

Accelerating Climate Solutions



annual report
2018 – 2019

the
climate
center

What we do

1. Revolutionize California's energy with Community Choice

- **10 million Californians** now served by Community Choice
- **88%** of Community Choice Energy is **GHG-free**

Page 6

the
climate
center

3. Inspire businesses to do more

- Connected and engaged **70+ companies** to reduce GHG emissions

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Photo: www.dv3photography.com



2. Transform transportation

- **\$1.5 million** California budget allocation to move towards all-electric vehicles
- Advanced electric vehicle workplace charging at businesses with **5,000+ employees**

Page 5

Mission: To deliver speed and scale greenhouse gas reductions, starting in California

4. Empower youth on climate

- **270 students** trained as climate leaders
- Educated **28,960 high school students** across the Bay Area about climate

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Photo: www.dv3photography.com



Our strategy

Build an exponentially-growing coalition of advocates who drive policy change

The Climate Center has continuously evolved its overarching strategy, known as the theory of change, since our founding. **This strategy is the foundation for how we do our work, as well as the rationale for what we do.** In its simplest terms, our strategy is a marriage of policy that delivers massive, rapid greenhouse gas reductions, with an exponentially-growing coalition of focused advocates and leaders who provide the “wind in the sails” to policy makers.



Photo: www.dv3photography.com

Proven track record

We have a **nineteen-year history** of educating and mobilizing business, government, and the broader community to **support and help enact solutions** that we identify. In 2001, Mike Sandler and Ann Hancock founded the Climate Center when climate change was barely in people’s consciousness. They succeeded in getting all of Sonoma County’s nine cities and the county to pledge by resolution to reduce greenhouse gas emissions, **setting a national precedent.**

In 2008, the Center wrote **one of the nation’s first county-wide climate action plans** (for Sonoma County, California), promoted novel efforts in support of electric vehicle adoption (see page 5), and **played a key role in establishing the first Regional Climate Protection Authority** to coordinate climate action at the county-level, **work that was recognized by President Obama.**

The Center was also honored with the **Climate Protection Award from the U.S. Environmental Protection Agency**, “in recognition of exceptional contributions to global environmental protection,” among other awards.

Most recently, the Center has **celebrated great success in helping to establish Community Choice Energy** in communities throughout California (see page 6).



Photo: Assembly Member Ting (seated) with clean car coalition members in July 2019

Accelerating Clean Cars

Statewide impact

Transportation is the largest source of GHG emissions at local, state, and national levels. We focus on California because this quasi-nation with the world's fifth largest economy is a leader in vehicle emissions standards and profoundly affects the national auto market. We worked with a coalition to support Assembly Member Phil Ting's clean cars legislation. **Ting secured \$1.5 million in the California budget for vehicle electrification.**



Incubating solutions to scale up

We met with and encouraged local employers with a total of over 5,000 workers to install electric vehicle chargers at their offices. Evidence shows that **workplace chargers accelerate employee adoption of EVs**. Many more chargers are needed to reach our goal of 135,000 EVs in Sonoma County by 2030. We estimate that there are currently more than 10,000 EVs in Sonoma County, and we project that by the end of 2020 there will be about 15,000.





The Center organized a tour so Fresno leaders could learn directly about Community Choice agencies. Left to right: Dave King, Petaluma City Council; Dolores Barajas, Chief of Staff to Fresno Council Member Miguel Arias; Tom Cooper, Project Manager, Coldwell Solar; Geof Syphers, CEO, Sonoma Clean Power; President Luis Chavez, Fresno City Council; Aida Macedo, Chief of Staff for Fresno Council Member Nelson Esparza; Barry Vesser, Chief Operating Officer at the Center; Nelson Lomeli, Program Manager, Sonoma Clean Power. Photo taken in Sonoma County.

Spreading Community Choice

The Climate Center is playing a significant role in increasing Community Choice Energy (CCA) in California to speed up and scale up California's transition to clean electricity.

Five years ago, there were two CCAs in the state and today there are 19 supplying 10 million customers with 88% clean energy. The Climate Center first focused on bringing Community Choice to Sonoma County, then Silicon Valley, and now California's Central Valley.

