

# Exact Solar Company and Project Narrative

Solar Procurement and Installation for Perkasio Borough

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<b>Thank You!</b>	



## Cover Letter

May 26, 2026

Perkasie Borough % GDS Associates

RE: RFI Submission – Solar Procurement and Installation Projects for Perkasie Borough

Dear Perkasie Borough and GDS Associates,

Exact Energy Partners LLC d/b/a Exact Solar (“Exact Solar”) is pleased & excited to submit this proposed solar solution in response to the Request For Information Invitation, RFI, for the procurement and installation of solar photovoltaic systems on Perkasie Borough properties.

We appreciate the opportunity to participate in your forward-thinking public energy initiatives in your community. Perkasie’s long-term utility costs, improving local environment, energy resilience, and leveraging available federal incentives are exactly the types of challenges our team has been helping public entities navigate for more than two decades.

We also recognize that solar project development has changed dramatically over the last year. Therefore, we take a much more unconventional and altered approach to this RFI in the best interest of Perkasie Borough.

**To this end, we are proposing Energy Service Management Agreements, EMSA's vs standard approach to your solution, as this provides a series of quantifiable and important advantages.**

### ***Exact Solar offers:***

- ***Energy service solution without debt structure, i.e EMSA, through existing, registered, documented Safe-Harbored projects, no upfront capital outlay, or,***
- ***Choose upfront compensation for Investment Tax Credit, ITC, - a path to quick ownership via pre-paid EMSA's.***

***The Bid Form document attached shows the pre-paid EMSA, with 30% ITC applied as Buy-Out amount, subject to further diligence, and the Buy-Down years are the break-even-cost years for each project. In the PPA column we are providing the Levelized Cost Of Energy LCOE rather than a PPA, as our proposed Energy Service Agreements are not PPAs. AC Kw column shows kWh projected delivery over one-year. Overhead Screen-shots of projects reveal a tactical approach to each. The SRECs are separate and not shown here.***



- ***There is a cost/ benefit by not fully covering the Borough parking lot at 7th & Walnut, and...***
- ***There is a cost/benefit reason for not covering all the property at the Landfill***
- ***A cost/benefit for not placing carpools on the Menlo Park lot.***
- ***As well as cost/ benefit by relocating structures to optimize Revivals project and avoid undue issues with adjacent properties.***

Public sector solar projects are now being shaped not only by engineering and construction timelines, but by evolving federal incentive rules surrounding Domestic Content requirements and Foreign Entity of Control (“FEOC”) restrictions. These requirements are creating uncertainty across the industry, particularly for public entities trying to move projects forward under aggressive schedules while still maximizing available tax credit value.

Exact Solar believes this proposal offers a unique strategic and practical path through that uncertainty. Our proposal provides local investment in your community, keeping taxpayer dollars local rather than investing in other states.

The projects we are proposing under this solicitation are already Safe-Harbored by Exact Solar. This is a significant advantage for the participating municipalities because it substantially reduces both compliance risk and schedule pressure associated with future Domestic Content and FEOC requirements, or navigating incentive procedures long after project completion.

Because these projects have already been safe-harbored:

- The projects only need to achieve the currently applicable 45% Domestic Content threshold rather than the 50% or 55% threshold many future projects may be subject to.
- The projects are not subject to future FEOC procurement restrictions that are expected to complicate equipment sourcing, documentation, pricing, and project timelines across the industry and supply chains.
- Perkasi avoids the burden of attempting to navigate rapidly evolving federal guidance while trying to keep projects moving on schedule, only then needing to wait for the uncertainty of incentive payout long after your solar is installed and operating.
- Equipment procurement strategy, pricing, and tax credit eligibility become significantly more predictable.

In short, these projects are positioned to move forward with substantially less regulatory uncertainty than a typical new solar procurement entering the market today.



We offer the unique and somewhat exclusive ability to provide Perkasio Borough these pre-reserved, safe-harbored Energy Management Service Agreements, EMSA's, for your projects.

You have an option of a debt-free service rather than expending cash, or, you can pre-pay the EMSA and receive the ITC incentives upfront. Either choice leaves you without the uncertainty of starting a new project within the strict timelines.

We understand that our proposal does not follow every aspect of the solicitation in a conventional manner. That is intentional.

Rather than simply responding to the RFI as a standard equipment procurement exercise, Exact Solar is presenting what we believe is a realistic and highly strategic pathway for the Perkasio to accomplish your underlying goals: long-term energy savings, reduced taxpayer exposure to rising utility costs, access to federal incentive value, and successful project execution without unnecessary regulatory risk.

Founded in 2005 and headquartered in Newtown, Pennsylvania, Exact Solar is a vertically integrated engineering, procurement, and construction ("EPC") firm that has completed thousands of solar installations throughout Pennsylvania and New Jersey, including dozens of municipal, county, educational, nonprofit, commercial, industrial, plus, residential projects. Our company performs development, engineering coordination, procurement, permitting, installation, commissioning, monitoring, and long-term service largely in-house, allowing us to provide a single accountable partner throughout the life of a project.

For this solicitation, we are proposing the following projects under an Energy Management Services Agreement ("EMSA") structure:

These projects are candidates for the EMSA model, which allows you to move forward with little or no upfront capital investment option, while still receiving guaranteed energy savings and a defined path toward ownership.

We recognize that the EMSA structure differs from traditional public procurement approaches. In today's market conditions, however, flexibility and creativity may be necessary to fully capture the value available through these projects.

The EMSA structure combines the advantages of third-party financing with the long-term value of ownership. Unlike a traditional Power Purchase Agreement, the EMSA is designed to provide transparent economics, operational flexibility, performance guarantees, and the potential for positive cash flow early in the project lifecycle. It allows Counties to preserve capital, avoid



conventional debt structures, and still realize the economic and environmental benefits of on-site solar generation.

Exact Solar brings together a highly capable team to execute these projects successfully. In addition to our in-house EPC expertise, we work with experienced financing and engineering partners to deliver solutions that are technically sound, financially compelling, and aligned with the operational goals of your municipality

As a Bucks County Pennsylvania-based company for over 20 years, we take pride in serving the communities where we live and work. Our goal is not simply to install solar systems, but to help public entities make informed long-term energy decisions that create lasting economic value, operational resilience, and environmental benefit for taxpayers and residents alike.

We believe this proposal presents Perkasio with a unique opportunity to move forward with projects that are already strategically positioned against many of the industry challenges currently slowing public sector solar development nationwide.

Thank you for your consideration and for the opportunity to submit this proposal. We look forward to the possibility of partnering with Perkasio on this important initiative.

