



WE CARE SOLAR

Annual Report 2017


South Africa



In many health centers the only source of light is a cell phone.

Letter from the Executive Director

Imagine medical care by candlelight, kerosene lantern, or in utter darkness. For many parts of the world, this scary thought is a daily reality.

Since 2010, We Care Solar has been working to promote safe childbirth by addressing the challenge of energy poverty in health facilities. We partner with governments, NGOs, and UN agencies to distribute our compact and rugged Solar Suitcases to maternal health centers lacking reliable electricity. By offering medical lights, headlamps, fetal monitors, and a 12-volt DC charging station, the Solar Suitcase enables health workers to provide prompt, effective emergency care 24 hours a day. Our training programs ensure that local technicians are able to install and maintain our technology.

In 2017, we launched our first country-wide program in Liberia—part of our global *Light Every Birth* initiative. Beyond Liberia, we traversed bumpy dirt roads, rivers and mountains to reach last mile health centers in Nepal, Tanzania, Nigeria, Zimbabwe, and Ethiopia. Thanks to your continued support, we have been able to equip thousands of last mile health centers with clean solar energy. And we initiated third-party research to demonstrate the impact of our programs.

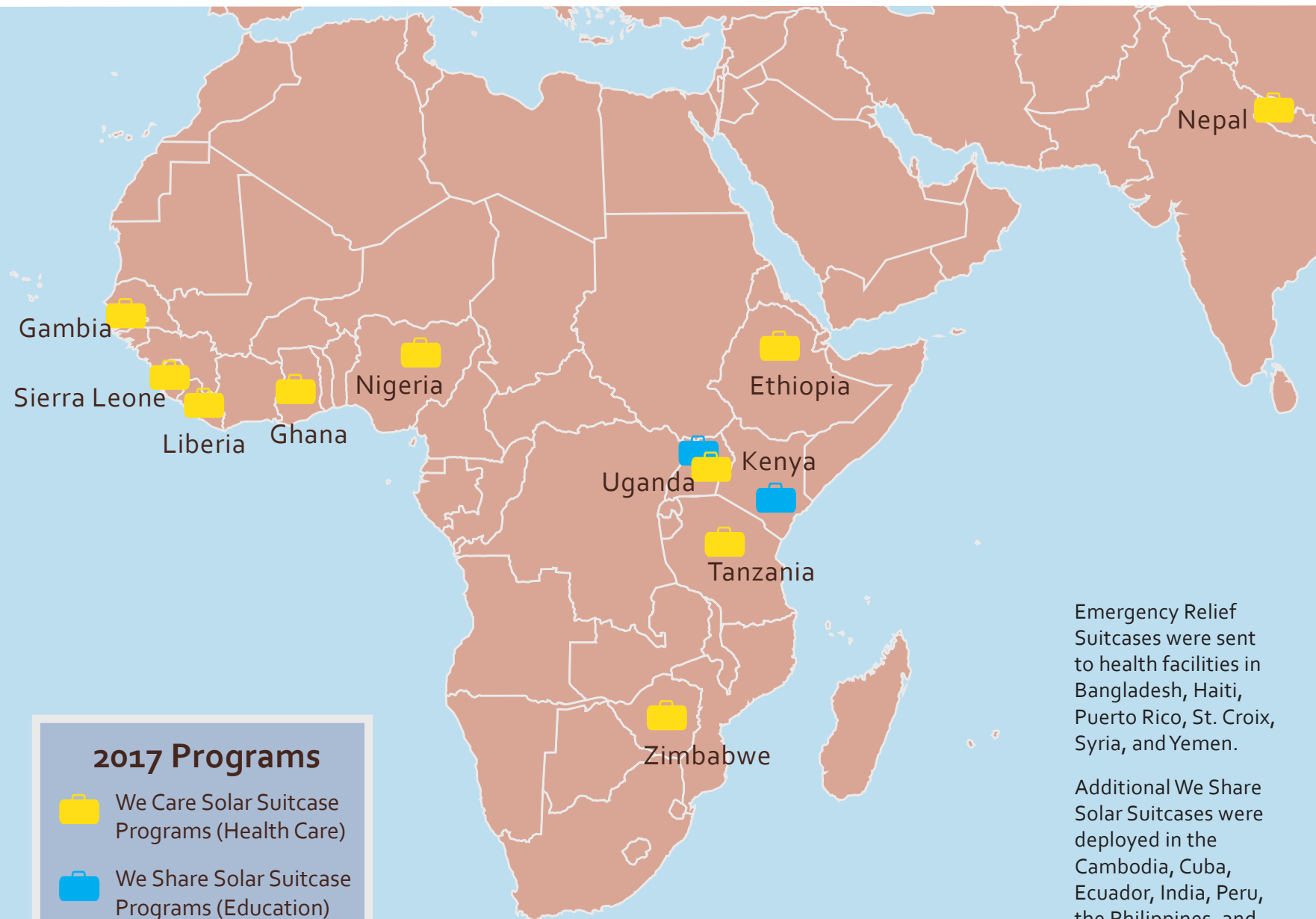
Solar Suitcases supported humanitarian response efforts in Haiti, Peru, Syria and Yemen. And when Puerto Rican health workers lost power after Hurricane Maria, our Solar Suitcases helped dozens of communities stripped of power.

