




Solar Energy Services, Inc.

2025 CAPABILITY STATEMENT

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ABOUT US

Serving MD, DC, and NoVa, Solar Energy Services is a regional leader in the design and construction of solar and energy storage systems for commercial and residential clients. We are a comprehensive solar solutions provider with a track record spanning over four decades. Our longevity is a testament to our enduring commitment to service excellence, making us the region's longest-serving provider. Over the years, we've garnered extensive experience collaborating with government bodies, business proprietors, various organizations, including nonprofits, and homeowners across the region. We are unwavering in our commitment to upholding principles of hard work, trustworthiness, and integrity that have solidified our esteemed reputation. Our expertise transcends conventional boundaries, encompassing the latest advancements in project financing, solar policies, incentives, and cutting-edge system technology.



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Our Mission, Vision, and Values

01 | MISSION

Together we design and install safe, thoughtful, and durable clean energy systems. We develop and empower our team to provide exceptional customer service while fostering a values-based culture of growth, innovation, and positive impact.

02 | VISION

We aim to be the preferred design-build contractor for solar and storage in the communities we serve. We are committed to responsible industry development, principled leadership, and organizational excellence.

*Sunshine's A
Wastin'*

03 | VALUES

Integrity – Integrity requires uncompromising adherence to ethical intentions, decisions, and actions in our business. Integrity is the truest path to success in our mission and vision.

Responsibility – We acknowledge our responsibility to perform our work safely, to provide expert guidance to our customers, and to remain current in this rapidly evolving industry.

Craftsmanship – Energy systems must be robust, dependable, and skillfully implemented. We equip our people with the resources to continuously improve.

Fortitude – As a pillar of the energy transition, the solar industry confronts regulatory, market, and construction challenges daily. We meet these challenges with determination, knowing that the work we do positively influences the future.

| RICK PETERS - PRESIDENT AND CEO

As a long-time board member and former chairman of CHESSA (Chesapeake Solar and Storage Association), the solar industry's regional trade association, Rick's fingerprints are all over the DMV area's solar industry. He holds a mechanical engineering degree from Marquette University and an MBA from the University of Maryland's Smith School of Business. Rick served the US Navy as a civilian engineer in submarine silencing and held various management positions for a Fortune 500 packaging manufacturer before a 9-year career in Information Technology services. In 2008 Rick partnered with SES's founder Roger Perry to embark on a new career in solar energy.

| LISA WALSH - SENIOR COMMERCIAL SOLAR DEVELOPER

With more than two decades in the solar industry, Lisa has been integral to the growth of SES. She is a highly experienced Senior Business Development Executive with an expansive history in all aspects of commercial and new-construction residential projects from 5kW to 2MW. Lisa takes projects from origination and budget estimating, providing support through fully commissioned and SREC contracting. Lisa specializes in solarized green roofs, solar for existing buildings as well as new construction compliant with Washington DC's benchmarking/GAR requirements, all aspects of solar financing, PPA's, leases, and loans including C-PACE.

| ETHAN GODDARD - VP OF ENERGY TECHNOLOGY

Today as VP of Energy Technology, Ethan leads the charge in researching and vetting new technologies, training team members in industry best practices, and finding innovative energy applications for customers. Ethan also provides technical sales support and holds a Master Electrician license in D.C., Maryland, and Virginia.

| LESLIE HOWARD-GODDARD - CHIEF OPERATING OFFICER

As Director of Operations and member of the Executive Team, Leslie ensures all projects follow Company procedures from beginning to end and uses legacy project data to advise on areas of improvement. She facilitates many Company initiatives, including strategic planning, process standardization, employee incentive programs, and safety performance.

| JOHN BEYRENT - OPERATIONS MANAGER

JB serves as liaison between field operations and executive leadership. Among his duties are the recruitment and professional development of field employees. JB has actualized many company operational goals; but most significant have been his contributions to the SES safety culture. In addition to having served two years as Chair of the Safety Committee, JB manages and prioritizes safety topics for the weekly toolbox talks, inspections, issues PPE, and oversees headquarters security, and sets the example for health and safety in the workplace.

| TIM DEMSKI - CONSTRUCTION MANAGER

As a Master Electrician with over 40 years of construction experience, Tim assumes a pivotal role in overseeing and managing the execution of electrical and mechanical construction operations at the project site. His primary objective is to ensure strict adherence to contractual commitments, with a particular emphasis on safety, quality, project schedule, and budgetary considerations. Tim plays an instrumental role in driving safe project execution, effectively maintaining alignment with established timelines, all while upholding the highest standards of installer service and safety with a keen focus on mitigating project-related risks.

CASE STUDIES

| MATTHEWS MEMORIAL BAPTIST CHURCH - WASHINGTON D.C

SES worked with the building owner to design a system to maximize their economic benefit. SES worked closely with the Administration to develop a plan to safely build the system while the building was in use daily as a daycare center and a House of Worship. Once commissioned, the Church began to achieve substantial energy savings from the project financed by Together Solar.



183.60 kW

| AUSTRALIAN EMBASSY - WASHINGTON D.C

SES was engaged by long-time green roofing partner, Furbish Co., to install a solar system that would fully integrate with the Australian Embassy's green roof. Due to highly constrained roof areas, a smaller residential solar panel was employed to ensure the maximization of the available space.



75.7 kW

| THE NATURE CONSERVACY - ARLINGTON, VA

SES was hired by longtime green roof partner Furbish Co. to install a solar system on top of an 8-inch contiguous green roof. The combination of these two technologies is highly symmetrical; the soil media was employed to ballast down the solar arrays and the plant flora absorbed heat and created a higher efficiency output from the solar panels. This highly customized design ensures that the plants continue to flourish in the microclimate provided by the solar systems.



111.87 kW



CORE SOLUTIONS

- ✓ **TURNKEY EXPERT INSTALLATION, DESIGN, AND ENGINEERING**
- ✓ **COMMUNITY SOLAR PROJECTS**
- ✓ **INTERCONNECTION AND PERMITTING**
- ✓ **ENERGY EFFICIENCY AND OPTIMIZATION**
- ✓ **MICROGRID INTEGRATION**
- ✓ **MONITORING AND SYSTEM AUDITING**
- ✓ **SOLARIZED GREEN ROOF SPECIALIST**
- ✓ **ROOFTOP AND GROUND-MOUNT PROJECTS**
- ✓ **ENERGY STORAGE IMPLEMENTATION**
- ✓ **MODELING PROJECT ECONOMICS**
- ✓ **OPERATIONS AND MAINTENANCE**



CASE STUDIES

| GARDENS ICE HOUSE - LAUREL, MD

467.1 kW

This family-owned and operated PG county sports arena hired SES to design and install a solar system to offset their substantial annual utility bill. Close to 50% of the system's upfront cost was returned to the business owners by way of tax credits and financial incentives.

| CATHOLIC CHARITIES - WASHINGTON D.C

2,000 kW

The solar array utilizes five acres of a 14-acre site at Catholic Charities' Sister of Missionaries convent in NE D.C., along with investor partner IGS. The ground-mounted system consists of over 5,000 solar modules installed on a five-acre native pollinator meadow landscape. The project was constructed without interruption to the convent's daily operations. Catholic Charities' chose a Power Purchase Agreement/Ground Lease contract to finance the project that virtually offsets 100% of their 12 buildings across D.C., providing much-needed resources to support their mission of social services.

WE WORK WITH INDUSTRY LEADERS





Solar Energy Services, Inc.

THANK YOU FOR YOUR
TIME AND ENERGY.

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