2019 Annual Report
The Rural Renewable Energy Alliance (RREAL)

Photo Courtesy of: Wes Eisenhauer Photography
Hello staff, partners, and friends of RREAL,

2019 was a pivotal year for RREAL and REAL Solar. It marked the 20th year anniversary of RREAL, the initiation of employee ownership for REAL Solar, and the transition to a new Executive Director. The end of 2019 saw RREAL undergoing a leadership transition with the departure of founders, Jason Edens and BJ Allen. A great tribute must be given to them for their perseverance of an idea hatched in their garage to creating two exceptional, pioneering solar agencies: RREAL and REAL Solar.

RREAL’s efforts to integrate Solar Assistance into the Energy Assistance program is now nationwide with the Community Solar for Community Action (CS4CA) model. This year, RREAL’s 100% low-income CS4CA model was a winner of the Department of Energy’s Solar in Your Community Challenge, further proving the efficacy of this model.

As part of our Education and Community Outreach program, RREAL and REAL Solar completed the largest Solar Schools project in Central Minnesota in partnership with the Region Five Development Commission. The 1.5 megawatt project installed solar at three schools: Pine River-Backus, Pequot Lakes, and Central Lakes College. Each of these schools are now experiencing energy savings and have a new teaching tool for their students. Staff worked nonstop throughout the winter, shoveling snow through the polar vortex. Two international Skip the Grid projects are also underway: Current for Curran, a hospital project in Liberia, and a school project in Uganda.

The RREAL team was also humbled to be a winner of the 2019 Bush Prize for Community Innovation, a prize that celebrates organizations with a track record of successful community problem solving. Our culture of innovation and problem solving has always been a testament to the dedicated renewable energy alliance of staff, partners, and supporters that believe solar is an empowering community tool. These two honors received in 2019 serve as a light to fire even more important projects with you in 2020.

RREAL also hired a new director in 2019. John Vaughn was hired as the new Executive Director and began work on October 1st. He comes to RREAL with an impressive nonprofit management experience and a strong history of building the agencies he has managed. He fully appreciates all that RREAL has accomplished and looks forward to helping RREAL grow and expand its base of operation. We look forward to a very vibrant and successful year under his leadership.

Thank you to everyone that has made RREAL the innovator it has been for the past 20 years. As we move forward in the next 20 years of RREAL’s story, we are excited to continue to be resilient and innovative with your support of our work with your time, advocacy, financial support, and energy. Together, we have the power to make a difference.

Thank you,
Davis Leino-Mills, Board Chair
RREAL's mission is to make solar energy accessible to everyone. We use the power of the sun to empower low-income families and communities across the globe with a clean, reliable source of energy.
Thank you to our founders, Jason Edens & BJ Allen

Founded in the small garage of a low-income family seeking a better solution to their energy poverty, RREAL has evolved beyond its humble origins to an innovative national nonprofit serving communities across the upper Midwest and beyond. Jason and BJ have put 20 years of dedication to RREAL, and we are forever thankful to them for making RREAL what it is through doing work locally, nationally, and internationally; winning a Bush Prize; winning a national Department of Energy solar challenge; creating a talented and dedicated team; being steadfast partners; and installing over 500 solar installations that are empowering people across the globe.

Jason Edens and BJ Allen are onto the next chapter of their lives and will forever be held dear to the RREAL team they created. Thank you, Jason and BJ!
RREAL is humbled to be a recipient of the 2019 Bush Prize. Receiving this prize is due to the passion and hard work of all of our partners, friends, family, past and present co-workers, and all of our supporters. Thank you so much for your tireless work and support for RREAL. Together, we have the power to make a difference!

What an amazing 20 years it has been and what an amazing 20 more it will be!

"The Bush Prize celebrates organizations that are extraordinary not only in what they do but in how they do it. This year’s winners demonstrate a pattern of working inclusively, in partnership with others, to make our region better for all."

-Bush Foundation
2019 Impact

Removed approximately 950,593 pounds of CO\textsubscript{2} equivalent from the air which is equal to the amount of carbon sequestered from 563 acres of U.S. forest in one year.

Commissioned 717.18kW of solar energy benefiting low-income communities.

