



Statement of Qualifications

# Table of Contents

<b>Company Profile</b>	<b>04</b>	<b>SolarTech Specialization</b>	<b>11</b>
SolarTech's History		Solar	
Speed to Install		EV Chargers	
Exceptional Service, Optimal Outcomes		Energy Storage	
Long-Term Renewable Energy Partner		Delta Program	
<b>SolarTech Financials</b>	<b>06</b>	New Construction Partnerships	
Debt-Free Operation		<b>Case Studies</b>	<b>13</b>
Strategic Investment		Mossy Nissan	
<b>SolarTech Growth</b>	<b>07</b>	Toyota & Hyundai of Escondido	
<b>Management Team</b>	<b>08</b>	Garden Park Apartments	
<b>Safety</b>	<b>10</b>	<b>Conclusion</b>	<b>16</b>
Safety Certifications			
Employee Safety Training			











# Company Profile

SolarTech's story began in 2001 with an entrepreneur driven by a passion for clean energy. Starting with solar pool heating projects, this early vision laid the foundation for the company's growth and reputation for quality.

Through strategic partnerships and a commitment to offering a premium, diversified product line-up – **including residential and commercial solar solutions, energy storage, ev charging, solar pool heating, and roofing** – SolarTech has become a recognized leader within California's renewable energy industry, **completing over 13,000 renewable energy projects.**

Today, **SolarTech is a multi-state leader in the renewable energy sector.** Building upon our strong foundation and commitment to innovation, we've recently expanded our operations to serve clients across California, Arizona, Nevada, and Colorado.

## Speed to Install

With SolarTech, you'll see your solar investment generating clean energy and cost savings **significantly faster than industry averages.** Our streamlined processes, in-house expertise, and commitment to quality ensure timely project completion without sacrificing a single watt of peak performance.

## Exceptional Service, Optimal Outcomes

SolarTech goes beyond simply installing solar panels. **We take the time to understand your unique needs, tailoring solutions, providing regular updates, and offering ongoing system optimization.** From design to operation, experience the difference of a customer-centric approach.

## Long-Term Renewable Energy Partner

Choose a solar company with the track record and financial stability to support your system throughout its lifespan. **Benefit from our 20+ years of experience,** in-house service expertise, and deep understanding of the renewable energy landscape. Our commitment to staying ahead of the curve on energy policy and technology ensures you'll maximize your ROI for decades to come.

**Changing Lives with Affordable Clean Energy**





 SOLARTECH





# SolarTech Financials

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## Debt-Free Operation

SolarTech operates as a **debt-free company**, ensuring financial strength and long-term stability. This translates to unmatched reliability for our clients, knowing we'll be there to support their investment for years to come.

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## Strategic Investment

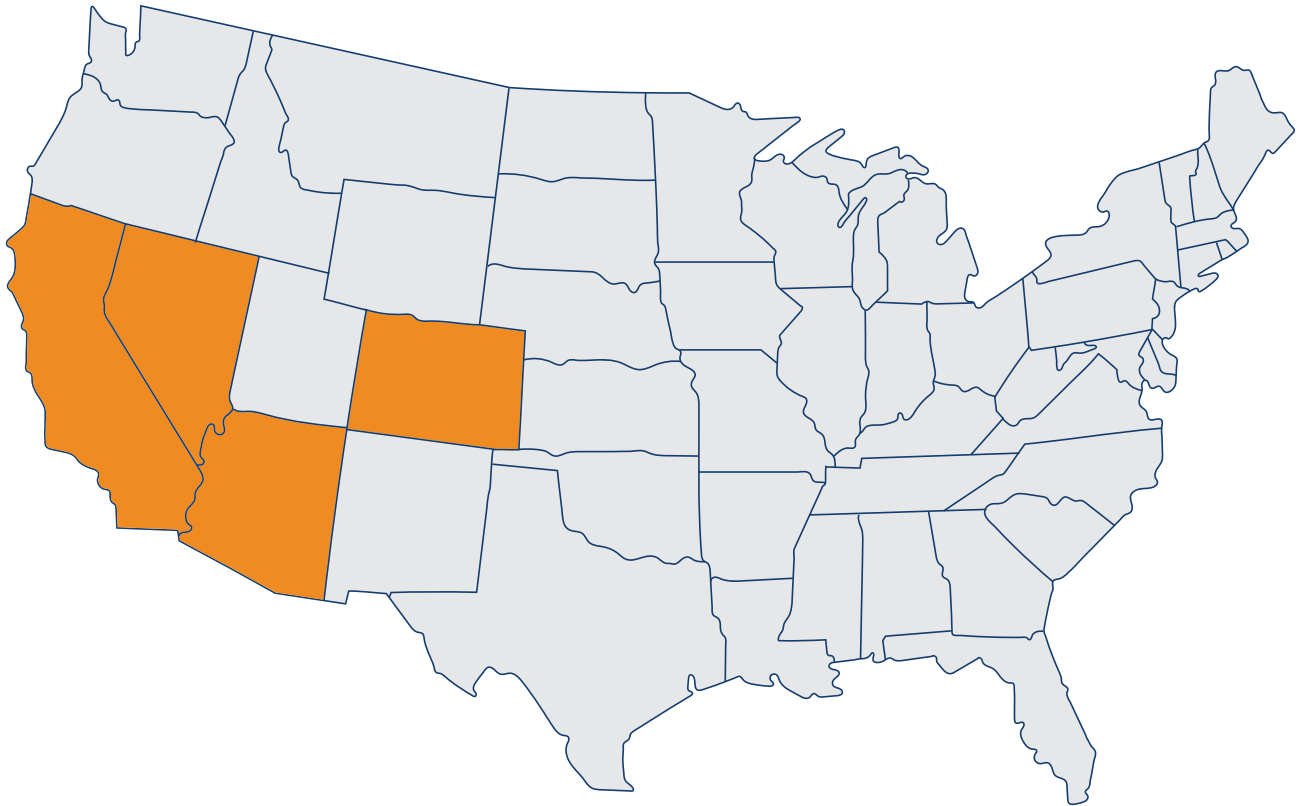
SolarTech is excited to announce our partnership with Stern-Aegis Ventures, a leading private equity firm. This strategic collaboration connects us with a recognized authority in the industry, known for their rigorous due diligence and successful track record in enhancing the capabilities of their partners. **Aligning with Stern-Aegis Ventures not only strengthens our resource base but also ensures robust support for our expansion and the successful execution of our renewable energy projects.**

