From all of us at Solar Energy International, thank you! With your help, 2018 has been a record year of growth and a huge step towards our vision of a world powered by renewable energy.

With your support, we've dared to ask big questions like how do we meaningful train the solar PV workforce? Who can we partner with to make solar training more accessible worldwide? What is our role in addressing climate change?

Attached you’ll find our 2018 Annual Report, where we celebrate the past year’s successes while aiming to be transparent with you about how we operate. As you review, we hope you keep in mind that we’re ramping up for the next three years by aiming to address these big questions.

Moving forward in 2019, we’ve set a goal to almost double our impact from that past 28 years by training 110,000 solar professionals by 2022. Over the next three years we’ll continue to celebrate our successes with you and share our lessons learned.

Together, we can do great things. Thank so you much for being a part of the SEI family!

Onwards,

Kathy Swartz, Executive Director
We envision a world powered by renewable energy.

Our mission is to provide industry-leading technical training and expertise in renewable energy to empower people, communities, and businesses worldwide.

In 2018, we celebrate our successes educating, engaging, and empowering the next generation of solar professionals:

**EDUCATE:** Our technical training helps people launch new careers and grow their careers in solar.

- **800 students completed 13 hours** of the first ever OSHA solar-specific safety training, totaling 10,000 contact hours.
- **249,629 training hours** delivered to 5,000 students.
- **$37,000** in scholarships awarded to 87 students from 9 countries.

**ENGAGE:** We collaborate on local and global solar projects towards a brighter, cleaner future.

- **Latin America Campus constructed and opened in Costa Rica**
  - 42 people from 9 countries received hands-on training in first six months.
- **997 students and 9 area teachers** engaged in energy education with our Solar in Schools program.
- **Middle East Campus constructed and opened in Oman**
  - 127 people from 50 companies received hands-on training in first six months.

**EMPOWER:** We train decision makers, technicians, and end-users to spark renewable energy adoption in their communities.

- **18,000** English and Spanish speakers served by our newly launched Alumni and Career Center.
- **7,048** English and Spanish speakers took Renewable Energy 100, a free online course by SEI.
- Cultivated connection with **400 industry partners** and businesses towards Workforce Development.
HOW OUR WORK TRANSFORMS LIVES

MARTIN BYKOWSKY  At age 35, Martin Bykowsky had been working in the traditional power industry for more than twelve years, traveling the world as an electrical field service engineer at sites like gas and coal power plants, oil refineries, and gas and chemical plants. Sensing stagnation in gas and coal, he was ready for a fresh start. “It made good economic sense to move towards the renewable energy industry—it’s poised for growth over decades, and I have satisfaction knowing that I can dedicate my professional efforts towards climate change concerns,” he said.

Martin earned certifications at SEI for Residential and Commercial Photovoltaic Systems and Battery-Based Photovoltaic Systems. “Course work was rigorous and tech heavy. We went deep into modules, inverters, combiners, configuration in-depth and in detail. Each lab set-up had many configurations from residential to utility-scale systems. What I got from SEI training is what I would have expected from a university or engineering school.”

Within a month of completing his certification, Martin was hired with Strata Solar.

MARIE KILLS WARRIOR  is an 2017/2018 alum of SEI. She’s taken PV101, PV201L, PV202, and PV203. She works with Thunder Valley Community Development Corporation on the Pine Ridge Reservation in South Dakota and was recently promoted to be Program Manager for their Workforce Development Initiative. As part of Thunder Valley’s Workforce Program, Marie oversees a cohort of 16 individuals for a 10-month period. During this time, they learn construction, solar, and agricultural skills, and have an opportunity to participate in building energy efficient homes and installing PV systems on the reservation. She also is passionate about addressing emotion and social wellbeing of the participants, and addressing the cycle of historical trauma. In her free time, she participates in dramatic arts, poetry, fishing, and spending quality time with her family.

It doesn’t take an advanced degree to get a well-paid, high-growth solar job. With our vision of a world powered by renewable energy in mind, we’re proud to support individuals at every phase of life transition into a clean energy career that inspires them and builds the foundation for a clean energy transition for all of us.

WHERE WE WORK  Since 1991, SEI has trained 70,000 alumni, from 145 countries, by more than 50 instructors, with 745 years combined solar industry experience, and delivered educational resources to over 110,000 people; for a world powered by renewable energy!

31,000 megawatts of solar PV installed, designed or maintained by SEI alumni

- Alumni

Expenditures

Total Expenses: $3,107,514
- Payroll: 38.7%,
- Instructors: 12%,
- Professional Fees: 15%,
- Training/Curriculum: 9%,
- Business: 8.8%,
- Cost of Sales: 2%,
- Occupancy: 1.6%,
- Mail & Printing: 2%,
- Transport: 9%,
- Vehicle: >.25%,
- Insurance: 1.6%

Revenue

Total Income: $3,085,307
- Tuition: 58.9%,
- Contract Licensing: 18.9%,
- Government Grants: 11.2%,
- Merchandise: 4.7%,
- Other Grants: 1.9%,
- Membership/Donation: 2%,
- Other Income: 1.9%