

2021

ANNUAL REPORT



NC SUSTAINABLE
ENERGY ASSOCIATION



NC SUSTAINABLE ENERGY ASSOCIATION

Introduction to NCSEA's 2021 Annual Report

The importance of NCSEA and our community during this pivotal moment in the clean energy transition cannot be understated. Our work enables jobs, economic opportunities, and affordable energy options to accelerate a decarbonized economy available to all North Carolinians. To achieve these goals, North Carolina must continue to work collaboratively to transform our electricity system over the coming years. Doing so will unleash widespread, long-term benefits to people, communities, and businesses of our state.

Our mission is to drive policy and market development to create clean energy jobs, economic opportunities, and affordable energy that benefits all of North Carolina.

As a leading 501(c)3 non-profit organization that has been driving public policy and market development in clean energy for over four decades, we believe that reflection and innovation have allowed NCSEA to remain a leader in this space. This 2021 Annual Report will serve as a resource for our organization, partners, members, and external stakeholders to consider all that the year offered as we look to the future.

NCSEA owes much of our success, past and present, to our members. In 2021, our membership consisted of over 500 businesses, universities, municipalities, non-profits, and individuals in our state. Together, we effectively pull the levers of policy and regulation to usher in positive change, enabling further growth of the clean energy ecosystem across North Carolina.

This is an exciting time for the organization and our members, along with stakeholders and partners, as we collectively accelerate the clean energy transition. Indeed, we are just getting started – and the opportunities available to us collectively are beyond what we could have imagined even 20 years ago.

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Letter from the Executive Director

"2021 was a pivotal year for clean energy in North Carolina, and one that we'll remember for years to come."

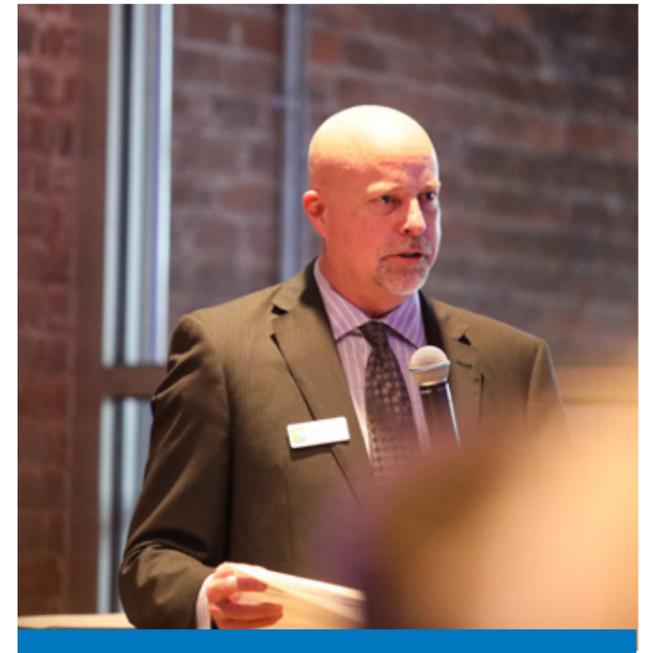
- Ward Lenz, Executive Director at NCSEA

I'd like to extend my sincere gratitude for the work of the NCSEA team, the continued support of the clean energy community, and to our state's leaders that have enabled our organization and partners to make significant progress towards a zero-carbon future. 2021 was a pivotal year for clean energy in North Carolina, and one that we'll remember for years to come.

This is especially true now that we have a law on the books requiring the electricity sector to reduce carbon emissions by 70% by 2030 and to reach carbon neutrality by 2050. While there are some shortcomings of HB 951, there's no doubt that this will set off the next wave of clean energy investments, leading to new jobs and economic opportunities for all corners of the state, both rural and urban.

I'm particularly proud of our team for helping to shape this bill, along with numerous other regulatory decisions and policies. As the saying goes: "If you aren't at the table, you're on the menu." With the support of our network, the North Carolina community, and our dedicated and professional team, we will continue to have a seat at that table.

Given all the progress we've seen this year, 2022 is set to be an action-packed year of implementation. Not only will the team be involved in shaping the plan for utility carbon reduction, we'll also be focused on the future of rooftop solar compensation, along with the rollout of programs designed to



help low- and moderate-income ratepayers, like weatherization assistance programs, and an on-bill financing pilot with Duke Energy.

NC Sustainable Energy Association will continue to advocate for policies and regulations to create a clean energy economy for all!

Ward Lenz

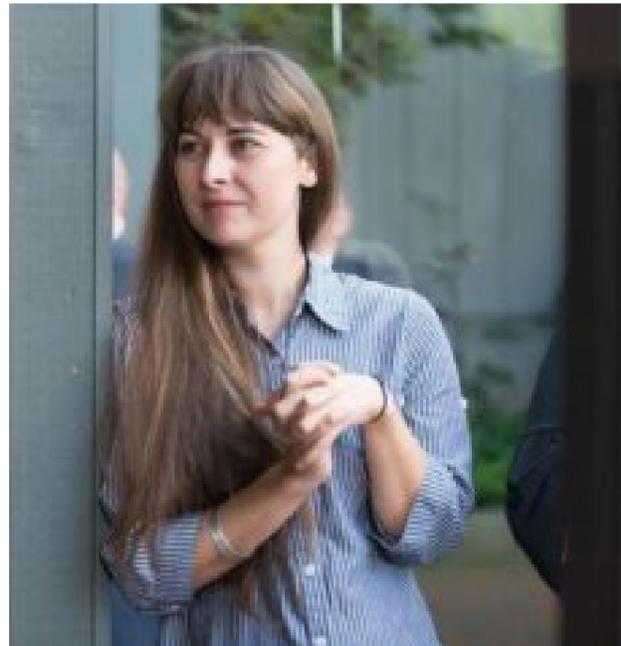
Letter from NCSEA's Board

2021 marked a year when the nation began to recover from the COVID pandemic. Despite the many hardships we all experienced, we re-emerged ready to move forward with the work in driving public policy and market development for clean energy with the goal of building capacity for clean energy jobs, economic opportunities, and affordable energy options for North Carolinians.

Though the year presented many challenges, it also included notable successes in clean energy. Highlights from 2021 included the passage of House Bill 951, the settlement agreement with Duke Energy for on-bill financing and a solar pilot program, and the Governor's actions outlining goals for offshore wind.

As a result of these successes, 2022 is a year full of opportunity. NCSEA staff will be engaging in the implementation of HB951 via the Carbon Plan proceedings, addressing rooftop solar HOA issues and providing long-term stability for the market, building educational platforms on clean energy for midterm election legislation, and ongoing efforts to continue to identify new clean energy opportunities for residential and large commercial customers.

The COVID pandemic has emphasized the need to build a more resilient future for everyone. NCSEA is empowered today more than ever to cultivate a robust clean energy ecosystem that unifies and benefits all North Carolinians.