# SolarTech Growth

## Powering More Communities, Shaping a Cleaner Future.

After more than two decades of delivering exceptional renewable energy solutions in California, **SolarTech is proud to expand our reach.** We now provide services in Arizona, Nevada, and Colorado, meeting the rising demand for sustainable energy options in the western states.

This strategic growth underscores our commitment to an electrified future. Alongside our core solar expertise, SolarTech is investing in EV charging infrastructure and battery storage solutions. **We envision a world where clean electricity seamlessly powers homes, businesses, and transportation.**



# Management Team



## **JT Garrison**

### **Chief Executive Officer**

JT, co-founder and the driving force behind SolarTech, brings over 20 years of solar industry expertise to his leadership role. His deep understanding of the industry, combined with his unwavering commitment to customer satisfaction and premium products, has propelled the company's growth and resilience amidst evolving market trends. JT embodies the company's entrepreneurial spirit and dedication to a cleaner energy future.



## **Jim Sprouse**

### **Chief Revenue Officer**

Jim is a seasoned revenue leader with over 25 years of experience driving growth within competitive industries. As SolarTech's CRO, he oversees sales and business development, spearheading strategies to accelerate client acquisition and expand the company's market share. With extensive sales performance and leadership experience in both B2B and B2C markets, he was a top-ranked sales agency leader for 15 years at a Fortune 500 company.



## **Dan Reicher**

### **Board Member**

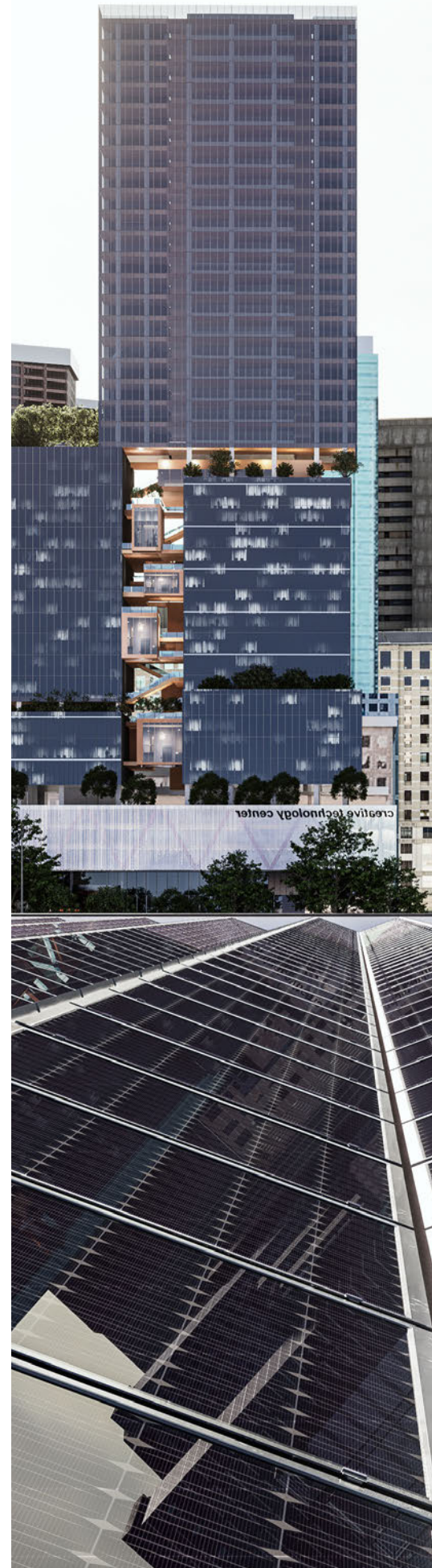
Dan is a titan in the world of clean energy and climate policy. His vast and multi-decade experience includes advising U.S. presidents, pioneering Google's clean energy initiatives, and founding a renewable energy investment firm positions him as a visionary leader. As a SolarTech Board Member, he brings unparalleled insights and strategic guidance, accelerating the company's impact and shaping a more sustainable future.



