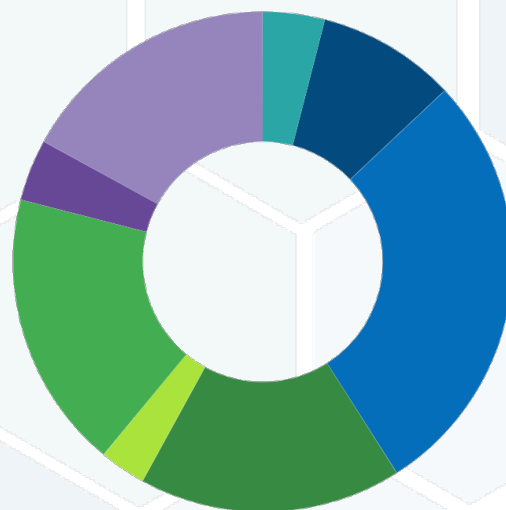


2019 Annual Report

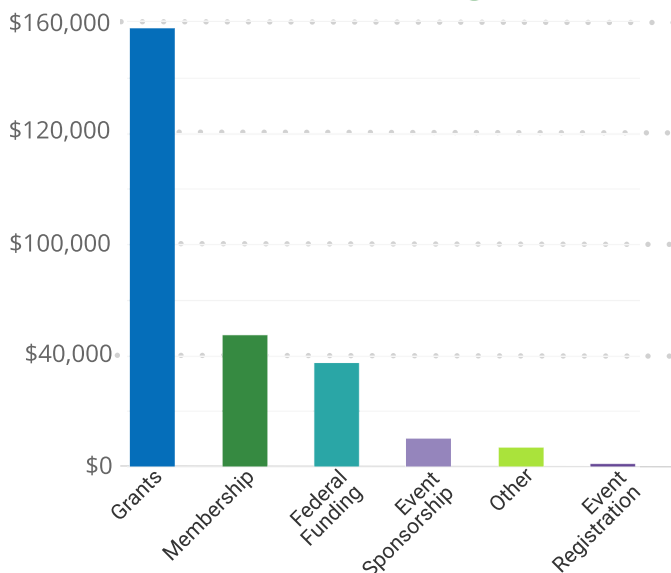
VIRGINIA ENERGY EFFICIENCY COUNCIL

2019 was a year of **progress**. The Virginia Energy Efficiency Council continued to drive Virginia's energy efficiency programs and policies further than ever before. With our members, we brought expertise and insight from every facet of the field, and strengthened our coalition of advocates, implementers, legislators, utilities and more, to advance energy efficiency adoption. Through our premier events, we helped educate stakeholders about the latest industry advances. We implemented a Strategic Media Relations plan to expand our media and marketing outreach efforts and to showcase our members' successes. We also created a new Strategic Plan, which lays out a bold path for the organization for the next three years. And the results are clear. In 2019, Virginia ranked 10th nationwide in energy efficiency jobs, with over 78,000 Virginians working in the field. Governor Northam set forth a promising vision for the Commonwealth's energy future with Executive Order 43. The VAEEC is committed to working with our members to provide resources and engage in the discussions that ensure the industry continues growing toward an exciting and efficient future.

