

*The Power to Make a Difference*



# RENEWABLE ENERGY ALLIANCE

Annual Report 2017



# A NOTE FROM OUR BOARD



I was introduced to Jay and RREAL as a senior in college at the Midwest Renewable Energy Association Fair in Custer Wisconsin in 2002. RREAL was just starting to take off. Jay shared with me the amazing vision and mission of this new organization that aimed to make solar energy accessible to people of all income levels. I can confidently say that my own life path has been inspired and changed by that fateful conversation 12 years ago.

I have since pursued my PhD in Sustainable Energy Planning with an emphasis in community based energy development and continue to work closely with community partners to ensure clean energy projects are accessible to people of all income levels. Since I met Jay, I have seen RREAL carry this banner with strength, pride and fervent commitment and am honored to now be serving my second term as board member to this incredible organization.

What was once strong but often lonely voices bringing equity and justice into the conversation of solar development has become a nationwide chorus. This past year I have been fortunate to participate in a state wide discussion on Connecting Low Income Communities through Efficiency and Renewables (CLICERS) convened by the Minnesota Department of Commerce and the Clean Energy Resource Teams of Minnesota. I engaged over the course of many months with many different individuals from a range of organizations including utilities, community action agencies, community organizing groups, economic development organizations and housing groups to address the issues that RREAL had introduced me to so many years prior. Minnesota is now in the process of creating a Low-Income Strategic Solar Action Plan. And I firmly believe it has been through the steadfast commitment by RREAL and partners involved with the many projects and low-income solar installations that we are at this point in our now normalized conversation as a state.

Beyond our statewide conversation, RREAL is now an international player in bringing solar energy to low-income communities through the successful completion of the PV for Pheobe project and the planned Current for Curran initiative in Africa. I am beyond excited to see where the work continues to go from here, and will forever be grateful for Jay, his staff, Davis, the rest of the board and the amazing partners that make all of this important work possible.

Onward and upward! Anna Carlson, Board Member



**THE POWER  
TO MAKE A  
DIFFERENCE**

**PROJECT  
HIGHLIGHTS FROM  
2017**



## AICHO

The American Indian Community Housing Organization (AICHO) Gimaajii building in Duluth now has a beautiful mural and solar array next to its community garden space on the roof. The array will be used for education, community events, and workforce development. The array will also ensure that AICHO can put more resources toward its important Native housing and cultural work in Duluth.



## PAWS + CLAWS

The Paws and Claws array in Hackensack, Minnesota was installed early in 2017. Paws & Claws is a nonprofit shelter and resort that works to have our furry friends adopted into loving homes, and the resort is a social enterprise that goes back into serving the nonprofit. The solar array will aid in offsetting electric costs so more pets can be served.







## HABITAT FOR HUMANITY SOLAR ASSISTANCE

RREAL continued its long solar assistance partnership with Lakes Area Habitat for Humanity in Brainerd. Thank you to all that contributed to the crowdfunding array for this local Brainerd family! This solar array is estimated to save over \$300 per year for this family. More Habitat for Humanity arrays will be coming in 2018!

## EDUCATION AND COMMUNITY OUTREACH (ECO)

This year, ECO reached over 550 students in our area schools. In addition to the students, we reached hundreds more community members, individuals, and organizations all over the United States!



# GROWING THE IMPACT IN 2017

## THIS YEAR, WE...

Increased the amount of kilowatts  
installed for families by

**129%**

Welcomed

**6 NEW TEAM MEMBERS**

Received  
support from

**9 FOUNDATIONS**

and hundreds of dedicated individual donors! Thank you for growing with us!

