

# 2020

## Annual Report



# Message from the Chairman of the Board

Dear friends of ICAST,

We thank you for your continued support as staff, customers, contractors, investors, donors, and board members. We would like to express our gratitude for your commitment to making the world a better and sustainable place.

2020 was a year like no other. We are proud of all our accomplishments presented in the 2020 Annual Report. In the middle of the Covid-19 pandemic, we realized that our work means more during such distressing times. The nation's affordable housing crisis got worse, as did the need for local jobs, while climate change continues to cause havoc and more so for the low-income communities we focus on serving at ICAST.

In 2020, ICAST continued to address the affordable housing and climate change crisis. We focus on preserving existing multifamily affordable housing while helping reduce our impact on the planet by installing green upgrades. We remain committed to community job creation and economic development through our workforce training program.

2020 was another record year at ICAST: we served over 31,500 people, invested ~\$20 million in our local communities, and created over \$50 million in lifetime utility cost savings. All this created ~412 sustainable jobs and reduced lifetime carbon emissions by ~350,000 tons.

2021 is gearing up to be another milestone for ICAST – we will be serving communities coast-to-coast with the addition of Washington DC and Southern California. We expect to grow our capacity to over 100 staff members and begin to address the opportunities provided by new and appropriate technologies and distributed energy resources.

We look forward to 2021 and beyond with excitement and hope to earn your continued support.

Thank You,

Dr. John Trefny  
Chairman of the Board, ICAST



Dr. John Trefny  
Chairman of the Board



*Hearing impaired youth from the El Paso Youth-Build program, learning work skills, as paid interns on an ICAST project.*

## About

ICAST (International Center for Appropriate and Sustainable Technology) is a 501(c)(3) nonprofit with a history of designing, launching, and scaling programs to meaningfully impact communities using sustainable solutions.

## Purpose

ICAST utilizes green solutions to positively impact local communities by preserving the affordability of housing, addressing climate change, and providing local jobs and workforce training to underserved populations.

### Social Impact

- ✓ Preserving affordable housing
- ✓ Creating healthier & safer homes
- ✓ Investing in communities in a way that builds local capacity
- ✓ Educating people on the importance of sustainable resource use

### Economic Impact

- ✓ Creating/Retaining sustainable jobs
- ✓ Investing in local economies
- ✓ Increasing property values & Net Operating Income
- ✓ Saving households on their utility and health care costs

### Environmental Impact

- ✓ Reducing carbon emissions & mitigating the climate crisis
- ✓ Eliminating water waste
- ✓ Reducing pollution from energy production
- ✓ Preventing unnecessary development by preserving existing housing

## 2020 Impact

Although 2020 was a challenging year due to COVID, here at ICAST, we are thankful to have successfully impacted another record number of low-to-moderate income (LMI) tenants living in multifamily properties across the country. We are also proud to look back at the impact we made on our climate. Our efforts will save over \$50 Million in utility bill costs, remove 354,000 tons of carbon, and conserve 88 million gallons of water. We are excited to continue our efforts into 2021 to help even more LMI households.

