

CLEAN ENERGY

CREDIT UNION



2020 Annual Report
Annual Meeting on May 24, 2021

Welcome to our 2020 Annual Meeting



Blake Jones
Board Chair

Agenda

- Verify quorum (15+ members)
- Review annual meeting minutes from May 18, 2020
- CEO Report
- Board of Directors election results
- Report from our Board of Directors
- 2020 Financial Report
- Report from our Supervisory Committee
- Report from our Credit Committee
- Q&A → *please ask your questions via chat*

Annual meeting minutes from May 18, 2020

Review last year's annual meeting minutes from May 20, 2019

Report from the CEO, Terri Mickelsen

Announce results from the Board of Directors election

Paul Melamed re-elected for a 3-year term

Brad Blackwell re-elected for a 3-year term

Report from the Board of Directors by its Chair, Blake Jones

Report on our financials from the Treasurer, Brad Blackwell

Report from the Supervisory Committee by its Chair, Jennifer Meyers

Report from the Credit Committee by Paul Melamed

Board Chair presented ways that members can help Clean Energy Credit Union

NOTE: the entire presentation from the 2020 annual meeting is available in the “News” section of our website: www.cleanenergycu.org, and the detailed meeting minutes are available upon request via info@cleanenergycu.org

Report from our CEO



Terri Mickelsen
CEO

Report from our CEO

2020 will forever be remembered for the pandemic which triggered a near-total shut down of social and economic activity. We want to thank our members and contractor-partners for their patience and continued support during these uncertain times. I feel grateful that we have an exceptional team of employees that rolled with the punches while juggling responsibilities with work and family. The commitment to our mission, our members and to each other helped us to press forward.



Terri Mickelsen, CEO

I am proud to report the accomplishments of Clean Energy Credit Union in 2020, our third full year of operations. Our values and mission guide us in all that we do, and we measure success by the positive impact that our clean energy loans make. This past year, we achieved significant growth in members, loans, and deposits. The numbers represent how we are helping to move the needle with more clean energy and energy conservation projects that are saving our members money while protecting the environment.

We thank you for your membership and for putting your trust in our financial cooperative to provide you solely with values-aligned financial products and services that promote clean energy and environmental stewardship. We hope you will continue to be and active participant in Clean Energy Credit Union on our journey to be a force of change as we working together to make ours a greener more sustainable world!

