

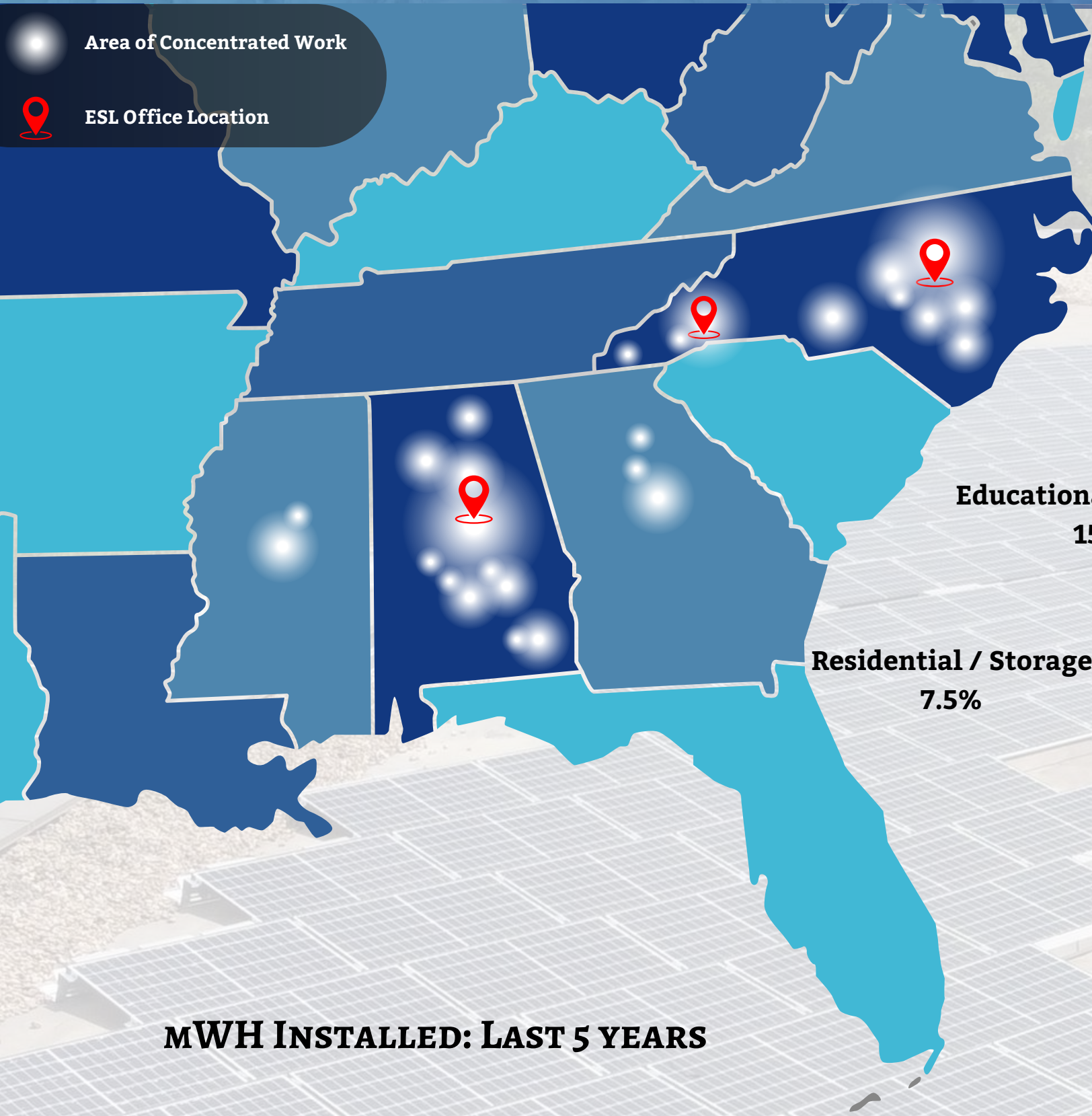
**2023**  
**TOP SOLAR CONTRACTORS**  
CELEBRATING U.S. SOLAR INSTALLERS



**EAGLE SOLAR  
& LIGHT**

**STATEMENT OF QUALIFICATIONS**

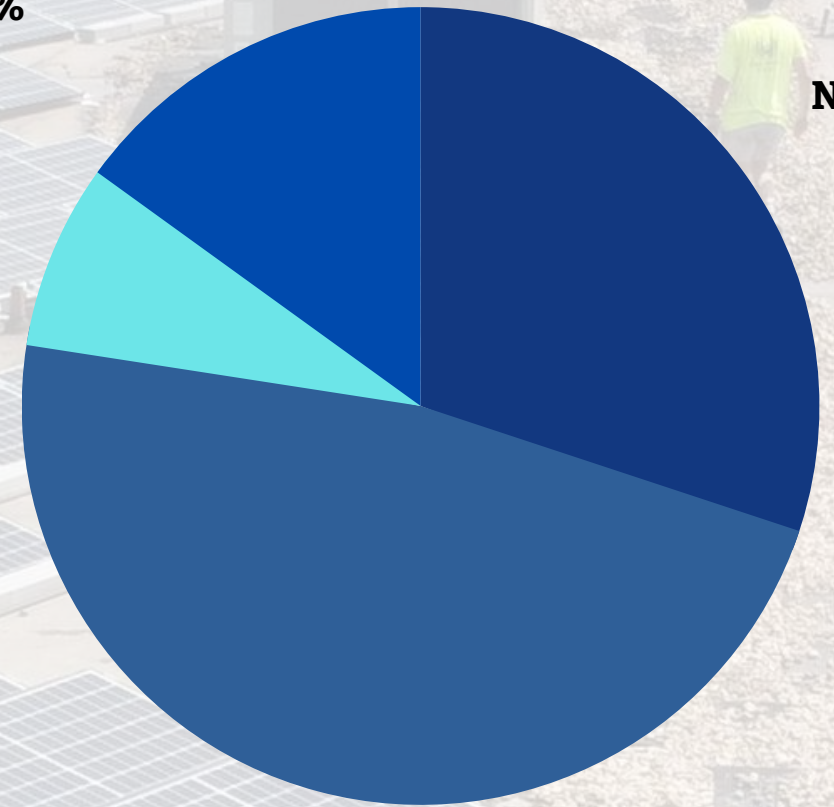
# NUMBER OF PROJECTS: 171



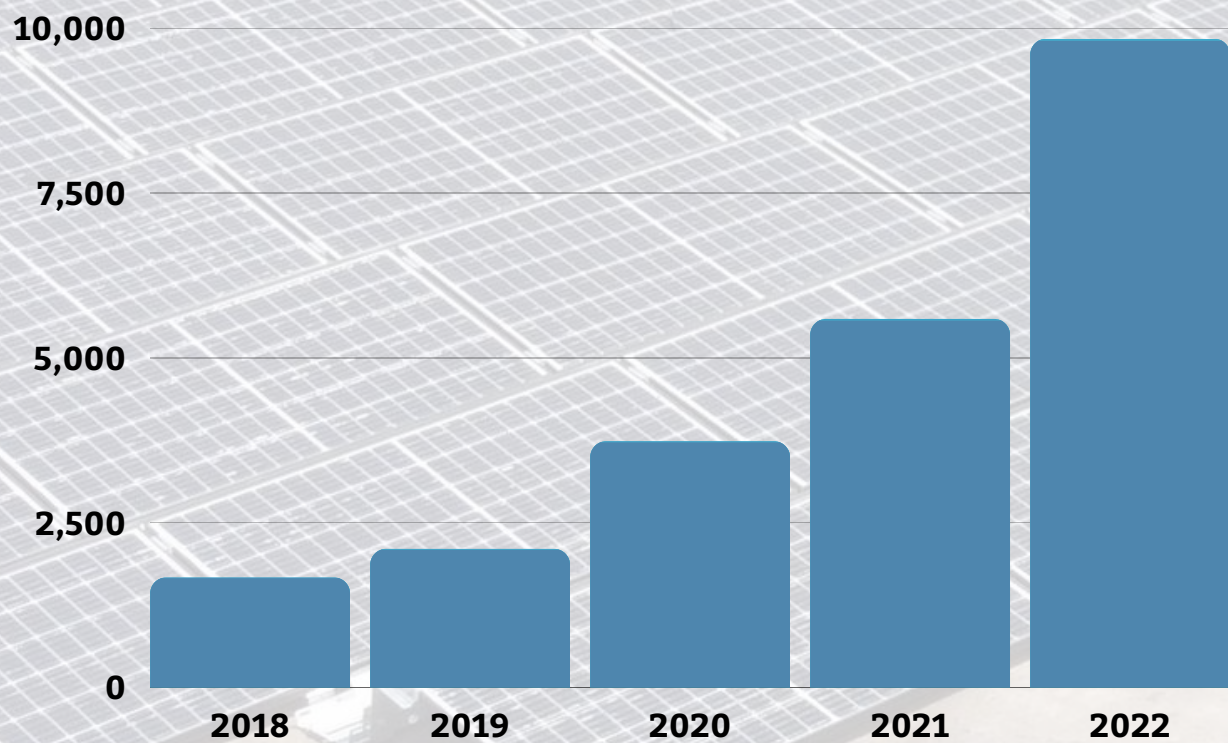
**EAGLE SOLAR  
& LIGHT**

**Educational Facilities  
15%**

**Residential / Storage  
7.5%**



## MWH INSTALLED: LAST 5 YEARS



**OVER 11MW  
OF SOLAR INSTALLED**



Founder and CEO

# SAM YATES



"Eagle Solar & Light is privileged to claim an exceptional group of company associates, from diverse professional and educational backgrounds, who are highly motivated to partner with, and educate our customers on the quantitative and qualitative benefits of sustainable energy!

I started the company in early 2016, after a long career in industrial settings and oil & gas exploration. **The business model was certainly an anomaly in central Alabama, particularly considering the state's punitive regulatory policy on interconnected solar.** However, the lack of penetration in Alabama led to a huge business opportunity, as we scramble to catch up with the rest of the country in total deployed solar.

As a successful EPC contractor, including in-house engineering, installation, and long-term customer service, **we have expanded our model as licensed contractors with multiple office locations to service customers in five Southeastern States.**

Our early entry into commercial tax-equity, or solar leasing, in North Carolina, has proven to provide an exceptional value-added program for non-profits, including those in historically disadvantaged areas."

