

# ANNUAL REPORT



## CHARGING TOWARD A MORE ELECTRIC ECONOMY

Minnesota's electricity is getting cleaner as new wind and solar come online and aging coal plants are retired. Thanks to strong public policies shaped and driven by Fresh Energy and its partners, 48 percent of Minnesota's electricity is now carbon-free. But that is not enough.

Fossil fuels power the vast majority of transportation and home heating—and these fuels are dirtier than ever. The health of our future depends on our ability to dramatically reduce carbon emissions across sectors, and the solution is clear: we must power more of our economy with renewable electricity.

Fresh Energy's team of policy analysts, regulatory experts, and economists have made strong progress over the past year.

Minnesota is now home to 6,000 electric cars and Metro Transit is poised to launch its first electric bus route in North Minneapolis. Fresh Energy actively shaped Xcel Energy's new electric vehicle charging pilot and broader policy efforts, researching and recommending rate designs that will encourage electric car owners to charge at night when there is low-cost wind power available.

Fresh Energy has also secured decisions at the Public Utilities Commission that will make it easier to move home and water heating to clean electricity in Otter Tail Power and Great River Energy's service territories.

Because a more electric future will require an efficient, flexible grid, Fresh Energy experts are involved in multiple grid modernizing processes at the Public Utilities Commission. We recently completed the first phase of updating Minnesota's interconnection standards, making it easier, more efficient, and more transparent to connect clean energy projects to the grid. Many people will benefit from this new standard, including those who want to power their homes and cars with solar.

In the coming year, Fresh Energy is laying the groundwork for transformational policies to vastly increase availability of electric cars and move toward having 95 percent of our electricity from carbon-free sources. It's complicated, but moving toward a more electric economy is vital to our future. Fresh Energy and Minnesota can lead the way.



### RENEWABLE ELECTRICITY

It was a big year for solar as policies secured by Fresh Energy came to fruition in new clean energy investments. To date, Minnesota's community solar policy alone has generated \$800 million in investment in the state, with mostly ground-mounted projects that allow utility customers to participate and receive a monthly bill credit. Xcel Energy's community solar program, which is the largest in the country, entered its third year and Fresh Energy continues its efforts to make the program even better, providing active testimony and policy analysis as the utility rolled out a project to increase access for low-income communities. Across our work in wind, solar, grid, and renewables pricing, Fresh Energy provided testimony in more than 20 dockets at the Public Utilities Commission and served as experts in Commission workshops on multiple topics.

### GLOBAL WARMING SOLUTIONS

Coal is costly for our health and environment, and thanks to years of work by Fresh Energy and its partners, utilities are now required to use a planning price that reflects the true cost that pollution from coal plants imposes on Minnesotans. As the state continues to shift from coal to clean energy, our Science Policy Director J. Drake Hamilton is inspiring audiences with the opportunities in front of us and bringing Minnesota progress to an international stage. At COP23 in Germany, she led a panel of state government and corporate officials in the only state-specific presentation included in this important international climate event.

### ENERGY NEWS NETWORK

Independently published by Fresh Energy, the Energy News Network is shining a light on the transition to clean energy through its original reporting and daily digest of aggregated content. It was a major growth year for the network as support from the John D. and Catherine T. MacArthur Foundation allowed us to launch a new consolidated website and expand the network, which now includes the Midwest, Southeast, Western, and Northeast regions.

### CENTER FOR POLLINATORS IN ENERGY

Fresh Energy has become a nationally-recognized expert on solar sites planted with deep-rooted native flowers and grasses. This year we launched the Center for Pollinators in Energy, a national clearinghouse and catalyzer of pollinator-friendly solar information, standards, best practices, and state-based initiatives. Through Fresh Energy's leadership, 15 states now have pollinator-friendly solar gardens or laws based on Minnesota's model.

