Please mark your calendars for Fresh Energy’s first annual benefit breakfast, a great opportunity to learn about positive energy solutions and the progress we can make together.

**FIRST ANNUAL Benefit Breakfast**

**Please mark your calendars for Fresh Energy’s first annual benefit breakfast, a great opportunity to learn about positive energy solutions and the progress we can make together.**

**$100 SUGGESTED MINIMUM DONATION**

**WEDNESDAY, OCTOBER 5, 2016**

**7:30 - 9:00 AM**

**McNAMARA ALUMNI CENTER**

**200 SE OAK STREET**

**MINNEAPOLIS, MN 55414**

**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.

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

**BY THE NUMBERS**

<table>
<thead>
<tr>
<th>Innovative events and workshops</th>
<th>56</th>
</tr>
</thead>
<tbody>
<tr>
<td>REACHING</td>
<td>3,963</td>
</tr>
<tr>
<td>People with needbased education</td>
<td>775</td>
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<tr>
<td>People with need-based education</td>
<td>25</td>
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<td>People with need-based education</td>
<td>25</td>
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<td>25</td>
</tr>
<tr>
<td>People with need-based education</td>
<td>25</td>
</tr>
</tbody>
</table>

**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.
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.

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 its 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.

BUILDING 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 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 to build solutions that improve buildings while lowering energy costs for renters.

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, covering Florida, Georgia, and the U.S. Energy News Network, which will expand independent journalism across the country.
**STATEMENT OF FINANCIAL POSITION**

### ASSETS

- **Cash and Cash Equivalents**: $1,085,634
- **Investments**: $94,975
- **In-Kind Contributions**: $15,471
- **Prepaid Expenses**: $17,280

### TOTAL ASSETS

$2,094,793

**FUNCTIONAL EXPENSES**

**EXPENSES**

- **Administration**: $91,974
- **Program**: $2,390,201
- **In-Kind Contributions**: $10,560
- **Other Unrestricted Contributions**: $832,376
- **Grant Revenue Released from Restrictions**: $471

**TOTAL SUPPORT AND REVENUE**

$2,390,201

**TOTAL EXPENSES**

$2,094,793

**Net Increase** (in Net Assets)

$35,428

**STATED CHARITABLE CONTRIBUTIONS**

- Members contributing $100 - $249: 1,867
- Members contributing $250 - $499: 1,330
- Members contributing $500 - $999: 827
- Members contributing $1,000 - $1,999: 623
- Members contributing $2,000 - $4,999: 426
- Members contributing $5,000 - $9,999: 137
- Members contributing $10,000 - $49,999: 62
- Members contributing $50,000 - $99,999: 12
- Members contributing $100,000 - $249,999: 10
- Members contributing $250,000 or more: 5

**STATEMENT OF ACTIVITIES**

**SUPPORT**

Grant Revenue Released from Restrictions
Other Charitable Contributions
Investment and Dividend Income
In-Kind Contributions
Unrestricted (General) on Securities

**EXPENSES**

$2,094,793

**FUNCTIONAL EXPENSES**

**EXPENSES**

- Administration
- Program
- In-Kind Contributions
- Other Unrestricted Contributions
- Grant Revenue Released from Restrictions

**TOTAL SUPPORT AND REVENUE**

$2,390,201

**TOTAL EXPENSES**

$2,094,793

**Net Increase** (in Net Assets)

$35,428
**STATEMENT OF FINANCIAL POSITION**

<table>
<thead>
<tr>
<th>ACCOUNTS</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and Cash Equivalents</td>
<td>$108,634</td>
</tr>
<tr>
<td>Unrestricted Net Assets</td>
<td>$2,020,146</td>
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<tr>
<td>Total Assets</td>
<td>$2,321,793</td>
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</table>

<table>
<thead>
<tr>
<th>LIABILITIES</th>
<th>Amount</th>
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<tbody>
<tr>
<td>Current Liabilities</td>
<td>$61,406</td>
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<tr>
<td>Designated for Operating Reserve</td>
<td>$15,360</td>
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<tr>
<td>Designated for Strategic Framework Fund</td>
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<tr>
<td>Total Liabilities</td>
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<tr>
<td>Temporarily Restricted Assets</td>
<td>$108,540</td>
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<tr>
<td>Total LIABILITIES</td>
<td>$2,097,449</td>
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**NEWTON CIRCLE**

<table>
<thead>
<tr>
<th>Name</th>
<th>Donation</th>
</tr>
</thead>
<tbody>
<tr>
<td>John Berns</td>
<td>$505,000</td>
</tr>
<tr>
<td>Chip and Kathy Crosby</td>
<td>$250,000</td>
</tr>
<tr>
<td>Kim and Carol Cup</td>
<td>$200,000</td>
</tr>
<tr>
<td>Richard and Janet Neville</td>
<td>$100,000</td>
</tr>
<tr>
<td>Susan and Tim Newfield</td>
<td>$50,000</td>
</tr>
</tbody>
</table>

**CURIE CIRCLE**

<table>
<thead>
<tr>
<th>Name</th>
<th>Donation</th>
</tr>
</thead>
<tbody>
<tr>
<td>Adam and Eve Appel</td>
<td>$500,000</td>
</tr>
<tr>
<td>Jeffrey and Kelly Arnold</td>
<td>$250,000</td>
</tr>
<tr>
<td>Margaret and George Banks</td>
<td>$100,000</td>
</tr>
<tr>
<td>Lisa and Ron Kobayashi</td>
<td>$50,000</td>
</tr>
</tbody>
</table>