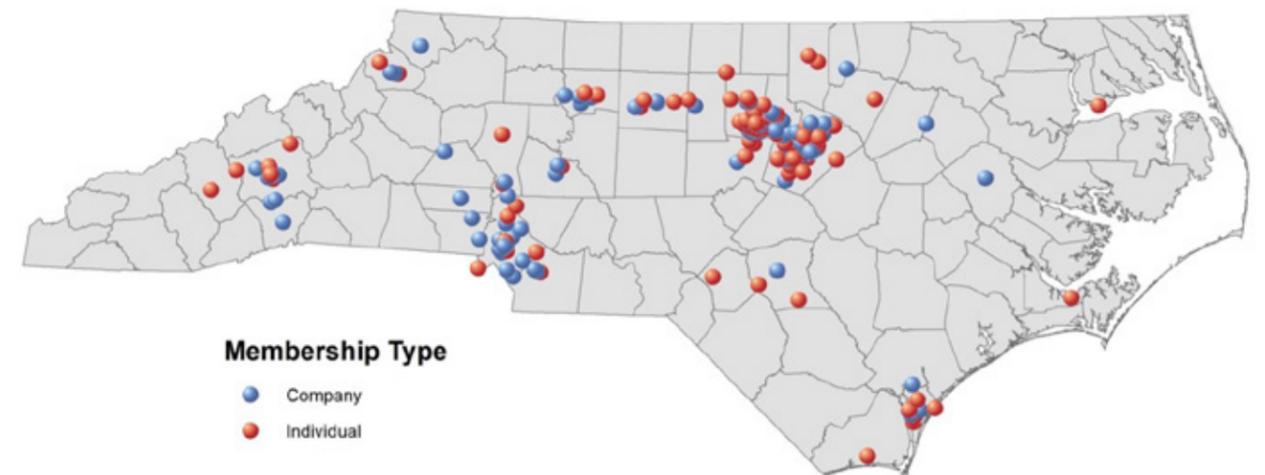


We look forward to the year ahead working with our growing network of members and partners to reach our goals.

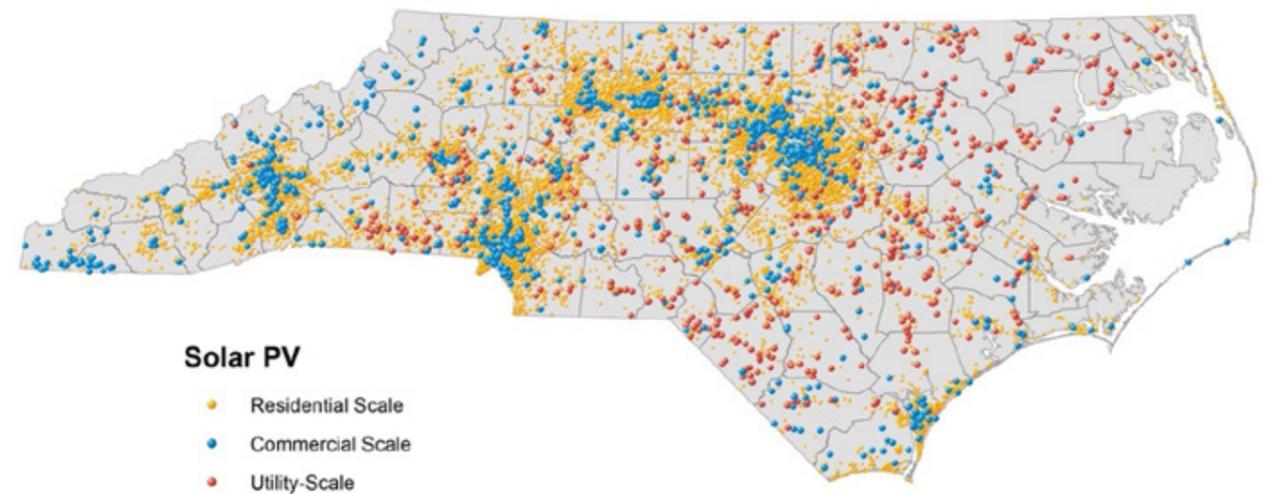
Thank you,
Vanessa King

Map of NCSEA's Members in North Carolina

There were NCSEA members represented in 58 of North Carolina's 100 Counties in 2021!



Map of Solar PV Installations in NC in 2021:



Vision and Plan

In 2021, NCSEA's leadership team, in consultation with the Board of Directors, developed a Vision Traction Organizer (VTO) to outline the organization's core values, while establishing a one- and three-year roadmap. Throughout this process, we re-emphasized many of the values that have led to the success of the organization to date, maintaining that:

- **We Adapt** – Energy is an ever-changing landscape. When the evidence shows that the landscape is changing, we adapt to new situations.
- **We Collaborate** – People are at the center of NCSEA's success, and we are open to collaboration with each other and any individual or group who we agree shares our values.
- **We Take Risks** – We are calculated risk takers. We know that nothing great has been achieved without a little risk, so we explore options, play out scenarios, and talk to experts before deciding to take a risk. Our team is not afraid of forging a new path if it could push us towards our goals.
- **We are Evidence Based** – All of our work is based on supported facts and data. We use objective sources and fact-check everything.
- **We are Deliberate Incrementalists** – We are playing the long game. We understand that shifting to an entirely clean, affordable, and accessible energy economy will not happen overnight. We are not settling for incremental change when we could get an overhaul—we are building strategic, lasting change piece by piece.

Beyond defining the values that have been core to the continued success of the organization, NCSEA also established targets to help guide our work through 2030. Those targets include:

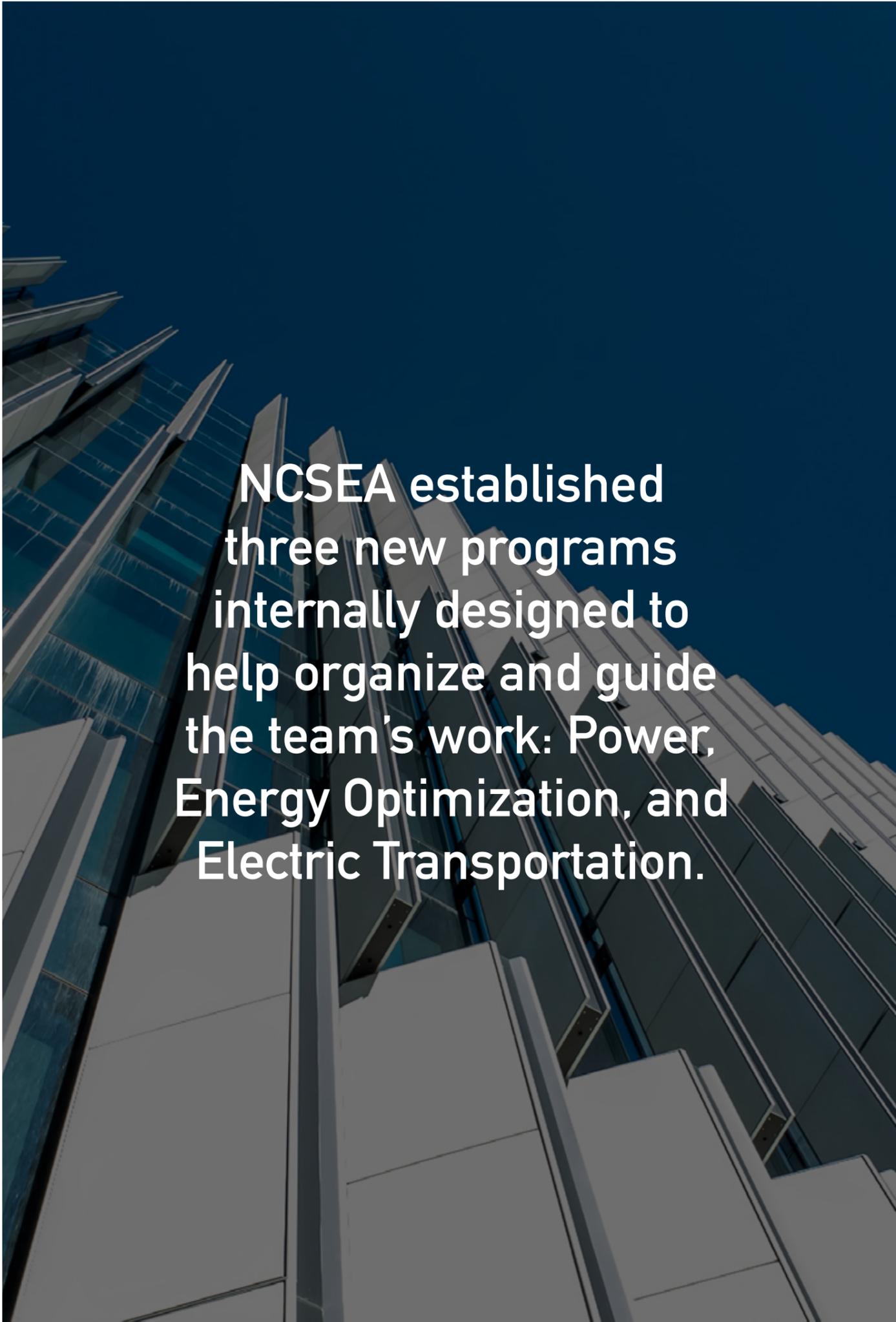
Make North Carolina the nation's leader in innovation for affordable and accessible clean energy options.

Decarbonize the North Carolina energy economy by reducing power sector greenhouse gas emissions by 70% through 2030 and 100% by 2050.

NCSEA to become the central voice for the majority of clean energy constituents in the Carolinas.

Ahead of the 2030 target, the three-year plan includes measurable progress towards continual revenue growth and diversification, broader stakeholder engagement, a carbon policy in place in North Carolina, and a foundational structure that includes equity, diversity, and inclusion at the center of each internal program.

As part of the shift to achieving affordable and accessible clean energy options on the path to carbon neutrality by 2050, NCSEA has also established three new programs internally designed to help organize and guide the team's work. Those new programs include **Power, Energy Optimization, and Electric Transportation.**



NCSEA established three new programs internally designed to help organize and guide the team's work: Power, Energy Optimization, and Electric Transportation.

Power

The Power program has been a central focus of NCSEA for a number of years given the sector's impact on statewide greenhouse gas emissions. Thanks to the tireless work of NCSEA and our partners, we've already begun to see noticeable declines in electricity related emissions in the state. In fact, North Carolina has seen a 35% decline in emissions in this sector through 2018 since 2005 levels. It's important to note, though, that we still have a long way to go until we fully decarbonize North Carolina's power grid.

The goal of NCSEA's Power Program is to enable a 100% clean energy transformation of the NC power sector by opening pathways to outcome attainment through law, regulation, utility business model, and members' business models. Aggressive action now will set the stage for the next 30 years of decarbonization in the state. Furthermore, our Power Program seeks to achieve the following goals on our path to decarbonization:



Goal 1: Ensure that the approved 2022 NCUC Carbon Plan achieves 70% carbon reduction by 2030. 2021 successes included:

NCSEA actively participated in stakeholder negotiations at the NC General Assembly to help draft and develop language that would be included in the final version of HB951: Energy Solutions for North Carolina. NCSEA and our partners

advocated for language mandating 70% carbon emissions reductions in the electricity sector by 2030 and carbon neutrality by 2050. Furthermore, we helped to ensure that the NCUC maintained the authority in developing and drafting the plan to achieve those emissions reductions. NCSEA also strongly advocated for language that accelerates the retirement of coal facilities through securitization.

Goal 2: Seek to achieve approved performance incentive mechanisms, which will provide financial and other incentives for Duke to further decarbonize. 2021 successes included:

Language in HB951 established and authorized performance-based regulation (PBR) for North Carolina's regulated monopoly utilities. The PBR provision of the bill allows the utility to file for approval of multi-year rate plans (MYRPs) that incorporate one or more performance incentive mechanisms (PIMs) in addition to a decoupling rate-making mechanism for the residential customer class. Following the enactment of the bill, the NCUC opened a docket to adopt rules to implement PBR. In the proceeding, NCSEA filed [initial comments](#) with a focus on transparency and equity, offering a comprehensive approach to PBR proceedings that balance the interests of the utility, all stakeholders, and customers. A full summary of the PBR proceedings can be found on [NCSEA's blog](#).

Goal 3: Establish a grid planning process that transitions the grid to accommodate renewable distributed energy resources. 2021 successes included:

Rate Case Settlement: The NCUC [approved a settlement](#) agreement between NCSEA, Duke Energy, the NC Justice Center, the North Carolina Housing Coalition, Natural Resources Defense Council, and Southern Alliance for Clean Energy represented by the Southern Environmental Law Center in Duke Energy's rate case. The order included: a commitment from Duke Energy Carolinas to develop a grid improvement plan to increase the use of distributed resources prior to the submission of its 2022 IRPs; prioritization of grid congestion relief; a stakeholder process to ensure the public interest in rate design; and the creation of a demand side management/energy efficiency pilot program.



Throughout the course of 2021, NCSEA's staff members began to lay the groundwork necessary to achieve each of the following goals outlined above, while also opening the door for additional clean energy deployment. Additional Power Program highlights and achievements included:

A-1 Stakeholder Group Participant and Feedback: NCSEA actively participated in the ongoing A-1 stakeholder proceedings designed to identify policies to accelerate carbon emissions in the electricity sector, leading to HB951.

SEEM: NCSEA, along with Sierra Club and the Southern Alliance for Clean Energy actively opposed Duke's Southeast Energy Exchange Market proposal at the NCUC.

