



CLEAN GRID
ALLIANCE

2018 ANNUAL REPORT



Message from our Executive Director

THE TIMES THEY ARE A-CHANGIN'

2018 was full of firsts. Our first-ever benefit breakfast featured CEOs from the national wind, solar and energy storage associations who all appeared together on the same stage for the first time ever. At the same time, we launched our entry into the storage space by taking over the Minnesota Energy Storage Alliance as a program, and we announced our new name and logo. It was a 'really big show!'

Our name-change was not taken lightly. We realized that our members were evolving. You were developing solar and energy storage projects in addition to wind. We grew right along with you. However, our name did not reflect our expanded service offerings. Although Wind on the Wires was a much-loved name and logo, and served us very well, it was time to move forward with a name that encapsulated our work and our vision, and would help us better connect with potential new members and funders. After much reflection, and a very deliberate process, we felt 'Clean Grid Alliance' best defined the work we do and the partnerships that we develop with our members and colleague organizations to achieve our purpose of 'delivering Midwest renewable energy.'

Despite all these changes, one thing remains constant – our commitment to our mission to advance renewable energy in the Midwest. We work very hard on policies to help create markets for renewables, transmission to deliver renewables, rules and law to ensure there is fair access for renewables, and advocacy to promote renewables. We also strive to connect the dots for our members working on carbon reduction policies about the role additional transmission plays in achieving our common goals.

WE WORK ON:
policies to help create markets for renewables, transmission to deliver renewables, rules and law to ensure there is fair access for renewables, and advocacy to promote renewables.

Implementation is the name of the game.

All our work on policy doesn't mean anything if we can't get steel in the ground. That's why our work doesn't stop there. We see policies through to the implementation stage at state commissions, and at MISO.

At the same time, siting challenges are continuing, and spreading to many previously supportive areas. Roadblocks at state legislatures and in regulatory proceedings for transmission projects have popped up. Despite the obstacles, we have been successful in opposing anti-wind bills in North Dakota, South Dakota, Minnesota, and Indiana. As our successful policy efforts to create markets for renewables, particularly in Illinois and Michigan, move into the implementation phase, we have been active in these processes. We have successfully advocated for MEP projects and MTEP 18 futures that accommodate more wind and solar, as well as advocating on behalf of the Cardinal-Hickory Creek transmission line, the last of the original MVP projects.

We have a dedicated and experienced Board of Directors who help set the strategic direction of this organization and a staff that keeps all the wheels in motion to ensure we are able to help you deliver our Midwest renewable energy.

Thank you for your ongoing support.

Beth Schmitt



State Policy

Building relationships and collaborative solutions to advance renewables development

Through state policy efforts, Clean Grid Alliance works to create a clean energy marketplace and drive demand for renewables.

In 2017 and 2018, CGA developed a proactive agenda yet played defense in North Dakota, Minnesota and Indiana. Organized labor, night lighting, setbacks, and military issues all emerged as hot topics.

2018 HIGHLIGHTS

- In Minnesota, we worked on organized labor issues and night lighting. We found common ground during the 2018 legislative session with organized labor on basic reporting requirements for wind and solar projects. In December, the issue came up again at the Public Utilities Commission. We actively engaged in discussions around this important matter. We successfully defeated an initiative to require aircraft detection lighting systems for all future and current wind projects in Minnesota. In addition, we successfully helped the Freeborn County Wind Project receive all necessary state permits to move forward.
- In North Dakota, we successfully defeated the North Dakota Game & Fish department's process to implement unreasonable wildlife mitigation guidelines when siting large wind energy facilities. This was a collaboration between WIND, agriculture groups, and utilities. We also established and facilitated the branding for the now successful ND WIND Coalition.
- We persuaded the Indiana House Utilities, Energy and Telecommunications Committee to not vote on a bill that established onerous statewide setback distances for wind turbines as the default for all counties, and established new ethics rules for county employees whose relatives receive payments from a wind developer. We convinced the House Local Government Committee to not hear a bill that would revise the conflict of interest standard for county commissioners. Military concerns with wind development also came up. The Indiana Department of Defense Development expressed concerns on behalf of active military bases using Indiana airspace regarding coordination with wind developers in the state. The state was considering legislation as a possible solution to their concerns. CGA and AWEA coordinated a meeting with representatives of the state and military and were able to agree to hold a series of meetings to discuss concerns and work toward collaborative solutions outside of a legislative process.
- In Illinois, CGA staff spoke on a policy session panel at the Illinois Commerce Commission regarding legal and policy issues impacting the expansion of wind energy in Illinois.