Our efforts extend beyond health care and into education. Our innovative We Share Solar curriculum has reached hundreds of classrooms in the United States and abroad. Our programs inspire youth to “learn, build, and share.” We have shown thousands of students how STEM education can be used to address social problems, giving youth the opportunity to light up energy-poor schools and children’s centers. The 87 Solar Suitcases donated by youth in 2017 are improving education for 27,000 students in Kenya and Uganda.

Thank you for helping us create a brighter future for communities around the world. Together, we will continue to make solar energy accessible, affordable and sustainable for global health and education needs.

In Gratitude,

Laura Stachel MD MPH



Emergency Relief Suitcases were sent to health facilities in Bangladesh, Haiti, Puerto Rico, St. Croix, Syria, and Yemen.

Additional We Share Solar Suitcases were deployed in the Cambodia, Cuba, Ecuador, India, Peru, the Philippines, and Tanzania.

Our Impact To Date



8 years since our founding



40,000 tons of CO₂ averted



45 NGO and UN partners



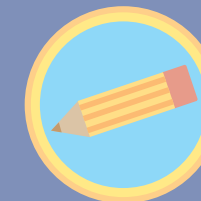
3,069 Solar Suitcases deployed to health facilities



12,277 health workers trained in use and maintenance



1,422,618 deliveries conducted in Solar Suitcase facilities



7,200 STEM students trained



1,133 student assembled suitcases



67,000 international youth served



"You don't know how helpful this solar system is to the country. For a poor resource country like us, alternative energy is the best solution."

— Mohammad Dukuly, DHO, Bomi Country

Liberia

We Care Solar is demonstrating the feasibility and impact of lighting every public delivery room at the national level through our *Light Every Birth* initiative. In partnership with the Ministry of Health and Social Welfare, Africare, Energising Development, Public Health Initiative Liberia (PHIL), UNICEF and others, we are ensuring that every mother has access to reliable lighting and essential power for safe childbirth.

In 2017, we hired a Liberian program officer and officially launched the *Light Every Birth Liberia* initiative in Monrovia, attended by Vice President Joseph Boakai, U.S. Ambassador Christine Elder, and key partners.

By the end of 2017, 260 Solar Suitcases had been installed across Liberia by technicians trained in our capacity-building workshops. Health centers served by this program are performing 36,000 deliveries a year.

We are now partnering with Innovations for Poverty Action to measure our impact. We aim to highlight Liberia as a model of excellence for electrification of maternity care – with a long term vision of elevating the *Light Every Birth* initiative to a global scale.

Partners:

Africare
Energising Development
Public Health Initiative Liberia
UNICEF and UNFPA

Gilead Foundation
Music for Relief
The Meadow Fund
UBS Optimus Foundation

"The Solar Suitcase lights are never off. Health workers now stay longer and serve more mothers."

— Village council member, Kabale

Uganda

Uganda is our second *Light Every Birth* country. We Care Solar began working in Uganda in 2012, partnering with agencies such as UNICEF, AMREF, Save the Children, Pathfinder, and Ugandan Private Midwives Association to light up more than 400 health facilities. A multi-faceted Solar Suitcase program with AMREF in 100 health centers demonstrated a marked decrease in maternal and perinatal mortality. Our deep experience on the ground in this country influenced our selection of Uganda as our next *Light Every Birth* country. Uganda will also be the site of a randomized control trial to be conducted by Innovation for Poverty Action and Harvard University. In 2017, we created the foundation to scale up of our national program, working closely with the Ministry of Health and other partners.

