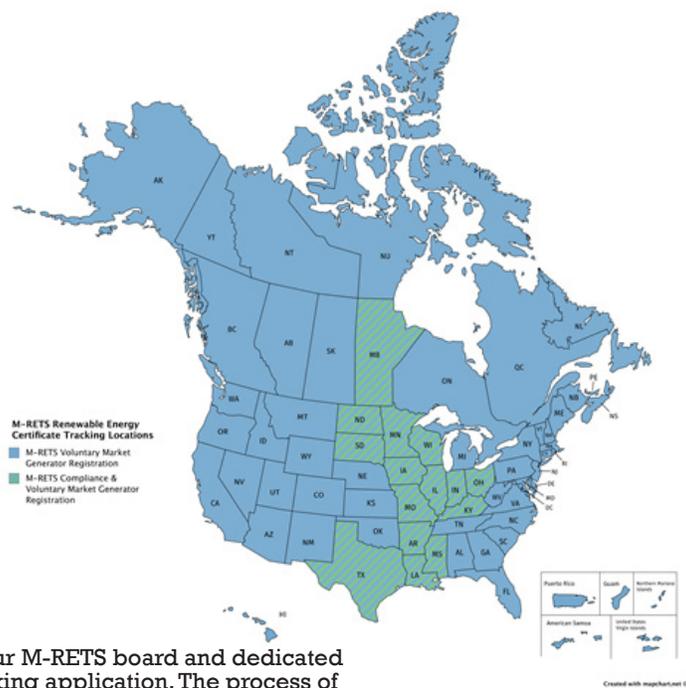




## 2017 Annual Report

# Key Figures

3,459,643 RECs Issued  
47,954,127 RECs Retired  
(26,598,101 Compliance and 21,356,026 Voluntary)



Dear M-RETS Stakeholders,

2017 was a colossal year for M-RETS, all made possible by the hard work of our M-RETS board and dedicated staff. On December 13, 2017 M-RETS launched our own proprietary REC tracking application. The process of building the platform and subsequent development work positions M-RETS to continue to advance environmental attribute markets.

I am excited to announce that M-RETS once again received a clean, or unmodified, opinion on the organizations 2017 audited financials, which is the highest level of assurance possible. This is further evidence of the organization's commitment to excellence.

### Building a Stronger Organization

M-RETS continues to provide leadership in the renewable energy tracking field. In 2017, more than 93.4 million MWh's were reported into the M-RETS registry, representing a 14.4% increase over 2016 issuance. Further, M-RETS retired more than 47.9 million renewable energy certificates (RECs). M-RETS ended 2017 serving 945 generators (35% growth from 2016) across 259 accounts (13.5% growth from 2016).

To put the M-RETS growth in perspective, wind generation has sustained an average growth rate of 13.7% from 2010-2017 in the M-RETS system. Nevertheless, solar has outshined (pun intended but regretted) other technology types and grown an incredible 131.8% on average. However, the 400% annual growth between 2016 and 2017 is nothing short of astonishing.

### Leadership

In 2017, M-RETS continued to establish itself as a leader in the environmental attribute space. Not only did M-RETS develop and launch a new tracking system, staff continued to share their knowledge around the world. Some of the highlights included presenting at the REM Conference in New York, RECS Market Meeting in Amsterdam, The Future of Renewable Energy Credit markets in Western Canada in Calgary, and at the Environmental Markets Association Annual Meeting. M-RETS will continue this leadership role beyond 2017.

### Expand Core Services

By building a new system in-house and operating the system, M-RETS will continue to lead in offering innovative services to our subscribers. The first major announcement following the successful launch of the new tracking system was that M-RETS will track renewable generation across North America beginning with January 2018 vintage.

### Future Opportunities

2018 holds continued promise for the M-RETS organization. The M-RETS development team will continue to build out essential functionality on the M-RETS application as well as develop new features to enhance the user experience. Throughout this process we really welcome the feedback of all our users.

