



2019 Annual Report
Annual Meeting on May 18, 2020

Agenda

- Verify quorum (15+ members)
- Review annual meeting minutes from May 20, 2019
- CEO Report
- Board of Directors election results
- Report from our Board of Directors
- 2019 Financial Report
- Report from our Supervisory Committee
- Report from our Credit Committee
- Q&A → *please save your questions until the end*

Annual meeting minutes from May 20, 2019

Review last year's annual meeting minutes from May 21, 2018

Report from the CEO, Terri Mickelsen

Announce results from the Board of Directors election

- Tom Teynor re-elected for a 3-year term

- Dan Kester re-elected for a 3-year term

- Brad Blackwell elected to fill resigning director John Emrich's remaining 1-year term

Report from the Board of Directors by its Chair, Blake Jones

Report from the Supervisory Committee by its Chair, Jennifer Meyers

Report from the Credit Committee by Michelle Greenfield

Board Chair presented ways that members can help Clean Energy Credit Union

NOTE: the entire presentation from the 2019 annual meeting is available in the “News” section of our website: www.cleanenergycu.org, and the detailed meeting minutes are available upon request via info@cleanenergycu.org

Report from our CEO

I am proud to share the accomplishments of Clean Energy Credit Union in 2019, our second full year of operations. Our mission guides us in all that we do, and we measure success by the positive impact that our clean energy loans make. This past year, we achieved significant growth in members, loans, and deposits. Those numbers represent more clean energy (and energy conservation) projects that are saving our members money while helping the environment.



