



WHO WE ARE

Industrial Economics, Inc (IEc) is a privately held environmental and economic consulting firm jointly owned by its Principals, and trusted by a wide range of clients in government, business, and not-for-profit organizations. Founded in 1981 and headquartered in Cambridge, Massachusetts, our team of 100 consultants offers expertise in environmental and social impact analysis methods. We tackle complex challenges through a combination of thoughtful analysis, creativity, and dedication to the specific needs of our clients. The quality of our work and the usefulness of our results define who we are.

SUSTAINABILITY

IEc has extensive experience providing technical services to governments, NGOs, and industry to develop and implement policies and programs that promote sustainability. Organizations of all types are increasingly using sustainability as the fundamental organizing principle for their operations and aspirations. IEc has conducted research on and applied sustainability frameworks and tools, including life-cycle analysis, footprint analyses, and systems dynamics modeling, in a variety of contexts.

EXPERTISE IN SUSTAINABILITY

- Carbon/GHG, energy, and water footprinting and reduction
- Circulator economy, take-back, and product stewardship
- Ecolabels, certifications, and standards
- Environmental performance measurement
- ESG and social responsible investing
- Food waste management and large-scale composting
- Green building
- Human health risk assessment
- Life cycle assessment and product category rules
- Product life cycle assessment
- Materiality assessment and prioritization
- Responsible sourcing and supply chain management
- Sustainability strategy
- Sustainable purchasing and procurement
- Value chain mapping and analysis

EXPERIENCE

We design projects to fit client needs and have proven experience, with projects such as:

- **Dunkin' Brands:** Energy and GHG inventories, target setting, and reduction strategy
- **Microsoft:** Sustainable procurement program design and stakeholder engagement
- **Green Electronics Council (GEC):** Program design for the GEC Catalyst Awards
- **New York State Energy Research and Development Authority (NYSERDA):** Program evaluation and market characterization studies
- **Department of Energy (DOE):** Evaluation, and indicator and metrics development
- **Environmental Protection Agency (EPA) and General Services Administration (GSA):** Sustainable purchasing and ecolabels and standards assessment for federal purchasing
- **Practice Greenhealth:** Data visualization and benchmarking on sustainable healthcare
- **Sustainable Purchasing Leadership Council (SPLC):** Facilitation and working group support
- **United Nations Environment Programme (UNEP):** Research, reporting and communications.

IEc Sustainability Team



Dr. Anastasia O'Rourke, Special Consultant, has 17 years of experience in sustainability research and consulting, focusing on sustainable strategy, standards, purchasing, investing, and products. She has worked in Australia, Canada, France, Sweden and the U.S.; is Chair of the Board of Directors of the Sustainable Purchasing Leadership Council (SPLC), and holds a Ph.D. from Yale University. aorourke@indecon.com



Angela Vitulli, Principal, is an expert in environmental policy and program design, program evaluation, performance measurement, and communications strategies. Ms. Vitulli has extensive experience supporting EPA, GSA, and several state and local programs that promote sustainable industry and the greening of commerce, clean energy and energy efficiency. avitulli@indecon.com



Neal Etre, Principal, has expertise managing and analyzing data to support policy analysis, regulatory impact analysis, cost-benefit analysis, life-cycle analysis, and the development of performance and efficiency measures. Mr. Etre has experience developing tools and specifications to simplify and encourage sustainable purchasing, and excels at translating technical details to non-technical audiences. netre@indecon.com



Dan Leistra-Jones, Senior Associate, focuses on green building and smart growth policy analysis, corporate financial analysis, and cost/benefit analysis. He has worked extensively with the GSA, EPA, and the District of Columbia on green purchasing; conducted financial analyses on dozens of companies; and is an accredited LEED Green Associate. dleistra-jones@indecon.com



Catherine Foley, Senior Associate, has experience in environmental planning, network science, clean energy, climate change and adaptation, water quality, green infrastructure, GHG measurement, and the community visioning process. Ms. Foley's skills include survey development, analyses of qualitative information, facilitation and consensus building, statistical analyses, and GIS analysis and map-making. cfoley@indecon.com



Rachel Mak, Associate, has worked with a number of corporate and government clients in areas of energy efficiency and conservation, GHG footprinting and reduction, waste management, and materials management. Ms. Mak uses tools such as cost-benefit analysis, material flow analysis, and life-cycle assessment to calculate system-wide environmental impacts and recommend materials management solutions that reduce costs and environmental impact. rmak@indecon.com