### ENERGY PERFORMANCE

Utility rate cases provide a vital arena to support improvements to our energy system. Fresh Energy intervened as experts in multiple decisions this year, including working to "decouple" energy sales from profits to spur efficiency, protecting against unfair fixed fees and customer charges, establishing improved rate designs, and creating pathways for replacing high-carbon delivered fuels with renewable electricity for home and water heating. Through this and other utility-focused efforts, we are working to leverage energy efficiency and management to reduce the need for new power plants and provide all consumers with options to keep their energy costs low.



## ENERGY ACCESS AND EQUITY

Fresh Energy is working across renewable energy, efficiency, and transportation to create and expand clean energy opportunities for under-resourced communities, renters, and people of all incomes. Partnering with the Community Stabilization Project, we launched the Saint Paul Tenant-Landlord Energy Project to work toward inclusive community solutions that spur investment in energy efficiency in rental property and prevent large and unpredictable energy costs for tenants. We're also continuing our work to increase the investment in multifamily building efficiency as co-leaders of the Minnesota Multifamily Affordable Housing Energy Network. Our Energizing Impact Power Pairing brought together finance, energy, and government leaders to explore the critical role for private investment in ensuring clean energy for all.



## BETTER BUILDINGS

When buildings are energy efficient, it reduces carbon pollution, cuts heating and cooling costs, and can improve indoor air quality. Fresh Energy has been a state leader in shaping a strong building energy code and transforming the market for super-efficient homes and commercial buildings. Over the past year we worked with code officials and other leaders to ensure that new buildings meet or exceed the existing code and prevented legislative attempts to weaken it. In the local government arena, we shaped and promoted benchmarking policies that inspire energy efficiency by helping building owners track their energy use. We also actively championed Saint Paul's plan to make the Ford site a net-zero model that produces all of the energy it consumes.



## ELECTRIC CARS AND BUSES

Moving from gasoline-powered to electric transportation has many environmental, health, and cost benefits, but most Minnesotans aren't fully aware of why and how to drive electric. In addition to rate design and utility work to advance electric transportation, Fresh Energy completed key educational efforts including economic analysis of low-cost used electric cars and use of new electric sedans for government fleets. Through our training program for car salespeople, we talked to 118 auto dealers and held 12 in-depth trainings to help dealers sell electric and connect customers to their utility for information on charging. Fresh Energy also launched a new initiative engaging community groups in work on electric transportation, including promoting electric buses and directing funds for electric car charging.



# FINANCIAL STATEMENTS OF 2017 – 2018 FISCAL YEAR

## STATEMENT OF ACTIVITIES

### SUPPORT AND REVENUE

Grant Revenue Released from Restrictions	\$2,493,483
Unrestricted Contributions	\$438,103
Interest and Dividend Income	\$14,417
Unrealized Gain (Losses) on Securities	\$12,264
Other Revenue	\$1,240
<b>TOTAL SUPPORT AND REVENUE</b>	<b>\$2,959,507</b>

### EXPENSES

Center for Pollinators in Energy	\$153,795
Energy News Network	\$608,261
Energy Performance (including Better Buildings, Energy Efficiency, and Energy Access and Equity)	\$664,520
Energy Markets (including Renewable Electricity, Grid, and Electric Transportation)	\$615,659
Global Warming Solutions (Carbon Reduction)	\$294,986
Administration	\$348,681
Fundraising	\$169,389
<b>TOTAL EXPENSES</b>	<b>\$2,855,291</b>
Increase (Decrease) in Net Assets	\$104,216

