

CLEAN ENERGY
CREDIT UNION



2024 ANNUAL MEETING

MAY 20, 2024



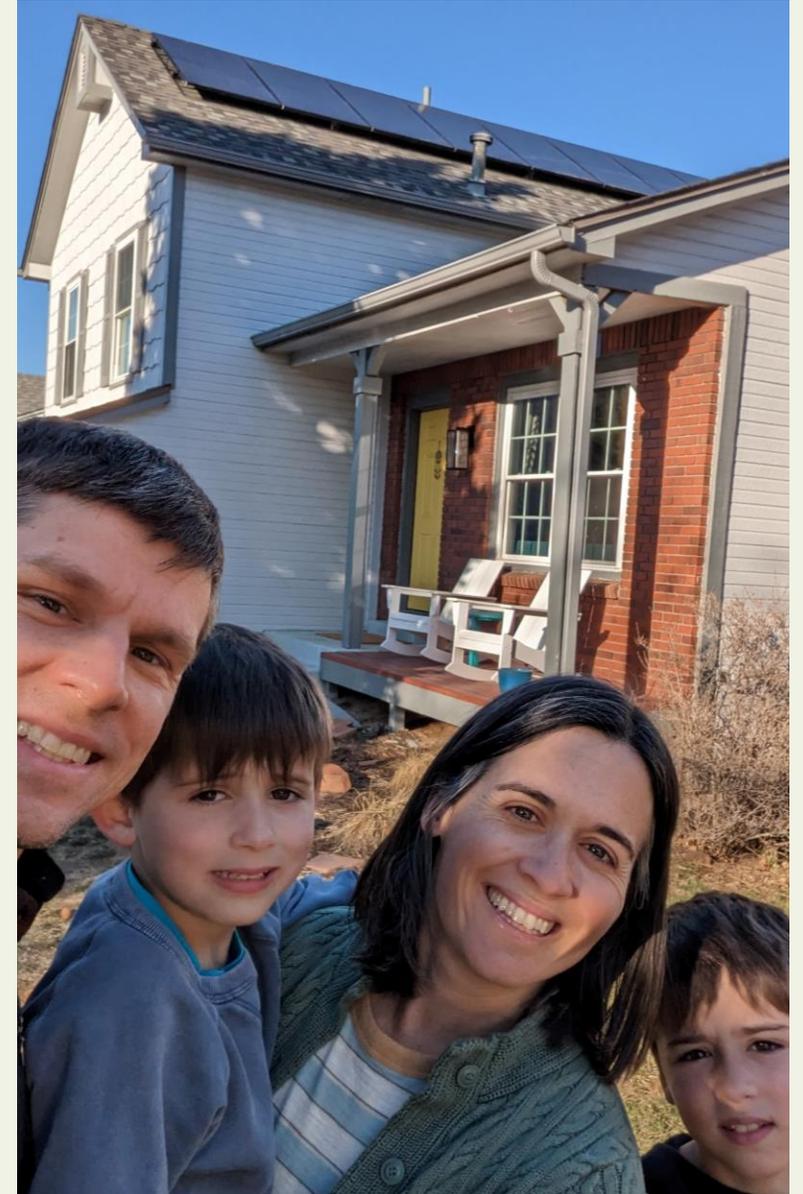
WELCOME TO OUR ANNUAL MEETING



Blake Jones
Board Chair

AGENDA

1. **VERIFY QUORUM**
2. **REVIEW ANNUAL MEETING MINUTES FROM MAY 2023**
3. **CEO REPORT**
4. **BOARD OF DIRECTORS' ELECTION RESULTS**
5. **REPORT FROM OUR BOARD OF DIRECTORS**
6. **2023 FINANCIAL REPORT**
7. **REPORT FROM OUR SUPERVISORY COMMITTEE**
8. **REPORT FROM OUR CREDIT COMMITTEE**
9. **Q&A: PLEASE ASK YOUR QUESTIONS IN THE CHAT**
10. **PRIZE GIVEAWAY!**



ANNUAL MEETING MINUTES FROM MAY 22, 2023

- REVIEW MEETING MINUTES FROM MAY 23, 2022
- REPORT FROM CEO, TERRI MICKELSEN
- ANNOUNCE RESULTS FROM 2023 BOARD OF DIRECTORS ELECTIONS
 - Karen Larson elected to 3-year term as Board Director
 - Brad Blackwell elected to 3-year term as Board Director
- REPORT FROM BOARD OF DIRECTORS BY ITS CHAIR, BLAKE JONES
- REPORT ON OUR FINANCIAL RESULTS FROM THE TREASURER, BRAD BLACKWELL
- REPORT FROM THE SUPERVISORY COMMITTEE CHAIR, AMANDA KOBZA
- REPORT FROM THE CREDIT COMMITTEE BY TANYA
- BOARD CHAIR PRESENTED WAYS THAT MEMBERS CAN HELP CLEAN ENERGY CREDIT UNION

