



STATEMENT OF QUALIFICATIONS



CORPORATE OFFICE:

THIRD SUN SOLAR

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DUNS 142565154 | CAGE 4SCT3 | NAICS 221114, 237130, 238210

Third Sun Solar is a woman-owned business, recognized as a Disadvantaged Business Enterprise (DBE) through the State of Ohio's Unified Certification Program. The firm is EDGE-certified and federal HUBzone-certified.

Providing a smooth transition to clean solar power—

Known, Trusted, Strongly Referred

Expert Design/Build and EPC Services

Experienced PV Solar Project Realization

350+ Successful Renewable Energy Installations



PROFILE

We are Third Sun Solar.

We create a smooth transition to clean solar power at any scale. Our mission is to accelerate the growth of clean energy for the good of us all.

Our core company values:

- Integrity
- Make it easy & enjoyable to go solar
- Deliver highest-value PV solar solutions
- Drive excellence with passion
- Be in it for the long haul

Third Sun Solar is a Photovoltaic (PV) Solar system provider. We serve as an EPC (Engineering, Procurement, Construction) and design-build contractor and project developer serving the solar electric power market. With NABCEP-certified installers and a NABCEP-certified Technical Sales representative on staff, we supply consulting/design services and full turnkey solutions for new and retrofit projects in the government, commercial, institutional and residential sectors.

We stand out from our competition on the basis of our experience and our track record of success. We are seasoned veterans of the emerging clean energy industry—founded in 2000, we have completed over 350 renewable energy projects to date.

Our customer-centered approach treats each client and project as an opportunity to deliver an individualized solution. Our “listen first” philosophy serves to understand and clarify each client’s desired outcomes at the outset of each project.

We build mutually-beneficial and long-term relationships with our clients and project partners. Our repeat business and strong referral network testify that honest, well-informed and conservative assumptions serve the customer best.



*Third Sun Solar founders
Geoff & Michelle Greenfield.
At left, our Kent State University &
Kentucky National Guard projects*



OUR SERVICES

Quality Information, Turn-key Installation

Consulting

- Evaluation of solar opportunities (including multi-state property portfolios and multi-building campuses)
- Pre-feasibility and feasibility reports
- Solar program development and owner's agent/EPCM services
- "PV-ready" building design assistance

Economic analysis

- Utility cost modeling, demand/energy modeling and projections
- Energy production projections and modeling
- Subsidy, utility interconnection, and policy analysis
- Grant, rebate, tax credit assistance, and document preparation

Development and Finance

- Project structuring and optimization
- Due diligence and underwriting support and preparation
- Investor interface (tax equity, project equity, construction debt, project debt)
- SREC marketing, registration, GATS/PJM and regulatory compliance

Design

- Site assessment services and analysis
- Specification writing
- Complete permit and construction document sets (including structural, civil, geotech, and electrical)
- National Electrical Code compliance documents

Equipment Evaluation and Procurement

- Preferred relationships with Tier-1 equipment suppliers
- Broad suite of high-quality mounting & racking solutions
- Advanced data monitoring and display options

Installation

- Equipment storage, staging, pre-assembly, and site delivery
- Project management and comprehensive regulatory compliance
- Comprehensive safety practices and compliance
- Direct installation of equipment by our crews
- Direction and supervision of local subcontractors
- Commissioning and testing
- Owner training



From larger scale to smaller, each project benefits from our careful approach, keen solar analysis, and quality workmanship. Akron Metro RTA bus barn, top; our crew installing panels on a metal roof; PV solar array on a pitched roof

OUR METHODOLOGY

We begin each project with a solution-driven design approach, drawing on our experience and industry knowledge to arrive at an optimized project design. We have strict selection criteria emphasizing performance, consistency, and reliability that helps narrow the wide range of technology choices; and we have access to the full scope of solar products available in the marketplace—top-quality components supplied by stable and reputable manufacturers.

While not limited to an exclusive brand or vendor, as a SunPower Premier Dealer we are proud to have access to the highest-performing solar products on the market. Our relationship with SunPower, the manufacturer of the industry's highest-performance solar cell, gives us access to their range of advanced product offerings, including the most efficient solar panels in the world and the T-5 and T-10 commercial flat roof systems—we can deliver more power from less space at a competitive price.

