Letter from the Chair of the Board

2012 was once again a year to be proud of for LUTW.

Over the course of the year we managed to continue to build on the success of our regional office in Latin America, increasing the number and size of the projects we have implemented. Together with our local partners we managed to not only install a significant number of home systems, but also several large scale community building installations, further increasing our technical reach and community impact. In addition to our activities in Latin America, we continued to support a number of organizations in other regions of the world, providing program and equipment advice and support.

On the financial side, it was a stable but challenging year. We continued to feel the effects of the global economic slowdown as a number of our donor partners and supporters scaled back their activities due to changing business and economic opportunities. Despite this challenge, the organization was successful in raising funds to continue working towards our mandate.

A new challenge for LUTW in 2013 will include the transitioning of some of our key staff. Linda Tyler, our Finance and Admin director pursued other opportunities and has been replaced by Danielle Denis-Lalonde. We want to thank Linda for her hard work, dedication and assistance. We wish her success and we welcome Danielle to the team.

Rod MacIntosh, our Technical Project Manager in the regional office has also moved on after three years with the organization. Many thanks to Rod also for all of his good work and we also welcome Jacob Fountain to the LUTW team and look forward to the new perspective and enthusiasm that he will bring.

Once again I want to thank our dedicated team, board of directors, and project partners for their hard work over the past year. We would like to extend a special thank you to our donors and supporters who enable us to work with remote communities in helping them gain access to energy which is improving the quality of their choices. We look forward to your continued support for a strong 2013.

Michael Fark
Chair of the Board
Light Up The World
Access to energy changes lives.

Approximately 1.3 billion people do not have access to electricity. Light Up The World (LUTW) is focused on providing sustainable energy and lighting to communities as a catalyst for community development.

**Technology**
LUTW uses innovative technology to bring sustainable energy to those living off the grid. LUTW works with partners and communities to replace expensive and inefficient technologies with renewable energy systems that provide electricity to power lights, radios and charge cell-phones. An effective combination of solar PV systems and LED lighting is a vast improvement on the use of toxic fuels such as kerosene.

**People**
There’s a lot of background work that goes into making sure families in off-grid villages have a light switch to turn on. Investing in people is at the core of successful community development projects. LUTW focuses on training community members and giving them the practical skills necessary to install, maintain, troubleshoot and repair renewable energy systems. This gives communities the independence to manage systems in their villages well into the future.

**Sustainability**
Making sure that our projects continue to provide benefits for people long after the installations are completed is vital. With input from our partners in the community, LUTW designs for sustainability by addressing critical success factors that can be influenced through project design, while considering externally controlled factors. LUTW has identified nine critical success factors to achieving long-term sustainability; visit our website to learn more.
Working in some of the most remote and undeserved areas in the world, LUTW provides technical training and builds the capacity of local service providers to assist communities transition to renewable energy based systems.

2012 by the numbers...

1,303 Lights Installed
303 Systems Installed
38,931 Beneficiaries
150 People Trained

To date, Light Up The World has installed 30,368 lights in 54 countries, illuminating 766,486 lives...
Costa Rica

2012 was a year of continued growth in technical capacity for LUTW’s main project partner in Costa Rica, ACEM as they continue to work with solar photovoltaic technology. With their own in-house technical capacity, nurtured since 2008 with support from LUTW and Y Service Clubs International, ACEM has been training more technicians in remote areas and reaching more families that are living off the grid. Overall, more than 700 solar systems are being used reaching approximately 3,000 people. ACEM has now started to serve rural off-grid villages in other parts of Costa Rica and has started selling solar lanterns to complement solar home system installations. In 2012, LUTW also continued to support the initiatives of Rainbow Schools of Ontario with technical training and the provision of 15 solar PV home systems for the Chirripo Indigenous Council.

Papua New Guinea

The Light Up Papua New Guinea project implemented in honour of Captain Nichola Goddard project continued to work towards improving health care services in rural Papua New Guinea in 2012. LUTW continued our partnership with ATprojects to increase solar lighting system installations in remote health centres, largely in the Western Province, one of the more remote and logistically challenging parts of the country to operate. 63 systems were installed in 24 facilities, bringing the total project reach to 254 health centres with solar lighting that serve approximately 610,000 people. The project continues to have a powerful impact in facilitating evening medical care during the evening. Women have been some of the primary beneficiaries of this project; LUTW continues to hear stories of children born by electric light powered by solar instead of a kerosene wick lamp.

Guatemala

The Light The Village Project was expanded in 2012 with the training of nine local technicians and our partner organization, IMDI. LUTW worked with IMDI to install solar home systems in 50 homes in off-grid villages surrounding the municipality of Todos Santos. Families were given the option of a basic system with two lights for smaller homes or larger system with four lights for larger homes. Approximately 450 people are benefiting directly from these installations, bringing the overall project total to more than 1,600 beneficiaries. Upon completing training and installations, IMDI was holding meetings with other villages that remain off the grid about project opportunities. LUTW will continue to work with IMDI to expand access to renewable energy in these other areas.
Peru

The LUTW Regional Office in Peru continued to expand operations in 2012. The year saw an expansion of projects with more families gaining access to energy in specific underserved regions and a further strengthening of relationships established with local partners, other NGOs, various levels of government, businesses in Peru and further afield.

