

GRID ALTERNATIVES

CONSOLIDATED FINANCIAL STATEMENTS

DECEMBER 31, 2013

GRID ALTERNATIVES

CONSOLIDATED FINANCIAL STATEMENTS WITH ADDITIONAL INFORMATION

DECEMBER 31, 2013 AND 2012

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INDEPENDENT AUDITORS' REPORT

To the Board of Directors of
GRID Alternatives

Report on the Consolidated Financial Statements

We have audited the accompanying consolidated financial statements of GRID Alternatives (the Organization), which comprise the consolidated statements of financial position as of December 31, 2013 and 2012; the related consolidated statements of activities, cash flows and functional expenses for the years then ended; and the related notes to the consolidated financial statements.

Management's Responsibility for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in the United States of America, which includes the design, implementation and maintenance of internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

Auditors' Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform an audit to obtain reasonable assurance about whether the consolidated financial statements are free of material misstatement.

An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditors consider internal control relevant to the Organization's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Organization's internal control. Accordingly, we

To the Board of Directors of
GRID Alternatives
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express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of the Organization as of December 31, 2013 and 2012, and the changes in its net assets and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

Aindquist LLP

June 20, 2014

GRID ALTERNATIVES

CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

December 31, 2013 and 2012

	<u>2013</u>	<u>2012</u>
Assets		
Current assets		
Cash and cash equivalents	\$ 7,028,030	\$ 4,182,176
Grants and contracts receivable	1,121,068	2,890,606
Construction-in-process	3,179,659	959,219
Prepaid expenses	190,245	376,186
Total current assets	11,519,002	8,408,187
Grants and contracts receivable	-	1,050,000
Property and equipment, net of accumulated depreciation	124,724	117,740
Deposits	32,294	22,119
Total assets	\$ 11,676,020	\$ 9,598,046
Liabilities and Net Assets		
Current liabilities		
Accounts payable and other accrued expenses	\$ 2,710,690	\$ 1,312,076
Deferred revenue	393,753	1,055,979
Accrued payroll liabilities	276,380	257,689
Total current liabilities	3,380,823	2,625,744
Net assets		
Unrestricted - undesignated	6,362,556	4,649,222
Unrestricted - Board-designated reserve	750,000	500,000
Temporarily restricted	1,182,641	1,823,080
Total net assets	8,295,197	6,972,302
Total liabilities and net assets	\$ 11,676,020	\$ 9,598,046

See accompanying notes to consolidated financial statements.

GRID ALTERNATIVES

CONSOLIDATED STATEMENTS OF ACTIVITIES

YEARS ENDED DECEMBER 31, 2013 AND 2012

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>2013</u>	<u>2012 Comparative Only</u>
REVENUE AND SUPPORT				
Grants				
Government	\$ -	\$ 396,594	\$ 396,594	\$ 203,937
Foundation	288,925	375,000	663,925	2,609,613
Corporation	879,548	-	879,548	368,378
Donations - individual and events	188,469	-	188,469	145,606
Service contracts	19,726,752	-	19,726,752	29,274,471
Interest income	835	-	835	874
In-kind revenue	1,510,643	-	1,510,643	1,941,283
Net assets released from restrictions	1,412,033	(1,412,033)	-	-
Total revenue and support	<u>24,007,205</u>	<u>(640,439)</u>	<u>23,366,766</u>	<u>34,544,162</u>
EXPENSES				
Program services	19,191,841	-	19,191,841	28,073,861
General and administrative	1,569,094	-	1,569,094	1,380,226
Fundraising	1,282,936	-	1,282,936	1,072,861
Total expenses	<u>22,043,871</u>	<u>-</u>	<u>22,043,871</u>	<u>30,526,948</u>
CHANGE IN NET ASSETS	1,963,334	(640,439)	1,322,895	4,017,214
NET ASSETS				
Beginning of year	5,149,222	1,823,080	6,972,302	2,955,088
End of year	<u>\$ 7,112,556</u>	<u>\$ 1,182,641</u>	<u>\$ 8,295,197</u>	<u>\$ 6,972,302</u>

See accompanying notes to consolidated financial statements.