# COMPANY OVERVIEW

**ESL** was founded in 2016 as a locally owned company. Early on, a small group of experienced mission-driven professionals embarked on a journey: to expand solar access across the Southeast, to foster a healthier environment and to make solar more affordable for all. From day one, these core principles have driven ESL through the changing tides of the renewable energy market.

Sam's original vision quickly grew and so did the company's motivation. After getting established in a tough Alabama solar market, **ESL's momentum lead us to expand. Now in 2023, we have 3 offices in Alabama and North Carolina and operate in MS, AL, GA, SC and NC.**

ESL has successfully installed over 11 mW of solar energy. Our portfolio encompasses many facets of solar: large-scale ground mounts, large-scale rooftop systems, off-grid energy storage, battery backup systems and small to medium-sized systems for Non-profit and residential clients. As the energy transition unfolds, ESL continues to grow and expand in preparation for this historic move to a cleaner future.



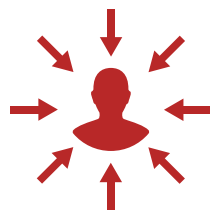
## OUR CORE COMPANY VALUES



QUALITY



INTEGRITY



CUSTOMER FOCUS



GREEN THINKING



## WHAT WE SPECIALIZE IN

### COMMERCIAL | INDUSTRIAL

We will design and tailor your PV system(s) to your specific facility and industry objectives. From commercial factory roofs and multi-location chains to parking lot shade-arrays and remote ground mounts, we will find the right solution for your business.

Eagle Solar & Light's in-depth cash flow analysis, ROI, and IRR calculations are designed to help businesses make informed decisions about their solar investment. We have a proven track record of providing accurate and reliable financial data for all types of businesses.

Federal incentives, such as the Investment Tax Credit (ITC), are in abundance as the US makes its transition to renewable energy. **ESL specializes in identifying the best technical and financial options for businesses that are privately held to large corporations.**



### TAX EXEMPT | NON-PROFIT

Eagle Solar & Light has had a measurable impact in the Non-profit and tax-exempt communities by helping them affordably access solar energy.

Whether we are assisting our clients with accessing solar incentives in the Inflation Reduction Act or partnering on public and private grants, **we work hard to make solar available to all communities, with an emphasis on underserved communities.**

While we offer both cash sales and solar leasing, about three-quarters of our Non-profit clients prefer solar leasing in North Carolina. Between ESL's internal solar leasing program and our leasing partnership with Sunwealth, combined we have executed just under 50 leases.



### ENERGY STORAGE | RESIDENTIAL

Eagle Solar and Light provides access to the latest technology for private and off-grid energy storage solutions. Energy storage is a sector of the renewable energy world that is evolving rapidly, and we are evolving with it. **Our team of experts has the knowledge and experience to design customized solutions that are tailored to meet your unique needs.** We understand that every home and organization has different energy goals and spending targets, and we work closely with our clients to provide solutions that fit their specific requirements.



