



WE CARE SOLAR

Annual Report 2016





Letter from the Executive Director

Imagine trying to perform an intricate life-saving procedure....in near darkness. This is the grim reality for hundreds of thousands of maternal health workers around the world who work in health facilities cut off from reliable power.

With your help, We Care Solar is changing that.

Seven years ago, we founded our organization on the premise that lighting for childbirth is critical for mothers and newborns in need of care, and essential for health care workers who attend to them.

Our work started in one hospital in Nigeria...and has now extended to more than 2000 health facilities in over 20 countries.

We partner with UN agencies, international NGOs, and other organizations who share our commitment to improving health care. Our Solar Suitcases enable health workers to provide critical care for patients around the clock, call for help when it's needed, and use diagnostic equipment, such as the fetal heart rate monitor included in each Solar Suitcase.

We believe that women have the right to safe childbirth and that every health center is entitled to life-saving electricity.

In addition to shining a light on health care, we are inspiring the next generation of solar innovators through our We Share Solar education program. Our hands-on service learning program enables young people here and abroad to build Solar Suitcases to bring solar lighting to impoverished schools, children's homes and refugee camps. Our program encourages students to become global citizens and STEM problem-solvers.

I am proud to be sharing our 2016 Annual Report with you. It showcases some highlights of the year such as our first regional training program in West Africa, new training materials featuring women as installers, and improvements in our award-winning technology.

None of this would be possible without the countless health workers, technicians, teachers, staff and volunteers who have joined us to improve energy access in education and health. We are grateful for their contributions, and for the generous support and partnership of donors like you. Thank you for helping us light up lives.

In Gratitude,
Laura Stachel, MD MPH
Executive Director, We Care Solar

Our Impact

We Care Solar

- 2,260 health centers equipped with solar lighting
- 9,493 health workers trained to use Solar Suitcases
- 1,007,808 mother and their newborns delivered in Solar Suitcase facilities with catchment populations totaling 35,600,100
- 49 million hours of light made available
- 17,589 tons of carbon dioxide averted
- 38 partnerships with NGOs and leading development organizations

We Share Solar

- 122 School Programs reaching 217 teachers and 4,000 students
- 620 We Share Solar Suitcases built: 280 already installed in schools, children's homes and refugee camps
- 34,414 international youth beneficiaries served



This sleeping baby's life was saved at birth under the light of a Solar Suitcase.

West Africa Regional Training

We piloted our first regional training program in West Africa, providing multiple organizations with the skills to conduct Solar Suitcase programs in their own countries. Our regional “Train the Trainer” workshop allowed us to offer Solar Suitcase programs to organizations where political instability, security risks, or limited program size made it unfeasible for We Care Solar staff to work in-country, and created cost and time efficiencies by aggregating multiple partners in one training.

After reviewing numerous applications, we selected four organizations to attend our program in Accra, Ghana. Representatives from Africare Liberia, Pathfinder Nigeria, Public Health Initiative Liberia and the Ministry of Health and Social Welfare of The Gambia joined We Care Solar trainers for the hands-on workshop at the Deng Solar Training Center. Participants enjoyed the cultural exchange and camaraderie with new colleagues and shared a common goal of improving maternal health in West Africa. They went back to their home countries excited to put their new skills into action by bringing light and hope to communities.

Partners:

Africare
Deng Solar Training Center
Ministry of Health and Social
Welfare of The Gambia
Pathfinder Nigeria

Public Health Initiative
Liberia (PHIL)
UBS Optimus Foundation
UNDESA



"The hardest part of my job was when I had a labor case at night without seeing what I was doing."

— Amadou Klurry, Nurse, Banjulinding HC



The Gambia

We Care Solar partnered directly with the Ministry of Health and Social Welfare to equip 40 government health facilities with Solar Suitcases, reaching most of the delivery rooms without light across the entire country. Health workers were relieved to have a reliable source

of lighting and electricity after years of struggling to care for women with complications at night. This program greatly impacted the provision of quality maternal care in The Gambia.