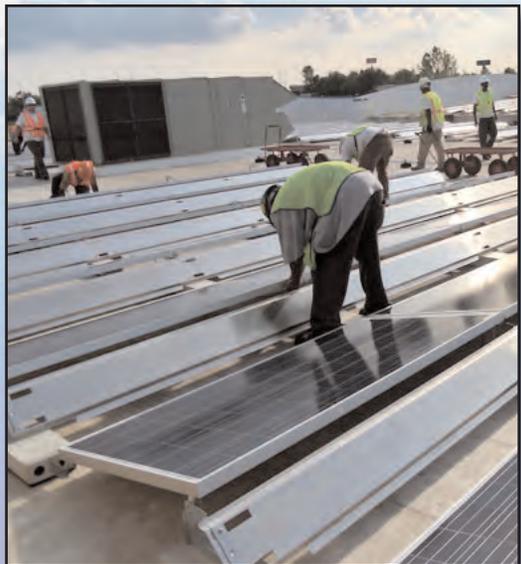
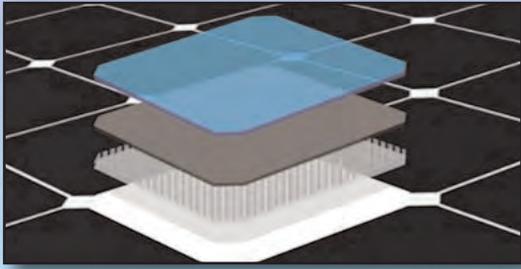
Our Safety Culture

We treat job safety as a differentiator that brings added value to our partners. Our EMR (Experience Modification Rate) is 0.35 – an outstanding safety score in the construction industry, reflecting our exceptional safety record as measured by the state of Ohio Bureau of Workers Compensation. Our comprehensive safety culture includes our program and documentation, extensive training and auditing, and a drug-free workplace policy and testing. This approach helps ensure a quality project and avoids property damage and project delays while keeping our workers and your site safe.

Our Experience and Capacity

Founder and owner Geoff Greenfield has been designing and installing renewable energy systems since 1997. After working in the field independently and as a subcontractor, Greenfield formed Third Sun Solar & Wind Power Ltd. as a Limited Liability Company in 2000. Geoff was among the first class of installers in the nation to become NABCEP-certified (North American Board of Certified Energy Practitioners, the gold standard in professional solar installation). Geoff currently sits on the NABCEP Board of Directors. With the addition of more NABCEP certificates to our staff over the past several years, we have grown to become a respected industry leader. Today, Third Sun Solar has the management and technical capacity to direct multiple concurrent projects with a high level of confidence, service and performance. We deliver a smooth transition to solar power at any scale.

Our experienced management team and modern information technology systems allow us to exceed our customers' expectations on a consistent basis. You can count on a Third Sun Solar project to run smoothly—we combine our administrative experience, our expert installation crews and project managers, and our network of subcontractors and professional services partners with our established internal systems to deliver results that consistently satisfy our customers.



Quality begins with the best components—is carefully managed throughout the design/build process—with all system elements checked and re-checked for safe, productive electrical output

OUR DELIVERY TEAM



Our design, development and project management team bring years of solar expertise and best practices to your project. Our “back office” capacity includes operations and administrative personnel with a relentless focus on customer value. Our experience and capacity serve our customers well, allowing us to deliver accurate and timely submittals, full compliance prevailing wage reporting, risk management, safety programs, compliance documentation, and timely telephone support.

Partnering with Customers

Over the years we have developed ongoing partnerships with a variety of customers. We have found that each customer sector we serve has different needs and expectations regarding a renewable energy firm. Responding to this, we have grown based on a commitment to understanding and then exceeding each customer’s specific requirements.

Our extensive client list includes:

- Units of government (local, state, and federal)
- Utilities (public, municipal, and rural co-ops)
- Corporations and privately-held companies
- Real estate developers and builders
- Construction companies and general contractors
- ESCOs (Energy Service Contractors and Performance Contractors)
- Institutional and non-profit organizations
- Universities (public and private)
- School districts (public and private)
- Residential customers



We pride ourselves on our responsive service and performance, which are a direct result of our well-trained, experienced, and dedicated staff. Every employee of Third Sun Solar, from office staff to field installation crews, is fully trained and qualified for their job, often holding specialized degrees as well as industry- and manufacturer-specific training certificates. To stay at the forefront in value delivery in the dynamic world of renewable energy, our culture includes a commitment to continuous improvement and continuing education.



Working closely with our customers helps us find the “sweet spot” for financial and operational excellence in each of our solar installations

SREC Management / Grant Writing / Grant Management

Third Sun Solar provides an SREC (Solar Renewable Energy Credit) management service, which includes registration and tracking of these renewable energy attributes with entities such as PJM, GATS, and various Public Utility Commissions.