Best Regards,

David Hammes



## **Business Name and Address**

Exact Energy Partners LLC d/b/a Exact Solar  
82 Walker Lane  
Newtown, Pennsylvania 18940

## **Primary Contact Information**

Primary Contact: Doug Edwards  
Title: President  
Phone: 267-990-8994  
Email: Doug@exactsolar.com

Secondary Contact: David Hammes  
Title: Technical Sales Engineer  
Phone: 267-454-1562  
Email: Dave@exactsolar.com

## **A. Narrative Summary**

### **Company History and Years in Business**

Founded in 2005, Exact Energy Partners LLC d.b.a. Exact Solar has been delivering clean, reliable, and cost-effective solar energy solutions for more than 20 years. We proudly share a recent [Bucks County Herald article](#) highlighting this exciting milestone!

As a privately held, locally owned company with no outside investors, Exact Solar is deeply rooted in the communities we serve. Our headquarters in Newtown, Pennsylvania, is powered by solar, reflecting our belief that we should lead by example. We view every project as an opportunity to help municipalities, schools, and nonprofits reduce operating costs while demonstrating environmental leadership.

Exact Solar has been recognized by The Philadelphia Foundation and the Greater Philadelphia Chamber of Commerce with the Civic 50 Award for community impact. We are also an approved COSTARS supplier (Contract #028-E24-054), which allows Pennsylvania municipalities, school districts, and other public entities to procure our services efficiently through the Commonwealth's cooperative purchasing program.

Our commitment to sustainability extends beyond project development. We are active participants in regional initiatives including Philadelphia Energy Authority Authorized Partner, Solarize Southeast PA,



Solarize Delco, Solar United Neighbors, the Pennsylvania Solar Center's GET Solar program, and Pennsylvania Interfaith Power and Light. We are proud to support educational and workforce development efforts through partnerships with organizations such as OIC Philadelphia, local community colleges, and technical schools.

As a member of the Amicus Solar Cooperative, a national network of 80 mission-driven independent solar companies each in business over 20 years, Exact Solar combines the responsiveness of a local business with Best-Practices in technologies, equipment, purchasing power, and shared expertise among one of the most respected solar cooperatives in the country.

Since our founding, Exact Solar has installed more than 3,000 solar systems and over 13.6 MW of solar capacity in the last decade alone. These installations are estimated to offset more than 49,000 tons of carbon emissions over their useful lives. We are proud of the measurable environmental impact our work has created across Pennsylvania, New Jersey, and Delaware. During that time, we have completed more than 3,000 solar installations across Pennsylvania, New Jersey, and Delaware, recently including approximately 100 commercial, municipal, educational, and nonprofit projects.

As a locally owned company with no outside investors, Exact Solar is independently managed and operated. This structure allows us to make decisions quickly, remain fully accountable to our clients, and maintain a long-term commitment to the communities we serve.

Our mission aligns closely with the goals of the Pennsylvania Solar Center, and Capital Good Fund: reducing energy costs, stabilizing operating budgets, and advancing sustainability through well-executed renewable energy projects.

## **Headquarters Location**

Exact Solar  
82 Walker Lane  
Newtown, PA 18940

Our headquarters is located in Bucks County, Pennsylvania, placing us in the heart of the region we serve, and allows us to provide responsive project management, engineering support, and long-term service.



## Government, Nonprofit, and Commercial Solar Experience

Exact Solar has completed more than 3,000 solar installations, including approximately 100 recent commercial, municipal, school, and nonprofit projects throughout Pennsylvania and New Jersey.

Representative public and nonprofit clients surrounding or adjacent to Perkasio include:

- Doylestown Borough Municipal Building
- Upper Darby Municipal Building and Senior Center
- West Rockhill Township
- North Pocono School District
- Newtown Friends School
- ASPIRA Charter School
- Solid Rock Baptist Church
- Snipes Farm and Education Center
- Tredyffrin Township Schools
- Solebury Township Municipal Complex

These projects reflect the same objectives driving Perkasio: lowering utility costs, stabilizing budgets, demonstrating environmental leadership locally, enhancing local employment, community safety, and resilience. Your solar project with Exact Solar would result in investment here, in your local community, rather than sending more taxpayer monies to other states.

## Pennsylvania Project Experience

Exact Solar has completed several thousand solar installations in Pennsylvania, including projects for government entities, schools, nonprofits, and commercial customers.

Pennsylvania recent installations include:

- Government and municipal projects: 20+
- Nonprofit and educational projects: 25+
- Commercial projects: 50+

Our team has extensive experience navigating Pennsylvania permitting, interconnection, prevailing wage requirements, and incentive programs, including Direct Pay and Solar for Schools.



## Total Installed Solar Capacity and Average Project Size

Since its founding in 2005, Exact Solar has steadily expanded its installation capacity and project experience throughout Pennsylvania, New Jersey, and Delaware. Based on our most recent analysis, Exact Solar has installed more than **13.6 MW of solar capacity over the past decade alone**, and significantly more over the company's 20+ year history.

This represents the installation of nearly **39,000 solar panels** across more than 3,000 projects, all designed and installed by our local, in-house team. These systems are projected to offset more than **49,000 tons of carbon emissions** over their operating lives, underscoring the long-term environmental impact of our work.

Our project sizes range from small residential systems to medium- and large-scale commercial, municipal, and institutional installations. Representative larger projects include:

- Americold Logistics, Vineland, NJ – **1.311 MW**
- North Pocono School District – **1.5 MW** across five schools
- Multiple municipal, educational, and nonprofit projects ranging from **100 kW to 500 kW+**

For public-sector and nonprofit clients similar to Perkasio, our typical project sizes range from **100 kW to over 1 MW**.

Exact Solar has experienced significant growth in recent years, installing more than **4 MW in 2024** and projecting **5–6 MW of installations in 2026**. This growth reflects both increasing market demand and our continued investment in personnel, training, and operational capacity.

One of the most rewarding aspects of our work is the cumulative impact these projects have over time. Because solar systems generate clean electricity for 25 to 30 or 35 years and more, each installation continues to deliver financial savings and environmental benefits long after construction is complete.

At Exact Solar, we are proud not only of the megawatts we have installed, but of the lasting positive impact our projects have had on schools, municipalities, nonprofits, businesses, and communities throughout the region.



## **Staffing, Installation Crews, and Proposed Project Team**

Exact Solar currently employs more than 55+ professionals.

- Full-time employees: 50+
- Part-time employees: Limited administrative and support roles
- Employees based in Pennsylvania: Majority of staff
- Installation crews: Multiple in-house crews staffed by licensed electricians and experienced solar installers

### **Proposed Project Team**

- Doug Edwards – President and Managing Partner
- David Hammes-Technical Sales Engineer
- Vlad Ringe – Operations Manager and Master Electrician
- Stanislav Kvochak – Senior Project Engineer
- Nick Del Grosso – Installation Manager and Senior Project Manager
- Samantha Nicklaus – Accounting and Contract Administration
- Mark Eckert, P.E. (Sunstone Engineering) – Professional Engineer for final stamped drawings

### **Staffing Assigned to your Projects**

For the Perkasio portfolio, Exact Solar anticipates assigning:

- 1 Executive Sponsor
- 1 Senior Project Manager
- 1-2 Project Engineers
- 1 Procurement Manager
- 1 Permitting and Interconnection Coordinator
- 1 Site Superintendent
- 6+ Field Installers and Electricians per active site, as needed.
- 1 Commissioning Lead
- 1 O&M Service Coordinator



*Because Exact Solar can self-perform nearly all engineering, installation, and commissioning work, we maintain direct control over quality, schedule, and communication.*

## **Utility Territories Served and Interconnection Experience**

Exact Solar routinely works with:

- PECO
- PPL
- Met-Ed/ First Energy
- PSE&G
- Atlantic City Electric
- Penelec

## **Interconnection Experience**

Exact Solar has extensive experience with PPL and has successfully interconnected numerous municipal, school, nonprofit, and commercial systems within PPL territory. Our team understands PPL's application requirements, study process, and technical standards, allowing us to proactively address issues and keep projects moving efficiently.

