

OUR MISSION:

# ACCELERATING CLIMATE SOLUTIONS. FOR EVERYONE.

Climate change is the defining challenge of our time. We're scaling solutions—from technology to engagement, from financing to delivery.

Solving for climate fosters resilience, health, and better economics. Everyone deserves these benefits. We partner respectfully, co-creating to overcome historic injustice. We include people of all incomes, ethnicities, genders, and physical abilities. **Everyone.**

OUR IMPACT IN 2020:

## ENVIRONMENT, INNOVATION, SOCIAL, ECONOMIC

Three of Slipstream's four mission impact areas align with the United Nations Sustainable Development Goals, which are "intended to stimulate action over the next 15 years in areas of critical importance for humanity and the planet." SDG-aligned work includes:

Affordable and clean energy | Sustainable cities and communities | Responsible consumption and production | Reduced inequalities | Decent work and economic growth | Climate action | Partnerships



# Environment

Slipstream reduces carbon and other GHG emissions by saving energy or by adding renewables. **The Paris Agreement inspires Slipstream's goals.**

**321,000**

metric tons of avoided CO<sub>2</sub> emissions

**283**

metric tons of avoided NO<sub>x</sub> emissions

**28**

metric tons of avoided particulate matter (PM<sub>2.5</sub>) emissions



# Climate and equity innovation

Climate and equity challenges demand new approaches. Slipstream's technical bench strength, inspiring partners, and imagination led to these industry-leading innovations in 2020.

**First deployment of the BIT Building approach in a utility program.** BIT tackles poorly-served market segments to improve building energy performance. Slipstream's approach created clean energy jobs in historically marginalized communities. Our training empowered residents in affordable housing to take control of their energy bills.

**Quantified the energy savings and emission reductions of Passive House for new affordable housing.** In cold climates, we found 60% energy savings over ENERGY STAR. Slipstream's findings prove Passive House economics to affordable housing developers. We also verified savings for utility program leaders who want to scale this approach.

**Multiple pilots to uncover energy savings by combining lighting controls, IoT communication, HVAC controls, and plug loads.** From integrated controls to how buildings communicate with the grid, Slipstream is finding ways for building operators and program managers to turn commercial buildings into climate assets.

Scaled up **a more inclusive underwriting approach to drive participation in financing programs.** With a 33% increase in program participation, our approach provided people with lower incomes critical access to financing for needed energy improvements.

**Launched an all-electric home program for cold climates.** With 6,000 kWh savings per home, our approach also breaks down barriers to heat pump adoption in extreme climates, helps builders become champions of change, builds market capacity, and raises the visibility of net zero homes.



## HOW?

From skyscrapers to warehouses, we empowered commercial developers and design professionals to drive down energy use in new buildings.

We made buildings better. From driving electrification in rural areas, to improving the health and efficiency of manufactured ("trailer") homes for people with low incomes, to boosting small-town industry with more efficient technology, and much more.

We connected thousands of homeowners with financing for energy improvements, driving business for hundreds of small contracting companies.

We collaborated with manufacturers, big box stores, small-town hardware stores, and food banks to drive LED lighting into hundreds of thousands of homes.

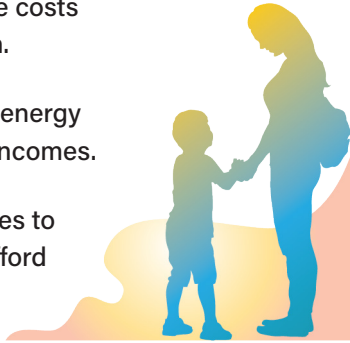
## Social

Reducing GHG emissions by saving energy improves health and wellbeing for people and communities. Slipstream prioritizes communities that have been historically marginalized.

**\$20M** in long-term health care costs averted by reducing air pollution.

**A half million** dollars in energy bill savings for people with low incomes.

**\$15M** in financing and subsidies to help people with low incomes afford energy efficiency improvements to their homes.



## HOW?

We improved new, affordable housing to create healthier homes with lower energy costs where residents can thrive. We connected developers to incentives so that they could invest in high performance.

We earned the trust of residents in mobile home parks. We provided technical expertise to address the unique energy issues of their manufactured homes—an essential type of affordable housing often overlooked by efficiency programs.

We brought best-in-class efficiency programs to rural areas and small towns in the upper Midwest.

We connected businesses and homeowners to financing resources in Illinois, New York, New Jersey, Michigan, Wisconsin, and other places to drive thousands of renewable and efficiency projects large and small.

## Economic

During the economic upheaval of a global pandemic, Slipstream's clean energy work did not stop. We delivered needed, tangible economic benefits like energy bill savings and jobs.

**1,200**  
clean energy jobs

**\$73M**  
in energy bill savings



## MORE RESULTS FROM 2020

To accelerate climate solutions, Slipstream empowers thousands of people to make a greater impact at work and at home. Our partners bring cultural knowledge, people power, tools, and insights that traditional clean energy players don't possess. **We're stronger together.**

Slipstream's three areas of focus—research and policy, fair energy finance and program and education accelerator—create a virtuous circle of impact, barrier identification, new solutions and improved impact.



