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Letter from Executive Director & Board Chair

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Green Energy Training Services

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Our Supporters
Dear Friends of Rising Sun,

This year’s annual report theme is “Brick By Brick”. Over the past 10 years Rising Sun has continually grown Brick By Brick, both in geographic scope and depth of services. Our growth has been thoughtful and strategic, enabling us to maintain the high quality of programs and services that we are so proud of. Each Brick signifies an aspect of our work in building a cleaner, greener, and more prosperous future for the youth and adults we train and employ and for the communities we serve.

Each Brick represents an opportunity for someone who needs a chance to excel.
Each Brick represents a reduction in green house gas emissions.
Each Brick represents a stakeholder, partner organization, or funder helping us build healthier communities.
Change takes time, it happens in steps and stages, it happens with forethought and effort, it happens Brick By Brick.

In 2015 we continued to build Brick By Brick by expanding our California Youth Energy Services (CYES) program into San Joaquin and Sonoma Counties, enabling us to serve over 1000 more households with the Green House Call and providing 55 additional people with meaningful summer jobs in the green economy.

Our Green Energy Training Services (GETS) program focused on building the foundation for our first all women pre-apprenticeship cohort. We worked together with key partners including unions and trades to design the cohort that we launched in 2016.

With an organizational focus on continuous improvement, we replaced old bricks with newer stronger and more colorful ones. These bricks allowed us to be more effective, increasing our impact. Moving forward we will continue to strengthen our foundation while building a vessel:

• That empowers people to become self-sufficient champions of their own future
• Breaks our dependence on fossil fuels and fosters a cleaner economy
• Tailors solutions to communities, while combatting global issues

At Rising Sun we understand there are no easy solutions to the complex challenges facing our participants and our communities. We rely on our strategic partnerships and an integrated approach to holistically address these challenges. This is one of the many reasons our work is so important and powerful. We are confident with your investment in our communities, workforce, young people, and planet, we will collectively work Brick By Brick to achieve our vision of a cleaner, greener and more prosperous world.

Sincerely,

Jodi Pincus
Executive Director

Patrick Brown
Board Chair
California Youth Energy Services (CYES) program, in operation since 2000, is a highly innovative youth employment and empowerment program, addressing climate change and providing valuable no-cost services to thousands of local residents each year. This is accomplished by training and employing local youth in 20 cities throughout the region and putting them to work providing our Green House Call service to local residents. The program serves all residents, regardless of income, renter, or owner status.

At each Green House Call, a team of two youth arrive for a pre-arranged appointment and check the home for efficiency, install energy and water-saving equipment, and provide personalized recommendations for further resource savings. The youth Energy Specialists install equipment as needed, such as energy-efficient light bulbs, high-efficiency faucet aerators for bath and kitchen, showerheads, and more – all at absolutely no cost to the resident.

“I Had an amazing time, and worked with great people. I improved my organizational and time management skills many times over and learned how to effectively communicate with others.”

CYES Energy Specialist
2015 CYES
Social Impacts & Demographics

- **White**: 25%
- **Latino**: 27%
- **Black**: 16%
- **Mixed**: 8%
- **Asian**: 16%
- **Other**: 8%

- **180** Youth Employed
- **5,704** Households Served
- **66%** Youth now planning on entering Green Industry
- **97%** Client Feedback Rating of Good or Excellent

"Great experience. The people who came were friendly, very knowledgeable, and quick with the installations.” - GHC Client
2015 CYES
Environmental Impacts

CYES installed 52,268 energy and water-saving measures. The resulting impacts are equivalent to achieving one of the following in greenhouse gas reductions:

**Energy:**

- 2,085 Passenger vehicles driven for one year
- 10,057 California Homes’ Electricity Use for One Year

**Water:**

- 43 Olympic-Sized Pools Filled Per Year

5,704 Household Served

South Stockton 256
Martinez 264
Antioch 261
Richmond 250
Walnut Creek 332
Stockton 256
Oakland 309
Lamorinda 260
Manteca 271
Hayward 289
Dublin 256
Fremont 334

Vacaville 324
Fairfield 273
Suisun 261
Vallejo 300
San Rafael 312
Novato 314
Santa Rosa 258
Tracy 260
Suisun 261

Fremont 334
Vallejo 300
San Rafael 312
Novato 314
Santa Rosa 258
Tracy 260
Suisun 261

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Santa Rosa 258
Tracy 260
Suisun 261
Kaylee Wiseman worked in the CYES program as an Energy Specialist at the Fremont site during the summer of 2015.