## STATEMENT OF FINANCIAL POSITION

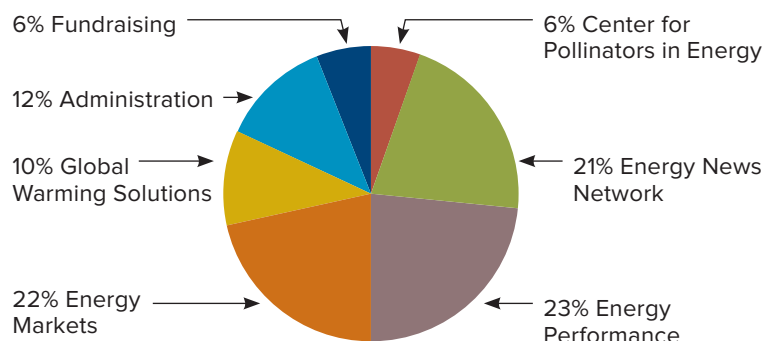
### ASSETS

Cash and Cash Equivalents	\$2,697,285
Investments	\$474,363
Funds to be Received	\$1,115,488
Prepaid Expenses	\$21,444
Equipment	\$15,433
<b>TOTAL ASSETS</b>	<b>\$4,324,013</b>

### LIABILITIES AND NET ASSETS

Total Liabilities	\$194,665
Total Temporarily Restricted Net Assets	\$3,140,697
Total Unrestricted Net Assets (Operating Reserve and Strategic Framework Fund)	\$988,651
<b>TOTAL LIABILITY and NET ASSETS</b>	<b>\$4,324,013</b>

### FUNCTIONAL EXPENSES



Audited financial statements are available upon request for February 1, 2017 – January 31, 2018.

## GIFTS MADE FEBRUARY 1, 2017 – JANUARY 31, 2018



“Thank you to our generous donors for partnering with Fresh Energy to create a healthy climate today and for generations to come.”

— Michael Noble, Executive Director

### GRANTS AND CONTRACTS

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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.

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\$10,000 or more

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

## DONORS

Thank you to all of our generous donors throughout the year. We were especially pleased to see so many gifts in honor of and in memory of. To see a full list of all donors this fiscal year, visit: [fresh-energy.org/2017-18donors](http://fresh-energy.org/2017-18donors)

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"Fresh Energy is one of the most effective influencers in the state and nation for clean energy policy, giving us hope our children and grandchildren will inherit a world cleaner and greener than the one we have today."

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“Fresh Energy uses sound science and economics to advocate for energy policies that serve the public interest. They are a valuable resource for Minnesota and their extraordinary work is recognized both nationally and internationally.”

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## 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.



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Ben Bratrud, Lindsey Forsberg, Jen Fuller, Tam Kemabonta, Inonge Mubita



Fresh Energy was truly blown away by the amazing turnout, generous donations, and energy in the room at our second annual Benefit Breakfast on October 4, 2017.

Thanks to the over 500 attendees and featured speaker Dan Reicher (pictured) for helping to raise \$205,390 in support of positive clean energy solutions.

► See back page for information on the 2018 Benefit Breakfast



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FEATURE EVENT | BENEFIT BREAKFAST



## THIRD ANNUAL Benefit Breakfast

Mark your calendars for Fresh Energy's third annual Benefit Breakfast where you'll get inspired to invest in positive energy solutions and learn about the progress we can achieve together.

**\$100 SUGGESTED MINIMUM DONATION**

**WEDNESDAY, OCTOBER 3, 2018**  
7:30 — 9:00 AM

**UNIVERSITY OF SAINT THOMAS**  
2115 SUMMIT AVENUE  
SAINT PAUL, MN 55105

**FEATURED SPEAKER** Mary Nichols is one of America's most influential public officials leveraging energy solutions for clean air. As chair of the California Air Resources Board, she has spearheaded energy-efficient cars and the electric vehicle revolution, helping to meet the state's air pollution and carbon reduction goals. Previously, Mary served at the U.S. Environmental Protection Agency and the California Natural Resources Agency.

[FRESH-ENERGY.ORG/BENEFITBREAKFAST](http://FRESH-ENERGY.ORG/BENEFITBREAKFAST)

For information on sponsoring the event, becoming a table captain, or to RSVP, please contact Meggie LaValley at [lavalley@fresh-energy.org](mailto:lavalley@fresh-energy.org) or 651 726 7561.