



Annual Report 2017

Our Impact

ENERGY EFFICIENCY

562,289 kWh saved
equivalent to...

 **418** tons of greenhouse gas emissions

 **52** homes taken off the grid for 1 year

 **90** cars taken off the road for 1 year

 **67,475** annual cost savings after improvements

SOLAR

 **90** residential installations

 **2** commercial installations

 **884** kW installed

 **2,348,668** construction value to Virginia firms

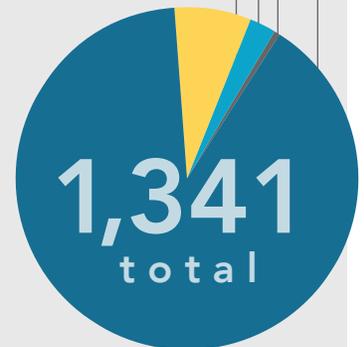
CLIENTS

1,205 low-income multifamily households

5 commercial buildings

35 low-income single family homes

96 single family homes



A Year of Change and Commitment

The Time to Take Action on Climate through Energy Efficiency is Now

2017 was a year of sweeping policy shifts in energy and environmental protection at the federal level. It was also a year of catastrophic weather events that challenged electric grids and raised awareness of the effect climate change is having on our weather patterns.

From the start, LEAP recognized 2017 as a year we would truly need to solidify our role as a catalyst for Virginia's clean energy future by working at a local level with our municipal government partners, our utility partners and our nonprofit partners to promote energy efficiency and on-site generation of renewable energy sources. Together, we encouraged the communities we serve to take action in their own buildings to reduce the impact of our greenhouse gas emissions as though signing our own name to the Paris Climate Agreement.

Through our programs, we provided solutions and made improvements to the energy performance of 1,431 homes and businesses, and we enabled 884.25 megawatts of new solar generation in Virginia. We took a stand.

Along the way, we touched lives. LEAP's mission isn't only to save energy and facilitate renewable energy generation; it is to do so by acting as a building owner's advocate and trusted advisor. When we have a conversation with a family or a business owner about ways to reduce their energy usage or to go solar, we're talking to them about how much their utility bills are costing them, whether their home is safe and comfortable and the value of their home which is the heart of their family, or their business, which is the result of all their hard work and determination. We help improve the well-being of families and businesses and, by extension, our communities.



Doubling down on our commitment to our mission in 2017 at a community level meant strengthening our partnerships with other organizations that have helped LEAP deliver its programs over the years, and developing new partnerships. We give a heartfelt thanks particularly to Community Housing Partners, the City of Charlottesville, the Northern Virginia Regional Commission, Piedmont Environmental Council, Albemarle Housing Improvement and Fairfax County for helping us meet and exceed our goals in 2017.

LEAP has always been a resilient organization. In 2017, we grew even more determined to deliver results that make a measurable impact. We helped advise policy makers, we helped improve utility conservation programs, we helped local governments work toward their environmental sustainability goals. We educated residents and businesses to help spread the word that we all need to act and the time is now.

LEAP is a recognized nonprofit leader and a trusted partner. Together, we can all achieve Virginia's clean energy future.

Lesley Fore | Executive Director

LEAP GOVERNANCE BOARD

Will Cleveland | Staff Attorney,
Southern Environmental Law Center

Norman Dill | Board of Supervisors Member,
Albemarle County

Deborah Lawrence | Professor,
Environmental Sciences, University of Virginia

Robert Lazaro | Executive Director,
Northern Virginia Regional Commission

Andy Lowe | Environmental Compliance Manager,
Albemarle County

Ann Mallek | Board of Supervisors Member, Albemarle County

Matt O'Hare | Associate Director, Navigant

Oliver Price | Director of Member Services and
Community Relations, Rappahannock Electric Cooperative

William Prindle | Vice President, ICF International

Kristel Riddervold | Environmental Sustainability Manager,
City of Charlottesville

Mike Signer | Council Member, City of Charlottesville

David Slutzky | Research Associate Professor at the
University of Virginia, Founder & President, Fermata Energy

Annie Suttle | Marketing Consultant,
Kim Lundgren Associates, Inc.

