Light Up The World

2013 Annual Report
Letter from the Chair of the Board

It is five years now that I have been involved working with LUTW. As we look back on the year passed and forward on the year to come, I think it is worthwhile to look at the big picture of what LUTW has accomplished and how much more we are capable of doing. In the last year we consolidated our presence in Latin America through our regional office in Peru. The regional office has allowed us to do better work with local communities through consistent and proximate support, not just in Peru but in Costa Rica and Guatemala as well. It provides a base from which to extend our reach into other areas of need in the region, as well as other types of appropriate technologies and has resulted in a dramatic increase in the scale, scope and quality of programs that we implement.

The credible portfolio of implemented projects has allowed us to develop new partnerships with communities and new projects with companies that are active in the region. This model of promoting value added partnerships with companies active in the region and the energy industry creates a win/win scenario that benefits communities in need and the companies that work with them. Going forward the result is a significant improvement in our funding base and therefore the sustainability of LUTW and the work that we do.

It has not always been easy. The last few years have been difficult for LUTW as we struggled to maintain projects in a period of globally reduced donor funding. I cannot say enough about the dedication, hard work and sacrifice of our team, especially Christoph and Tara here in Calgary and Ada in Peru. Without them LUTW would have seized to exist some time ago, to the loss of everyone who benefits from our work. Our survival over this period is nothing short of remarkable and is owed entirely to their good work and the engagement of our key partners at Texas Tech University and the energy4everyone Foundation.

The work that has been done over the last years has produced significant results, especially over these last six months. A number of new project partnerships supported by the organizational model now in place are in development and we have grounds for great optimism that once through this tough period, LUTW will be on a sustainable path that will allow us to increase the number of communities we reach and the quality of support that we provide. A special thank you goes to Pat Daniel; a friend and advocate for the organization. His support has opened doors for us to new partnerships that will be a critical part of the future success of LUTW.

As much as we look forward to new friends and opportunities, it is also important to recognize the contributions of the past. In our Peru field office Rod Macintosh and Jacob Fountain have handed over the technical project management position to Ben Stehr. We thank them for their great work and look forward to Ben’s contribution. After many years of support, Craig Bernecker, Kevin Dowling and Alison White stepped down from the board of Directors this past year. Their support to the organization is also greatly appreciated. To provide new energy and direction, we warmly welcome Glenn Perry and Paul Varga to the board this year.

In closing, I want to thank again 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 the months and years ahead.

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

There are 1.3 billion people in the world that do not have access to electricity. Light Up The World (LUTW) is working to change that by providing sustainable energy to remote communities as a catalyst for sustainable development. Many people living in rural villages are living in poverty and when the sun sets, people have to find other ways to light their homes so they can cook, study and work. Sustainable energy and clean light at the flick of a switch can help families save money, live in a safer and healthier home environment and expand opportunities for education and economic development.

Energy facilitates education.

In many parts of the world children work and do chores before and after the 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 students, living without electricity means that when darkness falls, the only way to study is by the dim light of a kerosene lamp, candle or flashlight. Quality home lighting significantly and immediately improves conditions for education in the home.

Living without electric light is expensive.

A lack of electricity means that some families spend as much as one third of their family 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 to spend on other priorities such as school fees, health care or a small business.

Clean energy is an investment in health and the environment.

The toxic by-products released when burning fuels for light present a myriad of health and environmental issues. Fuel sources such as kerosene are also a primary source of greenhouse gas emissions. Years of inhaling noxious gases can lead to severe respiratory illness and open flames in the home increases the threat of fire and burns. Clean energy greatly reduces health risks for families and contributes to a cleaner environment.
2013 by the numbers

1,410
Lights Installed

371
Systems Installed

227,871
Beneficiaries

125
Community Members Trained

To date, Light Up The World has installed 31,844 lights in 54 countries, illuminating 995,407 lives
Costa Rica
The solar off-grid projects that LUTW supports in Costa Rica continued to advance in 2013. Our partner, ACEM, installed 120 solar home systems for families living in remote rural homes. At year end, ACEM had provided a total of 926 systems, an investment of approximately $200,000 into rural communities. ACEM’s has incorporated a microfinance approach and had recuperated 76% of payments. They also continue to complete larger installations in community centres primarily used for education programs, creating communal spaces that are electrified. These larger systems are broadening the experience of technicians that have become very familiar with basic solar home systems. There are now approximately 5,000 people in rural Costa Rica that have access to electric light in their homes. In 2013, we also continued to support the initiatives of Rainbow Schools of Ontario with a solar project in partnership with the Chirripo Indigenous Council.

Guatemala
The Light The Village Project continued to expand into new rural areas in the Huehuetenango region of Guatemala. This past year we worked with our local partner, IMDI, to train six community technicians and install 36 solar home systems in off-grid villages surrounding the municipality of Todos Santos. Approximately 300 people are benefiting directly from these installations, bringing the overall project reach to more than 1,900 since the initiative started. IMDI has shown a great interest in developing a solar business and better informing the community at large about solar technology using locally appropriate channels such as the community radio station. They have demonstrated their entrepreneurial nature as they are using solar home system repayments from families to grow their microfinance fund and expand micro-lending activities in the municipality.