### Conclusion

M-RETS ended 2017 in a strong fiscal and strategic position. This will provide an incredible opportunity for M-RETS stakeholders to provide guidance as the organization works to build a best in class tracking system for the M-RETS user base. The move allowed staff to become closer to M-RETS subscribers and better understand their needs from within the organization. With this new paradigm—further strengthened by the addition of Rosie Hoyem as the System Administrator—M-RETS will further increase the organization's role as a registry leader and gateway to environmental markets. M-RETS appreciates your continued trust and confidence, on behalf of the staff and board we all look forward to working with you to make 2018 an even greater success.

Sincerely,  
Ben Gerber, Executive Director and  
Andrew Kell, President of the Board of Directors

### Our Mission

M-RETS validates the environmental attributes of energy to serve as a trusted centralized gateway to environmental markets.

### Our Values

**Integrity:** We strive for the highest standards of fairness and transparency in all that we do.

**Data-driven:** Objective, accurate, and reliable information is central to everything we do, and we are guided by rigorous standards for data quality, research and analysis.

**Collaborative:** We engage stakeholders to be inclusive, flexible and creative in accomplishing our goals.

**Solution-oriented:** We are proactive and innovative in our focus to achieve the most streamlined and beneficial long-term solutions.

**Stewardship:** We value responsible use of resources and foster affordability and cost-effectiveness.

## 2016 and 2017 Audited Financial Data

### Statements of Financial Position

December 31, 2016 and 2017

ASSETS	2016	2017
Cash	\$560,830	\$929,387
Accounts receivable	50,663	49,602
Prepaid expenses	10,711	10,913
Software and Equipment, net	8,550	154,587
Total assets	\$630,754	\$1,144,489
<b>LIABILITIES AND NET ASSETS</b>		
Accounts payable	\$52,319	\$41,106
Accrued payroll and related	38,443	47,189
Capital Lease Liability	7,500	5,233
Total liabilities	98,262	93,528
Unrestricted net assets	532,492	1,050,961
Total liabilities and net assets	\$630,754	\$1,144,489

### Statements of Activities and Changes in Net Assets

for the years ended December 31, 2016 and 2017

REVENUE	2016	2017
Program Service Fees:		
Subscription fees	\$327,225	\$348,950
Issuance fees	354,032	468,069
Retirement fees	530,215	810,748
Total Program Service Fees	\$1,221,555	\$1,634,733
Other fees	10,083	6,966
Interest income	393	1,347
Total Revenue	\$1,221,948	1,636,080
<b>EXPENSES</b>		
Program	\$817,895	\$888,604
Management and general	200,805	229,007
Total Expenses	\$1,018,700	\$1,117,611
Change in net assets	203,248	518,469
Unrestricted net assets at beginning of year	\$329,244	532,492
Unrestricted net assets at end of year	\$532,492	\$1,050,961

### Strategic Plan Through 2019

**Strategic Goal #1:** Build a stronger organization and improve organizational effectiveness

**Strategic Goal #2:** Expand core services and user base

**Strategic Goal #3:** Identify New Opportunities

**Strategic Goal #4:** Provide leadership within the environmental attribute space

### 2018 Board of Directors

*Andrew Kell*, President  
Public Service Commission of Wisconsin

*Ken Smith*, Vice President  
Ever-Green Energy, Inc.

*Brian Rybarik*, Secretary  
MidAmerican Energy Company

*Esther Case*, Treasurer  
Central Iowa Power Cooperative (CIP-CO)

*Eric Schroeder*,  
Great Plains Institute

*Dan Heim*  
Exelon/Constellation

*Amy Jordan*  
Manitoba Municipal Government

*Andy Kellen*  
WPPI Energy

*Ken Nelson*  
Blue Delta Energy, LLC

### 2018 Staff

*Benjamin L. Gerber*, Executive Director

*Tanya Gajewska*, Chief Administrative Officer

*Rosie Hoyem*, Program Manager