

SOUTHEASTERN WIND COALITION

2019 ANNUAL REPORT



PRESIDENT'S LETTER

Dear SEWC Supporters -

This year brought plenty to celebrate, both for the wind industry in the Southeast, and for SEWC. Our annual report will delve into some of the highlights, but right now, we see bright spots in land-based wind, offshore wind, and supply chain.

Our team has worked hard this year and traveled across our footprint to educate hundreds of stakeholders on the benefits wind energy brings to our region. We met with delegates in Virginia, commissioners in Louisiana, partners in Mississippi, and senators in South Carolina - our work is never finished, and we are thankful for every minute of it. Without the financial support from foundations and members, we wouldn't be able to host our utility advisory group, organize offshore wind conferences, or leverage social media to ensure our critical messages are heard.

I hope you find value in our 2019 annual report, and most importantly, in the work we do each and every day. Looking ahead to 2020 we see more opportunities for wind energy than we've had in years. With our energy storage work lining up, it will be an exciting year and we look forward to working with all of our members and partners to ensure the Southeast takes advantage of wind resources where they make sense, and begins to fully explore the value energy storage brings to our grid.

Best,



Katharine Kollins
President



MEMBERS

The Coalition's membership is critical in supporting our efforts to advance wind energy in the Southeast.

Many thanks to all our members and particularly to our Board of Directors for their guidance and strategic direction.

Revenues from membership will be increasingly important in the coming years as our activities and scope develop, so please let others know the importance of supporting our work.

BOARD LEVEL MEMBERS

American Wind Energy Association

Apex Clean Energy

Avangrid Renewables

Dominion Energy

Duke Energy

GE Renewable Energy

Ørsted

ScottMadden

Southern Company

SWCA Environmental Consultants

FULL LEVEL MEMBERS

Coastal Carolina University

Currituck County Economic Development

Parker Poe

Scout Clean Energy

TVA

SWEPCO

ASSOCIATE LEVEL MEMBERS

3Degrees

ABB

ACORE

AR Advanced Energy Association

DARE Strategies

Fisher Associates

Georgia Institute of Technology

Mott MacDonald

Nexans High-Voltage

Normandeau Associates

NC Ports

NC Sustainable Energy Association

Nucor Steel

Saertex, USA

SC Coastal Conservation League

LAND-BASED WIND

NORTH CAROLINA'S SENATE BILL 377

- Yet another attempt at restricting wind energy development in North Carolina, Senate Bill 377 was introduced during the 2019 legislative session which originally sought to prohibit new wind projects in more than 50 counties around the state.
- SEWC worked with many partners to educate legislators on this unnecessary bill, and its potential to strip Eastern North Carolina of economic opportunities presented by wind development.
- Industry partners and the bill's sponsors worked together to remove the moratorium language from the legislation, and while that version was able to pass the Senate, the bill ultimately stalled before a House vote.
- SEWC will continue to champion wind's compatibility with the military in North Carolina and the region.

APEX CLEAN ENERGY'S ROCKY FORGE PROJECT

- Governor Ralph Northam announced in November the Commonwealth of Virginia has entered into a contract to receive 75 MW of wind energy from Apex Clean Energy's Rocky Forge project - what will be Virginia's first land-based wind development.
- Land-based wind will play an important role in the Commonwealth's clean energy goals, and SEWC is excited to see this project move forward and provide support to future projects under development.

SWEPCO'S CLEAN ENERGY INITIATIVE

- This summer, SWEPCO announced plans to add 810 MW of wind energy by 2022 to their generation mix through three Oklahoma projects.
- Imports continue to be an important avenue for securing cost-effective wind energy from parts of the country with the best wind resource.
- SEWC has developed a social media campaign in support of the projects to convey their benefits to rate-payers in Arkansas and Louisiana and will provide continued support through the regulatory proceedings in 2020.

TALL TOWERS PROJECTS

- Multiple southeast states are in the early stages of developing tall towers projects, bringing wind turbines to states that don't currently utilize this resource.
- These projects can serve as an important learning opportunity for technologies needed to make large-scale development a reality in the region.
- The Coalition looks forward to supporting these projects throughout the development process and conveying their importance to the Southeast energy mix.

As solar deployment continues to increase in the Southeast, land-based wind's complimentary generating profile will play an important role in supporting grid resiliency and resource diversification.

SEWC will continue our work in supporting projects under development, and speaking to the economic development benefits that land-based wind contributes, to ensure the technology's appropriate consideration across the region.

