

ANNUAL REPORT

FRESH ENERGY: YOUR CLEAN ENERGY CHAMPION

BY MICHAEL NOBLE

What is your vision for a clean energy future? At Fresh Energy we are working toward a future where:

- **People** of all ages and income levels have access to clean, affordable renewable energy and buildings that are healthy and efficient.
- **Jobs** in energy expand as we improve our buildings and rely more on homegrown resources instead of volatile imported oil, coal, and gas.
- **Communities** are healthier, with electric cars, buses, and active transportation taking us where we need to go and improving air quality and livability.

Fresh Energy advances this vision policy by policy, securing critical changes to outdated laws and developing solutions that are informed by data and sound economics.

Over the past year, Fresh Energy's team of experts shaped decisions that will retire coal plants, increase investments in renewable electricity, and prevent fees that discourage energy efficiency. Our innovative Power Pairing events brought leading experts, businesses, and the public together to discuss top issues. Working at the Public Utilities Commission, with industry leaders, and Minnesotans across the state, we launched our Solar for All initiative to ensure that everyone benefits from the transition to clean energy.

This annual report highlights Fresh Energy's progress over the past year. And there is more to come. At this time of unprecedented urgency and innovation in the energy and transportation sector, we look forward to continuing to work as your clean energy champion, advancing realistic, visionary energy policies that benefit all.

BY THE NUMBERS

56

Innovative events
and workshops

REACHING

3,963

People with
fact-based education

775

Pages of expert
regulatory comments filed

IMPACTING

25

Major energy
policy decisions

Our Mission

Shape and drive realistic, visionary energy policies that benefit all.

Our Vision

An economy we thrive in and energy that ensures our well-being.





CARBON REDUCTION

People may look to states like California and New York for energy progress, but over the past year Minnesota has truly led the way. In fall 2015, thanks to careful analysis by Fresh Energy and our partners, Xcel Energy announced that it planned to shut down units 1 and 2 at the Sherco coal plant because clean energy options were more economical. Fresh Energy's J. Drake Hamilton, in red, was called to the White House to stand with President Obama, the CEO of Xcel Energy, and other leaders to announce the Clean Power Plan. Fresh Energy also represented Minnesota at the Paris Climate Summit, showcasing how market-based energy policies can achieve deep carbon reductions while growing U.S. clean energy jobs.

ENERGY EFFICIENCY

For many industries, selling more products means more profit. In the world of energy, Fresh Energy doesn't think that should be the case. Instead, we're working in utility rate cases to decouple the amount of energy a utility sells from the amount of profit they bring in, giving utilities a true business case for cutting waste from their system. Over the past year, Fresh Energy helped Minnesota reject increases to the fixed fee that customers pay every month, ensuring that customers are able to reduce their energy bill by conserving energy in their own home.



New homes and commercial structures will now be more energy efficient thanks in part to Fresh Energy's work for better buildings.

ELECTRIC VEHICLES

Transportation is a big source of carbon pollution and Fresh Energy is working hard to transition toward more cars and buses running on renewable electricity. Fresh Energy experts are developing "win-win" rate design and policy solutions that increase electric transportation while improving the electric grid and public health. With electric cars becoming more affordable and drivable, Fresh Energy also maintains a strong drumbeat of public education. We led a series of events that brought the nation's electric car leaders to Minnesota last year, and provided high profile communications at the Twin Cities Auto Show to send a message that electric transportation is for everyone.



Fresh Energy is working to make our communities cleaner and healthier, including increasing access to solar power.

BETTER BUILDINGS

Buildings consume a significant amount of the energy we produce – but Fresh Energy is working to change that. By collaborating with builders and government officials, Fresh Energy is helping create better buildings that use less energy and cost less to operate. New buildings in Minnesota must meet minimum energy efficiency requirements thanks to the state codes we helped secure. To make sure the codes work in the real world, Fresh Energy is now coordinating the Minnesota Codes Compliance Collaborative, which is considered a national model for cooperative action. To address multifamily buildings specifically, we're helping lead the Minnesota Multifamily Affordable Housing Energy Network toward solutions that improve buildings while lowering energy costs for rental tenants.

ENERGY NEWS NETWORK

Over the past five years, Fresh Energy has grown *Midwest Energy News* into one of the most well-respected outlets for energy journalism in the region. Thousands of readers count on our daily email, and our award-winning original reporting is shining a spotlight on the transition to clean energy. In 2015, with energy issues becoming increasingly complex, we launched *Southeast Energy News* and *U.S. Energy News* — two daily news digests that will expand independent journalism across the country.

RENEWABLE ENERGY

As the cost of wind and solar continue to drop, Fresh Energy is working to ensure that expanded clean and affordable energy options are available for people of all incomes. Fresh Energy was a lead architect of Minnesota's community solar law, and now serves as the go-to expert for shaping community solar programs proposed by utilities across the state. Over the past year we provided vital research and game-changing technical comments and testimony in multiple decisions at the Public Utilities Commission, working to make local clean energy affordable for renters, nonprofits, and other customers, and preventing fees that limit progress. We also completed important groundwork for modernizing Minnesota's outdated electric grid, which will ultimately make local clean energy projects more viable and reduce costs for businesses and utilities – who can pass that savings on to their customers.



Fresh Energy's Ben Passer, standing, actively coordinates the Minnesota Multifamily Affordable Housing Energy Network and brings lessons learned in Minnesota to key national forums.

