

2012

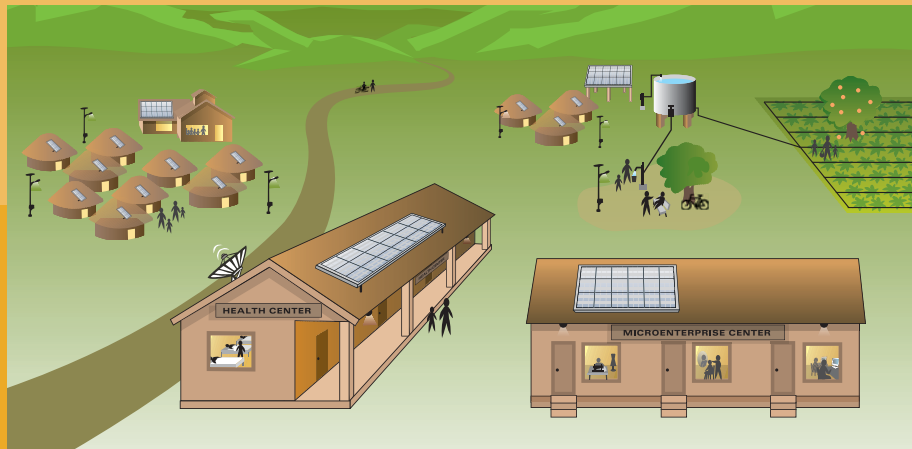
ANNUAL REPORT



Solar Electric Light Fund

ENERGY IS A HUMAN RIGHT™

Whole Village Development Model



SELF's Whole Village Development Model takes an integrated approach to community empowerment, using a diverse mix of solar energy solutions to improve the lives of people who don't have access to electricity. By working closely with communities and adhering to our operating principles of **SELF Determination**, **SELF Help** and **SELF Reliance**, we seek to ensure benefits in education, health, water and agriculture, enterprise, and community:



EDUCATION: powering lights, computers and wireless internet services.



HEALTH: powering clinic lights, labs, diagnostic equipment and vaccine refrigerators.



WATER & AGRICULTURE: powering water pumps for clean drinking water and year-round crop irrigation.



ENTERPRISE: powering centers for small businesses and providing electricity for machinery and equipment.



COMMUNITY: electrifying homes, community centers, water wells and street lighting.

ENERGY IS A HUMAN RIGHT™

SELF believes that energy is a human right and that access to it is essential to achieving the Millennium Development Goals (MDGs). The Whole Village Development Model projects in this report highlight the MDGs they are helping to accomplish.



LETTER FROM OUR EXECUTIVE DIRECTOR



Dear Friends & Supporters,



Nearly twenty years ago, I witnessed a family living in a very poor and remote village in western China flip a switch and experience electric light for the first time in their lives. That encounter was a life-changing event; it made me realize just how transformative electricity can be to people living without access to modern energy services.

Since then I have seen time and again the many ways in which solar energy can change lives, initially at the household level and later for entire communities as SELF's model expanded to use solar energy to power schools, health clinics, water pumping systems, micro-enterprise centers, and wireless Internet kiosks.

SELF is proud of the results it achieved in 2012, as our projects are expected to positively impact more than 450,000 people. We installed a multitude of systems to expand our Whole Village Model in Benin and Haiti, solarized a dozen health centers in Haiti for the Inter-American Development Bank and completed phase one of our project, *The Sun Lights the Way: Brightening Boucan Carré*, launched by NRG Energy, Inc.'s commitment to the Clinton Global Initiative.

It has been gratifying to see SELF's whole-village approach to rural electrification validate the idea that access to modern energy is absolutely essential to achieving the Millennium Development Goals. Whether powering a health clinic refrigerator to store vaccines, a WiFi-enabled computer lab to connect a classroom with the outside world, or a water pumping system to irrigate fruit trees and vegetable crops, SELF's projects have shown just how critical energy is to improving the health, education, and economic prospects of the world's poorest citizens.