## **Permitting Experience and Strategies for Expediting Approvals**

We have successfully completed projects in jurisdictions with complex permitting requirements, including:

- Philadelphia
- Upper Darby
- Doylestown Borough
- Various school districts and municipal entities

Our permitting strategy includes:

- Comprehensive drawing packages prepared in-house
- Early coordination with local code officials
- Use of experienced Pennsylvania-licensed engineers



- Prompt response to plan review comments
- Close coordination with county and municipal stakeholders

### Capacity to Manage the Full Project

Exact Solar is uniquely positioned to manage the Perkasio projects because of our vertically integrated business model and regional presence.

Key advantages include:

- In-house engineering, procurement, installation, and service
- Multiple dedicated installation crews
- Established supplier relationships through the Amicus Solar Cooperative
- Strong surety and credit capacity
- Extensive public-sector experience
- Local headquarters within the service area

We understand the goal of administrative efficiency and would welcome the opportunity to serve as a long-term partner with Perkasio and project sites. Our approach aligns with the collaborative work of the Sustainable Energy Partnership, the Pennsylvania Solar Center's GET Solar program, and Capital Good Fund's innovative financing model, all of which are designed to help public entities deploy solar efficiently and cost-effectively.

## B. References

### \*Project Details in Exhibit B

1. Client Name/Organization: Sandy Run Middle School

Contact Name: Zach Zaso, Dupuy Engineering

Address: Sandy Run Middle School, Upper Dublin School District, Pennsylvania

Telephone: (484) 357-3978

Email: zzazo@chasolutions.com

Description of Project (Ground Mount/Rooftop, Size, and Year Installed):

Rooftop solar photovoltaic system, 280 kW DC, installed in 2022.



2. Client Name/Organization: Doylestown Borough Municipal Building

Contact Name: John Davis, Borough Manager

Address: 10 Doyle Street, Doylestown, PA 18901

Telephone: (215) 345-4140 is

Email: jdavis@doylestownborough.net

Description of Project (Ground Mount/Rooftop, Size, and Year Installed):

Rooftop solar photovoltaic system, 167.75 kW DC, installed in 2025.

3. Client Name/Organization: Upper Darby Municipal Building and Senior Center

Contact Name: Bob Bauma, Electri-Tech

Address: Upper Darby Township, Pennsylvania

Telephone: (609) 667-8221

Email: rbauma@electritech.com

Description of Project (Ground Mount/Rooftop, Size, and Year Installed):

Rooftop solar photovoltaic system serving the Municipal Building and Senior Center, 90 kW DC, installed in 2022.

## C. Subcontractors/Partners

### Exact Solar (Prime Contractor)

Exact Solar will serve as the prime contractor and primary point of contact for all project activities.

### Key Responsibilities

- Executive Sponsor: Doug Edwards
- Sales Coordination: David Hammes
- Project Manager: Nick Del Grosso
- Engineering Lead: Stanislav Kvochak
- Procurement Lead: Chris Bray with Doug Edwards
- Permitting and Interconnection: Exact Solar Engineering Team
- Construction Superintendent: Nick Del Grosso / Vlad Ringe
- O&M Contact: Exact Solar Service Department
- Legal Review Coordination: Doug Edwards and Samantha Nicklaus



## Key Partners

### Sunstone Engineering-Professional Engineering Services

Exact Solar can utilize Mark T. Eckert of Sunstone Engineering in Harvey's Lake, Pennsylvania, as the Professional Engineer for these projects. Mark will be responsible for final engineering review, preparation of stamped construction drawings, and support during project commissioning.

Exact Solar has worked with Mark on numerous commercial and institutional solar projects and values his responsiveness, technical expertise, and familiarity with utility interconnection requirements.

Sunstone Engineering provides professional engineering and design services to solar developers, electrical contractors, property owners, and other engineering firms and is currently licensed in 12 states.

Sunstone Engineering's experience includes:

- Interconnection design for more than 120 community solar projects in New York and Pennsylvania
- Construction documents for commercial-scale solar and battery energy storage systems
- Interconnection design for utility-scale projects in multiple states
- Ongoing support for community solar projects throughout Pennsylvania

#### **Mark T. Eckert, P.E.**

570-519-2374

Mark@sunstoneeg.com

### Specialty Subcontractors

Limited use of qualified subcontractors for structural engineering, roofing, and specialty trades as required.

## **D. Insurance: Liability Insurance, Worker's Compensation, and Property Insurance**

Exact Solar maintains comprehensive insurance coverage meeting or exceeding the requirements set forth in **Appendix E**.

Coverage includes:

- Commercial General Liability
- Workers' Compensation
- Employer's Liability
- Commercial Automobile Liability
- Umbrella/Excess Liability
- Builder's Risk (as required)

Exact Solar and any approved subcontractors will maintain insurance during construction. After installation, ownership entities will maintain property insurance for the solar assets.

## **E. Safety of Workers**

Safety is central to Exact Solar's culture.

Our program includes:

- OSHA 10 certification for all field personnel
- OSHA 30 certification for supervisors
- Site-Specific Safety Plans
- Daily job hazard assessments
- Toolbox talks and monthly safety meetings
- PPE and fall protection requirements
- Background checks
- Full-time safety oversight

We maintain a zero-tolerance policy for unsafe work practices.

## **F. Public Works Employment Verification**

Exact Solar uses the federal E-Verify system and complies fully with Pennsylvania Act 141 of 2022.

The required Public Works Employment Verification Form is included in Appendix A.

## **G. WMDVBE Business**

Exact Solar is not currently certified as a Women, Minority, Disabled, or Veteran-Owned Business Enterprise.

Approximately 35% of our workforce consists of minorities, women, veterans, and individuals with disabilities.

We actively support workforce diversity and partner with organizations such as Philadelphia OIC.

## **H. Training and Certifications**

### **NABCEP Certifications**

- Vlad Ringe – NABCEP PV Installation Professional
- Multiple NABCEP PV trained Sales & Engineering Professionals on staff

### **Additional Certifications and Credentials**

- Licensed electricians in Pennsylvania and New Jersey
- OSHA 10 and OSHA 30 certifications
- LEED Accredited Professional
- Master's degree in Electrical Engineering (Stanislav Kvochak)

### **Workforce Development**

Exact Solar performs nearly all project work with our own local W-2 employees, including engineering, installation, commissioning, and long-term service. This vertically integrated approach provides strong quality control, accountability, and consistent labor practices.

