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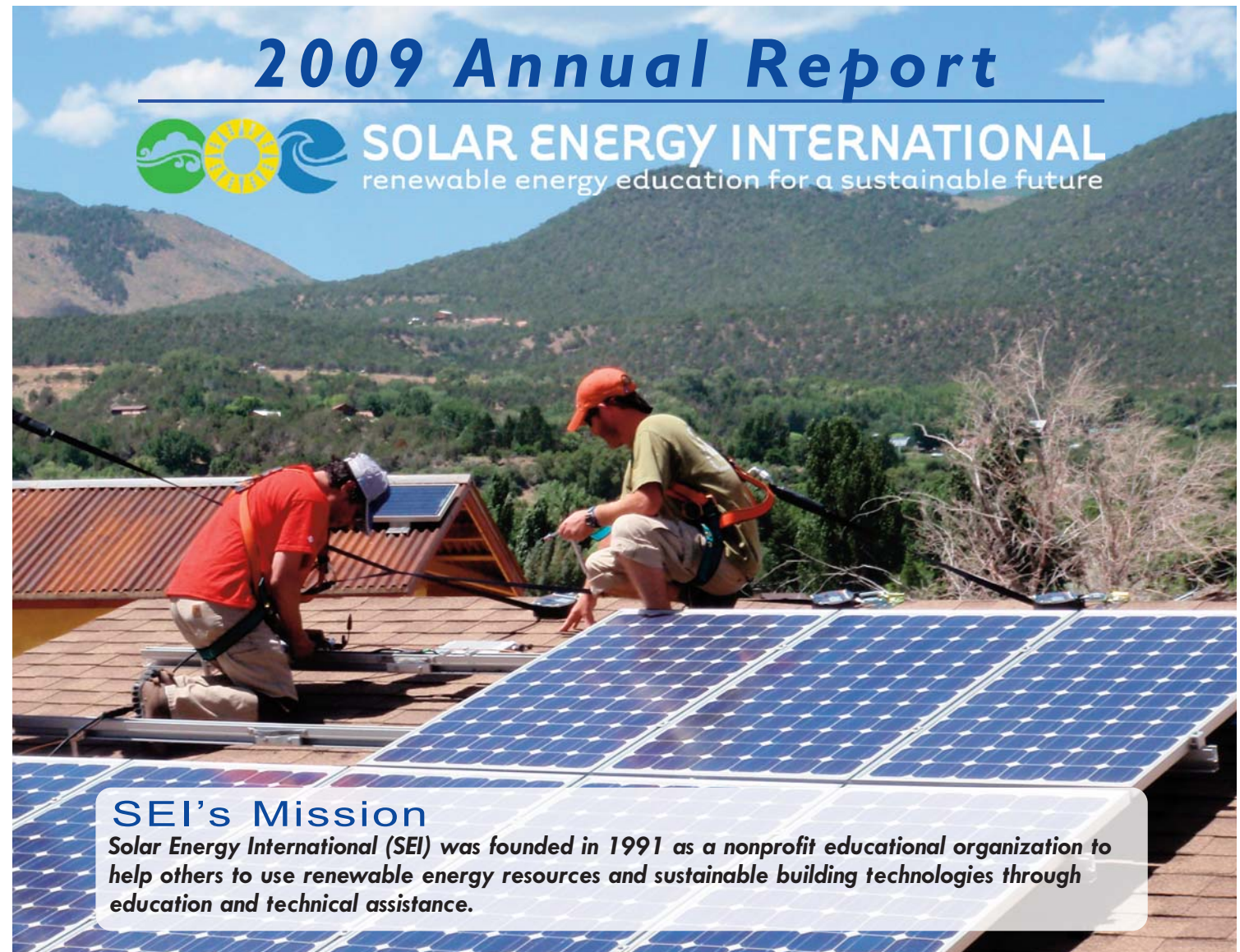
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58 Members < \$100



SEI staff and Board of Directors



# 2009 Annual Report



**SOLAR ENERGY INTERNATIONAL**  
renewable energy education for a sustainable future

## SEI's Mission

*Solar Energy International (SEI) was founded in 1991 as a nonprofit educational organization to help others to use renewable energy resources and sustainable building technologies through education and technical assistance.*

## Outreach Programs

- Solar In the Schools (SIS)
- INVEST
- Native American Program
- International Trainings
- Scholarship Program

*Solar Energy International is an educational non-profit Colorado corporation. SEI is recognized by the IRS as a tax-exempt charitable organization under section 501(c)3 of the Internal Revenue Code.*

## Renewable Energy Education Program

- In 19 years, over 15,000 people from all 50 states and 67 countries have attended SEI's training program.
- In 2009 SEI offered 76 hands-on workshops and 20 online courses.
- 3,760 participants attended workshops and online courses in 2009, including 180 international students.