Kaylee heard about Rising Sun through a friend who worked here the summer before.

“It was my first job, so it very beneficial to me for work/professional development. Having the professional development series one day out of the week was especially helpful. I also learned a lot of practical skills and knowledge that are useful in everyday life. What was most important for me to learn and practice was communication skills.”

After the CYES program, Kaylee went on to attend the University of California – Irvine where she studies Criminology, Law, and Society.

Kaylee currently works as the Vice President of UCI’s Residential Housing Administration, which is an advocacy group for all undergraduate students living on campus. During her interview for the position, the supervisors were very interested to hear about her CYES experience:

“They were adding a sustainability theme to their core values, and I believe that having experience from Rising Sun played a major role in the decision to hire me.”

Kaylee’s career plan is to become a professor of Criminology.
Green Energy Training Services (GETS) provides high-quality training for the energy efficiency, construction, and solar industries. Through a curriculum continuously updated with employer input, GETS meets industry needs for a qualified, skilled, and effective labor force. The GETS Core pre-apprenticeship class prepares low-income adults for careers in the building trades and general construction through intensive hands-on and classroom training, case management, and job placement support. GETS Core graduates earn the Multi-Craft Core Curriculum (MC3) pre-apprenticeship certification, and receive support in entering union apprenticeship programs.

GETS also offers a two-week long solar photovoltaic installation course called GETS Solar, in partnership with GRID Alternatives, a non-profit solar installer. During GETS Solar, participants learn installation techniques on a practice roof and then get experience installing real solar panels on the home of a local low-income resident. Additionally, in 2015, the GETS program piloted an energy efficiency and solar industry sales and marketing course in order to offer access to additional green career opportunities.

“Joining GETS may be one of the best things that have happened in my life.” GETS Graduate
“CESC and Rising Sun have had a great partnership for many years, and CESC has hired many Rising Sun program graduates. We know each referral we get will be well trained and full of enthusiasm.”

Community Energy Services Corporation
Martin Bond, Executive Director
2015 GETS
Social Impacts

57
Low-income/under-employed adults trained

89%
Graduation Rate

$15.60
Average Hourly Starting Wage

76%
Graduates Placed into Employment
Unemployed, and unsure of her next step, Linda learned that the GETS program is a place where she could explore her passion of wood work and interest in joining the Carpenter’s Union.

Linda was given the opportunity to either wait until March 2016 to be a part of GETS’ first all women cohort, or join the next co-ed cohort starting in Sept. 2015. Wanting to complete the program sooner rather than later she chose the latter but was surprised when she showed up the first day and realized she was the only woman in the cohort.

The program was at first a struggle for Linda. “I felt super isolated. I felt like I had to prove myself ten times over, and I struggled finding my voice and a sense of belonging in such a male dominated cohort, in an already male dominated trade.”

All of that changed when Linda attended a Tradeswomen, Inc. celebration dinner and met lots of women who had succeeded in the trades. The difference from then on was the relationships she started building with her GETS classmates.

“As we found ourselves working closely in small groups to complete big projects... we grew tighter as a cohort, and I was subsequently able to find that voice and sense of belonging that I didn’t think I’d ever have during the beginning of program.”

Linda is now successfully working in the solar industry as a Solar PV installer for SunPower. “I’m forever grateful to my cohort and teachers, and hope that others who have even the slightest interest in construction or solar will explore the possibility of getting into the building trades through GETS. I mean really, what have you got to lose?”
Rising Sun’s Impact to Date

- 2,101 Adult and Youth Participants Trained
- $34,050 Households Served
- 116,948,935 Kilowatt Hours Saved
- $17,941,935 Saved in Utility Bills
# Financials

## Statement of Financial Position

### ASSETS
- Liquid Assets: $1,163,166
- Accounts Receivable: $319,631
- Fixed Assets: $19,464
- Other Assets: $50,321

**TOTAL ASSETS**: $2,005,474

### LIABILITIES
- Current Liabilities: $115,448
- Net Assets: $1,890,026

**TOTAL LIABILITIES & NET ASSETS**: $2,005,474

## Statement of Activities

### REVENUE
- Government Contracts: $494,870
- Corporate Contracts: $2,447,037
- Corporate and Foundation Grants: $71,000
- Contributors: $173,447
- Partner Contracts: $1,000
- Tuition: $5,590
- In-Kind Donations: $37,849
- Other Income: $5,495

**TOTAL REVENUE**: $3,236,288

### EXPENSE
- Program: $2,402,882
- General and Administration: $608,724
- Fundraising: $203,455

**TOTAL EXPENSE**: $3,215,061

## Allocation of Funds

- Program: 75%
- Fundraising: 6%
- Admin: 19%
Our Supporters

We greatly appreciate our generous supporters. Through their contributions, we continue to build environmental and economic freedom and sustainability, brick by brick.