Partners:

The Republic of Uganda Ministry of Health
Harvard University
Innovation for Poverty Action
The Meadow Fund
UBS Optimus Foundation
Music for Relief

Photo: Brian Emmanuel Inganga



"The smoke from the lantern makes the wall dirty; the whole ceiling is black. With solar light, the cleanliness of the maternity wards has improved and there is no more smoke from the lantern."

— Nurse, Isule Health Center III

Tanzania

In Tanzania, We Care Solar partnered with Pathfinder International and Jhpiego to support 240 health facilities.

The Jhpiego program complemented two larger USAID-funded health initiatives—the Maternal and Child Survival Program (MCSP) and AIDSFree. MCSP is improving the coverage, quality and sustainability of a fully integrated package of reproductive and newborn child health interventions. AIDSFree is expanding the provision of early infant male circumcision and HIV prevention services. By bringing reliable power sources to health facilities, we are promoting safer reproductive and sexual health services, including prevention of HIV transmission.

Pathfinder International’s Mobilizing Maternal Health Project strengthened emergency obstetric care by developing screening, referrals, transport, and emergency treatment around two rural hospitals that were upgraded by Touch Foundation. Key activities included training of community health workers, emergency transportation, and provision of Solar Suitcases. This comprehensive program resulted in significant improvements in maternal and newborn outcomes. From 2016 to 2017, we equipped 90 health centers with Solar Suitcases, making emergency obstetric care safer and more accessible for 85,621 deliveries. In addition to increasing health facility deliveries by 18%, this program resulted in a 40% decrease in maternal mortality and a 46% decrease in neonatal mortality.

Partners:
Pathfinder International
Jhpiego
Every Mother Counts

Global Health Foundation
TripAdvisor
UN Foundation





"Before, I could not express how we were feeling, and the stress that was involved. Now, you can see how easy the work is."

— Midwife, Idundu Primary Health Center



Nigeria

After engaging in a regional training in Ghana, Pathfinder Nigeria staff conducted a Solar Suitcase program in Cross River State. What began as an initial donation of Solar Suitcases to 50 health centers blossomed into a partnership with both Pathfinder International and the Cross River State Primary Health Care Development Agency. We have supported 110 primary health centers to date, and plan to work with the government to equip an additional 70 primary health care facilities in need of reliable power. Each year we are helping approximately 12,000 mothers and their newborns deliver safely in health facilities with reliable lighting.

Partners:

Cross River State Primary Health
Center Development Agency
Pathfinder International

Music for Relief
MPH Fund of the Hawai'i Community Foundation
UNDESA

"Thank you for providing a reliable source of light here, since after the earthquake we had no electricity. If there weren't a Solar Suitcase, we wouldn't be capable of running delivery services."

— Nepali maternal health worker

Nepal

After the 2015 earthquake in Nepal, We Care Solar worked with One Heart Worldwide (OHW), a nonprofit organization working to reduce maternal and newborn deaths in remote rural areas. Dozens of Solar Suitcases were installed in emergency tents erected in villages to provide maternal health care; the rest were placed in health centers that lacked reliable power. In 2017, we began working with SunFarmer, a nonprofit solar energy organization, to expand our program's reach to a total of 250 health centers. In the coming year, we will continue to spread light to 100 more health facilities in Nepal, working in partnership with OHW and SunFarmer.

Partners:
One Heart Worldwide
SunFarmer
UBS Optimus Foundation





"If a complication happens, the light in the rooms helps it to be easily managed and can even save my life and that of my baby."

— Ethiopian mother

Ethiopia

We expanded our work with Hamlin Fistula Ethiopia in 2017. Working in four regions—Amhara, SNNPR, Oromia, and Tigray—our partners have now reached 280 health centers. All graduating midwives are placed in health centers that are equipped with Solar Suitcases. Hamlin College of Midwives is the first African midwifery school to include a Solar Suitcase training as part of the standard curriculum. This coming year, we are partnering with Pathfinder Ethiopia to reach 100 more health centers and are working with Stiftung Solarenergie Ethiopia to build local capacity in solar installation and maintenance.

Partners:
Hamlin Fistula Ethiopia
Greenlamp Foundation
UBS Optimus Foundation



"One patient was bleeding in my center, but because of the solar light I was able to pass an IV line and the patient was saved."

