

Annual Impact Report

GRID Alternatives Bay Area is proud to report that since 2004 we've installed solar for 2,395 households and engaged 6,564 people in solar education and training.

In 2022, the Bay Area team installed enough solar to prevent 8,488 tons of greenhouse gas emissions and created client lifetime savings of \$3.7 million!

2022 Highlights

- We renovated our training space to prepare for the launch of expanded workforce development programming in 2023.
- We received a five-year Transformative Climate Communities grant from the State of California in partnership with the City of Richmond and other community based organizations.
- We received grants to install electric vehicle chargers at multifamily affordable housing complexes.



2022

154

Solar Households

1,382

EV Incentives

24

Tribal Projects



“

As I reflect back on 2022 and look forward to 2023, I am filled with gratitude and optimism. I am very grateful for the Bay Area team, board members, and all our supporters who make our work possible. We achieved a lot together. From exploring new lines of business in community solar and virtual power plants to renovating our job training space, and securing major grants to pursue multifamily EV charging as well as solar plus electrification in the city of Richmond, we have been busy!

The historic signing of the Inflation Reduction Act will bring many opportunities in the years to come. GRID is uniquely positioned to meet the intended outcomes of clean energy, job creation, and equitable practices. There's a lot to do to make it a reality and I hope you'll stay with us on the journey.



Onwards,
Arthur Bart-Williams
Executive Director, Bay Area
Favorite Book: The Hard
Thing About Hard Things

I cannot recommend GRID Alternatives enough!



"I am retired... and I was curious about solar panels for my home... to reduce my electrical bill, but intimidated by the lack of knowledge and perceived high costs of renovating my roof, installation, and maintenance of the solar panels.

GRID Alternatives, specifically Carmen, made the process extremely simple and straightforward. As a senior citizen and Spanish speaker, Carmen and the rest of the team were extremely patient and empathetic with my questions and concerns... Carmen's bilingualism proved invaluable, as I always felt in the loop when it came to where we were in the process."

- Antonio in Pittsburg, CA, 5.5 kw of solar will save \$41,500 in energy costs over system lifetime