**POWER CIRCLES**

- Fresh Energy's Power Circles recognize the leading individual, business, and organizational donors who make significant unrestricted contributions of $1,000 and above each fiscal year.
- The following donors are listed in alphabetical order by category:

**SUPPORT**

- Grant Revenue Released from Restrictions: $15,615,000
- Other Contributions: $14,786,000
- Interest and Dividend Income: $4,076,000
- In-kind Contributions (Decrease in Net Assets) on Securities: $407
- Other: $2,081,462

**EXPENSES**

- Energy, Efficiency, and Climate: $597,310
- Midwest Communications: $353,440
- Transportation and the Built Environment: $246,125

**FINANCIAL EXPENSES**

- 16%: Fundraising
- 13%: Travel and the Built Environment
- 21%: Midwest Communications
- 42%: Energy, Efficiency and Climate

**GIFTS MADE FEBRUARY 1, 2015 - JANUARY 31, 2016**

<table>
<thead>
<tr>
<th>Name</th>
<th>Donation</th>
</tr>
</thead>
<tbody>
<tr>
<td>John and Sally Turrittin</td>
<td>$100,000</td>
</tr>
<tr>
<td>William Sierks and Mamie Segall</td>
<td>$50,000</td>
</tr>
<tr>
<td>Cathy Spengler</td>
<td>$25,000</td>
</tr>
<tr>
<td>Brian and Cindi Tiffen</td>
<td>$20,000</td>
</tr>
<tr>
<td>John and Mary Garcia</td>
<td>$10,000</td>
</tr>
<tr>
<td>Adam and Eve Appel</td>
<td>$25,000</td>
</tr>
</tbody>
</table>

**STATEMENT OF ACTIVITIES**

- In a fiscal year:
  - Total Revenue: $9,999
  - Total Support and Revenue: $2,390,201

- Expenses:
  - Total Support and Revenue: $2,020,146
  - Total Revenue: $15,615,000
  - Other Revenue: $353,440

- Grants:
  - Increase (Decrease) in Net Assets: $353,440

- Contributions:
  - Anonymous (3): $21,650
  - Accredited Investors, Inc.: $10,000
  - Barry L. J. and Mary M. Breslow: $5,000

- Awards:
  - Awarded Grants to be Received: $2,336,773

- Prepaid Expenses:
  - Prepaid Expenses: $1,886

- Equipment:
  - Equipment: $11,000

- Other:
  - Other Revenue: $17,280

**FINANCIAL STATEMENTS FOR FISCAL YEAR 2015-2016**

- As of January 31, 2016
- A complete audit is available upon request.
Fresh Energy is working to make our communities cleaner and healthier, including increasing access to solar power.

**BUILDING UP**

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, but Fresh Energy is helping 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 renters.

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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.

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

BOARD

Anita S. Duckor, Chair
President
Duckor & Associates
Gary Schokmiller, Vice Chair
President
Trio Executive Search
Rich Lehman, Treasurer
CPA and Partner
Boulay Group
Donna W. Allan
Director, Office of Transit, retired
MN Department of Transportation
Jeffrey S. Broberg, LPG, REM
Senior Environmental Project Manager and Professional Geologist
WSB & Associates
Joe DeVito
Co-Founder and CEO
SolarStone
Cody Fleischfresser
Director
Ameriprise Financial
Nicholas Garbis
HR Executive
GE Power, General Electric Company
Bridget Levin
Founding Principal
Nametag International
Chuck Nadler
CEO
Ascendant Resources LLC
Chris O’Brien
Alternative Energy Fellow
Flextronics
Beth Pearlman
Co-Executive Producer
Tremendous! Entertainment
Raj V. Rajan, Ph.D.
RD&E Vice President and Global Sustainability Technical Leader
Ecolab
STAFF
Michael Noble
Executive Director
Sarah Clark
Director, Program Advancement
Rob Davis
Director, Media & Innovation Lab
Allen Gleckner
Director, Energy Markets
J. Drake Hamilton
Science Policy Director
Meggie LaValley
Director, Individual Giving
Will Nissen
Director, Energy Performance
Leigh Onnka
Development and Communications Associate
Ellen Palmer
Director, Operations and Finance
Ben Passer
Policy Associate
Ken Paulman
Managing Editor, Digital Media Projects
Matt Privatsky
Senior Communications and Government Affairs Specialist
Ben Rabe
Senior Policy Associate, Buildings
Dylan Sievers
Policy Coordinator
Sarah Weiss
Administrative Specialist
Alexis Williams
Senior Engagement Specialist
FELLOWS AND INTERNS
David Collier
Ana Diaz
David Evans
Sam Gill
Laura Hannah
Henry Kellison
Kate Strickland
Danielle Winner
Saskia Zinn

VOLENTEERS
Ipek Atalay
Greg Ballard
Scott Burtness
Grace Clark
Steve Cornelii
Katie Fernholz
Robert Graham

Sharon Grimes
Leya Klingsporn
Katy Lowery
Nancy Pfund
Ken Smith
James Tong
Jon Wellinghoff
Hannah Williams

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CURRENT BOARD, STAFF, AND VOLUNTEERS

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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 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.