This year both Fresno and Stockton budgeted \$10,000 to match \$50,000 grants from Sonoma Clean Power

to conduct their Community Choice technical studies, a major step toward offering services. Additional California cities are preparing to serve customers in 2020, **bringing energy choice to nearly half a million new customers in 2020.**

Another benefit of Community Choice agencies is their **ability to respond to local needs.** In Sonoma County, the fires that destroyed homes precipitated a massive rebuilding effort. Sonoma Clean Power offers incentives to fire survivors to rebuild their homes to be more energy efficient, solar-powered, reliable, and resilient with very low energy costs.



"There is a community of people who are helping people like me to build energy-efficient, reliable, resilient, solar-powered homes with very low energy costs. I could not have done this alone."

- Bob Cipolla, Advanced Energy Rebuild beneficiary, Sonoma Clean Power customer

Inspiring energy professionals

We convened **325 Community Choice professionals**, advocates, and elected officials at our fifth annual Business of Local Energy Symposium in June in Irvine. Attendees addressed the challenges and dynamic environment of the state's energy system.

Regarding PG&E's bankruptcy and plans to shut down power in times of high fire danger, Geof Syphers, Sonoma Clean Power CEO, said, ***"When customers are paying more money for less reliable service, remaking California's entire energy market is squarely on the table."***

Keynote speaker Fran Pavley (pictured at the bottom of the page), author of California's groundbreaking Global Warming Solutions Act, described the **big lifts that California must make to reach its climate goals**. Examples included decreasing emissions from transportation, electrifying everything, creating markets for energy storage, and creating safer, fire-resilient communities through microgrids and better land use. She affirmed that Community Choice agencies have a critical role in these initiatives.



The heads of Community Choice agencies in California line up to celebrate the success of Community Choice and the resulting progress of clean energy in California at the Center's annual Symposium in June 2019.



Left: LA Times reporter Sammy Roth discusses the future of Community Choice with the CEOs of Clean Power Alliance (Los Angeles), Clean Power SF (San Francisco), and Monterey Bay Clean Energy. Right: Fran Pavley, author of California's Global Warming Solutions Act

"Attending the Business of Local Energy Symposium has been a front row seat to the joyful revolution in local leadership on energy and climate action. The annual symposium has supported the Community Choice movement as it has blossomed and grown across California."

– Margaret Bruce, Local Government Commission

Building coalitions in the Central Valley

Led by Fresno-based staff member Destiny Rodriguez, we are building a network of organizations dedicated to creating sustainable, socially just, and thriving local economies through Community Choice Energy. Relationships with local community groups, nonprofits, neighborhoods, businesses, and organizations strengthen our work to bring positive, measurable change to the Central Valley.



Fixing our power system

To achieve California's climate and energy goals, we must accelerate the transition to a 21st-century energy system – one that is safe, resilient, reliable, renewable, distributed, equitable, affordable, innovative, and job-generating. To this end, the Climate Center has launched the Advanced Community Energy (ACE) initiative to develop local energy resources and storage in California communities, and **to support decarbonization and resilience projects while improving the performance of the state's electric power system.**



Lorenzo Kristoff, advisor (top right), and staff member Kurt Johnson, ACE Manager (bottom right), are working on the Advanced Community Energy initiative for the Center.



Connecting business leaders

Clean energy is the fastest growing sector of the economy and a powerful source of job generation. Last year it was a \$200 billion industry in the United States and a **\$1.4 trillion industry worldwide**, but we need to go faster. Our **70+ Business for Clean Energy members** recognize this and support policy that builds the clean energy economy.



Business of Clean Energy breakfast attendees: Leslie Lukacs, Executive Director at Sonoma County Waste Management Agency; Bill Wolpert, Green Building Architects; Jennifer Bice, Redwood Hill Farm; Kevin Hernandez, M. A. Silva; Stacia Bentley, Amy's Kitchen; Ken Wicker, Stem. Photos by Karen Preuss.

