

2015 ANNUAL REPORT



IMT
INSTITUTE
FOR MARKET
TRANSFORMATION

By focusing on the **#1 USER OF ENERGY IN THE U.S.**,



The Institute for Market Transformation (IMT) supports building owners, tenants, governments, and other city and corporate stakeholders to:



Identify
OPPORTUNITIES
for enhanced efficiency



Use data to drive
SMARTER business
DECISIONS



Provide
HANDS-ON GUIDANCE
to implement energy efficiency
in all buildings

HOW WE EVOKE CHANGE



TOGETHER WE



ASSIST CITIES IN CREATING & DEPLOYING ENERGY EFFICIENCY INITIATIVES.

This helps meet affordable housing, pollution, resilience, water and carbon reduction goals. With IMT's help, benchmarking programs now affect more than 7B sq. ft. **(8% OF U.S. COMMERCIAL BUILDING SPACE)**.

ESTABLISH NEW BEST PRACTICES IN THE MARKET.

Our Green Lease Leaders designation now represents **4% OF ALL LEASED U.S. COMMERCIAL FLOOR SPACE** and is growing.



LAY THE FOUNDATION FOR MORE INFORMED BUSINESS DECISIONS.

Through our newsletters, webinars, in-person trainings, and technical one-on-one guidance, we educated thousands of commercial real estate professionals, policymakers, and building owners and tenants on how to **UNLOCK ENERGY EFFICIENCY** benefits.

ANALYZE RETURNS ON GREEN INVESTMENT.

Our report "What's Green Worth" found high-performance homes in Washington, D.C. sold for an average **PREMIUM OF 3.5%**.



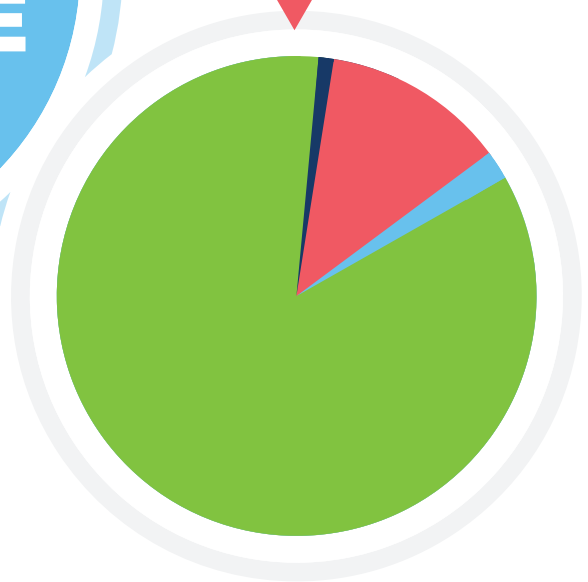
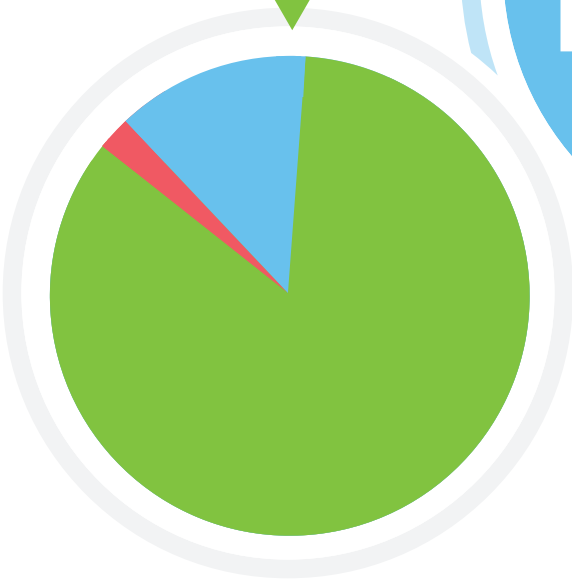
CREATE OPPORTUNITIES TO SCALE UP ENERGY EFFICIENCY.

In recognition of the success of the City Energy Project's first three years, IMT and the Natural Resources Defense Council received additional funding to expand the project to **ADVANCE ENERGY EFFICIENCY** in more cities across the U.S.

2015 EXPENSES

2015 REVENUE

We are **JUDICIOUS** in our investments to **MAXIMIZE IMPACT**

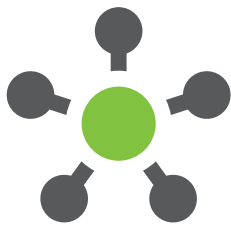


- 89%** ■ program
- 10%** ■ general management
- <1%** ■ fundraising

- 86%** ■ grants & contributions
- 13%** ■ contract revenue
- <1%** ■ program income
- <1%** ■ investment & misc. income

For more financial info, go to imt.org

COLLABORATE WITH US



BRING INNOVATION TO MARKET.

Create and implement productive programs and policies with measurable results.



HELP US SCALE.

Our current and future partners help us achieve greater impact.



MAKE LIVES BETTER.

Drive savings, revenues, job creation, and better air quality.