Partners:
Ministry of Health and Social Welfare
Music for Relief
Newman's Own Foundation
Power Up Gambia

"Electricity is life. We are grateful to have light 24 hours for safe service delivery."

— Sulayman Sarr, Clinical Health Worker,
Baja Kunda Major Health Center

"It is constant, the light is bright, it gives us hope."

— Ujong Okoi, Chief Community Health Officer, PHC Mkpani

Nigeria

The Saving Mothers Giving Life program in Cross River State is a public-private partnership among Pathfinder, USAID, and the government. It aims to reduce maternal and newborn mortality. When Pathfinder Nigeria conducted an assessment of local health facilities, they found that 41% were without reliable electricity. We Care Solar included Pathfinder in its West Africa Regional Training and donated 50 Solar Suitcases to local health facilities. The program will be expanded by Pathfinder in the coming year.

"My first delivery in this facility was a terrible experience. The nurse was struggling with a lantern and my delivery. My recent delivery was a good experience with the help of the light. I was very happy to see my baby clearly with the solar light. I felt good; I was not in darkness after delivery."

— Ozioma Eliogu, Mother, Goshen Maternity, Ikon



Partners:
Music for Relief
Pathfinder Nigeria
The MPH Fund of the Hawai'i
Community Foundation



Liberia

UN Women

The Liberian H6 consortium (UN Women, UNAIDS, UNFPA, UNICEF, World Bank, and WHO) developed an initiative to accelerate improvements in maternal and child health services in six counties of Liberia. We were invited to include Liberia’s “Solar Grandmothers” in our program—illiterate women who had studied solar at Barefoot College in India. We developed picture-based

materials and videos featuring African women installers. Our new materials include colorful flipbooks, six videos and a troubleshooting manual. The videos can be found on our website. The materials were warmly received at our UN Women training in Monrovia in May.



Partners:
Ministry of Health Liberia
UN Women

"In the past, we used to get very apprehensive when we would get woken up at night to attend to a patient. We would start thinking of the difficulties in doing our job in the dark. But now with the Solar Suitcase, this problem has been solved."

—Yusta Mgaya, Enrolled Nurse, Zogobo Dispensary

"I use the fetal Doppler all the time, at every ANC visit. I like it so much because it gives exact information."

— Robert Wkchima, Midwife,
Kasungamile Dispensary

Tanzania

We are lighting up childbirth in several districts in Tanzania, partnering with two leading international NGOs that are strengthening MCH services—Pathfinder and Jhpiego.

In Sengerema and Shinyanga, Pathfinder is working with communities to improve services at health dispensaries and health centers. The Solar Suitcase augments their Mobilizing Maternal Health in Tanzania initiative, a program to strengthen health systems by developing screening, referrals, and emergency transport around two rural hospitals. More than 170 Solar Suitcases were installed by district health technicians.

In Mara, Kagera, Iringa, and Njombe, Jhpiego is leading a consortium of partners under the integrative Maternal and Child Survival Program. Core activities include training, health worker supervision, and quality-of-care improvement. Jhpiego installed 141 Solar Suitcases in maternal health facilities. To date, 20 Jhpiego and regional Ministry of Health staff have been trained on Solar Suitcase installation, and 429 health care workers have been trained on Solar Suitcase use and maintenance.

These programs enable health workers to deliver timely, quality maternal health services. With the Solar Suitcases in place, health workers report more confidence in doing their jobs and mothers report more willingness to deliver at the health facility.

Partners:

Every Mother Counts
GlobalGiving/TripAdvisor
Global Health Foundation

Jhpiego
Pathfinder International
UN Foundation



Photo credit: Amy Livingston

"We used to have problems in administration of oxytocin to mothers during the night using candles. With the Solar Suitcase lights we are able to give them this drug accurately so that the bleeding is under control and we are able to see her condition of bleeding easily. The Solar Suitcase enables us to deal with emergency cases effectively."

