

RESONANT ENERGY 2019 IMPACT REPORT



WELCOME TO OUR 2019 IMPACT REPORT!

In just a few short years, we've made great strides towards achieving our vision for a more equitable clean energy economy. 2019 brought no shortage of exciting developments as we continued to define our role as a leader in solar accessibility, scaling both our solar projects and team operations. Alongside our amazing community of partners, we enabled 30 new houses of worship, affordable housing organizations, low-income households, and other nonprofits and organizations in Massachusetts and New York to reap the financial and environmental benefits of solar energy. We also shared a bittersweet goodbye with our friends at Second Church in Dorchester, as we made a new home for our growing team nearby in Fields Corner. 2020 is shaping up to be our biggest year yet, and we can't help but think this is just the beginning of what we'll accomplish together.



Isaac Baker
Co-CEO

Ben Underwood
Co-CEO

Madeline Barr
VP of Outreach
& Sales

Alec Henry
VP of Operations
& Analysis

East Congregational Church, Milton, 50kW

OUR IMPACT TO DATE

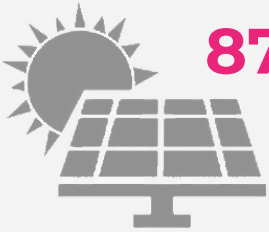
(2016 - 2019)



Boston Green Future Fest



Century Box, Lawrence, 535 kW



87 Completed Projects

Totalling 1,987.50 kilowatts (kW)

\$5.2M Invested in Solar Projects

Resulting in **\$190,800** in **annual savings** for our customers



2.4M lbs of Carbon Emissions Saved

The equivalent of planting 60,000 trees

THE COMMUNITIES WE SERVE



49% of our Projects Serve Environmental Justice communities

23% of our Projects Serve Low-Income Communities



*Nationally, 5-15% of solar projects serve low-income households (*65% median household income)*

WHERE: MA, NYC, Long Island



Sheila and Claude Hamler of Dorchester



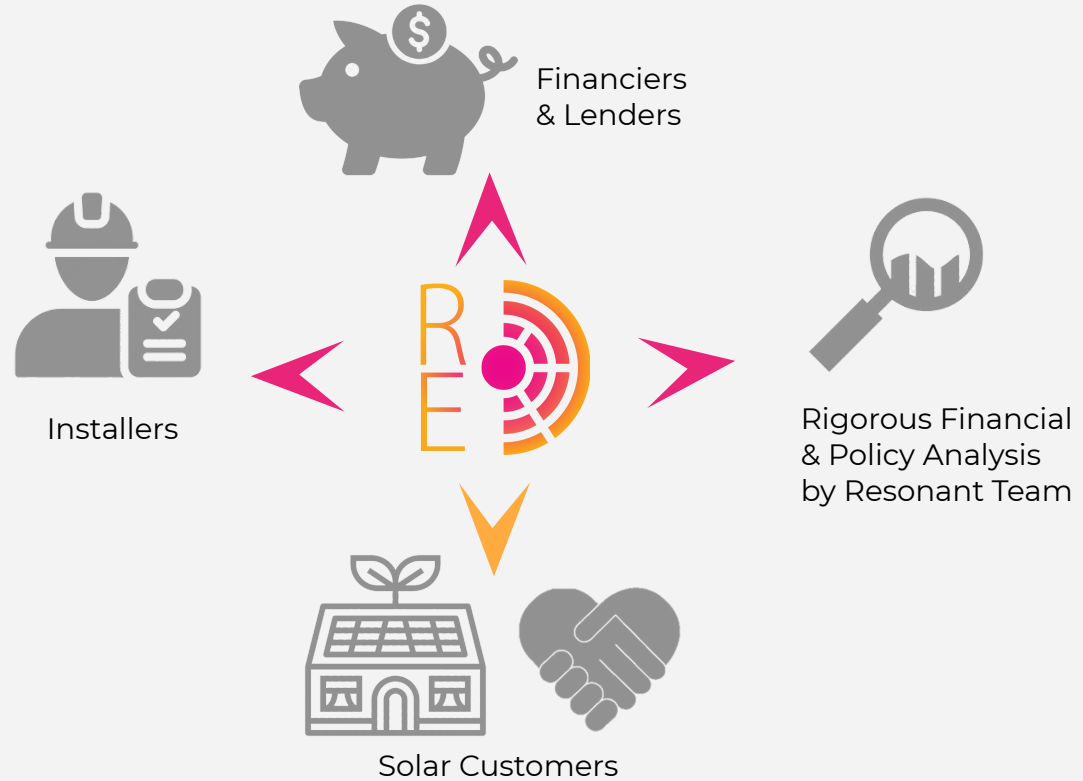
- **38** nonprofits, houses of worship, and affordable housing projects
- **47** residential homes

HOW WE OPERATE



St. John's Episcopal Church, Gloucester, 11kW

With well-established community ties and strong solar expertise, Resonant is a trusted single point of contact that is uniquely positioned to connect **mission-aligned financing organizations** and **vettted solar installers** with **communities and institutions**. We invest time in gaining a **deep understanding** of our customers and conduct **rigorous analysis** to come up with a customized clean energy solution that best suits the unique needs of each customer.



