FROM THE CHAIR

2016 was truly a landmark year for The Solar Foundation. That year, we announced and implemented several major new programs. We significantly expanded our staff and also welcomed a new board director, Dan Shugar, the founder and CEO of NEXTracker. More than ever before, The Solar Foundation is providing education, expertise, and unparalleled leadership to help extend the reach and accessibility of solar energy.

In the spring, The Solar Foundation officially launched Gold, Silver, and Bronze designation criteria for SolSmart, a groundbreaking program that is helping communities across the nation cut red tape and reduce obstacles to going solar. This was followed by the launch of the Solar Training Network, which is building connections between solar companies, training providers, and job seekers to diversify and strengthen the solar workforce. Through another program, Solar Ready Vets, we are creating a pipeline between transitioning military personnel and solar training and employment opportunities.

Through publications like the Solar Jobs Census, we provide invaluable information on the solar workforce, solar markets, and the economic impacts of the industry. I am tremendously proud of this work and proud that The Solar Foundation is a highly sought-after resource for government officials, communities, and businesses.

There is so much more to be said, but for now I invite you to explore this annual report and The Solar Foundation’s website, and talk to staff and the board to learn more about The Solar Foundation’s accomplishments, impacts, and potential to effect change. We welcome your partnership and support in the year ahead.

Mary Powell
President & CEO of Green Mountain Power and Chair of The Solar Foundation
At The Solar Foundation, we’ve always worked toward big, ambitious goals. After all, our vision is no less than increasing access to high-value solar energy for as many homes, businesses, and communities as possible. And what a year 2016 was! We are not only proud that our Solar Jobs Census research was able to break through in the mainstream media and live beyond the 24-hour news cycle, but we are also proud that it further cemented our small but mighty nonprofit as an indispensable resource for policymakers, solar companies, other nonprofits, and communities.

But that’s far from the whole story: In 2016, we also took major steps toward expanding our reach by launching several new national programs that allow us to have much more impact. The work we are doing on the ground with SolSmart in places like Kansas City, Indianapolis, and Charleston County, helping them to cut red tape while expanding the local solar market, will result in nearly one third of the U.S. population benefiting from the program and our expert advice and implementation services. Furthermore, our new workforce development programs, Solar Training Network and Solar Ready Vets, are helping ensure that solar companies can more easily source qualified workers during an era that is experiencing unprecedented growth.

Our staff members work exceedingly hard and I’m very proud of what we’ve been able to achieve, but our work is just getting started and is needed now more than ever. My staff and I look forward to talking with you as our partners, funders, volunteers, and allies in the coming months. For the sake of American jobs, economic competitiveness, and resiliency in the face of change, it is imperative that we work together to accelerate adoption of the world’s most abundant energy source.

Always forward,

Andrea Luecke
President and Executive Director
Our mission is to accelerate adoption of the world’s most abundant energy source. Through our leadership, research, and capacity building, we create transformative solutions to achieve a prosperous future in which solar technology is integrated into all aspects of our lives.
ABOUT THE SOLAR FOUNDATION

The Solar Foundation is a nonprofit, nonpartisan organization dedicated to advancing solar energy use worldwide. We believe that increasing access to this clean, abundant, and affordable energy source will lift up people’s lives and bring about a prosperous future for all.
The Solar Foundation’s annual Solar Jobs Census is the first and most authoritative national benchmark for solar jobs research. The Census is an indispensable resource for solar employers, nonprofits, researchers, and government officials at the national, state, and local levels. The Census has shown time and again that solar is a leading source of job growth in the 21st century.

The Solar Jobs Census is released in the first few months of each year. In January 2016, we released the National Solar Jobs Census 2015, which found there was a 20 percent growth in solar employment from the previous year.

The Census was cited in President Obama’s 2016 State of the Union address. It was covered widely in dozens of in-depth articles from national and state media outlets, such as the New York Times, Washington Post, Associated Press, USA Today, Bloomberg, NPR, and more.

UPDATE
Early in 2017, we released the National Solar Jobs Census 2016, which showed even more substantial jobs growth and a 25 percent increase in solar employment from the previous year. To see the latest solar jobs report, go to SolarJobsCensus.org. Granular data (state, metro, district) can be found at SolarStates.org.
In 2016, we followed up on the National Solar Jobs Census with 14 unique reports on solar jobs by state. Our interactive Solar Jobs Map at SolarStates.org (updated with new data in spring 2017) provided granular information on solar jobs at the national, state, county, and municipality levels. This was also the first year we tracked solar jobs by congressional district for all 50 states. Our State Solar Jobs Compendium Report provided a detailed overview of all 50 states, the District of Columbia, and the nine U.S. regions.
“Having reliable employment figures from trusted sources like The Solar Foundation helps move the debate forward and builds momentum to continue our efforts to build a clean energy future.”
INFLUENCERS

Curtis Seymour, Program Director, Renewables and Grid, Energy Foundation

“Energy Foundation is proud to support the National Solar Jobs Census because it helps policymakers and the public quantify the benefits and find new ways to advance clean energy, which serves the public interest.”
SolSmart, funded by the U.S. Department of Energy SunShot Initiative, provides no-cost technical assistance to help cities, counties, and small towns cut red tape and expand solar energy development at the local level. In 2016, we officially launched criteria for participating in SolSmart and started accepting applications from communities nationwide. Led by The Solar Foundation, a team of national experts helps communities reduce soft costs and make solar energy more affordable and accessible. Communities that achieve these goals receive official designation as SolSmart Gold, Silver, or Bronze.

