

ANNUAL REPORT 2009



SOLAR
RICHMOND

Solar Richmond is a nonprofit organization that provides solar industry training, staffing services and free consulting to consumers. Our goal is to create an inclusive green economy that offers green-collar job opportunities to low-income residents.



LETTER FROM OUR FOUNDER



Leading Solar Richmond for the past few years has been a dream come true as this work feels more relevant and important than ever. Since our humble beginnings, Solar Richmond has worked tirelessly to create green-collar jobs for Richmond's underemployed residents. These have been hard economic times, but despite this, we've done so much. As the economy begins to pick up, we are well-positioned to do even more great things in our community.

In 2010, we will explore innovative financial mechanisms to help create more transitional and permanent job opportunities for our trainees in the competitive solar market. We're excited about growing demand for socially responsible solar with an investor-backed mechanism that makes it more affordable for nonprofit buildings to go solar. These include installations on community, faith-based and government buildings that will not only create more transitional job opportunities for our graduates, but also add fiscal and social value to these organizations. In addition, we look forward to strengthening relationships with local employers and to launching our paid solar internship program in full.

There is a lot to be done in 2010! With your continued support, we'll continue to forge ahead as we build the green-collar jobs movement in the solar industry.

Michele McGeoy

Michele McGeoy
Founder & Executive Director

On June 30, 2009, Senator Barbara Boxer came to our training site and recognized us with a Conservation Award for our groundbreaking green jobs work. Boxer said she was excited to see programs like Solar Richmond helping "create a whole new generation of skilled, clean energy workers."



THE NUMBERS

THROUGH 2009

Trained in solar PV & solar thermal: 180 GRADUATES
 Training Length Increase: FROM 2 TO 5 WEEKS
 Low-Income Installations: 12 COMPLETED / 24 kW TOTAL
 Permanent Full-Time Solar Placements: 23 GRADUATES
 Transitional Solar Placements: 32 GRADUATES
 Paid Solar Internships: 6 INTERNS
 Bay Area Residential Installations: 8 HOMES

Program graduates have worked on 10 COMMERCIAL-SCALE INSTALLATIONS through 2009 for a total of 2473 kW (~2.5 MW), which is roughly equivalent to the annual energy usage of 618 households.

Solar Employers to Date: SolarCity SunPower Think Solar
 Sun Light & Power Sungevity Matheson Solar
 Real Goods Solar SunEdison SunWater Solar groSolar

Advanced Training:
 Solar Living Institute Classes: 7 ATTENDED
 Passed NABCEP Certification: 2 GRADUATES

IN THE WORKS

FOR 2010

We've been **FORGING NEW COLLABORATIONS** with groups working in solar such as the one with **groSolar** and **One Block Off the Grid (1BOG)**, which organizes group purchases for homeowners to make it more affordable for them to go solar. Through this partnership, 1BOG offers its Bay Area residential customers the option of going solar with one of our program graduates on their installation by donating \$112, which both companies match. In March, the first systems through this collaboration were installed in Moraga and Richmond with program graduate Clifton Broussard.

We're also partnering with the **EAST BAY GREEN JOB CORPS** to provide young adults ages 18-24 with job-readiness skills and exposure to green careers. Richmond, Oakland and Berkeley youth will participate in 4-week paid internships where they will be trained in solar marketing and community outreach. Upon completion, interns will be supported in either continuing onto community college or signing up for a green vocational program.

2009 ACCOMPLISHMENTS

Since 2006, Solar Richmond has trained 180 Richmond residents in solar, half of whom decided to pursue solar jobs, and has created green-collar job opportunities for 55 trainees. Graduates have worked on residential and commercial-scale installations around the Bay Area with solar integrators including SunWater Solar, Sun Light & Power, Real Goods Solar, SolarCity and ThinkSolar. As green-collar job training programs emerge all over the country, Solar Richmond and our great partner RichmondBUILD continue to be recognized for our model approach, featured in media including *National Public Radio*, *The New York Times* and *Solar Today*. Read below about some of our major accomplishments in 2009.