OFFSHORE WIND

VIRGINIA

Three years after the country's first offshore wind installation began operation, this multi-billion-dollar industry is starting to gain meaningful traction in states across the country.

Shallow waters, a competitive workforce, and strong supply chain assets position Southeast states to be leaders in the offshore wind space.

SEWC's role is to ensure that decision makers are aware of these benefits, and are able to capture the opportunity while its ripe.

- Virginia has made tremendous strides this year to recruit the offshore wind industry. Early this year, The Department of Mines, Minerals and Energy released a BVG-authored offshore wind supply chain roadmap detailing Virginia's strategic advantages in the industry.
- SEWC-members Dominion Energy and Ørsted received final federal permits for the 12 MW Coastal Virginia Offshore Wind demonstration project, which is expected to be in operation by mid-2020.
- Governor Northam signed Executive Order 43 which asserted an offshore wind goal of 2,500 MW by 2026, with Dominion Energy, just days later, announcing their commitment to develop 2,600 MW by that time.
- Over the past year, SEWC has communicated this important progress, and ensured that decision makers understand the potential for offshore wind to be a substantial, long-term economic driver for the Commonwealth.

NORTH CAROLINA

- SEWC regularly convenes North Carolina stakeholders to discuss a path forward that includes both supply chain opportunities and development off the coast.
- As part of this effort SEWC hosted over 20 presenters and 150 attendees for an offshore wind conference in November.
- In October, the Coalition hosted a tour of the Port of Morehead City for economic developers from Eastern North Carolina and industry representatives to discuss the economic opportunities offshore wind could provide to coastal communities.
- SEWC also participated in the state's Clean Energy Plan stakeholder meetings throughout the year, providing expert insight and economic modeling to the plan's incorporation of offshore wind.
- The Governor's final Clean Energy Plan contained several offshore wind recommendations, including supply chain and ports studies and the formation of a regional collaborative. SEWC will continue to work closely with the state to support these recommendations and provide education to North Carolina's decision makers.

LOUISIANA

- Significant overlap exists between Louisiana's oil & gas expertise and infrastructure and offshore wind, and many in the state are interested in leveraging these strengths to take part in the offshore wind economy.
- In July, SEWC coordinated a panel of industry experts to speak to the New Orleans City Council's Smart and Sustainable Cities Committee about the potential for wind energy in the Gulf states, particularly offshore.
- The Coalition continues to engage stakeholders in Louisiana to support the state's ability to take action when the offshore wind momentum arrives in the Gulf.

OFFSHORE WIND: SPOTLIGHT ON NC



 **RALEIGH, NC**

Offshore Wind:
**SPOTLIGHT ON
NORTH CAROLINA**

NOVEMBER 13

Together with the Business Network for Offshore Wind, SEWC held North Carolina's first offshore wind conference since 2013, in November.

This event touched on progress in the Northeast, the offshore wind supply chain and North Carolina's existing assets, workforce development, grid integration, environmental considerations and policy.

A sincere thank you again to our sponsors, speakers, and all who helped to make the conference an exceptional event!

THANK YOU TO OUR SPONSORS!



Dominion Energy



ENERGY STORAGE

The economics of energy storage are becoming favorable at a rapid rate, and will be an integral addition to our energy system as states and utilities work to achieve their carbon-free goals.

SEWC's business model positions our organization to play an important role in educating decision makers on this important technology, and its unique considerations.

2019 served as a jumpstart to our energy storage work, and we look forward to increasingly meaningful engagement in the Southeast in 2020.

STORAGE ADVISORY COMMITTEE

- SEWC began a comprehensive strategic planning process late last year to evaluate industry trends, and potential avenues for expansion that would leverage the Coalition's existing strengths.
- With the economics of utility-scale energy storage becoming increasingly favorable, SEWC has convened a Storage Advisory Committee comprised of technology manufacturers, project developers and end users that will help guide our organization's continued consideration of incorporating energy storage into our mission and strategic plan.



OPPORTUNITIES & BARRIERS

- SEWC will be conducting a state-by-state storage Opportunities and Barriers analysis for all 11 states in the Southeast, as we have completed for wind, scheduled to be completed by the end of 2020.
- This analysis will take an in-depth look into all factors that impact the deployment of energy storage in a state, to further understand the need for education and outreach in the region.
- The Storage Advisory Committee will support SEWC in the development of the analytical framework, and will serve as technical experts during the stakeholder interview phase of the project.