A majority of our workforce lives within Bucks, Chester, Delaware, and Montgomery Counties, ensuring that the economic benefits of these projects remain in the communities served.

We understand that public-sector projects often require compliance with prevailing wage, certified payroll, apprenticeship participation, and other labor requirements. Exact Solar has extensive experience meeting these obligations and uses dedicated systems to manage labor classifications and reporting accurately.



We are also committed to workforce development through partnerships with local community colleges, trade schools, and OIC Philadelphia, helping train the next generation of solar professionals.

Exact Solar supports:

- Apprenticeship opportunities
- Job shadowing
- Partnerships with Philadelphia OIC and local training organizations
- Focus on minority, immigrant, veteran, and women participants

## **I. Compliance with the Inflation Reduction Act Provisions**

Exact Solar has substantial experience helping public-sector and tax-exempt entities navigate the rapidly evolving requirements of the Inflation Reduction Act (“IRA”), including Domestic Content qualification, FEOC compliance, safe harbor strategy, prevailing wage and apprenticeship requirements, Direct Pay monetization, and alternative financing structures such as Energy Management Services Agreements (“EMSAs”).

We understand that today’s public-sector solar market is no longer driven solely by engineering and construction. The ability to successfully capture and preserve IRA incentive value has become equally critical. Procurement timing, equipment sourcing, labor compliance, and federal documentation requirements now directly impact project feasibility, project schedules, risk, and long-term economics.

Exact Solar’s approach is designed to remove much of that burden from participating clients.

The projects proposed under this RFI have already been safe-harbored by Exact Solar through prior procurement and project commitment activities completed ahead of key regulatory deadlines. As a result, participating municipalities are able to leverage projects that are already strategically positioned against many of the industry risks and uncertainties currently affecting public-sector solar development nationwide.

This provides several significant advantages:

- The proposed projects are not subject to future FEOC requirements that are expected to complicate procurement, equipment sourcing, compliance documentation, and project execution timelines.



- The projects only need to achieve the currently applicable 45% Domestic Content threshold rather than the 50%+ threshold that apply to future projects.
- Participating clients avoid the burden of attempting to navigate rapidly evolving federal guidance, sourcing restrictions, and compliance risk while simultaneously trying to move projects forward under strict timelines.
- Equipment procurement, pricing, tax credit qualification, and project scheduling become substantially more predictable and manageable.
- The opportunity to gain access to projects that are already positioned to maximize IRA value without needing to independently manage the complexities of safe harbor procurement strategy.

In many respects, this is one of the most valuable aspects of Exact Solar's proposal.

Rather than asking Perkasio to enter the current market environment and independently absorb the uncertainty surrounding FEOC regulations, Domestic Content sourcing, and safe harbor or incentive deadlines, Exact Solar has already completed much of the strategic groundwork necessary to preserve project economics and maintain schedule certainty. We have the safe-harbored inventory in stock, registered, serialized numbers, proper documentation to track all purchases, sources and equipment.

Through our membership in the Amicus Solar Cooperative, a national network of more than 80 leading independent solar companies, Exact Solar maintains access to real-time industry intelligence, procurement strategies, and evolving guidance related to IRA implementation, Treasury interpretation, and equipment sourcing requirements. This network provides valuable insight into changing market conditions and allows us to proactively position projects ahead of regulatory shifts.

Exact Solar has already safe-harbored multiple commercial, municipal, nonprofit, and public-sector projects throughout Pennsylvania and New Jersey. Our experience includes projects structured to maximize Direct Pay benefits, Domestic Content qualification, and long-term ownership value under both traditional procurement and alternative financing models, (i.e pre-paid EMSA, or off-balance sheet, service without debt structure).

Importantly, Exact Solar is currently undertaking a second round of safe harbor procurement activities in anticipation of additional regulatory changes and tightening federal requirements. Should the participating clients wish to pursue some additional projects contemplated, Exact Solar may have the



ability to strategically incorporate those projects into upcoming safe harbor activities, subject to project timing, equipment availability, and procurement coordination.

Given the increasingly time-sensitive nature of Domestic Content thresholds, FEOC restrictions, and safe harbor eligibility, Exact Solar is uniquely positioned to help Perkasio move forward with projects that are already insulated from many of the regulatory and procurement challenges currently facing the industry.

Our proposed projects will be aligned with the appropriate safe-harbored projects in our possession. The proposed projects are subject to final analysis and fine-tuning based on individual project features to be determined. This may impact price-points if adjustments are to be made.

## **J. Tax and Regulatory Status and Clearance Statement**

Exact Solar certifies that it is in full compliance with all applicable federal, state, and local tax and regulatory requirements in the communities we serve.

Payment schedule: EMSA payments begin upon completion and operation of the solar systems. Specific Terms, once project scopes are finalized, will include the payment schedule.

A pre-pay option is an option for a shorter distance to ownership, and an advanced approach to collecting the ITC/IRA incentive in advance.

## **L. Our Memberships, Sponsorships, and Affiliations**

At Exact Solar, we place great importance on community involvement and support. It is our firm commitment to provide assistance to local organizations, charitable initiatives, and other community-based ventures. We are proud to have sponsored and supported the following groups and organizations:

- ASES – American Solar Energy Society
- MSSIA – Mid Atlantic Solar & Storage Industries Association
- E2 – Environmental Entrepreneurs
- PSEA – Philadelphia Solar Energy Association
- Climate Collaborative
- World Ocean Day
- Sustainable Business Network of Greater Philadelphia
- Lower Bucks Chamber of Commerce
- Lancaster Chamber of Commerce
- Main Line Chamber of Commerce

- Newtown Business Association
- Yardley Business Association
- Sustainable Business Network
- Sierra Club - Bucks County Chapter
- Bucks County Audubon Society
- Washington Crossing Historic Park
- Peddler's Village
- Ryan's Case for Smiles
- Have a Heart Foundation
- Council Rock North Softball Team
- FACT Charter School
- McCall Home and School Association
- Hopewell Valley Green Team
- Bookin' for Lookin' Foundation
- New Hope Celebrates
- Middletown Grange Fair
- Doylestown Arts Festival
- Pennsylvania Interfaith Power and Light
- Bucks Peace Fair 2023, 2024
- Chester County Sustainability Summit 2024,2025
- Bucks County Sustainability Summit, Honey Hollow
- Perkasie Fall fest, St Andrew's 2025
- Lower Merion Township Community Sustainability 2026

Throughout the years, we have donated to various organizations across several installations. These organizations range from the Solar Electric Light Fund (SELF) to Power Up Gambia (PUG), where the son of former owners Mark and Dara traveled to Africa to install solar hot water heating systems. Additionally, we worked alongside the Philadelphia Solar Energy Association and Solar States, hiring some of the skilled installers that the latter trained.