During the year, eight projects were implemented in the Peruvian Amazon and Andes. Overall, 200 solar PV energy systems were installed in homes, community centers, and medical clinics. Systems were installed by 50 local technicians that received specialized solar training and field mentorship from LUTW and our project partners.

These local technicians play a critical role in projects by helping communities maintain and sustain the solar home systems. Overall, 7,500 people are benefitting from systems installed the country in 2012.

The Regional Office is working hard to build the critical mass to support renewable energy businesses in each region where we are active. One of those regions is Huancavelica, often regarded as the most economically neglected region of Peru. Our first project with the local non-profit, San Javier, brought us to new heights (literally) working in the high plains of the Andes. Three projects were implemented with San Javier in the region during the year and the initiative and dedication of the community members added considerable value to LUTWs activities in the region.

LUTW and our local partner working in the Apurimac region, Kuyacc Ayni, hosted two groups from the energy4everyone Foundation during the year. The cultural exchange, energy, and hard-working spirit of the volunteers only enhanced the experience for everyone involved.

Three projects in the Amazon, including installing our largest systems in Peru (a 1.2 kW system), were well-executed and are providing energy to remote medical facilities in the District of El Tigre.
Access to clean energy and light creates a healthy and safe environment, enhances opportunities for education and contributes to economic development by increasing disposable income and encouraging entrepreneurship.

**Education**

Energy Facilitates Education
In many parts of the world, children work and do chores before and after school while there is daylight. This means that if there is a time to study, it’s usually in the evening. For hundreds of millions of students, living without electricity means that when darkness falls, their only option to study is by the dim light of a kerosene wick lamp. Quality home lighting immediately improves conditions for education in the home.

**Economic Development**

Living without electric light is expensive
A lack of access to electricity means some families spend as much as one third of their monthly income on inefficient lighting solutions such as kerosene, candles and single use batteries. With renewable energy systems that cost much less than burning kerosene on a daily basis, families have more disposable income they can spend on other priorities such as school fees, health care or a small business.

**Environment and Well-Being**

Clean energy is an investment in health
The toxic by-products released by burning fuels for light present a myriad of health and environmental issues. Fuel sources such as kerosene are a primary source of greenhouse gas emissions. Years of inhaling noxious gases can lead to severe respiratory illness and an open flame in the home increases the threat of fire and burns. Clean energy greatly reduces health risks.
# LIGHT UP THE WORLD

**Consolidated Statements of Financial Position**

*December 31, 2012, December 31, 2011 and January 1, 2011*

<table>
<thead>
<tr>
<th></th>
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<tbody>
<tr>
<td><strong>Assets</strong></td>
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<td>Current assets:</td>
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<td>Cash</td>
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<td>132,177</td>
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<td>3,951</td>
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<td><strong>Total Assets</strong></td>
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<td>$151,128</td>
<td>$244,187</td>
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<td><strong>Liabilities and Net Assets</strong></td>
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<tr>
<td>Current liabilities:</td>
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<td>Accounts payable and accrued liabilities</td>
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<td>Unearned revenue</td>
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<td>32,238</td>
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<td>181,327</td>
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<td>Commitments</td>
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<td></td>
<td>$134,246</td>
<td>$151,128</td>
<td>$244,187</td>
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# LIGHT UP THE WORLD

Consolidated Statements of Operations

Years ended December 31, 2012 and 2011

<table>
<thead>
<tr>
<th></th>
<th>2012</th>
<th>2011</th>
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<td><strong>Revenues:</strong></td>
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<td>Sales of lighting systems</td>
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<td><strong>504,082</strong></td>
<td><strong>692,876</strong></td>
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<td><strong>Expenses:</strong></td>
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<td>Programs</td>
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<td><strong>568,462</strong></td>
<td><strong>650,760</strong></td>
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<td><strong>Excess (deficiency) of revenues over expenses</strong></td>
<td>$(64,380)</td>
<td>$42,116</td>
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In addition to our countless private donors and supporters, LUTW would like to extend a special thanks to the following organizations for their generous contributions of time, resources and talent that make our work possible:

Arlis Fund at the Calgary Foundation
Bollo Design
Cenovus Employee Foundation
Community Initiatives Program, Government of Alberta
ConocoPhillips
Canada Helps
Canadian Society of Exploring Geophysicists
Encana Cares Foundation
energy4everyone Foundation
Fig Tree Foundation
Fraser Milner Casgrain LLP
Gael MacLeod Civic Campaign
ISEESA
ITLMA Foundation
JRG Family Fund at the Calgary Foundation
Light Up The World Club at the University of Calgary
Nichola Goddard Foundation

Lindsay Rachel Giacomelli Memorial Fund at the Calgary Foundation
Owen Sound Y Service Club
Rainbow Schools
Serving Communities Internship Program, Government of Alberta
SkyFire Energy
Southwest Airlines
SX Family Fund at the Calgary Foundation
Texas Tech University
TELUS Cares
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United Way of the Alberta Capital Region
United Way Greater Toronto
United Way of Ottawa
United Way of Saskatoon & Area
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Regional Office Manager, Peru
Program Director
Finance & Communication
Technical Project Manager
Director of Fund Development

Light Up The World

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