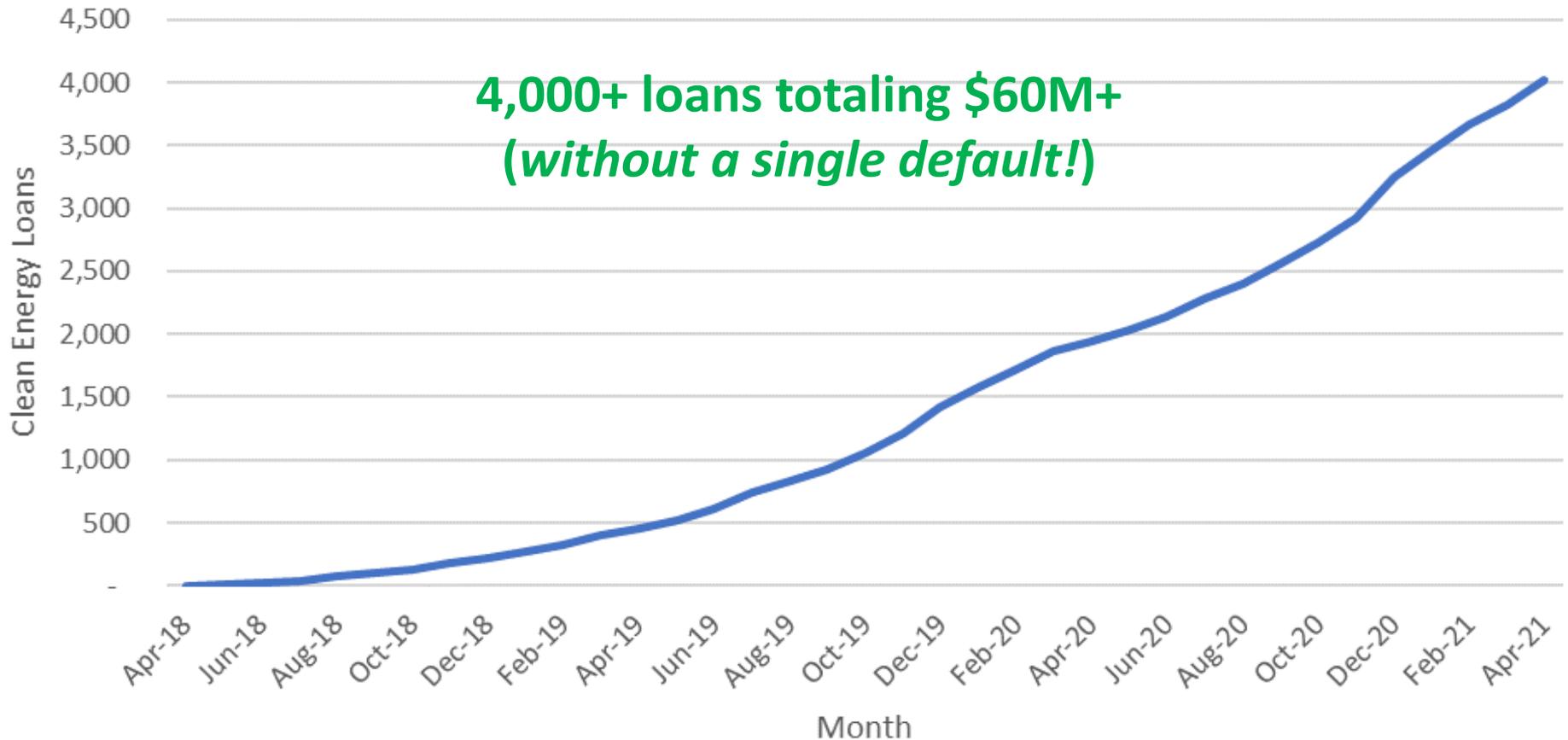
CEO update on COVID-19

- Our online-only business model was already in place allowing us to quickly adapt.
- Very little changed in our Operations:
 - Many team members were already working remotely
 - Loan and Member Application are and were available online
 - All of member communications and transactions were already occurring via email, chat and phone.
- We are grateful that we continued to grow rapidly in 2020, despite the pandemic, and this growth has continued in YTD 2021

We made substantial progress in our 3rd year

Metric	as of 12/31/20	as of 12/31/19	% change
Number of Members	2,844	1,196	138%
Member Deposits	\$14.0M	\$10.0M	40%
Loans Originated (Cumulative \$)	\$48.6M	\$21.3M	128%
Net Operating Income (Annual)	\$0.5M	(\$0.2)	N/A
Donation Income (Annual)	\$0.1M	\$1.2M	-92%
Net Income (Annual)	\$0.6M	\$1.0M	-36%
Tons of CO2 offset (Cumulative est.)	235,000+	100,000+	135%

Cumulative Clean Energy Loan Originations (April 2018 to April 2021)



Celebrating our Depositors

Their deposits make the funding of our clean energy loan possible!

As of December 31, 2020

Deposit Type	# of Accounts	\$ in Accounts
Member Deposits	3,038	\$14.0M

Our loans make it easier and more affordable for members to pursue their clean energy projects



Reminder: please send us your photos!!

