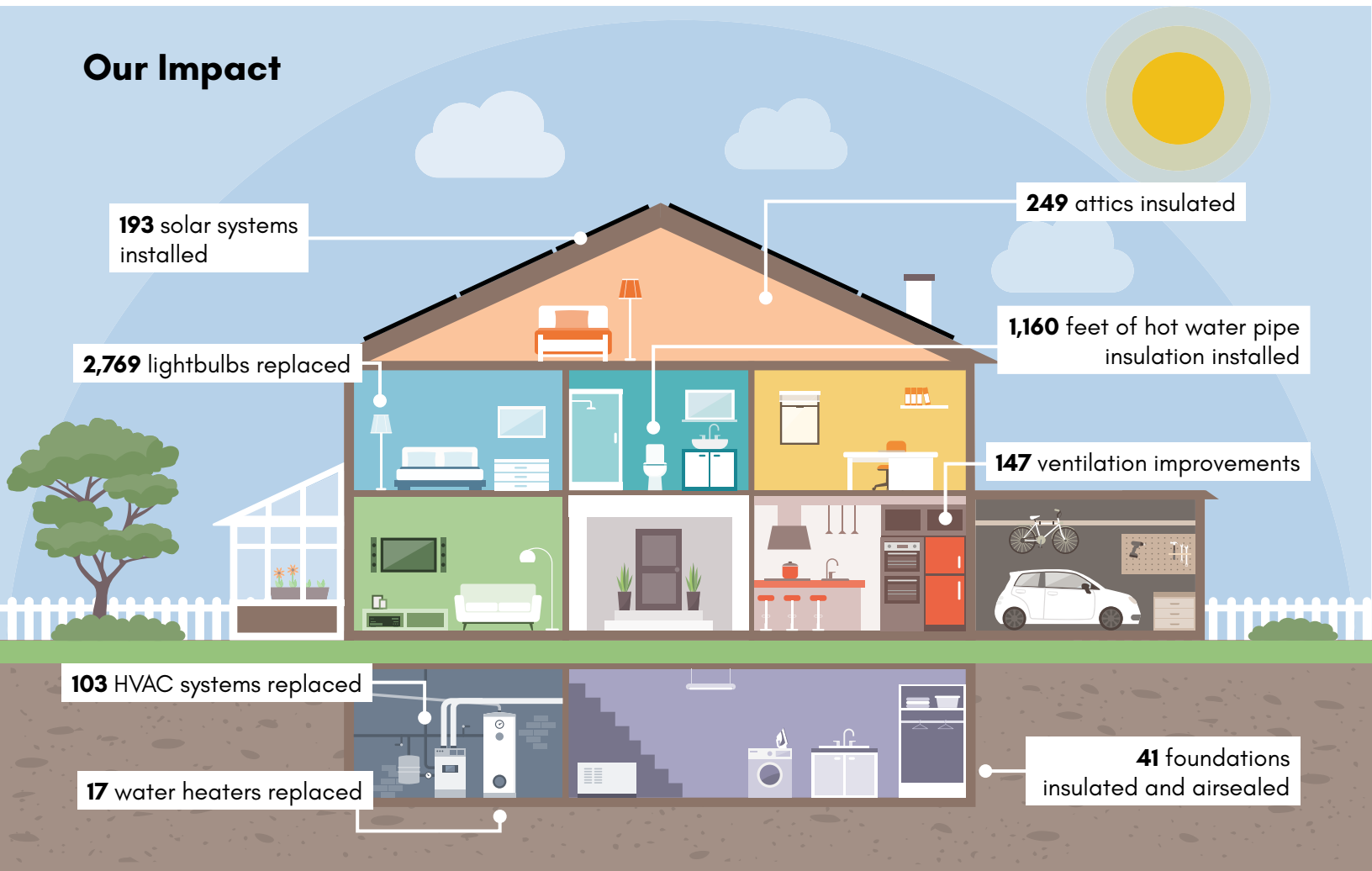


Our Impact



Our Work

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 individual needs and budgets.

