Message from the President and CEO

Dear Friends,

We are so grateful for your ardent support of the Great Plains Institute (GPI). I want to personally thank each of you for making it possible for us to make progress on the climate challenge every day. As the evidence around us mounts, the urgent need to transform our energy system to benefit the economy and environment resonates more than ever before.

We have the solutions; we just need faster, broader adoption.

While the work is daunting and complex, GPI equips leaders to tackle the most pressing issues by helping them turn reliable data and analysis into broadly-supported, politically durable solutions. Our staff are increasingly called on by influencers across the country to ensure we reach a net zero-carbon economy on the timeline needed. Reaching key audiences through the power of the media is just one way we deliver on our mission. Seeing a small sample of our key performance indicators and earned media coverage on the following pages, I hope you will be impressed and encouraged by GPI's thought leadership in diverse and influential publications.

By supporting GPI at this critical time, you can be sure more people hear the message that meeting our climate obligations and restoring our economy in equitable ways are both achievable and urgent. Together we can accelerate meaningful action, from communities to Congress. We need your support more than ever before.

Thank you for the important role you play in creating better energy for a better world.

With deep appreciation,

Rolf
“First things first, let’s help one another through this current crisis. Wouldn’t it be great if we can repurpose this global resolve to become better stewards of the one home we all share?”

- ROLF NORDSTROM, PRESIDENT AND CEO

Advocates Hope Global Resolve Over Pandemic is Model for Climate Action, Minneapolis StarTribune

GPI works on solutions for the largest contributors to climate warming emissions. Here is a small sampling of achievements through our key performance indicators and earned media coverage.

| Public Charging Stations | 5,372 | “It’s a critical enabler for enhanced electric vehicle (EV) adoption because a lot of people will be reluctant to buy an EV if they can’t take it on a road trip or longer distances.”
|--------------------------|-------|--------------------------------------------------
|                          |       | BRENDAN JORDAN, VICE PRESIDENT, TRANSPORTATION AND FUELS PROGRAM
|                          |       | Midwest Energy News

| Utility and Regulatory Reform Projects | 9 | “The grid is becoming more complex as the system is shifting from delivering electricity from power plants to including distributed energy resources like solar, wind and battery storage.”
|----------------------------------------|---|----------------------------------------------------------------------------------
|                                        |   | TREVOR DRAKE, SENIOR PROGRAM MANAGER, ELECTRICITY & EFFICIENCY PROGRAM
|                                        |   | Wisconsin Public Radio

| Bipartisan Bills | 8 | “In energy and climate policy, it is fair to say there is too much emphasis on differences. We have been careful to focus on areas of common ground and build out from there.”
|------------------|---|----------------------------------------------------------------------------------
|                  |   | BRAD CRABTREE, VICE PRESIDENT, CARBON MANAGEMENT PROGRAM
|                  |   | Energy and Environment News

| Climate And Clean Energy-Related Best Practice Actions | 1,185 | “They (youth) spoke at the city council and to their elected officials and just kept drilling home this message of, ‘This is our home, too.’”
|--------------------------------------------------------|------|----------------------------------------------------------------------------------
|                                                       |     | JESSI WYATT, ENERGY PLANNER & ANALYST, COMMUNITIES PROGRAM
|                                                       |     | Yale Climate Connections Podcast
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Fresh Energy
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Tesla Motors

We try to be as accurate as possible and apologize for any mistakes. Please contact Development Director Morgan Zehner at mzehner@gpisd.net with any concerns.
## FY2020 Statement of Activities

### Support & Revenue

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions</td>
<td>$6,868,486</td>
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<tr>
<td>Government Contracts</td>
<td>$624,747</td>
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<tr>
<td>Other Contracts</td>
<td>$399,799</td>
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<tr>
<td>Other Income</td>
<td>$7,622</td>
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<tr>
<td><strong>Total Support</strong></td>
<td><strong>$7,900,654</strong></td>
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### Expenses

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
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<tr>
<td>Program Services</td>
<td>$4,911,911</td>
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<tr>
<td>Fundraising</td>
<td>$473,243</td>
</tr>
<tr>
<td>Management &amp; General</td>
<td>$1,031,401</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>$6,416,555</strong></td>
</tr>
</tbody>
</table>

### Changes in Net Assets

- **$1,484,099**

*Unaudited financial statements*