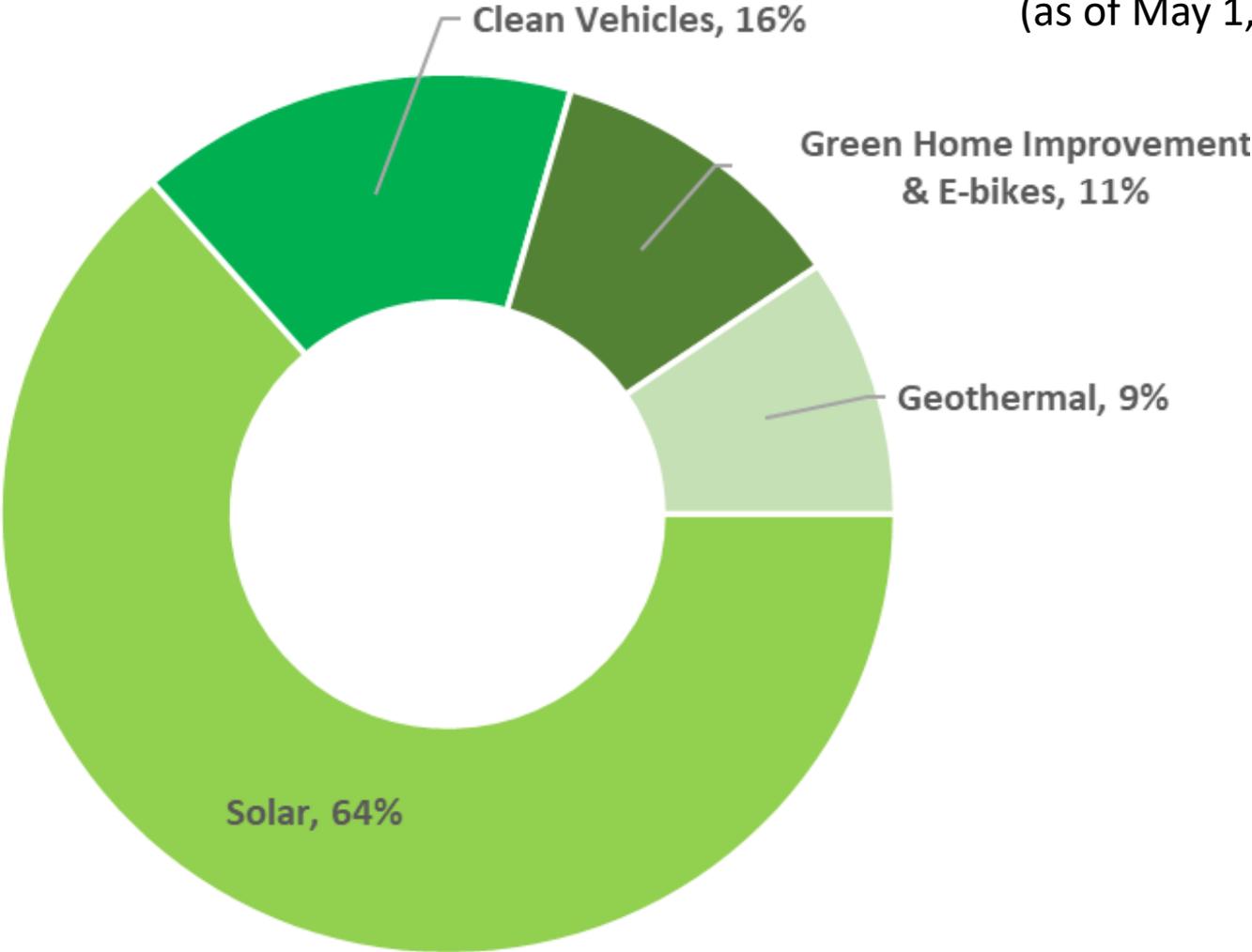
Send us your project photo, and we'll send you Clean Energy Credit Union apparel (e.g. t-shirt, baseball cap, hoodies, etc.)



