



2016 ANNUAL REPORT

Wind on the Wires has a long history of success in expanding market opportunities for renewables through our policy work, technical expertise in transmission and regulatory processes, as well as public education and outreach. We use this expertise to build support for our mission of advancing renewable energy in the Midwest.



Message from our Executive Director

2016 was a banner year for Wind on the Wires

Two state policy efforts that we have worked on for several years finally came to fruition in Illinois and Michigan this year. We also enjoyed a significant regulatory win with the addition of 1,800 MW of wind and 1,400 MW of solar included in the Xcel Energy Integrated Resource Plan, victories at FERC on interconnection rules, and an award for our transmission advocacy. Our ongoing public engagement and outreach efforts to build support for renewable energy throughout our footprint was enhanced by a new website designed to offer more resources for the general public.

After 15 years of work, it seemed like a good time to reflect on our accomplishments over the years and spend some time evaluating our mission and strategic direction for the next five years. In late 2015, WOW's board of directors held a retreat and embarked on strategic planning.

The strategic planning process included a hard look at our overall vision and mission, which guide our work every day. I'm pleased to present our new mission statement: **"Advancing renewable energy in the Midwest."** This broader mission appropriately reflects our work and allows us to include work in solar, storage, and other emerging technologies that provide further benefit to electric customers. This broader focus further recognizes that WOW members have also expanded their work beyond wind, and prompted a refresh of our logo as well.

After examining our core areas of work, the needs of our members and our newly minted mission statement, we settled on several strategic priorities for the next several years, which are centered on:

- Expanding deployment and integration of cost effective renewables on the grid
- Stimulating market conditions for renewables and emerging technologies
- Growing WOW's influence through broad communications and brand awareness
- Ensuring financial and organizational sustainability



WOW is well-known for its technical and policy expertise, forward thinking, and ability to bring diverse groups together to advance opportunities for renewables development and fulfill grid needs. We are eager to embark on our new objectives. I believe these priorities set us on the right path to continue our mission and provide value for our members as we advance our vision to deliver a renewable energy future.

Sincerely,

State Policy

Stimulating market and other conditions that create a demand for renewables and support or enhance the use of emerging technologies through policy initiatives at the state legislature is a key strategic priority.

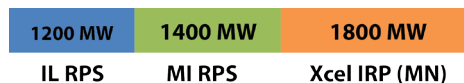
In 2016, WOW was actively pursuing market expansion opportunities in Michigan and Illinois by increasing and repairing Renewable Energy Standard (RES) legislation, protecting the RES in Minnesota, and supporting positive sales and use tax legislation in North Dakota.



David J. Oakes

FAST FACTS

4,400 MW



WOW's work in state policy and regulatory processes resulted in an additional 4,400 MW of wind energy to be added in Minnesota, Michigan, and Illinois between now and 2030.

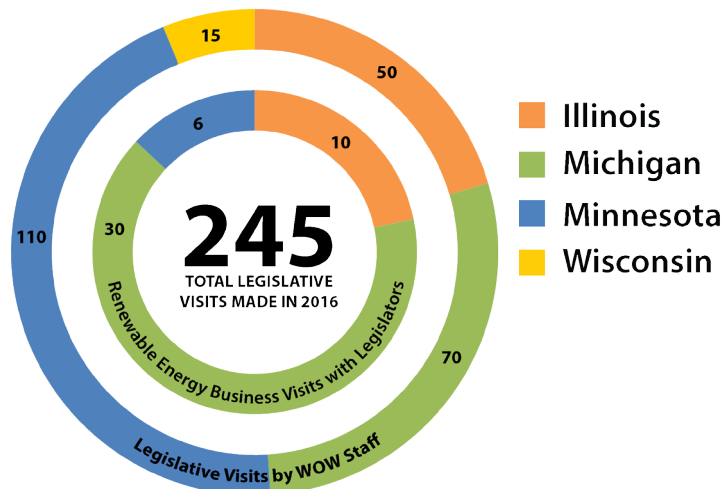
14 GW



So far, WOW's work on the Multi-Value Project (MVP) transmission lines has helped deliver 14 GW of wind in the Mid-continent Independent System Operator (MISO) region. MISO is over half-way toward interconnecting 25 GW of renewables required by state Renewable Portfolio Standards in the Midwest. The MISO MVP transmission lines have enabled a significant portion of Midwest wind to be developed.