GRID ALTERNATIVES

CONSOLIDATED STATEMENTS OF FUNCTIONAL EXPENSES

YEARS ENDED DECEMBER 31, 2013 AND 2012

	<u>Program</u>	General and Administrative <u>Expenses</u>	<u>Fundraising</u>	<u>2013</u>	<u>2012</u>
Salaries and wages	\$ 3,832,852	\$ 846,209	\$ 779,772	\$ 5,458,833	\$ 4,634,606
Payroll taxes and fringe benefits	1,047,286	196,014	194,337	1,437,637	1,241,375
Travel and conferences	471,758	92,957	55,701	620,416	478,043
Supplies	43,040	2,642	4,218	49,900	46,354
Printing	46,495	4,889	16,578	67,962	47,521
Bank charges	4,520	19,985	10	24,515	28,346
Program material supplies and permits	4,461,784	5,361	2,148	4,469,293	5,620,893
Program consultants	6,896,804	663	597	6,898,064	14,928,787
Insurance	94,577	7,439	3,933	105,949	162,723
Telecommunication	106,438	15,649	14,394	136,481	105,615
Staff development	56,948	12,887	6,803	76,638	51,633
Facilities	226,123	24,430	36,109	286,662	303,614
Professional fees	279,266	120,791	130,834	530,891	443,629
Postage	12,956	4,161	2,162	19,279	20,549
Office expenses	56,086	17,417	12,593	86,096	88,184
Depreciation	35,890	3,725	2,718	42,333	34,319
Miscellaneous taxes and fees	150,074	2,086	29	152,189	315,801
Interest	-	-	-	-	23,585
Lobbying	40,090	10,000	-	50,090	10,088
External contributions	-	-	20,000	20,000	-
In-kind expenditures	1,328,854	181,789	-	1,510,643	1,941,283
	<u>\$ 19,191,841</u>	<u>\$ 1,569,094</u>	<u>\$ 1,282,936</u>	<u>\$ 22,043,871</u>	<u>\$ 30,526,948</u>

See accompanying notes to consolidated financial statements.

GRID ALTERNATIVES

CONSOLIDATED STATEMENTS OF CASH FLOWS

YEARS ENDED DECEMBER 31, 2013 AND 2012

	<u>2013</u>	<u>2012</u>
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in net assets	\$ 1,322,895	\$ 4,017,214
Adjustments to reconcile change in net assets to net cash provided by (used in) operating activities		
Depreciation	42,333	34,320
Changes in assets and liabilities		
Deposits	(10,175)	6,496
Current grants and contracts receivable	1,769,538	(543,621)
Long-term grants and contract receivable	1,050,000	(1,050,000)
Construction-in-process	(2,220,440)	2,119,749
Prepaid expenses	185,941	(284,538)
Accounts payable and accrued expenses	1,398,614	(1,571,088)
Accrued payroll liabilities	18,691	66,470
Deferred revenue	(662,226)	25,728
Net cash provided by operating activities	<u>2,895,171</u>	<u>2,820,730</u>
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchase of equipment	<u>(49,317)</u>	<u>(53,317)</u>
Net cash used in investing activities	<u>(49,317)</u>	<u>(53,317)</u>
NET CHANGE IN CASH AND CASH EQUIVALENTS	2,845,854	2,767,413
CASH AND CASH EQUIVALENTS		
Beginning of year	<u>4,182,176</u>	<u>1,414,763</u>
End of year	<u>\$ 7,028,030</u>	<u>\$ 4,182,176</u>
SUPPLEMENTAL INFORMATION		
Interest paid	<u>\$ -</u>	<u>\$ 23,585</u>
Income taxes paid	<u>\$ -</u>	<u>\$ -</u>

See accompanying notes to consolidated financial statements.