**AND THAT'S JUST ONE YEAR. LET'S KEEP THE POWER GOING.**



# SKIP THE GRID:PV FOR PHEBE

Bringing reliable energy to Phebe Hospital in Liberia



**At the beginning of 2017, RREAL installed a large solar array at Phebe Hospital in Bong County, Liberia as part of our Skip the Grid efforts. The hospital used to solely run on expensive and unreliable diesel generators. In November, a group of 11 Women of the ELCA traveled back to Phebe for the ribbon cutting and to prepare for our next Skip the Grid project, Current for Curran.**

**Thank you to all of the dedicated people and organizations that helped make this project possible, including Mary Jo Mettler and her band of bold women, the Women of the ELCA, ELCA Global Mission, National Geographic, the people of Liberia, Wheat Ridge Ministries, Phebe Hospital Compound, Lutheran Church in Liberia, Global Health Ministries, Gerd Eddinghaus Consulting Group, SMA Solar Technology, numerous congregations, individual donors, the workers from Liberia that partnered with us to install the array, and the worldwide allies of this project. There's lots of power to make a difference!**



# FROM AFRICA TO MINNESOTA: SOLAR TRAINING AT RREAL



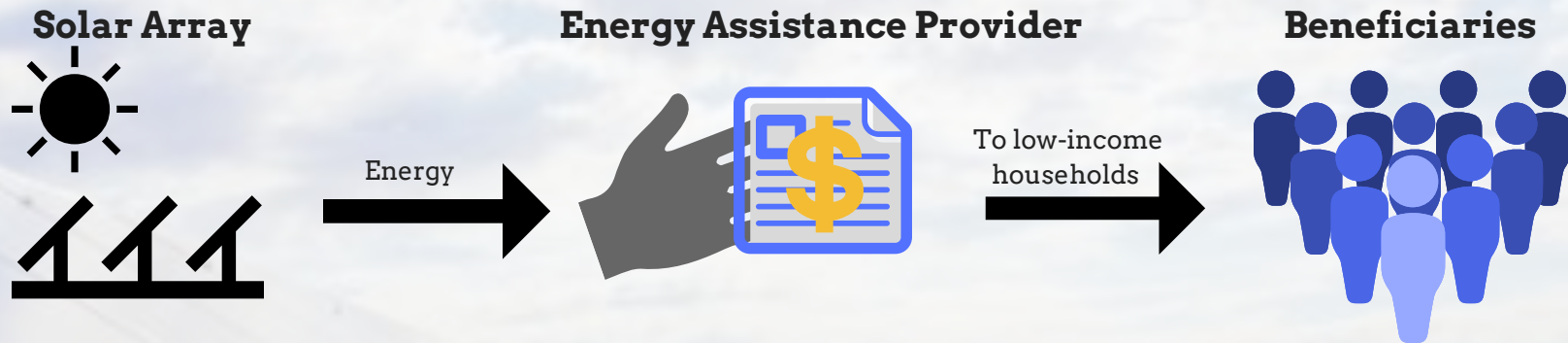
In October, RREAL partnered with Solar Energy International (SEI) for a two week, comprehensive solar class with five solar leaders with home countries of Liberia, Zambia, and Nigeria. The trainees have impressive backgrounds as engineers, professors, and facilities managers that are now going back to their communities to be catalysts for Skip the Grid. RREAL will be working with two of the trainees on the next Skip the Grid array, Current for Curran, and hopes to work with the rest of these inspiring leaders in the future. Thanks to area churches and community members that provided housing and meals (including lutefisk and lefse!) for the trainees while in Minnesota.



# DEPARTMENT OF ENERGY SOLAR IN YOUR COMMUNITY CHALLENGE

RREAL was selected to participate in the nationwide **Department of Energy Solar in Your Community Challenge** to forge innovative solar solutions for low to moderate income families and communities. RREAL's model, Community Solar for Community Action (CS4CA), uses the Community Solar model to change the face of energy assistance in our country.

## Community Solar for Community Action Model



RREAL's CS4CA solar arrays work with Energy Assistance providers to deliver solar savings to more low-income families. To expand the impact of CS4CA, RREAL will utilize the emerging **pay for success finance** model, also known as social impact bonds. The financing tool invests in demonstrated outcomes and derisks social service innovation projects. **Pay for success** will help RREAL scale the CS4CA model nationwide to serve more families more effectively through a new solar energy assistance program.

# NEW FACES AT RREAL

RREAL welcomes new team members that add many talents to our crew. We are grateful for each member of our dream team and all the work each person does as part of fulfilling our mission.