Over 100 hours of solar energy education and community outreach.

Installed 2 Electric Vehicle Charging Stations in Central Minnesota.

3,000 students, teachers, and community members received solar energy education.
New Faces in 2019

Elise Lanigan
Summer AmeriCorps VISTA

Sylvain Perico
CIEE Intern from France

Nicole Saccoman
Chief Financial Officer

Martha Risedorf
MN GreenCorps Member

John Vaughn
Executive Director
In 2010, RREAL developed and patented a solar thermal technology called the Solar Powered Furnace (SPF). This past summer, RREAL finalized the licensing and technology transfer with 8th Fire Solar, a solar manufacturing company located in Ponsford, Minnesota.

To find out more about 8th Fire Solar and the work they do, go to www.8thFireSolar.org.
RREAL was a winner of the Department of Energy’s Solar in Your Community Challenge for our Community Solar for Community Action (CS4CA) model. This nationally scalable model is integrating Solar Assistance into the federal energy assistance program across the nation and ensuring solar energy is accessible to all.

The systems installed during this challenge are bringing financial stability to 107 low-income households and 3 non-profits: Leech Lake Energy Assistance Program, American Indian Community Housing Organization, and Southeastern Vermont Community Action. We look forward to continue to scale this model across the United States!
In August of 2019, RREAL finished their partnership with the Southeastern Vermont Community Action (SEVCA) located in Westminster, Vermont. This project was a continuation of RREAL’s nationally scalable 100% low-income Community Solar for Community Action (CS4CA) model. Now, fifty low-income Vermont families are receiving Solar Assistance benefits through a monthly bill credit on their Green Mountain Power electric bills.
In partnership with the Tri-County Community Action Agency, REAL Solar, and Minnesota Power, RREAL installed a 20kW array that will provide 10 low-income disabled veterans with Solar Assistance. This is a continuation of our nationally scalable Community Solar for Community Action model.

This project was funded in part by the Initiative Foundation, a regional community foundation, and Minnesota Power an ALLETE Company's Low-Income Solar Pilot Program.
This year’s solar install with CMH FH was meaningful because it was brought to RREAL by their two AmeriCorps VISTAs that served with the Initiative Foundation in 2018-2019: Rachel Juritsch and Peter Gebauer. During their monthly meetings, they learned their fellow VISTA, Sheena Schraut, was a Habitat homeowner and knew she could benefit from RREAL’s Solar for Humanity program.

A year after this revelation, RREAL installed a 5.04kW solar array that will save the family about $600 a year. Thank you to CLIF Bar Foundation, Xcel Energy Minnesota, Central MN Habitat for Humanity, and our generous donors for helping to make this project happen.
Late September, RREAL installed the second Solar for Humanity project of the year in partnership with the Lakes Area Habitat for Humanity. Homeowner, Dennis Peterson, received a 4 kW system that will reduce his energy bills and make homeownership even more affordable.

"When RREAL approached me and asked if I wanted solar panels on my roof, my chin hit the floor. Habitat has allowed me to own a home and now RREAL will help me save money. I’m speechless. I never thought that I would have the opportunity to have solar panels."

- Dennis Peterson
In partnership with the Region 5 Development Commission, Pine River-Backus Schools, Pequot Lakes Schools, and Central Lakes College, RREAL completed a regional Solar Schools project. Total, the Solar Schools project installed nearly 1.5 Megawatts of solar at Central Minnesota Schools, making it the largest Solar Schools project in Central Minnesota.

In addition to the solar arrays, the two sites were seeded with native prairie vegetation to attract monarch butterflies and beneficial insect pollinators.
African Children Today (ACT) is dedicated to helping children in the Rakai district of Central Africa affected by the HIV/AIDS epidemic. ACT is a nonprofit organization in Minnesota that helps support the Rakai Orphans Development Initiative (RODI) in Rakai, Uganda.

Right now, 22% of Ugandans have access to electricity. However, a solar energy microgrid presents a sustainable, long-term solution that would free up resources for the school and its essential educational services.