REPORT FROM OUR CEO



Terri Mickelsen

CEO



REPORT FROM OUR CEO

As we convene for our 7th Annual Meeting, we take a moment to look back at the journey of our credit union, from its humble beginnings to now having funded over \$224 million in clean energy loans. Our mission remains at the heart of all our endeavors, serving as a yardstick for our success. This unwavering commitment fortifies our determination to imagine a world where participation in the clean energy movement is accessible to all.

Clean Energy Credit Union continued to experience great success in 2023. We added 4% in assets to end the year at \$53.6M maintained a 7% capital ratio and ROA of 2%. Our commitment goes beyond numbers investing this year in cyber security and process improvements to enhance the services we provide to our members. Some of these improvements have included a new phone system, ongoing security training, and a new member onboarding process making it easier to join.

We navigated 2023 facing a higher interest rate environment and embraced new opportunities throughout the year. Where being a small credit union has its own unique challenges, it also has its advantages as we are quick to adapt and make changes that helped us end 2023 with positive net income and in a well-capitalized position.

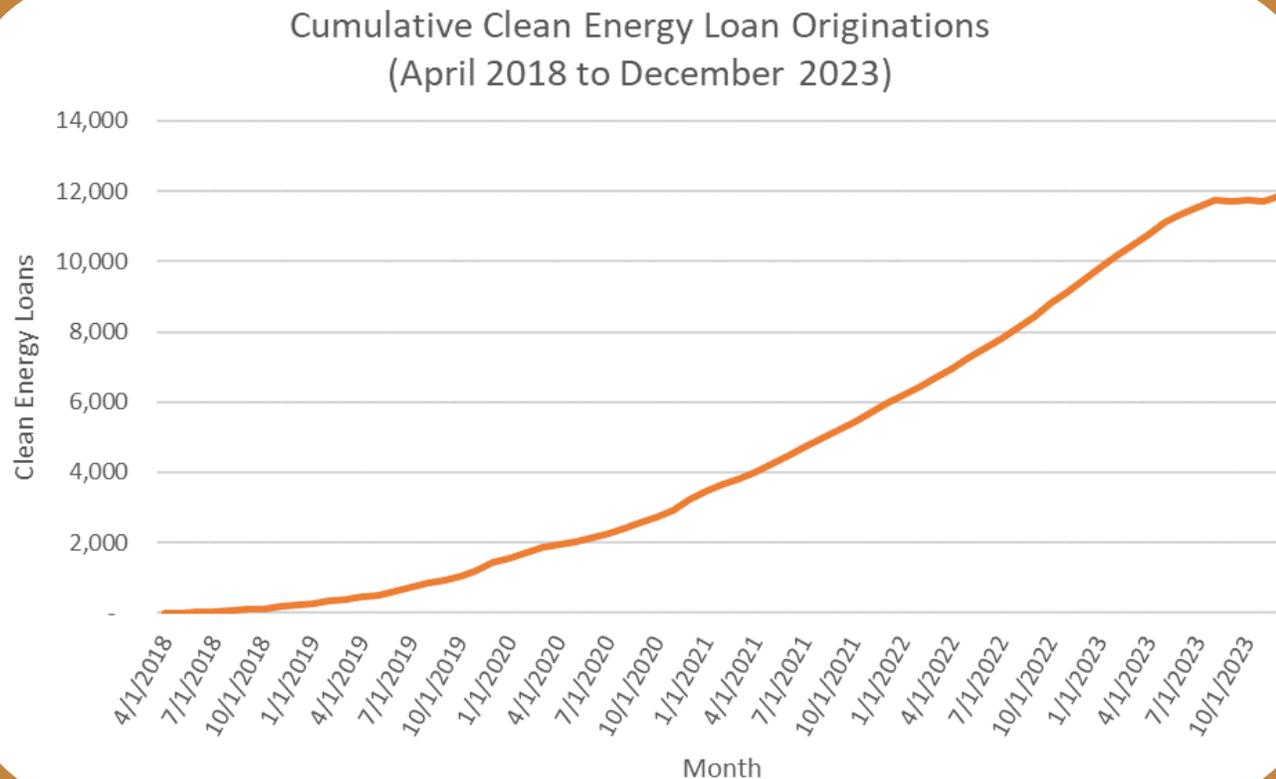
The Green House Reduction Fund (GGRF) is a historic opportunity to leverage funds to combat the climate crisis. Clean Energy CU worked throughout 2023 with organizations applying for the National Clean Investment Fund and Solar for All programs as part of the GGRF. We look to be a catalyst putting these dollars to work helping individuals in disadvantaged communities across the nation to help reduce the energy burden and increase adoption of clean energy.