2019 INNOVATION HIGHLIGHTS

Resonant assembles **creative financing structures** that **optimize existing clean energy policies** in order to make solar viable for anyone who wishes to enter the clean energy movement. Below is a sampling of projects that push the envelope on how solar can be developed and owned.



East Congregational Church, Milton, 53 kW

CHURCH HYBRID OWNERSHIP & COMMUNITY SHARED SOLAR (CSS)

- **Financing:** Collective Sun financing leverages solar tax credit for an upfront discount with path to church ownership.
- **Local Benefit:** 50% of output covers all of the church's needs; 50% excess sold to a local school.



Century Box, Lawrence, 535 kW

LAWRENCE OPPORTUNITY ZONE

- **Financing:** Part of Century Box's "Opportunity Zone" rehabilitation of a warehouse in Lawrence, MA.
- **Local Benefit:** Solar tax benefits and revenue support new, quality manufacturing jobs in an under-invested community in MA.



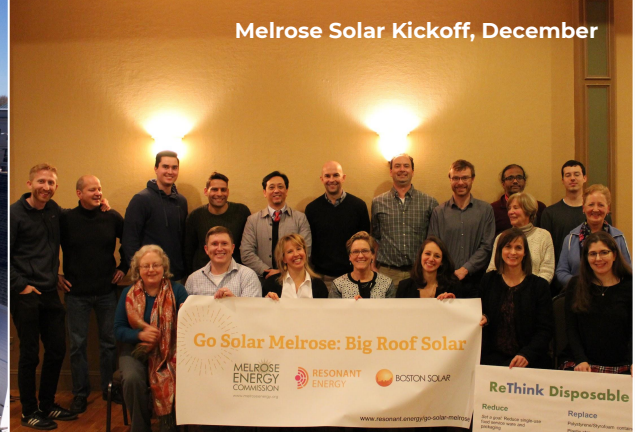
Tifereth Israel, New Bedford, 127 kW

SYNAGOGUE NO-COST GROUND-MOUNT INSTALL

- **Financing:** Sunwealth Power Purchase Agreement (PPA) offers no cost solar pathway.
- **Local Benefit:** Ground-mounted system meets 100% of the energy needs of the co-located synagogue and girls school.

2019 COMMUNITY INITIATIVES

Our outreach strategy centers around **education** and **community empowerment**, combining grassroots organizing with traditional marketing. We work with local leaders who share our vision for a more inclusive **clean energy economy** and see potential in their own communities.



**MASSACHUSETTS SOLAR LOAN
LOW-INCOME LENDING**

**INTERFAITH GROUP-PURCHASE
CAMPAIGN**

GO SOLAR MELROSE: CITY CAMPAIGN

Resonant helped **6 income-qualified homeowners** navigate the MA Solar Loan program to access savings often seen in more affluent communities, including Luis Freitas (pictured above), a small business owner in Stoneham.

Spearheaded by a local activist, four houses of worship in Westwood, MA are in the process of going solar with Resonant! **Through this group-purchasing campaign, Resonant was able to negotiate a 20% discount for each solar installation.**

Launched by the Melrose Energy Commission, and recognized by the U.S. Department of Energy, "Go Solar Melrose: Big Roof Solar" was the **first community-wide solar campaign in MA to target nonprofits and small businesses.**

2019 COMMUNITY ENGAGEMENT



LOW-INCOME POLICY ADVOCACY

Alongside **BlueHub Capital** and **Vote Solar**, Resonant advocated for structural changes to the MA Department of Energy Resources' 2018 **SMART program** to increase the program's benefits to low-income communities, which are now reflected in the state's revised policy.

Resonant understands the importance of tackling access to solar from **all avenues**, from neighborhood celebrations to advocating for just policies!



INTERFAITH POWER & LIGHT'S (IP&L) NATIONAL SURVEY

In Interfaith Power & Light's (IP&L) national survey of congregations with PV systems, **28% of MA projects were developed by Resonant!** We thank our friends at **Massachusetts Interfaith Power & Light (MIP&L)** who helped us in our call to action to encourage more houses of worship to go solar!



LOVE YOUR BLOCK EARTH DAY CELEBRATION

For this year's Earth Day, Resonant worked with our partners in Dorchester to coordinate a "Love Your Block" celebration in Codman Square. We **celebrated the power each neighborhood has** in making change and leading the climate movement.

OUR PARTNERS

INSTALLERS



FINANCIERS



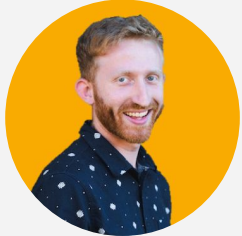
First Baptist Church, Riverhead, 56 kW



Alec and Julie McKinney of Cambridge



MEET THE TEAM



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Co-CEO



BEN UNDERWOOD
Co-CEO



MADELINE BARR
VP of Outreach & Sales



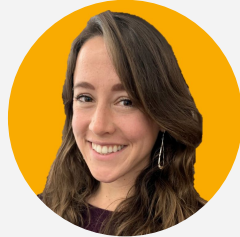
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CARA GOLDFARB
Project Manager



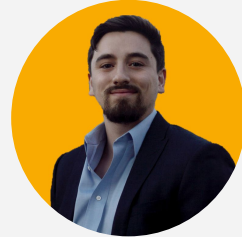
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