2016 HIGHLIGHTS

- In some of the biggest legislative news of the year, the Illinois General Assembly passed a fix to its long-broken RPS law in December 2016. The passage of this bill enables approximately 1200 MW of new wind and 800 MW of new solar to be procured over the next 14 years.
- WOW was able to protect the Renewable Portfolio Standard and Clean Power Plan policies in Minnesota. The House adopted several negative policies, including a prohibition on state spending for the Clean Power Plan, but WOW and our team of NGO partners and business members worked closely to prevent the proposal from advancing further.
- In Michigan, WOW worked the entire year in support of an energy bill that would increase the state's RPS to 15% by 2021 and include 50/50 split language. The final bill included the RPS increase.
- WOW provided written comments in support of a draft bill to permanently extend the sales and use tax exemption for wind facilities in North Dakota and spoke in support of this proposal at an EmPower Commission meeting over the summer.



Transmission



L-R: Steve Gaw, Beth Soholt, Mike Sloan

Transmission is a critical component of WOW's mission to expand the deployment and integration of cost effective renewables on the grid. This includes participating in stakeholder processes and advocating for renewable energy at the Midcontinent Independent System Operator (MISO), stimulating market conditions that support or enhance the use of renewable energy across the MISO footprint, and activating members to strategize and participate in the transmission planning, market rules, and operations issues at MISO.

- Transmission projects continue to be completed in the Midwest. WOW staff attended a ribbon-cutting ceremony this year for the Hampton-Rochester-LaCrosse CapX2020 line. This was the last Minnesota portion of CapX2020 to come online. The Brookings-Big Stone line in South Dakota is underway and is expected to be energized in 2017.
- WOW has been actively involved in the Rock Island and Grain Belt Clean Line transmission projects. We have filed comments, supplied expert testimony and participated in oral arguments in support of the lines.
- Wind on the Wires received a special achievement award for Excellence in Transmission Advocacy at the 2016 Windpower Conference. Specifically, WOW was recognized for our work on MISO's Multi Value Projects, which have allowed 14 GW of wind to be delivered, will provide \$13-50 billion in net benefits over the next 20-40 years, and will result in consumer savings 2.6 to 3.9 times more than the cost of the new transmission.

Rules & Law

Advocacy and participation at state and federal agencies is a key component of the work WOW does to advance its mission. To ensure policies are interpreted and implemented fairly, WOW participates and advocates for renewables through testimony and comments in state regulatory processes, at MISO, and engages in utility resource planning processes.

- Wind on the Wires worked extensively with Xcel Energy to encourage them to include a significant amount of renewable energy into their Integrated Resource Plan (IRP). Ultimately, the Minnesota Public Utilities Commission approved the portion of their plan that included the purchase of 1,800 MW of wind and 1,400 MW

of solar by 2030, with at least 1,000 MW of wind to be installed by 2019 and 650 MW of solar by 2021. Xcel Energy quickly followed the IRP approval with a Request for Proposal for 1,500 MW of wind.

- FERC Victories. The wind industry won three victories at FERC when it rejected MISO's unreasonable Queue Reform Proposal, sided with the industry on E-NRIS issues, and granted

a request for a technical conference to discuss interconnection issues.

- In North Dakota, WOW addressed a decommissioning rule change at the Public Service Commission and submitted comments that addressed two issues important to wind development.



Dennis Schroeder, NREL 31733

Public Education

Ongoing public education and outreach is an important strategic priority as WOW works to help facilitate broad acceptance of renewables. As the industry faces growing challenges to development, WOW has undertaken a variety of activities to educate legislators, local decision-makers, the media as well as the general public about the benefits of renewable energy. In furtherance of this work, WOW strives to be the 'go-to' source of reliable, fact-based information about renewables in the Midwest.