UTILITY ADVISORY GROUP MEETING: ENERGY STORAGE

- The Coalition's Utility Advisory Group meetings continue to serve as an important space for utilities to share experiences, learn about technology advancements, and hear from industry leaders firsthand. As a foray into energy storage, SEWC chose this topic for our June meeting.
- Hosted at Georgia Power headquarters in Atlanta, the meeting focused on technology trends and applications, storage as transmission assets, and use on the distribution grid.
- Meeting attendance marked an all time high, indicating we're on the right track!

OUTREACH

SEWC IN THE NEWS

The coalition continues to serve as a trusted resource for media outlets on wind development and policy in the Southeast.

- Quoted multiple times in the Triangle Business Journal, NPR, Energy News Network, Utility Dive, the Statehouse Report, Wired, and Star News Online regarding North Carolina's Senate Bill 377, as well as offshore wind development off the coasts of Virginia, North Carolina and South Carolina.
- Opinion pieces printed in the Coastland Times, the Coastal Review, and the Daily Advance on the opportunities for land-based and offshore wind in North Carolina, and the detrimental impacts at stake with North Carolina's Senate Bill 377.
- Interviewed on North Carolina Sustainable Energy Association's Squeaky Clean podcast on wind's existing benefit to North Carolina, and the potential for more development post-moratorium.

SPEAKING ENGAGEMENTS

SEWC had the opportunity this year to speak to groups, conferences, and universities across the region on the benefits of wind energy.

- UNC Clean Tech Summit
- 2019 State Energy Conference of North Carolina
- Southeast Renewable Energy Summit
- North Carolina Sustainable Energy Association's Continuing Legal Education
- The Rotary Club of Raleigh
- The League of Conservation Voters
- New Orleans City Council Smart and Sustainable Cities Committee Wind Panel
- Tom Tom Festival
- Our Clean Energy Future: Advanced Generation Technologies
- Virginia Clean Energy Summit
- Duke University Fuqua School of Business Lecture

DIGITAL OUTREACH

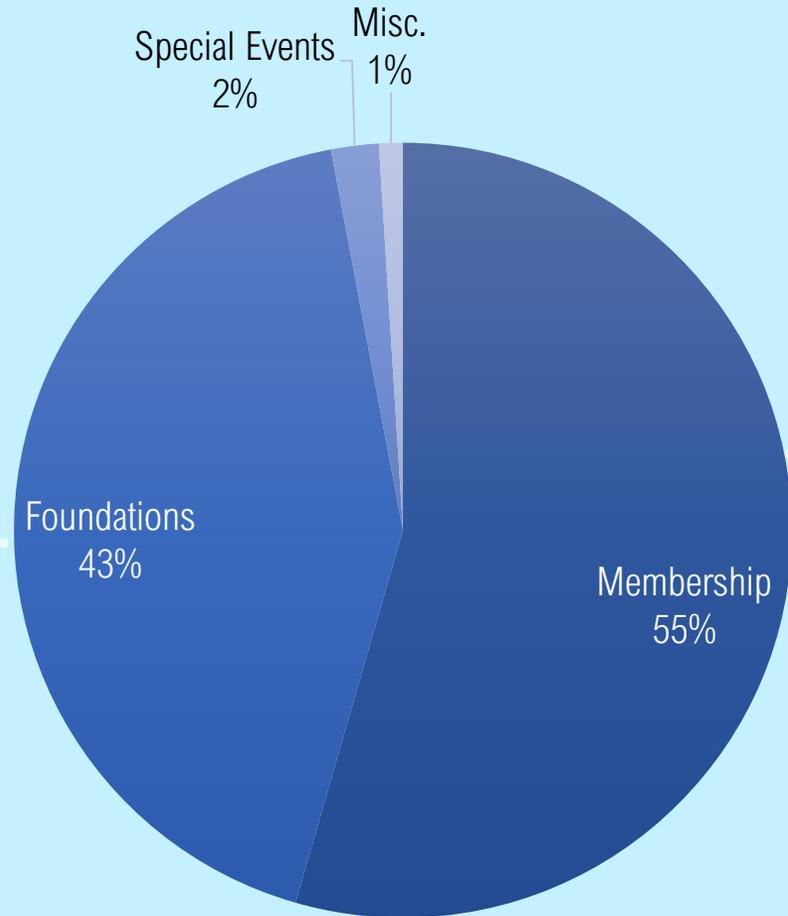
- Though SEWC is a small organization that focuses on decision-maker education, it is important that we are able to provide fact-based information about the industry to the public when possible.
- To achieve this, the Coalition worked this year to increase our social media presence, newsletter subscribers, and streamline our website.
- We look forward to exploring these and other outreach methods to maximize our impact across the region.