GRID ALTERNATIVES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

DECEMBER 31, 2013 AND 2012

NOTE 1. ORGANIZATION AND TAX STATUS

GRID Alternatives (the Organization) is a non-profit, tax-exempt service organization that provides alternative renewable energy for low-income residents through consultation and installation of mechanisms to provide a continuous source of renewable energy. The Organization is exempt from federal and state income tax liability under Section 501(c)(3) of the Internal Revenue Code and Section 23701d of the California Revenue and Taxation Code, respectively.

The Organization is affiliated with GRID Alternatives Colorado, Inc., and GRID Alternatives Greater Los Angeles, Inc. GRID Alternatives Colorado, Inc., installs solar electric systems for low-income families throughout the state, providing families with needed savings and training Colorado workers for jobs in the growing solar industry. GRID Alternatives Greater Los Angeles, Inc., helps low-income families save money and provides community volunteers and job seekers with hands-on experience installing solar electric systems in local neighborhoods. The financial activity of these organizations is included in the accompanying consolidated financial statements of the Organization.

Accounting principles generally accepted in the United States of America require management to evaluate the tax positions taken by the Organization and to recognize a tax liability if the Organization has taken an uncertain position that more likely than not would not be sustained upon examination by the Internal Revenue Service. Management has analyzed the tax positions taken by the Organization and has concluded that, as of December 31, 2013, there are no uncertain positions taken, or expected to be taken, that would require recognition of a liability or disclosure in the consolidated financial statements. The Organization is subject to routine audits by the taxing jurisdictions; however, there are currently no audits for any tax periods in progress. The Organization believes it is no longer subject to income tax examinations for the fiscal years prior to 2010.

NOTE 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Method of Accounting - The Organization's consolidated financial statements are prepared under the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America.

NOTE 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONT'D)

Basis of Presentation - The consolidated financial statements include the Organization and its affiliates, GRID Alternatives Colorado, Inc., and GRID Alternatives Greater Los Angeles, Inc. As part of the consolidated financial statements, all intercompany transactions have been eliminated.

Classification of Assets - The consolidated financial statements are prepared in the format prescribed by Accounting Standards Codification (ASC) 958, *Financial Statements for Not-for-Profit Organizations*, as applicable. In accordance with ASC 958, net assets are classified as unrestricted, temporarily restricted or permanently restricted. Net assets are generally reported as unrestricted unless they are assets received from donors with explicit stipulations that limit the use of the assets for the reporting period. Restricted net assets are reclassified to unrestricted net assets upon satisfaction of time or purpose restrictions. There were no permanently restricted net assets as of December 31, 2013 and 2012.

Prior-Year Summarized Information - The consolidated financial statements include certain prior-year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with generally accepted accounting principles. Accordingly, such information should be read in conjunction with the Organization's consolidated financial statements for the year ended December 31, 2012, from which the summarized information was derived.

Revenue Recognition and Expenses - The Organization reports grants and contributions as restricted if they are received with donor stipulations that limit the use of the donated assets. When a donor-imposed restriction expires (that is, when the time restriction ends or the purpose is accomplished), temporarily restricted net assets are reclassified to unrestricted net assets and are reported in the statements of activities as net assets released from restrictions. When restrictions on contributions are satisfied in the same period as the receipt of the contribution, the Organization reports as unrestricted both the contribution revenue and the related expenses.

Deferred Revenue - The Organization records deferred revenue in connection with advance(s) provided by a funding source's contractual disbursement agreement. Payments are recognized once revenue has been earned. Advances at December 31, 2013 and 2012, are the administrative portion of the Single-Family Affordable Homes Program (SASH).

Functional Allocation of Expenses - The costs of providing the various programs and activities have been summarized on a functional basis in the consolidated statements of activities. Accordingly, certain costs have been allocated among the programs and supporting services.

