



# THE SUN IS FOR EVERYONE

## 2018 ANNUAL REPORT

In 2018 we crossed a major milestone: 10,000 solar installations for families around the world since our start in 2004. We also expanded our tribal and clean mobility work, and installed our first floating solar array.

### PEOPLE

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Reduced energy costs mean more money invested in families and communities.



**1,900**

**FAMILIES SERVED**

Homeowners and renters who qualify as low-income



**\$34M**

**LIFETIME SAVINGS**

Fewer expenses = more money in families' pockets

### PLANET

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Solar helps environmentally burdened communities see a brighter, clean future for generations to come.



**8 MW**

**CLEAN POWER**

Clean power for families and communities



**119,000**

**TONS OF GREENHOUSE GAS EMISSIONS PREVENTED**

Over an expected 25-year lifetime

### EMPLOYMENT

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Our training programs help participants launch new careers in solar.



**3,500**

**PEOPLE RECEIVED HANDS-ON TRAINING**

Participants include volunteers, students, and job trainees



**41,400**

**JOB TRAINING HOURS PROVIDED**

Time spent on our job training-focused installs



**HEADQUARTERS**

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 510-731-1310 | [gridalternatives.org](http://gridalternatives.org)



**SUPPORTERS**

A huge thank you to all of our volunteers and supporters who give your time, energy and financial resources to bring our shared vision to reality. Our top philanthropic supporters in 2018 include:

**OVER \$1 MILLION**

- Anonymous Fund of the Silicon Valley Community Foundation
- The JPB Foundation
- SunPower
- Washington D.C. Department of Energy and Environment
- Wells Fargo Foundation

**\$250K-\$1MILLION**

- Accenture
- Bishop Paiute Tribe
- City of San Diego
- Corporation for National and Community Service
- Electrify America, LLC
- Enphase Energy
- IGS Energy
- San Francisco Mayor's Office of Housing and Community Development
- Tesla

**\$100K-\$250K**

- A donor advised fund of the San Francisco Foundation
- Bay Area Air Quality Management District
- City of Moreno Valley
- City of Thornton
- County of Monterey
- Facebook
- JIB Fund
- JinkoSolar
- Leonardo DiCaprio Foundation
- New Belgium Brewing Company
- Renewable Energy Trust, a donor advised fund of the Denver Foundation
- Sacramento Municipal Utility District (SMUD)
- Southern California Edison
- Sunrun
- The 11th Hour Project

- The Honnold Foundation
- U.S. Bank Foundation

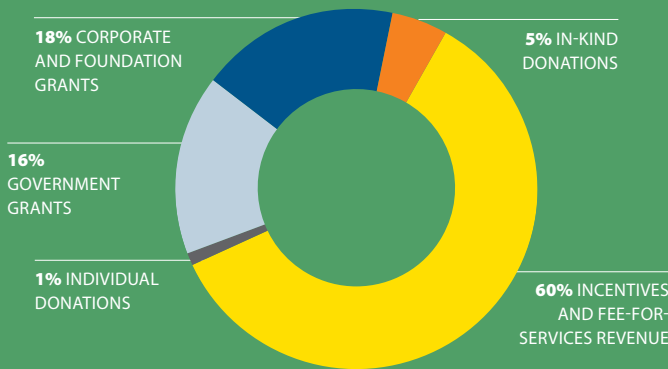
**\$25K-\$100K**

- Bank of the West
- BayWa r.e. Renewable Energy
- CBS EcoMedia
- Chan Zuckerberg Initiative
- City of Chico
- City of Pasadena
- City of Salinas
- City of Santa Cruz
- City of Santa Maria
- Denver Urban Renewal Authority
- Dwight Stuart Youth Fund
- Elemental Excelsior
- Flex Foundation
- Folsom Labs
- Golden State Environmental Justice Alliance
- Left Coast Fund

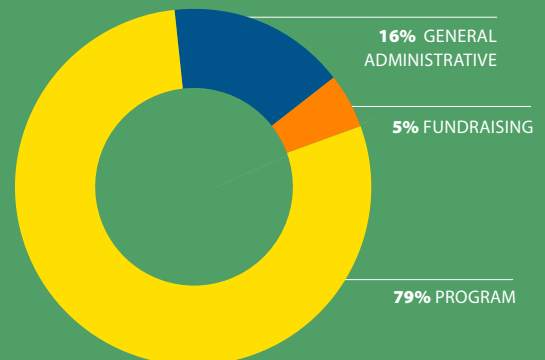
- LISC San Diego
- Namaste Solar
- New Belgium Family Foundation
- Northland Controls
- PLUS1/BØRNS
- PLUS1/Lights
- Renewable Energy Systems Ltd.
- Rodger E. Poore
- San Diego Gas and Electric
- Solar Energy International
- Sungrade Solar
- The Grove Foundation
- Trojan Battery Company
- WGL Holdings
- Winston & Strawn LLC

See a full list of our supporters at [gridalternatives.org/supporters](http://gridalternatives.org/supporters)

**FINANCIALS**



**REVENUES: \$54,244,197**



**EXPENDITURES: \$52,953,052**

**REVENUES:** GRID continues to diversify and expand our funding base, increasing revenue from fee-for-service projects, equipment donations and philanthropy while decreasing the share of government grants. A broad base of income helps us weather political winds and make sure our programs are sustained for the long term.

**EXPENDITURES:** In 2018 we invested strategically in staff and infrastructure to support significant anticipated growth in our multifamily, community solar and clean mobility programs, while at the same time ensuring adequate resources for our core single-family and workforce development programs. GRID's expanding work means ever deepening impact on people, planet and employment.