



2016 ANNUAL REPORT

ENERGY EFFICIENCY

1.38 Gigawatt hours of energy saved

103 Equivalent homes off grid for 1 year

\$152,335 Annual cost savings after improvements

SOLAR

88 Residential installations

\$1,768,634 Construction value to Virginia firms

576.71 kW installed

100 Low-income single family homes

885 Low-income multifamily homes

397 Single family homes

1,382 Total homes touched in **101** different zip codes



THE URGENCY AND THE OPPORTUNITY HAVE NEVER BEEN GREATER.

At LEAP, we're out in the field every day proving that energy efficiency is the least cost energy resource and that distributed solar power is a vastly untapped opportunity here in Virginia. We come to your home or business with the expertise to help you understand where your money is going and how best to invest in comfort and efficiency and your own solar power instead of paying endless energy bills. When we can, we even bring money: utility company or government incentives to reduce the cost of improvements, sometimes to zero. But in every case, LEAP staff bring a genuine concern for your family's well being, for your business's productivity, and for the global imperative that we speed up society's transition to clean energy.

When I was a kid in Culpeper in the 1970s, we went ice skating on local ponds most every winter. In the 2010s, we're watching cherries bloom in February - routinely. With federal leadership melting away, state and local institutions like LEAP are now that much more critical to the causes of environmental protection and responsible energy policy. Together with our many partners, LEAP helped 1,382 families in 2016 - across 101 Virginia zip codes. That brings the total families served since LEAP's founding in 2010 to 7,126.

In 2017 we'll be stretching to serve even more communities across the Commonwealth. Join us in this movement. There's never been a more critical time. The opportunities - from the traditional basics of insulation and air sealing to the plunging cost of solar to the latest new technologies - make now a great time for you to invest. The urgency - in the face of massive backtracking on hard-won environmental progress coupled with the widespread impacts of climate change - makes now the right time for us all to do more.

Andrew Grigsby, LEAP Executive Director



"I saw an article in the *Free-Lance Star* about a meeting promoting Solarize Fredericksburg in which a LEAP representative summarized the benefits of solar systems. LEAP was very responsive when I requested an energy audit and confirmed that our new home in Spotsylvania might qualify for a solar system. The cost of our installation by Altenergy was about \$10,000 less than the cost of our previous solar system. We are very thankful for the benefits received due to the Solarize Fredericksburg project. "

Mark & Mary Abernathy, Spotsylvania County



IN 2016, LEAP'S SERVICES AND PROGRAMS INCLUDED:

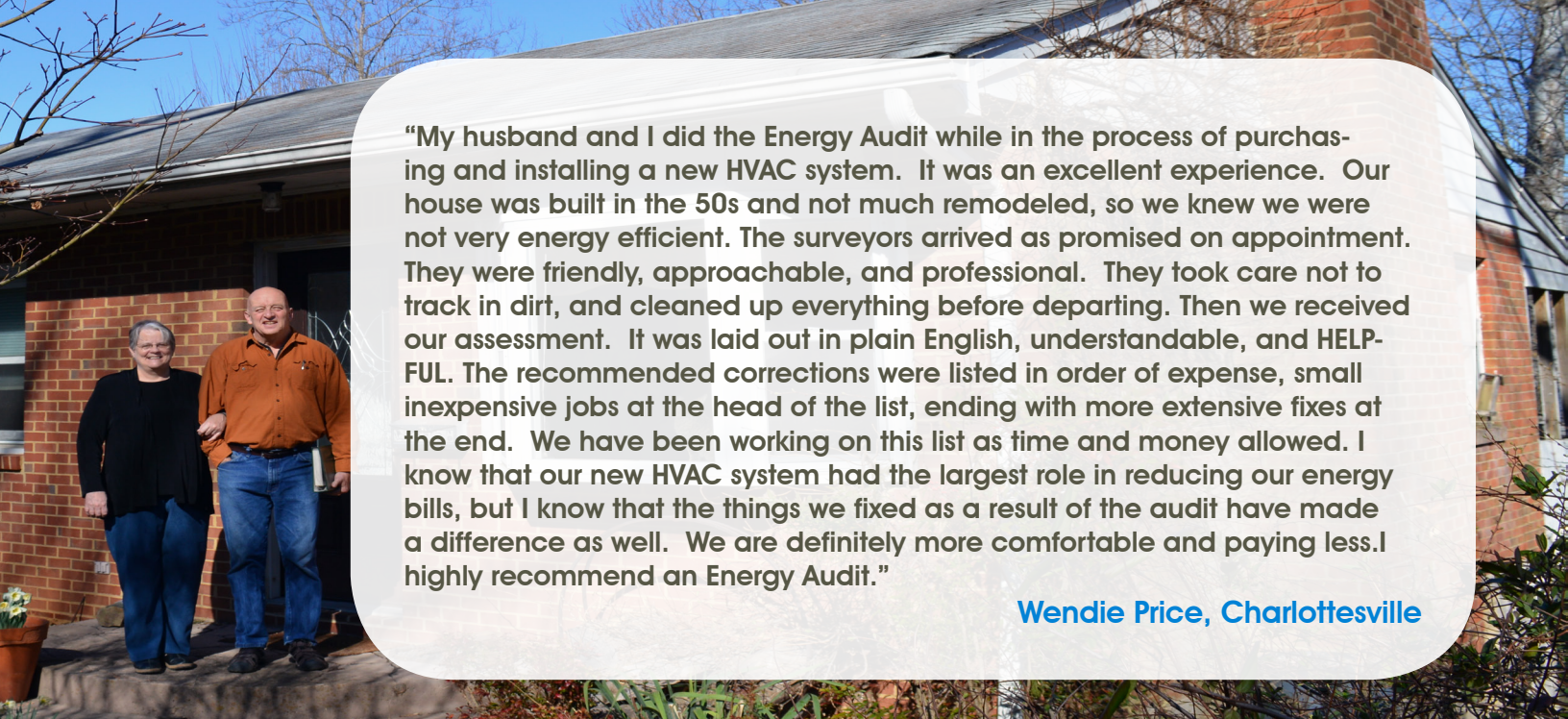
- **Energy Assessments** for 300+ homes and buildings of all kinds - many supported by utility rebates and local grants.
- **Weatherization Services** for almost 1000 low-income and elderly households - using funding from Dominion Virginia Power.
- **Solarize Campaigns** for Charlottesville/Albemarle, Purcellville, greater Fredericksburg, Alexandria, Vienna, Fairfax City, Reston, Falls Church, and Loudoun County.
- **Connecting Consumers** to incentives from the City of Charlottesville, the US government, Dominion Power, and Appalachian Power.
- **Serving Local Governments** with programs, expertise, and support for their climate and energy policies and goals
- **Educating our Neighbors** with more than 20 community presentations and events covering opportunities in energy efficiency and solar power.
- **Leading Virginia toward Clean Energy Solutions** by working with partners including the Virginia Energy Efficiency Council, the Northern Virginia Regional Commission, the Richmond Region Energy Alliance, Albemarle Housing Improvement Program, VA-SUN, the Multi-Family Energy Efficiency Coalition, Community Housing Partners, the Responsible Energy Codes Alliance, Southeast Energy Efficiency Alliance, Viridian, UVA Community Credit Union, Piedmont Environmental Council, Charlottesville and Alexandria Housing Authorities, state agencies, utilities, solar and efficiency contractors, multi-family property owners, and more.