Cash and Cash Equivalents - Bank deposits and certificates of deposit are classified as cash and cash equivalents.

NOTE 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONT'D)

Construction-in-Process - Subcontractor fees and equipment purchases are captured in the construction-in-process account when purchased and are removed and recognized as an expense when a project meets sufficient criteria to be invoiced for the underlying revenue related to the respective project. The balance is composed of subcontractor fees and solar panels for projects that have yet to be completed.

Fair Value - Substantially all of the assets, except furniture and equipment, and all of the liabilities of the Organization approximate fair value.

Property, Equipment and Depreciation - Property and equipment is reported at cost or donated value at the time it is received and is depreciated under the straight-line method over an estimated useful life of five years. The Organization's policy is to capitalize purchases over \$500.

Estimates - The preparation of consolidated financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures in the consolidated financial statements. Actual results may differ from those estimates.

NOTE 3. GRANTS AND CONTRACTS RECEIVABLE

Generally accepted accounting principles require the recognition of unconditional promises to give in the period of the award, even if the donor has restricted the use and the restriction will not be met until a future reporting period. Grants receivable at December 31, 2013, consist of grants, contracts and unconditional promises to give, which management believes are fully collectible. Three funders represent 86% of the total receivable (58%, 19% and 9%) at December 31, 2013. Three funders represented 91% of the total receivables at December 31, 2012. The solvency of the funders is not of concern to management at this time.

The Organization received a grant for \$2,050,000 in 2012 for the purposes of organizational expansion efforts. The grant was to be paid over a five-year period in annual installment payments. As of December 31, 2012, the Organization was owed \$1,550,000 from this grant. During 2013, the funder paid the full balance of the grant and no additional funds are owed as of December 31, 2013.

NOTE 4. CASH AND CASH EQUIVALENTS

The Organization places its cash and cash equivalents with financial institutions deemed to be creditworthy. The balances are insured by the Federal Deposit Insurance Corporation (FDIC) up to \$250,000. Deposits may at times exceed the insured deposit limits.

NOTE 4. CASH AND CASH EQUIVALENTS (CONT'D)

Cash and cash equivalents consist of the following:

	<u>Years Ended December 31,</u>	
	<u>2013</u>	<u>2012</u>
Cash	\$ 6,841,973	\$ 3,996,230
Certificates of deposit	<u>186,057</u>	<u>185,946</u>
Total	<u>\$ 7,028,030</u>	<u>\$ 4,182,176</u>

NOTE 5. PROPERTY AND EQUIPMENT

The following is a summary of property and equipment at December 31, 2013 and 2012:

	<u>2013</u>	<u>2012</u>
Property and equipment	\$ 257,427	\$ 208,110
Less: accumulated depreciation	<u>(132,703)</u>	<u>(90,370)</u>
Total	<u>\$ 124,724</u>	<u>\$ 117,740</u>

Total depreciation expense for the years ended December 31, 2013 and 2012, was \$42,333 and \$34,319, respectively.

NOTE 6. TEMPORARILY RESTRICTED NET ASSETS

Temporarily restricted net assets are as follows:

	<u>December 31,</u>	
	<u>2013</u>	<u>2012</u>
Oak Hill Foundation	\$ 37,641	\$ -
Wells Fargo Foundation	1,050,000	1,712,151
Weingart Foundation	-	50,000
One PacificCoast Bank	-	30,000
Gimbel Foundation Fund	-	23,429
San Francisco Foundation	-	7,500
Alcoa Foundation	25,000	-
All Points North Foundation	60,000	-
The Denver Foundation	<u>10,000</u>	<u>-</u>
Total	<u>\$ 1,182,641</u>	<u>\$ 1,823,080</u>

NOTE 7. LINE OF CREDIT

The Organization has an established maximum and available \$3,500,000 line of credit with its bank. The line of credit bears interest at the U.S. Prime Index Rate plus 1.25%. The interest rate at December 31, 2013 and 2012, was 4.5%. The Organization did not have an outstanding balance on the line of credit as of December 31, 2013 and 2012. The line of credit is secured by solar rebates from the California Public Utilities Commission. The line of credit renews annually in September. The Organization was in compliance with all debt covenants as of December 31, 2013. The Organization did not utilize the line of credit during 2013. Interest expense under the line of credit for the year ended December 31, 2012, was \$7,438.

