in Bend. Renewable Energy Constructors of Enterprise, an Energy Trust of Oregon Trade Ally, served as the installer for both projects.



A Tale of Two Schools

Faced with outdated and uncomfortable facilities, Aberdeen and Hoquiam School Districts partnered with local businesses and governments to retrofit their buildings to cut costs, save energy, and enhance the comfort of the learning environment. “We just show that we're constantly looking forward to find ways to save money, to operate more efficiently, to operate all of our buildings in a greener manner.” – Dave Herrington, Aberdeen School District



Solutions on the Oregon Trail

Now into their fourth generation farming in Umatilla County, Madison Farms is a one-stop shop for renewable energy and a proving ground for water resource solutions in the arid west. From wind power to solar, biodiesel, biosolids, precision irrigation, minimum to no-till techniques, and reuse water - they've got it all. And the farm continues churning out some of the best canola oil you will ever taste. This is truly a trailblazing enterprise, and they have the 1/4 mile of actual Oregon Trail preserved on their land to prove it.



board leadership

committed to creating a low-carbon future for the Pacific Northwest

“We can get what we need, but only because the people engaged on the issue—like the people here at this [Climate Solutions] breakfast—are keeping that message clearly in front of all the politicians.”

— *Bill Gates, Co-Chair, Bill and Melinda Gates Foundation*



Marc Daudon, President
Marc is principal and co-founder of Cascadia Consulting Group.



Stephanie Solien, Vice President
Stephanie is a civic activist who has worked in politics, government, and the nonprofit arena for more than 25 years.



Haeryung Shin, Secretary
Haeryung is a principal at North Hill Law Advisory LLC.



Daniel Weise, Treasurer
Daniel is formerly a Stanford University professor and was part of the team at Microsoft Research.



Lisa Adatto
Lisa most recently served as Oregon Director for Climate Solutions.



Ash Awad
Ash is Vice President - Energy & Facility Services for McKinstry Co. He and his team support cities, counties, schools, medical centers, and other clients.



Jabe Blumenthal
Jabe is the designer of the first version of Excel at Microsoft.



Dave Bricklin
Dave is a partner in the Seattle law firm of Bricklin & Newman, LLP.



James Dailey
James brings a long standing interest in climate and is CTO of Micro Energy Credits.



Lars Johansson
Lars is an active cleantech angel investor and mentor to early stage cleantech companies.



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



Virinder Singh
Virinder is Director of Regulatory and Legislative Affairs at EDF Renewable Energy.



Alexandra Loeb
Alex is a former VP for the tablet PC at Microsoft who now pursues her environmental interests in the Northwest.



Steve Sundquist
Steve retired after 21 years at the Russell Investment Group in Tacoma. He is now a Partner with Social Venture Partners and former chair of the Seattle School Board.



David Van't Hof
David is a shareholder in the Portland office of the Pacific Northwest law firm of Lane Powell PC.



Heidi Wills
Heidi is executive director of First Tee, a local nonprofit that serves disadvantaged children.

staff

From left to right: **Seth Zuckerman**, Communications Consultant; **Jennifer Molfetta**, Database Assistant; **Shannon Sedgwick**, Bookkeeper; **Joëlle Robinson**, Field Director; **Jenna Garmon**, Northwest Biocarbon Initiative Program Coordinator; **KC Golden**, Senior Policy Advisor; **Elizabeth Willmott**, New Energy Cities Program Manager; **Eileen V. Quigley**, Director of Strategic Innovation; **Eric M. Andre**, Office Manager; **Gregg Small**, Executive Director; **Kimberly Larson**, Communications & Marketing Director; **Beth Doglio**, Campaign Director; **Clark Gilman**, Sustainable Advanced Fuels Coordinator; **Owen Atkins**, Grants Manager; **Bobby Hayden**, Solutions Stories & Media Manager; **Carrie Hearne**, Oregon Business Partnerships Manager; **Chris Bast**, Business Partnerships Manager; **Jessica Finn Coven**, Washington State Director; **Jonathan Lawson**, Digital Communications Manager

not pictured above:



Ann Gravatt
Oregon Director



Ross Macfarlane
Senior Advisor, Business Partnerships



Teresa Myers
Events Director



Savitha Reddy Pathi
Development Director



Claire Reimer
Development Associate



Ben Serrurier
Policy Associate



Conner Sharpe
Administration & Finance Director

Thanks to our interns and office volunteers.

GRATITUDE

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

Climate Hawk
\$200,000+
Anonymous
The 11th Hour Project

\$150,000-\$199,999
Anonymous

\$100,000-\$149,999

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Bullitt Foundation
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The Seattle Foundation, donor advised
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Ordinary People Foundation
Sequoia Foundation
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Wilburforce Foundation

Climate Protector
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Katharyn A Gerlich
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Fund of Tides Foundation
Henry M Jackson Foundation

OUR GIVING CIRCLES: Members of our Giving Circles and the 350 Club receive special communications and invitations to exclusive events. More information on our Giving Circles and donating can be found at ClimateSolutions.org/donate/giving-circles.