### Government Agencies
- Alameda County Waste Management
- Alameda County Water District
- California Workforce Development Board
- City of Antioch
- City of Berkeley
- City of Dublin
- City of Fremont
- City of Hayward
- City of Martinez
- City of Oakland
- City of Richmond
- City of Union City
- City of Walnut Creek
- East Bay Municipal Utility District
- Energy Upgrade California
- Environmental Protection Agency
- Lawrence Berkeley National Laboratory
- Marin Municipal Water District
- North Marin Water District
- PG&E East Bay Energy Watch
- PG&E Marin County Energy Watch
- PG&E San Joaquin County Energy Watch
- PG&E Solano County Energy Watch

### Foundation Support
- Bank Of The West Foundation
- Cathay Bank Foundation
- Clif Bar Family Foundation
- Comerica Bank Foundation
- Crescent Porter Hale Foundation
- The Dean Witter Foundation
- East Bay Community Foundation
- The GE Foundation
- The Julia Burke Foundation
- The Lowell Berry Foundation
- PG&E Corporation Foundation
- Rafiki Foundation
- Richmond Community Foundation
- The San Francisco Foundation
- S.D. Bechtel, Jr. Foundation
- Strive For Change Foundation
- SunPower Foundation
- The Swinerton Foundation
- Union Bank Foundation
- US Bank
- Wells Fargo Foundation
- Y&H Soda Foundation

### Corporate Support
- Bagel Street Cafe
- Bright Plain Renewable Energy LLC
- Building Value Energy Solutions
- Coliseum Lexus
- Comerica Bank
- Community Energy Services Corporation
- Compass Financial Communications Inc.
- Cooperative Center Federal Credit Union
- Dirt Daubers Garden Club
- Flying Vikings Inc.
- Genentech, Inc.
- Greenlining Institute
- Local Union #595, I.B.E.W.
- McCormick Inc.
- Mill Valley Seniors for Peace
- NatureBridge
- Newcomb Anderson
- NonStop Administration
- Northern California Chapter of the US Green Building Council
- Pacific Gas and Electric Company
- Parnell Construction
- Port of Oakland
- Sheet Metal Workers' Local Union N. 104
- Skeo Solutions
- SunPower
- SunRun
- Trillium Asset Management, LLC
- The Urban Farmer Store
- Whole Foods Market
- William G. Low, A Professional Dental Corporation
Individuals

Anonymous
Alejandro Alzugaray
Leonard and Carolyn Ash
Masooda Babrakzai
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Sanjin Bicanic
Thomas Blake
Tammy Bland
Babette & Sydney Bloch
Christina Bodarky
Adrian Bodington
Kimmy Bodington
Christopher Bogart
The Bordoli Family
Michelle Boss
Mikhal Bouganim

Thomas Bressan
Eric & Kimberly Brielmaier
Eric Brizee
Allen Brown
Patrick Brown
Thomas Bruen
Jane Butler
Emilio Camacho
Norman F. Carlin
Bruce Chamberlain
Ramon Chaves
Prem Lata Chhabra
Steven J. Cohen
Magda Cooney
Alexandra Desautels
Neal DeSnoo
Joshua Downer
Noreen Doyle
Sarah Duman
Janey Edwards
Daisy Epstein
Abby & Robin Esformes
Paul Esformes
Katie Excoffier
Lori Faeth
Rachel Fields
Danielle Finger
Zachary Fitch
Davida Flattery
Yoav Flint
Allen Fong
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Siobhan Hayes
Antoinette Hefer
Lindsay Hegg
Adrienne S. Herman
Jessica Herman
Steven & Randi Herman
Harold Hermance
Lora & Hypolito Herrera
Danielle M. Hightman
Heather Hochrein
Hochrein Charitable Account Of The Fidelity Charitable Gift Fund
Robert Hoffman