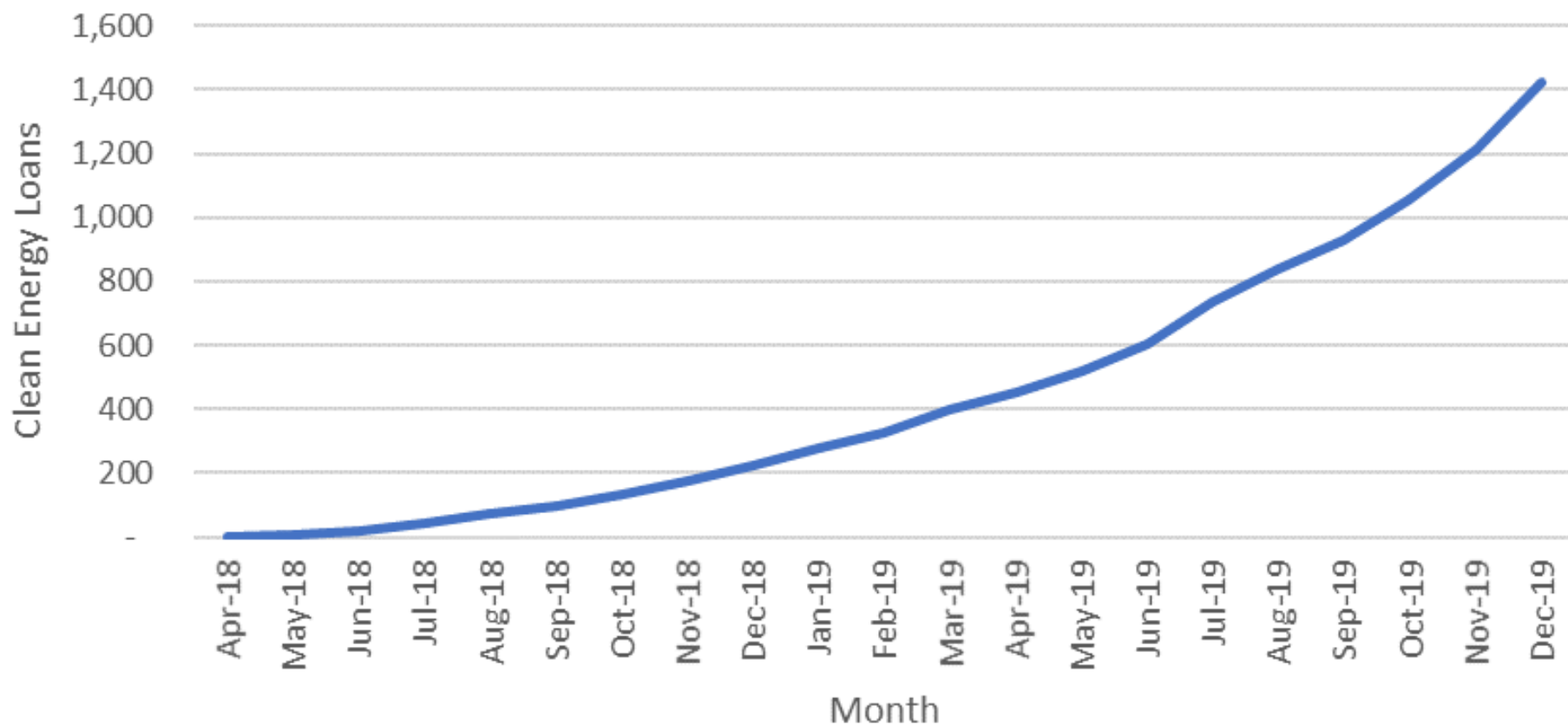
Terri Mickelsen, CEO

We thank you for your support and for putting your trust in us to provide you solely with mission-aligned financial products and services that promote clean energy and environmental stewardship. We hope you'll continue to share our enthusiasm for Clean Energy Credit Union's mission, and we're exciting to continue working with you to help grow the clean energy movement!

We made substantial progress in our 2nd year

Metric	12/31/19	12/31/18	% change
Number of Members	1,196	597	100%
Member Deposits	\$10.0M	\$4.1M	144%
Loans Originated (Cumulative #)	1,423	223	538%
Loans Originated (Cumulative \$)	\$21.3M	\$3.9M	446%
Net Operating Income (Annual)	(\$0.2M)	(\$0.4M)	N/A
Donation Income (Annual)	\$1.2M	\$1.0M	20%
Net Income (Annual)	\$1.0M	\$0.6M	67%
Tons of CO2 offset (Cumulative est.)	100,000+	15,000+	567%

Cumulative Clean Energy Loan Originations (April 2018 to December 2019)

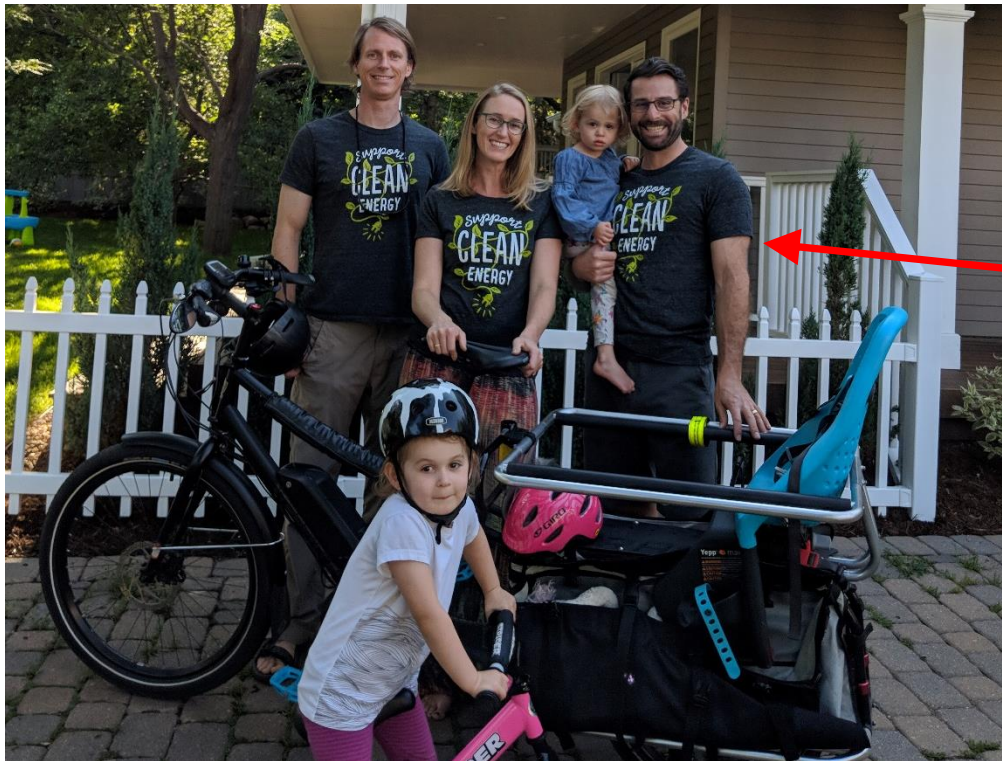


Our loans make it easier and more affordable for members to pursue their clean energy projects



Reminder: please send us your photos!!