In order to replicate and expand our Whole Village Development Model, we developed a strategic plan to serve as a blueprint for growth over the next several years to scale our global impact and accelerate progress towards the goal of universal energy access. It builds upon SELF's unique strengths and capabilities and ensures that we remain at the forefront of technological and social innovation. Implementing the plan will help us to reach millions of people and continue leading the way toward solutions that help those living in energy poverty secure their future.

Lastly, and sadly, this year we also lost our great friend and supporter, Larry Hagman. A dedicated board member for 12 years, he made SELF a better organization through contributions both large and small, such as hosting a strategic planning retreat earlier in the year for our staff and board at his home in Ojai, California which he called, "Heaven." To his wife, Maj, and to all who were touched by Larry's vitality and his love of solar power, we simply say may his memory be for a blessing.

We hope you find the work in this report inspiring. As always, our partners and supporters play a critical role in changing the lives of the people we serve by giving them the power to turn their dreams into reality. We are very grateful for such support — thank you.

Warm regards,

Robert A. Freling
Executive Director

BENIN AFRICA

Food Security

Western Africa's dry season wreaks havoc on the lives of millions of people year after year. The 104,000 people living in Benin's Kalalé District are particularly hard hit as 95% of them rely on subsistence farming as their primary means of survival. For most, farming is limited to the rainy season by the lack of accessible water for irrigation. During the dry season people suffer from poor diets, little income, and the necessity of buying expensive food. For half the year, a lack of farm work causes community dislocation as many families migrate to overcrowded urban areas in search of employment.



Our Whole Village model is nearing completion in Benin. This year we expanded our Solar Market Gardens™ by completing four new gardens in Kalalé, with four more to be finished in early 2013. These Gardens, along with the three SMGs completed in 2010 in the villages of Dunkassa and Bessassi, are expected to serve approximately 48,000 people, further enhancing food security in the region.

Health and Education

We also completed the installation of solar systems for three schools and a health center in both Dunkassa and Bessassi to light classrooms and examination rooms and power computers, vaccine refrigerators and diagnostic equipment. By early 2013 we will also be powering a micro-enterprise center, street lights and a drinking water distribution system in each of the villages.

COLOMBIA

Health

We are honored to have been selected this year as a Grand Challenges Explorations winner, an initiative funded by the Bill & Melinda Gates Foundation, for our groundbreaking work in global health and development. Steve McCarney, SELF project manager, is pursuing an innovative project to field test four solar-powered, battery-free vaccine icepack freezers to support immunization efforts at two remote village health posts in Colombia's Sierra Nevada Mountains.

If successful, this pioneering work to power vaccine refrigerators and freezers with solar energy but without batteries will be used to extend immunization services to other remote parts of Colombia and elsewhere in the developing world.



Whole Village

In 2012, we also began our work planning to install a solar energy based microgrid in the village of Sabana Crespo, located 1.5 hours

away from the nearest city and electricity grid. Not only will the microgrid power the village's school and health clinic, but it will also power its micro-enterprise facilities. The microgrid is flexible enough that additional solar power can be added as the needs of the community grow over time. This work is part of our efforts to expand the reach of our Whole Village Development Model into South America. It is our goal to deploy solar electric systems that will power community lighting systems and health and educational facilities for the indigenous Arhuaco, Kogi and Wiwa villages in the Sierra Nevada Mountains.



HAITI



President Bill Clinton tours the Lashto Fish Farm with SELF's executive director Bob Freling, and JB Certain, Haiti project manager (center).

In 2010, NRG Energy, Inc. announced a partnership with SELF to fulfill its \$1 million commitment to the Clinton Global Initiative to develop *The Sun Lights the Way: Brightening Boucan Carré* project that would install solar energy systems to help revitalize the communities in Boucan Carré, an impoverished region located in Haiti's Central Plateau. In 2011, the Clinton Bush Haiti Fund granted \$500,000 in support of this initiative, and this year we successfully completed the project's main phase by installing solar systems to power 20 schools, a fish farm, and a Solar Market Garden™. The installations at the first school and fish farm were toured in March by President Bill Clinton, Bob Freling, our executive director, and David Crane, CEO of NRG. Also in 2012, SELF received \$500,000 from the W.K. Kellogg Foundation to add additional schools and installations to the Sun Lights the Way program.