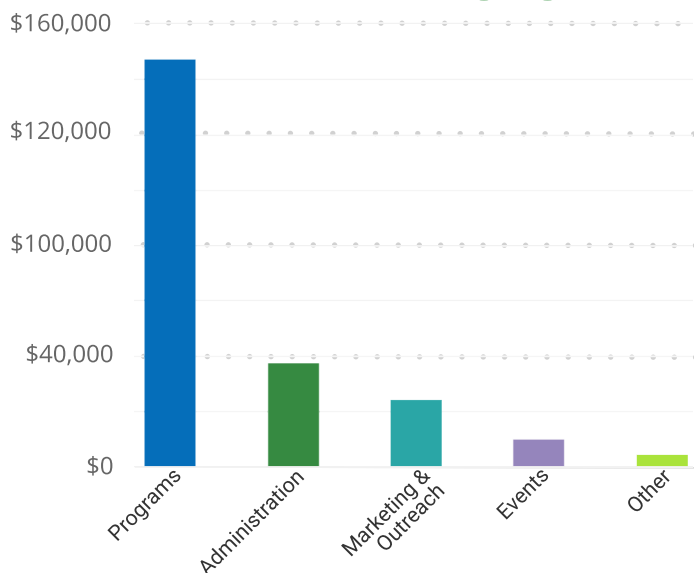
2019 MEMBERSHIP



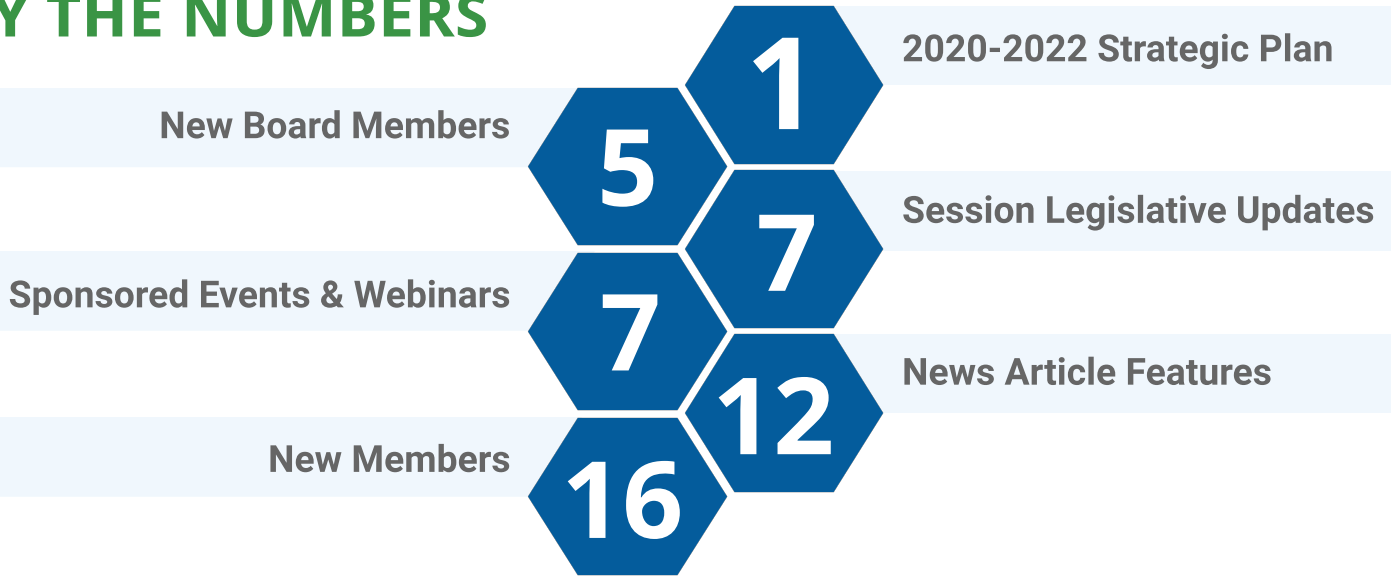
REVENUE



EXPENSES



BY THE NUMBERS



HIGHLIGHTS

Membership

The VAEEC gained 16 new members in 2019. We continued providing: weekly legislative updates during the General Assembly; a member networking table at our events; and member-exclusive webinars. VAEEC members also provided input into our 2020-2022 Strategic Plan through an interactive session during our Spring Forum. The VAEEC also worked with a communications firm to get our members' successes into media publications.

C-PACE

In 2019, the VAEEC focused our efforts on building a coalition of support and awareness among developers and property owners who would utilize Commercial Property Assessed Clean Energy (C-PACE). Additionally, we released maps of C-PACE eligible buildings in 10 target localities to show the supply of, and potential demand for, C-PACE. Due to our work and that of our partners, five localities enacted C-PACE ordinances and one launched a new program.

Building Codes

In 2019, duct-blast testing for new construction went into effect for the first time ever. Additionally, the VAEEC worked with our members and partners to adopt rigorous energy building codes for the 2018 Uniform State Building Code (USBC). We successfully negotiated the addition of blower door testing for all new construction and maintained our position as a trusted resource to decision-makers on energy measures in the USBC.

Regulation

The VAEEC participated in the Dominion Energy DSM hearing before the State Corporation Commission (SCC). For the first time ever, the SCC approved all eleven programs without changes to the proposed timeline or budget. We also participated in SCC and Dominion stakeholder meetings on future DSM filings, grid modernization, and Time of Use Rates.

Policy

The Grid Transformation and Security Act of 2018 created a stakeholder process to ensure that the \$1B commitment on proposed energy efficiency programs is spent. In 2019, the VAEEC successfully worked to pass legislation that cements a stakeholder group through 2028. Additionally, the Governor announced Executive Order 43 at the inaugural Virginia Clean Energy Summit, which highlights a strong commitment to advance clean energy in Virginia.

Events

VAEEC Members elected five new Board members during the Spring Forum. We co-hosted the inaugural Virginia Clean Energy Summit, which was attended by over 400 industry professionals. The VAEEC recognized six first-place Virginia Energy Efficiency Leadership Awards winners during the 4th annual awards ceremony, held during our Fall Forum. Throughout the year, we held four webinars, hosted a happy hour event, and exhibited at four different conferences.