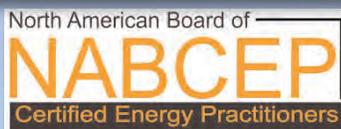
Third Sun Solar has a full-time grant writer and compliance manager on staff with extensive experience applying for grants and managing state and federal pre- and post-construction grant reporting requirements. We have applied for and received over 100 grants on behalf of our clients.

Third Sun Solar has also applied for, won, and managed eight Federal ARRA-SEP grants totaling over \$9.8 million in total project costs for a range of clients, from commercial to local government and military. We have completed and administered 11 projects using stimulus funds totaling over \$11 million.

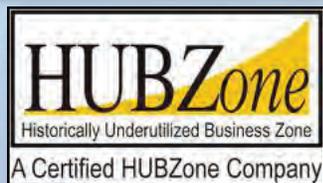


SUNPOWER

Premier Dealer



Geoffrey Greenfield, R 102503-17



OUR QUALIFICATIONS

Regulatory compliance

- State of Ohio Worker's Compensation Policy # 1358244 (with reciprocity in other states)
- Comprehensive construction liability insurance
- Professional Liability Insurance (Errors and Omissions)
- Standing performance/bid bond authority
- Comprehensive drug testing program
- Active safety program with OSHA-compliant equipment and practices
- American Red Cross first aid and CPR training

Certifications

- 5 NABCEP certificates on staff (4 installation, 1 technical sales)
- 2 GLREA certificates on staff
- SW Technology Development Institute "PV and the NEC" course certificates
- EDGE Certification #19365 for State of Ohio
- DBE Certification (woman-owned business)
- NAICS 221114, 237130, 238990
- Qualified HUBzone small business concern

Licenses

- Registered and bonded contractor in several state and local jurisdictions
- Partnership with locally-licensed subcontractors for specialty trades as required in each local jurisdiction

Manufacturer's Training

- SunPower Premier Dealer (commercial and residential program)
- Bergey Factory Trained Dealer
- Certified UniRac Installer
- Uni-Solar Installation Certification
- Outback Power Systems factory training
- Solar Data Systems factory training

Memberships and Affiliations

- National Association of Government Contractors
- Solar Energy Industries Association
- American Solar Energy Society
- International Solar Energy Society
- Great Lakes Renewable Energy Association
- Green Energy Ohio
- Midwest Renewable Energy Association
- Institute of Electrical and Electronics Engineers
- Athens Ohio Chamber of Commerce
- Construction Owners Association of the Tri-State
- Solar America Board for Codes and Standards
- U.S. Green Building Council
- Better Business Bureau



OUR AWARDS



- 2012 Green America People and Planet Award, Summer 2012
- 2012 Inc. 500/5000 Fastest Growing Private Businesses, #3131 in the U.S., #84 in Ohio, #76 in U.S. Energy Sector
- 2011 Inc. 500/5000 Fastest Growing Private Businesses, #543 in the U.S., #12 in Ohio, #16 in U.S. Energy Sector
- 2010 Inc. 500/5000 Fastest Growing Private Businesses, # 623 in the US, # 16 in Ohio, # 22 in U.S. Energy Sector
- 2009 Inc. 500/5000 Fastest Growing Private Businesses, # 742 in the US, # 22 in Ohio, # 32 in U.S. Energy Sector
- 2009 Small Business of the Year, Athens Area Chamber of Commerce
- 2009 Green Energy Ohio Volunteer of the Year, Geoff Greenfield
- 2009 Keys To Success Award for Ohio Woman-owned Manufacturing and Technology Company, awarded by the Ohio Department of Development to Michelle Greenfield
- 2007 Green Energy Ohio Dedicated Service Award for service as President of the GEO Board of Directors, Michelle Greenfield
- 2005 Environmental Innovation Award, Ohio Environmental Council
- 2004 Green Energy Ohio Pioneer of the Year – Green Team (Third Sun Solar and the team that installed solar on the Ohio Governor’s Residence)
- 2004 Approved Green Business by Green America

Dedication to best practices and devotion to quality set us apart. Combined with our deep experience in solar, these disciplines create opportunities for industry leadership

EXAMPLES OF OUR PROJECTS

We have designed and constructed over 350 renewable energy systems—here are a few examples.