Solar Energy International is a nonprofit educational organization and an Equal Opportunity Institution and Employer. SEI is independent from any manufacturer, dealer, distributor, or any other renewable energy commercial enterprise.

## SOLAR ENERGY INTERNATIONAL

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39845 Mathews Lane • Paonia, CO 81428 • tel: 970.527.7657 fax: 970.527.7659  
sei@solarenergy.org • www.solarenergy.org



## SEI Team

|                      |                  |
|----------------------|------------------|
| Christie Cantrell    | Dawn Ogren       |
| April E. Clark       | Tawnya Parker    |
| Rachel Connor        | Samantha Pickard |
| Noah Davis           | Sandy Pickard    |
| Kathy Fontaine       | Cindy Smith      |
| Paul Gibb            | Kris Sutton      |
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# Renewable Energy Education Program

SEI's Renewable Energy Education Program (REEP) teaches the practical use of solar, wind and water power. Our workshops give individuals the knowledge and skills to design, install and maintain renewable energy systems and to build state-of-the-art natural homes that are efficient, practical and earth-friendly.

## 2009 REEP Workshops

### Photovoltaics

- PV Design & Installation - in-person and online
- Grid-Tied Photovoltaics
- PV Lab Week
- Advanced Photovoltaics - in-person and online
- Solar Water Pumping
- Solar Sales, Marketing & Economics
- Women's PV Design & Installation

### Solar Thermal

- Solar Hot Water
- Solar & Radiant Heating Systems

### Sustainable Building

- Build it with Bales
- Building for the Future - in-person and online
- Straw Bale Construction & Natural Plaster

### Wind and Water Power

- Residential Wind Power
- Homebuilt Wind Generators
- Wind Electric Systems Maintenance and Repair
- Micro-Hydro Power

### International Development

- Ecology, Permaculture & RE
- RE and Energy Education in Cuba
- RE for the Developing World - hands-on and online
- Solar Electricity for the Developing World
- Sustainable Community Development

### Other

- Introduction to Renewable Energy
- Renewable Energy for Educators

## Instructors & Industry Representatives

SEI instructors are leaders in their fields, offering the most up-to-date information in renewable energy technologies. In 2009, over 40 instructors and 100 guest speakers and industry representatives presented in our workshops.

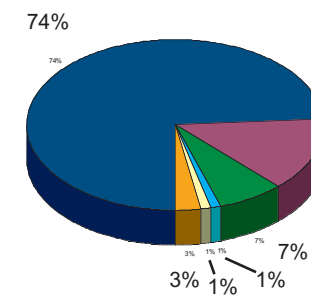
## Workshops Were Offered in 30 Locations

- |                              |                             |
|------------------------------|-----------------------------|
| • Anaheim, California        | • Johnston, Pennsylvania    |
| • Austin, Texas              | • Mastatal, Costa Rica      |
| • Bahia de Caraquez, Ecuador | • Mesa, Arizona             |
| • Bend, Oregon               | • Ontario, California       |
| • Califon, New Jersey        | • Paonia, Colorado          |
| • Carbondale, Colorado       | • Pittsboro, North Carolina |
| • Clarion, Pennsylvania      | • Pittsburg, Pennsylvania   |
| • Durika, Costa Rica         | • Raleigh, North Carolina   |
| • Exton, Pennsylvania        | • Redway, California        |
| • Flagstaff, Arizona         | • Salt Lake City, Utah      |
| • Fontana, California        | • Stevens Point, Wisconsin  |
| • Fort Collins, Colorado     | • Guemes Isl., Washington   |
| • Greensburg, Pennsylvania   | • Totogalpa, Nicaragua      |
| • Havana, Cuba               | • Tucson, Arizona           |
| • Honolulu, Hawaii           | • Youngwood, Pennsylvania   |