STATEMENT OF ACTIVITIES

SUPPORT

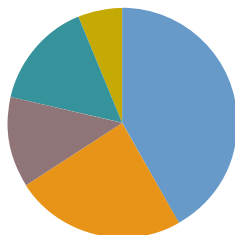
Grant Revenue Released from Restrictions	\$2,081,462
Other Unrestricted Contributions	\$308,146
Interest and Dividend Income	\$1,886
In-Kind Contributions	\$13,044
Unrealized Gain (Losses) on Securities	(\$14,744)
Other Revenue	\$407
TOTAL SUPPORT and REVENUE	\$2,390,201

EXPENSES

Energy, Efficiency, and Climate	\$977,113
Midwest Communications	\$562,327
Transportation and the Built Environment	\$297,623
Administration	\$353,450
Fundraising	\$146,259
TOTAL EXPENSES	\$2,336,773
Increase (Decrease) in Net Assets	\$53,428

FUNCTIONAL EXPENSES

6%	Fundraising
15%	Administratrimon
13%	Transportation and the Built Environment
21%	Midwest Communications
42%	Energy, Efficiency and Climate



Financial statements for fiscal year 2015-2016
(February 1, 2015 - January 31, 2016).
A complete audit is available upon request.

STATEMENT OF FINANCIAL POSITION

ASSETS

Cash and Cash Equivalents	\$1,085,634
Investments	\$436,216
Awarded Grants to be Received	\$544,577
Accounts Receivable	\$471
Prepaid Expenses	\$17,280
Equipment	\$10,615
TOTAL ASSETS	\$2,094,793

LIABILITIES AND NET ASSETS

Current Liabilities	\$181,874
Designated for Operating Reserve	\$635,400
Designated for Strategic Framework Fund	\$105,560
Undesignated	\$91,416
Total Unrestricted Net Assets	\$832,376
Temporarily Restricted Assets	\$1,080,543
TOTAL LIABILITIES and NET ASSETS	\$2,094,793

GIFTS MADE FEBRUARY 1, 2015 – JANUARY 31, 2016

POWER CIRCLES

Fresh Energy's Power Circles recognize the leading individual, business, and organizational members who make generous unrestricted contributions of \$1,000 and above each fiscal year.

NEWTON CIRCLE

Members contributing \$10,000 or more in a fiscal year.

Accredited Investors, Inc.
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Aveda
Community Energy, Inc.
Lang Family Foundation
Richard and Joyce McFarland
Ross and Bridget Levin
Minnesota Environmental Fund
SolarCity
SunEdison
The David Winton Bell Foundation
The John Larsen Foundation
Kate Wolford and Ed Reilly

CURIE CIRCLE

Members contributing \$5,000 – \$9,999 in a fiscal year.

An anonymous fund of The Minneapolis Foundation
Iberdrola Renewables
Leuthold Family Foundation
M.A. Mortenson Construction

EDISON CIRCLE

Members contributing \$2,000 – \$4,999 in a fiscal year.

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Elmer L. & Eleanor J. Andersen Foundation
Customers of Lakewinds Food Co-op
David and Sarah Lilja
Macalester College
Minnesota Solar Energy Industries Association
Piper Jaffray Matching Gifts
Raj Rajan and Kavitha Sitaram
Cheryl Appeldorn and Thomas Schnettler
Shayna Berkowitz and Phyllis Wiener and Still Ain't Satisfied, A Foundation With Attitude
Sunrise Energy Ventures LLC
SunShare
Jim Wolford
Medora Woods

TESLA CIRCLE

Members contributing \$1,000 – \$1,999 in a fiscal year.

Allegro Microsystems, LLC
Matching Gifts
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\$500 – \$999

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IN HONOR

Doug Lucas, in honor of a cleaner better way
John Kearney, in honor of Mary Davidov
Shelli Chase and John Feldman, in honor of Anita Duckor
Laurie Derechin, in honor of Anita Duckor
Kristen Comstock and Troy West, in honor of Anita Duckor
Barbara Mahowald, in honor of DFL Environmental Caucus
Jeremy Kalin, in honor of J. Drake Hamilton
Linda Holt, in honor of Paul M. Holt
Diana Lahd, in honor of Holly Lahd Larson
Linda Melom, in honor of all my children & grandchildren
Caryl Nelson, in honor of Carl Nelson
Christina Melloh, in honor of Michael T'Kach
Joanne Kendall, in honor of my grandchildren and to their children yet unborn
Jim Ladner and Tracy Van Steenburgh, in honor of guests at the wedding of Jim Ladner and Tracy Van Steenburgh

IN MEMORY

In memory of former Fresh Energy board chair, Steven Hoffman, Ph. D.:
James Allenson
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Jayna Ditty
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Matthew George
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Gary Konkol, in memory of Christine V. Lassa
David Knoblauch, in memory of Connie Myhre
Lela Porter, in memory of Harriet Porter
John Dunlop, in memory of Paul Wellstone

Please contact us with corrections. We apologize for any errors or omissions.

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David Collier (middle) served as a Capitol Pathways intern for Fresh Energy during the 2016 Legislative Session.



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Ramez Naam, a computer scientist, futurist, and award-winning author, will inspire us all. Ramez spent 13 years at Microsoft, developing early versions of Microsoft Outlook and Internet Explorer. Now an acclaimed thought leader and author of five books, most recently *The Infinite Resource: The Power of Ideas on a Finite Planet*, Ramez has mapped out a course to meet the challenges of climate change, energy, and water through scientific and technological innovation.

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