Integrated Resource Plans: NCSEA, Carolinas Clean Energy Business Association, Southern Alliance for Clean Energy, Sierra Club, and NRDC opposed Duke Energy's 2020 Integrated Resource Plans as filed, on the basis that their plans are deeply flawed. The flawed nature of those plans is their dependency on fossil fuels and new natural gas capacity as "least cost" for ratepayers. NCSEA [filed our own Synapse study](#), which outlined a cheaper and cleaner energy future compared to Duke's IRPs.

Net Metering: Both HB589 and HB951 included language requiring the NCUC to revisit net metering rate structures in regulated utility territories by 2027. This requirement led to proactive negotiations between Duke Energy and clean energy advocates, including NCSEA, the Solar Energy Industries Association (SEIA), Sunrun, and the Southern Environmental Law Center. Those negotiations led to a settlement agreement

filed in November 2021 at the NCUC called "Solar Choice Net Metering." This settlement agreement outlined a new rate structure and incentive program for rooftop solar customers, which included a guaranteed upfront rebate program for eligible customers, monthly netting of electricity imports and exports, time-of-use rates to incentivize beneficial electricity management, and provides opportunities for additional clean energy measures, such as energy storage or electric vehicles.

As is made clear, Power Program related activities were in no short supply in 2021. We saw the passage of a historic piece of energy legislation at the NC General Assembly, while at the same time continuing to proceed with numerous big-ticket items at the NCUC, like rate cases, IRPs, and net metering. While we didn't see a win on all our priorities throughout the year, we did make some significant progress towards achieving a future with a 100% clean energy supply.

Moving forward, we'll have our work cut out for us in 2022, as we head right into the proceedings at the NCUC to map out a plan for 70% carbon emissions reductions in the electricity sector by 2030. The importance of these proceedings cannot be understated, given the long-term implications they have on generation technology here in the state of North Carolina. Member, partner, and donor support will be critical to ensure we're well equipped to map out our own future that's more dependent on cost-effective, reliable technologies like solar, wind, and storage.

Energy Optimization

While the Energy Optimization program is new, our organization’s work in this space is not. NCSEA has a long-established track record of success in designing and implementing programs to help minimize energy waste, while removing the burden of high utility bills to low-and moderate-income (LMI) consumers. Some past successes include collaborating with Roanoke Electric Cooperative to help design and implement their tarified on-bill program, as seen in this [video recap](#).

2021 was especially monumental for our Energy Optimization work, as NCSEA announced a merger agreement between our organization and the NC Building Performance Association. This merger will enable the organizations to collectively leverage the strengths of each other’s membership and institutional energy efficiency knowledge.

Moving forward, the program is focused on affordably minimizing energy waste related to the built environment in residential, commercial, and industrial energy end uses. As part of this scope, the Energy Optimization program worked to address the following:

Goal 1: Establish a strong foundation for evidence-based, collaborative, comprehensive building code reform. 2021 successes included:

- NCSEA led a series of member working groups to identify areas of collaboration and need as it relates to energy efficiency and building code improvements.
- We also added additional staff capacity to support engagement activities at the Building Code Council and to convene members to advocate for stronger building codes.

- Staff members actively participated in numerous external events highlighting the importance of the Building Code Council and energy efficiency in North Carolina.

Goal 2: Improve efficacy and innovation to scale up deployment of government and utility LMI programs, including but not limited to weatherization assistance, inclusive financing, and innovative local government pilots. 2021 successes included:

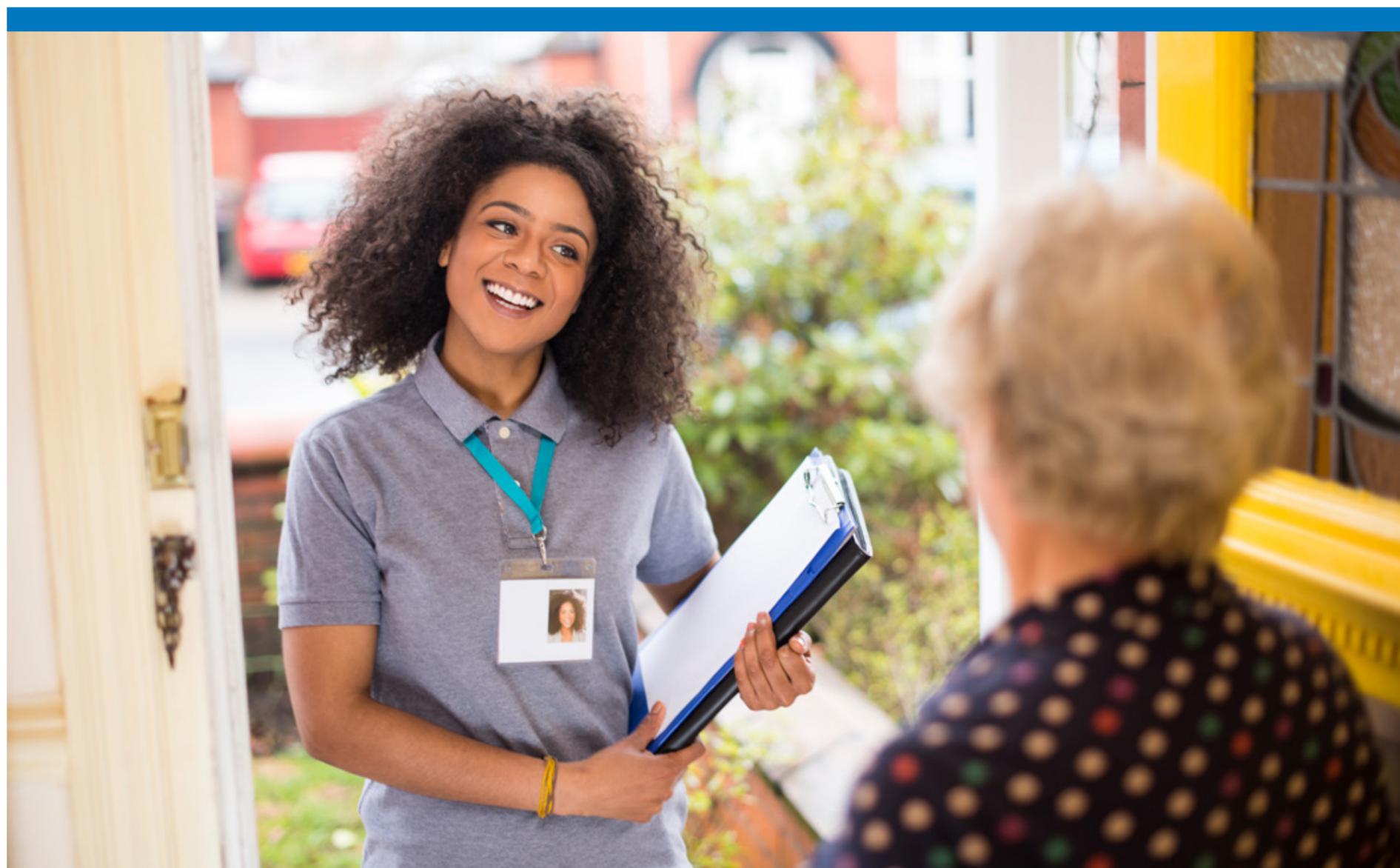
- As part of the recent merger with the NC Building Performance Association, the team was intentional about onboarding and orienting new members into the existing membership base, while ensuring they had the proper avenues to collaborate with staff.
- The Policy and Energy Data Solutions teams actively collaborated with Duke Energy and numerous advocates via the Affordability Collaborative to identify opportunities for LMI ratepayers.
 - Out of these convenings, NCSEA was able to negotiate with the help of partners a new energy efficiency pilot program with Duke Energy, following the same footprint of programs like Upgrade to \$ave with Roanoke Electric Cooperative.