— MCH Aide, Gbamani, Bonthe

Sierra Leone

We worked with Doctors with Africa CUAMM in Sierra Leone, a country with one of the worst maternal mortality rates in the world. CUAMM is an Italian NGO focused on ensuring that quality health services are available to women and children. In 2017, CUAMM deployed Solar Suitcases to 41 labor rooms in Bonthe, Bombali, and Pujehun. The use of Solar Suitcases encourages more mothers to deliver in health centers. With reliable lighting and phone charging, health workers feel empowered to conduct obstetric care throughout the night.



Partners:
CUAMM
Gilead Foundation
UBS Optimus Foundation
Wells Fargo Foundation

"The Solar Suitcase is so important in my life and in the lives of our mothers, health staff and communities... It's a game changer for Africa."

—Wadson Muchemwa, CEO of ZimEnergy

Zimbabwe

We first began working in Zimbabwe in 2015 through ZimEnergy EcoFoundation (ZEEF). Due to broken transformers and an unreliable grid, health workers were relying on candles at night and had no way to charge their phones. In the first two years, ZEEF installed 35 Solar Suitcases in Zimbabwe. In 2017, in partnership with ZEEF, an additional 50 health centers received our technology. The Solar Suitcases have transformed health care in these facilities. The National AIDS Council took notice and championed this project, which is enabling health workers to better care for HIV-positive mothers and their newborns. We estimate that this program benefits 10,000 mothers and their newborns every year.

Partners:
ZimEnergy EcoFoundation
Montei Foundation
Music for Relief



Emergency Response

International Aid

Our immediately-operational Solar Suitcases allow emergency responders and health workers to provide care in the wake of natural disasters. In 2017, the Rapino Foundation placed Solar Suitcases in health centers still recovering from Hurricane Matthew in Haiti. We supported health workers in Peru after devastating floods. And when Hurricane Maria ravaged Puerto Rico, we responded. In partnership with Music for Relief, the Ricky Martin Foundation, the Leonardo DiCaprio Foundation and Direct Relief, dozens of Solar Suitcases were mobilized for Puerto Rico, providing essential electricity to health workers around the island. In addition, We Care Solar supported humanitarian relief efforts in Yemen, Syria and Bangladesh.



Emergency care in Haiti



Clinic in Peru gets power after floods



Medical care in Yemen



Solar Suitcase delivered by the Ricky Martin Foundation

"The Solar Suitcase allowed us to care for asthmatic and diabetic patients in communities cut off from power, and also provide charging for communication devices."

— Daniel Ramos MPHE,
Alliance and Strategy Specialist, ASPPR



Medical tent in Puerto Rico

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

— Kevin Melanson, Program Manager, St. Boniface Haiti Foundation

Partners:
Asociación de Salud Primaria
de Puerto Rico (ASPPR)
Direct Relief
Save the Children
Syrian Relief and Development
Music for Relief
Rapino Foundation
Ricky Martin Foundation
Starr International Foundation

We Share Solar

STEM Program

We Share Solar (WSS) empowers students to be global changemakers. Through professional development workshops, we train middle and high school teachers to introduce students to solar electricity and global energy challenges before leading them in building We Share Solar Suitcases. Our hands-on service learning program makes STEM fun and deeply meaningful. Students donate their newly assembled suitcases to off-grid schools and community centers, improving the life chances of youth in regions without reliable electricity.

In 2017, we worked with teachers in California through our programs with Pacific Gas and Electric Company and Wells Fargo.

PG&E sponsored teachers from 46 schools in Northern California. Wells Fargo supported teacher programs in the San Francisco Bay Area and Sacramento. Together, these programs reached 2,800 students.

California State University incorporated the Solar Suitcase into their sustainability and education curriculum on five campuses. After intensive study of solar technology using We Share Solar equipment, college students brought our curriculum into middle school classrooms, where the Solar Suitcase program is inspiring the next generation of solar “solutionaries.”

We were particularly proud to introduce our curriculum to tribal communities on the Pine Ridge Indian Reservation in 2017, through our partnership with Trees, Water & People. We also expanded our school-based programs in New Jersey with Rutgers University – Newark and Malcom X Shabazz High School.

STEM = Science, Technology, Engineering and Math

"This was an amazing opportunity. I love being a part of something much bigger in this world. I really feel like I'm making a difference."

— WSS student



"My students say this is their favorite unit every year!"