— Hilda Muteedzi, Nurse Aid, Rutanhira Clinic

"The Solar Suitcase is now our main power at the clinic and has motivated my team to perform their duties day and night exceptionally."

— Zhou, Sister-In-Charge, Chikwaka Clinic

Zimbabwe

Under the direction of co-founder Wadson Muchemwa, ZimEnergy Eco Foundation is lighting up health facilities in Zimbabwe. ZimEnergy worked closely with the Ministry of Health and Child Care to identify recipient health facilities in the Mashonaland East region. Twenty Solar Suitcases were successfully installed in 2016, and 100 health care workers were trained on Solar Suitcase use and basic maintenance. The Solar Suitcases have improved the ability to care for patients, call for referrals, manage infection control and respond to obstetric emergencies. Some health facilities reported an increase in the number of deliveries they have had since Solar Suitcase installation. An estimated 8,000 mothers and newborns will benefit from this program in the first year alone.

Partners:
Individual Donors
Montei Foundation
ZimEnergy Eco Foundation



"It's amazing how basic and simple things can make such a huge difference, even saving lives. This newborn baby survived only because he received the help he so badly needed at birth, using a simple Ambu bag. Light is another basic, essential necessity for health care."

— Dr. Brad Holden, We Care Solar Volunteer

Mozambique

We Care Solar supported 30 health centers in Mozambique, complementing a collaborative program by The Primate's World Relief and Development Fund (PWRDF) to improve maternal and child health, funded by CIDA. PWRDF partnered with EHALE to raise awareness about health issues and nutrition, address cultural practices that negatively impact women's health, and ensure better access to health care. Two We Care Solar Ambassadors conducted a Solar Suitcase training program with EHALE and local ministry technicians. During one supervised installation, a mother gave birth to a baby with severe asphyxia. The child was saved when pediatrician Brad Holden, our volunteer ambassador, helped local health workers with the resuscitation using an Ambu-bag.



Partners:
Association of Community Health (EHALE)
Canadian International Development
Agency (CIDA)
The Primate's World Relief and
Development Fund (PWRDF)

"Now, we [are] able to allow the pregnant mother and her family members to listen to the fetal heartbeat and I can instruct my assistant to listen as well. Now I don't have to rely on untrained individuals to hold up a light. I can focus a steady light on exactly what I need to successfully complete any procedure."

—Tulasha Khanal , Auxiliary Nurse Midwife,
Chatrey Deurali Health Post, Dhading District



Nepal

We continued our meaningful partnership with One Heart World-Wide in 2016, reaching more remote health centers affected by the 2015 earthquake. Health posts and temporary birthing centers benefited from our durable compact solar

electric systems – the only source of light and electricity for many of these critical centers. A total of 110 Solar Suitcases were installed through this program: 25 were placed in tents converted into delivery rooms.

Partners:
One Heart World-Wide
UBS Optimus Foundation

"The multi-mobile charger we received also makes a huge difference since I use it to make frequent calls to prepare ambulances, inform my colleagues or request help. Even just a few minutes of delays due to lack of power can have a huge impact. Sixteen years of struggling with the dark has finally come to an end."

— Chandra Maya Ingham, CMA, Ghoretar

"Not having electricity means not being able to charge phones or lights. Without a phone, it is extremely difficult to communicate with communities and supporting team members and partner organizations. Ample lighting makes it realistic to work after dark in safe conditions."

— Kevin Melanson, Program Manager, Saint Boniface Haiti Foundation

Haiti

In early October 2015, a Category 5 hurricane struck Haiti, wreaking havoc on its infrastructure and leaving thousands homeless. Hurricane Matthew destroyed nearly 90% of the buildings in the South part of the country and caused electrical blackouts.