Education

We installed solar electric systems at 20 schools in Haiti's Central Plateau that will help to improve the quality of education for more than 6,000 Haitian students by powering lights, communication systems, laptop computers, and other school equipment. At some locations, it's not only the school kids that are benefitting from the systems. The Bon Berger du Domond School, for example, doubles as a community center at night, so the entire community now has access to such resources as adult literacy classes and Internet-connected computers that facilitate learning programs and research.



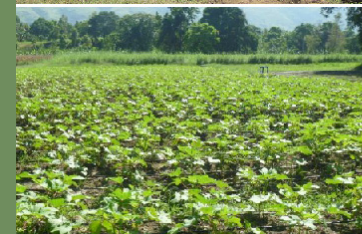
"IT'LL IMPROVE AGRICULTURAL OUTPUT AND IT'LL MAKE LIFE BETTER FOR FAMILIES THAT WOULD OTHERWISE NOT HAVE ACCESS TO HEALTHCARE, EDUCATION AND ENERGY. IT'S GOING TO WORK, I HAVE NO DOUBT."

—DR. PAUL FARMER, PARTNERS IN HEALTH

Food Security

A stable source of nutritious food is foundational to community development as it can improve people's health, education and economic development. We extended our commitment this year to improving food security in Haiti's Central Plateau by solarizing the Lashto Fish Farm, which is helping to deliver fresh fish to the people of the region while also providing local jobs and stimulating small business development. The 63 solar panels at the site provide 24/7 power to aerate three fish tanks that can support up to 20,000 tilapia fish; fishermen invest in and own about 2,000 fish. It has been estimated that each of them can make a profit of about \$1 per fish when they are sold at market.

In addition to the fish farm, SELF installed a Solar Market Garden™ at the Zanmi Agrikol farm located in Corporant to increase its production of nutritious fruits and vegetables such as okra, tomatoes, eggplant, and cabbage. The ability for such high-value vegetables to be grown during the dry season in Haiti will greatly contribute to ensuring year-round food security.





HAITI CONTINUED



"ALREADY, A DREAM TURNS INTO REALITY. ON APRIL 10, 2012, WE RECEIVED THE GREATLY DYNAMIC SELF TEAM FOR THE RENOVATION OF THE ENERGY SUPPLY SYSTEM AT THE HOSPITAL OF PORT-A-PIMENT. FIVE DAYS LATER THE INCREDIBLE TURNED TRUE, WITH THE HOSPITAL LIT LIKE A BEACON – AND THIS TIME WITHOUT THE NEED TO RUN THE GENERATOR OR BUY FUEL, AS ALL OF THE ENERGY USED COMES FROM OUR CARIBBEAN SUN."

—DR. JEAN-RICHARD VITAL,
DIRECTOR,
HÔPITAL DE PORT-A-PIMENT

Health

Solar power enables doctors to treat patients and perform surgeries at night, diagnose patients around the clock, and provide vaccines to patients in need. This can all be achieved while saving money and improving the environment by decreasing or eliminating the need for diesel fuel to run generators, often the primary source of electricity in rural, off-grid areas.

During the first half of the year, we collaborated with the Inter-American Development Bank and the Government of Haiti to complete the installation of solar systems at 11 health care facilities and one hospital along the southwest coast of Haiti. The systems, with a combined power output of just over 38 kW, will help to improve the quality of medical services provided to more than 170,000 Haitians by powering lights, microscopes, centrifuges, autoclaves, vaccine refrigerators, and other lifesaving equipment.



Almost immediately after these systems were made fully operational, a host of benefits were being seen, such as a birth at night. And one of the clinics is now saving money from no longer having to purchase and transport the fuel previously needed to power a vaccine refrigerator, since it is now connected to the solar system on site.