## **Exhibit A. Project Team Resumes**

Exact Solar's team includes all local associates living in Pennsylvania or New Jersey, with the exception of just a few remote team members who virtually provide some administrative and marketing support. Our team manages all aspects of the project life cycle internally, including sales, design, project management, installation, commissioning, and service, which may involve remote monitoring for our customer sites (a no-fee service we provide) and in-person traditional service.

### **Doug Edwards – Exact Solar President, Mechanical Engineer, LEED-AP**

Doug Edwards is a veteran of the energy efficiency and renewable energy industry (20 years). As Exact Solar's President and Managing Partner, Doug is actively involved in the assessment, scoping, design, and management of all of Exact Solar's commercial solar projects. Doug is passionate about training and



career development opportunities for our team, recruiting talented team members, and developing improved processes that help us be more consistent in delivering excellence through our work. Doug is a Penn State Alum and a Mechanical Engineer.

Prior to taking the leadership role at Exact Solar, Doug worked for 20 years within the performance contracting industry. Doug sold nearly \$200,000,000 in total comprehensive commercial energy projects during his time in the industry, including a record-breaking 2020 where he secured over \$31,000,000 in total new contracts, including over 2 megawatts of commercial-scale solar power for municipal clients.

### **Vlad Ringe – Operations Manager, Master Electrician, NABCEP Certified PV Installation Professional**

Vlad Ringe serves as Exact Solar’s Operations Manager and Master Electrician, bringing nearly 20 years of experience in the design, installation, and management of solar photovoltaic (PV) systems. He is a NABCEP Certified PV Installation Professional and a licensed electrician in both Philadelphia and New Jersey.

Vlad has led the successful execution of numerous commercial, institutional, and large-scale solar projects throughout the region. His leadership ensures all work is performed to the highest standards of quality, safety, and code compliance. Prior to joining Exact Solar, Vlad owned and operated an electrical contracting firm and later managed operations for Vivint Solar’s Philadelphia division, overseeing high-volume and complex installations. His technical expertise, operational discipline, and commitment to excellence are integral to Exact Solar’s continued success in delivering reliable, high-performing solar energy systems.

### **Mark Bortman – Exact Solar Founder, Engineer, Certified Sustainable Building Advisor (CSBA)**

In 2004, Mark Bortman (University of Pennsylvania, '92), founder of Exact Solar, moved his family to Costa Rica for a year to learn more about alternative energy options. During that year, Mark had the extreme honor of working with a true pioneer in the solar water heating (solar thermal) field, a man who has been in the industry since the 1970s working in California, Arizona and Central America. That man, Bruce Carey, spent the year giving Mark invaluable experience and the education of a lifetime. When he returned to the Philadelphia area, Mark started Exact Solar. Initially specializing in installing solar water heating and pool heating, Exact Solar soon expanded to become a solar electric (photovoltaic or PV) systems installer as well.

Mark completed 100+ hours of coursework and examinations in order to become a Certified Sustainable Building Advisor (CSBA). CSBA building professionals are certified in applying the fundamental principles of sustainability in the built environment. Mark sold the business to Doug Edwards in 2021 and retired, but continues to consult and support our team, and is a tremendous resource for the company with his wealth of experience in solar.

### **Stanislav Kvochak – Senior Project Engineer**



Stanislav Kvochak serves as a Senior Project Engineer at Exact Solar, contributing to the design, engineering, and commissioning of both residential and commercial solar energy systems. Stan plays a key role in ensuring that each project meets technical, safety, and performance standards from initial planning through completion.

Stanislav holds a Master's degree in Electrical Engineering and brings extensive experience in solar project planning, electrical system design, permitting, and construction. His strong technical background and attention to detail support Exact Solar's commitment to delivering efficient, compliant, and high-quality solar installations across diverse project types. Stan is local in Exact Solar's office in Newtown, and works closely with Vlad and our project managers to ensure tight integration between design and construction. Stan leads the commissioning post-installation with Vlad, and reviews all project designs and performance reports.

### **Nick Del Grosso – Exact Solar Installation Manager, Senior Solar Project Manager**

Nick Del Grosso has been an integral part of Exact Solar since 2016, progressing from installer to his current role as Installation Manager and Senior Project Manager. With extensive experience in solar construction and project oversight, Nick is responsible for the day-to-day management of installations, coordination of procurement and material deliveries, and supervision of field operations. He ensures all work is performed safely, efficiently, and in full adherence to site-specific requirements, regulatory standards, and project specifications. Nick's organized and professional approach ensures seamless execution and high-quality results across all phases of construction.

### **David Hammes – Exact Solar Sales Engineer, PSEA Board Member**

David has 22+ years of experience in the solar energy, energy efficiency, and solar water pumping industries. He has held executive leadership roles in corporations developing projects locally and in frontier countries throughout Africa, Latin America, the USA, and beyond. As VP of a solar panel manufacturer, he contributed to over 100 megawatts of global solar installations. His accomplishments include presenting as a subject matter expert at the UN General Assembly on solar applications for water pumping, agriculture, and drinking water in developing countries. He also led solar projects, including the 780 ft. high Deutsche Bank building on Wall St. in NYC. David completed USGBC LEED training, Solar Energy International certification, and NABCEP training. He is active in multiple industry organizations, including Solarize Philly and CoStars. His education includes studies at Penn State and the Wharton School, University of Pennsylvania (WEMBA).



## Exhibit B. Representative Project Examples:

### Sandy Run Middle School

*Dresher, PA*

Exact Solar secured the project installation work for Sandy Run Middle School, a new construction project for Upper Dublin School District, under Boro Construction, the prime electrical contractor for the project. Exact Solar has performed repeat work for Boro Construction, and Zach Zaso of Dupuy Engineering has been the owner's representative and construction manager for several of these projects.

**Contact Name:** Zach Zaso (Dupuy Engineering)

**Phone:** (484) 357-3978

**Email:** zzazo@chasolutions.com

**Year:** 2022

**System Size:** 280 kW

**Address:** 520 Twining Rd, Upper Dublin, PA

**Utility:** PECO

**Additional Links:** [Installation photos](#) | [Project profile](#)



## **Doylestown Municipal Building**

**Doylestown, PA**

Exact Solar secured the solar installation contract for Doylestown, PA through the Co-Stars program. Doylestown directly contracted with Exact Solar for turnkey design, procurement, installation, and service. The installation was a success and the system is fully operational. We are planning a ribbon cutting and other promotional/celebratory plans for this project to help the township promote it's commitment to sustainability.