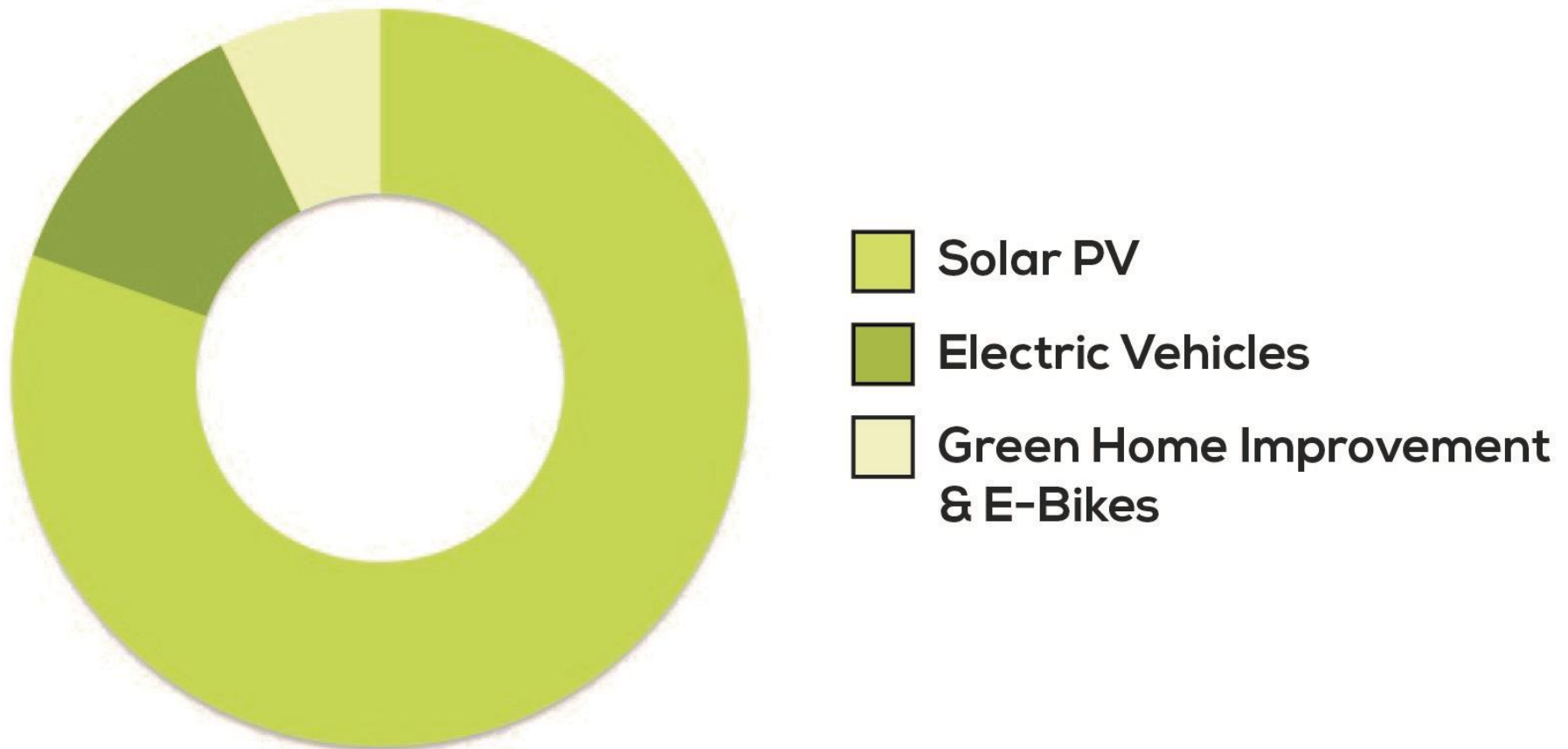
Send us your project photo, and we'll send you Clean Energy Credit Union apparel (e.g. t-shirt, baseball cap, hoodies, etc.)