Household Engagement by the Numbers

Multifamily units	187
Income-qualifying single family homes	263
Market-rate single family homes	275

2021 total energy savings:

3,288,661.23 kWh

Equivalent to 281 homes' energy use for one year

2021 Solarize Campaign



Solar Capacity Installed

1,894.27 kW

Annual kWh savings

2,299,45

Value of installs

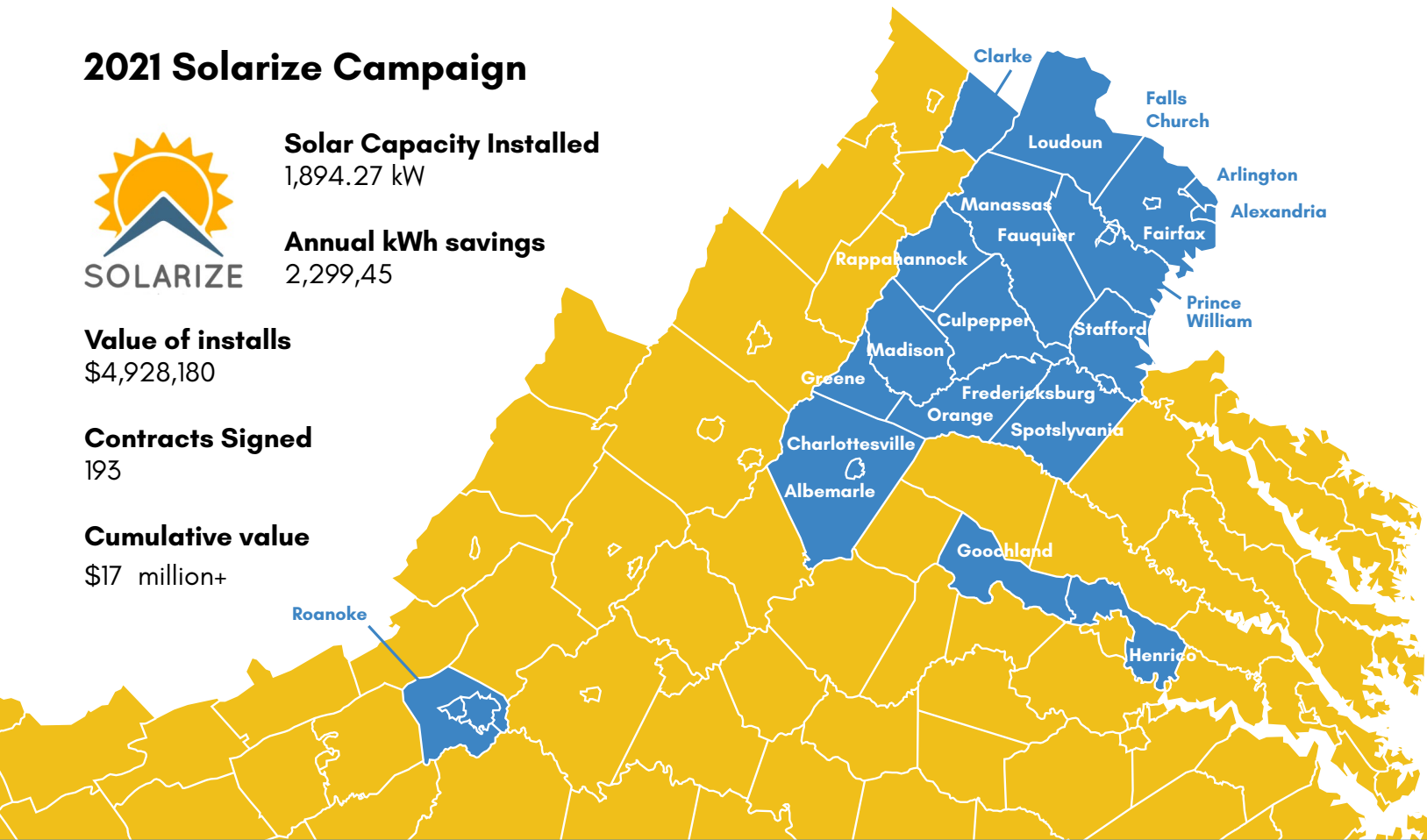
\$4,928,180

Contracts Signed

193

Cumulative value

\$17 million+



Part of our mission at LEAP is to make rooftop solar accessible to all families in Virginia, but the path to renewable energy is not always easy. HOA restrictions present an ongoing challenge for solar-seeking homeowners. This summer, LEAP helped the Taylor family, whose HOA had rejected their rooftop solar installation request.