Responding to this catastrophe, We Care Solar worked with Direct Relief to identify local health organizations in need of electricity. We partnered with local organizations and directly with health facilities to bring 37 Solar Suitcases to Haiti in the aftermath of the Hurricane.



"There are no words to describe the tremendous impact this piece of equipment has had in facilitating access to care at night."

— Nadesha Mijoba, Country Director, Haitian Health Foundation

Partners:
Direct Relief
Every Mother Counts
Music for Relief
Rapino Foundation



"You guys were the game changers here. I can't express how much you have helped out...because without [charging] our radios and communications, we were dead in the water. Thank you so much."

— Nino Lopez, EDC-DPRU

Philippines

Thanks to the dedication of our partners at Stiftung Solarenergie, 155 Solar Suitcases have been deployed to maternal health facilities in Eastern Visayas, Palawan and Mindanao. These support health centers without any electricity and those affected by

natural disasters. In addition to our permanent installations, 25 Solar Suitcases are stored in Manila for use during natural disasters. These emergency Solar Suitcases are available to local first responders who were trained in their use, for such emergencies as typhoons, earthquakes and rescue and retrieval operations.



Partners:
Stiftung Solarenergie Foundation
UBS Optimus Foundation

"Our new Solar Suitcase design is a direct result of our global experience in medical clinics combined with the significant recent advancements in battery and lighting technology. It's exciting to take all that we've learned over seven years and incorporate that knowledge into an improved solution for health care workers."

— Brent Moellenberg, Director of Engineering

Innovation

We are improving the design of our Solar Suitcases! Our latest version is designed to be easier to manufacture, install, and use. Version 3.0 has features to simplify installation, a 5-year lithium battery, and a more intuitive user interface with customized display and adjustable lights. Multiple light settings mean that health workers won't need to decide between bright light or no light, and can ultimately conserve energy. Working with the Kumasi Institute of



Technology and the Environment based in Accra, Ghana, we installed 10 prototypes of our new Solar Suitcase in health centers in August and are using feedback from our early trials to modify our design before more extensive testing.



Partners
Kumasi Institute of Technology
and Environment (KITE)
UBS Optimus Foundation
UNDESA

We Share Solar

Building STEM Skills and Global Awareness

We Share Solar is our innovative curriculum to teach youth about energy poverty and solar electricity.

With the support of Pacific Gas and Electric Company, 19 high schools in California were trained in our We Share Solar curriculum, allowing 1,326 students to “Learn, Build and Share.” As a result of this STEM service learning program, 72 Solar Suitcases were assembled for remote, off-grid villages in Kenya to supply much needed electricity.

The PG&E Solar Suitcase Program encouraged students to think locally and act globally.

In addition to making Solar Suitcases, students engaged in a local Sustainability Project, completed a video to showcase their work and competed for a chance to deliver Solar Suitcases to Kenya.

Pacific Gas and Electric Company funded the Kenya trip for six students and their teachers. Solar Suitcases were placed in remote schools to enable evening study and nighttime activities. They were placed in common areas, dorms and libraries, replacing candles and kerosene lanterns. We Share Solar also worked with WE Charity to deliver four mobile suitcases to youth groups for income-generating activities such as a cell phone charging kiosk or mobile barbershop.

Partners:
Pacific Gas and Electric Company
WE Charity



Photo credit: Brian Emmanuel Inganga

We Share Solar



International Workshops: Building Solar Suitcases Near and Far...

We Share Solar introduced its education program to students in London, Toronto, and Paris, in partnership with Wells Fargo and UNESCO.