“Support
Clean Energy”
t-shirts

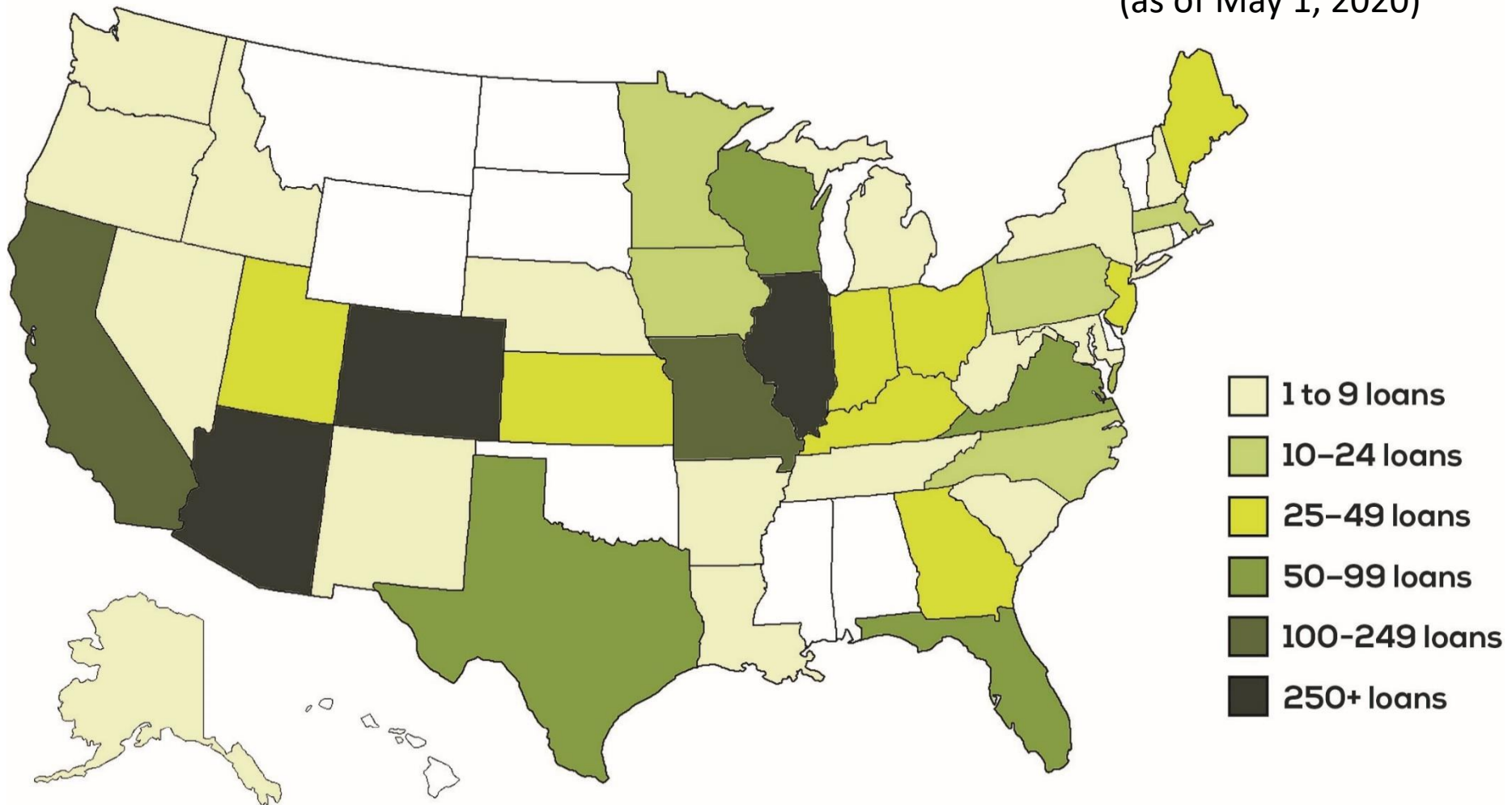
Clean Energy Loans Dollar Distribution

(as of May 1, 2020)