The program is intended to help LMI customers afford energy efficiency upgrades to their home as a means of lowering their overall utility bills.

- The Energy Data Solutions team actively collaborated with the NC Weatherization Assistance Program to identify additional opportunities to assist homeowners facing a high energy burden.
- We worked with municipalities from across the state to help benchmark clean energy performance and address policy and regulatory areas of need.

Goal 3: Enable incremental integration of building design and performance with power and transportation systems to improve affordability, impact footprint, reliability, resilience, and systems inter-operability. 2021 successes included:

- NCSEA actively supported HB245 at the NC General Assembly, which would have enabled stronger energy efficiency programs for state owned buildings, saving taxpayers significant amounts of funding in the future.
- The Policy team looked to further align residential energy use with electric transportation and solar generation via the ‘Solar Choice Net Metering’ settlement agreement with Duke Energy. Should the North Carolina Utilities Commission (NCUC) approve the agreement in full, solar customers with electric appliances would receive a guaranteed rebate with, while incentivizing behavior change and new technologies like EVs and storage through a time of use rate structure.
- NCSEA actively advocated for C-PACE legislation, which would have opened the door for a new clean energy financing mechanism focused on commercial customers. In particular, C-PACE allows commercial customers to finance the cost of energy efficiency/renewable energy projects via a tax assessment, allowing for longer term financing options.



The Role of Energy Optimization Moving Forward

Overall, NCSEA focuses on decarbonizing the energy system through policy, research, and strategic programs, prioritizing impact-driven, evidence-based, inclusive, and cost-effective clean energy solutions. Over the course of 2021, NCSEA carried out this tactical approach via numerous data resources developed by the team, including the Renewable Energy Database, the Clean Energy Businesses Database, and various other GIS and financial tools.

Energy Optimization is a core foundation to all of the programs at NCSEA, as energy use reduction is the most cost-effective and accessible option available along our decarbonization journey. Moving forward, the team will embrace the opportunities we've capitalized on in 2021 and leverage them to open additional doors for accessible and affordable clean energy programs. We foresee opportunities to expand upon the tariffed on-bill pilot program with Duke Energy, strengthen building codes across the state, advocate for new energy efficiency programs at the NC General Assembly, and create even more programs designed to help those in the most need in North Carolina.



Moving forward, the Energy Optimization program will focus on affordably minimizing energy waste related to the built environment in residential, commercial, and industrial energy end uses.

Electric Transportation

Even with significant efficiency and emission improvements over the years, the transportation sector recently became the largest emitter of greenhouse gases and continues to be a major emitter of pollutants like NO_x, SO_x, and CO. Transitioning to electric transportation, even with the existing generation mix, will result in significantly lower emissions. Further, as the Power Program successfully advocates for a cleaner grid, emissions for electric vehicles (EVs) will decrease even more into the future.

Beyond the importance of lowering emissions, investing in transportation electrification creates new jobs and investments right here in the state of North Carolina instead of exporting fuel dollars to states on the other side of the country or to other parts of the world. While North Carolina doesn't

produce gasoline or diesel, we do produce electrons, so vehicle electrification presents the opportunity to keep dollars in the state.

Given that transportation is now the largest emitter in North Carolina, NCSEA aims to transition the sector to be nearly tailpipe emission free by 2035 with the energy supplying those vehicles sourced from clean energy. Further, we'd like to see the economic benefits of electric transportation expanded through additional manufacturing and installation of vehicles and charging equipment right here in North Carolina.



To achieve the vision of a tailpipe emission free transportation sector, NCSEA has established the following near-term goals:

Goal 1: Provide support for the completion of a statewide Clean Transportation Plan by Fall 2022.

NCSEA actively collaborated with the Governor's Office and relevant state agencies to advocate for a Clean Transportation Plan and associated planning processes. At the end of 2021 and beginning of 2022 we saw Governor Cooper introduce and sign Executive Order 246, which establishes a Clean Transportation Plan process to be led by the NC Department of Transportation.

Goal 2: Increase private sector membership and partners in the EV sector to aid in planning and implementation.

Throughout 2021, NCSEA placed a strategic focus on recruiting new electric transportation organizations and businesses to membership to assist with the development of new policies and regulations designed to help meet the Governor's goals for EV deployment.

NCSEA made strides in transforming the transportation sector as we know it. Additional Electric Transportation Program highlights and achievements included:

- **Make Ready Program:** NCSEA successfully advocated for a utility Make Ready program, which will help to cover electrical service upgrade costs for homeowners and businesses to prepare for EV chargers.

- **VW Settlement Funding:** NCSEA actively collaborated with NC DEQ to ensure that the \$97 million in Volkswagen Settlement funds are equitably distributed to high-impact projects and underserved communities throughout the state.

As we look to the new year, there is plenty of headway to be made in transportation electrification, especially considering that the transportation sector as a whole [saw only a 3% decrease in greenhouse gas emissions](#) in North Carolina from 2005 through 2018. We foresee plenty of opportunities to electrify and improve the efficiency of medium- and heavy-duty vehicles on the road, while at the same time ensuring that federal and state funding is distributed equitably as we build out the EV charging network of the future.

Given that transportation is now the largest emitter in North Carolina, NCSEA aims to transition the sector to be nearly tailpipe emission free by 2035 with the energy supplying those vehicles sourced from clean energy.

In 2022, NCSEA will expand upon our existing partnerships with non-profit and state organizations to collectively build out this electrified future. Internally, the organization will also be allocating resources to support new positions specifically dedicated to working on transportation related issues.

Equity, Diversity, and Inclusion



Well before the tensions of racial injustice came to a head following the tragic events of 2020, the Board of Directors and staff at NCSEA recognized the need to commit ourselves to an inclusive clean energy economy for all. This work began in the mid-2000's with a Board Diversification Plan and led to the creation of a Diversity and Inclusion Initiative Action Plan in 2017. Since that time, NCSEA has further committed itself to expanding the focus of ED&I to incorporate principles into all aspects of our work.