During the year, SolSmart engaged with communities across the nation and laid the foundation for future growth. Twenty-nine communities in 14 states (ranging from Iowa to Massachusetts to Florida) received SolSmart designation in 2016. Eleven communities were selected to host SolSmart Advisors -- fully funded, temporary staff who work in communities to help them shore up some of their weaknesses and achieve SolSmart designation.

As of early 2017, SolSmart designated an additional seven communities (ranging from Louisville, Kentucky to New York City) for a total of 36 cities and counties in 18 states. With more than 150 applications received, SolSmart is well on its way toward helping local governments -- representing more than 90 million people -- reduce their costs and create the requisite conditions for maximizing solar energy potential and meeting ever-increasing consumer demands.
In 2016, we launched the Solar Training Network. Funded by SunShot, this program is needed in order to bridge the gap between workforce supply and demand in the rapidly growing solar industry. In great part, the Solar Training Network is helping meet the workforce needs of the solar industry by connecting solar job and career seekers with training and employment opportunities. While the program is yet young, the Solar Training Network team spent much of 2016 analyzing The Solar Foundation’s jobs statistics and conducting further research on solar workforce training needs. This research (released in April 2017) aims to help employers and training providers lower costs through more informed decisions about training and hiring.

For employers, this program will increase the quality and diversity of the solar workforce and create a dedicated employment pipeline for finding new solar workers. For training providers, it provides access to training resources and builds much needed connections with solar employers. Solar job seekers stand to benefit most of all, gaining access, through the website portal and job fairs, to nationwide directories of training providers and employers that are hiring.

Within the first year, the Solar Training Network created a Solar Jobs Strategy Commission and secured 105 employer partners and 124 training provider partners. A web portal to connect job seekers, employers, training providers, and workforce investment boards was launched in early 2017. It can be viewed at SolarTrainingUSA.org.

This year, The Solar Foundation was also selected by SunShot to serve as the national administrator of Solar Ready Vets, a national pilot-to-program that developed a custom curriculum and provides quality training and hands-on experience to transitioning military personnel who are within six months of separation. This program, which now covers 10 military bases and includes nearly 200 employer partners, allows service members to transfer the skills they acquired in the military to a civilian career in solar, while providing solar employers access to highly qualified candidates. The Department of Energy and the Solar Ready Vets team have made great strides and learned a lot since the inception of the pilot in 2014. The program is now exploring ways to efficiently expand the number of service members it serves and provide a more hands-on experiential learning opportunity to prepare these service members to enter the solar industry. Furthermore, the Solar Ready Vets program continues to help connect solar employers with veterans uniquely qualified to fill the nearly 1,000 new jobs the industry creates every week.
Mike McKechnie, President, Mountain View Solar

“I see the benefit of a program like the Solar Training Network — if we train more people in solar, the industry will grow faster, and it will grow in a more responsible way.”
The Solar Foundation leads CivicPACE, an innovative SunShot-funded program that supports solar energy development by bringing property assessed clean energy (PACE) financing to tax-exempt organizations, such as nonprofits, affordable housing, faith-based institutions, and schools. Through this program, The Solar Foundation helps organizations overcome financing challenges and reduce the upfront costs of installing solar.

The CivicPACE team worked with the Elsie Whitlow Stokes Public Charter School to finance a solar installation and multiple buildings improvements for the Washington, D.C. elementary school.
EDUCATION AND PUBLIC ENGAGEMENTS

The Solar Foundation’s educational outreach and expert technical assistance helps decision makers in the government, business, and nonprofit arenas understand and navigate the solar marketplace. As a recognized leader, The Solar Foundation builds networks and brings together diverse groups to achieve common goals.
The Solar Foundation’s annual Summer Solstice brings together our partners, allies, and friends to enjoy a beautiful summer night and celebrate the benefits of solar energy. The sixth annual Summer Solstice was held on a scenic rooftop in Washington, D.C. on June 16. With the help of our Solstice sponsors, guests enjoyed the opportunity to make connections and learn about The Solar Foundation’s achievements over the past year. The 2016 Solstice was attended by over 250 professionals who work in policy, government, industry, nonprofit, legal, and other fields related to energy and the environment, representing 115 organizations.

A special thanks to our event sponsors!

