LIGHT UP THE WORLD

2016 ANNUAL REPORT

WWW.LUTW.ORG
LETTER FROM THE CHAIR

2016 was a year of accomplishments, challenges and new endeavors for LUTW. We executed a number of successful projects and trained a number of new technicians. We have also taken the first steps in our microfinance and social enterprise pilot project. I want to thank all of our staff and Board members for their hard work and dedication to the organization; their efforts always lead to steps forward for us. In terms of obstacles, we still need more help expanding our reach and reputation throughout Calgary, Canada and Peru. We also face challenges of giving for those who are most in need of the light we provide, versus providing for those who have the means and intention to pay for that same light. And our efficiency in the field must continue to improve in order to make the most of our considerable investments of time and resources. At the Board level, much of the focus was on governance. This year, we established a number of committees which will have the task of lessening the workload of our staff when it comes to issues relating to human resources, legal affairs, technology evaluation, fundraising and outreach. These committees will be led by Board members and will also include members of the community at large. We’ve also updated and re-adopted many of our policies, and added some much needed ones relating to gender diversity, and respectful workplaces. These policies will help guide the actions of the staff and Board for years to come.

With every year, there are comings and goings in our organization. Our partnerships with Enbridge, TransAlta and Texas Tech University have enabled LUTW to bring renewable energy to families living in off-grid communities. I had the good fortune of attending the last Enbridge sponsored project in November 2016 and it made a tremendous impact on myself and those with me. I want to thank our partners for being early leaders in supporting this work. I sincerely hope that they can continue to be part of the energy future with us. We have also added three new partners, SAIT, NAIT, and Capital Power, and are working on adding more corporate and educational partners in the future. This is a tremendous point of emphasis for the organization – long term investments by our partners provide us with certainty, a measure of flexibility, and increased ability to plan and implement projects.

I have also had to reluctantly accept the resignations of two of our longest standing Directors, John Reid and Michael Fark. John joined the organization in 2009 and has always provided thoughtful and concise advice to steady our ship during tumultuous times. And Michael – many of you know that Michael first began with the organization as its Executive Director in 2009, before transitioning to Chairman of the Board in 2010. Like John, he has been steadfast in his support of our organization. He bravely helped lead LUTW through its challenging times and never abandoned hope. Thank-you to Michael and John for every hour and effort; I hope that you will continue to be part of the LUTW family. In closing, there are many bright spots and more work to do. Thank you for your continued support and you can rest assured we are doing all we can to build on the successes of Light Up The World!

Paul Varga, Board Chair
ACCESS TO ENERGY
CHANGES LIVES

WORKING IN SOME OF THE MOST REMOTE AND UNDESERVED AREAS IN THE WORLD, LUTW PROVIDES TECHNICAL TRAINING AND HELPS COMMUNITIES TRANSITION AWAY FROM KEROSENE, DISPOSABLE BATTERIES AND CANDLES TO SOLAR ENERGY
PERU

With LUTW's Regional Office in Peru, the country remained our primary focus for expanding solar installations and training in 2016. Over the course of the year, we implemented eight projects, focused in the Peruvian Andes, bringing solar to 204 families and community facilities. More than 1,600 people are benefitting from systems installed in rural communities last year. The solar electric systems were installed primarily by 20 community solar technicians that we trained over the course of the year. These Peruvian solar technicians play a critical role not only installing, but also helping families maintain and continue using their solar home systems in the long term.

2016 also saw an expansion in our solar education and training programs in Peru. Training and education are key to developing expediting and expanding the adoption of battery-based solar electric systems in off-grid areas. Our solar literacy workshops teach children the basics about how solar systems and how to stay safe around electricity. We facilitated workshops for more than 200 students throughout Peru last year.
GUATEMALA

LUTW continued to support energy access in the Huehuetenango region of Guatemala in 2016 in partnership with the local NGO IMDI. The project, which had traditionally been focused on villages located within the municipality of Todos Santos Cuchumatan, has now expanded to the neighbouring municipalities of San Juan Atitan and Concepcion Huista.

Over the course of the year we continued to provide technical support and worked with IMDI to prepare for installations that were planned for 2017. The solar project, which began in 2006, has resulted in approximately 3,200 people gaining access to basic electricity in their homes through the installation of solar electric systems.
LUTW continued to support energy access in the Talamanca region Costa Rica in 2016 in partnership with the local NGO ACEM and Y Service Clubs International.

We continued to provide technical support and worked with ACEM to prepare for installations that were planned for the start of 2017. The solar project, which began in 2009, has resulted in approximately 5,500 people gaining access to basic electricity in their homes through the installation of solar electric systems.
PAPUA NEW GUINEA

The Light Up Papua New Guinea project, which is implemented in honour of Captain Nichola Goddard, continued with installations taking place in the Morobe, Manus and Eastern Highlands provinces.

