

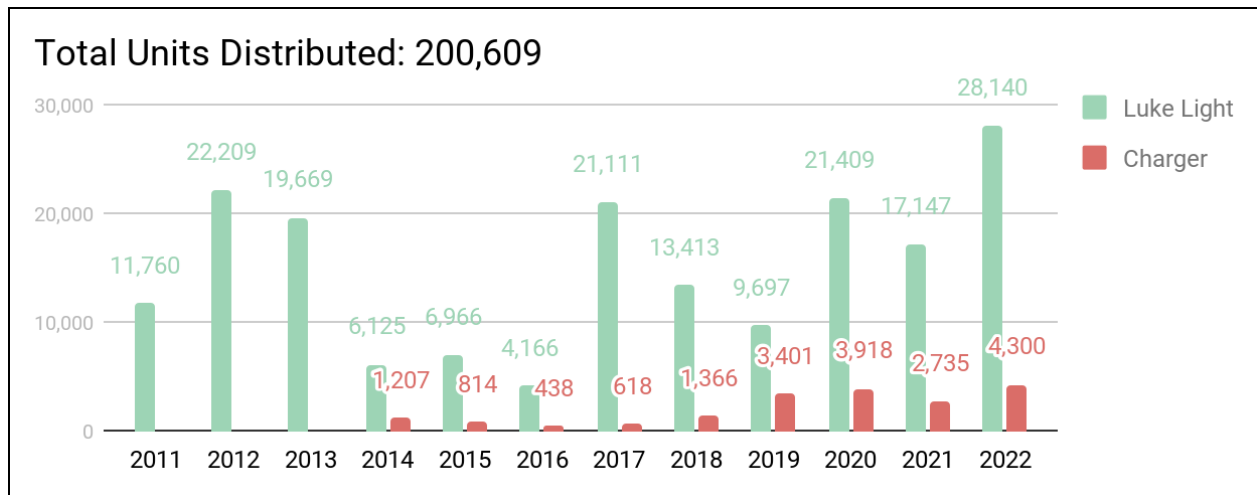


2022 Year End Summary

Lights Distributed

Unite to Light distributed 28,140 Luke Lights and 4,300 Solar Chargers in 2022. This totals 32,440 units for the year. This is our highest light distribution to date.

By the end of 2022, UTL's total lights distributed over the life of the organization has grown to 200,609 lights and 80 countries. This does not count the lights paid for through projects or BOGO but not yet distributed. The two countries added were Ukraine and the Central African Republic.



Unite to Light the Night

We hosted a three-day art festival and fundraiser around the theme of light October 6-8, 2022. We had over 40 pieces of art and welcomed more than 400 guests over the three nights. Between sponsorships, tickets, art sales and donations we raised \$103,500. Importantly, we met a lot of new friends and significantly increased our presence in the community. You can read the [UTLTN 2022 Wrap Up](#) report here. We have plans to hold this event again in 2023.

Carbon Offsets: We received a grant from the University of California to implement a 300,000 light subsidy program over the next three years. We are partnering with Solar Sister in Tanzania for distribution, d.light for the light manufacturing, and the UC for subsidy funding. In 2022 we created our draft project documents and held required Stakeholder consultations. We have

requested a Design Review with Gold Standard and are waiting for our meeting with them. Once the design is verified, we can access the subsidies through the UC and implement the project. We aim to have this started in Q1 2023.

We received a grant from the Ghanta Family Foundation to rewrite the carbon offset methodology for solar lights to include Black Carbon, a short-term climate pollutant. Currently only CO2 and Methane are accounted for. We hired a research engineer to help with this project and are working with both Gold Standard and Verra registries (voluntary markets), as well as exploring the regulatory market requirements.

Both of these grants are represented in the Restricted Donations category in the income comparison graph below.

Gift of Light Partner Program

We continued to host the Gift of Light Partner Program. We only had one round of applications in 2022 because we had less funding and much of our BOGO went to Ukraine. We selected eight organizations to partner with and shipped approximately 1000 Luke Lights and 50 Chargers.

Key Focus Areas

Education: We made donations to Girl Up Uganda and Arlington Academy in Uganda through the Gift of Light program. International Childcare Ministries continued to be a strong partner and ordered lights three times this year. Another partner took 950 Luke Lights to Ghana.

Global Health: We partnered with the UNFPA again, this time to send 2,000 Luke Lights to the Central African Republic. They will be delivered to midwives, community healthcare workers, and women and girls seeking services through UNFPA.

We continued to partner with Community Health Partners Honduras and Ailin finished conducting interviews of our 200 Luke Light recipients. We are working on translating and cataloging those interviews now.

Local Health/Homelessness: While COVID-19 has become less of an issue, homelessness has not. We continue to partner with organizations across the country to support our neighbors experiencing homelessness. Locally we sent Chargers to the Rescue Mission and Transition House through the support of three companies: Amazon, Carpe Data and Viva Hire.