As we look ahead to 2024, we look forward to compelling opportunities to further strengthen our commitment to our members and the communities we serve. Your trust, mission alignment and loyalty has been instrumental to our success, and we remain committed to upholding the standards you expect from us. Thank you for choosing Clean Energy CU as your financial partner. Your continued support inspires us to work harder to make an impact and stay focused on a better world.

ANOTHER GREAT YEAR

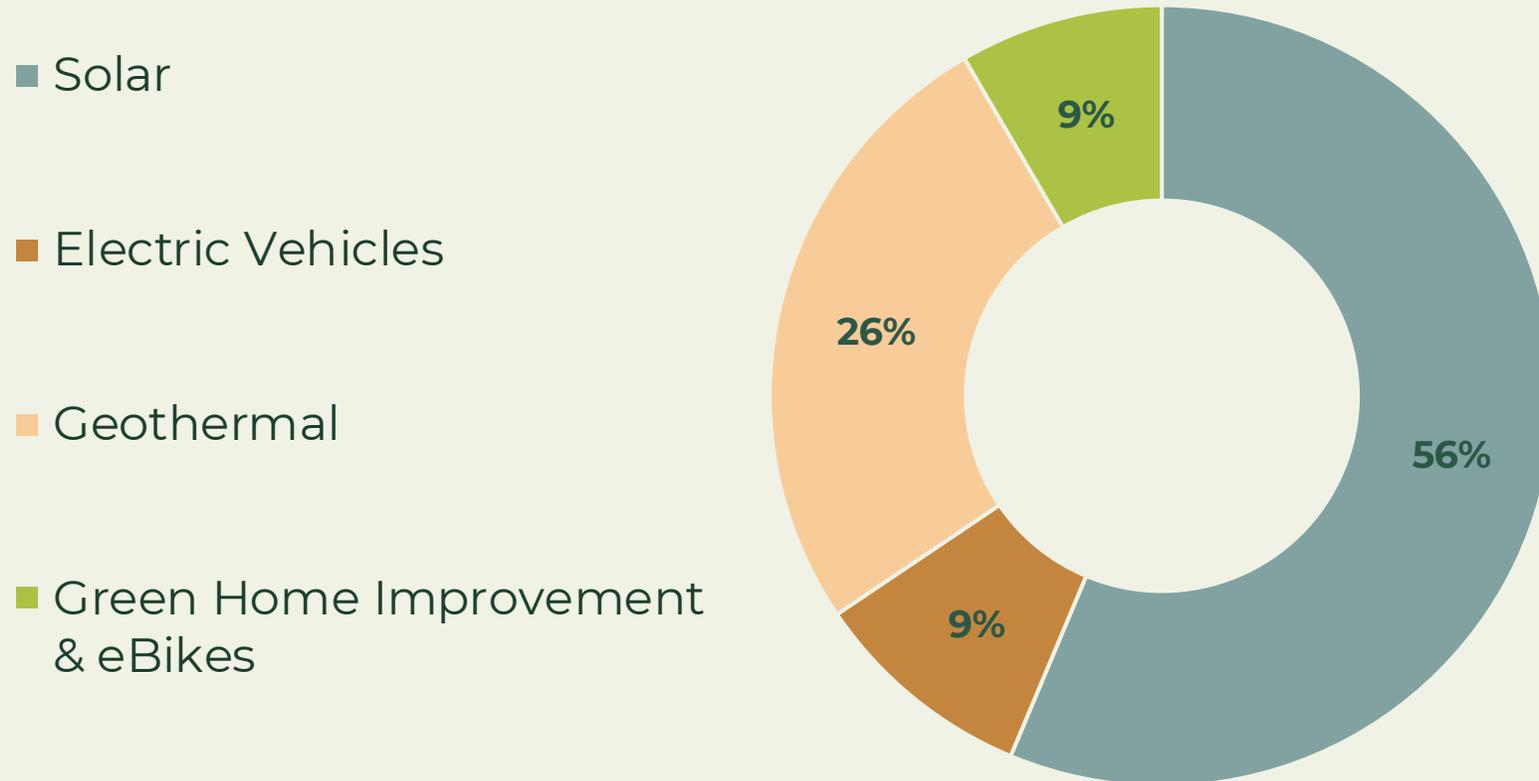
	As of 12/31/2022	As of 12/31/2023	% Change
# of Members	8,222	9,143	11%
Member Deposits	\$43.1M	\$44.4M	3%
Loans Originated (Cumulative #)	9,480	12,403	31%
Loans Originated (Cumulative \$)	\$161.3M	\$224.8M	39%
Net Income	\$83,792	\$978,117	1,067%
Tons of CO2 Offset	691,112	913,148	32%