### People Served



31,500

### Dollars Invested into Local Communities



\$20M

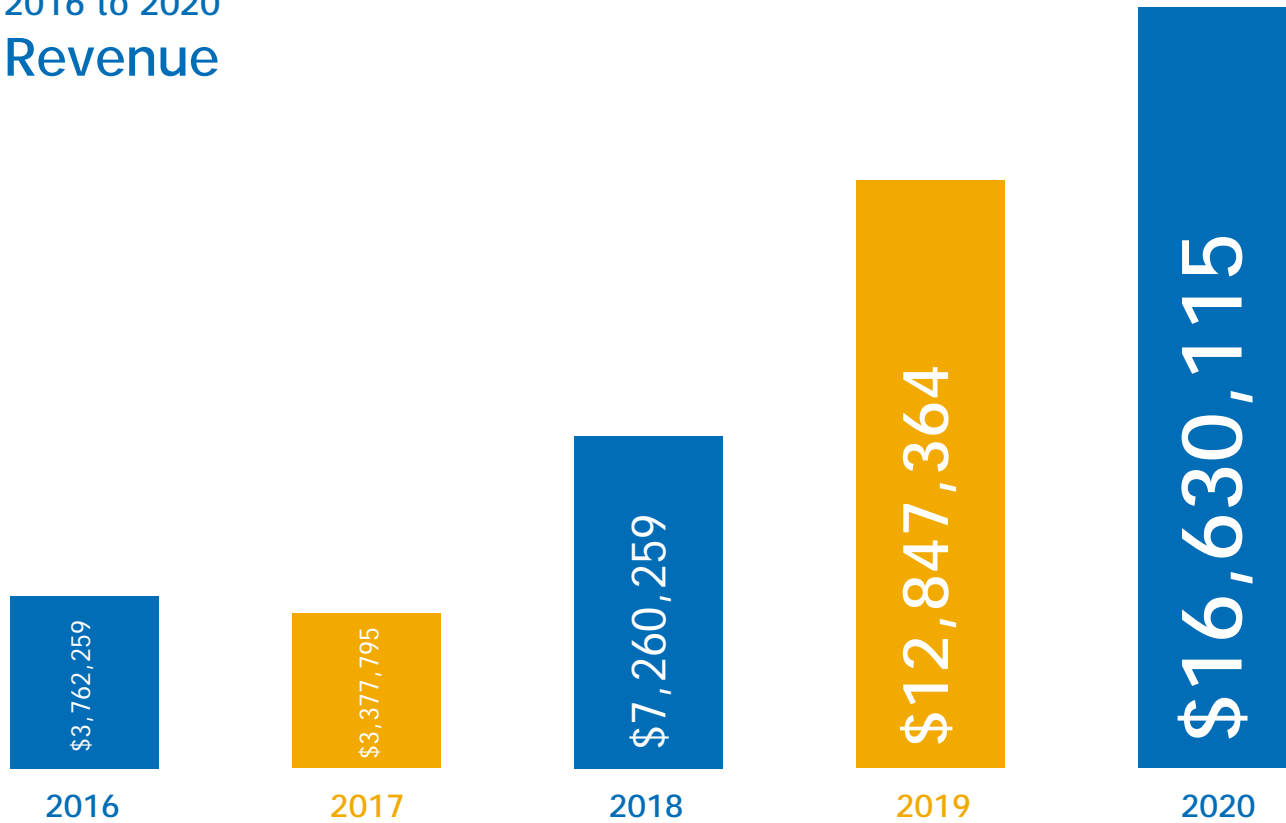
### Sustainable Jobs Created



415



## 2016 to 2020 Revenue



*"MFA is fortunate and pleased to have ICAST as our multifamily affordable housing market service provider under our NM Energy\$mart/ Weatherization Program. You do an outstanding job of serving our low-income families. Looking forward to another great year."*

**Izzy Hernandez**  
Executive Director, New Mexico  
Mortgage Finance Authority

*"The green retrofit project went really well despite COVID. We put necessary precautions in place for the staff, tenants and subcontractors throughout the project. We had no pushback from any of the tenants and they were happy knowing their utility bills were going to go down and that we were making the building greener."*

**Lance Jackson**  
Metro Condos

*"...They made securing utility rebates hassle-free and easy. They worked with us on every step of our project from planning through construction and worked to ensure the project ran smoothly and on-schedule, minimizing stress and inconvenience for everyone involved."*