Assurant Specialty & Casualty—Springfield, OH

Construction is now complete on a 1.8 megawatt solar installation to supply clean energy at the office campus of Assurant Specialty Property, one of Springfield's largest employers. Crews have installed more than 6,200 solar panels on the roof at Assurant's campus, as well as atop 15 new solar shade structures in the parking areas. This project will produce more than 1.9 million kilowatt hours of solar power each year, making it the area's largest solar installation. Under a 20-year power purchase agreement, Assurant will purchase energy generated by the array at a discount to retail rates. The system's performance will be monitored and managed using Tangent AMP, a proprietary technology platform that dynamically balances the interaction between on-site generation resources, facility energy systems and the power grid to enhance customers' energy economics.



This 1.8MW project uses several corporate rooftops as well as parking lot shade canopies for holding solar panels at the optimal angle



Kent State University Field House—Kent, OH

Third Sun Solar installed 1,716 solar panels on the Kent State University Field House in what is believed to be the largest roof-mounted system among Ohio's public universities. Completed in July 2012, it is the first renewable energy project for Kent State. The 463kW solar array will generate about 500,000 kilowatt hours of clean electricity per year – about one-third of the annual consumption of both the Field House and Dix Stadium. Kent State does not initially own the solar system, but will purchase all of the electricity it produces while retaining the option to purchase the system after seven years. The system was designed to allow for a potential future expansion of the Kent State Field House facility.



The Kent State Field House with solar array on south-facing roof. This 463kW array is designed for possible expansion

Athens County Public Libraries—Athens, OH

The Athens County Public Libraries, working with Third Sun Solar, has installed a 62.7 kilowatt (kW) photovoltaic solar electric system on the south-facing rooftop of the Athens branch. Due to direct, un-shaded southerly exposure, the solar panels will produce a significant amount of clean energy with no emissions and no noise. The library solar panels will produce about 75,240 kilowatt-hours (kWh) of clean electricity in the first year. This represents about 1/3 of the library building's electrical consumption—enough to power most of the lighting and computers in the building. The average Ohio home consumes about 11,000kWh of electricity per year, so the Library solar panels will produce enough clean energy to power 6-7 homes.



ATHENS COUNTY
PUBLIC LIBRARIES

The Athens County Public Libraries project on the Athens branch features an attractive array on a south-facing roof—an ideal situation for highly-productive solar.



The solar project at Athens County Public Libraries is a PPA project. The Library has a 20-year solar energy contract at no cost to them, and Third Sun Solar is the single point of contact for the entire project. Third Sun Solar offers design expertise, construction expertise, and financing, all with a single shop. This makes for a much more streamlined project. Third Sun Solar can customize everything from the choice of panels to the payment structure, because we provide it all. We make solar easy.



Kentucky National Guard/Commonwealth of Kentucky, Ford and Disney Training Centers—Artemus, KY



This 212kW array was mounted on standing seam Quonset-style buildings using American-made solar panels and an advanced inverter system. Third Sun Solar designed and built this multi-phase project to bring the Kentucky National Guard's Artemus base to net-zero status (meaning they generate as much electricity as they use). The Disney Training Center is the first Guard base in the nation to achieve zero net energy consumption and zero carbon emissions annually. The 212kW project involves multiple solar electric systems mounted both on the ground and on curved metal Quonset-style buildings. Altogether, Third Sun Solar has completed three projects for the Kentucky National Guard.



Long-term planning for energy security and cost efficiency makes solar a strategic choice for federal and state military units

Akron Metro Regional Transit Authority, Passenger Terminal and Bus Barns—Akron, OH



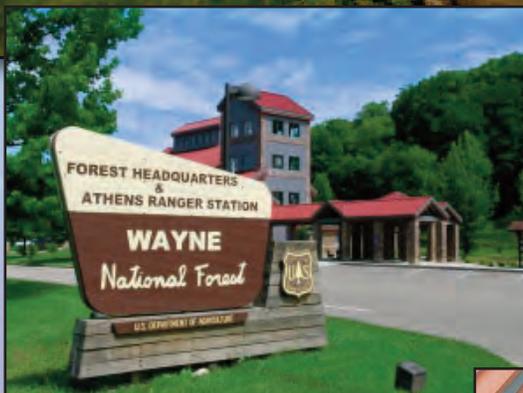
In 2008, the City of Akron began construction on their new transit facility, and decided to go for a LEED Gold rating. The facility, which serves 4,000 Metro riders a day as well as hundreds of Greyhound passengers, is an environmentally-friendly structure that includes a large roof-mounted array installed by Third Sun Solar. The array is providing about 33% of the building's power. Other green features include a geothermal system, insulated glass, on-site use of rainwater for restrooms and landscaping, and recycling of 80% of construction waste. The customer had such a positive experience with the first project that they brought Third Sun Solar back to design and install the next two large solar arrays. The entire project now includes 974 kW of PV solar on the terminal building and two bus barns, totaling 42,000 square feet of metal roof.