Over the past year, solar electric systems were installed in 49 facilities, providing better conditions under which health care professionals are able to care for patients at night. Facility staff continue to be provided with basic solar training by our local partner, ATprojects, to be able to maintain and troubleshoot solar systems. By the end of 2016, the project had reached 431 health centres with solar lighting. A typical rural health facility serves approximately 2,000 people.
LUTW has a long history of volunteer partnerships with companies and academic institutions. These programs expand access to energy in off-grid areas while providing mutual benefit to both volunteers and project beneficiaries. Volunteers benefit through exposure to working with solar photovoltaic technology alongside LUTW’s field staff in Latin America and communities benefit from acquisition and use of the technology. In 2016 we continued to build on on our existing successful partnerships with Enbridge, TransAlta and Texas Tech University as well as expand partnerships with new companies and academic institutions for 2017.
In 2016 LUTW delivered training courses and educational workshops in Canada and Latin America reaching 385 people. From Solar 101, to Solar Literacy in schools, to technical workshops, LUTW is committed to fostering a practical understanding about how solar technology works and how it can be adopted to meet the diverse energy needs of off-grid communities.

This past year our training and education programs reached grade schools, Universities, companies, non-profit organizations, First Nations and the general public.
Gaining access to electricity for the first time, children can study at night and create a knowledgeable population that can work towards addressing the needs of their community.

With renewable energy systems, families have more disposable income they can spend on other priorities such as education, health care, food or investing in small business.

The use of clean, efficient and affordable energy improves the well-being of marginalized communities by improving air quality in the home and reducing greenhouse gas emissions.

Gaining access to electricity for the first time, children can study at night and create a knowledgeable population that can work towards addressing the needs of their community.

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
## Financial Statements

**Light Up the World**  
Consolidated Statement of Financial Position

December 31, 2016, with comparative information for 2015

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2015</th>
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</thead>
<tbody>
<tr>
<td><strong>Assets</strong></td>
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<td></td>
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<tr>
<td>Current assets:</td>
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<tr>
<td>Cash</td>
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<tr>
<td>Accounts receivable</td>
<td>$10,799</td>
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<td>Goods and services tax recoverable</td>
<td>$812</td>
<td>$1,808</td>
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<td>Prepaid expenses</td>
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<td><strong>Total Current Assets</strong></td>
<td>$291,070</td>
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<tr>
<td>Equipment (note 3)</td>
<td>$618</td>
<td>$883</td>
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<td><strong>Total Assets</strong></td>
<td>$291,688</td>
<td>$156,527</td>
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<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2015</th>
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<tbody>
<tr>
<td><strong>Liabilities and Net Assets (Deficiency)</strong></td>
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<tr>
<td>Current liabilities:</td>
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<td>Accounts payable and accrued liabilities (note 4)</td>
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<td>$50,229</td>
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<tr>
<td><strong>Total Current Liabilities</strong></td>
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<td>Deferred contributions (note 5)</td>
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<td><strong>Total Liabilities</strong></td>
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<td><strong>Net assets (deficiency)</strong></td>
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<td>$(28,864)</td>
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<td>Commitments (note 6)</td>
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<td><strong>Total</strong></td>
<td>$291,688</td>
<td>$156,527</td>
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</tbody>
</table>
# LIGHT UP THE WORLD

Consolidated Statement of Operations

Year ended December 31, 2016, with comparative information for 2015

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2015</th>
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<tbody>
<tr>
<td><strong>Revenues:</strong></td>
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<tr>
<td>Contributions</td>
<td>$655,305</td>
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<td>Training, events and other</td>
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<td>26,169</td>
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<td>Rental income</td>
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<td><strong>Total Revenues</strong></td>
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<td><strong>Expenses:</strong></td>
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<td>Programs</td>
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<td>537,421</td>
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<td>Administration</td>
<td>73,056</td>
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<td>Fundraising</td>
<td>51,273</td>
<td>37,922</td>
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<td>Development education</td>
<td>84,384</td>
<td>30,887</td>
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<tr>
<td><strong>Total Expenses</strong></td>
<td>645,741</td>
<td>693,169</td>
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<tr>
<td><strong>Excess of revenues over expenses</strong></td>
<td>$57,081</td>
<td>$39,528</td>
</tr>
</tbody>
</table>
Thank you!

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:

Benevity Community Impact Fund
Canada Helps
Capital Power
Cenovus Employee Foundation
Community Initiatives Program, Government of Alberta
Daniel Family Foundation
Enbridge
energy4everyone Foundation
Eden United Church Women
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
Marilyn & Mark Brown Family Fund at The Calgary Foundation
Patrick Fuller Foundation
POLARIS
Serving Communities Initiative Program, Government of Alberta
SkyFire
Spark
SX Family Fund at The Calgary Foundation
Texas Tech University
TELUS Cares
TransAlta
United Way of Calgary and Area
United Way, Donor Choice Program
United Way of Greater Toronto
United Way Ottawa
2016 Board of Directors

Michael Fark
Paul Varga
John Reid
Tim Schulhauser
Dean Luciuk
Terry McInturff
Glen Parry
Jean-Claude Fouere

2016 Staff

Christoph Schultz
Tara Collins
Danielle Denis-Lalonde
Chris Jensen
Ben Stehr
Milagros del Carmen Huaman
Walter A. Mantilla Silva
George Evans
Gabriela Pella
Flor Maria Rivera Valdez

Visionary Founder: Dr. Dave Irvine-Halliday