“Support
Clean Energy”
t-shirts

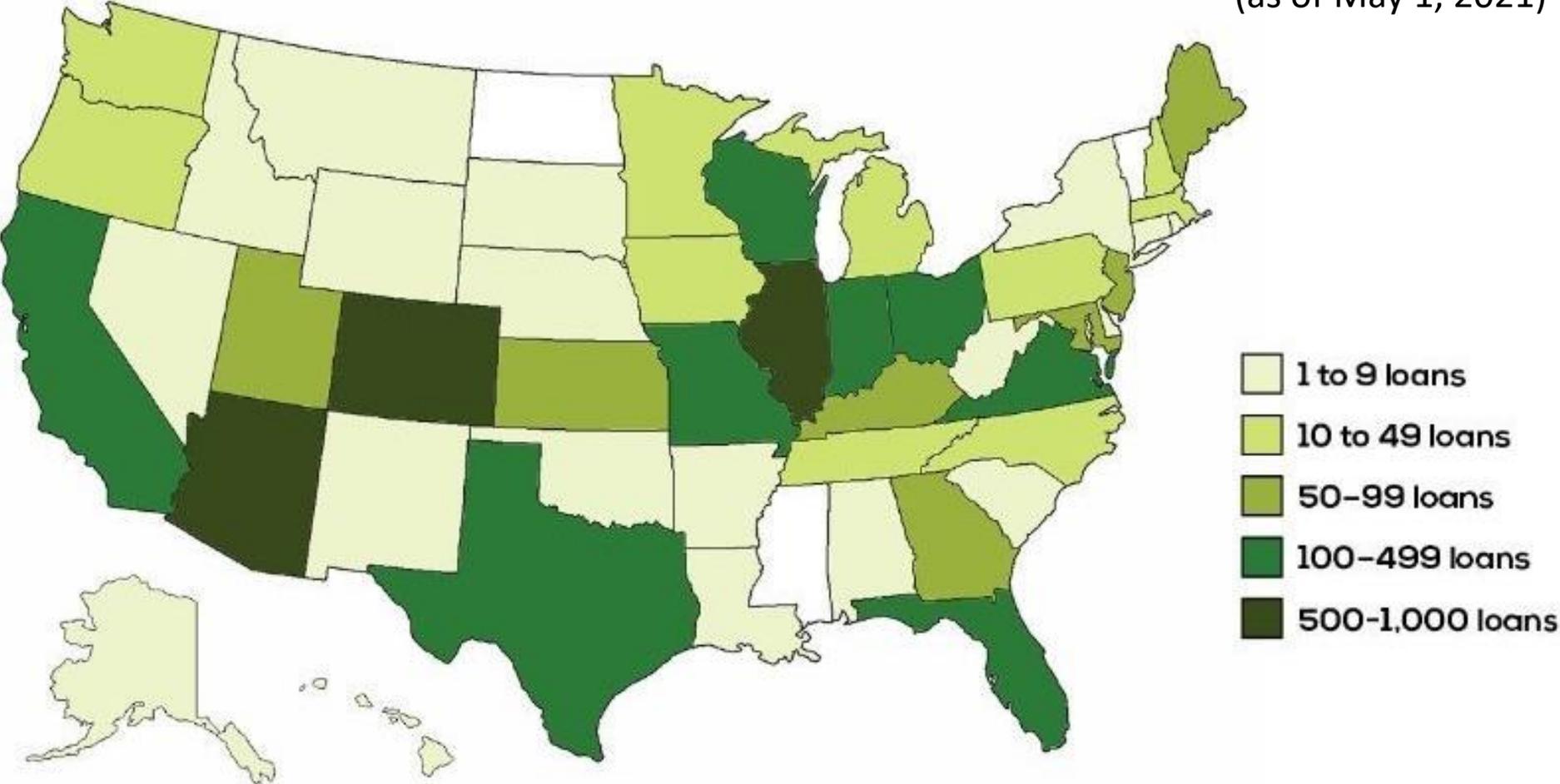
Clean Energy Loans Dollar Distribution

(as of May 1, 2021)



Clean Energy Credit Union Loan Distribution by State

(as of May 1, 2021)



We've been expanding our offerings

Introduced in 2020:

- Money Market accounts
- Checking accounts
- New CD Terms 3 and 4 years (for those investors looking to ladder CD's – so we now offer 1, 2, 3, 4, 5, and 10 years)
- Debit cards with access to over 37,000+ ATM's nationwide
- Debit card controls (e.g. alerts and limits via mobile app)
- “Shared branch” services at partner credit union branches across the U.S.

And there's more coming in 2021!

Coming soon:

- Continued enhancements to our online and mobile banking applications such as:
 - P2P Payments (Mobile)
 - Account to Account Transfers (Mobile)
 - Enhance Bill Pay solution
 - Online Notices
- Expanded hours on phones and chat

Checking accounts

- 1.00% interest on deposits up to \$15,000 with any two of the following:
 - Use debit card 10 times per month
 - Have \$1,000+ in direct payroll deposits per month
 - Have an outstanding Clean Energy Loan
 - Have \$2,500+ on deposit (combined balance in all accounts)
- No monthly maintenance fees
- Recycled content paper checks are available
- Overdraft line of credit is available for eligible members

NOTE: see rates for all account types here: www.cleanenergycu.org/rates

Debit cards

- No-fee cash back at “point of sale”
- Five free ATM withdrawals per month at Money Pass ATMS Nationwide
- Made from bio-based, industrially compostable, polylactic acid (PLA)
- Debit Card Controls via our Mobile App allow you to lock your debit card, add alerts, set limits and more!
- Mobile wallet available via Apple Pay, Google Pay, and Samsung Pay



Report from our Board of Directors



Blake Jones
Board Chair

Report from our Board of Directors

Our 2020 Board of Directors was comprised of these seven members:



Blake Jones
Chair



Paul Melamed
Vice-Chair



Dan Yechout
Secretary



Brad Blackwell
Treasurer



Michelle Greenfield



Tom Teynor
Secretary



Dan Kester
Vice-Chair

2020 Board Departures

Paul and Dan voluntarily stepped down in October 2020 to improve board diversity



Blake Jones
Chair



Paul Melamed
Vice-Chair



Dan Yechout
Secretary



Brad Blackwell
Treasurer



Michelle Greenfield



Tom Teynor
Secretary



Dan Kester
Vice-Chair

2020 Board Departures

This intentionally created vacancies that the Board was able to fill via appointments until the 2021 election