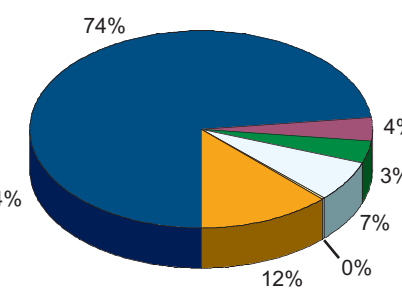


# Financial Report Summary 2009

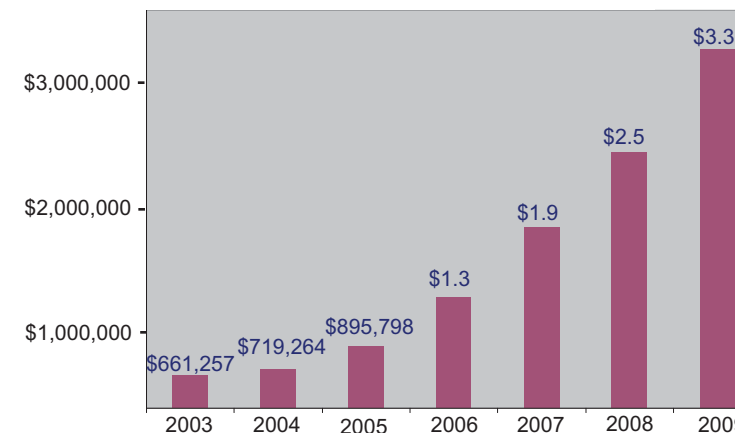
## INCOME



## EXPENSES

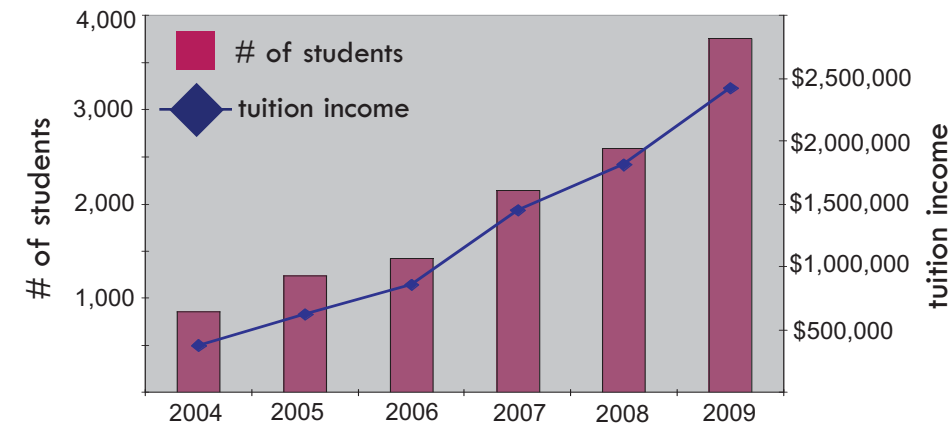


## INCOME GROWTH 2003 - 2009

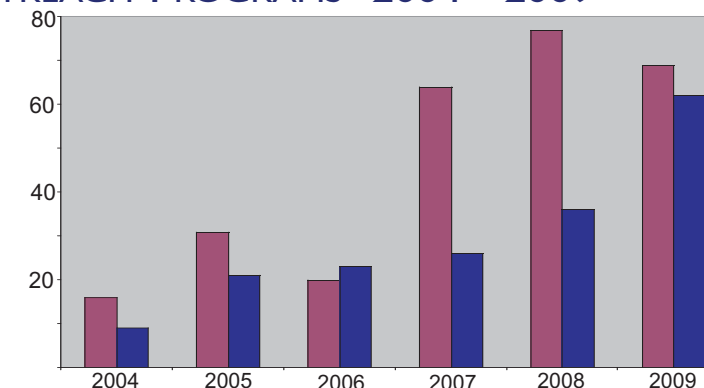


|                           | INCOME             | EXPENSES           |
|---------------------------|--------------------|--------------------|
| <b>EARNED INCOME</b>      |                    |                    |
| Workshops                 | \$2,425,003        | \$2,303,753        |
| Contract Teaching         | \$ 459,791         | \$ 128,980         |
| Sales & Books             | \$ 235,029         | \$ 108,470         |
| <b>CONTRIBUTED INCOME</b> |                    |                    |
| Memberships               | \$ 31,717          | \$ 10,220          |
| Development               | \$ 43,357          | \$ 212,337         |
| Admin & Overhead          | \$ 92,258          | \$ 392,600         |
| <b>Total</b>              | <b>\$3,287,155</b> | <b>\$3,156,360</b> |

## TUITION GROWTH 2004 - 2009



## OUTREACH PROGRAMS 2004 - 2009



■ scholarships awarded  
■ # of k-12 schools reached through SIS

## ASSETS

|   |                    |
|---|--------------------|
| Cash & Current Assets                           | \$503,144          |
| Fixed Assets (including land, building, equip.) | \$536,757          |
| Endowment                                       | \$409,719          |
| <b>Total Assets</b>                             | <b>\$1,449,620</b> |

## LIABILITIES & NET ASSETS

|   |                    |
|---|--------------------|
| Current Liabilities                       | \$107,335          |
| Deferred Tuition                          | \$233,510          |
| Land Mortgage                             | \$205,128          |
| Net Assets                                | \$903,647          |
| <b>Total Liabilities &amp; Net Assets</b> | <b>\$1,449,620</b> |

# SEI 2009 Outreach Programs

SEI provided volunteer training and technical assistance to groups worldwide.

## INVEST Program

SEI offers alumni an opportunity to participate in INVEST, International Volunteers in Environmentally Sustainable Technologies. SEI alumni apply to volunteer overseas with one of our partner organizations to help bring renewable energy technologies to communities in the developing world.