## **Grant Magoffin**

### **Vice President of Operations**

Grant brings over a decade of expertise in renewable energy solutions to SolarTech. His diverse contracting background, coupled with his journey from project manager to leading operations at SolarTech, underscores his versatility and leadership abilities. Grant's unwavering commitment to delivering seamless renewable energy solutions and ensuring client satisfaction is a cornerstone of SolarTech's success.







## Jacob Isen

### Director of Commercial

Jacob is a dynamic leader in the renewable energy sector. In 5 short years Jacob has been pivotal in quadrupling the size of the commercial division. He's a sought after industry thought leader and a trusted customer resource. Jacob's strategic vision, hands-on approach, and commitment to sustainability drive him to continuously exceed expectations, making him a driving force behind SolarTech's mission.



## Alec Bishop

### Commercial Operations Manager

Alec is a true solar powerhouse, bringing 16 years of unparalleled expertise to his role at SolarTech. His journey from installer to operations leader has honed his deep understanding of every aspect of solar projects. Alec's mastery of system design, crew management, and exceptional client guidance is unmatched in the field. Fueled by a relentless work ethic, he consistently exceeds expectations, turning ambitious solar visions into reality.



## Chance Sears

### Commercial Compliance Manager

Chance brings a diverse skillset and entrepreneurial spirit to SolarTech. As a multitalented go-getter, he is invested in the success of customer projects and a key resource in areas of compliance, finance, accounting, legal, and marketing. Leveraging his expertise as a Certified Public Accountant (CPA) and experience at Ernst & Young (EY), Chance optimizes processes, fuels growth initiatives, and contributes to a sustainable future.



# Safety

At SolarTech, **we believe safe practices are inseparable from exceptional renewable energy installations.** Our dedication to safety is reflected in our certifications, rigorous employee training, and commitment to maintaining a comprehensive safety culture.



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## Safety Certifications

We follow all the requirements set forth by the National Electric Code and Public Utilities Commissions.

- C10 Electrical
- C39 Roofing
- C46 Solar
- CR11 Electrical
- OSHA 10
- OSHA 30
- PV System Inspector (PVSI), North American Board of Certified Energy Practitioners (NABCEP)
- 49CFR/IATA/IMDG Certification for Lithium Batteries

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## Employee Safety Training

We prioritize proactive safety measures for our team, ensuring a secure work environment on your site. Our rigorous adherence to industry standards and state regulations provides peace of mind. We emphasize proactive safety measures through:

- Comprehensive Equipment Safety Training
- Weekly Tailgate Safety Meetings
- Monthly Harness Inspections
- Fall Protection Training and Plans
- Defensive Driving Training
- First Aid and CPR Training
- Electrical Safety per NFPA 70E
- Lockout Tag-out per NFPA 70E
- Journeyman Electricians
- Up-to-date Injury and Illness Prevention Plan (IIPP)
- Routine Vehicle and Warehouse Inspections
- Random Site Assessments



# SolarTech Specialization

Our expertise lies in providing extensive energy solutions and products to businesses across various industries. With a deep commitment to solar power, **we champion the cause of energy autonomy in every aspect.**

This commitment fuels our passion for staying ahead in the dynamic field of renewable energy, **enabling us to offer our clients a comprehensive portfolio of advanced energy technologies tailored for tomorrow's needs.**



## Solar

**As utility costs continue to surge, commercial properties stand to gain exceptional financial benefits by switching to solar. California alone is projected to see a 60% increase in commercial solar capacity by 2027.<sup>1</sup>**

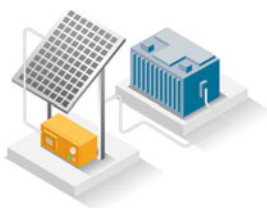
SolarTech handles every phase of your solar transition, from site assessments and custom system design to installation and long-term maintenance. Our streamlined processes, in-house expertise, and dedication to quality ensure a seamless project experience and maximum energy savings.