CUMULATIVE CLEAN ENERGY LOAN ORIGINATIONS

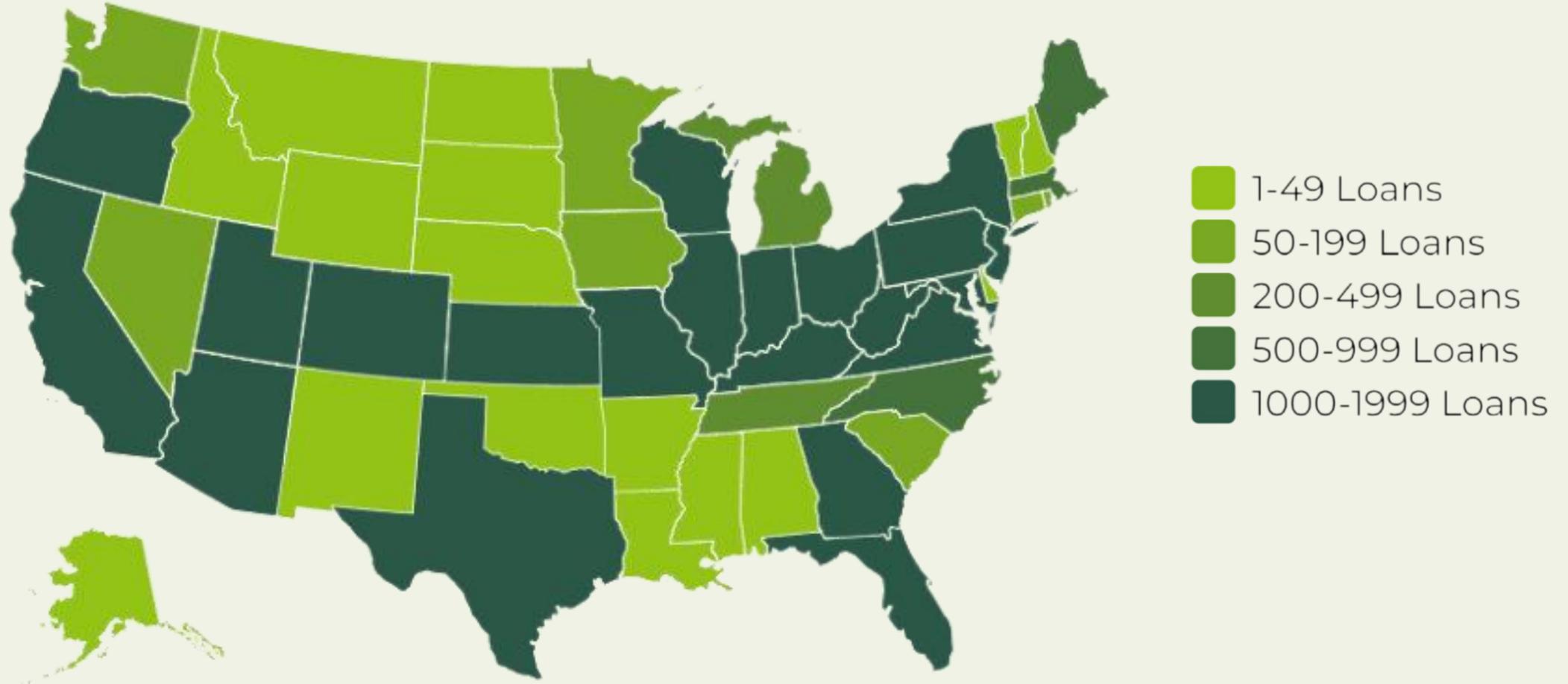


**Over 12,000 Loans
Totaling \$224M+**

CLEAN ENERGY LOAN DOLLAR DISTRIBUTION



CLEAN ENERGY LOAN DOLLAR DISTRIBUTION BY STATE



ROAD MAP

Q2 2024

Software enhancements to better serve members & dealers

Q3 2024

New loan program: Drive Clean California

Core Operating System Conversion

Q4 2024

Anticipated Announcements of Greenhouse Gas Reduction Funds

Introduction of Card Hub

GREENHOUSE GAS REDUCTION FUND

Several organizations we partner with or supported in the application process have been selected to receive grant funds.