**Contact Name:** John Davis

**Phone:** (215) 345-4140

**Email:** [jdavis@doylestownborough.net](mailto:jdavis@doylestownborough.net)

**Year:** 2025

**System Size:** 167.75 kW

**Address:** 10 Doyle St, Doylestown, PA

**Utility:** PECO

**Additional Links:** [Installation photos](#)

**Press Coverage:** [Bucks County Herald](#)



## **ASPIRA Bilingual Cyber Charter School (now CHP Charter School) Philadelphia, PA**

In early 2024, ASPIRA (now CHP) contracted Exact Solar to install a solar system that fosters STEM education and fights food insecurity. They used two privately funded STEM education grants and solar system components donated by local nonprofits to install a ground-mount solar system and remodel an unused greenhouse on their 35-acre campus. Once the remodel was finished, they installed an aquaponic garden in their greenhouse.

This closed system now uses 100% renewable energy to grow organic, soil-free produce that students will prepare and serve to parents and staff in an on-site “restaurant.” Since much of ASPIRA’s student population lives in “food deserts” (an urban area where it is difficult to buy affordable or good-quality fresh food), this program also provides supplemental nutrition for students who don’t always have access to fresh produce

**Contact Name:** Daniel Pompile

**Phone:** (561) 352-6693

**Email:** dpompile@chpschools.org

**Year:** 2024

**System Size:** 14.64 kW

**Address:** 6301 N 2nd St, Philadelphia, PA

**Utility:** PECO

**Additional Links:** [Solar tour](#) | [Case study](#)

**Press Coverage:** [WHYY](#) | [Solar Today Magazine](#) | [Bucks County Herald](#)



## Americold Logistics

**Vineland, NJ**

This 1.311 MW project for a cold-storage facility in Vineland, New Jersey was secured as a subcontract to a national solar developer, who has multiple contracts with Americold for solar development on their facilities. The project required prevailing wage and certified payroll because the NJ SREC program requires it for projects over 1 MW. The project commissioning process went off without a concern, and the developer told Exact Solar's team that it was the cleanest post-installation commissioning report he's seen in years. We are happy to share this commissioning report upon request - we're quite proud of it! Americold is already working with Warner Energy on two more projects for 2026 and 2027 that Exact Solar will be the installer for.

**Contact Name:** Joseph Drescher, Warner Energy

**Phone:** (315) 420-3180

**Email:** [jwdrescher@warnerenergy.com](mailto:jwdrescher@warnerenergy.com)

**Year:** 2024

**System Size:** 1,311.44 kW

**Address:** 2321 Industrial Way, Vineland, NJ

**Utility:** Atlantic City Electric

**Additional Links:** [Installation photos](#) | [Project profile](#)

*This project was a 1.5 MW solar installation for a cold storage facility.*



## Upper Darby Municipal Building and Senior Center Upper Darby, PA

Exact Solar secured the installation contract via a competitive direct bid process that was conducted by Upper Darby for solar on their municipal building and senior center. While these were smaller projects, the rooftop layout was complex and the roof access was very difficult, requiring a street shutdown and crane lift. The project was a great success, and remains operating very well today. Like our other municipal work, this also required prevailing wage payroll.

**Contact Name:** Bob Bauma, Electri-Tech

**Phone:** (609) 667-8221

**Email:** rbauma@electritech.com

**Year:** 2022

**System Size:** 90 kW

**Address:** 326 Watkins Ave, Upper Darby, PA 19082

**Utility:** PECO

**Additional Links:** [Installation photos](#)

*Project Engineer Mike Galante would be happy to be a reference.*



**Solid Rock Baptist Church**  
**Berlin, NJ**

Exact Solar installed a 248 kW rooftop installation for Solid Rock Baptist Church in Berlin, NJ. It was a very good installation, no issues to report. They were a great customer to work with, and they have already introduced us to 2 other affiliated churches in New Jersey to help them go solar with similar projects. Mike Bliss, the primary contact for the project, is also a Professional Engineer.

**Contact Name:** Mike Bliss, P.E.

**Phone:** (785) 341-4825

**Email:** bro.mike.bliss@gmail.com

**Year:** 2025

**System Size:** 248.05 kW

**Address:** 420 S White Horse Pike, Berlin, NJ 08009

**Utility:** Atlantic City Electric



## **North Pocono School District (5 Schools)**

***Moscow, PA***

Exact Solar has just been awarded the solar project for North Pocono School District for their Solar for Schools grant-funded solar project - totaling 1.5 MW of solar across 5 of their school buildings. This project will be installed as a rooftop installation in 2026, and is being safe-harbored as we speak ahead of July 4th, with FEOC-qualifying and domestic-content bonus qualifying equipment, earning that project at 40% tax credit.

The Exact Solar team is enthusiastic to be supporting this project for North Pocono School District, and would be thrilled to know we can lend this experience to also help Old Forge School District, as we see a lot of alignment between the projects and their common goals. While the Old Forge School District project is for ground-mount solar, the timeline, tax credit qualification concerns, and Solar for Schools funding are all similar.

As part of this project, North Ponocos High School will get 640 kW of solar PV installed on the roof of the school. Solar will also be installed on North Poconos Middle and Intermediate Schools, as well as both Moscow and Jefferson Elementary Schools.



**Solebury Township Municipal Complex**  
**3092 Sungan Road, Solebury PA**

(spring, 2026)

**Kate Robesdon-Grubb, Sustainability Mgr., Christopher Garges, Township Manager**  
**270.3 Kw**



## Exhibit C. Safety Program Summary

Safety is a core value at Exact Solar and an essential part of every project we deliver. Our goal is simple: every employee returns home safely every day, and every project is completed without incident.

### Safety Commitment

Exact Solar maintains a comprehensive safety program covering all phases of project development, construction, commissioning, and service. Our procedures are designed to protect our employees, customers, facility occupants, and the public.

All work is performed in accordance with:

- OSHA regulations
- Applicable state and local safety requirements
- National Electrical Code (NEC)
- Solar industry best practices

### Training and Certifications

- All field personnel maintain OSHA 10-hour Construction Safety certification.
- Supervisors maintain OSHA 30-hour certification.
- Employees receive ongoing toolbox talks, annual refresher training, and monthly safety meetings.

### Site-Specific Safety Planning

For each project, Exact Solar prepares a Site-Specific Safety Plan (SSSP) that addresses:

- Project hazards
- Required personal protective equipment (PPE)
- Fall protection
- Lockout/tagout procedures
- Emergency response protocols
- Nearest medical facilities

All crew members review and acknowledge the plan prior to mobilization.



## **Safety Oversight**

Exact Solar employs a full-time Safety Inspector who performs:

- Jobsite inspections
- Internal safety audits
- Incident investigations
- Compliance verification

Supervisors and project managers are responsible for enforcing safety requirements on every site.

## **Hiring and Screening**

All field personnel undergo:

- Background checks
- Drug screening
- Motor vehicle record review

For school and municipal projects, Exact Solar complies with all owner-specific security and badging requirements.

## **Zero-Tolerance Policy**

Exact Solar maintains a zero-tolerance policy for unsafe behavior, including failure to use fall protection, PPE, or lockout/tagout procedures.

