



Solar Energy Services, Inc.

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.

MEET OUR TEAM

Our management, administrative and installation teams live locally, hire locally and have ties both to the community we serve as well as the regional solar energy industry.



Rick Peters
President & CEO



Leslie Howard-Goddard
Chief Operations Officer



Lisa Walsh
Sr. Commercial Solar
Developer



AJ Covey
Commercial Solar
Developer



Caleb Flora
Design Specialist



John Beyrent
Logistics Manager



Tim Demski
Director of Construction

CASE STUDIES

| SENECA VILLAGE - GAITHERSBURG, MD

The team at ORLO engaged Solar Energy Services, Inc. to install the state's largest roof-mounted solar system on Seneca Village; Orlo's multi-building apartment complex in Gaithersburg. The property is projected to generate 2,583,535 kWh of electricity, and energy savings of over \$300,000 every year. Besides tax credits and various financial incentives for Orlo - this solar project puts the equivalent of one month's free utility bill for Orlo's happy residents and offsets a significant amount of carbon emissions.



2 MW

| THE NORA SCHOOL - WASHINGTON D.C

The Nora School, an independent co-educational high school located in Silver Spring, Maryland, sought to reduce their environmental footprint and energy costs while also providing a hands-on learning opportunity for its students. Solar Energy Services designed and installed their solar system to help them meet their environmental and financial goals. Despite limited roof space, the system generates 57,530kWh annually, leading to significant cost savings and a rapid return on investment.



48.15 kW

| KENILWORTH COURTS - WASHINGTON D.C.

Longtime partner Skyview hired SES to install a solar system on top of The Kenilworth Courts redevelopment in Washington, DC. SES designed and installed a 126.10 kW solar PV system, utilizing 260 high-efficiency solar modules. This project strategically capitalizes on Washington D.C.'s favorable solar incentive programs, ensuring maximum return on investment for the property owner. The solar array is projected to produce an estimated 178,481 kWh of clean energy annually.



126 kW

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

| 34FIFTY EADS - WASHINGTON, D.C.



101.70 kW

The newly built 34Fifty Apartments project demonstrates a smart approach to sustainable housing. SES partnered with Furbish and MCN Build to install a 101.7 kW solar system on top of a green roof. This project offers a cost-effective solution to stormwater management, reduces energy costs, and generates income through DC's generous solar 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. This 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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