Cultivating youth leaders

Engaging high school students as climate advocates has been part of our work since 2002. We inspire young people to take action for immediate GHG emission reductions while promoting long-term personal and community action. Our ECO2school program **trained 272 youth leaders** who designed and implemented education and encouragement activities that **reached 28,960 students** in 5 Bay Area counties.

Youth leaders at Roseland University Prep.



Ellie Cohen joins the Center as CEO

Ellie Cohen became CEO of the Center in September 2019. Ellie, a **visionary national leader in collaborative climate solutions**, will lead the Center's collaborative efforts to address the climate emergency in California and beyond. A rapid decarbonization campaign will focus on a range of policy priorities from **clean energy and sustainable mobility to healthy lands**, expanding upon the Center's key role in growing Community Choice Energy. Ann Hancock, who was Executive Director since she co-founded the organization in 2001, remains on staff full-time as Chief Strategist.

Prior to joining the Center, Ellie was CEO of Point Blue Conservation Science. Under her 20-year leadership, Point Blue grew five-fold to a workforce of 200 and an annual budget of \$14 million. Please follow Ellie on LinkedIn and Twitter.



Ellie with Chief Strategist Ann Hancock and Board President Efred Carrillo



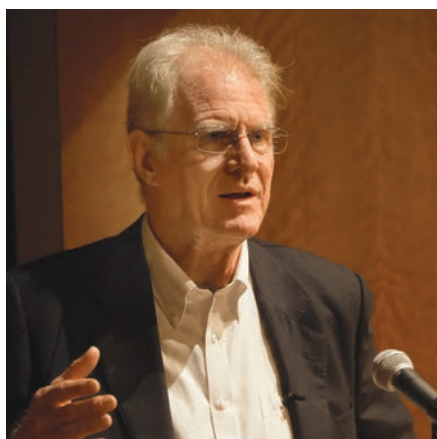
Above: Ellie Cohen speaking at the 2017 UN Climate Change Conference in Bonn, Germany

“We urgently need to enact policies that align with the science and put California on the path to carbon neutrality by 2030. The Climate Center is the California organization best suited to create the broad coalition necessary to meet this challenge.”

— Ellie Cohen

Informing, inspiring, and appreciating supporters

We do our work with the support of sustaining donors and others who have a long-term commitment to our mission. In the last year, we've organized community events about climate, as well as smaller events to thank our long-term partners.



*"Solar, electric cars, and other solutions – it's all just things. But **what's most important is us.**"*

– Actor Ed Begley Jr.,
May 2019 event

Photos by Karen Preuss



*"We're clearly experiencing the effect of climate change, but **it's never too late to put on the brakes.**"*

– Climate scientist Carl Mears,
January 2019 event

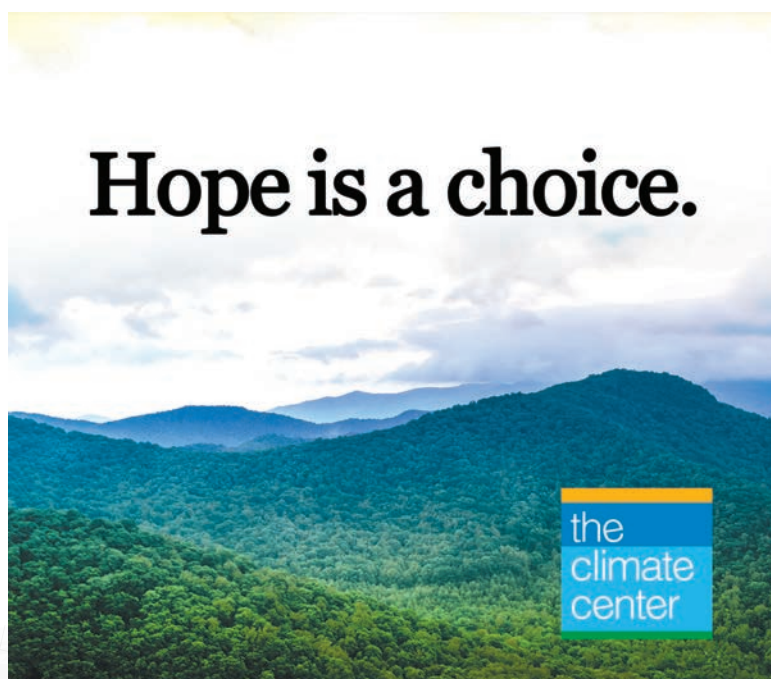


*"Climate change is the biggest collective challenge the world is facing. And **we have to use every organizing technique to face that challenge.** Doing so we can learn a lot from the abolitionists of the 1780s."*

– Author Adam Hochschild,
October 2018 event

Also shown: Chief Strategist Ann
Hancock and supporter Jean Schulz

Hope is a choice.