Clean Energy Credit Union Loan Distribution by State

(as of May 1, 2020)



Our clean energy loans are made possible by our collective member deposits

As of December 31, 2019

Deposit Type	# of Accounts	\$ in Accounts
Savings Accounts	1,564	\$5.9 million
Clean Energy CDs	51	\$4.1 million
TOTAL	1,615	\$10.0 million

CEO update on COVID-19

- Our online-only business model hasn't changed
- Our operations haven't been affected
 - Most team members were already working remotely
 - All of member communications and transactions were already occurring via email, phone, in the cloud, etc.
- YTD 2020 shows ongoing and significant growth over the same period in 2019

Report from our Board of Directors

Our 2019 Board of Directors was comprised of these seven members:



Blake Jones
Chair



Paul Melamed
Vice-Chair



Brad Blackwell
Treasurer



Dan Yechout
Secretary



Michelle Greenfield



Tom Teynor



Dan Kester

Board of Directors Election

Paul and
Brad's term
expired



Blake Jones
Chair



Paul Melamed
Vice-Chair



Brad Blackwell
Treasurer



Dan Yechout
Secretary



Michelle Greenfield



Tom Teynor



Dan Kester

Board of Directors Election

Paul and Brad
were re-elected to
3-year terms



Blake Jones
Chair



Paul Melamed
Vice-Chair



Brad Blackwell
Treasurer



Dan Yechout
Secretary



Michelle Greenfield



Tom Teynor



Dan Kester

Expanding our “Field of Membership” (FOM)

We added seven new mission-aligned organizations to our “field of membership” (FOM). Members of the following organizations are automatically eligible to join Clean Energy Credit Union:

- 1) American Solar Energy Society (our original FOM organization)
- 2) Georgia Solar Energy Association
- 3) Green America
- 4) Greenhome Institute
- 5) Midwest Renewable Energy Association
- 6) RENEW Wisconsin
- 7) Renewable Energy Owner’s Coalition of America
- 8) Texas Solar Energy Society

NOTE: others are coming soon!! Please introduce us if you know of any mission-aligned member-based organizations that may be a good fit

Fundraising – Results To Date

We've received over \$2.65M in donations from:

- 7 foundations
- 9 companies
- 600+ individuals

→ **THANK YOU TO ALL OUR DONORS!!**



Fundraising: New Team Member

We recently hired Ken Boyden as our Development Director

Welcome Ken!!



Please reach out to Ken if you know any potential donors or environmental foundations that might be a good fit:

ken.boyden@cleanenergycu.org

Fundraising: Future Outlook

- Our goal is to raise another \$3.5M in donations in 2020-2022
- Each \$1 in donations allows us to accept \$14 in deposits

Our credit union is investing in technology and personnel to expand its offerings

Introduced in 2019:

- Online loan application portal (for faster loan decisions)
- Online dealer portal
- Residential geothermal system loans
- Longer term loans (15 years)
- Higher loan limits (\$70K)

Our credit union is investing in technology and personnel to expand its offerings

Coming soon before the end of 2020:

- Money Market accounts
- Checking accounts
- Debit cards
- “Shared branch” and “shared ATM” services at partner credit union branches across the U.S.
- Longer term loans (20 years)
- Higher loan limits (\$90K)
- Continued enhancements to our online and mobile banking applications

New debit card design



Thank you to our Staff

We're so grateful to have such an amazing team of staff who are passionate about our credit union and its mission. Thank you for all of your hard work and dedication!!



Terri Mickelsen
CEO



Ejaye Gilbert
Operations Mgr Strategic Partnerships



Rick Tazelaar



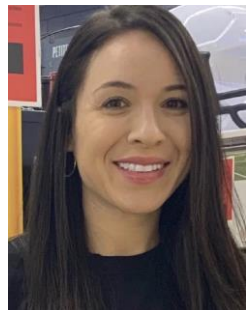
Jeff Recker
VP of IT



Sherah Erickson
Loan Officer



Emily Wynne
Member Services



Jessie Etkin
Member Services



Allison Brickner
Member Services



Shelly Houston
Member Services



Jon Ernst
Dealer Services



Ken Boyden
Development Dir.



