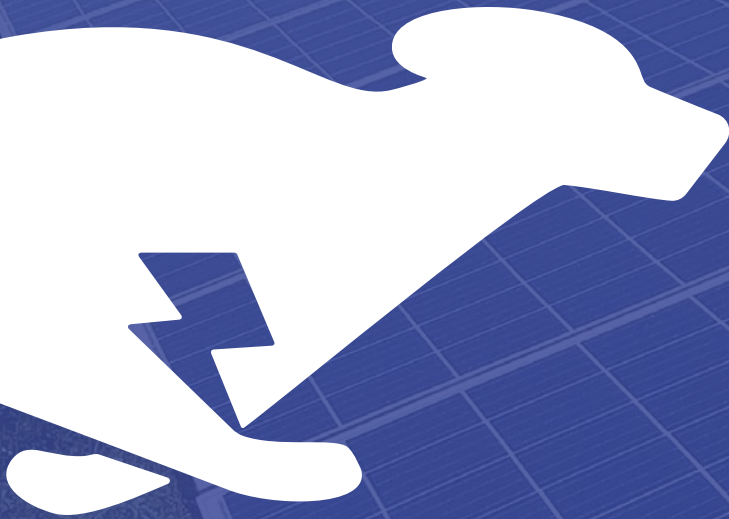


GREENSPARK ↗ SOLAR


Solar for Commercial and Industrial



greensparksolar.com

(585) 265 – 2384

318 Timothy Ln, Ontario, NY 14519



"GreenSpark Solar is a small enough company to think through all the details. They are also big enough to work on the overall project needs, and

**they gave us
customized solutions."**

Rob Fontaine, President, Upstate Door, customers of two projects totaling over 700kW



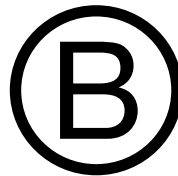
About GREEN SPARK

Over the past 20 years, GreenSpark has installed over 200 MWs of solar.

Since 2002, GreenSpark Solar has demonstrated that we are one of the most capable and knowledgeable solar energy providers in the industry.

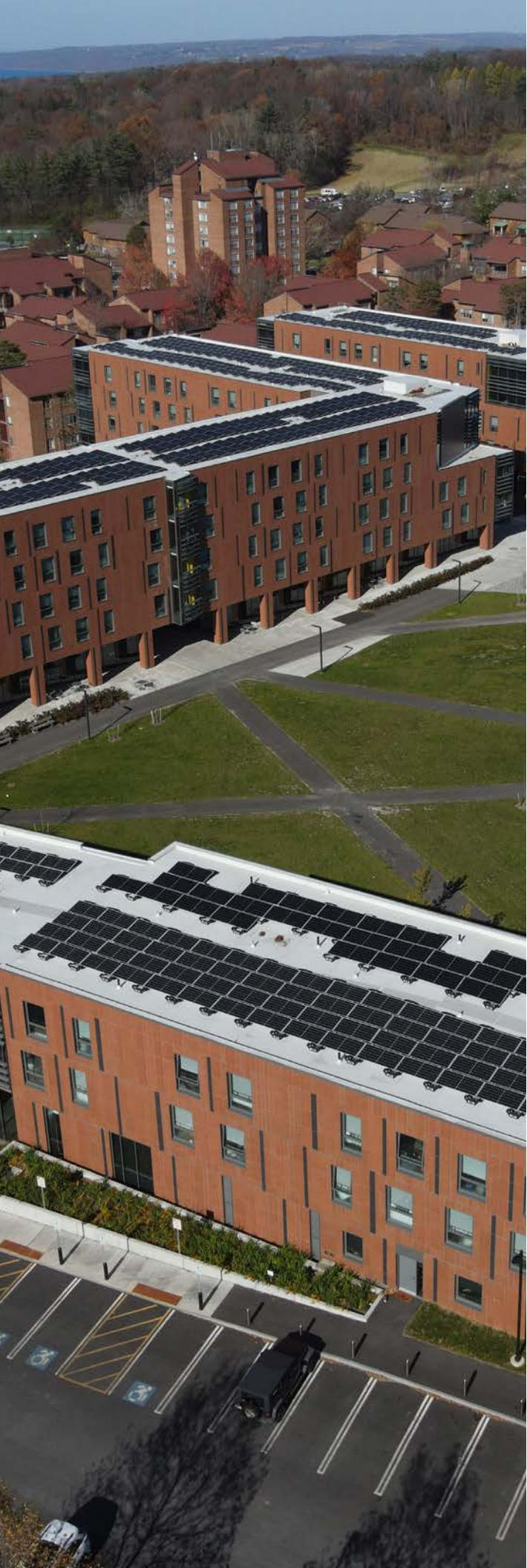
Whether it's a 50kW on a city rooftop or a multi-megawatt solar farm on a closed landfill, we deliver a multifaceted approach that provides the most optimal solar energy solution to match our customer's goals and needs. GreenSpark Solar's passionate team of local solar professionals are further bolstered by a network of industry leaders of finance, equipment and design solutions. We employ only the most proven solar solutions for our projects that balance long-term advantages and short-term gains. Our customer-centric approach does not stop when the electrons begin to flow. Our dedicated team will be on call and ready to assist throughout a project's lifetime.