Today, we realize that this work is never complete and that opportunities to improve as an organization will continue to surface. For that reason, we are committed to continuing our own professional development and growth in this space to remain attuned to the evolving environment around us.

As we continue to commit ourselves to an equitable and accessible clean energy future for all, NCSEA began to map out a plan in 2021 to add a full-time staff position in 2022 dedicated to Equity, Diversity, and Inclusion. This role will be heavily focused on ensuring ED&I is at the core of all programmatic and external engagement activities as an organization.

Furthermore, NCSEA is also committed to expanding our network of partners to ensure that we're actively collaborating with underrepresented communities and communities of color throughout all of our efforts as an organization.

All in all, we appreciate the guidance and direction of NCSEA's Equity, Diversity, and Inclusion Board Committee. For more information on NCSEA's ongoing commitment to Equity, Diversity, and Inclusion, visit [our webpage](#).

Engagement and Awareness



Events:

Throughout 2021, NCSEA continued to offer virtual programming for all of our members to ensure that they were up to date on everything policy and regulation in the state of North Carolina. As part of those efforts, we continued our successful Making Energy Work webinar series with events focused on the following topics:

- Challenges vs. Opportunities: Rooftop Solar in the Carolinas
- Energy Efficiency as a Building Block to the Clean Energy Future
- Clean Energy Market Opportunities and Legislative Recap

These webinars were incredibly well received by the clean energy community. For instance, we averaged approximately 300 registrants per webinar, with nearly 500 for our October event!

Further, NCSEA also offered our ever-popular Continuing Legal Education event, providing attorneys from across the Southeast the opportunity to earn their required legal education credits. Once again, this year's event was highlighted by a panel of sitting utility commissioners, including:

- Commissioner Brent Bailey, Mississippi Public Service Commission
- Commissioner Kim Duffley, North Carolina Utilities Commission

- Commissioner Tim Echols, Georgia Public Service Commission
- Commissioner ToNola Brown-Bland, North Carolina Utilities Commission

In an effort to keep our members and staff safe during the continuing COVID-19 pandemic, we kept our events virtual. That said, we dedicated ourselves to maintaining a high level of engagement and educational opportunities. We hope to return to in-person events in 2022, pending the conditions of the

NCSEA experienced a 60% increase in membership growth in our Energy Efficiency/Building performance sector and in turn, we have set our sights to grow exponentially across other areas.

Membership:

With more than 500 members in 2021, NCSEA sought to be a conduit for partnership, collaboration, and (consumer) least-cost competition for our members. We created space and opportunities for members to equitably participate in activities that inform the work of our organization.

NCSEA experienced a 60% increase in membership growth in our Energy Efficiency/Building performance sector (with the merger of NCBPA), and in turn, we have set our sights to grow exponentially across other areas.

Industry-Wide Successes

In 2021, North Carolina experienced historic levels of growth in the clean energy sector, spurred by numerous private investments along with years of proactive clean energy friendly policies.

Clean Job Growth

According to the 2021 Clean Jobs Report released by E2 and NCSEA, North Carolina’s clean energy job market was back on the rise coming out of the first full year of the COVID-19 pandemic. The report emphasized that, with forward-thinking policies and investments, North Carolina was well-poised to spur even more significant growth in the future. Key findings included:

#1: NC ranks first in the nation in rural clean energy jobs—25,563— which is over a quarter of the state’s clean energy workforce.

52%: Over half of the clean energy jobs lost to COVID-19 had returned by the end of 2020, a trend that was expected to continue into the next year.

#5: NC ranks fifth in the nation in military veterans employed in clean energy, with more than 11% of the workforce having served in the military.

#9: Clean energy jobs in the state make up 3.3% of the country’s workforce, putting NC ninth out of all 50 states.

82%: Small businesses (less than 20 employees) account for more than 80% of NC’s clean energy jobs.

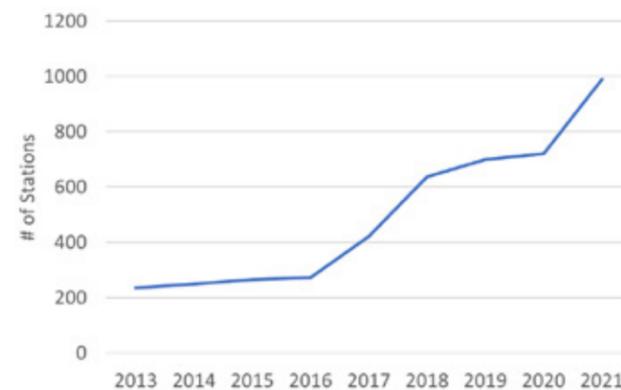
Electric Vehicle Infrastructure

In 2021, NC added 269 charging station locations across the state, for a total of 990 locations. This represented a 37% increase from 2020!

2021 EV Charging Infrastructure

	Level 1	Level 2	DC Fast Charge
EV Charging Station Locations	11	883	129
EV Charging Station Outlets	15	1,909	453