Transmission

CGA advocates for renewables at MISO

Transmission is the “road to market” for renewable energy. Since most new utility-scale wind and solar resources are located in rural areas, transmission is needed to transport this clean, low-cost energy to the electric grid where consumers can benefit from it. CGA is the 'go-to' subject matter expert working ‘behind the light-switch’ advocating for renewables and ensuring there is adequate access to the MISO electric grid. We also work to ensure transmission capacity is available for renewables, and transmission projects are completed.

2018 HIGHLIGHTS

- CGA met with the Environmental Law & Policy Center who is representing the Driftless Area Land Conservancy against the Cardinal-Hickory Creek transmission line in Wisconsin to understand their concerns about the line.
- At MISO, our advocacy resulted in an increase in the forecasted amount of renewable resource expansion in MTEP from a maximum amount of 52.8 GW in MTEP 18 to a maximum amount of 72GW in MTEP19.
- CGA worked to transition the MISO Interconnection Process Task Force (IPTF) into the Interconnection Process Work Group (IPWG). After 10 years as a task force, the IPWG provides a more permanent group at MISO to address ongoing important issues for generation developers.
- CGA submitted multiple comments to MISO, advocated in stakeholder meetings, and made one formal presentation to support MISO’s plan to file cost allocation changes that should increase the possibility of approval of regional cost sharing of economically beneficial transmission upgrades. These proposed changes will lower the voltage threshold for cost sharing, and increase the benefits included in the evaluation of projects. We were also successful in keeping MISO from eliminating the Multi-Value Project (MVP) cost allocation category which was so successful in supporting 17 regionally beneficial projects that were approved in 2011.
- CGA led technical advocacy efforts on MISO Generator Replacement policy to ensure fossil fuels do not have an advantage in the MISO marketplace when utilities retire coal plants and that the final Generator Replacement policy is consistent with existing Generator Interconnection and Material Modification policies.
- CGA continued to advocate for a forum at MISO to discuss and make progress on Hybrid Interconnection policy. There is great interest in adding solar or storage to existing generation sites but changes to business practices and the MISO tariff will be required.
- Following advocacy over a number of years and support for this issue through MISO’s Market Roadmap Survey, MISO has included an effort to develop Dynamic Line Ratings in its Market Roadmap Work plan for 2019. If implemented, Dynamic Line Ratings can increase the amount of available capacity for use on the transmission grid without building new transmission lines. This is especially important because it allows for increased capacity during high wind periods given that wind speed is directly related to capacity on the lines.

CGA worked hard in 2018 to ensure better alignment between MISO’s annual Transmission Expansion Plan (MTEP) and generator interconnection (DPP) policies and studies. MISO had originally proposed to only allow RAS (Remedial Action Schemes), load shedding and redispatch as options to mitigate constraints that were the responsibility of Transmission Owners, but as a result of CGA’s input, the same language was also put in BPM 15, which applies to mitigating constraints in the Interconnection Process. Previously, without this language, these options could not even be considered.

Rules & Law

CGA negotiates wins for renewables

CGA engages in state regulatory and resource planning processes to support the region's transition to renewable energy and carbon reduction, reduce burdensome regulation, and ensure grid and other issues are addressed in a timely manner.

2018 HIGHLIGHTS

- In Missouri, we successfully advocated that the Certificate of Convenience and Necessity provision be removed from a final rule. This reduced regulatory requirements for developers when constructing wind and solar facilities.
- CGA was involved in Ameren's 2017 Integrated Resource Plan (IRP) and Green Choice Tariff program negotiations. With the IRP, we argued that the cost of utility-scale wind and solar resources used by Ameren Missouri in its 2017 IRP were too high, and proposed improved cost estimates. Ameren Missouri acknowledged that there was room for improvement in their cost estimates and agreed to adopt our proposals in their update of the plan that occurs annually.
- Ameren Missouri wanted to cap the Green Choice tariff program at 400 MW. We negotiated the addition of a provision to the program's tariff that established a procedure for increasing the amount of wind beyond 400 MW.
- In Illinois, we demonstrated that the Adjustable Block Program was likely to use all of the RPS budget, and argued for changes that would increase the procurement of 15 year RECs; arguing that money that would be spent on 1 year spot procurements instead be used to procure 15 year RECs.
- CGA participated in a Stakeholder workgroup convened by the MN PUC to revise the state's interconnection rules governing generator interconnection to the distribution system, including storage. In addition, we submitted several sets of comments on the proposed rules. The MN PUC approved these rule changes.