Certified Benefiting our community with a capital B.



Corporation

GreenSpark Solar achieved status as a Certified B Corp in 2015. The B Corp philosophy, to use the power of business to solve social and environmental problems, aligns perfectly with the company's vision. We are proud to be a part of a growing community of more than 6,000 companies across 150 industries with one unifying goal: redefining success in business.



Why Go Solar?

Solar is now the most cost-effective energy source, with installation costs decreasing by 50% in the last decade. Plus, Federal and State climate goals have resulted in significant solar incentives and investment within the industry. In 2022, the Inflation Reduction Act (IRA) became the largest climate bill in U.S. history, offering historic tax credits for businesses, municipalities, and non-profit entities to make the switch to solar.

Incentives & Policy



New York State

- Goal of 70% renewable energy by 2030
- Goal of a zero-emissions electricity sector by 2040
- NYSERDA NY-Sun Program provides \$/watt incentive
- Bonus incentives for affordable housing and low-income projects



Federal

- Goal of achieving a net-zero emissions economy by 2050
- 30% Investment Tax Credit, transferable and eligible in the form of direct pay for non-profit entities
- Additional funding available for rural agricultural producers and small businesses through the Rural Energy for America Program
- Bonus credits available for projects meeting certain requirements (domestic content, energy communities, low-income properties)



Finances

- Double-digit return on investment
- Flexible financing and \$0 down financing opportunities
- Protect against utility rate increases & volatility



Sustainability

- Achieve Corporate Sustainability or ESG goals
- Attract and retain loyal customers & dedicated employees
- Satisfy increasing consumer demand & stakeholder pressure
- More than 90% of sustainable indexes outperformed the competition

Not only will solar reduce your business' tax liability,

its cost will be covered up to 70%

by Federal and State incentives.

GreenSpark for Greener Profits

When you work with our team, you support a local Certified B Corp and a proud member-owner of the Amicus Solar Cooperative. These titles signify that we maintain the highest ethical and sustainable business practices while providing industry-best pricing on quality technology. Our solar experts go beyond good pricing with exemplary service every step of the way.

We love the work we do and it shows. GreenSpark has been named a Fastest Growing Company & Top Workplace in the Greater Rochester & Finger Lakes Region time and time again.

A Few of Our Partners

PORTFOLIO PARTNER



KENDALL SUSTAINABLE INFRASTRUCTURE

80+ MW
PPA
NEW YORK STATE

DEVELOPERS & INSTITUTIONS



MARK IV ENTERPRISES

133 KW
SELF-OWNED
ROCHESTER, NY

DEVELOPERS & INSTITUTIONS



ROCHESTER REGIONAL HEALTH

5.5 MW
PPA
SPENCERPORT, NY

DEVELOPERS & INSTITUTIONS



HERITAGE CHRISTIAN SERVICES

2.7 MW
PPA
PARMA, NY

DEVELOPERS & INSTITUTIONS



ECOGY ENERGY

874 KW
PPA
OSSINING, NY

FARMING & AGRICULTURE



CHERRY LAWN FRUIT FARMS

72.8 KW
SELF-OWNED
MACEDON, NY

MANUFACTURING & TECH



HALE TECHNOLOGY IN PRACTICE

65 KW
SELF-OWNED
ROCHESTER, NY

MANUFACTURING & TECH



CORNING INC.