NOTE 8. OBLIGATIONS UNDER OPERATING LEASES

The Organization leases various office spaces. The total rental expense for the years ending December 31, 2013 and 2012, was \$223,253 and \$194,931, respectively. The following schedule reflects future minimum commitments associated with the leases.

<u>Years Ended</u> <u>December 31,</u>	<u>Amount</u>
2014	\$ 218,074
2015	158,963
2016	58,539
2017	41,961
2018	43,220
Thereafter	<u>7,203</u>
Total	<u>\$ 527,960</u>

NOTE 9. IN-KIND REVENUE AND IN-KIND EXPENDITURES

Donated materials, services performed or expenditures paid by donors are recorded as in-kind revenues and are expensed as in-kind expenditures in off-set value in the year in which they occur. For the years ended December 31, 2013 and 2012, the in-kind revenue and in-kind expenditures are as follows:

	<u>Years Ended December 31,</u>	
	<u>2013</u>	<u>2012</u>
Construction materials	\$ 1,191,354	\$ 1,293,086
Legal services	181,789	441,911
Other professional services	-	18,411
Volunteer services	<u>137,500</u>	<u>187,875</u>
Total	<u>\$ 1,510,643</u>	<u>\$ 1,941,283</u>

NOTE 10. CONTINGENCY

Grant awards require the fulfillment of certain conditions as set forth in the instruments of grant. Failure to fulfill the conditions could result in the return of the funds to the grantors. The Organization deems this contingency remote because, by accepting the grants and their terms, it has accommodated the objectives of the Organization to the provisions of the grants. The Organization's management is of the opinion that the Organization has complied with the terms of all grants.

NOTE 11. RETIREMENT PLAN

The Organization offers a 403(b) retirement plan to all of its employees. The Organization did not match employee contributions during the years ended December 31, 2013 and 2012.

NOTE 12. RELATED PARTIES

The Organization engaged in transactions with the employers of two members of the Organization's Board of Directors. The Organization received in-kind legal services with a value of \$93,781 and \$418,850 from the employer of the President of the Board of Directors for the years ended December 31, 2013 and 2012, respectively. The Organization installed solar electric systems on homes being constructed by Habitat for Humanity East Bay/Silicon Valley, the employer of the Board member. The Organization was owed approximately \$77,000 as of December 31, 2012, for these services.

NOTE 13. SUBSEQUENT EVENTS

Subsequent events were evaluated through the date on which the consolidated financial statements were available to be issued. This date is approximately the same as the independent auditors' report date.

ADDITIONAL INFORMATION

INDEPENDENT AUDITORS' REPORT ON ADDITIONAL INFORMATION

To the Board of Directors of
GRID Alternatives

We have audited the consolidated financial statements of GRID Alternatives and its Affiliates (collectively, the Organization) for the years ended December 31, 2013 and 2012, and have issued our report thereon dated June 20, 2014, which contained an unmodified opinion on those consolidated financial statements. Our audits were conducted for the purpose of forming an opinion on the consolidated financial statements taken as a whole. The accompanying supplementary information, which appears on pages 14 through 16, is presented for the purpose of additional analysis and is not a required part of the consolidated financial statements. Such information is the responsibility of management and was derived from, and relates directly to, the underlying accounting and other records used to prepare the consolidated financial statements. The information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated, in all material respects, in relation to the consolidated financial statements taken as a whole.

