



2015

**5th ANNIVERSARY
PROGRESS REPORT**



LIGHT

HOPE

OPPORTUNITY

Dear friends,

Five years ago I took the first small steps on a journey of purpose. I traveled to Uganda where I had conversations with rural women about the challenges they face enduring energy poverty and shared an idea to build a market-based solution to light up their homes and empower them with economic opportunity. Two of those women, Lydia and Eva, became the first Solar Sister Entrepreneurs. Five years later, because of your support, investment, and commitment to our mission, we have grown from that humble start to a network of more than 1,000 amazing women and men clean energy entrepreneurs across sub-Saharan Africa in Uganda, Tanzania, and Nigeria. Together, we have positively impacted the lives of nearly one quarter of a million people with light, hope and opportunity.

We have learned a great deal in the last five years, but one driving belief continues to propel us forward - investing in women's economic empowerment is key to eliminating energy poverty. Indeed, women are at the very center of the solution - they manage household energy expenses which can be as much as 40% of their household income. If we can reach them with appropriate, affordable clean energy technologies such as innovative solar lighting and improved cookstoves, we can transform their lives.


Solar Sister Entrepreneurs are the heart of our organization. We are inspired every day by their belief in possibility and their determination, creativity, and commitment to action. Such a simple solution of providing access to sustainable energy has a ripple effect of benefits for the women, their families and their communities. Access to energy enables improved education, health and income opportunities. We know from studies that when a woman earns income, 90% is reinvested in her family. Invest in a woman, and you invest in the future.

As Hannah Owot, an inspiring Solar Sister Entrepreneur in Uganda says, "I do my work. I set my goals. I determine my success. I do not wait for anyone else to do it for me. I am a Solar Sister Entrepreneur. For me the sky is not the limit, it is only the beginning."

Moving into our 5th year, we celebrate the courage, positivity, determination, and passion of the Solar Sister Entrepreneurs. It is my greatest privilege and deepest joy to be a part of this incredible sisterhood of empowered women and men creating a brighter future for all. Please consider joining us on this journey of light, hope and opportunity.

#IamSolarSister. You are Solar Sister. We are all Solar Sister with our passion and commitment to making a difference.

In light and love,



Katherine Lucey, CEO

“How many people here use kerosene fuel or candles for light?”

Solar Sister is changing that.



Solar Sister Entrepreneurs leverage the power of their communities to bring light and energy to those who need it most.



MISSION

Solar Sister eradicates energy poverty by empowering women with economic opportunity. We are creating a deliberately woman-centered direct sales network to bring the breakthrough potential of clean energy technology to even the most remote communities in rural Africa.

VISION

Light, hope, and opportunity for everyone, everywhere. Solar Sister believes in a world where women, girls, and communities have access to the sustainable energy they need for achieve a prosperous life.

VALUES

***RADICAL ENTREPRENEURSHIP · TRANSFORMATIVE OPPORTUNITY · TRUST
SISTERHOOD · COURAGE · GRIT***

2010

1
COUNTRY

10
ENTREPRENEURS

2K
PEOPLE
REACHED

2015

3
COUNTRIES

2K
ENTREPRENEURS

250K
PEOPLE
REACHED

2020

GOALS

5
COUNTRIES

5K
ENTREPRENEURS

5M
PEOPLE
REACHED



HEALTH

Solar lamps replace kerosene, which produces toxic fumes, black carbon, and increased risk of burns.



WOMEN'S EMPOWERMENT

Solar Sister Entrepreneurs are role models of women in business and the technology industry.



LIVELIHOODS

Solar Sister provides training and support and a proven business model for women entrepreneurs to earn income. Solar energy powers opportunity such as phone charging businesses.



HOUSEHOLD PROSPERITY

Energy savings mean money can be reinvested in lifting families out of poverty.

4^{hrs}

EDUCATION

4+hours of solar light means more time to study. Additional income means more money for school fees.



ENVIRONMENT

More efficient cookstoves reduce fuel use by 30-60%, resulting in fewer greenhouse gas and black carbon emissions and reducing impacts on forests, habitats, and biodiversity.



SAFETY

Solar replaces the need for dangerous open flames, reducing fires and burns. Bright lights make nighttime chores and travel safer.



CONNECTIVITY

85% of the rural population own phones for business and connecting to the world. Only 5% have a place to charge them.

THIS IS WHAT TRANSFORMATIVE OPPORTUNITY LOOKS LIKE:

Hilaria Paschal believes that when women contribute to their household income, they are investing in their future. She is a Solar Sister Entrepreneur by day, and uses her own lamp to weave baskets and rugs by night, which she later sells at the market.

“With solar light I can weave my baskets even at night.”



Florence Ayella is a teacher, single mother of 2, and a part time Solar Sister Entrepreneur.

“I was able to pay part of my daughter’s school fees. And that one has gone down in the record of my life.”



Zuura is a Solar Sister Entrepreneur from Uganda who supported herself through nursing school with her Solar Sister income. Zuura sees solar technology as a way to improve healthcare services. Nurses like her will be able to care for their patients even at night.