## Research and policy

Our research and policy agenda fuels new solutions to climate and equity. **With over 40 initiatives underway in 2020, Slipstream:**

- **evaluated technology approaches for climate impact**
  - integrated building controls
  - grid-interactive efficient buildings
  - codes and standards
  - electrification
- **tested new approaches to advance energy equity**
  - health and energy
  - affordable housing
  - tribal energy equity
  - resilient communities
- **supported cities, counties, and states with expertise to achieve their climate goals**

## Fair energy finance

Slipstream enables homeowners and businesses to break through financial barriers to complete clean energy projects. While Covid-19 impacts slowed clean energy financing programs across the country, **Slipstream launched inclusive underwriting and responded fast to the demand for zero-interest loans**, keeping project volume (and energy savings) high.

One of our partners, NYSERDA, **supported 0% financing** to revitalize the clean energy economy during the pandemic. Two weeks of this program **resulted in \$25M in financing**, including **\$15M supporting photovoltaics** and **\$4.8M supporting heat pump projects**.

Slipstream **connected 6,244 people with \$71M in financing** through utility and state sponsored financing programs. **Over 200 small contracting businesses benefitted** from this work during the pandemic.

Our C-PACE programs provided **\$37.1M in financing for 19 clean energy projects** in hospitality, agriculture, and health care—adding new markets as C-PACE improved the capital outlook for projects during an economic downturn.

## Program and education accelerator

Slipstream put the safety of our customers, clients, and staff first as we responded to the pandemic. We pivoted to a virtual environment. We committed to new ways to reach people—through food banks, virtual learning, video-enabled quality inspections, online energy modeling tools, and more.

**5.6k energy professionals kept their skills sharp through our technical education.**

**We empowered design professionals to drive down energy use for 18M square feet of new commercial buildings in northern Illinois.**

**Solar-powered homes. Energy savings on farms. Improvements that reduced energy burdens for people with low incomes. And more. We completed over 12,700 energy projects in Michigan.**



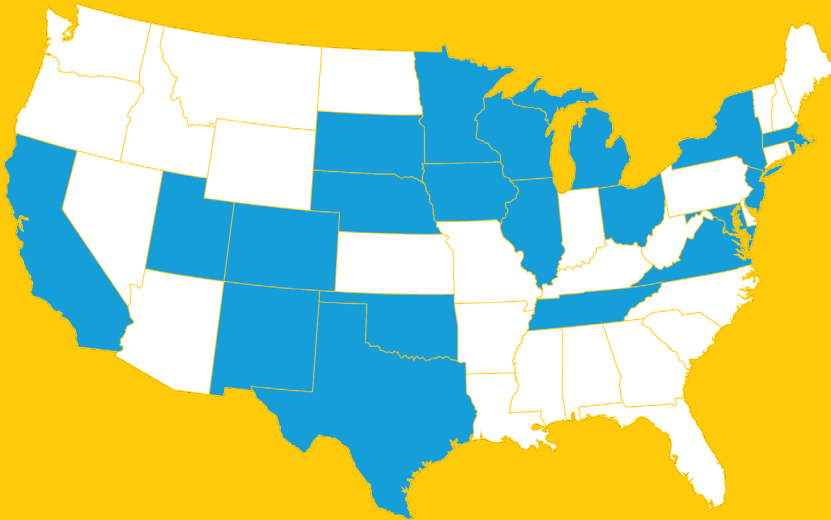
The Slipstream team's expertise spans over 45 of Drawdown's solutions. With most of our focus in the electricity and electricity/buildings sectors, our work supports these eight Drawdown solutions most closely:

- 1 Building retrofitting
- 2 Net zero buildings
- 3 Building automation systems and controls
- 4 Grid flexibility
- 5 Distributed Energy Storage
- 6 LED lighting and controls
- 7 High efficiency heat pumps
- 8 Financing

# PROJECT DRAWDOWN

Check back with us at the end of 2021 to see our growing body of work in these Drawdown solutions:

- Electric cars • Conservation agriculture • Health and education • Photovoltaics • Grid interactive buildings • Energy equity



## Financial results

### REVENUE, SUPPORT, AND GAINS

Program Revenue	\$50,098,729
Other Income	373,899
<b>Total Revenue, Support, and Gains</b>	<b>50,472,628</b>

### EXPENSES AND LOSSES

Efficiency at Scale	34,987,500
Financing for a Low-Carbon Future	2,282,039
Emerging Technologies and Human Factors	1,792,122
Training and Education	1,569,106
<b>Total Program Expenses</b>	<b>40,630,767</b>
Management and General	8,698,536
Fundraising and Business Development	1,623,880
<b>Total Supporting Services Expenses</b>	<b>10,322,416</b>
<b>Total Expenses and Losses</b>	<b>50,953,183</b>

### CHANGE IN NET ASSETS

<b>NET ASSETS—BEGINNING OF YEAR</b>	<b>12,448,289</b>
<b>NET ASSETS—END-OF-YEAR</b>	<b>\$11,967,734</b>

Connect with Slipstream to accelerate your own climate and equity work. Subscribe to our newsletter, *The Accelerator*.