- In London, British students from two high schools attended a Solar Suitcase building event at the Wells Fargo London office. We Share Solar trainers were assisted by Wells Fargo employees. Together they made eight Solar Suitcases destined for Kenya, powering up their new devices in front of the Tower of London!
- In Toronto, Wells Fargo sponsored another We Share Solar employee engagement event with 56 middle school students from St. Agnes of Assisi School. Ten volunteers from the Wells Fargo Toronto office shared excitement and fun with scores of young students.
- In Paris, We Share Solar was selected as the launch event for the TeachHer STEAM program of UNESCO. The We Share Solar Suitcase program was showcased as an example of best practices in STEM education to engage and inspire girls. Eight middle school girls from a variety of Parisian schools built demonstration suitcases for an audience of UNESCO ambassadors attending the launch event with keynote speaker, Jill Biden.

Partners:
Wells Fargo Foundation
U.S. Mission to UNESCO



We Share Solar



Philippines

SunPower employees from two continents engaged in our We Share Solar program. In the United States, SunPower employees conducted quality control on student-built Solar Suitcases before packing them up for shipment to the Philippines. In Manila, SunPower employees received the Solar Suitcases, matched them with solar panels, and prepared them for installation. They joined with Stiftung Solarenergie to deploy 60 Solar Suitcases to remote schools in Luzon and Mindanao.



Partners:
Stiftung Solarenergie Foundation
SunPower Corporation

Kenya

Two unique organizations became essential partners for our We Share Solar placements in Kenya. Change Mtaani is a youth-empowerment and community improvement organization based in the Kibera slum, led by Brian Inganga. WISEE (Women In Sustainable Energy and Entrepreneurship) is an organization empowering women to become solar designers, installers and engineers. In August, We Share Solar held a training in Nairobi to prepare these two organizations for dozens of installations.

In 2016, these two groups installed 66 Solar Suitcases assembled by students in London, Toronto and Paris. Recipients included Kakamega School for the Deaf, Kakenya Center for Excellence, primary schools and children's homes in Lake Magadi, Kakuma Refugee Camp, and Kajiado County. In all, 11,464 people were impacted by these programs.



Photo credit: Brian Emmanuel Nganga

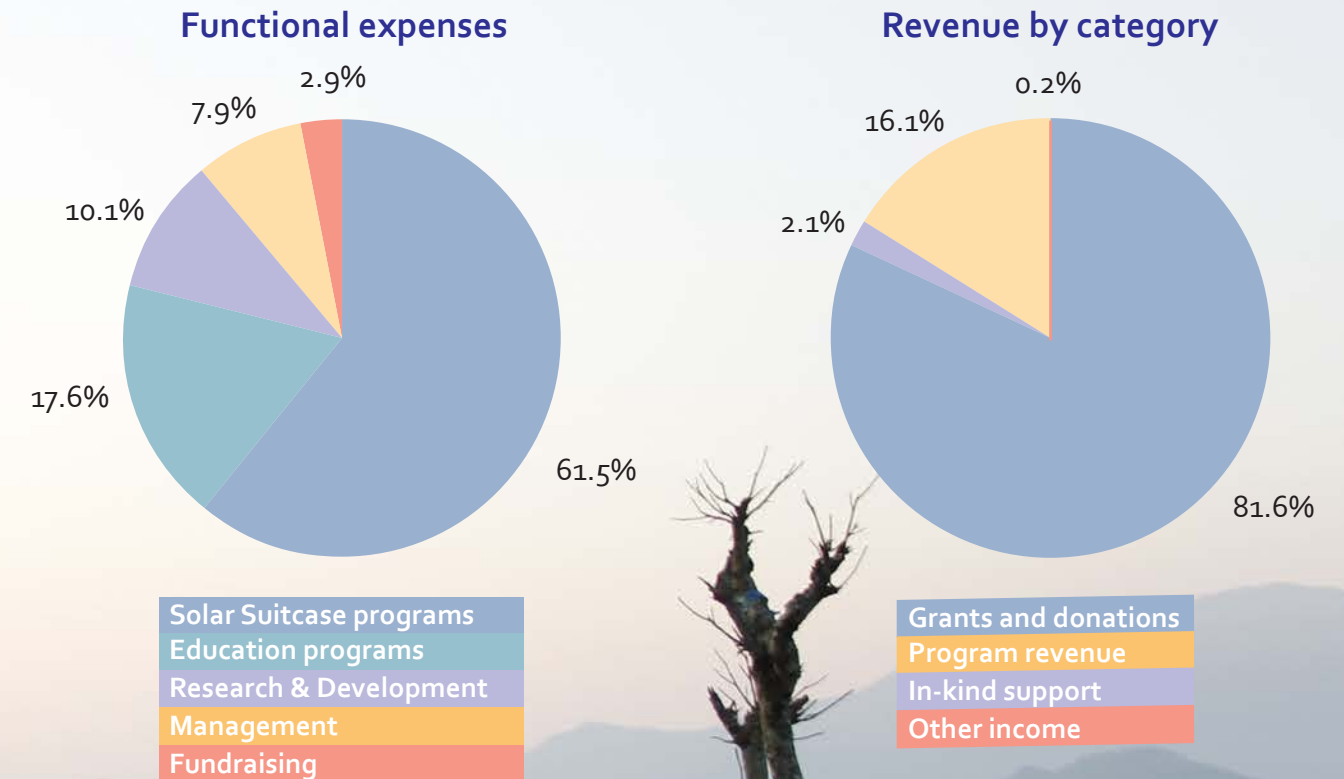
Partners:
Cal State East Bay
Change Mtaani
Pacific Gas and Electric Company