2016 HIGHLIGHTS

- WOW held three wind farm tours and 17 in-district meetings with state representatives in Illinois and Minnesota this year.
- Wind on the Wires completed Phase I of its public engagement work with 5 Lakes Energy and a small team of strategic partners and community leaders to help address the growing "turbine fatigue," moratoriums and other referendums or guidelines that are hampering future wind development projects in Michigan. Four public meetings were held in three counties focused on the benefits wind energy brings to each community. The results revealed a silent majority (approximately 2/3 of attendees) were supportive of wind

energy, but were not vocal in expressing their opinions. Survey results indicated attendees found the presentations accurate and helpful, and the meetings were generally successful in shifting attitudes in favor of wind projects. Plans are in place for a continuation of this work in 2017 but focused on educating township and county board members and other decision-makers at the local level.

- WOW refreshed its website and updated its logo to reflect the new mission. The website now offers resources and new content focused on educating the general public about the benefits of renewable energy.

Media Roundtable



A media roundtable meeting was held to connect members of the media with renewable energy business leaders to discuss business growth, jobs and economic development, particularly related to the Clean Power Plan.

Media & Advocacy Training

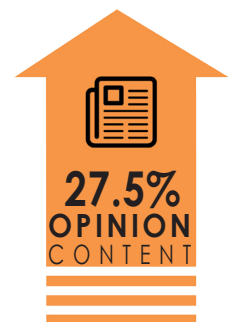


With funding from the Wind Energy Foundation, WOW held media and advocacy training events in Illinois and Minnesota. The events provided vital skill building in advocacy and media relations for employees of renewable energy businesses.

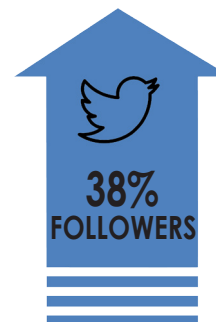
FAST FACTS

PRINT MEDIA

82
PIECES OF
PUBLISHED
CONTENT

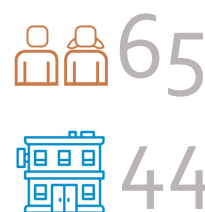


SOCIAL MEDIA



~13k
AVG. MONTHLY
TWITTER
IMPRESSIONS

TRAINING EVENTS



In all, 65 employees from 44 renewable energy companies received this professional development training.

Organizational & Fiscal Sustainability

Ensuring financial and organizational sustainability is a critical strategic priority. WOW continues to attract new members and robust participation from both new and existing members. With our finger on the pulse of activities at the state legislatures, public utilities commissions, as well as MISO, membership with WOW provides opportunities for networking, collaboration, and most importantly, the ability to influence policy and regulatory decisions that affect renewable energy developments across the Midwest.

- During 2016, Capital Power, Iowa Environmental Council, Pattern Energy, Sempra Energy, and Tenaska joined WOW as new members.
- WOW remained well-governed through our 16 member Board of Directors. WOW received another “clean” audit for operating year 2016.

WOW BUDGET



Statement of Activities

for the year ended December 31, 2016
(Audited)

Revenue

	Amount	Percent	
Foundations	\$ 739,000	41%	Foundations
Member Contributions	935,750	52%	Member Contributions
Fees for Service	118,750	7%	Fees
Investment Income	1,616		
Total Revenue	\$ 1,795,116		



Expenses

	Amount	Percent	
Technical	\$ 381,015	27%	Technical
Regulatory	291,032	20%	Regulatory
Education & Outreach	564,840	40%	Educational
Administration/Fundraising	190,619	13%	Administration/Fundraising
Total Expenses	\$1,427,506		
Change in Net Assets	\$ 367,610		



Leadership

The Wind on the Wires Board of Directors is comprised of a proportional balance of WOW member companies representing for-profit and non-profit interests. This balance of representation sets WOW apart from other organizations and is viewed as a key strength.