The Akron Metro bus barns, top, with edge-to-edge solar panels; below, the LEED Gold passenger terminal with extensive solar array—we carefully engineered these systems for optimal results on each building

Wayne National Forest Headquarters and Welcome Center— Nelsonville, OH

The Wayne National Forest reached a new milestone on August 3, 2009 when Third Sun Solar crews completed installation of 302 solar panels on the roof of the forest's headquarters and Welcome Center. As of September 2010, the solar energy system had reduced 65 tons of carbon dioxide emissions by providing a clean alternative to the 30 tons of coal that would have been needed to provide equivalent energy. The 51.6kw Solar PV System is projected to supply 19% of the facility's energy usage each month.



Solar can be beautiful—in this case, creating an eye-catching attraction for passers-by and visitors alike



Forest City Midtown Towers—Parma, OH

This high-rise residential towers project comprises a 355kW system completed in January 2011. It involved three towers, two of which had several wings, for a total of seven rooftop spaces.



Cincinnati Parks Board—14 Locations

In 2006 Third Sun Solar was selected to build a 10kW solar system at the Cincinnati Park Board's Administrative Office in Eden Park. Since that time, Third Sun Solar has helped the Park Board receive numerous renewable energy grants to support clean energy projects. Leveraging those incentives, Third Sun Solar has now designed and built a total of 14 solar systems in 12 different parks around Cincinnati, totaling over 190kW capacity and supporting Cincinnati Park Board's commitment to employing clean energy solutions and environmental sustainability.



Forest City Midtown Towers with rooftop solar arrays, at top; at left, Third Sun Solar installers work in teams

OUR REFERENCES

General References

Dean Harris 330-564-2264	Director of Finance Akron METRO Regional Transit Authority dean.harris@akronmetro.org
Gerald Checco (513) 861-8970	Superintendent, Division of Operations, Land Mgt and Urban Forestry, Cincinnati Parks Board Gerald.Checco@cincinnati-oh.gov
Robert Misbrener 330-672-3880	Project Manager, Office of the University Architect Kent State University misbren@kent.edu

Commercial Clients

Todd Stegman 513-681-5424	Vice President of Operations The Osborne Coinage Co.
Greg Blower (740) 593-5573	Partner Mathews Insurance
Robin Cox (614) 466-3784	Assistant Chief, Capital Planning & Management Office Ohio Department of Mental Health
Josh Waldroff 513-591-6585	Project Manager City of Cincinnati, Greater Cincinnati Water Works Josh.waldroff@cincinnati-oh.us
Robert Horne 513-218-8880	Director of Finance & Operations The Seven Hills School robert.horne@7hills.org
Jim Bowser 419-234-8567	Assistant Superintendent Upper Scioto Valley Schools jbowser@usv.k12.oh.us

Utility Clients

Mark Gundelfinger 614-883-7891	Manager, Alternative Energy Resources American Electric Power (AEP)
Andrew Ritch (513) 419-5064	Director of Renewable Strategy and Compliance Duke Energy Andrew.Ritch@duke-energy.com

Residential Clients

Wayne Goodrich	(513) 821-0256
Tom Navaro	(513) 617-3426



OUR LEADERSHIP TEAM

Third Sun Solar has an experienced team of project analysts, project managers, designers and engineers, field managers, installation technicians, grant writers, contract compliance specialists, and administrators. The leadership team includes:

Michelle Greenfield

Co-owner Michelle Greenfield serves as the CEO of Third Sun Solar. Michelle has a Bachelor's Degree in Business Administration from Miami University and a Masters in International Economic Development with a focus on small business from Ohio University. Before joining Third Sun Solar, she worked from 1994 until 2001 in the field of small business development and finance, as well as non-profit development.

