



# THE SUN IS FOR EVERYONE

## 2017 ANNUAL REPORT

We doubled the number of families served with solar in 2017, thanks to innovative community and multifamily solar projects that are opening the benefits of solar to renters.

### PEOPLE

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



**3,400**

**FAMILIES SERVED**

Homeowners and renters who qualify as low-income



**\$71M**

**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.



**11 MW**

**CLEAN POWER**

Clean power for families and communities



**190,000**

**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.



**6,000**

**PEOPLE RECEIVED HANDS-ON TRAINING**

Participants include volunteers, students, and job trainees



**32,720**

**JOB TRAINING HOURS PROVIDED**

Time spent on our job training-focused installs



**HEADQUARTERS**

1171 Ocean Avenue Suite 200 | Oakland | CA | 94608  
 510-731-1310 | [gridalternatives.org](http://gridalternatives.org)



**SUPPORTERS**

A huge thank you to all of our volunteers and supporters who give of your time, energy and financial resources to bring our shared vision to reality. Our top philanthropic supporters in 2017 include:

**OVER \$1 MILLION**

- Enphase Energy
- The JPB Foundation
- SunPower
- Washington D.C. Department of Energy and Environment
- Wells Fargo Foundation

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

- Anonymous Fund of the Silicon Valley Community Foundation
- Bank of America Charitable Foundation
- City of San Diego
- Corporation for National and Community Service
- IGS Energy
- Sunrun
- Tesla

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

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

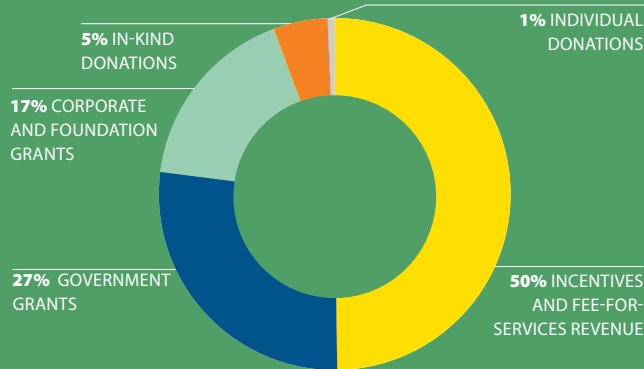
- A donor advised fund of the San Francisco Foundation
- Anonymous
- CBS EcoMedia, in partnership with Southern California Honda Dealers
- City of Salinas
- City of Thornton
- County of San Luis Obispo
- Facebook
- IronRidge
- Jinko Solar
- Sacramento Municipal Utility District
- San Francisco Mayor's Office of Housing and Community Development
- Walton Family Foundation

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

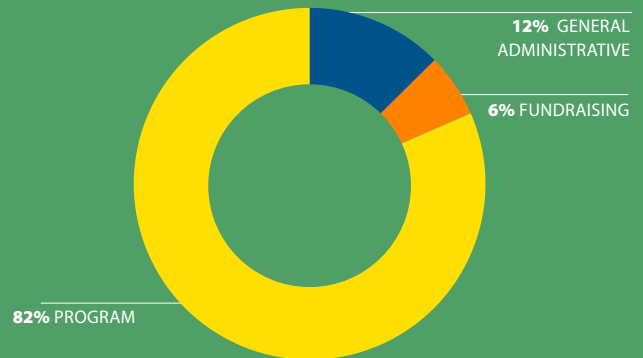
- All Points North Foundation
- Ardsley Partners
- Bank of the West
- Baskin Family Foundation
- BayWa r.e. renewable energy
- Chan Zuckerberg Initiative
- Citibank
- City of Chico
- City of Moreno Valley
- County of Monterey
- County of Sacramento
- Davis Wright Tremaine LLP - San Francisco
- Denver Urban Renewal Authority
- Duane Morris LLP
- Energy Foundation
- Folsom Labs
- Golden State Environmental Justice Alliance

- J.P. Morgan Chase
- Mitsubishi Electric
- MUFG Union Bank Foundation
- Namaste Solar
- New Belgium Family Foundation
- Northland Controls
- San Diego Gas and Electric
- San Manuel Band of Mission Indians
- Schneider Electric / Square D Foundation
- Southern California Edison
- The Grove Foundation
- The Townshend Lamarre Foundation
- Trojan Battery Company
- U.S. Bank
- Winston & Strawn LLP
- Yahoo Employee Foundation

**FINANCIALS**



**REVENUES: \$58,238,179**



**EXPENDITURES: \$51,803,256**

**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:** Eight out of every 10 dollars GRID Alternatives spends goes directly to projects. With our "get-it-done" ethos, GRID is a slim and efficient organization that makes the most of all of our resources to achieve our triple bottom line: savings for families; hands-on job training; and cleaner air.