# Our Turnkey Process



EAGLE SOLAR & LIGHT

# Every Step Covered



## CONSULTATION

Our team will discuss the ins and outs of solar with you to insure your general understanding - be it for a commercial, Non-profit or residential system. We utilize industry leading, satellite backed software to analyze your site's potential. Then we will analyze your power bill and other important factors to determine the most cost-efficient options for your goals.

## SITE ASSESMENT

At this stage, one or more of our representatives will perform a site assessment to further determine its viability and walk through the design process with the client. Our team will photograph electrical equipment, the roof and other features to ensure that we can provide a lasting, efficient and aesthetically pleasing system.

## DESIGN

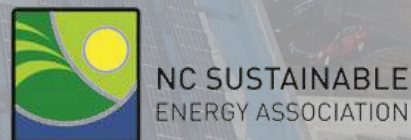
After the site assessment is performed, our team of designers use industry-leading software to create the ideal system to be approved by the client. Along with the system design, we create a tailored proposal that covers predicted output, updated utility payments, return on investment and cash flow analysis.

## INSTALLATION

After safety equipment is prepared and materials arrive, ESL's expert installation team will begin the building process. The installation process varies widely but so does our experience. Our crews encompass end to end service - from master electricians and site managers to vetted and experienced installers.

## PREVENTATIVE MAINT. DATA TRACKING

After a successful interconnection ESL has different options regarding the maintenance and operational monitoring of the system. Our plans can include yearly visits for preventative maintenance, production guarantees and monthly reports. We can maintain the system for the entirety of its lifetime and offer a variety of O/M options!



# EAGLE SOLAR & LIGHT IS LEAD BY PASSIONATE RENEWABLE ENERGY EXPERTS



**Aaron Schwartz**  
Design  
NC



**AJ Covey**  
Sales  
AL



**Ben Smith**  
Design  
AL




**Edgar Benitez**  
Electrical Ops  
NC




**Gavin Stovall**  
Operations Team  
AL




**James Dickey**  
Lead Installer  
AL



**Joe Bennet**  
VP - Technology  
AL



**Joe Lang**  
Operations Manager  
NC



**Connor Lingerfelt**  
Installation Ops  
NC



**Jordan Prejon**  
Lead Installer  
NC



**Laura Combs**  
Sr. Sales  
NC



**Rodolpho Canourban**  
Electrical Ops  
NC



**Louise Corscadden**  
Sr. Sales  
AL



**Luke Cunningham**  
Marketing  
NC



**Michael Churchman**  
VP - Operations  
NC



**Paul Freeman**  
Project Manager  
AL




**Sam Yates**  
Founder / CEO  
AL / NC




**Sara Bryant**  
Construction Manager  
AL



**Scott Alexander**  
VP - Business Dev.  
NC



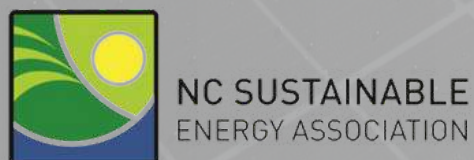
**Sierra Branch**  
Project Manager  
NC



**Tommy Beverage**  
VP - Electric  
AL



**Zane Graves**  
Lead Installer AVL  
NC





**ASHEVILLE, NC**  
**NON-PROFIT**



**System Size:**  
**180 kW**



**BIRMINGHAM, AL**  
**COMMERCIAL**



**System Size:**  
**276 kW**



**BIRMINGHAM, AL**  
**COMMERCIAL**



**System Size:**  
**149 kW**



## CHAPEL HILL, NC EDUCATIONAL FACILITY



System Size:  
**276 kW**



## GOLDSBORO, NC NON-PROFIT



System Size:  
**110 kW**



## CHAPEL HILL, NC UTILITY



System Size:  
**352 kW**





**DURHAM, NC**  
EDUCATIONAL FACILITY



System Size:  
**56 kW**



**PEMBROKE, NC**  
NON-PROFIT



System Size:  
**76 kW**



**BIRMINGHAM, AL**  
COMMERCIAL



System Size:  
**142 kW**

EAGLE SOLAR & LIGHT

# MARKETING

ELEGANT BRAND RECOGNITION

Eagle Solar & Light approaches marketing from the ground up.

Our team of professionals has experienced the solar industry in all stages and understands how to promote each factor of a solar installation individually.

