



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

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

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

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

1171 Ocean Avenue Suite 200 | Oakland | CA | 94608
510-731-1310 | 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

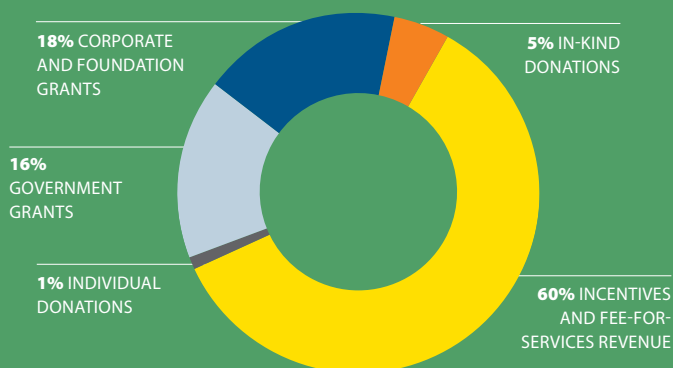
\$25K-\$100K

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

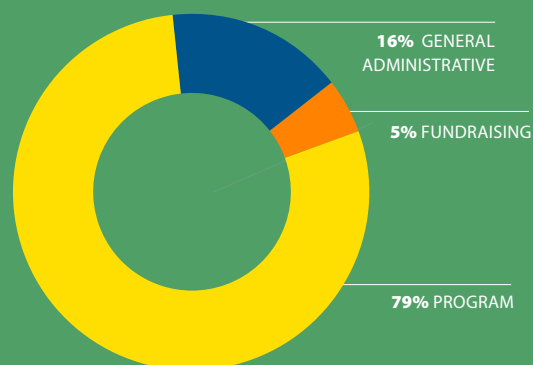
LISC San Diego
Namaste Solar
New Belgium Family Foundation
Northland Controls
PLUS1/BØRNS
PLUS1/Lights
Renewable Energy Systems Ltd.
Rodger E. Poore
San Diego Gas and Electric
Solar Energy International
Sungrade Solar
The Grove Foundation
Trojan Battery Company
WGL Holdings
Winston & Strawn LLC

See a full list of our supporters at gridalternatives.org/supporters

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.