In 2009 INVEST volunteers went to Costa Rica, Nicaragua, Thailand, and Haiti.



▲An INVEST volunteer in Haiti with the Solar Electric Light Fund and SunEnergyPower International

## Solar In the Schools

SEI's Solar In the Schools Program (SIS) program brings energy into K-12 classrooms throughout Western Colorado. Lively, free SIS student presentations teach kids about the positive changes they can make through energy conservation, energy efficiency and renewable energy sources. Best of all, SIS puts photovoltaic, wind and solar thermal technology right where kids want it – in their hands.

In 2009 SEI's SIS program presented in 16 schools to over 2000 Colorado students.

Glenwood Springs elementary school children learn about the earth and the sun.▶



## International & Native American Trainings

SEI responds to in-country opportunities and works around the world training people in renewable energy technologies. The trainings include decision-makers, technicians, and end-users. Our hands-on approach helps people incorporate these technologies into sustainable development projects.

In 2009 SEI participated in a Native Youth Training with Great Basin College training youth from different tribes throughout Nevada.

Teaching Native American youth about solar oven technology▶



## Scholarship Program

Traveling to the United States has become increasingly hard for our international students, due to visa requirements and the cost of travel. We try to offset these costs for eligible developing country residents and low-income participants from the US and other industrialized nations by offering tuition scholarships.

In 2009 SEI offered 69 full and partial scholarships.

"Thank you so much for the scholarship and invaluable knowledge offered by SEI training. SEI's people, facilities, and knowledge are truly one of a kind. I can't imagine a better place to learn, have fun, and open my mind. SEI has given me all of the tools on my belt to pursue my dreams in renewable solar energy."

-Alejandro Fernandez, SEI scholarship recipient, 2009



▲Alejandro Fernandez in SEI's workshop

## New in 2009!

### PV Curriculum

Throughout the year SEI staff worked on revised PV curriculum to be implemented in 2010 workshops. We not only updated the curriculum, but also devised an entirely new learning format. Our courses offer up-to-date knowledge about PV equipment and codes with all new exercises and testing to help students assimilate theory into practice through design. The workshops are much more interactive than before, with 45 minute to 1 hour-long segments followed directly by applied exercises.

### New Website

SEI has a new look! The new interactive site allows you to register as a site user making it a much simpler process to register for workshops and purchase books online, and also allows you to comment on workshops you have taken.

### E-Chievement Award

SEI's Executive Director, Johnny Weiss, received the E-Chievement award from E-Town, a weekly radio program heard coast to coast. This award honors people who are working to make a lasting difference in their communities and beyond.



## SEI Eco-campus

Four years ago SEI expanded operations to include a 7-acre parcel of land in Paonia, CO. This expansion serves as a foundation to SEI's goal of creating a renewable energy and sustainable living 'eco-campus'. The SEI campus greatly expands our ability to teach hands-on workshops using a range of teaching environments. With the 'eco-campus', we're taking hands-on training in renewable energy to a whole new level. SEI's campus offers students an unparalleled opportunity to practice what they've learned in the classroom.

Over the past four years SEI has hosted many 'hands-on' workshops on campus, from Photovoltaics to Wind Power to Natural Building. In 2008 the SEI campus officially became sun, wind, and water powered. The collection of renewable energy systems provide the electrical needs to our main office and agricultural systems.



The core learning activity on campus is around SEI's state of the art Photovoltaic Training Lab. As part of SEI's commitment to deliver code compliant, safety oriented, cutting edge curriculum

and lab opportunities to participants, we have continued to advance the hands-on training capabilities. Our PV training program explores the various system types (grid-direct, grid-direct with battery back-up, micro-inverter, and stand-alone) and mounting techniques (roof, pole, and ground mounts) commonly found in the PV industry.

Looking forward there are many exciting new developments in the mix. Staying on track with our campus master plan, in 2010 we will continue with the planning and design phases of a trend setting classroom building. The classroom will speak to SEI's goals and ethics with a focus designed to impact the earth as gently as possible; demonstrating the renewable energy technologies and sustainable regenerative design principles that are core to SEI's mission and teachings.

# A look at 2009



School-children learning about solar with solar powered fans in the SIS program. ◀



▲ Sustainable Community Development workshop in Nicaragua



Building with straw in the Strawbale Construction and Natural Plaster workshop. ▶



▲ Making natural plaster in the Strawbale Construction and Natural Plaster workshop.



▲ Constructing a wind turbine in the Homebuilt Wind Generators workshop.



Installing solar in the Women's PV workshop. ◀



Building a bicycle powered water pump in the Ecology, Permaculture, & Renewable Energy workshop in Ecuador. ▼

Solar Water Pumping workshop in Colorado ▶