**Our marketing tone will depend on your desired outcome.** Want more emphasis on sustainability? We will deliver with an emphasis on sustainable practices. Want to show off your cash savings? We will utilize our monitoring platform to track production, which can be translated to cash savings. If you prefer to have an even approach, we will promote from an all encompassing angle. **And most importantly, want privacy? We are happy to keep every detail of your installation in house.**

From social media and directed articles to media releases and press conferences, Eagle Solar & Light provides end to end marketing service. **We are ready to work with you directly to achieve your desired media recognition.**

## ALTRUISTIC SOLAR LEASING

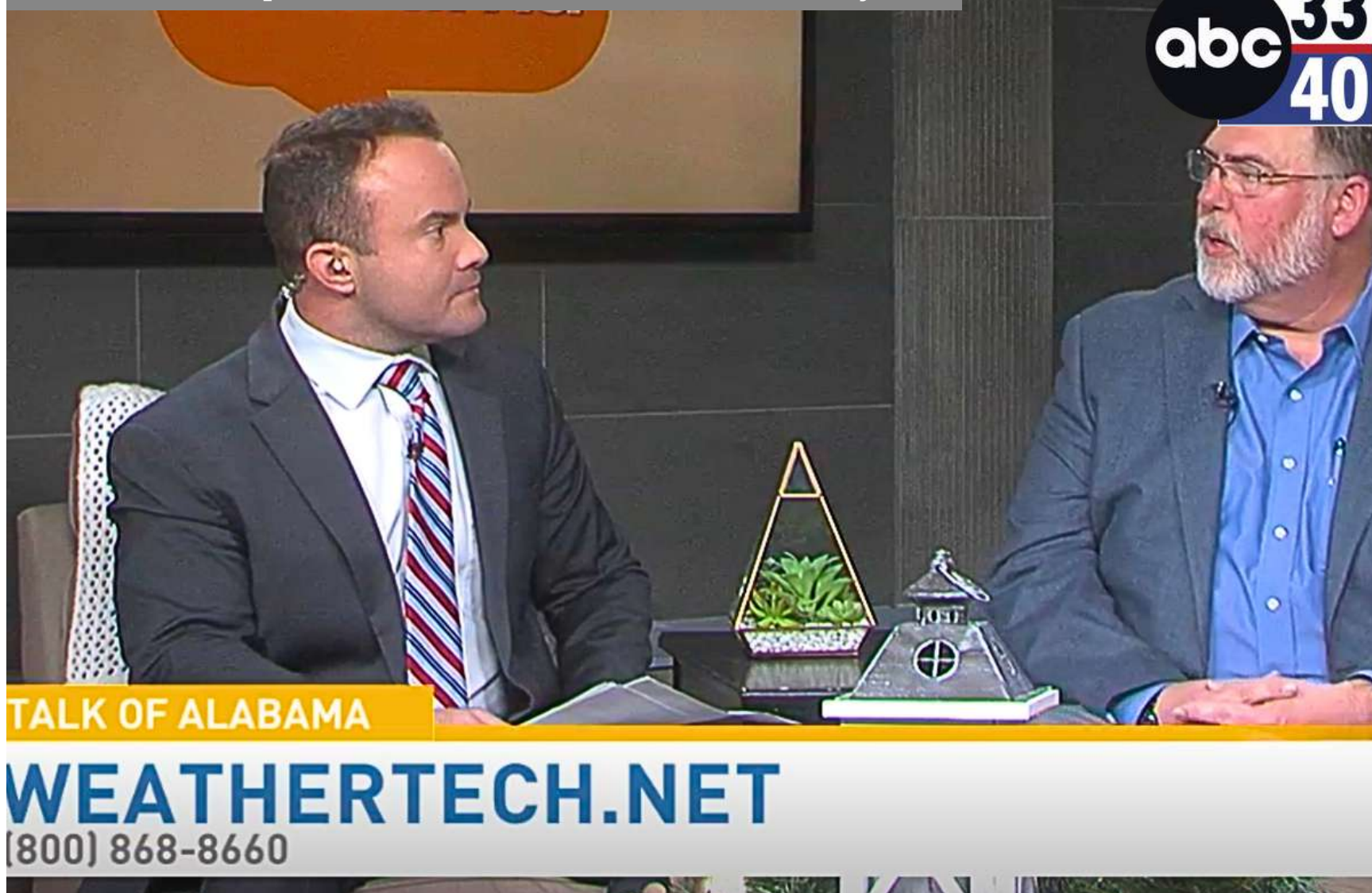
TRIANGLE  
BUSINESS JOURNAL



Eagle Solar & Light offers renewable energy options to tax-exempt organizations

## Talk Of Alabama | Spencer Atkins | Weathertech

Weathertech CEO Spencer Atkins Joins ABC33/40 To Talk His New System



TALK OF ALABAMA

**WEATHERTECH.NET**

(800) 868-8660