RREAL developed the plan-sets for this project which are being utilized by a local contractor.
# Rural Renewable Energy Alliance

## Statement of Financial Position

12/31/2019

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<thead>
<tr>
<th></th>
<th>Unaudited 2019</th>
<th>Audited 2018</th>
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</thead>
<tbody>
<tr>
<td>Cash</td>
<td>$490,135</td>
<td>$502,287</td>
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<td>Accounts Receivable</td>
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<td>98,825</td>
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<td>Related Party Receivables</td>
<td>99,742</td>
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<td>Inventory (Net)</td>
<td>146,965</td>
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<td>Other Current Assets</td>
<td>6,226</td>
<td>8,235</td>
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<td><strong>Total Current Assets</strong></td>
<td><strong>$819,086</strong></td>
<td><strong>$1,140,365</strong></td>
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<td>Total Fixed Assets (net)</td>
<td>194,963</td>
<td>191,216</td>
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<td>Notes Receivable</td>
<td>21,230</td>
<td>-</td>
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<td>Investments</td>
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<td><strong>Total Assets</strong></td>
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<td><strong>$1,395,811</strong></td>
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<td>Accounts Payable</td>
<td>26,743</td>
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<td>Deferred Revenue</td>
<td>121,228</td>
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<td>Other Current Liabilities</td>
<td>23,897</td>
<td>16,268</td>
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<td><strong>Total Current Liabilities</strong></td>
<td><strong>$165,868</strong></td>
<td><strong>$487,601</strong></td>
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<td>Notes Payable</td>
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<td>101,291</td>
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<td><strong>Total Liabilities</strong></td>
<td><strong>$165,868</strong></td>
<td><strong>$588,892</strong></td>
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<td>Total Net Assets</td>
<td>$933,641</td>
<td>$806,919</td>
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<td><strong>Total Liabilities and Net Assets</strong></td>
<td><strong>$1,099,509</strong></td>
<td><strong>$1,395,811</strong></td>
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</table>
### Rural Renewable Energy Alliance
**RREAL Statement of Activities**
For the Twelve Months Ending December 31, 2019
*Unaudited as of February 2020*

#### REVENUE BY PROGRAM

<table>
<thead>
<tr>
<th>Category</th>
<th>Unrestricted Assets</th>
<th>Temporarily Restricted</th>
<th>Total</th>
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</thead>
<tbody>
<tr>
<td>Solar Assistance Revenue</td>
<td>$260,599</td>
<td>$260,599</td>
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<tr>
<td>Solar Contracting Revenue</td>
<td>11,621</td>
<td>11,621</td>
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<tr>
<td>Outreach and Education</td>
<td>838,191</td>
<td>838,191</td>
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<tr>
<td>Tech Transfer</td>
<td>3,600</td>
<td>3,600</td>
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<td>Donations and Contributions</td>
<td>83,491</td>
<td>83,491</td>
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<tr>
<td>Grants Received</td>
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<td>586,760</td>
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<td>In-Kind Donations</td>
<td>6,473</td>
<td>6,473</td>
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<tr>
<td>Misc. Income</td>
<td>50,881</td>
<td>50,881</td>
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<tr>
<td>Assets Released from Restriction</td>
<td>187,994</td>
<td>(187,994)</td>
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<td><strong>Total Revenue</strong></td>
<td>$2,029,609</td>
<td>$1,841,615</td>
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<table>
<thead>
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<th>Unrestricted</th>
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<th>Total</th>
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<tbody>
<tr>
<td>Program Expenses</td>
<td>$1,537,928</td>
<td>$1,537,928</td>
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<tr>
<td>Administration/General</td>
<td>176,965</td>
<td>176,965</td>
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<tr>
<td><strong>Total Expenses</strong></td>
<td>$1,714,893</td>
<td>1,714,893</td>
<td></td>
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</tbody>
</table>

| Category                              | $314,716             | (187,994)              | 126,722|
| Change in Net Assets                  |                      |                        |
| Net Assets - Beginning of Year        | 806,919              |                        | 806,919|
| **Net Assets - End of Year**          | $1,121,635           | (187,994)              | $933,641|
2020 is Looking Bright!
Community Solar for Community Action – White Earth Nation

In partnership with the White Earth Nation, RREAL will commission 200kW of solar energy capacity to provide Solar Assistance to low-income families. The community-owned solar array will reduce greenhouse gas emissions, increase economic development through environmental education and solar workforce training, and improve energy resilience.