Blake Jones
Chair



Brad Blackwell
Treasurer



Michelle Greenfield



Tom Teynor
Secretary



Dan Kester
Vice-Chair

2020 Board Appointments

Michelle and Cher were appointed to fill Paul and Dan's vacancies until the 2021 election, and Ale was appointed as our first Associate Director



Blake Jones
Chair



Michelle Outlaw



Cher Taylor



Brad Blackwell
Treasurer



Michelle Greenfield



Tom Teynor
Secretary



Dan Kester
Vice-Chair



Alejandra Nunez
Associate Director

2021 Board Departures

Michelle's 3-year term expired, and she is stepping down – thank you for your service, Michelle!!!



Blake Jones
Chair



Michelle Outlaw



Cher Taylor



Brad Blackwell
Treasurer



Michelle Greenfield



Tom Teynor
Secretary



Dan Kester
Vice-Chair



Alejandra Nunez
Associate Director

2021 Board Departures

Ale was appointed as our first Associate Director in October 2020, but then had to resign after accepting a senior role at the Environmental Protection Agency (EPA) – congrats Ale!!



Blake Jones
Chair



Michelle Outlaw



Cher Taylor



Brad Blackwell
Treasurer



Tom Teynor
Secretary



Dan Kester
Vice-Chair



Alejandra Nunez
Associate Director

2021 Board Elections

Blake, Michelle, and Cher were elected to 3-year terms, and Pearry was elected to a 2-year term – congrats everyone, and welcome Pearry!!



Blake Jones
Chair



Michelle Outlaw



Cher Taylor



Brad Blackwell
Treasurer



Pearry Tarwasokono



Tom Teynor
Secretary



Dan Kester
Vice-Chair

2021 Board Appointment

Adler was appointed as our second Associate Director – welcome Adler!!



Blake Jones
Chair



Michelle Outlaw



Cher Taylor



Brad Blackwell
Treasurer



Pearry Tarwasokono



Tom Teynor
Secretary



Dan Kester
Vice-Chair



Adler Prioly
Associate Director

Expanding our “Field of Membership” (FOM)

We added eight new mission-aligned organizations to our “field of membership” (FOM). Members, volunteers, and/or employees of the following organizations are automatically eligible to join Clean Energy Credit Union:

- **African-American Credit Union Coalition**
- American Solar Energy Society
- **Association of Energy Services Professionals**
- **Colorado Renewable Energy Society**
- **Electric Auto Association**
- **Engineers for a Sustainable World**
- Georgia Solar Energy Association
- Green America
- Greenhome Institute
- **Northeast Sustainable Energy Association**
- Midwest Renewable Energy Association
- **Our Climate (*employees are eligible*)**
- RENEW Wisconsin
- Renewable Energy Owner’s Coalition of America
- **Solar United Neighbors**
- Texas Solar Energy Society

NOTE: others are coming soon!! Please introduce us if you know of any mission-aligned member-based organizations that may be a good fit

Loan Program Partnerships

States:

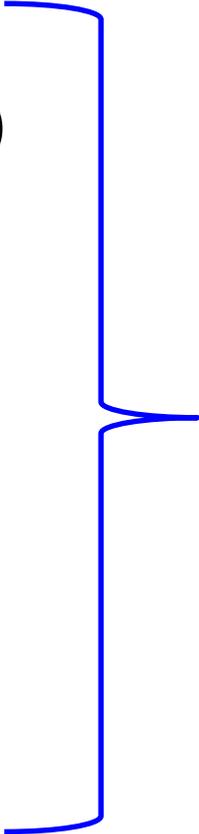
- 1) State of Colorado
- 2) State of New York (via NYSEERDA)
- 3) State of Maryland – *pending*
- 4) State of Michigan – *pending*

Municipalities:

- 1) Boulder County, Colorado
- 2) Montgomery County, Maryland
- 3) Bloomington, Indiana – *pending*

Fellow Cooperatives:

- 1) Organic Valley
- 2) Amicus Solar Cooperative



0.25%-0.50% rate
discount on
qualifying loans

Justice, Equity, Diversity, Inclusion (JEDI)