- Increase access for underserved communities
- Support additional financing programs
- Opportunity to increase capitol
- Introduce new products
 - Solar Leases
 - Home equity / green home loans
 - Small business lending
- Increase Clean Energy For All Loan program discount

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**APPALACHIAN
COMMUNITY CAPITAL**



**CLIMATE
UNITED**

**Coalition for
Green Capital**



NYSERDA



**Justice
Climate Fund**

REPORT FROM OUR BOARD OF DIRECTORS



Blake Jones
Board Chair

REPORT FROM OUR BOARD OF DIRECTORS

Our 2023 Board of Directors was comprised of these nine members:



Blake Jones
Board Chair



Michelle Outlaw
Vice-Chair



Cecilia Aguilon
Board Director



Brad Blackwell
Treasurer



Karen Larson
Board Director



Tom Teynor
Secretary



Dan Kester
Emeritus Director



Adler Prioly
Board Director



Cher Taylor
Associate Director

2023 BOARD APPOINTMENTS

Cher Taylor stepped down as Board Director and Cecilia Aguillon (formally Associate Director) was appointed as a Board Director. Cher served as Associate Director.



Blake Jones
Board Chair



Michelle Outlaw
Vice-Chair



Cecilia Aguillon
Board Director



Brad Blackwell
Treasurer



Karen Larson
Board Director



Tom Teynor
Secretary



Dan Kester
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Adler Prioly
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Associate Director

2024 TERM EXPIRATIONS

Blake and Michelle's 3-year terms and Cecilia's appointed 1-year term are expiring as of this annual meeting.



Blake Jones
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Michelle Outlaw
Vice-Chair



Cecilia Aguillon
Board Director



Brad Blackwell
Treasurer



Karen Larson
Board Director



Tom Teynor
Secretary



Dan Kester
Emeritus Director



Adler Prioly
Board Director



Cher Taylor
Associate Director

2024 BOARD ELECTIONS

Blake and Michelle were re-elected, and Cecilia was elected for 3-year terms – congrats Blake, Brad & Cecilia!



Blake Jones
Board Chair



Michelle Outlaw
Vice-Chair



Cecilia Aguillon
Board Director



Brad Blackwell
Treasurer



Karen Larson
Board Director



Tom Teynor
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Dan Kester
Emeritus Director



Adler Prioly
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Cher Taylor
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2024 BOARD ELECTIONS



Blake Jones
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Michelle Outlaw
Vice-Chair



Cecilia Aguillon
Board Director



Brad Blackwell
Treasurer



Karen Larson
Board Director



Tom Teynor
Secretary



Dan Kester
Emeritus Director



Adler Prioly
Board Director

**Open
Associate
Director
Position**

JUSTICE, EQUITY, DIVERSITY & INCLUSION (JEDI)



Tanya Widmer

Chief Operating Officer

TEAM DIVERSITY

Our organization is led by a female, Hispanic CEO, and we are constantly working to maintain and improve our diverse, inclusive and friendly workplace. We currently have a staff of 34 team members and as we grow, we will continue to evolve and add individuals with a variety of backgrounds to our team.

Our Staff

32%

Identify as BIPOC

65%

Identify as Female

Our Board of Directors

56%

Identify as BIPOC

44%

Identify as Female

Our Supervisory Committee

33%

Identify as BIPOC

100%

Identify as Female

We are not yet aware of team diversity stats for individuals who identify as LGBTQ+ or non-binary.

CLEAN ENERGY FOR ALL LOAN PROGRAM

Program overview: Two programs designed to help level the playing field for those who have faced credit challenges:

- ① **BIPOC Borrower Program:** Offers a 0.50%+ rate discount for Black, Indigenous, and other people of color who have faced disparate and racist restrictions on their access to capital and credit.
- ② **Low-Income Borrower Program:** Offers a 0.50%+ rate discount for low-income individuals who may otherwise lack access to affordable financing.

Performance to date:

- Soft-launch: May 2023
- Official launch: Feb 2024
- # of loans: 92
- Amount financed: \$1.4M



DRIVE CLEAN CALIFORNIA

Program Partner:

California's Community Housing Development Corporation ("CHDC").