LONGER & DEEPER TRAINING: Solar Richmond increased its 2-week solar training to a full 5-weeks to include a solar thermal unit and two low-income home solar installations in partnership with GRID Alternatives and RichmondBUILD. Our in-depth training prepares Richmond residents for the competitive solar market. To this end, Solar Richmond is also offering preparation resources to some of our trainees who want to take the nationally-recognized solar **NABCEP (North American Board of Certified Energy Practitioners) Certification Test** to increase their competitiveness.

PILOT SOLAR INTERNSHIP PROGRAM: We piloted a paid solar internship program last fall that employed six program graduates. Trainees worked with **REAL GOODS SOLAR** and **MATHESON SOLAR** to install a 417 kW system at Richmond Village and earned the standard entry-level solar installer fee of \$15/hr. Interns gained hands-on experience over the 10-week period, in addition to weekly professional development courses. Solar Richmond is excited to take lessons learned from the pilot program and apply them to the program's full launch in 2010, thanks in part to a generous grant from Chevron.

SOFT SKILLS INTEGRATION: We focused on integrating our **CASE MANAGEMENT SERVICES** with our training and placement, offering diverse classes ranging from resume prep and financial literacy to nutrition and meditation. In 2009, we case managed over 70 trainees, held four alumni gatherings and began to refer students with substance abuse and housing issues out to our local nonprofit partner **RUBICON PROGRAMS**. We hope to strengthen this partnership in 2010 when we solarize Rubicon's local offices.

FAITH-BASED GROUPS SUPPORT GREEN JOBS: We reached out to diverse faith-based groups, co-hosting an event with San Francisco-based **INTERFAITH POWER & LIGHT**, to encourage local faith-based organizations to consider going solar. From this collaboration we developed the first of what we hope to be many faith-based partnerships. To this end, in 2009, **ST. JOHN'S EPISCOPAL CHURCH** in Oakland decided to go solar with Solar Richmond. A 15 kW solar PV system was installed on the church by **SUN LIGHT & POWER**, with program graduate Eliseo Morales working with their crew. Shortly after the install was completed, Eliseo received a full-time employment offer.

Solar Customers: Graduate Terence Thompson helped install a 2 kW solar system with Real Goods Solar for Pinole homeowner Marsha Jarvis, who said that going solar can be a confusing process. "I would definitely recommend that other homeowners and businesses go solar through Solar Richmond. They're a beacon of light that benefits the whole community."



Green-Collar Trainee: Program graduate Hector Vasquez, 42, took part in our 10-week pilot Solar Internship Program last fall. He said he wants to work in solar because he loves the technology and has always enjoyed working with his hands. "Renewable energy is about to take off, and I want to be first in line when it does."



THANK YOU

In these difficult economic times, Solar Richmond feels blessed by the support we received in 2009. It is because of your generous and ongoing contributions that we remain at the forefront of the green-collar jobs movement.

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HOW TO HELP:

- 1) **Invest in Solar Richmond:** Think globally and act locally is a mantra that we take seriously, forging an innovative training and placement model that creates green-collar jobs here locally and is being emulated around the country! But we can't do this work without your support, so please dig deep and give today at www.SolarRichmond.org or mail your tax-deductible donation to: Solar Richmond, 256 24th Street, Richmond, CA 94804
- 2) **Go solar through us and help create green-collar jobs!** Contact us for an initial assessment today: info@SolarRichmond.org
- 3) **Spread the word:** Support an online campaign; tell a friend or colleague about Solar Richmond; host a house or office party to inspire others about our green jobs work and ask them to get involved. We will send a program graduate and staff member for a gathering of 10 or more!
- 4) **Stay in the loop:** Sign-up for our newsletter at www.SolarRichmond.org