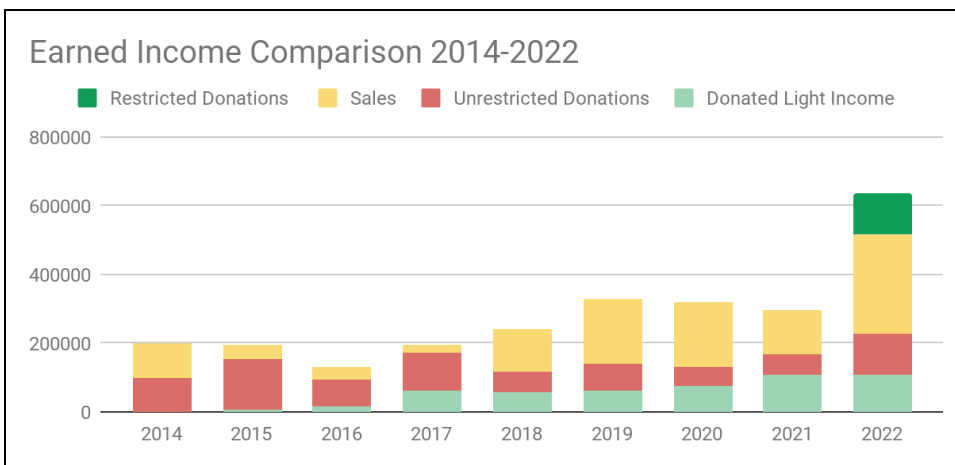
Disaster Response: Russia's war in Ukraine became our biggest focus for the year as we shipped 4,150 Lights/Chargers. We found new partners: NuDay, New Use Energy and Smart Aid Ukraine. We also distributed with Direct Relief. This war also contributed to Direct Relief's order of additional Luke Lights (see Sales below).

Additionally, we responded to hurricanes in Florida and Puerto Rico in partnership with Direct Relief.

For the third year, we received a grant from the California Fire Foundation to provide Solar Chargers to people in high risk, low income areas so they can be prepared for power outages and wildfires. This year we partnered with Backcountry Communities Thriving in San Diego county for distribution.

Sales

Donated Light Income: When people donate funds to support lights for specific projects, it is characterized as Donated Light Income. Funds are restricted to supporting lights. Approximately \$109,640 was raised in Donated Light Income (see graph below).



Direct Sales: In addition to raising funds for our own projects, Unite to Light sells lights to other organizations to further their missions and sells to consumers on a Buy One, Give One (BOGO) basis. This year, Direct Relief bought 20,000 customized Luke Lights for their humanitarian aid satchels. This was our biggest sale ever. BOGO Sales comprised just over \$63,500 or just under 22% of total sales. The majority of these sales came through corporate gifting partners: companies that compile gifts for corporations, events, etc. Of that, \$16,500 came through our website for individual BOGO orders.

Marketing and Outreach

2022 was our second year working with The Purpose Collective. We were able to increase our audience across all social media platforms by 9%. While engagement was up, traffic to our website was down from both social media and our Google Ad Grant. Due to price increases and a desire to bring expertise in-house, we will be discontinuing our work with both Purpose Collective and Cause Inspired Media in 2023. Olivia, our new Program & Outreach Manager will be taking over Social Media and Google Analytics in 2023.

Financial Snapshot

By all accounts, we had our best financial year as well; income was up by 74%. Sales were up 88% from 2021. This was a result of the purchases from Direct Relief (related to Ukraine) and from our corporate gifting partners. Unrestricted donations were up 90%, mostly from the Unite to Light the Night event. Both of the Restricted Donations were from new grants. Donated Light income remained relatively stable.

Expenses were also up by 67%, as expected. For payroll, in addition to Megan, we had one part time (20 hrs/week) employee and two hourly employees for the Carbon Offset and Black Carbon programs. We also spent on fundraising and consultants for the Unite to Light the Night event. Otherwise, costs were in line with previous years.

We ended the year with a net income of \$115,610.

Income	Sales & Shipping	\$263,907
	Donated Light Income	\$109,641
	Unrestricted Donations	\$116,610
	Restricted Donations	\$122,000
	Total Income	\$612,158
Expenses	Purchase of Lights	\$253,993
	Shipping, Freight & Delivery	\$45,000
	Total Cost of Goods Sold	\$298,993
	Office Expenses	\$4,980
	Fundraising & Advertising	\$23,225
	Payroll Expenses	\$113,225
	Taxes, Insurance, Commissions & Fees	\$7,647
	Consultants & Contractors	\$48,478
	Total Operating Expenses & COGS	\$496,548
Net Profit/Loss		\$115,610