



2020 Energy Savings

910,331 kWh
Total energy saved by work done in homes
+
1,336,138 kWh
2020 Solarize installs total savings
=
2,246,469 kWh
(192 homes' energy for one year)

NOTE: COVID-19 caused a temporary closure of LEAP's operations which is reflected in the numbers throughout

Our 2020 Impact by the Numbers

4,856

Lightbulbs installed

18,300

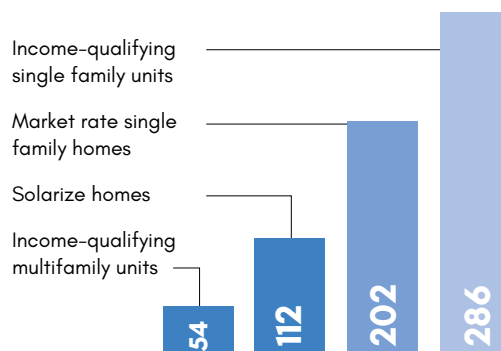
Gallons of water saved from installed faucet aerators

235

Attics insulated



Household Engagement by the Numbers



Did you know?

Insulating your home can have a major impact on its comfort – and result in major savings on your monthly utility bill. Insulation, along with proper air sealing, is the single most important measure LEAP recommends to maximize the energy use in your home year-round.

Our 2020 work resulted in the insulation of 235 income- or age-qualified households. LEAP insulates homes above and beyond the industry-standard to optimize savings of both energy and money while increasing comfort for the home residents.

Fact: Nearly 100% of the homes LEAP assessed were in need of additional insulation to improve their energy envelope.

2020 Solarize Campaign Outcomes



1,100.54 kW

Solar capacity installed

1.3 million

Estimated annual kWh production

\$2.8 million

Value of installs

\$12 million+

Cumulative value of installs (2014-2020)

Bringing energy efficiency home since 2009.

As a trusted nonprofit, LEAP delivers direct education and services for improved energy performance, resulting in cost savings for families and businesses; healthier, safer, and more durable buildings; and local jobs and economic growth.

LEAP matches home and business owners with the best programs, contractors, and financing options available, providing valuable upgrades like energy efficiency and solar panels – customized to their needs and budget.

“

“The energy audit performed by LEAP exceeded our expectations. It was thorough and thoughtful. We’re very pleased that our utility, Dominion Virginia, is finally offering such a service and look forward to saving on our electric bills.”

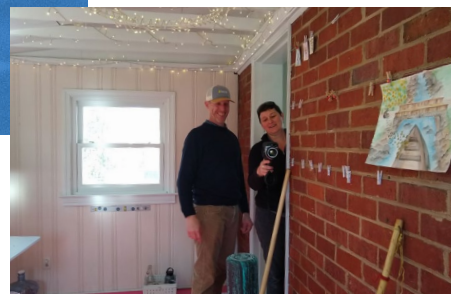
REAL CUSTOMER: **ROD K.**



REAL CUSTOMER: **VICTOR C.**

“

“LEAP recently performed various energy conservation services, helping us improve our overall quality of life. I highly recommend LEAP – I was very pleased with their work – and encourage everyone to donate, support, and use their services!”



Governance Board

Louis O’Berry, Chair

Energy Management Advisor
Rappahannock Electric Cooperative

Andy Lowe, Vice Chair

Environmental Compliance Manager
Albemarle County

Kristel Riddervold, Secretary

Environmental Sustainability Manager
City of Charlottesville

Chris Weatherford, Treasurer

Director of Project Management
Apex Clean Energy

Will Cleveland

Staff Attorney
Southern Environmental Law Center

Bob Lazaro

Executive Director
Northern Virginia Regional Commission

Ann Mallek

Board of Supervisors Member
Albemarle County

Michael Payne

City Councilor
City of Charlottesville

Bill Prindle

Vice President
ICF International

Annie Suttle

Marketing Consultant
Kim Lundgren Associates

Narissa Turner

Policy & Campaigns Manager – Clean
Energy & Climate
Virginia Conservation Network

Jesse Warren

Sustainability Program Manager for
Buildings & Operations
University of Virginia

A Letter from LEAP's Executive Director, Chris Meyer

So, 2020 happened. While I was happy to see it go, I'm optimistic for the future—especially based on what LEAP accomplished, despite the challenges the year threw at us. In 2020, LEAP continued its growth in many ways, from serving more clients to adding staff.

We added more low-income energy-efficiency programs to our portfolio that can now serve both gas and electricity customers in our main markets of Northern Virginia and Greater Charlottesville. Our Solarize program realized a record year, with 112 contracts and a new, successful campaign in the City of Fredericksburg. Our weatherization crew grew from 2 to 7 members, and they now utilize 3 trucks - up from only 1 at the start of 2020.

One topic in the spotlight in 2020 was racial (in)equity. Even before the events that occurred in the summer of 2020, LEAP was prioritizing outreach to marginalized communities for its services, and ensuring its workforce reflected its broad client base. This national reckoning certainly made LEAP take stock of our own impact and choices, causing us to reflect on what more we can do moving forward. We plan to continue listening to the voices in our community and to react in ways that best serve them. We remain committed to pursuing progress.

Thank you for your support and collaboration in 2020. Together, I hope we can continue to reduce home energy use, increase comfort, and expand rooftop solar installations in 2021.

Regards,



“

“We were having a horrible time trying to keep the house warm. Now I can actually throw the cover off of me at night.”

REAL CUSTOMER: **ROSEMARY M.**

LEAP Staff - By your side, on your side.

Employed as of March 2021

Despite the challenges of COVID-19, LEAP grew by 75% in 2020!



Norman Bell - Crew Leader

Lamont Bowles - Residential Efficiency Retrofit Technician

Germaine Calloway - Residential Efficiency Retrofit Technician

Kara Chipiwalt - Client Relations Coordinator

Matt Farrington - Crew Leader

Jamal Freeman - Crew Manager

Nancy Kliever - Finance Manager

Anthony Malabad - Home Energy Analyst

Chris Meyer - Executive Director

Dan Morgan - Home Energy Analyst

Erin Morgan - Marketing and Outreach Manager

Kevin Philpott - Crew Leader

Stephanie Ramos - Retrofit - Home Energy Analyst Apprentice

Wilson Ratliff, BPI BA - Technical Director

Katie VanLangen - Solarize Program Manager

Ryan Van Patten, BPI BA - NOVA Regional Manager

Ross Wood - Senior Building Analyst

Thank you to our partners!

Utilities

Charlottesville Gas | Columbia Gas | Dominion Virginia Power | Washington Gas

Municipalities

Albemarle County | Arlington County | City of Alexandria | City of Charlottesville | City of Falls Church
Fairfax City | Fairfax County | Town of Vienna | Northern Virginia Regional Council

Nonprofits

Albemarle Home Improvement Program | Charlottesville Renewable Energy Alliance
Community Climate Collaborative | Piedmont Environmental Council

Program Partners

A&J Heating and Air | Advanced Energy Concepts | Charlottesville Redevelopment and Housing Authority
Community Housing Partners | Fitch Services | Ipsun Solar | ReisingerGooch LLP | Solar Energy World
SunDay Solar | Think Little Home Energy | UVA Facilities Department | UVA Community Credit Union