**STEVE CORY**  
Business Development Director



**JOHN DEFATTE**  
Facilities & Grounds



**ANTHONY FAIR**  
Installation Technician



**ETHAN GOERDEL**  
AmeriCorps VISTA



**VICKI O'DAY**  
Development



**KYLE TSCHIDA**  
Office Manager



# "WATTS" TO COME

## A PEEK AT 2018

### CS4CA TO VERMONT

In partnership with Southeast Vermont Community Action (SEVCA), RREAL will install the second Community Solar for Community Action (CS4CA) array in Vermont, the state with the highest cost of residential energy in the country. This project will further prove this model can work nationwide. This project is part of the Department of Energy Solar in Your Community Challenge.

### HABITAT FOR HUMANITY SOLAR ASSISTANCE

Even after a family receives adequate housing from an organization like Habitat for Humanity, the costs of homeownership continue. Solar presents an opportunity to serve families through solar energy. In 2018, RREAL will continue to work with area Habitat organizations to install solar assistance systems on area homes.

### CURRENT FOR CURRAN

There are many hospitals throughout the world that have to do important medical tasks like surgery in the dark. This includes Curran Lutheran Hospital, a 125-bed hospital in Northern Liberia that solely runs on diesel generators. In 2018, RREAL will be working to fund the second Skip the Grid project in partnership with Curran Hospital. A Skip the Grid installation at Curran will provide clean, renewable energy and battery storage to the hospital so nurses and doctors can best serve the many people that rely on the hospital for care. Help us reach our goal of \$750,000 by October 31st!

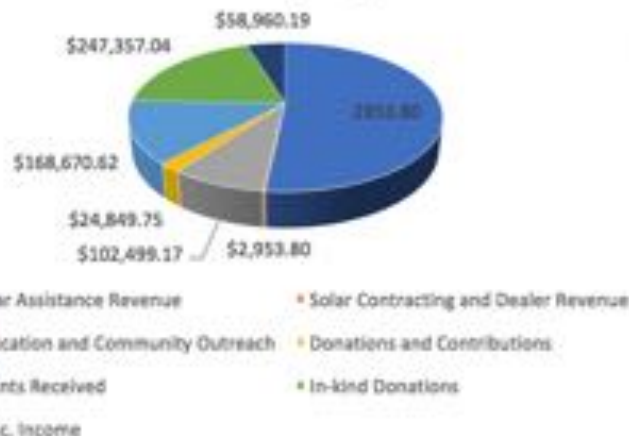


# FINANCES

## Rural Renewable Energy Alliance Statement of Financial Position December 31, 2017

Cash	\$ 281,362.33
Accounts Receivable	\$ 317,607.74
Notes Receivable	\$ 13,452.86
Inventory (Net)	\$ 152,379.65
Other Current Assets	\$ 2,173.57
<b>Total Current Assets</b>	<b>\$ 766,976.15</b>
<b>Total Fixed Assets (Net)</b>	<b>\$ 242,969.99</b>
<b>Total Assets</b>	<b>\$ 1,009,946.14</b>
Accounts Payable	\$ 61,899.79
Deferred Revenue	\$ 237,079.49
Other Current Liabilities	\$ 16,191.14
<b>Total Current Liabilities</b>	<b>\$ 315,170.42</b>
Loans	\$ 116,776.91
<b>Total Liabilities</b>	<b>\$ 431,947.33</b>
<b>Total Net Assets</b>	<b>\$ 577,998.81</b>
<b>Total Liabilities and Net Assets</b>	<b>\$ 1,009,946.14</b>