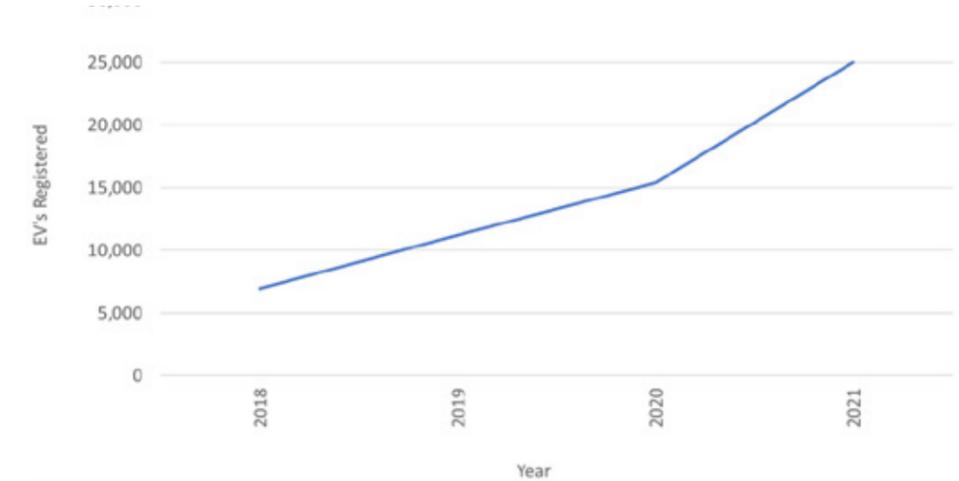
EV Charging Stations in North Carolina



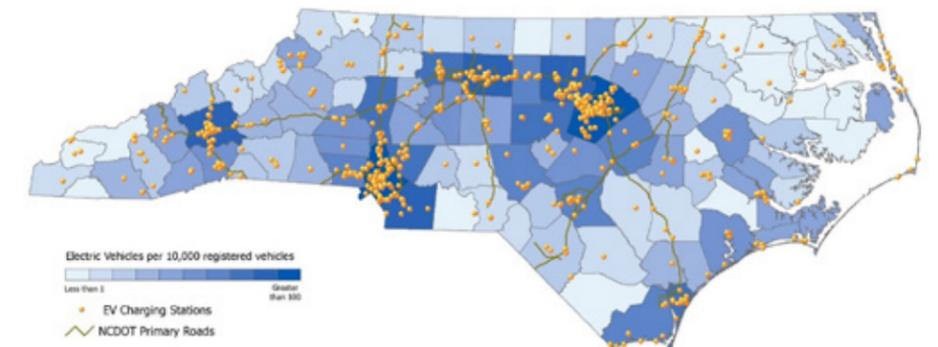
Electric Vehicle Registrations

In 2021, NC registered 9,624 additional electric vehicles, for a total of 24,997 registered all-electric vehicles. The state saw a 63% increase from 2020!

North Carolina All Electric Vehicle Registrations



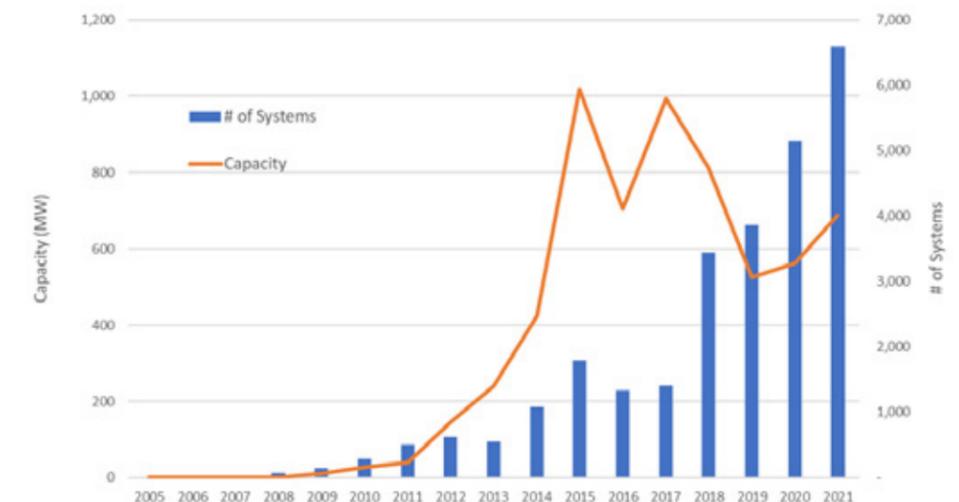
Geographic Location of All NC EV Chargers



Solar PV Installations

In 2021 there were 6,588 new PV installations for a total capacity of 688 MW. Additionally, NC’s new residential systems grew to 6,442 - the largest single year growth for residential solar!

North Carolina Solar PV Installations



Financials

Major Funders July 2020 - June 2021

- Foundation for the Carolinas
- Energy Foundation
- Coastal Federal Credit Union
- Merck Family Fund

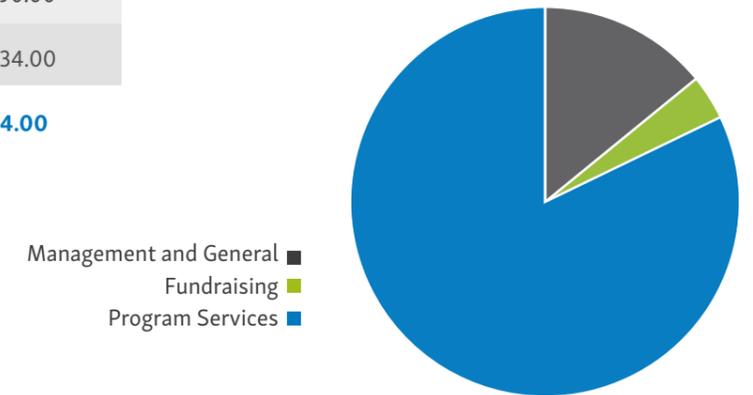
FY21 Financial Activities Summary and FY21 Budget

	Fiscal Year 2020-21 Audited Results	Fiscal Year 2022 Budget
Total Revenue and Support	\$3,142,020.00	\$3,214,549.00
Total Expenses	\$2,422,276.00	\$3,238,167.00
Change in Net Assets	\$719,744.00	\$(23,618.00)
Net Assets: Beginning of Year	\$1,388,690.00	\$2,108,434.00
Net Assets: End of Year	\$2,108,434.00	\$2,084,816.00

Expenses 2020 - 2021

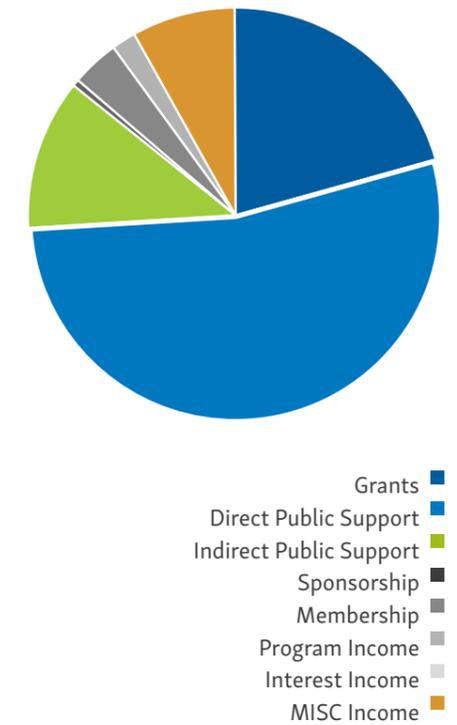
		% of Total Expenses	
Management and General	\$341,723.00	14%	16%-20%
Fundraising	\$90,330.00	4%	4% -5%
Program Services	\$1,990,223.00	82%	80%-75%

Total	\$2,422,276.00
Net Assets - Beginning of Year	\$1,388,690.00
Net Assets - End of Year	\$2,108,434.00
Change in Net Assets	\$719,744.00



Revenue and Support 2020 - 2021

Grants	\$651,373.00
Direct Public Support (contributions)	\$1,672,042.00
Indirect Public Support	\$372,863.00
Sponsorship	\$15,000.00
Membership	\$114,566.00
Program Income	\$64,050.00
Interest Income	\$1,616.00
MISC Income	250510
Total Revenue	\$3,142,020.00