9+ MW
PPA
NEW YORK STATE

MANUFACTURING & TECH



GENERAL MOTORS

465 KW
SELF-OWNED
ROCHESTER, NY

MUNICIPALITIES



VILLAGE OF BROCKPORT

655 KW
PPA
BROCKPORT, NY

SCHOOLS & UNIVERSITIES



CORNELL UNIVERSITY

1 MW
PPA
ITHACA, NY

SCHOOLS & UNIVERSITIES



ROCHESTER INSTITUTE OF TECHNOLOGY

2.3 MW
PPA
HENRIETTA, NY

Engineering, Procurement, & Construction

GreenSpark Energy offers a streamlined and robust service package for your solar project that includes the most competitive equipment pricing in the industry. As a member-owner of the Amicus Solar Cooperative, GreenSpark is able to provide industry-best pricing on quality equipment, combined with cost-effective engineering, procurement, and construction (EPC) solutions.




EPC Services

Pre-Construction to Post-Construction

- Design & Engineering
- Interconnection & Utility Coordination
- Equipment Procurement
- NY-Sun Administration
- Construction Management
- Operations & Maintenance
- Installation Services:
 - Racking
 - Panels
 - Inverters
 - Electrical
 - Commissioning
- Quality Assurance / Quality Control



A Few of Our EPC Partners



"GreenSpark Solar is a trusted partner KSI can rely upon to deliver quality EPC solutions. We look to GreenSpark's team of experts, no matter the size or complexities of the project, to deliver completed

first-rate projects on-time and within budget.

By partnering with a Certified B-Corp, KSI is confident the goals being achieved are done so in a way that we feel good about."

John Chaimanis, Managing Director & Co-founder, Kendall Sustainable Infrastructure, LLC

KENDALL SUSTAINABLE INFRASTRUCTURE 40+ MWs | THIRTEEN PROJECTS | NEW YORK STATE



"GreenSpark pays attention to the finer details on our sites and provides us with quality workmanship.

This is typically delivered in a timely manner. Their good relationships with local subcontractors, along with their own skilled crews, gives them the ability to work multiple sites simultaneously."

Jay Myrto, Director of Project Management, Pivot Energy

PIVOT ENERGY 27.8 MW | THREE PROJECTS | NEW YORK STATE



"GreenSpark showed their strength in bandwidth through diligent communication from Project Managers. Lodestar's partnership with GreenSpark has resulted in assurance our projects are completed using

industry best practices and standards."

Kevin Midei, Construction Manager, Lodestar Energy

LODESTAR ENERGY 18 MW | THREE PROJECTS | NEW YORK STATE



Operations & Maintenance

GreenSpark takes pride in completing and operating high quality projects using industry-best practices and technology. Our team provides Operations & Maintenance (O & M) services to protect & maximize your investment, and give you peace of mind.

GreenSpark's O & M team is made up of trained and certified professionals including licensed electricians, Certified NABCEP installers, field service technicians, data specialists, and technical customer service representatives. Our team prioritizes development and training to ensure we are providing our customers with the best solar experience available.

O & M Services

- 24/7 Live Monitoring powered by Omnidian
- Remote Troubleshooting
- Proactive Service Dispatch & Corrective Maintenance
- Annual Preventative Maintenance
- Quarterly & Annual Production Reports
- Vegetation Management and Landscaping
- Other services include IR imaging, IV curve tracing, DAS/Communication troubleshooting, panel removal and reinstallation/replacement, wildlife remediation, commissioning, and more.

About Our Partners

Omnidian is an award-winning team known for their industry-leading monitoring system and remote diagnostic capabilities. Omnidian's proprietary AI is able to monitor all systems in real-time, providing quicker and more accurate responses with proactive monitoring. Omnidian is also a member-owner of the Amicus O & M Cooperative, which means they align with GreenSpark's values-driven approach to doing business..



Our Team



Scott Abbett
Exec. Dir. Commercial Operations



Joel Cannella
Commerical Solar
Developer



Tony D'Ambra
Manager of Commerical
Project Management



Ashton Fischer
Commercial Solar
Developer



Wyatt Lebeau
Commerical Solar
Sales Representative



Brooke Mayer
Commercial Solar
Developer



Mary Nicholas
Senior Product Marketing
Manager



Kevin Schulte
CEO & Founder



Meaghann Schulte
Exec. Dir. Communications



Luke Spencer
Commercial Design
Manager



Matt Vanderbrook
Dir. Commercial Origination



Doug Weishaar
Dir. Commercial Sales

Other Services: ↗ EV Charging Stations ↗ Storage ↗ Carports ↗ Marketing & PR

The team at GreenSpark Solar was named Rochester's Fastest Growing Company and a Top Place to Work in Rochester.