Chris Aubert
Loan Officer

2019 Financial Report from our Treasurer

Summary Balance Sheet

As of December 31, 2019

Unaudited and Rounded

Loans	\$18,313,642
Less: Total Participations	(6,937,688)
Less: Allowance for Loan Losses	<u>(108,107)</u>
Net Loans	11,267,847

Cash and Investments	2,172,336
Fixed Assets, net of depreciation	75,006
Other Assets	<u>81,482</u>
Total Assets	<u>\$13,596,672</u>

Total Liabilities	\$2,043,587
Members' Equity (Shares)	9,969,812
Net Worth	<u>1,583,272</u>
Total Liabilities and Equity	<u>\$13,596,672</u>

Summary Income Statement

For the year ended December 31, 2019

Unaudited and Rounded

Interest Income	\$580,427
Cost of Funds	<u>(55,384)</u>
Net Interest Income	525,043

Provision for Loan Losses	(75,817)
Non-Interest Income	84,248
Operating Expenses	(716,809)
Non-Operating Expenses	(\$3,680)
Donations	<u>1,173,000</u>
Net Income	<u>\$985,985</u>

Key Ratios

Loan to Share Ratio	113.0%
Loan to Assets Ratio	82.9%
Return on Assets (ROA)	7.3%
Delinquency Ratio	0.0%
Net Worth Ratio	11.6%

Report from our Supervisory Committee

Our Supervisory Committee is currently comprised of these three members:



Jennifer Meyers



Amanda Bybee



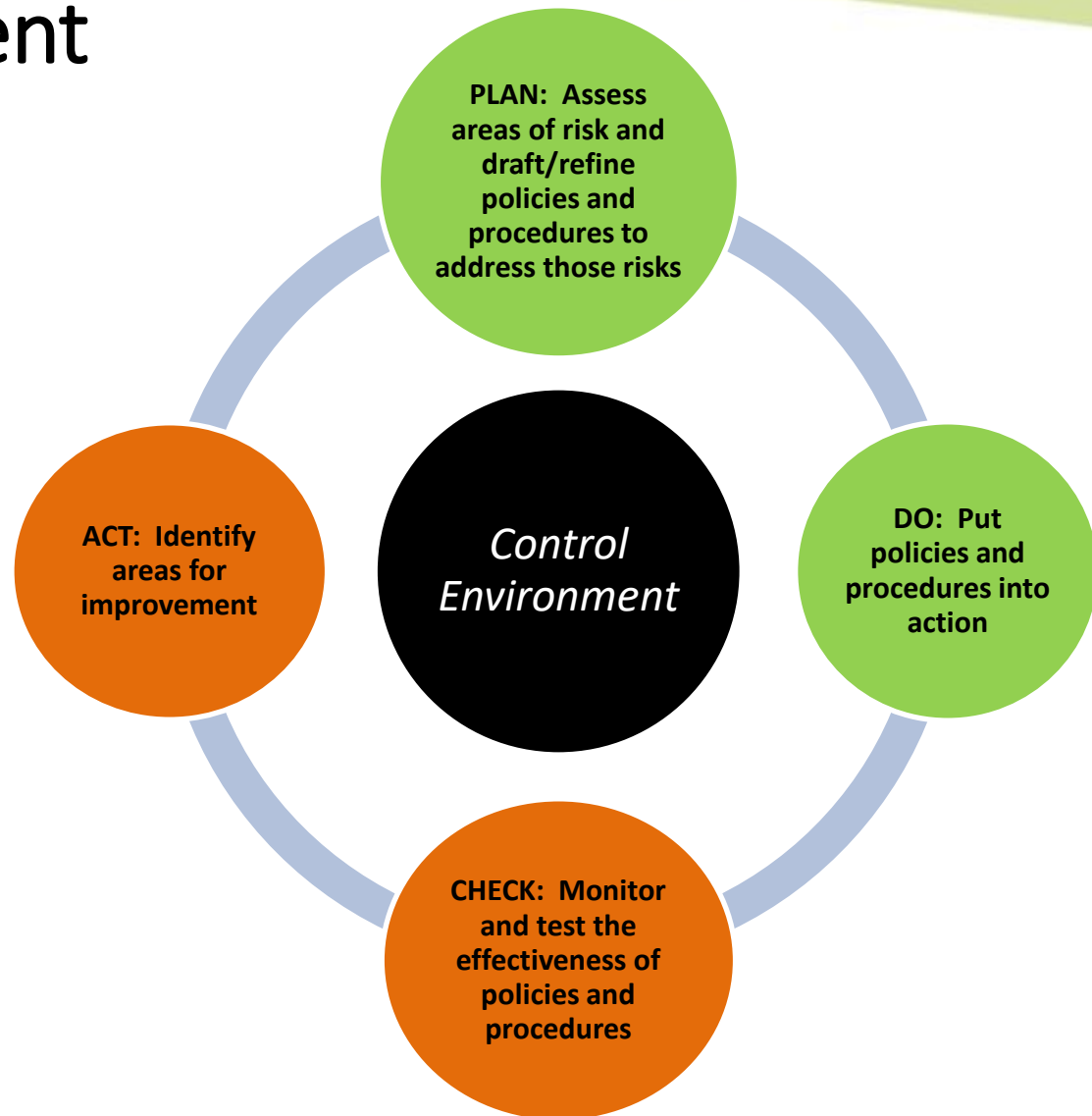
Amanda Kobza

The purpose of the Supervisory Committee is to ensure that:

- The policies established by the Board of Directors are being properly administered
- Management has established a control environment adequate to safeguard the Credit Union's assets
- Accounting records and financial reports are timely prepared and accurately reflect the Credit Union's financial condition and results of operations.

Control Environment

- A *Control Environment* is made up of an entity's organizational structure, processes, policies, and standards that are utilized to safeguard assets.
- Maintaining an effective control environment requires a “continuous improvement” mindset, which can be illustrated by the Deming cycle shown on the right. The Supervisory Committee provides support to management in the “Check” and “Act” phases of the cycle.



Audits and Reviews

- The Supervisory Committee conducted 15 internal reviews during 2019 (extending into early 2020), providing several recommendations to management to further enhance the control environment.
- In addition, an independent review of the Credit Union's 2019 financial records and accounting operations (called "Agreed Upon Procedures"*) is now in process, to be completed by the firm Singer Lewak LLP (f/k/a Holben Hay Lake Balzer CPAs LLC).

***Management has provided satisfactory responses/
plans of action for all recommendations.***

**Note: An opinion audit is not required for credit unions under \$500MM in total assets.*

Report from our Credit Committee

Our Credit Committee is currently comprised of these three board members:



Michelle Greenfield



Paul Melamed



Blake Jones

The primary purpose of our Credit Committee is to:

- Assist the Board of Directors in reviewing credit policies and risk
- Take a closer look at member loan applications that fall outside of our normal underwriting guidelines

Report from our Credit Committee

- In 2019, our Credit Committee reviewed 19 member loan applications:
 - 9 approvals
 - 10 rejections
- In 2019, our Credit Committee began surveying a random selection of our members to ask about their overall experience in getting a loan from Clean Energy Credit Union

How can our Members help?

- 1) Apply for a loan if you need financing for a clean energy project of an electric vehicle (which can also be re-financed).
- 2) Open a checking account in Summer 2020 and get a debit card.
- 3) Consider depositing more money in your account to help us keep up with our ever-growing loan demand.
- 4) Tell your friends about joining our credit union and making a deposit to directly support clean energy projects.
- 5) Help us recruit mission-aligned team members by referring your friends who have credit union, banking, or lending experience.
- 6) Introduce us to any mission-aligned, potential donors or environmental foundations.
- 7) Send us a photo of your clean energy projects that are financed by Clean Energy Credit Union.
- 8) Tell us how we're doing! Please provide your feedback and help us improve our services.



Q&A

Any questions?

Or you can ask us questions later at any time:

info@cleanenergycu.org