Lindquist LLP

June 20, 2014

GRID ALTERNATIVES
CONSOLIDATING SCHEDULE OF FINANCIAL POSITION
DECEMBER 31, 2013

	<u>GRID Alternatives</u>	<u>GRID Alternatives Colorado, Inc.</u>	<u>GRID Alternatives Greater Los Angeles, Inc.</u>	<u>Total</u>	<u>Eliminating Entries</u>	<u>Consolidated Totals</u>
Assets						
Current assets						
Cash and cash equivalents	\$ 5,958,415	\$ 253,902	\$ 815,713	\$ 7,028,030	\$ -	\$ 7,028,030
Grants and contracts receivable	1,104,997	10,000	14,607	1,129,604	(8,536)	1,121,068
Intercompany receivable	938,760	1,012	95,037	1,034,809	(1,034,809)	-
Construction-in-process	2,115,447	65,142	999,070	3,179,659	-	3,179,659
Prepaid expenses	172,669	5,546	12,030	190,245	-	190,245
Total current assets	<u>10,290,288</u>	<u>335,602</u>	<u>1,936,457</u>	<u>12,562,347</u>	<u>(1,043,345)</u>	<u>11,519,002</u>
Property and equipment, net of accumulated depreciation	101,832	6,040	16,852	124,724	-	124,724
Deposits	26,156	2,000	4,138	32,294	-	32,294
Total assets	<u>\$ 10,418,276</u>	<u>\$ 343,642</u>	<u>\$ 1,957,447</u>	<u>\$ 12,719,365</u>	<u>\$ (1,043,345)</u>	<u>\$ 11,676,020</u>
Liabilities and Net Assets						
Current liabilities						
Accounts payable and other accrued expenses	\$ 1,825,333	\$ -	\$ 893,893	\$ 2,719,226	\$ (8,536)	\$ 2,710,690
Deferred revenue	393,753	-	-	393,753	-	393,753
Accrued payroll liabilities	229,174	13,410	33,796	276,380	-	276,380
Intercompany payable	95,157	537,454	402,198	1,034,809	(1,034,809)	-
Total current liabilities	<u>2,543,417</u>	<u>550,864</u>	<u>1,329,887</u>	<u>4,424,168</u>	<u>(1,043,345)</u>	<u>3,380,823</u>
Net assets						
Unrestricted - undesignated	6,012,218	(277,222)	627,560	6,362,556	-	6,362,556
Unrestricted - Board-designated reserve	750,000	-	-	750,000	-	750,000
Temporarily restricted	1,112,641	70,000	-	1,182,641	-	1,182,641
Total net assets	<u>7,874,859</u>	<u>(207,222)</u>	<u>627,560</u>	<u>8,295,197</u>	<u>-</u>	<u>8,295,197</u>
Total liabilities and net assets	<u>\$ 10,418,276</u>	<u>\$ 343,642</u>	<u>\$ 1,957,447</u>	<u>\$ 12,719,365</u>	<u>\$ (1,043,345)</u>	<u>\$ 11,676,020</u>

GRID Alternatives Colorado, Inc., and GRID Alternatives Greater Los Angeles, Inc., became affiliates in 2013. There is no consolidating schedule for 2012.