*"Hope sees the invisible,
feels the invisible, and
achieves the impossible."*

– Helen Keller

The Climate Center depends on the extraordinary generosity of the following individuals, foundations, government agencies, and businesses. **We acknowledge their financial support received during the July 1, 2018 - June 30, 2019, fiscal year.**

* 5-5-5 Members

5-5-5 Club Members have pledged a 5-year financial commitment toward our \$5 million goal to advance our leadership in climate solutions across California.

+ Climate Sustainers

These members make recurring monthly donations to increase their gift's impact and advance the Climate Center's mission.

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We have made every effort to confirm the accuracy of this list. We regret any omissions or errors.

If you would like to share a correction or discuss giving levels and other options, such as legacy gifts, please contact:
Stacey Meinzen
707-484-1815
stacey@theclimatecenter.org

Thank you!

Our people



Our name: We shortened it to the Climate Center. Thanks to all who gave feedback.



Staff

Back row: left to right

Ann Hancock, Chief Strategist
Ellie Cohen, Chief Executive Officer
Nina Turner, Energy Program Associate
Barry Vesser, Chief Operating Officer
Kevin Anderson, ECO2school Program Coordinator
Woody Hastings, Energy Program Manager
Laurie-Ann Barbour, Administrative Manager
Karen Barnes, Development Manager

Front row: left to right

Stacey Meinen, Communications Manager
Amanda Begley, Project Manager
Amy Jolly, ECO2school Program Manager
Destiny Rodriguez, Community Relations
Doron Amiran, Business for Clean Energy Program Manager
Lisa Mathiesen, Bookkeeper
Jodi Seward, Administrative Assistant

Science & Technical Advisors

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Dorothy Freidel, Ph.D.
Edward C. Myers, M.S.Ch.E.
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John Rosenblum, Ph.D.
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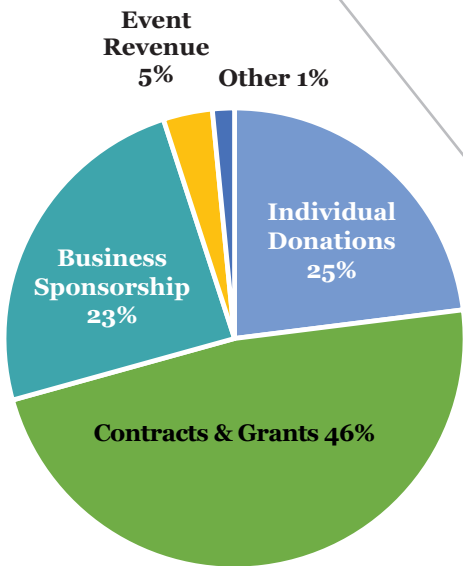


Strategic Advisors

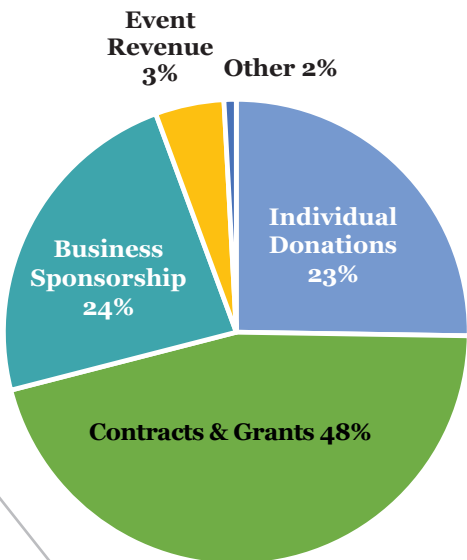
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Revenue