"Our organization, same as many other [housing authorities], are always in a hot spot as to where to put the limited funds they receive when there is so many other priorities related to the physical conditions that have preference for the available funds, hence, having the opportunity to partner with LEAP for this program was not only a great experience, but also provided us with very much needed energy saving improvements that will go on for a long time for the benefit of our residents."

Chaba Josa, Alexandria Redevelopment and Housing Authority





"My husband and I did the Energy Audit while in the process of purchasing and installing a new HVAC system. It was an excellent experience. Our house was built in the 50s and not much remodeled, so we knew we were not very energy efficient. The surveyors arrived as promised on appointment. They were friendly, approachable, and professional. They took care not to track in dirt, and cleaned up everything before departing. Then we received our assessment. It was laid out in plain English, understandable, and HELPFUL. The recommended corrections were listed in order of expense, small inexpensive jobs at the head of the list, ending with more extensive fixes at the end. We have been working on this list as time and money allowed. I know that our new HVAC system had the largest role in reducing our energy bills, but I know that the things we fixed as a result of the audit have made a difference as well. We are definitely more comfortable and paying less. I highly recommend an Energy Audit."

Wendie Price, Charlottesville

"We can't thank LEAP enough for selecting one of our properties to receive the Dominion Virginia Power grant funds. One year after LEAP's Weatherization work, we have seen a 16% overall reduction in the amount of gas consumed. Combined with falling gas prices this amounts to a 21% reduction in our gas bills in the first full year. The additional insulation makes the apartment easier to heat and cool improving the overall comfort of the residents. The process had far less paperwork than other government grant projects and produced real immediate results for the residents on their electric bills and for their general comfort in the apartment homes."

Alex Cannon, Vice President, Cannon Properties



Like me, you've probably heard the phrase "think globally, act locally." But what does that really mean? Around Charlottesville and other Virginia communities, it means LEAP when it comes to meeting our energy and environmental challenges. LEAP is your local source for clean energy, from sealing and insulating your home or business, or getting solar panels on your roof. The City of Charlottesville, Albemarle County, Northern Virginia governments, area utilities, and the Uni-



versity of Virginia are all represented on LEAP's board. And we've accomplished a lot in LEAP's seven years—thousands of homes upgraded and hundreds of solar systems installed. Our families and businesses are better off in two ways: by saving money on energy bills, and by lightening our environmental footprint, so that our children and their children enjoy more sustainable buildings and a more sustainable planet. To keep LEAP strong as our clean energy hub, we all need to do our part: by committing to upgrading our homes and businesses, and by supporting LEAP financially and in other ways, such as referring friends, family, and workmates. Together, we can make Charlottesville and other Virginia communities even cleaner, healthier, and more prosperous.

Bill Prindle, LEAP Governance Board Chair