Solar for Humanity

In partnership with Habitat for Humanity, RREAL plans to complete 3 Solar for Humanity Projects within Minnesota. In Minnesota, 1 in 4 households experiences housing insecurity at some point in their lives due to unpredictable rent prices, relocation, and lack of access to affordable housing.

Combining missions, RREAL works with Habitat for Humanity to identify households that could benefit from a solar array to make energy costs and homeownership more affordable.

Solar Schools Curriculum Development

Today’s Youth are Making Tomorrow’s Energy Choices. To continue our Solar Schools project, we will complete our solar curriculum activities aligned with the new Minnesota science standards.

Skip the Grid – Current for Curran

RREAL continues to fundraise for the Skip the Grid project, Current for Curran. Current for Curran will bring clean, reliable electricity to Curran Hospital in Liberia.
Thank you to our Supporters!

Ross Abbey
Amy Aho
Rodney & Linda Sue Allen
BJ Allen
David & Julie Anderholm
Wes & Lori Anderson
Kim Anderson
Sean Arent
Nishant Arora
Leeann Baker
James Ballenthin
Mike Becker
Brett Benson
Becky Best
Erica Bjelland
Bob Bourn
Ron Brauer

Mary Kay Brautigan
Tyler Bublitz
Kaitlyn Bunker
Ben Butcher
Bill & Carol Campbell
Chirstine Carlson
Brett Cease
Ray Compton
Jeanie Cooper
Rebecca Cramer
Keith Dahl
Jim Damicis
Gary Dietrich
Janna Diggan
Amity Dimock
Sekou Dukuly
Emmaline Dunkley
Dorothy Dybvig
Deb Eck

Simon Eddy
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Dalene Eimon
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Bob & Arlene Jones
Rick Jones
Rachel Juritsch
Thank you to our Supporters!

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Barbara Kaufman
James Kirzeder
Tom & Marit Kirzeder
James & Rita Kirzeder
Rev. Jack & Christy Koch
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Joel Kostick
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Charles Krysel
Jukka Kukkonen
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Laura Larson
Kevin Lattu
Deborah Lavicka
Gabor Leidenfrost
Davis Leino-Mills
Karen & Robert Long
Warner Luoma
Nancy Mach
Ann Manning
Ann Mans
William McKnight
Bob & Terri McLean
Mike Menzel
Paul E. Mertens
Mary Jo Mettler
David Mettler
Sue Meyer
Andrew Meyer
Josh Meyer
William Michaelis
Joy K. Michalicek
Darcy Miner
Joe and Lee Mogen
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Lee Morgan
Camille Nicholson
Eric Mueller
Toma Neill
Hanno Nell
Helen Marie Nelson
Robert Nelson
Clarice Nelson
Julia Nernonne
Timothy Nolan
Patricia Norby
Ken Oatman
Vicki O’Day
Kody Olson
Theresa Olson
Kay Paulus
Ted Phofl
Tina Pierce
M.C. Plagman
Jodi Primrose
Lucija Punda
Jerry & Laura Raedeke
Marjorie L. Reinke
Timothy Reynolds
Hayden Rose
John Ruvelson
Sally B. Ruvelson
Marie Jordan Ryan
Ardythe V. Ryan
Maranda & Nicole Saccoman
Keith Schaefbauer
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Kathleen Schuler
Sharon Schwengel
Rhonda and Paul Scott
Michael Sedivey
Brook Shire
Sam Shirey
Clare Sinner
Karen Skarolid
Mary Kay Sloan
Todd Smith
Kristine Smith
Bonnie Sparling
Michael Spry
Susan Stark
Bonita M. Stevens
Gladys Strickland
Izaak Sunleaf
Kaia Svi
Robert M Synk
Luella M. Thom
Rae Thompson
Jessica Tritsch
Katie & Rick Trumble
Merrie Tschida
Kyle Tschida
Rezac Tyanne & Craig