Program Goal:

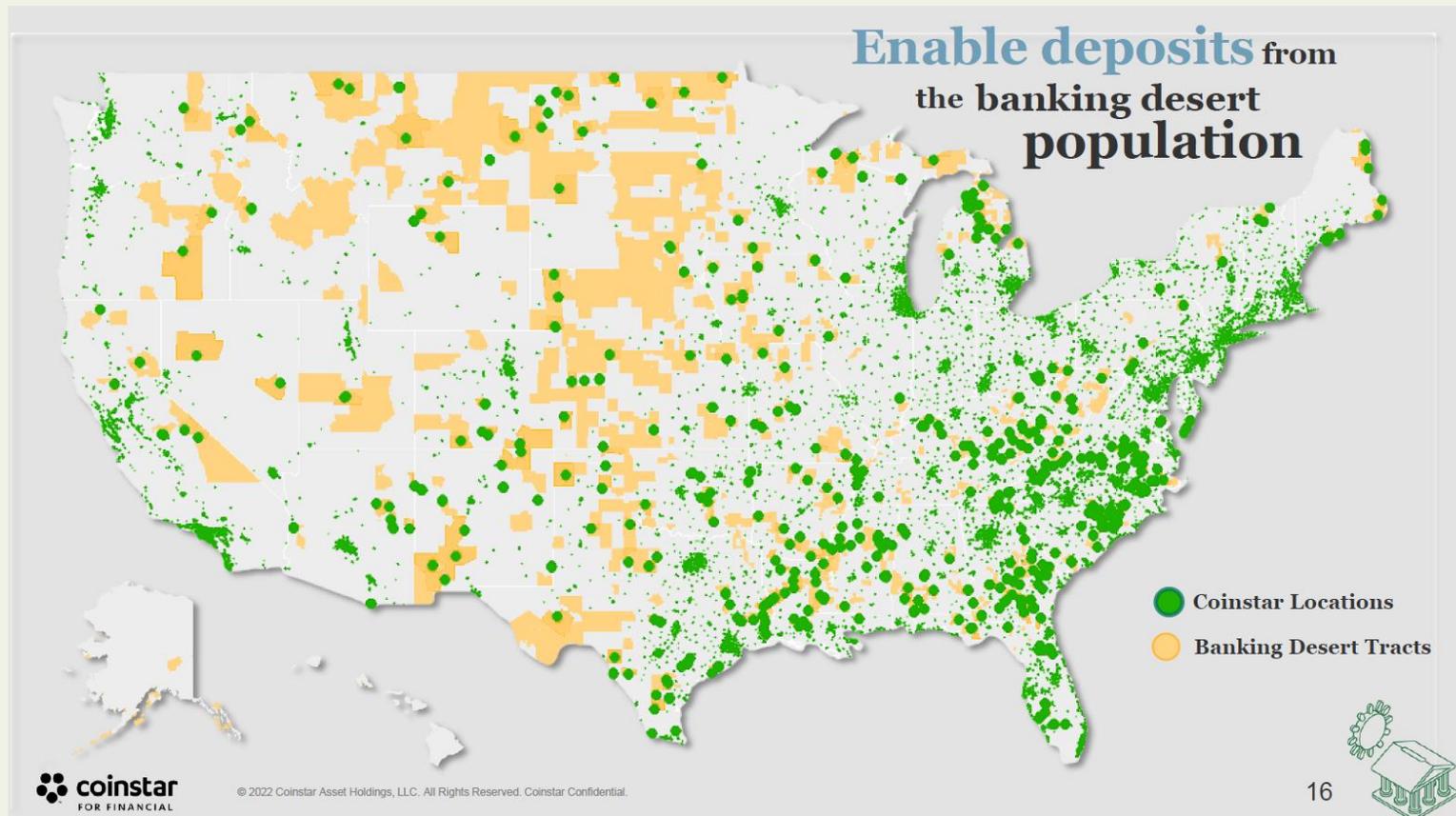
Help low-income residents of California to buy EVs.

Program Offerings:

- EV loans with discounted rates
- Partial grants for EV car purchases
- Free financial education
- Gas-vehicle trade-in option

EXPANDED SERVICES VIA COINSTAR

Coin and cash via Coinstar Kiosks



- Through our partnership with Coinstar, members incur a discounted fee of 5% when using Coinstar to deposit coin into their account compared to the usual fee of 12%.
- Allows member to deposit cash
- Expands coverage: 2/3 of banking desert population is within 10 miles of a Coinstar Kiosk.

OUR GROWING TEAM

We are now up to 34 team members



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!!



REPORT FROM TREASURER



Brad Blackwell

Treasurer



2023 MARKET REVIEW

- Interest rates remained stubbornly high in 2023 as the Fed found inflation tough to tame.
- The overall US economy stayed surprisingly strong despite higher interest rates.
- Demand for assets improved slightly, but selling loan participations was still challenging.
- Credit quality remained high with few non-performing loans.