## Revenue by Program



RREAL Statement of Activities For the Twelve Months Ending December 31, 2017			
	Unrestricted Assets	Temporarily Restricted	Total
Solar Assistance Revenue	\$ 646,898.33		\$ 646,898.33
Solar Contracting and Dealer Revenue	\$ 2,953.80		\$ 2,953.80
Education and Community Outreach	\$ 102,499.17		\$ 102,499.17
Donations and Contributions	\$ 24,849.75		\$ 24,849.75
Grants Received	\$ 168,670.62		\$ 168,670.62
In-kind Donations	\$ 247,357.04		\$ 247,357.04
Misc. Income	\$ 58,960.19		\$ 58,960.19
Assets released from restriction	\$ (207,434.71)	\$ 207,434.71	\$ -
<b>Total Revenue</b>	<b>\$ 1,044,754.19</b>		<b>\$ 1,252,188.90</b>
Program Expenses	\$751,796.88		\$751,796.88
Administration/General	\$ 230,485.80		\$ 230,485.80
	\$982,282.68		\$982,282.68
<b>Change in Net Assets</b>	<b>\$68,351.10</b>	<b>\$ 207,434.71</b>	<b>\$269,906.22</b>
Net Assets - Beginning of Year	\$ 302,213.00	\$ -	
Net Assets - End of Year	\$ 370,564.10	\$ 207,434.71	\$ 577,998.81
Unaudited and subject to revision Does not containing the subsidiary Real Solar			

\*\*\* Unaudited draft not containing Real  
Solar information.



# THANK YOU TO OUR SUPPORTERS

Gladys Aldrich & Caril Boswell

BJ Allen

Suzanne Allen

Linda Allen

Julie Anderholm

Renee Anderson

Ryan Ardythe

Heidi Auel

Ellen Baer

Erika Bailey-Johnson

Jean & James Ballenthin

Sue & Scott Bjelland

Ethan Bjelland

Erica Bjelland

Jessica & Jesse Bleichner

Peggy Brant

Emma Breitseisen

Judith Brener

Lynne Brensha

Benjamin Butcher

Cristine Carlson

Brett Cease

Becky Clawson & Jeffrey Garetz

Barbara Christensen

Fran Clauson

Shirley Dawson

Gwendolyn Degner

Timothy Dirks

James Dontje

Anna Dovre

Dorothy & Lee Dybvig

Jason Edens

Larry & Judith Edens

Alison & David Edgerton

Dalene Eimon

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Christopher Fastner

Timothy A Freier

Richard Garton

Roger & Mary Geddes

Sarah Gorham

Pamela Greden

Rachel Haindfield

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Judith Harrison

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Stephanie Hawkins

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Joel Lindstrom

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Thomas & Marit Kirzeder

Eric Kocher

Mike & Jodi Kocher

Vicki Kopplin

Lawrence Krantz

# THANK YOU TO OUR SUPPORTERS

Charles Krysel  
Jukka & Susie Kukkonen  
Brian & Sandy Lattu  
Kevin Lattu  
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Ann Mans  
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Wendy & Robert Nelson

Gayle Nielsen  
Erika Nilsen  
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Timothy & Carrie Tripp  
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Kyle Tschida  
Carol Vanderhorck  
Suzy Watson  
Douglas Weiss  
Cristofer Winch  
Graham Wright



# THANK YOU TO OUR SUPPORTERS

## ORGANIZATION DONATIONS

Bolton Bees  
Christ Lutheran Church  
Cuyuna Brewing  
Hy-Tec Construction  
Jack Pine Brewery  
Long & Associates LLC  
Lutheran Church of the Master  
Mary E Thorvig Living Trust  
Microsoft  
WELCA Kettle River  
Hope Women of the ELCA

## FOUNDATION PARTNERS

Bush Foundation  
Clean Energy Resource Teams  
Initiative Foundation  
The K Foundation  
Larkin Hoffman Daly & Lindgren Ltd Foundation  
McKnight Foundation  
Region 5 Development Commission  
Toledo Community Foundation (First Solar)  
Windham County Renewable Energy Program

## YOU HAVE THE POWER

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  
3963 8th Street SW  
Backus, MN 56435  
[www.rreal.org](http://www.rreal.org)

# THANK YOU TO ALL OF OUR SUPPORTERS FOR MAKING THIS IMPORTANT WORK POSSIBLE!



**THANK YOU FOR YOUR  
SUPPORT!**

## About RREAL

RREAL is a nonprofit dedicated to making solar energy accessible to communities of all income levels. We also offer internships, hands-on training, and workshops for people of all ages to learn about solar energy.

## Contact Us



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