Earlier Wins

- In 2017, CGA provided industry input on a proposal by the North Dakota Public Service Commission to modify their administrative rules governing decommissioning of wind projects, resulting in significant improvements to their initial proposal.
- In 2017, the Illinois Power Authority adopted CGA's proposal to procure more long term wind RECs (by 1 million RECs) than what was required under the Future Energy Jobs Act to take advantage of the federal Production Tax Credit prior to its expiration.



Public Education

CGA provides ongoing public education and outreach to achieve broad support and acceptance of renewables

2018 HIGHLIGHTS

- The rebranding of Wind on the Wires to Clean Grid Alliance was a major project and accomplishment in 2018.
- **Twitter:** Average monthly impressions increased nearly 50% in 2018. Our current average was 44,000 impressions/month. We saw a large spike in September due to our 2018 breakfast event and name change announcement, both of which sparked the most engagement for the year, with 121,000 impressions, 1,500 profile visits and 57 new followers. We also saw a spike during American Wind Week, with 49 new Twitter followers and 79,100 impressions.
- **Radio:** We continued our radio campaign in 2018, expanding it to cover the entire year. The program delivered 2,303,200 listener impressions on adults 18+. Using the “just smart” tag line, the ads covered positive messaging around cost, benefits to rural communities, jobs, economic development, and reliability. We also wrote supporting blogs, social media posts and memes to support the campaign theme each month.
- **Blog:** Visitors to our blog grew 62% from 258/month to 419/month. We published 27 articles to our blog in 2018.
- **Champions newsletter:** Subscribers to this external newsletter grew 138% in 2018.
- Wind Works Michigan held a webinar to present the Lessons Learned document that came out of the Wind Energy Stakeholder Committee effort in 2017 co-lead by CGA and 5 Lakes Energy.
- **Google Adwords:** We received a grant from Google for their Nonprofit Google Adwords program. Results for the program have been very good.
 - » More than \$4,300 in ads covered by the Grant
 - » 31,000 ad impressions have been delivered
 - » Google Adwords has increased traffic to our website by 24% since we started in May
 - » More than 2,100 click-throughs to our website
 - » 90% of Fact Sheet downloads are coming from Google Adwords
 - » 12% of Project Map page visits are from Google Adwords
 - » 8% of Blog visits are from Google Adwords
- **American Wind Week 2018:** We placed an LTE in South Dakota, an op-Ed in *Morning Consult*, arranged a radio interview on “Energy Matters” in North Dakota, placed a digital banner ad on two radio station websites in Minnesota reaching 35,000 people, and attended several events. We also coordinated a wind farm site visit for several legislators in cooperation with the Minnesota Conservative Energy Forum.



Features

Wind Industry of North Dakota

Clean Grid Alliance worked with several member companies to establish the Wind Industry of North Dakota (WIND) in 2018. WIND educates stakeholders and the public about the benefits and opportunities wind brings to North Dakota.

Membership is open to any person, company or organization that has been positively impacted or anticipates they could benefit from wind projects in North Dakota, including landowners, energy companies, education and governmental leaders, manufacturers, construction firms, supply chain companies, business leaders and wind project developers.

Among the major initiatives of WIND was to tackle the Game and Fish Department's proposed guidelines for reducing impacts from wind energy development. WIND filed comments along with other concerned groups on the proposed guidelines. Game and Fish ultimately withdrew from the process, agreeing that the issue needed to be dealt with in the legislature.



Members of WIND:

American Wind Energy Association
Apex Clean Energy
Capital Power
EDF Renewable Energy
Enel Green Power North America Inc.
Invenergy
NextEra Energy Resources
Tenaska
Tradewind
Wanzek Construction, Inc.

Together, these companies have invested billions of dollars into the North Dakota economy, mostly in rural areas across the state.

Cardinal-Hickory Creek

The Cardinal-Hickory Creek transmission line is the last of MISO's Multi-Value Project lines to move through the state regulatory approval process. This is a critical line for connecting wind and solar energy from the Dakotas and Minnesota to load centers in the East, and to facilitate renewables development in Wisconsin.

This line has been met with stiff local opposition. Over 76 entities requested intervention into the case, with nearly 50 coming from individual landowners. The Environmental Law and Policy Center is opposing the line and is representing the Driftless Area Land Conservancy. CGA jointly filed a petition to intervene in the case with the Minnesota Center for Environmental Advocacy and Fresh Energy, and secured two expert witnesses for the case.

To help support the need for the line, Clean Grid Alliance developed a robust communications and outreach plan and began implementation in late summer through the end of the year.