New legislation clarified the restrictions HOAs can use to deny solar applications, yet many homeowners still face illegal rejections from their HOAs. After their initial application was denied by their HOA, LEAP helped the Taylor family educate their HOA Board – and successfully appealed the rejection! Kareem Taylor appreciated LEAP's assistance, saying, "For someone who is busy 12 hours a day, it is great to know I have someone on my side helping keep things moving along the way." With solar energy now powering their home, the Taylors can expect their energy bill to reduce by as much as 94%, saving them an estimated \$55,000+ over the next 25 years.



Solarize participants Kareem Taylor and his partner.

Kareem is glad to have found Solarize and is thrilled with his new home solar system. "In supporting LEAP, you are helping the average homeowner save the environment, and honestly to save money as well. It gives you that warm, fuzzy feeling to say, 'I am doing something that is bigger than myself.' Without LEAP, I would have never considered I could afford solar – now it is about to help me save money and benefit the environment."

"My bills have gone down by about \$40 per month, so in some months I don't even receive a bill from the power company!"

"LEAP was great! They were responsive, had great suggestions, and instilled in me that not only are the solar panels important, but reviewing a home's energy usage to reduce waste is the best way to cut down on electricity requirements and reduce the size and cost of the solar panel system."

A Letter from LEAP's Executive Director, Chris Meyer

2021 was another trying year, but I am very impressed with what our team was able to accomplish. LEAP served more low-income households than ever before, while the Solarize program installed a record number of rooftop solar systems. All of these efforts helped reduce energy bills and increase comfort while mitigating climate change.

We know that electrifying home space and water heating, cooking, and other household appliances has been recognized as a key climate change mitigation strategy. In 2021, LEAP piloted a household electrification program, and our understanding of how to help electrify low-income households will be critical. Through our efforts, we have learned that prioritizing propane and fuel oil transitions are the most impactful measures from an economic perspective, while also delivering the most GHG reductions for low-income households. We are looking forward to expanding this pilot in 2022.

LEAP returned to a financial surplus in 2021, after the financially debilitating 2020 caused by COVID. Our weatherization crews added expertise, moved to a larger warehouse, and added equipment and trucks to serve more households. We also began planning for community solar, something that will deepen our Solarize program offerings.

Thank you for your support and collaboration in 2021. I hope to have your assistance in 2022, as LEAP continues to assist households in their energy-efficiency and renewable energy journeys.

Regards,
Chris, LEAP Executive Director



"I would absolutely recommend LEAP to my friends and family! LEAP's work reduced my gas bill by 60% over last December and made the basement in particular much more comfortable."

"I can't thank [LEAP] enough for what you have already done and are still going to do to make our home more energy efficient! I never imagined when I reached out to LEAP that it would result in such generosity. I am so very grateful!"

LEAP Staff - By your side, on your side.

Employed as of January 2022



Lamont Bowles
Retrofit Technician

Kara Chipiwalt
Client Relations
Coordinator

Jamal Freeman
Crew Manager

Nancy Kliever
Finance Manager

Anthony Malabad, BPI BA
Home Energy Analyst

Chris Meyer
Executive Director

Dan Morgan, BPI BA
Home Energy Analyst

Erin Morgan
Marketing and Outreach
Manager

John Pinkston
Retrofit Technician

Stephanie Ramos
Assistant Crew Manager

Wilson Ratliff, BPI BA
Technical Director

Marquarius Smith
Crew Leader

James Thomas
Retrofit Technician

Katie VanLangen
Solarize Program Director

Ryan Van Patten, BPI BA
NOVA Regional Manager

Ross Wood, BPI BA
Senior Building Analyst

We Couldn't Have Done It Without You

LEAP Board

Louis O'Berry, Chair

Energy Services and Solutions
Administrator
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

Thank You to Our Partners

Utilities

Charlottesville Gas | Columbia Gas | Dominion Energy Virginia | Washington Gas

Municipalities

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

Nonprofits

Albemarle Home Improvement Program | Building Goodness Foundation | Charlottesville Renewable Energy Alliance
Community Climate Collaborative | Greater Charlottesville Habitat for Humanity | Piedmont Environmental Council
Piedmont Housing Alliance

Program Partners

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



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