**YELLOW CARPET:**
Sungevity

**SOLAR CHAMPION:**
BW Research Partnership
SolarWorld
White & Case
Sol Systems
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Rabobank

**SOLAR LEADER:**
Enflection
2016 was a year of evolution and change for The Solar Foundation, which continued to expand its network and once again attract programmatic contributions from new sources. In addition, The Solar Foundation was awarded two cooperative agreements from the U.S. Department of Energy as part of its SunShot Initiative (Solar Training Network and Solar Ready Vets). As a result of this growth and the additional infrastructure required to effectively manage significant federal funding, The Solar Foundation continued to make investments in its base operations during 2016, adding staff and securing a new office space to accommodate its expanded team.
# THE SOLAR FOUNDATION’S STATEMENT OF ACTIVITIES
## END OF YEAR 2016 (UNAUDITED)

<table>
<thead>
<tr>
<th>2016 Revenue and Support</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions</td>
<td>$ 388,203</td>
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<tr>
<td>Grants and Contract Income</td>
<td>$ 3,943,984</td>
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<tr>
<td>Sponsorships</td>
<td>$ 58,500</td>
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<tr>
<td>In-kind Support</td>
<td>$ 172,414</td>
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<tr>
<td>Events and Other Income</td>
<td>$ 13,446</td>
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<tr>
<td><strong>TOTAL REVENUE AND SUPPORT</strong></td>
<td><strong>$ 4,576,547</strong></td>
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<table>
<thead>
<tr>
<th>Expenses</th>
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<tbody>
<tr>
<td>Program Services</td>
<td>$ 3,323,989</td>
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<tr>
<td>Supporting Services (overhead)</td>
<td>$ 93,205</td>
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<tr>
<td>Fundraising</td>
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<tr>
<td>General and Administrative</td>
<td>$ 1,030,959</td>
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<tr>
<td><strong>TOTAL EXPENSES</strong></td>
<td><strong>$ 4,448,153</strong></td>
</tr>
</tbody>
</table>

| Change in Unrestricted Net Assets        | $ 128,394 |
| Net Assets, Beginning of Year            | $ 1,033,437 |
| **TOTAL NET ASSETS, END OF YEAR**        | **$ 1,859,205** |
THE 2016 TEAM

BOARD OF DIRECTORS

• Danny Kennedy  
  Managing Director, CalCEF

• Thomas P. Kimbis, Chair (outgoing)  
  Executive Vice President & General Counsel, Solar Energy Industries Association

• Mary Powell, Chair (incoming)  
  President and CEO, Green Mountain Power

• Dan Shugar  
  Chief Executive Officer, NEXTracker

• Scott Sklar  
  President, The Stella Group, Ltd.

• Heather Zichal  
  Independent Energy Consultant and Former Deputy Assistant Director to the President for Energy and Climate Change

STAFF

• Andrea Luecke, Executive Director

• Pari Kasotia, Deputy Director

• Ed Gilliland, Senior Director of Programs

• Craig Connelly, Senior Director of Strategic Partnerships and Innovation

• Philip Haddix, Program Director

• Alexander Winn, Program Director

• Tenley Dalstrom, Program Director

• Roxie Brown, Program Director

• Tim Olson, Director of Legal Affairs

• Avery Palmer, Senior Communications Manager

• Zachary Greene, Project Manager

• James Schroll, Project Manager

• Chris Walker, Project Manager

• Blake Bell, Designation Project Manager

• Colin Nackerman, Program Coordinator

• Zoe Ripecky, Program Coordinator

• Ian Munn, Operations Coordinator

• Kelsey Clark, Development Coordinator

• Travis Moore, Manager of Data and Research

• Henry Blattner, Intern

• Sam Hilley, Intern

• Vincent Jerkovich, Intern

• Nicholas Rubio, Intern

• Erin Snyder, Intern
THANK YOU

Our gratitude and appreciation to our 2016 organizational and corporate sponsors. We also send thanks to our anonymous donors.

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Clean Energy Solutions, Inc.
California Solar Energy Industries Association
Energy Foundation
Enflection Energy Consulting
Franklin Philanthropic Foundation
The Generosity Trust
International City/County Management Association
International Council for Local Environmental Initiatives
McKnight Foundation
Network for Good
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State of Utah
Sungevity
SunLink

SPECIAL THANKS TO MAURY MECHANICK AND JANE RUEGER WHO SERVE AS OUR PRO-BONO LEGAL COUNSEL ON BEHALF OF WHITE & CASE LLP

Gratitude and appreciation to our 2016 individual contributors:

John Altenhofen
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Shannon Schmidt

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Erin Snyder
Fred and Alice Stanback
Victor Utgoff
Christine Whittle
Joseph Wiedman
Diane Wolfe
Heather Zichal
If you love our work and want to learn more about The Solar Foundation or provide your support, we want to talk to you! Our programs provide opportunities for businesses, organizations, and individuals to get involved.

The Solar Foundation is an independent 501(c)(3) nonprofit which relies exclusively on grants and contributions from companies, individuals, foundations, and government agencies to support our programs and deliver impact. Support our programs by donating to The Solar Foundation or making your organization an official sponsor of our important and exciting work.
To learn more about supporting The Solar Foundation, visit:

www.TheSolarFoundation.org/Donate

Or contact us at (202)-469-3750 | Partnerships@solarfound.org