Diversifying our Governance Team

Board of Directors



Blake Jones



Michelle
Outlaw



Cher Taylor



Brad
Blackwell



Pearry
Tarwasokono



Tom Teynor



Dan Kester



Adler Prioly

Supervisory Committee



Amanda Bybee



Katie Works



Amanda Kobza

Leadership Team

Clean Energy CU Management and Officials	Role	Race / Ethnic Identity	Gender Identity	Previous Experience (prior to joining Clean Energy CU)					
				Renewable Energy or Environment	CU or Bank Staff	CU or Bank Official	Finance or Startup	Non- Profit Board	Other
Terri Mickelsen	Management	Hispanic	F		Yes				AAP
Jennifer Meyers	Management	White	F		Yes		Finance	Yes	CPA, MAcc
Ejaye Gilbert	Management	White	F		Yes		Startup	Yes	
Rick Tazelaar	Management	White	M	Yes	Yes		Both	Yes	MBA
Adler Prioly	Board of Directors	Black	M	Yes			Finance	Yes	MBA
Blake Jones	Board of Directors	White	M	Yes			Startup	Yes	Co-ops
Brad Blackwell	Board of Directors	Mixed	M		Yes	Yes	Finance	Yes	
Cher Griffith Taylor	Board of Directors	Black	F	Yes					Co-ops
Dan Kester	Board of Directors	White	M		Yes	Yes		Yes	
Michelle Outlaw	Board of Directors	Black	F					Yes	MAFM, BSACS
Pearry Tarwasokono	Board of Directors	Asian	M	Yes	Yes		Finance		MBA
Tom Teynor	Board of Directors	White	M	Yes		Yes	Both	Yes	MBA
Amanda Bybee	Supervisory Committee	White	F	Yes			Startup	Yes	Co-ops
Amanda Kobza	Supervisory Committee	White	F		Yes		Finance		
Kathryn Works	Supervisory Committee	Black	F		Yes		Finance		MBA, CUCE, CCUIA
Total:	4:8:3	6:9	8:7:0	7	9	3	11	10	

Bios can be found at <https://www.cleanenergycu.org/home/about-us/our-team>

Low-income designation

Clean Energy CU recently became a “low-income designated credit union” due to a majority of our members being designated as low-income.

JEDI-focused loan programs

- Low-to-moderate income (LMI) borrowers
- Communities of color
- Frontline environmentally impacted communities

Who can join Clean Energy CU?

- Members of the following organizations:
 - African-American Credit Union Coalition
 - American Solar Energy Society
 - Association of Energy Services Professionals
 - Colorado Renewable Energy Society
 - Electric Auto Association
 - Engineers for a Sustainable World
 - Georgia Solar Energy Association
 - Green America
 - Greenhome Institute
 - Northeast Sustainable Energy Association
 - Midwest Renewable Energy Association
 - RENEW Wisconsin
 - Renewable Energy Owner's Coalition of America
 - Solar United Neighbors
 - Texas Solar Energy Society
 - *[other partner organizations coming soon]*
- ...and members of their immediate family and household.

Partnership discussions in progress

- American Association of Blacks in Energy (AABE)
- GreenLatinos
- Hispanics in Energy
- National Association for the Advancement of Colored People (NAACP)
- National Society of Black Engineers (NSBE)
- Society of Hispanic Professional Engineers (SHPE)
- Women in Cleantech and Sustainability
- Women in Renewable Industries and Sustainable Energy (WRISE)

Fundraising – Results To Date

We've received \$2.96M in donations from:

- 8 foundations
- 10 companies
- 600+ individuals

→ **THANK YOU TO ALL OUR DONORS!!**



WALLACE
GLOBAL FUND



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!!



Terri Mickelsen
CEO



Jennifer Meyers
CFO



Ejaye Gilbert
Ops Manager



Rick Tazelaar
VP of SP



Jeff Recker
VP of IT



Sherah Erickson
Loan Officer



Emily Wynne
Member Services



Allison Brickner
Member Services



Shelly Houston
Member Services



Esmeralda Solis
Member Services



Skyla Stecklein
Member Services



Jon Ernst
Dealer Relations



Grant Klein
Dealer Relations



Derick Aquino
Loan Processor



Kathy Hix
Member Services



Rob Glover
IT



Reem Siddique
Accounting

Hired in
April 2021
- coming
soon!