Papua New Guinea
This past year the Light Up Papua New Guinea project continued to steadily contribute to an improvement in health care services in rural Papua New Guinea. Our local partner in Papua New Guinea, ATprojects, installed 54 solar electric systems in 49 rural health centres in 2013. Since inception, this initiative has seen 380 solar systems installed in 308 rural health centres. These centres serve a combined population of just over 1 million people. A total of 432 health care workers that provide front-line health care in these facilities have received basic training on how to operate and maintain the solar systems. This project, implemented in honour of Captain Nichola Goddard, has had a powerful impact in facilitating medical care during the evening. Women and children continue to be the primary beneficiaries of this project.
The Regional Office continues to work with partners to establish the critical mass to sustain solar businesses in each region where we are active. One of those regions is Huancavelica and three projects were implemented there with our partner, San Javier, this past year. We also completed one project in the Loreto region of Peru. We installed a 1.2 kW system on a school in the community of Nueva York, a remote village located on a tributary of the Amazon. LUTW and our local partner, Kuyacc Ayni, worked in the Apurimac region of the Andes to complete three projects.

This past year we continued to see a great enthusiasm for our work from community technicians that we train to work with solar electric systems. They have become instrumental in identifying new off-grid communities in our focus regions where we projects can be implemented.

We continue to offer more opportunities for our supporters to get to the field and participate in a project. In 2013, we hosted six groups of volunteers who both contributed to and gained from the projects. The exchange that takes place between volunteers and community technicians has been particularly positive and proven to be a distinct way of helping new technicians build confidence in their skills. We look forward to continuing to offer new and meaningful opportunities for volunteers to get involved in the upcoming year.

Peru
The LUTW Regional Office in Peru continued to expand operations in 2013. This past year, we continued to focus on helping families gain access to electricity in underserved regions. Over the course of the year, six projects were implemented in the Peruvian Amazon and Andes. Overall, 161 solar electric systems were installed in homes, community centers, and schools. 52 community technicians received specialized solar training and field mentorship from LUTW and our project partners. Community technicians play a critical role in helping communities maintain and continue using their solar home systems in the long term. Overall, 1,347 people are benefitting directly from systems installed the country in 2013.
<table>
<thead>
<tr>
<th>Assets</th>
<th>2013</th>
<th>2012</th>
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</thead>
<tbody>
<tr>
<td>Current assets:</td>
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<tr>
<td>Cash</td>
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<td>Accounts receivable</td>
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<td>Goods and services tax recoverable</td>
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<td>Prepaid expenses</td>
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<td>85,442</td>
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<td>Equipment (note 3)</td>
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<td>$87,261</td>
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<td>Liabilities and Net Assets</td>
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<td>Current liabilities:</td>
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<td>Accounts payable and accrued liabilities (note 4)</td>
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<td>23,895</td>
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<td>Deferred contributions (note 5)</td>
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<td>149,089</td>
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<td>136,665</td>
<td>181,327</td>
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<td>Net assets</td>
<td>(49,404)</td>
<td>(47,081)</td>
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<td>Commitments (note 6)</td>
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<td>$87,261</td>
<td>$134,246</td>
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# LIGHT UP THE WORLD

## Consolidated Statement of Operations

Year ended December 31, 2013, with comparative information for 2012

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2012</th>
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<tr>
<td><strong>Revenues:</strong></td>
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<td>(Note 9)</td>
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<td>Contributions</td>
<td>$483,095</td>
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<td>Sales of lighting systems</td>
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<td>Other income</td>
<td>33</td>
<td>46</td>
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<td><strong>Total Revenues</strong></td>
<td>$487,016</td>
<td>504,082</td>
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| **Expenses:**        |            |
| Programs             | $358,374   | $428,820   |
| Administration       | 95,323     | 72,459     |
| Fundraising          | 18,129     | 38,008     |
| Development education| 17,513     | 29,175     |
| **Total Expenses**   | $469,339   | 568,462    |

**Deficiency of revenues over expenses**

- 2013: $(2,323)
- 2012: $(64,380)
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
- Benevity
- Burnet, Duckworth and Palmer LLP
- Canada Helps
- Cenovus Employee Foundation
- Community Initiatives Program, Government of Alberta
- CSEG T Wave Tourney
- Ecole Jean-Vanier
- Eden United Church Women
- Encana Cares Foundation
- energy4everyone Foundation
- Fig Tree Foundation
- Financial Executives Institute
- JRG Family Fund at the Calgary Foundation
- KPMG
- Light Up The World Club at the University of Calgary
- Lindsay Rachel Giacomelli Memorial Fund at the Calgary Foundation
- Manitoulin Secondary School
- Nichola Goddard Foundation
- Private Giving Foundation
- Rotary Gore Bay
- Serving Communities Internship Program, Government of Alberta
- SkyFire Energy
- Southwest Airlines
- SX Family Fund at the Calgary Foundation
- Texas Tech University
- TELUS Cares
- Tides Canada Foundation
- United Way of Calgary Donor Choice Program
- United Way of the Alberta Capital Region
- United Way of Ottawa
- United Way of Saskatoon & Area
- United Way of Greater Toronto
- Western Manitoulin Lions Club
- Women’s Canadian Club of Canada
2013 Board of Directors

Michael Fark      Alison White      John Reid      Kevin Dowling
Craig Bernecker  Tim Schulhauser  Terry McInturff  Ben Hubert
Jean-Claude Fouere

2013 Staff

Christoph Schultz        Program Director
Tara Collins              Director of Fund Development and Communications
Danielle Denis-Lalonde    Financial Administrator
Ada Yee                   Regional Office Manager, Peru
Jacob Fountain            Technical Project Manager

Visionary Founder: Dr. Dave Irvine-Halliday

Light Up The World

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