Comfort, safety and savings for Charlottesville family

- Attic and eave insulation
- Ductless mini-split HVAC upstairs
- Bathroom exhaust fan
- Dryer venting
- Crawlspace ground cover



“ After the improvements, we are so cozy in our home even in the recent freezing weather. My granddaughter’s room is the right temperature and quiet without a space heater or window air conditioner.

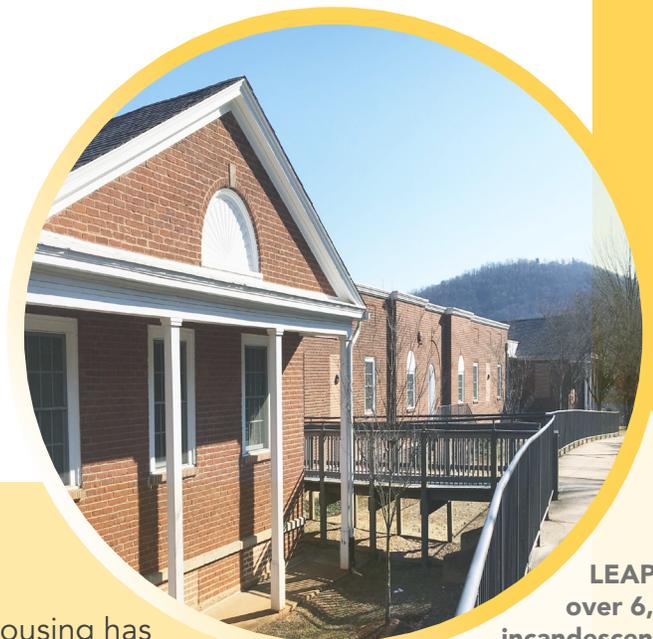
LEAP was always consistent and professional throughout the work. They always told me when they were coming, who would be coming, how long they would stay and what they would do. And they always cleaned up afterwards! First class service. ”

- Charlotte and Ralph Terrell | Charlottesville

Over 7,000 families in central and northern Virginia served by LEAP’s energy efficiency and solar programs since 2010.

Many small upgrades make a big difference at Monticello Vista multifamily

- Attic Insulation
- Attic air sealing
- LED bulbs
- Water saving showerheads
- Water saving kitchen aerators



“ LEAP provides a critical resource towards solving issues of both economic and environmental sustainability. Affordable housing has been on the vanguard of energy efficiency efforts for a long time. Reducing energy consumption saves money - that helps us support the low-income folks we serve. Reducing energy consumption also reduces our environmental impact - that helps everyone. It’s a win-win. ”

- Sunshine Mathon | Executive Director, Piedmont Housing Alliance

LEAP replaced over 6,000 incandescent light bulbs in multifamily units with energy-saving LEDs in 2017!

What We Do

ENERGY ASSESSMENTS

LEAP performs several levels of assessments for homes and businesses to identify how your building is using energy, health and safety issues, and what improvements you could make or renewable energy systems you might install. Many assessments are supported by utility rebates and local grants.



LEADING VIRGINIA

LEAP helps drive Virginia's clean energy conversation by working with partners including the Virginia Energy Efficiency Council, the Board of Housing and Community Development, the Northern Virginia Regional Commission, MDV-SEIA, the Virginia Department of Mines, Minerals, and Energy, the Multifamily Energy Efficiency Coalition, Southeast Energy Efficiency Alliance, Piedmont Environmental Council, Viridiant, utilities, solar and efficiency contractors, and more.

WEATHERIZATION

LEAP is an official provider of Dominion Energy's EnergyShare weatherization program. This program provides energy efficiency services at no cost to qualified owners and renters, or landlords and property managers whose residents qualify. LEAP also provides weatherization to qualifying Charlottesville and Albemarle residents through local government grants, as well as customers of Columbia Gas and Appalachian Power through their utility conservation programs.



EDUCATING OUR COMMUNITIES

We go into schools, to neighborhood and homeowner associations, to PTOs, attend community events and hold our own events throughout the year to encourage energy efficiency and solar power and to educate on their potential to combat climate change.

SOLAR

Our Solarize outreach initiatives are co-sponsored with local partners and serve as a one-stop-shop for community members to learn more about solar power options for their homes or businesses and to facilitate the installation and financing of their own project. We also work with vetted solar contractors so that you get the best price and service possible. LEAP's 2017 Solarize campaigns put solar within reach for residents of Alexandria, Loudoun, Vienna, Fairfax City and County, Falls Church and the Piedmont of Virginia.