During the second half of the year, we successfully installed a 31 kilowatt solar system at Centre Medical Dumarsais Estimé, a rural hospital in Verrettes, Haiti which will help the medical staff provide improved health care services to hundreds of people a day. The hospital, a Haitian Ministry of Health facility, is supported by Partners In Health (PIH), a global health organization relentlessly committed to improving the health of the poor and marginalized, and their Haitian sister-organization, Zanmi Lasante. The system will run 24/7, displacing the facility's diesel generator and saving the hospital on fuel and maintenance costs.

At the PIH-operated hospital in Petite Rivière, we installed a 25 kilowatt system that is dramatically reducing the amount of time and money spent creating electricity from diesel generators that consume approximately 1,200 gallons of diesel fuel per month. The solar system will reduce the generator run times to a mere four hours per day — an 80% reduction — and reduce their daily fuel consumption to only 250 gallons. This saves PIH approximately \$50,000 in annual fuel costs, which can then be reinvested into the hospital to improve and expand patient care. Additional benefits of the system include a significant reduction of carbon emissions from the generators, and additional cost savings from not having to pay for charges related to fuel delivery and generator maintenance and repairs.



SUSTAINING our SYSTEMS

The long-term success of the people we serve relies on our systems operating at maximum performance. This year in **Haiti** we hired three full time solar technicians and four technical contractors, and created a comprehensive training program for them in partnership with Solar Energy International, a nonprofit educational and training organization. The new tech team is providing maintenance and check-ups for all of our systems, and also is training additional energy managers and local personnel on how to operate and maintain the systems on a daily basis.



And in **Benin**, our local partner ADESCA hired two agriculture experts to help ensure the productivity of the fields and two solar technicians who will be responsible for the sustainability of our systems. To support them, we've started an intensive operations and maintenance training program.



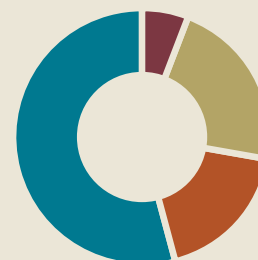
"IN A COUNTRY CONTINUING TO REBUILD, IT IS OUR RESPONSIBILITY TO NOT ONLY INVEST IN AND IMPLEMENT EFFECTIVE ENERGY TECHNOLOGIES; WE MUST ALSO INVEST IN ITS PEOPLE."

—BOB FRELING, EXECUTIVE DIRECTOR, SELF



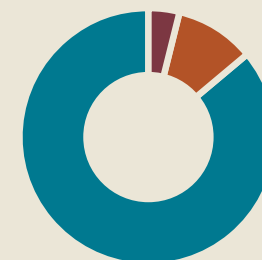
FINANCIAL HIGHLIGHTS

SELF Revenue in FY12



- Corporations (6%)
- Individuals (22%)
- Government & Multilateral Institutions (18%)
- Foundations (54%)

SELF Expenses in FY12



- Fundraising (4%)
- General & Administrative (10%)
- Program (86%)

SELF's financial performance is reflective of the organization's accomplishments during the year and its focus on planning for the future. New revenue amounts slightly fell and general costs increased as the organization completed previously funded projects in Haiti and Benin, and undertook a rigorous planning process to craft its 2013-2015 strategic plan, *Building a Bridge to Prosperity*. The plan will serve as a blueprint for growth over the next several years, one that builds upon SELF's unique strengths and capabilities and ensures that it remains at the forefront of technological and social innovation to bring solar energy to more people around the world.

The financial results depicted on the next page are derived from the SELF audited December 31, 2012 consolidated financial statements, which received an unqualified opinion. SELF's complete, audited financial statements can be found on our website www.SELF.org.