Wells Fargo Foundation
WISEE

Statement of Activities for the Year Ended December 31, 2016 (Audited)

	Unrestricted	Temporarily Restricted	2016 Total	2015 Total (Restated)
REVENUE				
Grants and donations	\$352,565	\$3,768,092	\$4,120,657	\$3,794,179
Program revenue	811,425	—	811,425	155,791
In-kind support	105,343	—	105,343	210,007
Investment return	3,682	—	3,682	22,800
Other income	5,261	—	5,261	12,928
Net assets released from restrictions:				
Satisfaction of program restrictions	2,972,483	(2,972,483)		
TOTAL REVENUE	\$4,250,759	\$795,609	\$5,046,368	\$4,195,705
EXPENSES				
Program services	3,296,693	—	3,296,693	2,407,930
Management and general	292,512	—	292,512	288,685
Fundraising	109,000	—	109,000	25,944
TOTAL EXPENSES	\$3,698,205	—	\$3,698,205	\$2,722,559
CHANGE IN NET ASSETS	552,554	795,609	1,348,163	1,473,146
NET ASSETS, BEGINNING OF YEAR	915,865	2,387,816	3,303,681	1,830,535
NET ASSETS, END OF YEAR	\$1,468,419	\$3,183,425	\$4,651,844	\$3,303,681

Financials



In the News



"11 Health Innovations to Drastically Cut Maternal and Child Mortality Rates"



"The Power of Collaboration: Lighting up Schools in Kenya"



"How the Solar Suitcase Makes Childbirth Safer"



"Why African Mothers Need Solar Suitcases"



"A Solar Suitcase Reduces Maternal Mortality Rates"



"16 Women Doing Amazing Things in 2016"

Awards



Winner, Association of Fundraising Professionals Spirit of Philanthropy Award



Winner, National Energy Globe Award



Finalist, World Energy Globe Award



Energy Social Impact Photo of the Year, EnergyNet

Raising Awareness



Featured at Music For Relief Backyard Festival —Linkin Park



Panelist at Experiential Event for TEDWomen on innovation



Recognized in 5-year retrospective of C3E Awardees



We Share Solar featured at UNESCO event in Paris



Participant at UNDESA Energy Meeting at COP22



Presented We Care and We Share Solar at the Exploratorium Solar Eclipse Event



Panelist at Silicon Valley Global Entrepreneurship Summit



Speaker at the Annie Leibovitz "Women: New Portraits" exhibit sponsored by UBS



Presented at UNDESA Powering the Future We Want Seminar, Addis Ababa, Ethiopia

Thank you

We are grateful for the generous support all our donors, including the following institutions and individuals who have given \$10,000 or more:

Principal Benefactors

The Hastings/Quillin Fund, an advised fund of the Silicon Valley Community Foundation	UBS Optimus Foundation
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Lead Funders

Gilead Foundation	UN Foundation
Global Health Foundation	UN Women
Music for Relief	Wells Fargo Foundation
Pacific Gas and Electric Company	

Key Supporters

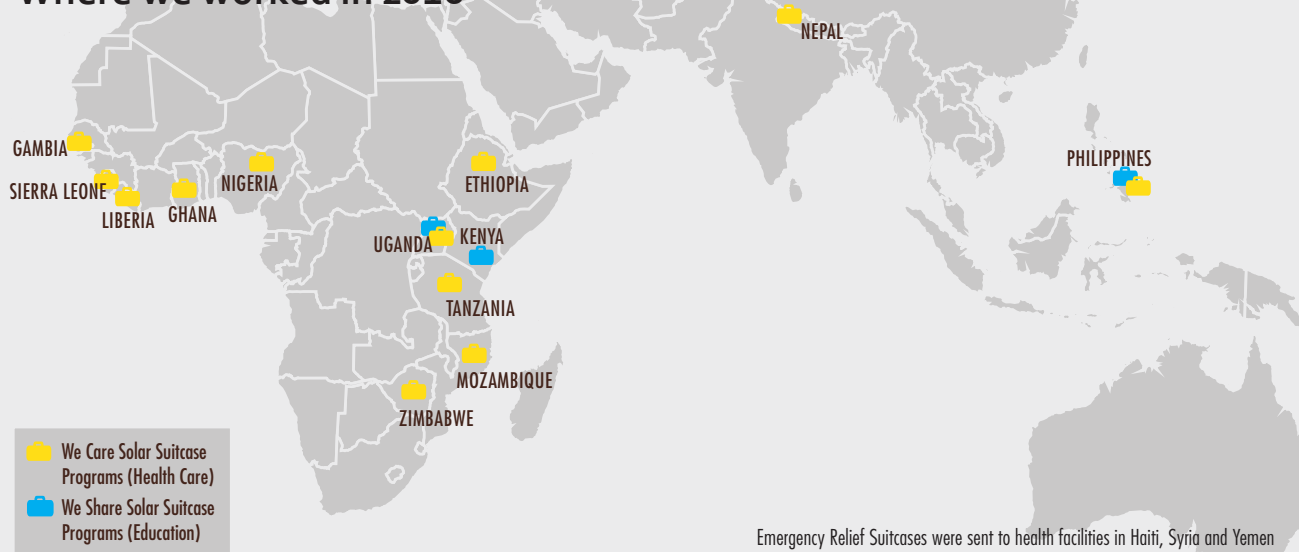
Jan Brandt	Segal Family Foundation
California State University East Bay	Starr International Foundation
Every Mother Counts	SunPower Corporation
Montei Foundation	UNDESA
The Primate's World Relief and Development Fund (PWRDF)	UNICEF

Champions

Ian Altman and Laura Scher	Stasia Obremskey and Dan Carroll
Anonymous	Princeton University 2016 Freshman Seminar on Philanthropy (FRS 151) and the Palette Fund
Edgewater Foundation	Nina Richardson
Jim and Gigi Goldman	Terry Tang/Sky Light Holdings Ltd.
Leslie Gutierrez Philanthropic Fund of the Ayco Charitable Foundation	Louise and John Wellemeyer
MPH Fund of the Hawai'i Community Foundation	Robin Wolaner
Newman's Own Foundation	



Where we worked in 2016



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We Care Solar
2150 Allston Way, Suite 340
Berkeley CA 94704
(510) 766-0206
info@wecaresolar.org
www.wecaresolar.org