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Imperium Renewables
Kongsgaard-Goldman Foundation
Alex Loeb & Ethan Meginnes
Ruthann Lorentzen
Mize Family Foundation
The Norcliffe Foundation
The Peach Foundation
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Sara & Evan Robinson
The Seattle Foundation
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Stephanie Solien & Frank Greer
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Sustainable Path Foundation
Maryanne Tagney-Jones & David Jones
Tides Foundation

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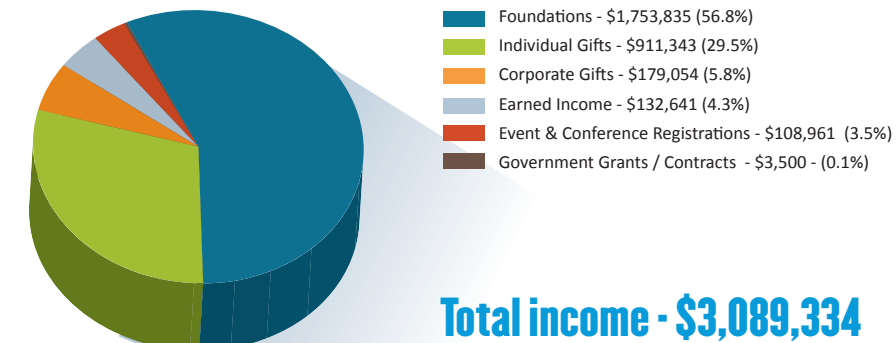
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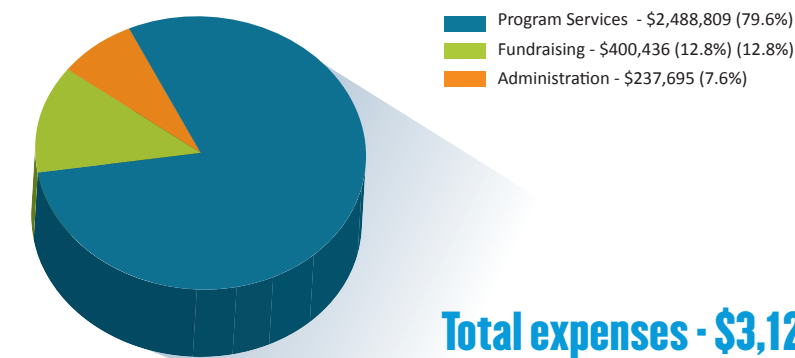
FINANCIALS

SOURCES OF REVENUE (FY 2013)



Total income - \$3,089,334

ALLOCATION OF PROGRAM FUNDS (FY 2013)



Total expenses - \$3,126,940

The financial statements of Climate Solutions as of December 31, 2013 were examined by the independent certified accounting firm, Aiken & Sanders, Inc, PS. The above are financial highlights. A complete set of audited financial statements is available upon request and on the Climate Solutions website.

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Sokol Blosser
Sonja Nash Murray
Soter Vineyards
Stephanie Solien & Frank Greer
Sundance Cinemas
Sutra Yoga
Trade Printery
Waterstreet Café
The Westin Seattle

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In honor of Daniel W
In honor of David Maymudes & Emily Anthony
In honor of Eileen Quigley
In honor of Gregg Small & Kimberly Larson
In honor of Jack & Donna Rice
In honor of Katherine, Walker, Connie & Paul
In honor of Lisa Adatto
In honor of Mike Patton
In honor of Paul & Alison Robertson
In honor of Rhys Roth
In honor of Sarah Phillips
In honor of the Earth
In honor of your whole team especially Patrick Mazza
In memory of Susan L. Merrill
In memory of Einar Paul Lindseth
In recognition of Dave & Maria Peeler

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Libba & Gifford Pinchot III
Scott Piscitello
Karen Place
Michele Plackett
John Plaza
PNW Research Station, USFS

ways you can make a difference

- 1. Commit for the long haul.**
Make an ongoing monthly gift or multi-year donation to maximize your contribution.
- 2. Engage with us online.**
Echo our messages via our communications channels to spread the word.
- 3. Be a leader at our events.**
Invite your friends and colleagues to join you by being a table captain or sponsor at one of our fundraising events.
- 4. Double down.** Make your gift go further with a stock donation or via your employer's matching gift program.
- 5. Stand up and speak out.**
Invite your friends and colleagues to join you by being a table captain at one of our fundraising events.

“Climate Solutions has consistently and effectively made the connection between global warming pollution and clean air. They are a tremendous asset to our community, our state, and our world.”

— *Carrie Nyssen, American Lung Association*



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