CONNECTING CONSUMERS

We connect homeowners with local and federal incentives and rebates, special financing, and utility rebates.

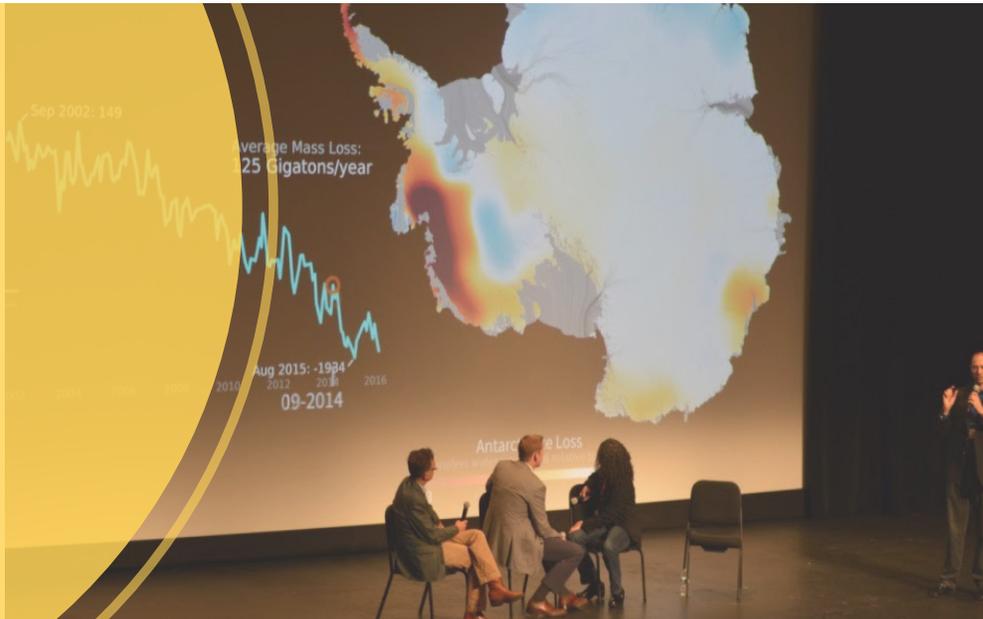
SERVING LOCAL GOVERNMENTS

LEAP's programs and expertise support climate and energy policies and goals throughout Virginia.

Selected 2017 Accomplishments

Before the Flood screening Paramount Theater | May 25

- 800+ filmgoers inspired and empowered
- Distinguished panel of local and national experts
- Local organizations offering climate solutions
- 18 energy aware sponsors



Winner of the 2017 Leadership Award from Virginia Energy Efficiency Council for Solarize NoVA program with Northern Virginia Regional Commission.



2.5 megawatts of new solar power since 2014 through our Solarize campaigns.

20+ active partnerships with local governments, housing organizations and other nonprofits, community groups and businesses.

2,000+ people reached with energy efficiency messages through outreach at community events.

50 elementary and high school students engaged with direct, hands-on presentations and activities.



Since 2010, over 20 Gigawatt hours of energy and \$2.4 million saved through LEAP's energy efficiency programs ... and counting.



“That’s our vision —
a clean energy future.”

Energy production and use is the largest source of global greenhouse-gas emissions, which in turn trap heat in our atmosphere, thereby raising the temperature on our planet. Our ever-increasing population and resulting energy use are accelerating climate change and imperiling our future.

Residential use accounts for 21% of all energy consumed in the U.S. Now, imagine if we could reduce that to 15%, 8%, or even 0%. Imagine if we reduced our dependence on emission producing energy sources through energy efficiency and renewable energy generation.

That’s our vision—a clean energy future.

At LEAP we have always known the importance of our work in mitigating climate change. In 2017, we doubled down on our commitment to energy efficiency and clean energy as a means of combating climate change, linking it directly to the work we do. We move into 2018 with this commitment front and center as we continue to work toward energy efficiency for all and a clean energy future.



608 Ridge St.
Charlottesville, VA 22902



Printed on 100% post-consumer recycled fiber