Brandon Atkin
Loan Processor



Zach Neelley
Loan Processor

2020 Financial Report from our Treasurer



Brad Blackwell
Treasurer

2020 Financial Report from our Treasurer

Summary Balance Sheet

As of December 31, 2019 and 2020

Unaudited and Rounded

	2019	2020	% Delta
Loans	\$18,313,642	\$36,085,639	97%
Less: Total Participations	(6,937,688)	(23,683,541)	241%
Less: Allowance for Loan Losses	<u>(108,107)</u>	<u>(126,306)</u>	17%
Net Loans	11,267,847	12,275,792	8.9%
Cash and Investments	2,172,336	5,756,496	165%
Fixed Assets, net of depreciation	75,006	113,721	52%
Other Assets	81,482	289,267	255%
Total Assets	<u>\$13,596,672</u>	<u>\$18,435,276</u>	36%
Total Liabilities	\$2,043,587	\$2,260,939	11%
Members' Equity (Shares)	9,969,812	13,960,856	40%
Net Worth	<u>1,583,272</u>	<u>2,213,481</u>	40%
Total Liabilities and Equity	<u>\$13,596,672</u>	<u>\$18,435,276</u>	36%

Key Ratios

Loan to Share Ratio	88.3%
Loan to Assets Ratio	66.8%
Return on Assets (ROA)	3.9%
Delinquency Ratio	0.0%
Net Worth Ratio	12.0%

2020 Financial Report from our Treasurer

Summary Income Statement

For the years ended December 31, 2019 and 2020

Unaudited and Rounded

	2019	2020	% Delta
Interest Income	\$580,427	\$1,615,472	178%
Cost of Funds	<u>(55,384)</u>	<u>(114,910)</u>	<u>107%</u>
Net Interest Income	525,043	1,500,562	186%
Provision for Loan Losses	(75,817)	(18,199)	-76%
Non-Interest Income	84,248	372,085	342%
Operating Expenses	(716,809)	(1,695,077)	136%
Non-Operating Income	(\$3,680)	375,980	N/A
Donations	<u>1,173,000</u>	<u>94,860</u>	<u>-92%</u>
Net Income	<u>\$985,985</u>	<u>\$630,210</u>	<u>-36%</u>

Loan Participations

- Clean Energy CU is able to generate more loan volume than we can place on our balance sheet
- We sell 90% of some loans to other credit unions while retaining 10% ourselves
- We continue to service those loans, maintaining our relationship with our customers

Loan Participations

- We earn income by selling these assets at a premium (gain on sale) and by charging a servicing fee
- 2020 loan participation totals:
 - \$21.7M sold
 - 27 credit unions participated loans with us

Report from our Supervisory Committee



Amanda Kobza
Supervisory Committee Chair

Report from our Supervisory Committee

Our 2020 Supervisory Committee was comprised of these three members:



Amanda Bybee



Amanda Kobza



Jennifer Meyers

Jennifer stepped down in order to become our new CFO –
thank you for your service, Jennifer!!

Report from our Supervisory Committee

Our Supervisory Committee is currently comprised of these three members:



Amanda Bybee



Amanda Kobza



Katie Works

Katie was appointed to fill Jennifer's vacancy – welcome Katie!!

Report from our Supervisory Committee

Our Supervisory Committee is currently comprised of these three members:



Amanda Bybee



Amanda Kobza



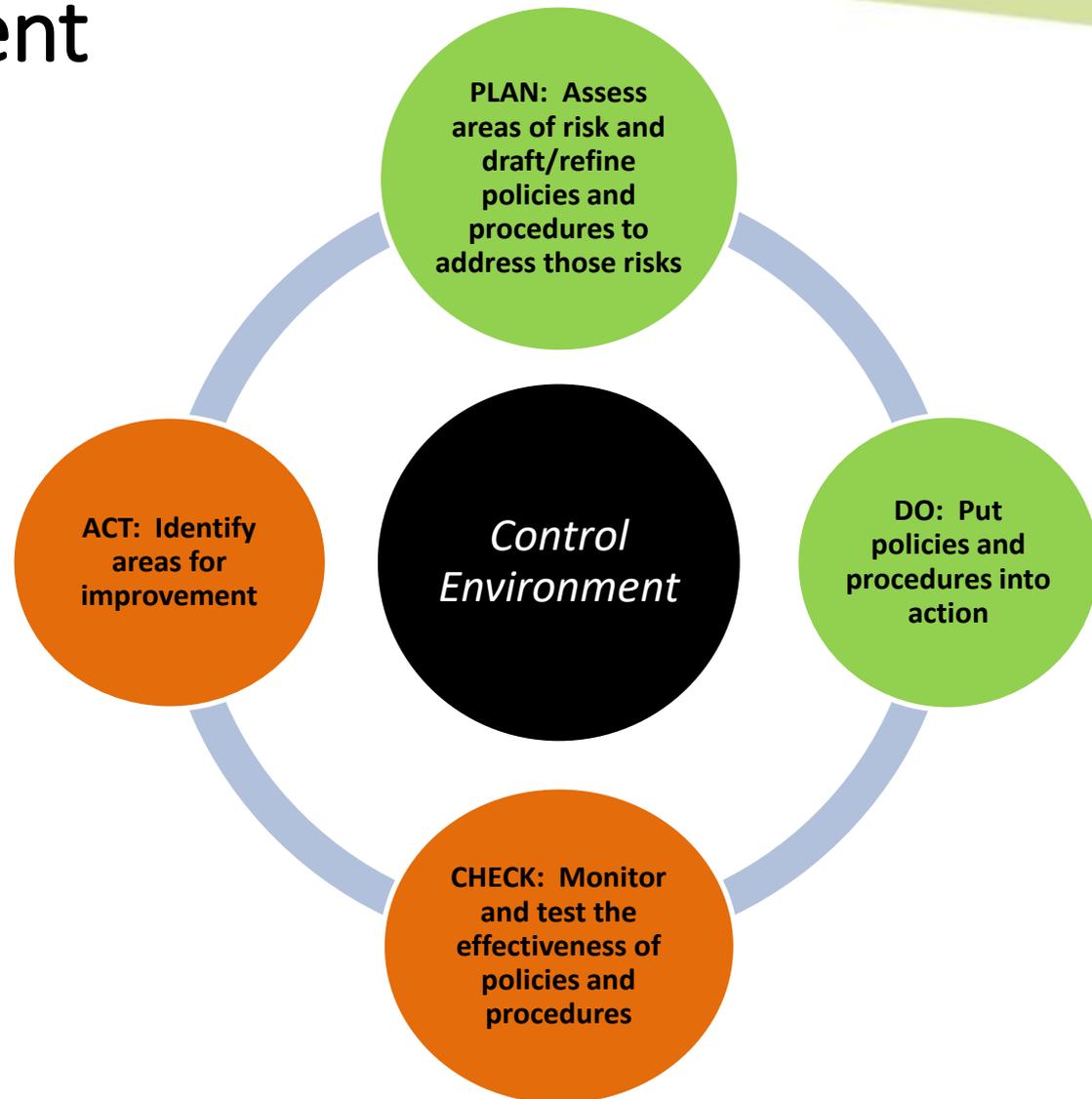
Katie Works

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 21 internal reviews during 2020 (extending into early 2021), providing several recommendations to management to further enhance the control environment.
- In addition, an independent review of the Credit Union's 2020 financial records and accounting operations (called "Agreed Upon Procedures"*) was completed 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



Blake Jones
Board Chair

Report from our Credit Committee

Our 2020 Credit Committee was comprised of these three board members:



Michelle Greenfield



Paul Melamed



Blake Jones

Report from our Credit Committee

Our 2020 Credit Committee was comprised of these three board members:



Michelle Greenfield



Paul Melamed



Blake Jones

Michelle and Paul voluntarily stepped down at the end of the year
– thank you both for your service!!

Report from our Credit Committee

Our Credit Committee is currently comprised of these three members:



Terri Mickelsen
CEO



Jennifer Meyers
CFO



Blake Jones
Board Chair

The primary purpose of our Credit Committee is to:

- 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 2020, our Credit Committee reviewed 43 member loan applications:
 - 26 approvals
 - 17 denials

How can our Members help?

- 1) Apply for a loan if you need financing for a clean energy project of an electric vehicle (which can also be re-financed).
- 2) Open a checking account and get a debit card.
- 3) Consider depositing more money in your account(s) to help us keep up with our ever-growing loan demand.
- 4) Encourage your friends to join our credit union
- 5) Help us recruit mission-aligned team members by referring your friends who have credit union, banking, or lending experience.
- 6) Send us a photo of your clean energy projects that are financed by Clean Energy Credit Union.
- 7) Tell us how we're doing! Please provide your feedback and help us improve our services.

CLEAN ENERGY

CREDIT UNION



Q&A

Any questions?

Or you can ask us questions later at any time:

info@cleanenergycu.org