**Tyler Kohler**  
Owner, The Kirk Apartments



# Board Members & ICAST Team

## Board of Directors

### **Dr. John Trefny - Chairman**

President Emeritus, Colorado School of Mines & NREL Advisory Board Member

### **Bruce Dines – Treasurer**

Partner, Liberty Global Ventures

### **Ravi Malhotra – Secretary**

ICAST Founder & President

### **Tony Hernandez - Board Member**

ex-Administrator, USDA-RD Housing

### **Thom Amdur - Board Member**

Executive Director, NH&RA

### **Tara Rollins - Board Member**

Executive Director, Utah Housing Coalition

### **Kamal Ali - Board Member**

President, BBVA Bank New Mexico

### **Yusef Freeman - Board Member**

Managing Director - CA, Jonathan Rose

### **Michele Weaver – Board Member**

Rural Dev. Specialist, RCAC

## ICAST Advisory Board

**Brendt Rusten** – Partner, Dominion Communities

**Dr. Narasimha Rao** – Asst. Prof., Energy Systems, Yale Univ.

**Jeff Cunningham** - Partner, RubinBrown LLP

**Joshua Smith** - Vice President, Washington Federal Bank.

**Shelley Marquez** – Sr. VP & Community Dev. Mgr., Wells Fargo

**Trish Rogers** – Co-Chair, Financial Institutions Grp, Moye White

**Jerry Tinianow** – ex-Chief Sustainability Officer, City of Denver

**Kerry O’Neill** – CEO, Inclusive Prosperity Capital

**Debbie Campbell** - Executive VP, X-Caliber Capital

## Solar Advisory Board

**Todd Guerrero** - Chair of Kutak Rock’s Energy Group

**Jared Leader** - Advisor at SEPA (Smart Electric Power Alliance)

**Brendt Rusten** – Partner, Dominion Communities

**Tom Konrad** – Principal, Investment Research Partners

**Kerry O’Neill** - CEO of Inclusive Prosperity

**Roger Freeman** - Energy and Environmental Lawyer

**Andrew Humphrey** – Founder, Humphrey Engineering

**J.W. Postal** - Founder and CEO, Nikola Power

**Michelle Zimmerman** - Head of US Dev., Lightrock Power

## Heat Pump Technology Advisory Board

**Moncef Krarti** - Professor, Civil Engr. Dept., Univ. of Colorado

**Kevin Liddy** - Advisor at Regulator Group, LLC

**Brendt Rusten** – Partner, Dominion Communities

**Antonio Bouza** - Technology Mgr., DOE - BTO

**Kevin Steinke** – Reg. Sales Mgr., Carrier Corp.





**Rey Acuna**  
Assistant Site Supervisor

**Ian Basinger**  
Business Data Manager

**Ben Baugher**  
IT Manager

**Noreen Beatley**  
Senior Program Advisor

**Finlay Benninger**  
Marketing Intern

**Perla Bogado**  
Accounting Assistant

**Kimberly Bridgers**  
Construction Coordinator

**Lee Bridgewater**  
Regional Construction Manager

**Nicholas Caruso**  
Field PM

**Kristen Cherigate**  
Policy Analyst

**Unzila Chowdhury**  
Grant Writer

**Marcia Cohen**  
Sr. Advisor, Finance & Admin

**Natalia Cortes**  
Sales Coordinator

**Cheryl Crawford**  
Business Dev. Manager

**Ola Czastkiewicz**  
DSM Engineer

**Kathy Dyer**  
Training Specialist

**John Elliott**  
Director of Operations

**Greg Elsea**  
Finance Manager

**Eli Fields**  
Grants Coordinator

**Rob Foley**  
Senior Project Manager

**Bradley Frederick**  
Construction Site Supervisor

**Dan Golden**  
Grants Manager

**Nicholas Grafh**  
DSM Manager

**Shelby Graves**  
Admin. Assistant - IT

**Monti Griffin**  
Construction Assistant

**Jason Hampton**  
Construction Site Supervisor

**Jeff Hargis**  
Technical Project Director

**Kyle Hesar**  
Energy Engineer

**Susan Hom**  
Executive Assistant

**Kevin Hughes**  
Construction Site Supervisor

**David Hunter**  
Applications Manager

**Quinn Keenan**  
Energy Efficiency Analyst

**Brandon Koyanagi**  
Energy Efficiency Engineer

**Mikaela Krengel**  
Construction Coordinator

**Ryan Kristoff**  
Business Dev. Director

**Anne Kubicek**  
Purchasing Agent

**Wendy Leff**  
Accountant

**Ian Lippke-Calger**  
Marketing Intern

**Sam Lipman**  
Solar Developer

**Lisa Lloyd**  
Sales Coordinator

**Tammy Long**  
Office Admin. Assistant

**Susan Lynch**  
Construction Coordinator

**Joe Makyta**  
Sales Coordinator

**Ravi Malhotra**  
Founder & President

**Edward McIlvain**  
DSM Manager

**Tasia Miles**  
Integration Engineer

**Nikky Montoya**  
Energy Auditor

**Stephanie Moser**  
Sales Coordinator

**Joe Mow**  
Accounting Manager

**Nate Murray**  
Business Dev. Manager

**Derrek Padilla**  
Business Dev. Manager

**Monica Paici**  
Director of Marketing

**Arvanh Pchan**  
Energy Efficiency Analyst

**David Poarch**  
Integration Engineer

**Leah Porter**  
Accountant

**James Quish**  
Business Dev. Manager

**Joe Ragan**  
Director of Sales

**Rob Ruffner**  
Construction Site Supervisor

**Sydney Sayers**  
Construction Coordinator

**Dale Schutt**  
Marketing Generalist

**John Silvia**  
Recruiter

**Curt Shepard**  
Inside Sales

**James Sjostrom**  
Business Dev. Manager

**Amy Smith**  
Construction Coordinator

**Mike Smugala**  
Business Dev. Manager

**Julie Stotts**  
Inside Sales

**Joe Terpstra**  
Business Dev. Manager

**Brad Varnedoe**  
HR Generalist

**Jim Vinson**  
Special Projects Manager

**Leslie Welch**  
Proposal Writer

**Lisa Loyd**  
Sales Coordinator

**Lynn Whitfield**  
Director of Human Resources

**John Wilkerson**  
Energy Efficiency Analyst

**Jeff Wilkinson**  
Business Dev. Manager

**Max Wilkinson**  
Construction Site Supervisor