Geoff Greenfield

Third Sun Solar founder and co-owner Geoff Greenfield serves as President of the firm. Geoff has a Bachelor's Degree in Political Science from Miami University and a Masters in International Development with a focus on project administration from Ohio University. Geoff was a member of the inaugural NABCEP certification class in 2003 and successfully renewed his credentials in 2006 and in 2009. Geoff currently sits on the Board of Directors for both NABCEP and SolarTech (a DOE funded national organization committed to identifying best practices and reducing the costs of solar). Before entering the renewable energy sector, Geoff's background included affordable housing development, non-profit management, and business administration. He is proud to have served in the U.S. Peace Corps building water systems in Central Africa. Geoff is a sought-after public speaker, a consultant to investment firms in the clean technology sector, and lives in a solar- and wind-powered home.

Doug Balthaser

As General Manager, Doug's primary responsibility is overseeing Third Sun Solar's Operations and Administrative Departments. From worker safety to materials sourcing, crew scheduling to design review, Doug ensures that our work is safe, of the highest quality and cost effective. Doug spent much of his career with American Electric Power. Starting in Transmission and Distribution, Doug's continued promotions led him to lead the Outage Command Center where he managed planning and coordination for large power plant rebuilds where safety, schedule coordination and problem solving were time-critical, multi-million dollar challenges. In addition to his career with AEP, Doug also spent ten years as owner and President of Terra Service, an excavation, landscaping and site management company serving residential and commercial clients.

The staff at Third Sun Solar includes an Operations team that manages procurement, logistics and installation; an Administration team that manages accounting, contracts and the grant/rebate process; and the Project Development team, which offers support to assist our customers in receiving the most optimal solar power system possible for their site.



A Sampling of Our Commercial PV Solar Installations

Project	System Size	Completed
Athens County Public Libraries	62.7kW	August 2013
Assurant, Springfield, OH	1.8 MW	February 2013
Antioch College, Yellow Springs, OH	50 kW	September 2012
Kent State University, Kent, OH	463kW	June 2012
Kentucky National Guard, Artemus, KY (expansion)	115 kW	January 2012
Osborne Coinage, Cincinnati, OH (expansion)	59 kW	January 2012
Dr. Sehgal, Reynoldsburg, OH (expansion)	25 kW	November 2011
Dr. Sehgal, Hilliard, OH (expansion)	25 kW	November 2011
AMHA, Akron, OH	87 kW	October 2011
Kroger Supermarket, Loveland	122 kW	October 2011
Duke Energy Convention Center	102 kW	June 2011
Ohio Department of Mental Health	269 kW	April 2011
Smokey's Garage	33 kW	April 2011
North College Hill Schools	52 kW	April 2011
Forest City Mid Town Apartments	355kW	February 2011
Akron Metro RTA, Service Garage #2	355 kW	January 2011
Greater Cincinnati Water Works	279 kW	November 2010
Cincinnati Parks, 12 sites	172 kW	November 2010
Dr. Sehgal, DDS	26 kW	November 2010
Scioto Mile Promenade	32 kW	November 2010
Miami Trace Middle School	44 kW	October 2010
Village Bakery	10 kW	October 2010
Jewish Community Federation of Cleveland	76 kW	September 2010
Anonymous commercial customer	93 kW	August 2010
Franklin County Jobs & Family Services / Ameresco	44 kW	August 2010
Akron Metro RTA: Service Garage #1	488 kW	July 2010
Osborne Coinage	52 kW	July 2010
Upper Scioto Valley Schools	109 kW	July 2010
Upper Scioto Valley Schools	49 kW	July 2010
The Seven Hills School	69 kW	July 2010
Thorne Ridger Studio	10 kW	July 2010
Greif, Inc.	10 kW	June 2010
City of Cincinnati-MSD Waste Water Engineering	30 kW	March 2010
BHE Environmental	51 kW	March 2010
Chavez Properties - Orlando Fast Park	24 kW	February 2010
Kentucky National Guard Disney Center	81 kW	February 2010
Kentucky National Guard Ford Center	81 kW	January 2010
Doran Manufacturing	45 kW	October 2009
Wayne National Forest	51 kW	August 2009
Berea College	15 kW	June 2009
Greater Cincinnati Water Works	44 kW	May 2009
Cleveland State University Parking Garage	28 kW	May 2009
P & D Builders	10 kW	February 2009
Akron Metro RTA Passenger Terminal	131 kW	December 2008
American Electric Power	70 kW	December 2008
Findlay Market	22 kW	October 2008
City of Belpre	13 kW	September 2008
Holzer Clinic	43 kW	January 2008
Cincinnati Park Board - Maintenance HQ	10 kW	May 2008
Cincinnati Park Board - Eden Park	10 kW	September 2006
Twenhoffel Middle School	24 kW	June 2006