



U.S. POLITICAL ENGAGEMENT REPORT

Updated June 2022

OVERVIEW

While Hannon Armstrong has long engaged in public policy debates on climate and energy issues, we have significantly increased our advocacy efforts over the past three years. To be a corporate climate leader, we believe our company needs to engage on policy meaningfully.

Our lobbying efforts, including in-person and virtual meetings, trade association initiatives, direct responses to Congressional bills and reports, and sign-on letters, are designed to educate policymakers. Most of our corporate political activity takes place through 501(c)(6), 501(c)(4), and 501(c)(3) groups (as detailed on pages 6-16).

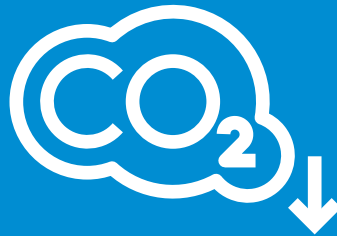
In 2021, Hannon Armstrong team members directly participated in 46 meetings with U.S. legislators, Executive Branch officials, and their staff on topics such as (in order of prominence) carbon pricing, comprehensive climate legislation, corporate ESG and climate disclosures, energy savings performance contracting, REIT regulations, and voting rights.

Through the Hannon Armstrong Climate Solutions Political Action Committee (“Climate Solutions PAC”), which launched in 2020, we make limited contributions to the campaigns of candidates for U.S. federal office who share our company’s climate and clean energy priorities and other company values.

In the following pages, and to the best of our abilities, we have included five years of historical data on financial contributions to trade associations and social welfare organizations. Additionally, we have included data on 2020 and 2021 PAC disbursements and detailed expenses related to federal lobbying from 2018 to 2021.

POLICY MISSION

Hannon Armstrong advocates for policies that will harness private capital investment to address the climate crisis – creating jobs and boosting the economy through an accelerated build-out of sustainable and resilient infrastructure



POLICY PRIORITIES

- **Price Carbon:** Put a price on carbon to correct the failure of the market to account for the costs of unmitigated pollution
- **Drive Demand:** Increase demand for climate positive projects via renewable energy and energy efficiency standards
- **Boost Investment:** Facilitate private investment in climate change mitigation and resilient infrastructure projects through federal programs, agency procurement mandates, public-private partnerships, and other policy instruments
- **Modernize Grid:** Establish a national electric grid that is reliable, secure, and clean
- **Reduce Regulatory Barriers:** Remove barriers to entry for clean energy through regulatory, permitting and siting reform
- **Promote Democracy Reforms:** Build a healthier, more responsive democracy to facilitate ambitious climate action with a focus on enacting campaign finance reform, protecting & expanding voting rights, and strengthening federal ethics laws

DISCLOSURE

TRADE ASSOCIATIONS & SOCIAL WELFARE ORGANIZATIONS

HOW WE ENGAGE WITH TRADE ASSOCIATIONS & SOCIAL WELFARE ORGANIZATIONS

Hannon Armstrong supports a variety of tax-exempt organizations, including 501(c)3 charitable organizations, 501(c)4 social welfare organizations, and 501(c)6 trade associations. This includes using corporate treasury funds to pay for memberships in these groups. By law, social welfare organizations and trade associations are permitted to use a portion of membership dues for political activities.

Some, but not all, of the groups we belong to engage in political activities. In these instances, our membership aids company policy tracking and advocacy efforts covering a broad range of issues, including climate change, building and efficiency codes and standards, defense authorizations, energy & environmental regulation and legislation, infrastructure, regulatory reform, energy tax incentives, trade and transportation, labor, and legal and voting reforms.

Although we support several groups that further our public policy interests and business goals, we do not always support all the public positions of those associations or other companies that make up their membership. We review these memberships on an annual basis for alignment to our core vision, purpose, values and priorities.

In the pages that follow and to the best of our abilities, we have disclosed the past five years of our financial contributions to trade associations and social welfare organizations.

TRADE ASSOCIATIONS (1)

	ORGANIZATION	TYPE	AMOUNT
2021	American Clean Power Association (ACP)	501(c)6	\$150,000
	Association for Governmental Leasing and Finance (AGLF)	501(c)6	\$1,700
	Ecological Restoration Business Association (ERBA)	501(c)6	\$6,000
	Edison Electric Institute (EEI)	501(c)6	\$6,000
	Energy Industries Council (EIC)	UK Non-Profit	\$6,000
	National Association of Energy Services Companies (NAESCO)	501(c)6	\$17,730

TRADE ASSOCIATIONS (2)

	ORGANIZATION	TYPE	AMOUNT
2020	American Wind Energy Association (AWEA)	501(c)6	\$100,000
	Ecological Restoration Business Association (ERBA)	501(c)6	\$5,000
	Edison Electric Institute (EEI)	501(c)6	\$6,000
	Energy Industries Council (EIC)	UK Non-Profit	\$6,000
	Energy Storage Association (ESA)	501(c)6	\$7,500
	International District Energy Association (IDEA)	501(c)6	\$3,200
	National Association of Energy Services Companies (NAESCO)	501(c)6	\$18,300