The Board of Directors offers its industry expertise to WOW's strategic decisions, provides leadership, and helps provide financial and organizational oversight. WOW staff is continually working with both NGO and for-profit members to strategize about effective approaches to our work and align priorities in the WOW footprint.

Board

Executive Committee of the Board

Chairman of the Board

Julie Voeck

NextEra

Vice Chairman

Mike Bull

Center for Energy and Environment

Secretary

Sarah Johnson Phillips

Stoel Rives LLP

Treasurer

Peter Rood

RES Americas

Board Members

Nathaniel Baer

Iowa Environmental Council

Jon Chase

Vestas

Joe DeVito (WOW Chairman Emeritus)

SolarStone Partners, LLC

Bob Gough

Intertribal Council on Utility Policy

Amy Kurt

Clean Line Energy Partners

Nicole Luckey

Invenergy LLC

Shanelle Montana

EDF Renewable Energy

Susan Williams Sloan

American Wind Energy Association

Beth Soholt

Wind on the Wires

Adam Sokolski

Avangrid Renewables

Vanessa Tutos

EDP Renewables

Staff

Beth Soholt

Executive Director

Sean Brady

Regional Policy Manager - East

Linda Brewster

Office Manager

Chris Kunkle

Regional Policy Manager - West

Isak Kvam

Communications/Policy Associate

Natalie McIntire

Technical/Policy Consultant

Ron Osterbauer

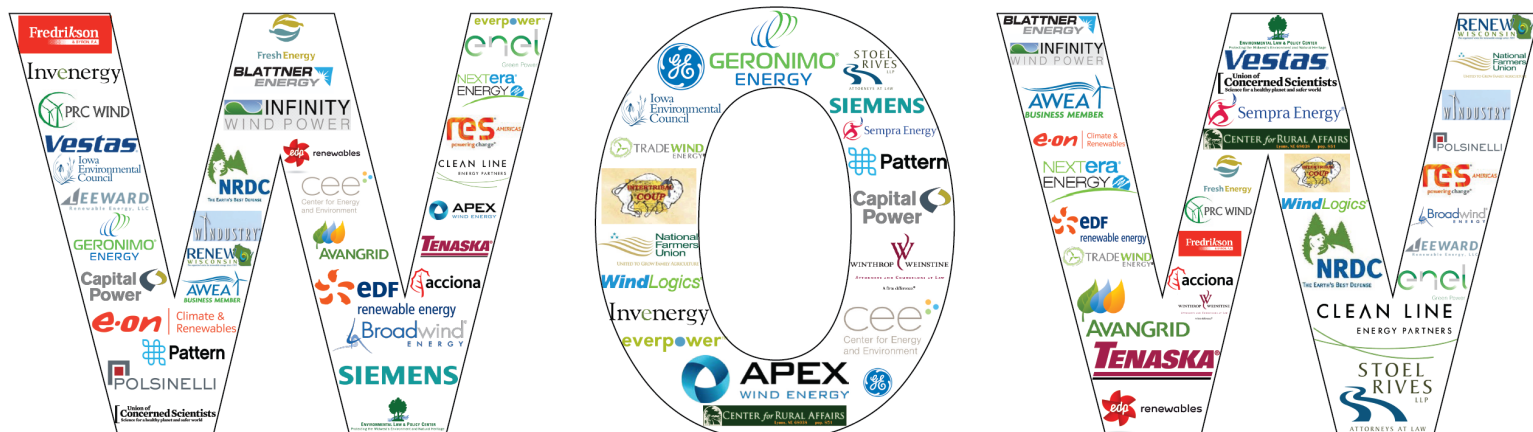
Development Manager

Rhonda Peters

Technical Consultant

Kelley Welf

Communications Manager



Advancing renewable energy in the Midwest

Leveraging technical expertise and building support to expand markets



570 Asbury Street, Suite 201 | St. Paul, MN 55104 | 651-644-3400

www.windonthewires.org