GRID ALTERNATIVES
CONSOLIDATING SCHEDULE OF ACTIVITIES
YEAR ENDED DECEMBER 31, 2013

	GRID Alternatives		GRID Alternatives Colorado, Inc.		GRID Alternatives Greater Los Angeles, Inc.		Total	Eliminating Entries	Consolidated Total
	Unrestricted	Temporarily Restricted	Unrestricted	Temporarily Restricted	Unrestricted	Temporarily Restricted			
Revenue and support									
Grants									
Government	\$ -	\$ 396,594	\$ -	\$ -	\$ -	\$ -	\$ 396,594	\$ -	\$ 396,594
Foundation	263,075	260,000	15,000	90,000	10,850	25,000	663,925	-	663,925
Corporation	753,176	-	226,076	-	316,592	-	1,295,844	(416,296)	879,548
Donations - individual and events	169,776	-	650	-	18,043	-	188,469	-	188,469
Service contracts	16,423,572	-	240,043	-	3,565,625	-	20,229,240	(502,488)	19,726,752
Interest income	9,371	-	-	-	-	-	9,371	(8,536)	835
In-kind revenue	1,266,782	-	63,556	-	180,305	-	1,510,643	-	1,510,643
Net assets released from restrictions	1,367,033	(1,367,033)	20,000	(20,000)	25,000	(25,000)	-	-	-
Total revenue and support	<u>20,252,785</u>	<u>(710,439)</u>	<u>565,325</u>	<u>70,000</u>	<u>4,116,415</u>	<u>-</u>	<u>24,294,086</u>	<u>(927,320)</u>	<u>23,366,766</u>
Expenses									
Program services	16,198,679	-	656,740	-	3,250,706	-	20,106,125	(914,284)	19,191,841
General and administrative	1,284,929	-	123,369	-	173,832	-	1,582,130	(13,036)	1,569,094
Fundraising	1,156,181	-	62,438	-	64,317	-	1,282,936	-	1,282,936
Total expenses	<u>18,639,789</u>	<u>-</u>	<u>842,547</u>	<u>-</u>	<u>3,488,855</u>	<u>-</u>	<u>22,971,191</u>	<u>(927,320)</u>	<u>22,043,871</u>
Change in net assets	1,612,996	(710,439)	(277,222)	70,000	627,560	-	1,322,895	-	1,322,895
Net assets									
Beginning of year	<u>5,149,222</u>	<u>1,823,080</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>6,972,302</u>	<u>-</u>	<u>6,972,302</u>
End of year	<u>\$ 6,762,218</u>	<u>\$ 1,112,641</u>	<u>\$ (277,222)</u>	<u>\$ 70,000</u>	<u>\$ 627,560</u>	<u>\$ -</u>	<u>\$ 8,295,197</u>	<u>\$ -</u>	<u>\$ 8,295,197</u>

GRID Alternatives Colorado, Inc., and GRID Alternatives Greater Los Angeles, Inc., became affiliates in 2013. There is no consolidating schedule for 2012.

GRID ALTERNATIVES
 CALIFORNIA PUBLIC UTILITIES COMMISSION - SINGLE-FAMILY AFFORDABLE SOLAR HOMES PROGRAM
 SASH EXPENDITURES, ADVANCES AND INCENTIVES
 YEAR ENDED DECEMBER 31, 2013

