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IMPACT REPORT

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TOGETHER, WE'LL BUILD A SOLAR COMMUNITY.





Neighborhood Sun is your friendly clean energy provider with a mission to provide everyone affordable and clean community solar.



WE BELIEVE THAT SOLAR ENERGY SHOULD BE FOR EVERYONE, NOT JUST A PRIVILEGED FEW.

NeighborhoodSun.Solar

Note from our Founder



“I founded Neighborhood Sun because it combines two things I’m passionate about – fighting climate change and buying local. It’s a privilege to be part of a movement to make our corner of the world cleaner, greener and stronger than ever.”

GARY SKULNIK, FOUNDER & CEO

Since our inception in November 2016 as a Benefit Corporation (B Corp), Neighborhood Sun has placed social justice, community impact, sustainability, and good governance at the heart of everything we do. I’m proud to share the results in this year’s *Impact Report*. While we still have a lot to do and have plans to expand our positive impact even further, the team here—along with our partners and customers—have done an amazing job of making our corner of the world a better place.

Neighborhood Sun’s core mission is to bring solar power to everyone, not just the select few. We do this by connecting residents with community solar farms in their area. Our focus is specifically on helping low- and moderate-income residents of underserved communities in places like Baltimore, Maryland, and Camden, New Jersey. But we are doing more than just creating new customers; we’re helping to build new communities of people interested in fighting climate change and addressing environmental injustice at the same time. We’ve built a large network of partner organizations, created our [Neighbor Benefit Fund](#), and worked to educate people on the bigger environmental picture.

We tried to capture our major accomplishments over the past year and since our founding, but inevitably, there will be some omissions due to space considerations. We welcome your feedback on this report, and I look forward to having a deeper conversation about business and social impact.

Power Forward,

A handwritten signature in blue ink, reading "Gary Skulnik". The signature is written in a cursive, flowing style. Below the signature, the name "Gary" is printed in a simple, sans-serif font.

Gary

CUSTOMERS

MEGAWATTS OF PROJECTS:	NUMBER OF RESIDENTIAL CUSTOMER EQUIVALENTS:	% OF LOW-TO MODERATE-INCOME CUSTOMERS:	ANNUAL SAVINGS FOR LOW-TO MODERATE-INCOME CUSTOMERS:
32.7 MWDC	5,860	32%	\$314,500*

ENVIRONMENT

Data for Chesapeake Bay

TONS OF CARBON OFFSET:	LBS OF NOX OFFSET:	LBS OF SOX OFFSET:	LBS OF MERCURY OFFSET:
17,430	41,867	218,640	0.78

COMMUNITY

PARTNER ORGANIZATIONS:	DONATED TO PARTNERS:	PLEGGED TO NEIGHBOR BENEFIT FUND:
66	\$65,000	\$15,000

All numbers shown are through March 2021. * Projected Annual Savings.

Our Impact Business Model

We are a community solar subscription company with a powerful advanced software platform, deep management experience, and a leading green brand to ensure maximum customer success.



Customer Acquisition

Through our sales and marketing efforts, we connect consumers to local community solar projects, saving them anywhere from 5% to 30% on their electricity. There are numerous positive impacts from this:

- » Reducing carbon emissions.
- » Reducing local air pollutants.
- » Securing substantial savings for low-and moderate-income residents.
- » Creating local jobs and local economic activity.

Through our partnership program, we create these additional benefits:

- » Funding for local nonprofits.
- » More constituent engagement for nonprofits.

Customer Management

Once a project is built, we manage the customers for the solar asset owner through our Sun Engine™ platform. This means billing customers on a monthly basis, answering customer queries, interfacing with local utilities, and helping to build stronger connections among customers. Our customer management efforts have these positive impacts:

- » Increasing awareness about local environmental and social justice issues.
- » Breaking down barriers between communities.
- » Ensuring maximum transparency and earning customers' trust.
- » Publicizing partner efforts in their specific fields.

IMPACT

Environment

The community solar projects we work on bring many environmental benefits locally and to the larger fight against climate change. We prioritize projects that are built on brownfields or rooftops, and that utilize best practices in protecting pollinators. As more community solar is deployed, greenhouse gasses and other harmful air pollutants decline.