TRADE ASSOCIATIONS (3)

	ORGANIZATION	TYPE	AMOUNT
2019	American Wind Energy Association (AWEA)	501(c)6	\$100,000
	Ecological Restoration Business Association (ERBA)	501(c)6	\$5,000
	Energy Storage Association (ESA)	501(c)6	\$9,995
	International Council of Shopping Centers (ICSC)	501(c)6	\$800
	Maryland Clean Energy Center (MCEC)	501(c)6	\$2,500
	National Association of Energy Services Companies (NAESCO)	501(c)6	\$18,300

TRADE ASSOCIATIONS (4)

	ORGANIZATION	TYPE	AMOUNT
2018	American Wind Energy Association (AWEA)	501(c)6	\$100,000
	Energy Storage Association (ESA)	501(c)6	\$9,995
	National Association of Energy Services Companies (NAESCO)	501(c)6	\$7,500
	Solar Energy Industries Association (SEIA)	501(c)6	\$15,000

TRADE ASSOCIATIONS (5)

	ORGANIZATION	TYPE	AMOUNT
2017	American Wind Energy Association (AWEA)	501(c)6	\$10,000
	National Association of Energy Services Companies (NAESCO)	501(c)6	\$7,500
	Solar Energy Industries Association (SEIA)	501(c)6	\$12,000

SOCIAL WELFARE ORGANIZATIONS (1)

	ORGANIZATION	TYPE	AMOUNT
2021	Alliance to Save Energy (ASE)	501(c)3	\$50,000
	American Council on Renewable Energy (ACORE)	501(c)3	\$27,500
	Annapolis Maritime Museum	501(c)3	\$25,000
	Association of Defense Communities (ADC)	501(c)3	\$1,700
	Business for America (BFA)	501(c)3	\$10,000
	Ceres	501(c)3	\$34,800
	Chesapeake Bay Foundation (CBF)	501(c)3	\$50,000
	CDP (formerly the Carbon Disclosure Project)	501(c)3	\$6,500
	Hawthorn Club	501(c)3	\$10,000
	Maryland League of Conservation Voters	501(c)4	\$20,000
	Principles for Responsible Investment (PRI)	UN-Supported Network	\$11,494
	Smithsonian Environmental Research Center (SERC)	501(c)3	\$2,500
	UN Global Compact	501(c)3	\$2,500
	U.S. Green Building Council	501(c)3	\$800
	Women of Renewable Industries and Sustainable Energy (WRISE)	501(c)3	\$5,000

SOCIAL WELFARE ORGANIZATIONS (2)

	ORGANIZATION	TYPE	AMOUNT
2020	Alliance to Save Energy (ASE)	501(c)3	\$50,000
	American Council for an Energy-Efficient Economy (ACEEE)	501(c)3	\$3,000
	American Council on Renewable Energy (ACORE)	501(c)3	\$102,500
	Americans for Carbon Dividends	501(c)4	\$100,000
	Annapolis Lighthouse	501(c)3	\$50,000
	Annapolis Maritime Museum	501(c)3	\$25,000
	Association of Defense Communities (ADC)	501(c)3	\$11,700
	Baltimore Action Legal Team (BALT)	501(c)3	\$37,500
	Business for America (BFA)	501(c)3	\$5,000
	Campaign Zero	501(c)3	\$25,000
	Ceres	501(c)3	\$17,300
	Chesapeake Bay Foundation (CBF)	501(c)3	\$30,100
	Clean Energy Leadership Institute (CELI)	501(c)3	\$4,000
	CDP (formerly the Carbon Disclosure Project)	501(c)3	\$6,500
	Fresh Energy	501(c)3	\$10,000
	Hawthorne Club	501(c)3	\$10,000
	Maryland Food Bank	501(c)3	\$141,500
	Milken Institute	501(c)3	\$35,000
	NAACP Legal Defense and Educational Fund	501(c)3	\$62,500
	National Association of Corporate Directors (NACD)	501(c)3	\$7,500
	Principles for Responsible Investment (PRI)	UN-Supported Network	\$9,890
	Smithsonian Environmental Research Center (SERC)	501(c)3	\$2,500
	UN Global Compact	501(c)3	\$2,500
	U.S. Green Building Council	501(c)3	\$800
	Women of Renewable Industries and Sustainable Energy (WRISE)	501(c)3	\$7,500
YWCA of Annapolis and Anne Arundel County	501(c)3	\$58,500	

SOCIAL WELFARE ORGANIZATIONS (3)