BUDGET		FISCAL YEAR ENDED DECEMBER 31, 2013					FISCAL YEAR ENDED DECEMBER 31, 2012					TOTAL CONTRACT PERIOD TO DECEMBER 31, 2013	
CONTRACT PERIOD: 12/12/08-12/31/15		Q1	Q2	Q3	Q4	TOTAL	Q1	Q2	Q3	Q4	TOTAL	TOTAL EXPENDED CONTRACT FROM 12/08 to 12/31/13	UNEXPENDED ADMINISTRATIVE EXPENSE AS OF DECEMBER 31, 2013
ADMINISTRATION		ADMINISTRATION EXPENSE					ADMINISTRATION EXPENSE					TOTAL CONTRACT PERIOD TO DECEMBER 31, 2013	
TASK 1		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 14,478	\$ -
TASK 2		343,062	364,518	384,738	323,311	1,415,629	332,710	390,934	376,809	337,424	1,437,877	5,864,898	-
TASK 4		28,711	27,537	29,367	20,932	106,547	-	-	-	18,479	18,479	464,653	-
TOTAL T1, T2, T4 Budget	\$ 10,830,000	371,773	392,055	414,105	344,243	1,522,176	332,710	390,934	376,809	355,903	1,456,356	6,344,030	4,485,970
TASK 3 (M&O)	4,330,000	216,888	228,438	200,288	181,751	827,365	246,393	226,992	211,959	197,192	882,537	3,055,264	1,274,736
TOTAL	\$ 15,160,000	\$ 588,662	\$ 620,493	\$ 614,392	\$ 525,994	\$ 2,349,541	\$ 579,103	\$ 617,926	\$ 588,768	\$ 553,096	\$ 2,338,893	\$ 9,399,293	\$ 5,760,707
ADMINISTRATION ADVANCE RECEIVED		ADMINISTRATION ADVANCE RECEIVED					ADMINISTRATION ADVANCE RECEIVED					TOTAL ADVANCE RECEIVED FROM 12/08 -12/31/13	
		\$ -	\$ 607,842	\$ 417,070	\$ 662,403	\$ 1,687,315	\$ 525,517	\$ 488,837	\$ 564,990	\$ 785,277	\$ 2,364,621	\$ 9,793,046	
EARNED & UNEARNED PORTION OF ADVANCE		EARNED & UNEARNED PORTION OF ADVANCE					EARNED & UNEARNED PORTION OF ADVANCE					TOTAL UNEARNED INCOME AS OF DECEMBER 31, 2013	
		\$ 588,662	\$ 12,651	\$ 197,322	\$ (136,409)	\$ 662,226	\$ 63,145	\$ 131,656	\$ 49,401	\$ (259,283)	\$ (25,728)	\$ (393,573)	
BUDGET		INCENTIVES INVOICED					INCENTIVES INVOICED					TOTAL INCENTIVES INVOICED	UNEXPENDED INCENTIVES AS OF DECEMBER 31, 2013
CONTRACT PERIOD: 12/12/08-12/31/15		\$ 1,505,212	\$ 1,554,286	\$ 1,354,726	\$ 1,403,342	\$ 5,817,565	\$ 3,240,820	\$ 2,590,970	\$ 4,317,109	\$ 4,318,613	\$ 14,467,511	\$ 31,258,843	\$ 8,980,157
PG&E	\$ 40,239,000	845,340	779,402	1,015,547	428,948	3,069,237	465,604	621,294	492,485	585,446	2,164,830	7,877,045	1,642,955
SDG&E	9,520,000	2,441,216	2,292,665	1,532,130	1,860,012	8,126,024	2,546,433	2,418,632	2,418,309	2,994,166	10,377,540	25,601,186	16,728,814
SCE	42,330,000												
TOTAL	\$ 92,089,000	4,791,769	\$ 4,626,353	\$ 3,902,402	\$ 3,692,302	\$ 17,012,826	6,252,857	\$ 5,630,896	\$ 7,227,903	\$ 7,898,224	\$ 27,009,881	\$ 64,737,073	\$ 27,351,927
TOTAL BUDGET:		INCENTIVES PAID					INCENTIVES PAID						
	\$ 107,249,000	\$ 1,803,239	\$ 1,499,034	\$ 1,185,356	\$ 1,530,128	\$ 6,017,757	\$ 3,115,215	\$ 3,214,194	\$ 3,852,857	\$ 4,483,645	\$ 14,665,911		
		689,666	972,448	863,143	542,592	3,067,850	517,966	520,512	800,230	402,669	2,241,377		
		2,157,822	3,149,186	1,755,304	2,153,027	9,215,339	2,323,196	2,553,628	2,156,181	2,915,762	9,948,767		
		4,650,727	\$ 5,620,668	\$ 3,803,804	\$ 4,225,747	\$ 18,300,946	\$ 5,956,377	\$ 6,288,334	\$ 6,809,268	\$ 7,802,076	\$ 26,856,055		

Notes:
 Task 1 - Develop and execute comprehensive program implementation plan.
 Task 2 - Identify, establish relationships and generate partnership with stakeholders.
 Task 3 - Create and execute a targeted marketing and outreach campaign.
 Task 4 - Develop and regularly update a system for program monitoring and evaluation.

COMMENTS:
 1) \$42,420 was invoiced and payments were directly issued to Coachella Valley.