— WSS high school teacher



Partners:
Pacific Gas and Electric Company
Wells Fargo Foundation
California State University
Trees, Water & People



We Share Solar

Corporate Engagement

Our corporate partners share our commitment to clean energy, environmental sustainability, and energy access for all. In 2017, employees from several corporations volunteered in a number of ways with We Share Solar. Twelve Pacific Gas and Electric Company employees and thirty Wells Fargo team members built dozens of lighting systems for schools in Kenya.

In addition, eight Wells Fargo employees joined our San Francisco teacher training

workshop and volunteered in Bay Area classrooms during Solar Suitcase building sessions.

SunPower employees assembled 30 Solar Suitcases and 60 lighting systems to support programs in Puerto Rico after Hurricane Maria, and to aid underserved communities in the Navajo Nation.

Creation Technologies (CT) first worked with us to manufacture our newest student education kit. Next, CT employees were trained to champion our educational curriculum in four regions—Colorado, Toronto, Wisconsin, and Mississauga.

These programs provided the opportunity for corporate employees to personally “give back” to their local and global communities, and increased the pride they feel for their own organizations.



"Educating folks and supporting disadvantaged communities, not just in our own service areas but across the globe, really shows that we do care, and that we do place a heavy emphasis on helping to build better communities."

— PG&E Employee



Partners:
Wells Fargo Foundation
SunPower Foundation
Creation Technologies
Pacific Gas and Electric Company



We Share Solar

International Programs

We Share Solar works with partners in selected countries to identify energy-poor schools, children's homes, and informal settlements. Our partners conduct solar installations and provide training to Solar Suitcase users, often serving as important role models for the young people who benefit from our programs. Women in Sustainable Energy and Entrepreneurship (WISEE) conducted installations in Kenyan schools, showing students that women can be excellent solar installers! Change Mtaani gave older youth from the informal settlement of Kibera, Kenya the opportunity to become solar installers. In addition to inspiring young people in energy-poor communities, our partners send us stories and photos from their installations in local schools, so that student-builders from across the world can appreciate the impact of their work. In 2017, we installed 62 Solar Suitcases in Kenya and 25 in Uganda, reaching nearly 27,000 youth.

Partners:
Change Mtaani
SAVIC
Kakuma Refugee Camp
Kabale University
Segal Family Foundation
WISEE
Wells Fargo Foundation
Pacific Gas and Electric Company

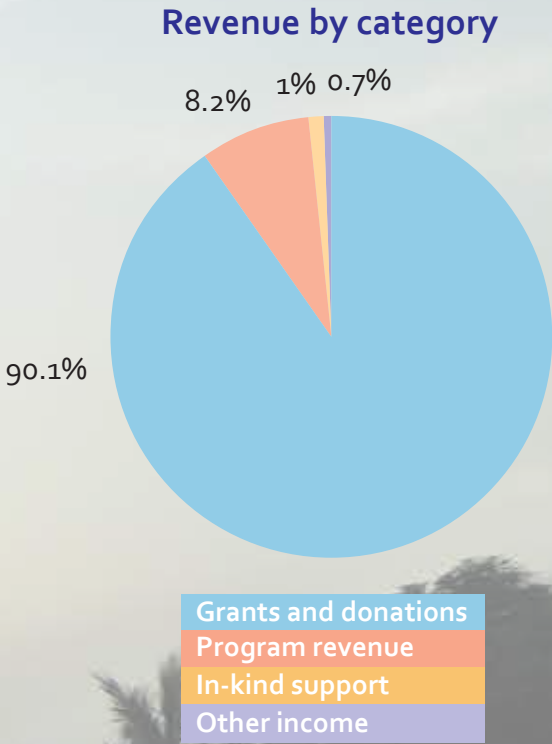
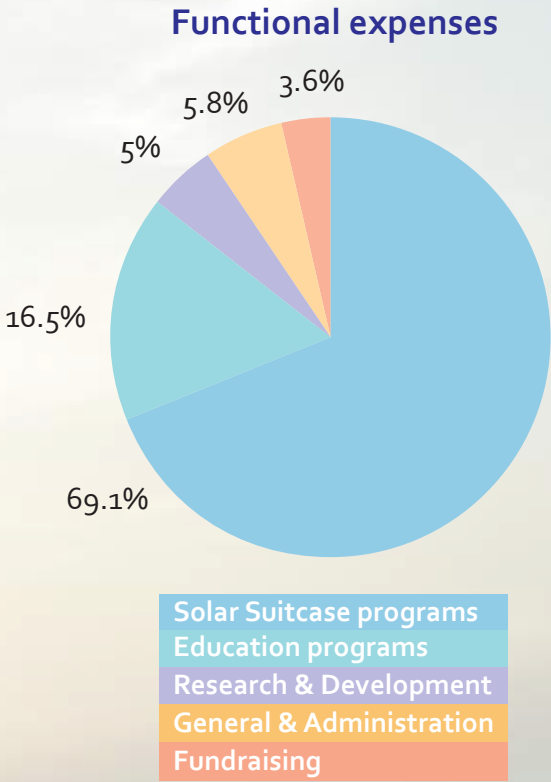