## **Integrated Safety Management**

Because Exact Solar performs nearly all engineering, installation, and commissioning work with in-house employees, we maintain direct control over project quality, communication, and safety performance.

## **Commitment to Continuous Improvement**

Safety performance is reviewed regularly through audits, meetings, and lessons learned. We continually refine our practices to ensure the highest standards of safety and professionalism.

At Exact Solar, proactive safety management is fundamental to quality construction and successful project delivery.

### Exhibit D: Insurance Certificates



## CERTIFICATE OF LIABILITY INSURANCE

DA

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES LISTED BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or if SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

<b>PRODUCER</b> Acrisure NJ Partners Insurance Services, LLC 100 Passaic Avenue Suite 120 Fairfield NJ 07004		<b>CONTACT NAME:</b> Nicholas Vignapiano <b>PHONE:</b> (A/C No. Ext): 551-345-9063 <b>FAX:</b> (A/C No): 973- <b>E-MAIL ADDRESS:</b> nvignapiano@acrisure.com	
<b>INSURED</b> Exact Energy Partners, LLC D/B/A Exact Solar 82 Walker Lane Newtown PA 18940		<b>INSURER(S) AFFORDING COVERAGE</b> <b>INSURER A:</b> Ironshore Specialty Insurance Company <b>INSURER B:</b> Selective Insurance Company of America <b>INSURER C:</b> Berkley Casualty Company <b>INSURER D:</b> <b>INSURER E:</b> <b>INSURER F:</b>	

**COVERAGES** **CERTIFICATE NUMBER:** 548519790 **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> <b>COMMERCIAL GENERAL LIABILITY</b> <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GENL AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PROJECT <input type="checkbox"/> LOC <input type="checkbox"/> OTHER			IEPUW0031016601	9/20/2025	9/20/2026	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 50,000 MED EXP (Any one person) \$ 25,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COM/PO/ AGG \$ 2,000,000 \$
B	<input checked="" type="checkbox"/> <b>AUTOMOBILE LIABILITY</b> <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY			S 2608209	9/20/2025	9/20/2026	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ 100,000 BODILY INJURY (Per accident) \$ 100,000 PROPERTY DAMAGE (Per accident) \$ 100,000 \$
A	<input checked="" type="checkbox"/> <b>UMBRELLA LIAB</b> <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> DED <input checked="" type="checkbox"/> RETENTION \$ 0			XSCUW0031016701	9/20/2025	9/20/2026	EACH OCCURRENCE \$ 10,000,000 AGGREGATE \$ 10,000,000 \$
C	<input checked="" type="checkbox"/> <b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N	N/A	BNET443553186	9/20/2025	9/20/2026	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTHER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000
A	Contractors Pollution Professional Liability Professional Liability Retro Date			IEPUW0031016601	9/20/2025	9/20/2026	Each Occurrence 1,000,000 Each Incident 1,000,000 09/20/2023

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)  
 For informational purposes only.

<b>CERTIFICATE HOLDER</b>	<b>CANCELLATION</b>
	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF NOTICE WILL BE

## Exhibit E. Sample Operations and Maintenance (O&M) Agreement

Exact Solar will provide a comprehensive Operations and Maintenance (O&M) Agreement to the project owner or financing entity, which may be:

- The participating client (for Direct Pay projects)
- A third-party financing partner such as Brightwell or another Energy Management Services Agreement (“EMSA”) provider

Our in-house service department and engineering team have more than 20 years of experience supporting solar systems throughout Pennsylvania, New Jersey, and Delaware.

### Term

- Initial Term: One (1) year beginning upon Permission to Operate (PTO)
- Renewal Options: Two optional one-year extensions
- Annual Escalation: Limited to 1.5% plus one-half of the Consumer Price Index for All Urban Consumers (CPI-U), Philadelphia-Camden-Wilmington region

## Included Services

### Online Monitoring

- Continuous remote monitoring using the inverter manufacturer’s monitoring platform
- Automated alerts for equipment faults and communication issues
- Tracking of actual versus expected energy production

### Performance Monitoring and Troubleshooting

- Review of system availability, downtime, and performance
- Notification to the owner or financing entity if issues are identified
- Remote diagnostics and coordination of corrective action

### Preventative Maintenance

One annual on-site inspection (or more frequently if requested), including:

- Visual inspection of modules, racking, and wiring
- Infrared thermography for hot spots
- Mechanical and electrical torque checks
- Inspection of disconnects, breakers, and labeling
- Manufacturer-recommended maintenance

- Roof penetration inspection for rooftop systems

For ground-mounted systems, vegetation management and grass cutting can be included if specified in the pricing.

### **Corrective Maintenance**

- Troubleshooting and repair of performance issues
- Coordination of manufacturer warranty claims
- Replacement of failed components as needed

### **Annual Performance Report**

A written report summarizing:

- Actual versus projected production
- System availability and downtime
- Maintenance activities performed
- Recommendations for future service

### **Service Response**

Monitoring alerts are reviewed during normal business hours. Significant performance issues are investigated promptly, with many issues resolved remotely before an on-site visit is required.

### **Exclusions**

The annual O&M fee does not include:

- Major equipment replacement not covered by warranty
- Damage caused by severe weather, vandalism, or utility outages
- Owner-requested modifications
- Roof repairs unrelated to the solar installation
- Extraordinary panel cleaning or vegetation management beyond the contracted scope

Excluded services will be quoted separately with prior approval.

### **Year 1 Pricing**

The Year 1 annual O&M fee for each project is included in Appendix B of our proposal.

### **Local, Long-Term Support**



Exact Solar's service department is based in Newtown, Pennsylvania and provides ongoing support for both Exact Solar installations and systems installed by others.

Whether the project is structured as Direct Pay, PPA, or EMSA, Exact Solar remains committed to maximizing system performance and providing responsive, local support throughout the life of the system.

## **Exhibit F. Exact Solar Workmanship Warranty**

### **Commitment to Quality**

At Exact Solar, we believe the best warranty begins long before the system is energized.

Every project starts with thoughtful engineering, high-quality materials, and experienced in-house installation. By performing virtually all design, permitting, procurement, installation, commissioning, and service with our own team, we maintain full accountability and ensure the system is built correctly from the start.

This commitment to quality is the foundation of our warranty program.

### **Exact Solar Workmanship Warranty 10-Year Limited Workmanship Warranty**

Exact Solar provides a 10-year limited workmanship warranty, exceeding the ITB's minimum requirement of five years.

This warranty covers defects in labor and installation, including:

- Roof penetrations and weatherproofing
- Mechanical attachment of the racking system
- Electrical wiring and terminations
- Equipment mounting
- Conduit installation
- Labeling and code compliance
- Installation-related performance issues

If any workmanship defect occurs during the warranty period, Exact Solar will repair or replace the affected work at no cost to the owner.

### **Roof Penetration Warranty**

Where roof penetrations are required, Exact Solar warrants that penetrations installed by our team will remain watertight for the duration of the workmanship warranty.