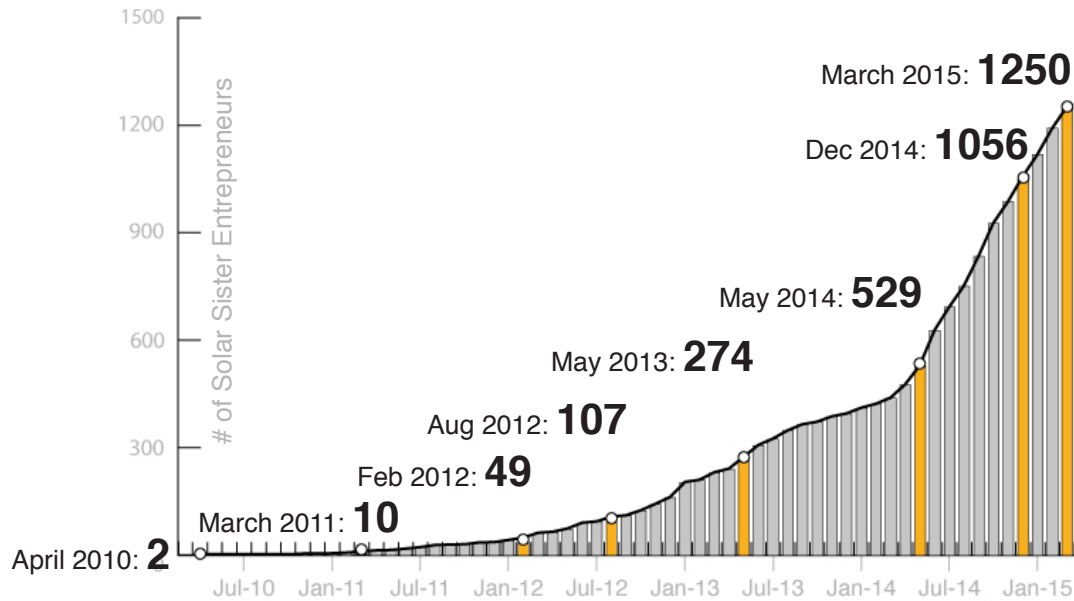
“We hope that we can save people’s lives.”



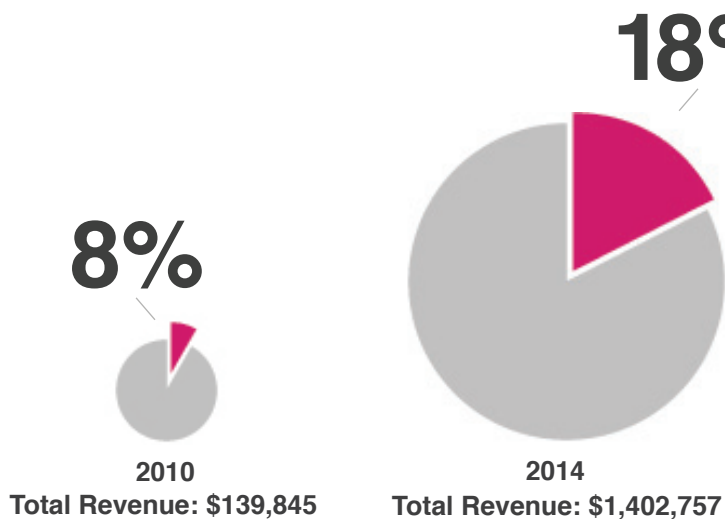
#iamsolarsister

A PATH TO SUSTAINABLE INCOME

SOLAR SISTER ENTREPRENEURS GROWTH OVER 5 YEARS



CLEAN ENERGY SALES AS % OF TOTAL REVENUE



SOCIAL ENTERPRISE

Solar Sister works towards long term sustainability as earned income from clean energy sales contributes a higher proportion of total income.

Financial Summary 2014

	USA	Nigeria	Tanzania	Uganda	Total
OPERATING SUPPORT					
Program Sales, gross	\$ 11,723	\$ 69,548	\$102,536	\$137,698	\$ 249,008
Grants & Contributions	\$128,122	\$124,734	\$307,168	\$1,117,872	\$1,153,749
TOTAL OPERATING SUPPORT	\$139,845	\$194,282	\$409,704	\$1,255,570	\$1,402,757
OPERATING EXPENSE					
Program Services	\$ 34,723	\$163,037	\$399,389	\$828,637	\$1,183,448
Support Services	-	-	\$41,211	\$ 69,549	\$116,577
Fundraising	-	-	\$15,084	\$1,754	\$ 2,733
TOTAL OPERATING EXPENSE	\$ 34,723	\$163,037	\$455,684	\$899,940	\$1,302,757



MOTHERS



DREAMERS



ENTREPRENEURS

Solar Sister is grateful for the continued support of all those who contribute to our work in spreading light, hope, and opportunity. Special thanks to our Board of Directors and Advisors for their leadership; to our partners for their collaboration in organization, implementation, and technology; and to our investors, funders, and individual donors for their support of our work. You make our work possible. Together, we are Solar Sister.

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THANK YOU



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