	ORGANIZATION	TYPE	AMOUNT
2019	Alliance to Save Energy (ASE)	501(c)3	\$80,000
	American Council on Renewable Energy (ACORE)	501(c)3	\$100,000
	Association of Defense Communities (ADC)	501(c)3	\$4,200
	CDP (formerly the Carbon Disclosure Project)	501(c)3	\$2,725
	Ceres	501(c)3	\$17,300
	Chesapeake Bay Foundation (CBF)	501(c)3	\$10,000
	GRID Alternatives	501(c)3	\$7,500
	National Association of Corporate Directors (NACD)	501(c)3	\$7,500
	Smithsonian Environmental Research Center (SERC)	501(c)3	\$2,500
	UN Global Compact	501(c)3	\$2,500
	Urban Green Council	501(c)3	\$35,000
	Urban Land Institute	501(c)3	\$1,200
	U.S. Green Building Council	501(c)3	\$800
Women of Renewable Industries and Sustainable Energy (WRISE)	501(c)3	\$11,500	

SOCIAL WELFARE ORGANIZATIONS (4)

	ORGANIZATION	TYPE	AMOUNT
2018	Alliance to Save Energy (ASE)	501(c)3	\$30,000
	American Council on Renewable Energy (ACORE)	501(c)3	\$100,000
	Ceres	501(c)3	\$2,300
	Chesapeake Bay Foundation	501(c)3	\$10,000
	National Association of Corporate Directors (NACD)	501(c)3	\$7,500
	National Council for Public-Private Partnerships (NCPPP)	501(c)3	\$2,000
	U.S. Green Building Council	501(c)3	\$150
	Women of Renewable Industries and Sustainable Energy (WRISE)	501(c)3	\$6,000

SOCIAL WELFARE ORGANIZATIONS (5)

	ORGANIZATION	TYPE	AMOUNT
2017	Alliance to Save Energy (ASE)	501(c)3	\$30,000
	American Council for an Energy-Efficient Economy (ACEEE)	501(c)3	\$5,000
	American Council on Renewable Energy (ACORE)	501(c)3	\$105,000
	Ceres	501(c)3	\$26,000
	Chesapeake Bay Foundation	501(c)3	\$10,000
	National Association of Corporate Directors (NACD)	501(c)3	\$8,882
	National Association of Real Estate Investment Trusts (NAREIT)	501(c)3	\$32,069
	National Council for Public-Private Partnerships (NCPPP)	501(c)3	\$2,000
	Rocky Mountain Institute	501(c)3	\$10,000
	U.S. Green Building Council	501(c)3	\$150

DISCLOSURE

FEDERAL LOBBYISTS

2018-2021 FEDERAL LOBBYING EXPENDITURES

FY 2021

- Anndyl Policy Group, LLC - \$66,000
- Pioneer Public Affairs - \$192,000

FY 2020

- Anndyl Policy Group, LLC - \$60,000
- Pioneer Public Affairs - \$16,000

FY 2019

- Anndyl Policy Group, LLC - \$63,250

FY 2018

- Anndyl Policy Group, LLC - \$60,000
- Capitol Tax Partners, LLP - \$35,000

DISCLOSURE

PAC DISPURSEMENTS

CLIMATE SOLUTIONS PAC OVERVIEW

Launched in 2020, the Hannon Armstrong Climate Solutions Political Action Committee (“Climate Solutions PAC”), makes limited contributions to the campaigns of candidates for U.S. federal office who share our company’s climate and clean energy priorities, and other company values. Hannon Armstrong has put internal processes for political spending in place to ensure that political contributions are made in compliance with our political spending policy.

The Climate Solutions PAC collects voluntary contributions from certain eligible employees and files a monthly public report of its receipts and disbursements with the Federal Election Commission.

In January 2021, following the insurrection at the U.S. Capitol, we suspended any future contributions indefinitely to members of Congress who voted against 2020 election certification.

CLIMATE SOLUTIONS PAC DISBURSEMENTS (1)

	CAMPAIGN COMMITTEE	CANDIDATE	OFFICE	AMOUNT
2021 H2	Casten for Congress	Rep. Sean Casten (D-IL-6)	U.S. House	\$2,000
	Friends of Schumer	Sen. Chuck Schumer (D-NY)	U.S. Senate	\$5,000
	Martin Heinrich for Senate	Sen. Martin Heinrich (D-NM)	U.S. Senate	\$2,500
	Van Hollen for Senate	Sen. Chris Van Hollen (D-MD)	U.S. Senate	\$1,000
	Welch for Congress	Rep. Peter Welch (D-VT-At Large)	U.S. House	\$2,000
	Wyden for Senate	Sen. Ron Wyden (D-OR)	U.S. Senate	\$3,500
	Schatz for Senate	Sen. Brian Schatz (D-HI)	U.S. Senate	\$1,000
2021 H1	Schatz for Senate	Sen. Brian Schatz (D-HI)	U.S. Senate	\$2,500

CLIMATE SOLUTIONS PAC DISBURSEMENTS (2)

	CAMPAIGN COMMITTEE	CANDIDATE	OFFICE	AMOUNT
2020	Casten for Congress	Rep. Sean Casten (D-IL-6)	U.S. House	\$1,000
	Hickenlooper for Colorado	Gov. John Hickenlooper (D)	U.S. Senate	\$500
	Mike Braun for Indiana	Sen. Mike Braun (R-IN)	U.S. Senate	\$1,000
	Schatz for Senate	Sen. Brian Schatz (D-HI)	U.S. Senate	\$1,000



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