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Melissa Koenigsberg & Billy Lee
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Sarah & Will Lana
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Darin Layman
Cheryl Lazar & Bill McKenzie
Chul Lee
Wen Lee
Abigail & Anthony Leonard
Stephanie & Tim Leonard
Alan Lessik
Erin Lewellen
Kent Lewendowski
Maxime Longden
Vasily Lukashuk
Leif Magnuson
Reshma Malpani
Brian Malzkuhn
Pull Man
Randy Mano
Lakshmana Mantha
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Lindsey Murtagh
Albert Nahman
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Prisna Nuengsigkapian
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Kyla Otaegi
Terrance Pang
Keith & Joni Pearce
Christina Perez
Nann Phoenix-Dawn
Kerryn Pincus
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Laura Prieto
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Rajesh Raman
Mary Ellen Ratcliff
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Lance Reynolds
James Roberts
Paula & Jeffrey Robertson
Brad & Nancy Rosenberg
Maggie Rufo
Judith Ryan
Babita Sakhiani
Ali Saloner
Michele Saloner
Autumn Sample
Larence & Nacy Sardenga
Dan Schoenholtz
Gretchen Schubeck
Garth Schultz
David Schwartz & Isis Spinola Schwartz
Faith Scriven
Robin Seltzer
Kaye Severson
Michael Sidore
Sucha & Avtar Sihota
Charles & Mary Sink
Marisa Smith
Svea Soll
Beth Spitler
Janice M. Squires
Randi Stein
Sook Stover
E. Elizabeth Summers
Benjamin Swift
George Tanner
Mike Tayek & Ingrid Hochrein
Alfonso Taylor
Glen Terry
Janet & Ramsay Thomas
Theresa Thomas
Kristine Travis
Jessica Waggoner
Michael Wallman
Dolores Weimer
Ernest & Laura Winslow
Judith Wofsy
Margy Wolohan
John Woodruff
Chris Yalonis
Hiromi & Marsha Yoneda
Elizabeth Young
Ryan Young & Stephanie Chen
Arnold & Marita Yu
Evelyn M. Zulueta
In-Kind Support

21st Amendment Brewery
A. Herman Dog Therapist
Advanced Home Energy
AMC Theaters
Andronico's
Arizmendi Bakery
Asia Palace
Augustyn & Company
Back to the Roots
Barefoot Wine & Bubbly
Basil Seasonal Dining
Bear Republic Brewing Company
Bella Vineyards & Wine Caves
Berkeley Bowl
Berkeley Repertory Theatre
BevMo
Big Five Sports
BJs Restaurant & Brewhouse
Building Value Energy Solutions
Café Leonidas
California Academy of Sciences
Century Richmond Hilltop 16
Chabot Space and Science Center
Chili's Bar and Grill
Chipotle Mexican Grill
Cinemark
Computer & Technology Resource Center
Costco
Cream
Dashe Cellars
Dickey's BBQ Pit
Disneyland Resort
Double Rainbow
Edgemere Cottages
Eureka!
Exploratorium
Extreme Pizza
Fine Arts Museums of San Francisco
Fresh and Easy
Gather
Gordo Taqueria
Grocery Outlet
Gundlach Bundschu Winery
Harvest Market
Hive, The Place to Bee
Honey Berry
Jamba Juice
Juice Shop
Kiehl's
Kinder's Custom Meat & Deli
La Balena
Lagunitas Brewing Company
Livermore Valley Winegrowers
Lloyd's Doughnut Kitchen
Loards Ice Cream
Local Butcher Shop
Susan Lockwood
Travers McNeice
Microsoft
Moe's Books
Noah's Bagels
Nob Hill Foods
Nothing Bundt Cakes
Oakland Museum of California
Oakland Zoo
Olive Garden
Oliveto
Pacific Cookie Company
Panera Bread
Peet's Coffee and Tea
Phil's Sliders
Pier 39
Pinkberry
Plank
Powell's Sweet Shoppe
Quivira Vineyards & Winery
Regal Entertainment Group
Ripley's Believe It or Not
Rock Wall Wine Company
Rosenblum Cellars
Round Table Pizza
Rubio's
Safeway
San Francisco Ballet
Saturn Café
Save-Mart
Scandia Family Center
Sharks Ice
Silbermann's Ice Cream
Simoni and Missoni Farms
Smart and Final
Smitten Ice Cream
Smuin Ballet
Sol Food
Sonoma Taco Shop
Southwest Airlines Co.
Sports Basement
Sprouts
Starbucks Coffee
Stockton Ports
Sonya's Sweet Shoppe
The Cheese Board Collective
The Lawrence Hall of Science
The Marine Mammal Center
The Natural Grocery Company
TOAST Kitchen & Bar
Touchstone Climbing and Fitness
Trader Joe's
Transports
Venus Restaurant
Walmart
Whole Foods Market
Zut!
Thank you to our partners and supporters for helping us grow brick by brick, supporting opportunities for so many