2023 FINANCIAL REPORT FROM TREASURER

SUMMARY BALANCE SHEET

	2023	2022	% Delta
Loans	137,672,650	107,472,654	28%
Less: Total Participations	(87,960,241)	(64,259,005)	37%
Less: Allowance for Loan Losses	(311,779)	(394,191)	(21%)
Net Loans	49,400,630	42,819,458	15%
Cash & Investments	2,799,869	7,595,757	(63%)
Fixed Assets, net of depreciation	357,056	188,348	90%
Other Assets	1,016,654	863,779	5%
Total Assets	53,574,210	51,467,342	4%
Total Liabilities	5,017,949	5,236,698	(4%)
Members' Equity (shares)	44,444,979	43,096,588	3%
Net Worth	4,111,283	3,134,057	31%
Total Liabilities & Equity	53,574,210	51,467,342	4%

Key Ratios

Loan to Share Ratio	111.1%
Loan to Assets Ratio	92.2%
Return on Assets (ROA)	1.8%
Delinquency Ratio	0.01%
Net Worth Ratio	7.67%

Summary Income Statement

For the years ending December 31, 2022, and 2023.

	2023	2022	% Delta
Interest Income	5,504,352	2,026,330	171%
Cost of Funds	(1,215,559)	(307,908)	295%
Net Interest Income	4,288,794	1,718,422	149%
Provision for Loan Losses	(47,867)	(297,866)	(84%)
Non-Interest Income	1,170,721	1,363,335	(14%)
Operating Expenses	(4,421,172)	(4,046,431)	9%
Non-Operating Income	28,363	251,673	(88%)
Donations	631,384	1,094,658	(42%)
Net Income	978,117	83,792	1,067%

Unaudited and rounded.