STATEMENT OF ACTIVITIES

For the Year Ended December 31, 2012

(With Summarized Financial Information for the Year Ended December 31, 2011)

	UNRESTRICTED	TEMPORARILY RESTRICTED	2012 TOTAL	2011 TOTAL
REVENUE				
Grants and donations	\$ 545,898	\$ 1,744,098	\$ 2,289,996	\$ 2,482,264
Contracts	303,367	-	303,367	815,131
In-kind revenue	168,740	-	168,740	247,033
Investment income	1,762	-	1,762	1,447
Other income	-	-	-	967
Net assets released from restrictions:				
Satisfaction of program restrictions	2,208,605	\$(2,208,605)	-	-
TOTAL REVENUE	3,228,372	(464,507)	2,763,865	3,546,842
EXPENSES				
Program services	2,900,865	-	2,900,865	2,733,898
Management and general	338,720	-	338,720	208,065
Fundraising	150,773	-	150,773	155,838
TOTAL EXPENSES	3,390,358	-	3,390,358	3,097,801
CHANGE IN NET ASSETS	(161,986)	(464,507)	(626,493)	494,041
NET ASSETS, BEGINNING OF YEAR	477,446	2,369,804	2,847,250	2,398,209
NET ASSETS, END OF YEAR	\$ 315,460	\$ 1,905,297	\$ 2,220,757	\$ 2,847,250

Because SELF's projects extend over multiple years and funds raised in one year may be spent in another, revenue (or expense) may not provide a sufficient indicator of any one year's financial performance if viewed alone.

DONORS

BENEFACTORS

(Grantors, Sponsors, Awards and In-kind and Individual Donors of \$1,000 or more)

\$100,000 and above

Alwaleed Bin Talal Foundation
Clinton Bush Haiti Fund
Bill & Melinda Gates Foundation
Hitz Foundation
Inter-American Development Bank
W.K. Kellogg Foundation (2)
National Geographic Society
Ohrstrom Foundation
OPEC Fund for International Development
Partners In Health

\$50,000–\$99,000

Anonymous
Google.org*
Inveneo
Major League Baseball Players Association's Players Trust

\$10,000 –\$49,000

Anonymous
Boye Foundation
East Penn Manufacturing Company*
ED&F Man (New Orleans)
Dennis Fromholzer
General Cable*
International Copper Association
Ruth & Hal Lauenders Charitable Trust
Lightlife Foods
Suntech America
Mary and Steven Swig
TRA Fund
Trina Solar*
Trojan Battery Company*
Elsie P. Van Buren Foundation
Windmill Foundation

\$2,500–\$9,999

AEE Solar*
David Berger
Allison Burger
Ann and David Drumm

GRAM Charitable Foundation
Katz Family Foundation
Shelley Lawson
Jim McRae
O'Keefe Family Foundation
John Parker
Ben and Tracey Paull
Seana Shiffrin
SOL*
Jochen Spengler
Anne E. Swenson
Nathan Tannenbaum Foundation

\$1,000–\$2,499

Anonymous (2)
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James Botko
James and Suzanne Bronk
Jordyn Buchanan
Harriett Crosby
Daniel Eisenbud
Michael Ewert
Charles Falletta
Robert Freling
Ken Glazener
Sally Goodwin
Larry and Maj Hagman
Samantha Hidlebird
Highland-Mills Foundation
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James Suskin
Erika Tachet
William Todd
Ellis Verosub
Rosemary Wakeham
Charles and Jacqueline Warren

Patricia Yaeger
Barbara Young
Bruce Nayowith and
Rosa Zubizarreta

ANNUAL FUND DONORS

(Contributions of \$100 to \$999 from individuals, companies and community and family foundations)

Patrons

\$500–\$999

Anonymous (4)
Adorjan Family Foundation
Barbara Appelbaum
James Bardeen
Leo Bleicher
Joshua Bloch
Scanda Cepeda
John Coakley
Stanley and Colette Corwin
Theresa Galvin
Mary Margaret Gross
Sharon Herene
Ellen Jacob
Steven and Carolyn Jones
Linda Kanarek
Kane Family Foundation
LPL Financial
Sergianne Lagrange
Nancy Lamia
Patrick McVeigh
Guy Merckx
Michael Morton
Paul Newhagen
Carl Parker
Ari Peskoe
Andrew Posner
Mark Ratner
Silverman Charitable Group
Mark Simonson
Sherry Walker
Dave Whipp
Pamela Winter

ARRAY OF LIFE™ PARTNERS

SELF's Array of Life™ program matches corporate donations of solar equipment and funds with our projects in the field to provide solar electricity to the 1.5 billion people living in energy poverty around the world.