Photos: Brian Emmanuel Inganga

Statement of Activities for the Year Ended December 31, 2017 (Audited)

	Unrestricted	Temporarily Restricted	2017 Total	2016 Total
REVENUE				
Grants and donations	\$720,263	\$4,445,490	\$5,165,753	\$4,120,657
Program revenue	469,220	—	469,220	811,425
In-kind support	59,155	—	59,115	105,343
Investment return	19,534	—	19,534	3,682
Other income	17,552	—	17,552	5,261
Net assets released from restrictions:				
Satisfaction of program restrictions	2,678,036	(2,678,036)		
TOTAL REVENUE	\$3,963,760	\$1,767,454	\$5,731,214	\$5,046,368
EXPENSES				
Program services	3,204,168	—	3,204,168	3,296,693
Management and general	204,873	—	204,873	292,512
Fundraising	127,380	—	127,380	109,000
TOTAL EXPENSES	\$3,536,421	—	\$3,536,421	\$3,698,205
CHANGE IN NET ASSETS	427,339	1,767,454	2,194,793	1,348,163
NET ASSETS, BEGINNING OF YEAR	1,468,419	3,183,425	4,651,844	3,303,681
NET ASSETS, END OF YEAR	\$1,895,758	\$4,950,879	\$6,846,637	\$4,651,844

Financials



Awards



UNFCCC Momentum for Change
Lighthouse Award



Bloomberg New Energy Pioneers Award



Drucker Innovation Prize



Finalist, Lipman Family Prize



Finalist, Zayed Future Energy Prize

Raising Awareness



UN High Level Political Forum,
New York, N.Y.



Global Philanthropy Forum,
Washington, D.C.



TEDxOakland,
Oakland, CA



USAID Global Innovation Marketplace,
Washington, D.C.



COP23 UN Climate Change Conference,
Bonn, Germany

A tribute to Chester



Photo: James Minchin

When Linkin Park lost their lead vocalist Chester Bennington in July, the world lost a passionate singer and true humanitarian. Chester was a cherished friend and supporter of We Care Solar ever since he was introduced to us in 2012 through the band's nonprofit, Music for Relief. Linkin Park generously supported our health care programs and took the Solar Suitcase on the road during their American, European, African and South American tours, introducing their fans to the issue of energy poverty and showcasing renewable energy solutions through their Power the World initiative. Chester was a true advocate for our programs and planned to have fans build Solar Suitcases during the band's "One More Light" tour. Along with so many millions, we were devastated by his untimely death. And we were deeply moved when the band paid tribute to Chester through the "One More Light" fund and benefit concert that enabled 200 clinics and 20 schools in Africa to receive the gift of light. Chester brought light and hope to so many, and we will always remember him.



Photo: Ben Houdijk

Photo: Randall Michelson

Thank you

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

Principal Benefactors

UBS Optimus Foundation

Wells Fargo Foundation

Lead Funders

The Drucker Prize

Every Mother Counts

Gilead Foundation

GreenLamp

The Meadow Fund

Music for Relief, in partnership with the Ricky

Martin and Leonardo Di Caprio Foundations

Pacific Gas and Electric Company

The Roger I. and Ruth B. MacFarlane Foundation

UNICEF

Key Supporters

The Barry & Marie Lipman Family Prize

Edgewater Foundation

Global Health Foundation

Montei Foundation

MPH Fund of the Hawai'i Community Foundation

Pathfinder International

Segal Family Foundation

Starr International Foundation

SunPower Foundation

United Nations Foundation

Champions

Ian Altman and Laura Scher

Clif Bar Family Foundation

Rick Delamarter

Jim and Gigi Goldman

Stasia Obrebsky and Dan Carroll

William and Elizabeth Patterson Family Fund

Nina Richardson and Doug Condon

Jim Rogers

Robin Wolaner





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