We use industry-proven flashing and attachment systems specifically selected to maintain roof integrity and manufacturer warranties.

## Quality Assurance Process

Exact Solar's quality assurance process includes:

### Engineering Review

- Detailed in-house engineering and code review
- Structural analysis and professional engineering stamp where required

### Procurement Controls

- Tier 1, bankable equipment suppliers
- Verification of model numbers and warranty documentation

### Installation Standards

- OSHA-trained, experienced in-house crews
- Daily supervision by licensed electricians and project managers

### Commissioning

- Mechanical and electrical inspections
- Monitoring verification
- Performance confirmation

### Documentation

- As-built drawings
- Equipment cut sheets
- Warranty package
- Operations and maintenance information

This disciplined process significantly reduces the likelihood of warranty claims by ensuring the system is designed and installed correctly the first time



## **Service Call Process During the Workmanship Warranty Period**

If a customer experiences a concern:

1. Contact Exact Solar by phone or email.
2. Our service team reviews monitoring data and available documentation.
3. Many issues are diagnosed remotely.
4. If needed, an on-site visit is scheduled.
5. Covered workmanship issues are corrected at no charge.

Exact Solar prioritizes prompt communication and resolution of all service requests.

## **Service Call Process After the Workmanship Warranty Period**

After the workmanship warranty expires, Exact Solar continues to provide ongoing support through:

- Time-and-material service visits
- Preventive maintenance agreements
- Annual inspection programs
- Monitoring and troubleshooting services
- Equipment replacement and upgrade services

Our dedicated service department supports both Exact Solar installations and systems originally installed by other contractors.

## **Additional Manufacturer Warranty Support**

Exact Solar assists customers with all manufacturer warranty claims, including:

- Diagnostics and documentation
- Coordination with equipment manufacturers
- Replacement procurement
- Installation of replacement equipment

## **Warranty Exclusions**

The workmanship warranty does not cover damage caused by:

- Acts of God, including severe weather and lightning
- Fire, vandalism, or theft

- Unauthorized modifications or repairs
- Improper operation or misuse
- Existing roof defects unrelated to the solar installation

### Long-Term Service Commitment

Exact Solar has served Pennsylvania, New Jersey, and Delaware since 2005 and has built a strong reputation for reliability and responsiveness.

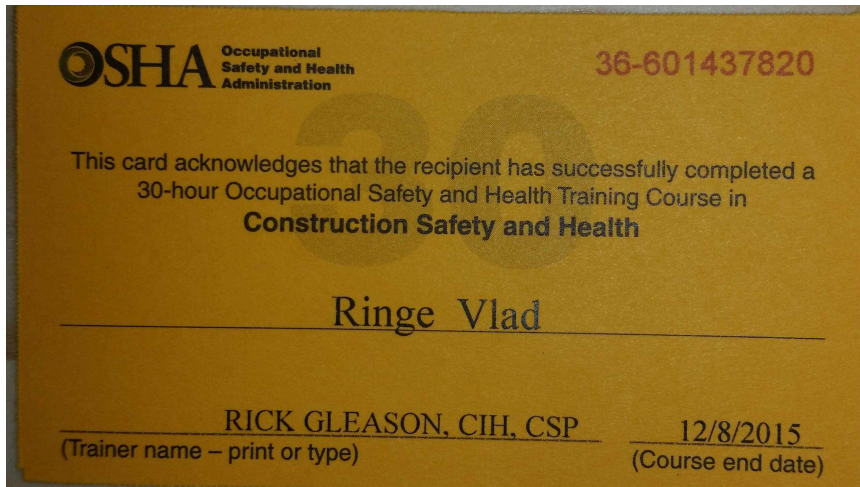
Unlike many national installers or short-lived solar companies, Exact Solar remains a local, financially stable company with a long-term commitment to supporting our customers for the life of their solar investment.

Our goal is simple: design it right, install it right, and stand behind it.

### Exhibit G: NABCEP and License Certificates







## Exact Solar Recent News Articles

The following list contains news articles and press releases featuring Exact Solar.

- [Exact Solar celebrates 20 years installing systems across Mid-Atlantic region](#) - Solar Power World (October 2025)
- [With borough hall rooftop array, Doylestown goes solar](#) - Bucks County Herald (October 2025)
- [Springfield reconsiders solar power](#) - Bucks County Herald (October 2025)
- [Philadelphia School Shows How Schools Can Use Solar Creatively](#) - Solar Power World (January 2025)
- [People are rushing to install solar panels before Trump becomes president](#) - NPR (January 2025)
- [Exact Solar celebrates charter school's new solar system](#) - Bucks County Herald (October 2024)
- [North Philly charter school powers up its culinary program with solar](#) - WHY? (September 2024)
- [Your Solar Company Went Bankrupt — What It Means and What You Can Do](#) - NerdWallet (August 2024)
- [What do I do if my installer goes out of business?](#) - EnergySage (August 2024)
- [Pennsylvania Risks Missing out on the Solar Boom](#) - Solar Today Magazine (June 2024)
- [Are Solar Panels Worth It? 2024 Complete guide](#) - USA Today (June 2024)
- [Opinion: Why Gov. Josh Shapiro's PRESS initiative is a boon for PA's energy sector](#) - City & State Pennsylvania (May 2024)
- [Now is the Time to Invest in Solar](#) - Bucks County Herald (April 2024)
- [Pennsylvania Home Rooftop Solar Systems](#) - PennEnvironment (April 2024)
- [Op-ed: Why Pennsylvania is falling behind the renewable race](#) - Solar Power World (March 2024)

- [Fact Check: Is Solar Really a Luxury You Can't Afford?](#) - Times Publishing (March 2024)
- [Rep. Brian Fitzpatrick Joins PennEnvironment for Solar Church Tour](#) - PennEnvironment (January 2024)
- [Exact Solar: Your Local Solar Experts Since 2005!](#) - Times Publishing (December 2023)
- [Exact Solar empowers local community to embrace solar energy and sustainable living](#) - Bucks County Herald (October 2023)
- [Solar Panels Provide Clean Energy Lesson On Riverside Fourth Graders' Field Trip](#) - Town Topics (November 2021)

## Thank You!

Exact Solar sincerely thanks the Borough of Perkasio for the opportunity to submit this proposal.

As a locally owned company headquartered in Newtown, Pennsylvania, we are excited about the opportunity to support this collaborative effort to reduce energy costs, provide long-term budget certainty, and advance sustainability goals across southeastern Pennsylvania.

Thank you for your consideration. We look forward to the opportunity to partner with you and deliver high-quality solar projects backed by responsive, long-term service and support.

Warmest regards,

The Exact Solar Team

David Hammes, Technical Sales Engineer, 267-454-1562 [Dave@exactsolar.com](mailto:Dave@exactsolar.com)

PaCostars, PEA Solarize Authorized, PSEA Solar Assoc. Board Member, Amicus Member



Perkasie Borough

Proposed Solar Locations and design considerations for optimizing each location for cost-benefit analysis