FY 2017-2018
\$1,324,354

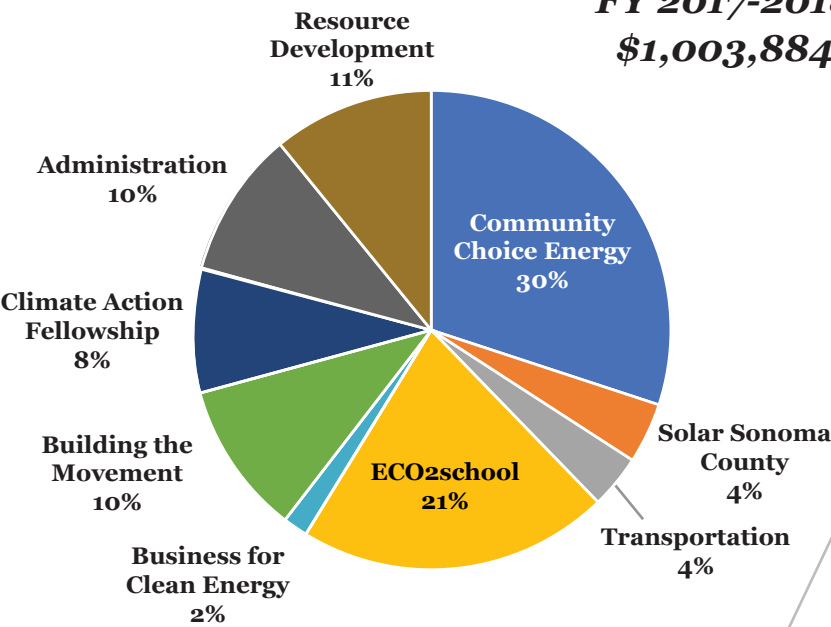


FY 2018-2019
\$1,341,097

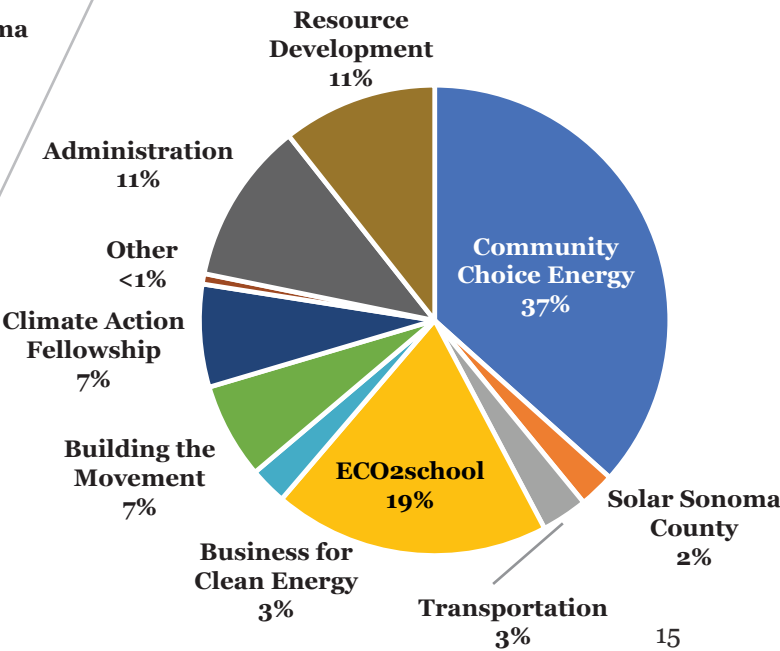


Expenses

FY 2017-2018
\$1,003,884



FY 2018-2019
\$1,297,121





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On hope

Action is the best antidote for despair.

Be joyful, though you have considered all the facts.
– Wendell Berry

Hope is not an emotion, it's a choice.
– Larry Robinson

May your choices reflect your hopes, not your fears.
– Nelson Mandela

We need pessimism of the intellect and optimism of the will.
– Antonio Gramsci

Gift inside

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