We are a member-owned cooperative that develops solar and energy efficiency projects for residents, businesses, and community institutions like churches, libraries, and schools all over Wisconsin.

Solar power builds resiliency in our neighborhoods and encourages us to be good stewards of our air, water and earth.

The Legacy in our name draws from the long-lasting benefits that solar provides and from the legacy our members give Wisconsin by supporting this mission.

Thank you!
We at Legacy Solar Co-op would like to thank all of you: our members, project participants, volunteers, and friends of the Co-op for the support and goodwill you've offered us this year.

We hope that you and your families are well and that 2022 will be a better year for all of us.

- The Legacy Solar Co-op Team
2021 by the numbers...

Slice-of-Sun Bond Program (SOS)

- Total Bond Balance: **$1,053,894.44**
- Total Solar Supported: **4,954 kW**
- Bonds Sold in 2021: **$44,000**

Our current bond yield rate is approximately twice the U.S. Treasury bond rate*

* Slice-of-sun bond rates are 2.5-3.25% over 12 years. Bonds are only available to Legacy Solar Co-op members. More information is available in the Bond Disclosure Packet upon request.

Projects & Consulting

Commissioned
- 40 kW Northside Town Center, Madison
- 4.4 kW The Farley Center, Verona
- 77 kW Kathy’s House, Milwaukee
- 20.7 kW All Saint’s Lutheran, Madison
- 65.8 kW Cashton Elementary School
- 53.3 kW Washington Co. Humane Society, Slinger
- 750 kW Rice Lake School District
- 35 kW American Birkebeiner, Hayward
- 85 kW Boys & Girls Club of Dane Co., Madison
- 12.3 kW Neshkoro Fire District

Contracts Signed
- 200 kW Sheboygan Senior Community
- 30 kW Psychiatric Services, Madison

Projects on the Near Horizon
Several houses of faith, humane societies, health care facilities, affordable housing developments, schools, municipalities, cooperatives & more!

kW Growth* Due to LSC Project Involvement

- **1,397 kW**
  *Completed and In-progress projects

Digital Engagement (Q1-Q3)

- 166% more website visitors than 2020
- 509 email subscribers
- Over 700 FaceBook and Instagram followers
- Post-reach increase of 112% on Facebook
For 2022, we plan to continue to expand our content and post more frequently.

Special Thanks

Jackie Harrison Jewell for her years of service as Membership and Marketing Coordinator and congratulations on her new position as Executive Director of the Couillard Solar Foundation

Chuck Tennessen for his support with the Iowa County Solar Group Buy, as sREC producer and overall solar champion

Pat Blackaller for his hard work with Rice Lake Area School District solar project

Steve McArthur for his ongoing contributions and expertise

Drews Solar for their contribution in building a solar array for a Habitat for Humanity family

Internal Champions, Donors, Tax Sponsors & Industry Members

2021 Memberships

- **31** New members
- **238** Members total
- **145** Lifetime members
- **53** Institution members

2021 by the numbers...
Outreach to Communities

Legacy Solar Co-op spent a significant amount of time promoting its programs and services directly to community groups by attending in-person events and giving online presentations. These included:

- 27 online presentations to community-based and statewide organizations
- 31 in-person presentations and events, including festivals, farmer’s markets, county fairs and expos

S2S Program Development

- Increased monthly subscriptions by 54%
- Retired 164 sRECs, equivalent to 201,702 lbs of CO₂, 400 lbs of NOX and 2,986 mg of mercury
- Worked with 11 organizations on countering the carbon from their business practices, delivery service, and/or conferences.
- Offset Wisconsinite travel both in- and out of state.

In 2022, we are exploring options for growing the program that may include the development of wholesale offset programs.

Group Buy Program

In 2021, Legacy Solar Co-op launched four separate residential and small business focused Group Buys as one of the strategies we selected to accomplish expanding this revenue stream in 2021.

Highlights

- 222 requests for solar profiles from more than 21 counties in Wisconsin
- 24 signed contracts for a total of more than 173 kW of solar and bringing over $515,000 in revenue for our installer partners
- Provided valuable data on residential customer preferences and barriers
- Attracted more than one dozen commercial customers

In 2022, we plan to offer our custom solar report to residential customers statewide as part of our consulting continuum.

Membership Growth

This year Legacy Solar Co-op increased our membership by 14.9%.

For 2022, we plan to expand our membership by 25% through improved outreach and stakeholder networking.

Marketing Goals

Goal 1: Increase Membership
Goal 2: Increase Brand Awareness
Goal 3: Increase Engagement with Target Markets
Goal 4: Refine New Revenue Streams
Goal 5: Expand Revenue through Existing Services

In 2022, we are exploring options for growing the program that may include the development of wholesale offset programs.
# Legacy Solar Wisconsin Cooperative Balance Sheet
As of November 30, 2021

## Assets
### Current Assets
- **Bank Accounts**
  - Bond Loan Fund: 68,306.97
  - Checking - Summit C.U.: 35,214.16
  - Equity Savings: 3,337.70
  - Total Bank Accounts: $106,858.83
- **Total Accounts Receivable**: $33,857.07
- **Total Current Assets**: $140,715.90

### Fixed Assets
- City of Monona Solar Project: 20,595.75
- Depreciation: (20,595.75)

### Other Assets
- **Notes Receivable**: $880,577.50
- **Total Other Assets**: $880,577.50

### Total Assets: $1,021,293.40

## Liabilities and Equity
### Liabilities
- **Current Liabilities**
  - Total Credit Cards: 25.91
  - Total Accounts Payable: 9,767.92
  - Total Current Liabilities: $9,793.83
- **Long Term Liabilities**
  - Member Bonds: 1,053,894.44
  - Total Long Term Liabilities: $1,053,894.44

### Total Liabilities: $1,063,688.27
### Equity
- **Member Equity**: 35,953.41
- **Opening Balance Equity**: -2,113.99
- **Retained Earnings**: 5,382.50
- **Net Income**: -81,591.79
- **Total Equity**: -$42,394.87

### Total Liabilities & Equity: $1,021,293.40

# Legacy Solar Wisconsin Cooperative Profit & Loss
As of November 30, 2021

## Income
### Jan-Nov, '21*
- Consulting Fees Earned: 140,416.71
- Discounts/Refunds Given: -121.47
- Loan Interest Earned: 50,373.62
- S2S Revenue: 4,045.50
- Other Income: 0.00
- **Total Income**: $225,333.05

## Expenses
### Jan-Nov, '21
- Subcontractors: 224,875.36
- Bond Interest Expense: 44,142.03
- Advertising: 7,547.23
- Office Expenses: 13,560.14
- S2S Expenses: 3,094.54
- **Services (Accounting, Legal)**: 1,330.00
- **Total Expenses**: $301,849.78

### Jan-Nov, '20
- Subcontractors: 76,061.12
- Bond Interest Expense: 38,677.24
- Advertising: 1,273.96
- Office Expenses: 5,646.80
- S2S Expenses: 900.00
- **Services (Accounting, Legal)**: 1,582.75
- **Total Expenses**: $147,694.04

### Net Income
- **Jan-Nov, '21**: -$81,591.79
- **Jan-Nov, '20**: $34,391.78

*Final 2021 Reports will be available in January 2022 ** Full financial report for this sheet available upon request