



SPANO SOLAR ENTERPRISES

Strong Leadership. Unparalleled Experience. Strategic Partnership.

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SPANNO SOLAR ENTERPRISES.

Stand together for a common goal

Spanno Solar Enterprises is an industry leading **utility scale solar developer** domiciled in the U.S. We bring value to the market through our dedicated focus on utility scale commercial solar generation facilities, solar-plus-storage integration, and unique distributed generation financing structures, under the Spanno Solar Rooftop Program.

Utility scale development is a crucial part of the transition to a **brighter future** powered by renewable energy. Every watt of clean energy fed into the grid lessens our dependence on fossil fuels.

We at Spanno Solar Enterprises work with other developers, law firms, and consultants to jointly drive forward to C.O.D. stranded projects. Often times, our long-standing expertise and relationships have helped other developers of some of the most advanced utility scale projects and large distribut-

ed generation projects who faced seemingly insurmountable obstacles, find a solution to enable those projects to become economically sound for the owner.

As an unmatched and reliable partner in the development and financing of utility scale and large distributed generation projects, Spanno Solar Enterprises takes over all permitting and approval processes and confidentially leads the project development and the coordination of all federal and state incentives, arranging debt, tax equity, or sponsor financing as well as legislative assistance necessary to take a distressed project and make it viable again.

SPANNO SOLAR ENTERPRISES.

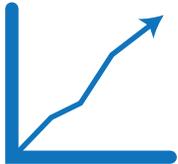
Where Spanno Solar Enterprises can assist you in making your project viable again



Permitting and approval processes



Coordination with all federal and state incentives



Arranging of debt tax equity or sponsor equity financing



Legislative assistance on larger projects

STRONG LEADERSHIP.

James Spano



The leadership of Spano Solar Enterprises is comprised of the foremost experts in the solar and finance industries. James Spano, Managing Partner, is a recognized expert in **solar de-**

velopment and project finance and therefore is often called upon as an expert voice to represent the industry in both legal proceedings as well as regulatory and legislative issues. He is also a recognized national speaker for the solar industry. He was retained as a **lead expert** in the 2nd largest solar lawsuit in America, having represented the successful plaintiff in obtaining a \$109 million judgment.

Through Jim's leadership, Spano Solar Enterprises is now recognized as one of the **top privately-owned utility-scale alternative energy developers** in New Jersey and as a leader in the Distributed Generation Rooftop Solar Industry. Having developed over 85MW up until now, as well as his expertise in real estate and land development, has given him a perspective that is unique among solar energy developers in the U.S.

UNPARALLELED EXPERIENCE.

Driving forward the solar industry in the U.S.

Our extensive network combined with 30+ years of experience, extensive background in real estate development, risk management, and project finance gives Spano Solar Enterprises a peerless advantage in the development of solar generation facilities.

All investments in the renewable energy industry are a step in the right direction, but we at Spano Solar Enterprises want to make sure our solar projects result in **real economic development impacts** and drive the solar industry toward an energy-independent future through the generation of carbon-free renewable energy.

For this reason, we engage ourselves in **state policy** at the highest levels throughout the Northeast, with a particular focus on the New York and New Jersey markets.

In **New Jersey**, Spano Solar Enterprises assembled a solar transition team, which drafted the most recent legislation, providing a more stable base for increased penetration of renewables and especially solar programs in the U.S. power system.

In **New York**, we are working closely with the legislature in update and revision to the NY Rev Program, with specific attention to further penetration of community solar to enable access to renewables to a broader audience.

The need for a reliable electric grid is more apparent now than ever. Spano Solar Enterprises actively contributes to a nation where hospitals and businesses don't need to worry any more about power outages, particularly due to an increasing number of weather-related events.



85+ MW DEVELOPED
200+ MW CO-DEVELOPED
30+ YEARS OF EXPERIENCE

STRATEGIC PARTNERSHIP.

A strong foundation to build upon



SPANO SOLAR ROOFTOP PROGRAM

Spano Solar Enterprises joint ventures with EPC's and roofing contractors that combine state-of-the-art solar systems and a full 25 year warranty that ends up cutting the facilities energy costs by more than 20%.



RESILIENT SOLAR ALLIANCE

RESILIENT SOLAR ALLIANCE

Resilient Solar Alliance, a group of best-in-class industry leaders, is actively creating the next generation of battery storage and microgrid technologies and design. Each of the three alliance partners is led by an experienced solar professional who is a leader in his field. Together they have more than 80 years of experience in the solar industry.



UTILITY SCALE DEVELOPMENT

Having developed several utility scale projects with a combined capacity of more than 85MW, Spano Solar Enterprises enjoys a reputation as one of the preeminent solar developers in the U.S. with an emphasis on the NorthEast. Spano Solar Enterprises is a premier developer of solar power generation plants.



"You can say I'm an entrepreneur by birth. I enjoy identifying project opportunities and then putting teams together to take a project from concept to completion."

JAMES SPANO, MANAGING PARTNER

STRATEGIC PARTNERSHIP.

Spano Solar Solutions Rooftop Program

With its parent company Spano Partners Holdings, Jim Spano has created an **extensive Finance Program** to develop distributed generation projects through its rooftop solutions program. The Spano Solar Solutions Rooftop Program provides extensive financial advantages over traditional rooftop solar systems, through utilization of a combination of federal and state incentives as well as the federal tax codes, to provide self-tenanted properties, with an off balance-sheet financing program.

The program delivers a new roof and solar system with **no upfront capital outlay**. You simply enter into a Power Purchase Agreement (PPA) to acquire power from our solar system at a discounted rate. The roof and photovoltaic solar system are fully warranted for the term of the program. This means that

we take care of the routine maintenance to the roof while maintaining the solar system, thus eliminating a line item from your annual budget.

In one strategic partnership, Spano Partners has partnered with Nation's Roof, the third-largest roofing installation company in the United States with over 1,600 employees and 20 offices across the country, along with several solar EPC companies to offer a unique approach to expand the penetration of rooftop solar in the United States through a financially engineered program. This offers EPC sales reps the opportunity to return to prior prospects whose roof condition or age made them ineligible for a new system, to requalify the customer for a system under our program.



*"I really want to applaud my good friend
Jim Spano for being a real leader in
Solar Power Development."*

KEVIN S. PARKER,
NEW YORK STATE SENATOR
Ranking member of the Energy and Telecommunications Committee

PROJECT PORTFOLIO.

We understand our trade and that of our customers

With our own assets on the ground, we understand the challenges and realities of **financing and navigating** the challenges of the energy regulatory terrain – within both the Solar and Real Estate industries. As a developer and prominent advocate of renewable energy, we have a vested interest in maintaining the **highest quality standards** – and finding creative solutions to move developmentally challenged projects forward, from concept inception through execution and commissioning.

Respected industry names trust us to help them achieve their goals. We have a proven ability to **reposition** formerly “unfinanceable” projects to maximize cash flows and attract the right long-term debt commitments or investors/buyers.

Among our self-developed assets is a \$50 million, 12.4MW two-phase utility scale project. This project is among the largest ground-mounted, grid-interconnected systems in New Jersey. The power it generates is sold into the regional electrical grid, contributing to national and state goals of producing clean, efficient, renewable energy.

COOPERATION WITH THE STATE LEGISLATURE OF NEW YORK

In increasing the amount and the presence of solar projects we strive to make community solar more available to all income levels. In order to achieve this objective, we cooperate closely with the Public Service Commission (PSC).

CONTACT US.

Find out more about our programs and services

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