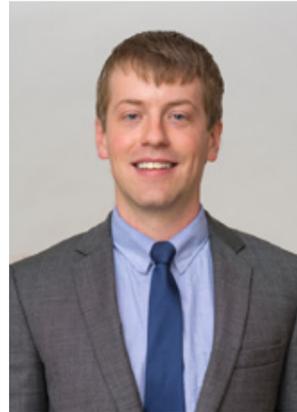
Our Team



Matt Abele



Robert Bennett



Daniel Brookshire



Arlene Brown



Janelle Martin



Kristi Matthews



Sarah McQuillan



Daniel Parker



Hannah Budds



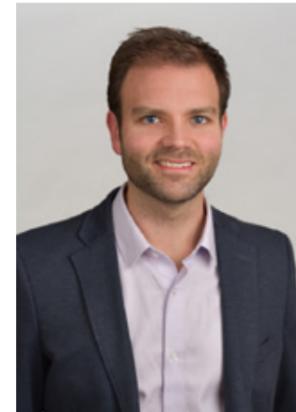
Jerry Carey



Karen Gardner



Jordan Jones



Daniel Pate



Samantha Perman



Ben Smith



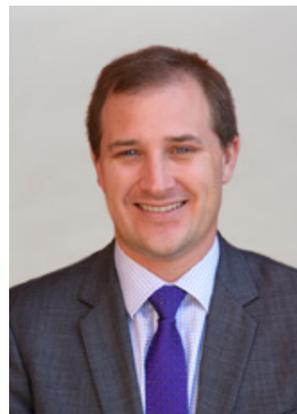
Victoria Somol



Taylor Jones



Laura Langham



Peter Ledford



Ward Lenz



Jacquil Toon



Ivan Urlaub

Board of Directors

Executive Committee



Cris Masselle, Chair
CM Marketing



Vanessa King, Secretary
Southeast Sustainability
Directors Network



Ron DiFelice, Chair of
Finance & Audit Committee
Energy Intelligence Partners



Riza Jenkins, Chair of
ED&I Committee
Summit Ridge Energy



Steve Kalland
NC Clean Energy
Technology Center



James Ortega
Pine Gate Renewables



Rogelio Sullivan, Chair of
Nominating and Governance
Committee
NC State University

Board Members



Tarek Abdel-Salam
East Carolina University



Chase Counts
Community Housing Partners



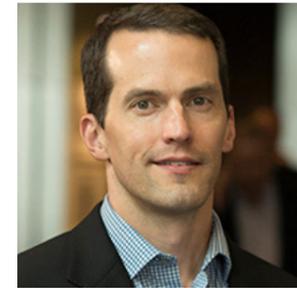
Clint Lloyd
Blue Ridge Power



Ben Prochazka
Electrification Coalition



Julio Rovi
GDS Associates, Inc.



Owen Smith
Trane Technologies



Sara Telano
Air Force Research
Laboratory

Membership

Lifetime Members

Joyce Brown	Peter & Ona Pickens
Edwin Cox	Paul Quinlan
Kurt Creamer	Cy Rich
Rich Crowley	James & Mary Serene
Gerry Dudzik	Larry Shirley
Catherine Elkins	Brad & Shelli Stanback
Richard Harkrader	Fred & Alice Stanback
Stephen Kalland	Tim & Megan Toben
Betty Kenan	Ivan Urlaub
Bob & Maria Kingery	
Paul Konove	
Robert Lee	
Joe Lemanski	
Ward Lenz	
Jeffrey A. Martin	
Richard McBane	
Gene Messick	
Moyna Monroe	
Michael Nicklas	
Josie Patton	

Business Advanced Large Members

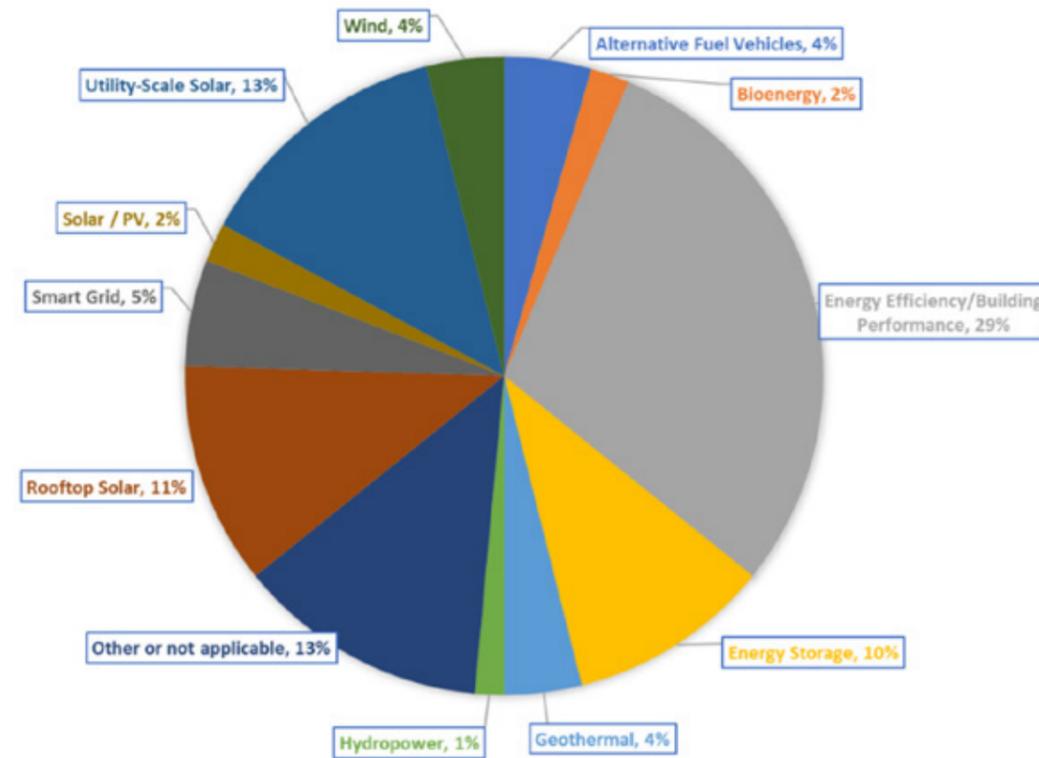
Coastal Credit Union
Carolinas Clean Energy Business Association (CCEBA)
US Bank
Apex Clean Energy
Mitsubishi Electric
North American Insulation Manufacturers Association (NAIMA)
Southern Energy Management
Ultra-Aire & Santa Fe Dehumidifiers (Therma-Stor)
Pine Gate Renewables
Capital Power
Cypress Creek Renewables, LLC
ROCKWOOL
Strata Clean Energy

Total Members: **514**

Total Business Members: **328**

Total individual Members: **186**

NCSEA's membership spanned **27 States!**



This chart only includes Business Members that have been Paid in Full.

Through the merger with the North Carolina Building Performance Association, NCSEA proudly welcomed an additional 130 building performance/energy efficiency members. These members were provided a complimentary one-year membership beginning June 2021.

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Thank you for reading NCSEA's 2021 Annual Report. Have questions or thoughts on the contents of this edition? Reach out to info@energync.org.

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