Karen & Robert Long
Warner Luoma
Nancy Mach
Ann Manning
Ann Mans
William McKnight
Bob & Terri McLean
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M.C. Plagman
Jodi Primrose
Lucija Punda
Jerry & Laura Raedeke
Marjorie L. Reinke
Timothy Reynolds
Hayden Rose
John Ruvelson
Sally B. Ruvelson
Marie Jordan Ryan
Ardythe V. Ryan
Maranda & Nicole Saccoman
Keith Schaefbauer
Rosemarie Schmidt
Kathleen Schuler
Sharon Schwengel
Rhonda and Paul Scott
Michael Sedivey
Brook Shire
Sam Shirey
Clare Sinner
Karen Skarolid
Mary Kay Sloan
Todd Smith
Kristine Smith
Bonnie Sparling
Michael Spry
Susan Stark
Bonita M. Stevens
Gladys Strickland
Izaak Sunleaf
Kaia Svi
Robert M Synk
Luella M. Thom
Rae Thompson
Jessica Tritsch
Katie & Rick Trumble
Merrie Tschida
Kyle Tschida
Rezac Tyanne & Craig
Thank you to our Supporters!

Carol VanderHorck
Victoria VanRoy
John Vaughn
Conor Vaughn
Ruth Ann Veith
Mark & Brenda Wagner
Qicong Wang
John & Sally Ward
Suzy Watson
Douglas Weiss
Kristen Wenecke
George Wetzel
Gabriel Wheeler
Jeff Wig
Cris Winch
Bruce Winder
Kathleen & David

Wortel
Graham Wright

Organizations
AAUW - Brainerd Branch
Amazon Smiles
Apple Adventure Racing, LLC
Benevity Causes
Brunswick WELCA
Fidelity Charitable First Lutheran Church
Humbleweed Creative, LLC
Immanuel WELCA (Immanuel Lutheran Church of Cicero)
inFaith Community Foundation
ITW Corporate Disbursement
Larkin Hoffman Daly & Lindgren LTD Foundation
Long & Associates LLC
LPL Financial
Lutheran Church of the Cross
MN Brewery Running Series
Minnesota GreenCorps
Minnesota Power
ODL, Inc. Matching Fund of the Community Foundation of the Holland/Zeeland Area
Our Redeemer
Lutheran Church WELCA
PayPal Giving Fund
Raymond James Client Disbursements
Roseville Schools Activities (Edgerton Elementary)
St. Paul Foundation
Thrivent Choice
Travlers: CyberGrants Inc.
WELCA Kettle River Conference 5
Women of Hope Lutheran
Women of the ELCA NE MN Synod
Women of the ELCA Superior Conference

Grantors
X-Torch
Zion Women of the ELCA Warroad, MN

Bush Foundation
Clif Bar Foundation
Initiative Foundation
LCCMR
Minnesota Community Foundation
Northwest Area Foundation
Sourcewell
Sand County Foundation
Board Members

Kaitlyn Bunker
10/20/18 - 12/31/20
1\textsuperscript{st} consecutive term

Sarah Goodspeed
1/1/19 - 12/31/21
1\textsuperscript{st} consecutive term

Tessa Haagenson
6/16/18 - 6/15/21
1\textsuperscript{st} consecutive term

Davis Leino-Mills
8/24/15 - 8/23/18
1\textsuperscript{st} consecutive term

Kitty Mayo
12/17/16 - 12/16/19
1\textsuperscript{st} consecutive term

Mary Jo Mettler
9/17/16 - 9/16/19
2\textsuperscript{nd} consecutive term

Paul Johnson
5/24/14 - 5/23/20
2\textsuperscript{nd} consecutive term

Kay Paulus
1/1/18 - 12/31/20
1\textsuperscript{st} consecutive term
Thank you, supporters!

Your ongoing support and encouragement enables us to continue to empower more individuals and communities with solar power. RREAL’s work can only continue with your support. Every dollar helps, and your donations are tax deductible. Together we have the power to make a difference!

You can donate year-round through our website or by sending your donation directly to RREAL:

Rural Renewable Energy Alliance
P.O. Box 89, Pine River, MN 56474

www.rreal.org
Connect with us!

To learn more about upcoming events, projects, and how to support our work, connect with us on social media by clicking the logos to the right or sign up for our Newsletter on our website!

www.rreal.org