Providing accurate information on the economic development benefits and technology developments of wind energy, and facilitating stakeholder collaboration in and among Southeastern states, is a key function of SEWC.

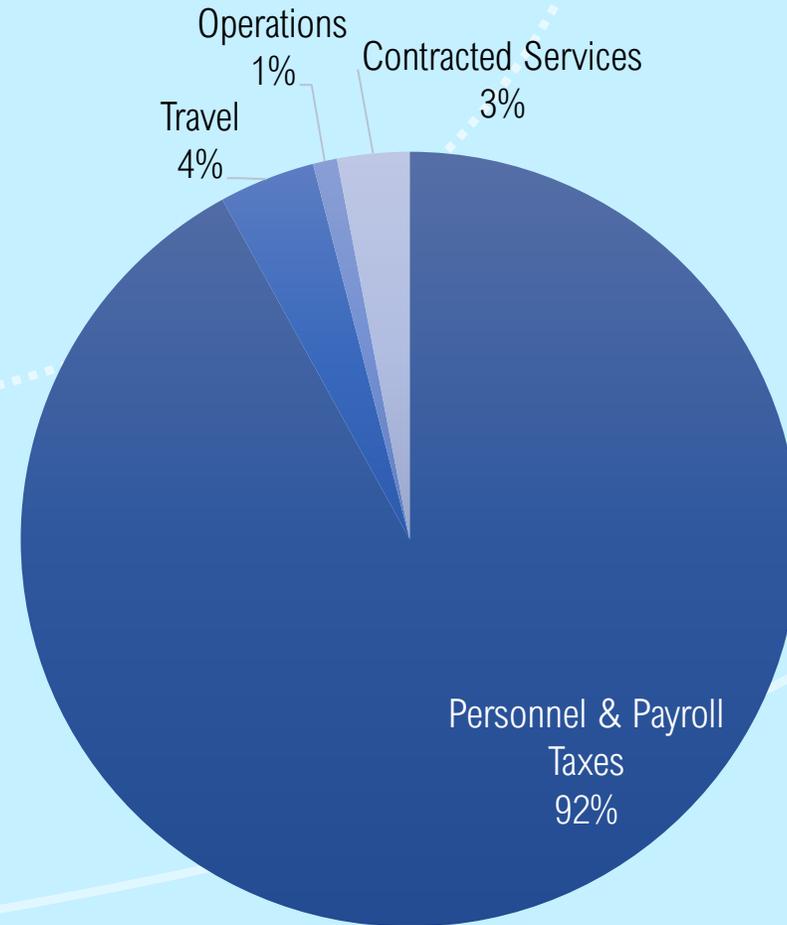
We are proud to be the trusted resource across the region on all things wind, and look forward to deepening our existing relationships and exploring new avenues of engagement in the upcoming year.

FINANCIAL SUMMARY

2019 REVENUES



2019 EXPENSES



LOOKING AHEAD

2020 GOALS

- Support land-based wind projects currently under development in the Southeast, and continue to provide fact-based information on the importance of land-based wind through both an economic development and resource diversification lens.
- Leverage offshore wind development momentum with a focus on North Carolina and Virginia, while continuing to engage states with longer-term potential like South Carolina and Louisiana.
- Help to facilitate a regional collaboration to bring the offshore wind supply chain to the Southeast.
- Capitalize on a more positive legislative environment to change the military versus wind conversation to a military and wind conversation in North Carolina, and across the region.
- Deepen utility connections across the SEWC footprint, and increase engagement in our Utility Advisory Group.
- Develop and implement a digital engagement strategy to maximize our outreach capabilities.
- Maintain up to date information in our wind Opportunities and Barriers analyses and educational tools to ensure their greatest value.
- Complete energy storage Opportunities and Barriers analyses for all 11 states within the SEWC footprint.
- Incorporate findings from the energy storage Opportunities and Barriers analyses, while leveraging the expertise of the Storage Advisory Committee, to update our mission and strategic plan.

We want to thank our members again for their continued support, which is critical to our success.

We look forward to continuing our work in the region to expand the wind industry and benefit the Southeast!

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