## EV Chargers

**The number of electric vehicles (EVs) on U.S. roads is expected to reach 26.4 million by 2030,<sup>2</sup> representing an eightfold increase from the 3.3 million EVs as of Q4 2023.<sup>3</sup>**

Stay ahead of the curve by making your property EV-ready. SolarTech offers turnkey EV charging station design and installation. Attract environmentally conscious tenants, customers, and employees while diversifying your revenue streams with charging fees.



## Energy Storage

**The U.S. energy storage market is prepared to skyrocket within the next decade to support the clean energy transition, with analysts projecting cumulative capacity to increase by more than tenfold by the end of 2030.<sup>4</sup>**

SolarTech's energy storage options integrate seamlessly with your solar system, allowing you to store excess solar power for use during outages, reduce reliance on the grid during high-cost periods, and further optimize your energy independence.

1. SEIA Solar Market Insight Report 2023 Year in Review | <https://www.seia.org/research-resources/solar-market-insight-report-2023-year-review>

2. BloombergNEF Electric Vehicle Outlook 2023 | <https://about.bnef.com/electric-vehicle-outlook/>

3. Experian's Automotive Market Trends Report: Q4 2023 | <https://www.experian.com/automotive/auto-market-trends-webinar-form>

4. U.S. Energy Storage Market Primed for Growth | <https://acore.org/resources/u-s-energy-storage-market-primed-for-growth/>



## Delta Program

SolarTech's Delta Program transforms commercial property owners into energy providers. **Own, discount, and sell your solar-generated energy directly to tenants, creating a new revenue stream while disrupting traditional utility models.** Increase your NOI, enhance property value, and attract eco-conscious tenants. For eligible properties, participate in the benefits with a \$0 cost option.



## New Construction Partnerships – Title 24 Expertise (California)

SolarTech guides your new construction projects towards Title 24 compliance, focusing on transforming potential cost burdens into significant revenue opportunities. **Our approach ensures solar integration is part of your building's design from the beginning, avoiding the need for costly retrofits and enhancing overall cost-efficiency.** Through our Delta Program, we redefine the impact of solar in compliance, converting it from a standard requirement into a valuable asset that significantly boosts your bottom line. With SolarTech, view solar not just as a compliance measure, but as a profitable investment right from the start.







## Case Study

# Mossy Nissan

Location

**Chula Vista, CA**

Project Size

**391.05 kW DC**

Type of System

**Roof Mount and Carport**

Estimated Annual Production

**642,102 kWh**



*"Partnering with SolarTech on this solar project was a triple win for us. We're saving money on energy, protecting our valuable inventory, and taking a meaningful step towards a more sustainable future. This investment aligns perfectly with our values and our customers' expectations."*

**Peter Mossy**

President, Mossy Automotive Group





## Case Study

# Toyota & Hyundai of Escondido

Location

**Escondido, CA**

Project Size

**812.7 kW DC**

Type of System

**Roof Mount**

Estimated Annual Production

**1,389,430 kWh**



*"We reached out to SolarTech because our facility, with their extensive service bays, was facing an enormous electricity bill. SolarTech provided expert advice on the best solutions to save us money, and the results have been remarkable—our electricity costs have gone way down! You couldn't believe the efficiency that SolarTech was here to provide this facility. In my 32 years at Toyota of Escondido, SolarTech has been the best company to work with."*

**Damian Campos**  
Senior Sales Manager





## Case Study

# Garden Park Apartments

Location

**El Cajon, CA**

Project Size

**87.36 kW DC**

Type of System

**Roof Mount**

Estimated Annual Production

**145,641 kWh**



*"SolarTech's Delta program was a game-changer for us. Not only did it help us secure advantageous financing during our acquisition, but we've now turned solar into a profit center. We're saving money, providing our residents with affordable green energy, and enhancing our property's value proposition."*

**Alfonso Aldrete Luken**

Co-Founder, CIMA Capital





# Conclusion

SolarTech is fueled by a passion for building a sustainable future and a commitment to exceptional client experiences.

**We go beyond standard solar solutions, offering personalized service, unmatched speed to install, and long-term support.**

Our expertise and dedication to innovation will help you maximize energy savings, streamline project delivery, and navigate the evolving energy landscape.



**Ready to discover the SolarTech  
difference and join us in shaping a  
brighter, more sustainable future?**

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Our professionals are ready to partner with you, on your timeline.  
Connect with your sales representative or contact us today.

[solartechonline.com](http://solartechonline.com)

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