CGA Actions

- CGA wrote and submitted a Letter to the Editor in support of the transmission line, which appeared in 3 Wisconsin newspapers.
- Wrote blog, "Cardinal-Hickory Creek Transmission Line is a necessary improvement and will enable renewable energy" | Sept. 4, 2018
- Created a webpage
- Worked with Wind Solar Alliance to create a Fact Sheet
- Created a video, which we shared on social media, placed on our webpage, and shared with ATC
- Ran Google Adword ads about the Cardinal-Hickory Creek transmission line, with links back to the blog post or the webpage.

Organizational & Fiscal Sustainability

Attracting new members and ensuring robust participation from current members is a strategic priority. We continually work with our NGO and for-profit members to find effective approaches to our work and align strategies in our region. In addition, we seek the support of philanthropic organizations and individuals to balance our funding sources. Such grants help support our operational budget as well as specific programmatic initiatives identified by staff and our members. **Our thanks to the McKnight Foundation, Turner Family Foundation and the Energy Foundation for their generous support.**

- During 2018, MAP Energy LLC, Scout Clean Energy, Wenck Consulting, and IPS Solar joined CGA as new members.
- CGA fundraising included:

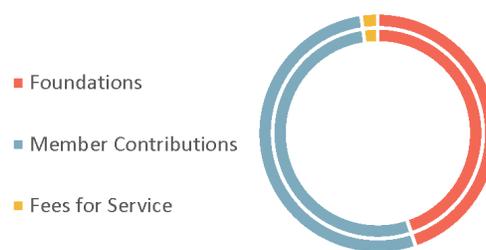
- » \$224,000 for state initiatives in Minnesota and North Dakota.
- » \$857,500 from private philanthropy to support our work.
- » \$92,075 from the “Wake-up with WOW” Benefit Breakfast.
- CGA received funding from The Wind Solar Alliance (WSA) for advocacy work on MISO market reforms. In 2019, CGA will hold 10 in-state meetings with state regulators, and staff, to talk about market reforms needed as the Midcontinent states implement the generation shift that is underway.

Statement of Activities

for the year ended December 31, 2018
(Audited)

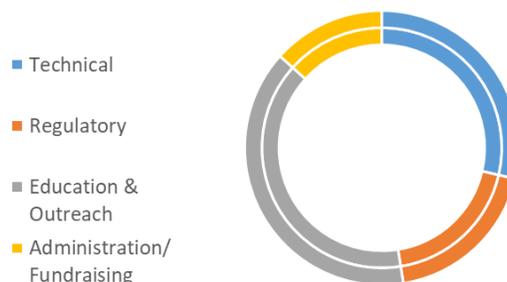
Revenue	Amount	Percent
Foundations	\$ 857,500	44.77%
Member Contributions	1,010,706	52.76%
Fees for Service	43,500	2.27%
Investment Income	3,606	0.18%
Total Revenue	<u>\$ 1,915,312</u>	

2018 Revenue



Expenses	Amount	Percent
Technical	\$ 463,523	28.64%
Regulatory	304,972	18.85%
Education & Outreach	633,819	39.17%
Administration/Fundraising	215,923	13.34%
Total Expenses	<u>\$ 1,618,237</u>	
Change in Net Assets	<u>\$ 297,075</u>	

2018 Expenses



Leadership

The Clean Grid Alliance Board of Directors is comprised of a proportional balance of CGA member companies representing for-profit and non-profit interests. This balance of representation sets CGA apart from other organizations and is viewed as a key strength.

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

Tyler Huebner

RENEW Wisconsin

Board Members

Jon Chase

Vestas

Kerri Johannsen

Iowa Environmental Council

Scott Koziar

Apex Clean Energy

Brian Lammers

Advanced Generation Development

Nicole Luckey

Invenergy LLC

Shanelle Montana

EDF Renewable Energy

Susan Williams Sloan

American Wind Energy Association

Beth Soholt

Clean Grid Alliance

Adam Sokolski

Avangrid Renewables

Vanessa Tutos

EDP Renewables

Staff

Beth Soholt

Executive Director

Sean Brady

Regional Policy Manager - East

Linda Brewster

Office Manager

Isak Kvam

Communications/Policy Associate

Peder Mewis

Regional Policy Manager - West

Natalie McIntire

Technical/Policy Consultant

Ron Osterbauer

Development Manager

Rhonda Peters

Technical Consultant

Kelley Welf

Communications Manager

Lauryn Welf

Administrative Associate

ADVANCING RENEWABLE ENERGY IN THE MIDWEST

Leveraging technical expertise and building support to expand markets



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