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
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.

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.
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.”

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.”

#iamsolarsister
A PATH TO SUSTAINABLE INCOME

SOLAR SISTER ENTREPRENEURS GROWTH OVER 5 YEARS

March 2010: 2
March 2011: 10
Feb 2012: 49
Aug 2012: 107
May 2013: 274
May 2014: 529
Dec 2014: 1056
March 2015: 1250

18% SOCIAL ENTERPRISE

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

CLEAN ENERGY SALES AS % OF TOTAL REVENUE

2010 Total Revenue: $139,845
2014 Total Revenue: $1,402,757

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

Financial Summary 2014

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DREAMERS

MOTHERS

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.

BOARD OF DIRECTORS

Tom Fry · Allen Hammond · Therese Jordan · Kim Saylors-Laster · Michael Looney (CHAIR)
Katherine Lucey · Brenda C. Nagle

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National Geographic The Great Energy Challenge · SEED
The Kindle Foundation · USAID Development Innovation Ventures
United States Department of State Partnership on Women’s Entrepreneurship in Renewables (“wPOWER”)
THANK YOU