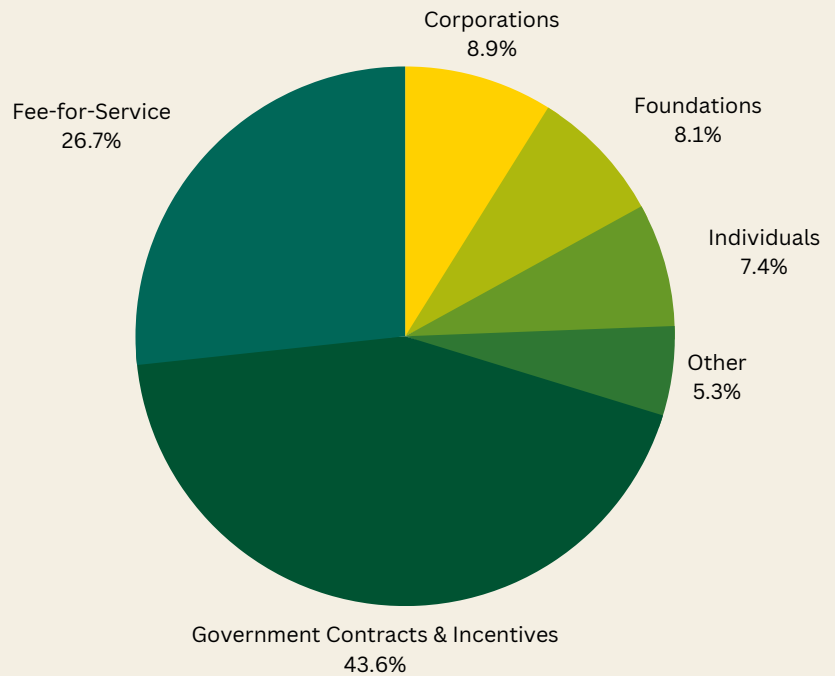


**"I am extremely happy with the professionalism
and service GRID provided my family and me."**

GRID Bay Area Financials

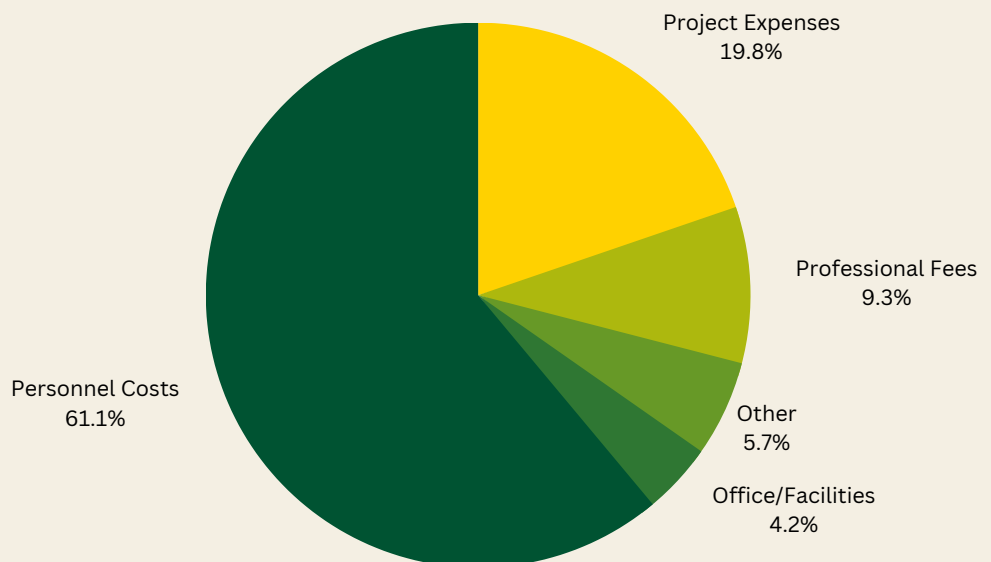
Revenues \$6,022,076

Government grants, contracts, and other incentives are the largest source of income. GRID saw growth in other areas, most notably in individual giving.



Expenditures \$5,820,328

Investing in staff is by far the largest expense at GRID. Note that project expenses includes equipment.



The revenues and expenditures are accurate as of 3/7/2023.
These numbers are not final audited numbers for the 2022 fiscal year.



With the help and support of the GRID team I learned the job, I gained a lot of confidence, and now I feel like I am a professional.



"I grew up in Mendocino County which is a beautiful place. I'm Native American and so I have always appreciated that beauty, and I want to maintain it.

My experience overall (with GRID) was magnificent, the team was great and really helpful... I felt like I was part of the team. I learned a lot, from conduit bending to grounding to getting up on the roof.

I also appreciated the little things, like stopping at a beautiful creek or river on the drive after work. We went to the library in Covelo, which showed that GRID staff really cares about the community, and about learning about the community and tribes in the area. Everybody at GRID is working hard, pushing everybody to work hard, stay safe, and get the job done."

- Angelo, GRID North Coast Trainee



"When I heard about the opportunity... I was interested right away... because GRID works with low income families and helps the planet."

I am glad to help the ecosystem with my new solar home.



"I applied for (GRID's Energy for All) Solar Program and I was told I needed a new roof... I was disappointed because my income is not enough to afford the cost of a new roof. After one year, GRID... informed me of a grant... which was able to help with a new roof. I am grateful to GRID... for making the solar system possible..."

I have no words to express how much this means to my family... to know I don't have to worry about my roof anymore and I have solar, I am very happy and forever grateful to all who have made this possible for my family."

- Secy in Pittsburg, CA, 4.5 kw of solar prevents 76 tons of greenhouse gas emissions over 20 years



"I hope more programs become available for people in my situation since it is a tremendous help."

Nothing but Gratitude

Thank you to our major donors and partners!

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**THANK
YOU**



And More Gratitude

Thank you to our major donors and partners!

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