2023 FINANCIAL REPORT FROM TREASURER

REPORT FROM OUR SUPERVISORY COMMITTEE



Amanda Kobza

Supervisory Committee Chair

REPORT FROM OUR SUPERVISORY COMMITTEE



Amanda Kobza



Jennifer Meyers



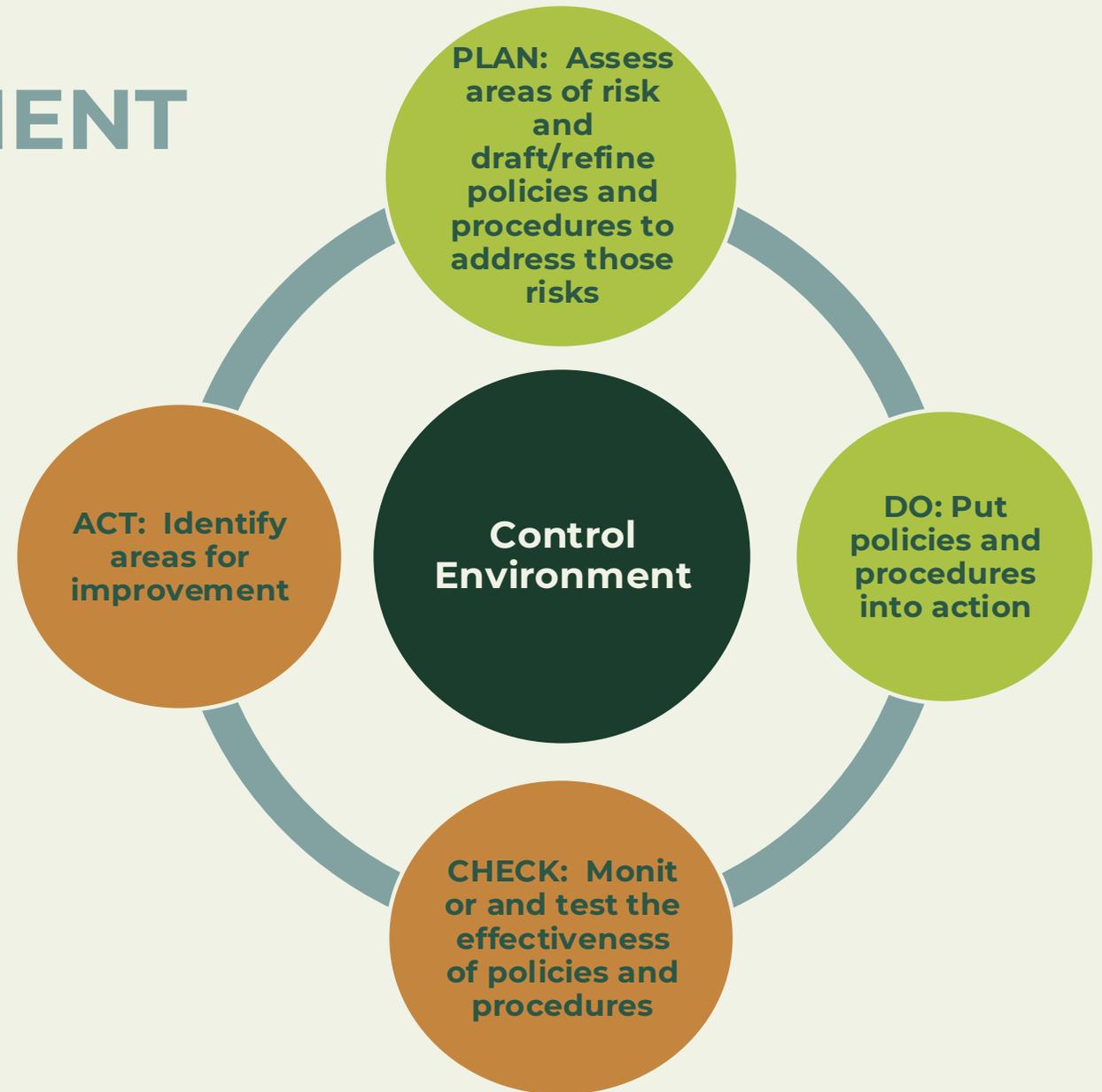
Katie Works

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 several internal reviews during 2023 (extending into early 2024), providing recommendations to management to further enhance the control environment.
- In addition, an independent review of the Credit Union's 2023 financial records and accounting operations (called "Agreed Upon Procedures"*) is in progress 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



Tanya Widmer

Chief Operations Officer

REPORT FROM OUR CREDIT COMMITTEE



Tanya Widmer



Rick Tazelaar



Terri Mickelsen

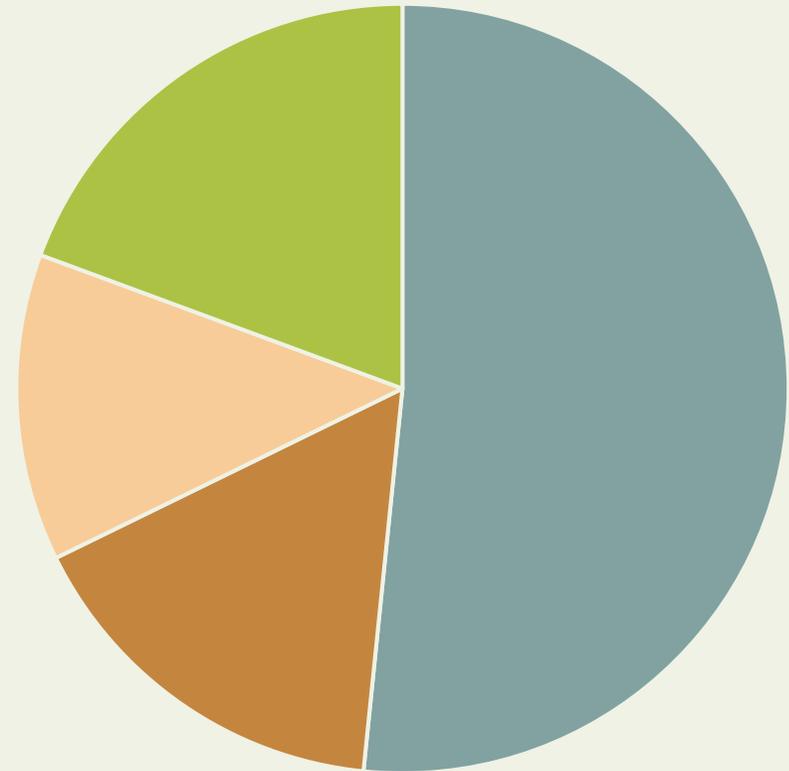
The purpose of the Credit Committee is to ensure that:

- 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 2023, OUR CREDIT COMMITTEE MET 20 TIMES IN AND REVIEWED 31-MEMBER LOAN APPLICATIONS:

- 16 Approved
- 5 Counteroffers
- 4 Denials
- *Remaining 6 were either withdrawn or expired after additional information was requested.*



■ Approvals ■ Counters ■ Denials ■ Withdrawal or Expired



HOW CAN OUR MEMBERS HELP?

- Open a checking account and get a debit card
 - Current checking account rates are 3.5%
- Help us grow our deposits!
 - CD rates as high as 4.59% APY
- Encourage your friends to join our credit union.
- Please us a review on Google or Energy Sage.
- Send us a photo of your clean energy projects that are financed by Clean Energy Credit Union.
- Provide your feedback and help us improve our services.



Questions?

Type your questions in the chat which you can expand from the bottom of your Zoom screen.

Reach out with questions any time:
info@cleanenergycu.org

Thank you for attending!





CLEANENERGY

CREDIT UNION



PRIZE GIVEAWAY

Prizes Include:



T-SHIRT



**BLUETOOTH FINDER
KEYCHAIN**



WATER BOTTLE