PARTIAL PROJECT LIST

MARYLAND

- » Panorama
- » Dogwood/Old Court
- » White Marsh
- » Shepherds Mill

NEW JERSEY

- » Tri-County
- » Blue Army



Tri-County

Delanco, New Jersey

The Tri-County solar farm is one of the first projects built in the New Jersey community solar program. It's on a landfill that also hosts another utility scale project.

3.1

MEGAWATTS

Offers a 25% discount for low-and moderate-income customers.

765

CUSTOMERS

Offers a 10% discount for market-rate customers.

WENT ONLINE IN **Q2 2021**.

White Marsh

Baltimore County, Maryland

The White Marsh project is built on private, non-farmland owned by the utility, BG&E. A majority of its output is going to low-and moderate-income residents in the Baltimore area.

2.8

MEGAWATTS

Offers a 25% discount for low-and moderate-income customers.

253

CUSTOMERS

Offers a 10% discount for market-rate customers.

WENT ONLINE IN **Q1 2021**.



IMPACT

Community

We are very proud of the work we've done with nonprofit partners to bring community solar to their constituents, help raise awareness about their issues, and support them financially. Our greatest efforts have been made in Baltimore, Maryland, and Camden, New Jersey, where we've worked to help underserved communities save money while building stronger community organizations.

"When looking for fundraising opportunities, SSJ found Neighborhood Sun (NSun) to be an ideal partner. Their actions align with SSJ's mission statement (promoting renewable energy), and we have been able to help each other through cross-promotional events."

Ed Cohen
Board President and Founding Member



A True Partner in Positive Change

Sustainable South Jersey (SSJ) aims to support real and lasting change in South Jersey that will reduce harm from climate change, environmental degradation, and overburdened resources. SSJ provides this support by subsidizing sustainability projects, promoting educational or advocacy events in our community, and giving a platform to those leaders in sustainability that want to make a difference in South Jersey communities.

SSJ has helped to create and execute cross-promotional programs with NSun, including social media and email



For a full list of partners, visit neighborhoodsun.solar/community

People

We're about building stronger communities, not just creating new consumers. That means that people are at the center of our mission, whether it's the customers we serve, our Neighborhood Sun team, or our hundreds of individual investors. Our top priority as a business is to achieve 100% customer happiness. We do this through excellent customer service, full transparency, customer-focused events, and our Customer Advocacy Board.



IMPACT



Stakeholders

We view our customers, investors, and community supporters as stakeholders in our mission as a company. So, as we strive to uphold our mission, we're also working to ensure that every stakeholder has a place at the table with us. To that end, Neighborhood Sun has instituted some of the highest standards of transparency and good governance.

- » Two of the five directors on the NSun Board are independent members.
- » We have established a Customer Advocacy Board to provide customers a voice in our business affairs.
- » We hold community meetings in person or via Zoom to encourage feedback from stakeholders.



Team and Culture

We're a group of people who are passionate about the planet and serving our community, and we're having fun while doing it. We strive to provide an inclusive atmosphere that lets everyone's voice be heard, values diversity, and provides opportunities for professional and personal growth. One of our mottos is "Fail Forward," promoting innovation and creativity in addressing challenges.





Looking Ahead

We've never been more excited about the prospects for the future of Neighborhood Sun. With our new Sun Engine™ platform, we're ready to expand to new markets, bringing even more community solar to people who can't get rooftop systems.

Our Topline Goals for 2021-2025 are:

- » **EXPAND** to new states such as Colorado, New York, and Massachusetts.
- » **ADVOCATE** for more low-and moderate-income participation in community solar.
- » **CREATE** new offerings that will further our environmental and community mission.
- » **BUILD** community solar from a niche market to the mainstream across the country.





Environment



2021



☎ 240.284.6245
🐦 @NeighborhoodSun
✉ hello@neighborhoodsun.solar

Certified
ⓑ
Corporation We're your friendly, clean energy, social enterprise with a mission to empower neighborhoods to choose community solar.

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