SELF invites companies to become a program partner by donating PV modules, batteries, inverters, charge controllers or any balance-of-system component used in our system installations. Financial support is also welcome. Our partners through 2012 include:

PLATINUM

Alstom Foundation	NRG Energy, Inc.
Exxon Mobil Corporation	Outback Power Systems
Google.org	SolarWorld

GOLD

Bosch Solar Energy AG	SMA
Cermet Materials, Inc.	Solar Liberty Foundation
Chadbourne & Parke LLP Foundation	Standard Solar
Dow Corning Corporation	Sunpower Foundation
East Penn Manufacturing	Suntech Power
General Cable	Trina Solar
Good Energies Foundation	Trojan Battery
Q-Cells SE	

SILVER

AEE Solar	Johnson & Johnson
Applied Materials Foundation	SOL
Copper Alliance	Sunsense Solar
Hemlock Semiconductor	350 Media

BRONZE

Community Energy Inc.	SCS Renewables
Creative Energies	Solmetric
Javelin Logistics	Sunset Lighting Services
Mr. Long Arm	WattPlot
Omni Instruments	Wind Water and Energy Conservation

ORGANIZATION

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Freeman J. Dyson
Professor Emeritus
Institute for Advanced Study

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PepsiCo, Inc.

Robert A. Freling
Executive Director
Solar Electric Light Fund

Larry Hagman (In Memoriam)
Actor, Philanthropist

Jonathan W. Postal
Corporate Business Development
Executive
Milender White Construction Co.

Mary Green Swig
President & Chief Executive Officer
Mary Green

Steven L. Swig, Chair
President Emeritus & Co-founder
Presidio World College

STAFF

John Alejandro
Communications Director

Darren Anderson
Project Manager

Jean-Baptiste Certain
Project Manager

Kathy Cesere
Project Administrative Assistant

Lisa Esler
Finance Director

Julie Fisher
Office & Communications Manager

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Executive Director

Jeff Korcan
Design Engineer & Project Manager

Jeff Lahl
Project Director

Rick LaRue
Development Director

Claudalex Lauture
Senior Technician, Haiti

Steve McCartney
Project Manager

Adrien Namur
Project Manager

Amanda Silver-Westrick
Office Manager

INTERNS & VOLUNTEERS

Ari Andersen

Allie Heck

Alexander Mann

Madeline Wilson



Larry Hagman: In Memoriam

A Dedicated, Beloved Board Member

We were deeply saddened at the loss of Larry Hagman, one of our most devoted and beloved board members. Although best known for his portrayal of oil baron J.R. Ewing on the ground-breaking television series Dallas, Larry was one of the most ardent supporters of renewable energy. For more than a decade he served on our board of directors, participating in the strategic direction of the organization and opening his home in Ojai, California to host board meetings and fundraisers on our behalf.

Larry didn't just advocate for renewable energy, he incorporated it into his daily life. In addition to promoting solar energy for SolarWorld ("Shine, baby, shine!"), he powered his entire home in Ojai with solar arrays, and he also was the proud driver of a Prius.

His love of life and dedication to helping those less fortunate will be greatly missed by our team and by everyone whose lives he touched.

MISSION & PROJECT LOCATIONS

SELF's mission is to design and implement solar energy solutions to assist those living in energy poverty with economic, education, health and agricultural development. Since 1990, we have completed projects in more than 20 countries, pioneering unique applications of solar power for drip irrigation in Benin, health care in Haiti, telemedicine in the Amazon rainforest, online learning in South Africa, and microenterprise development in Nigeria.

ENERGY IS A HUMAN RIGHT™

PROJECT LOCATIONS



Benin
Bhutan
Brazil
Burundi
China
Colombia

Haiti
India
Indonesia
Kenya
Lesotho
Navajo Nation

Nepal
Nigeria
Rwanda
Solomon Islands
South Africa
Sri Lanka

Tanzania
Uganda
United States
Vietnam
Zimbabwe

FACES of SELF





For more information, please scan
this QR code with your smartphone.

www.SELF.org

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Solar Electric Light Fund

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