

# STATEMENT OF QUALIFICATIONS



COMMERCIAL SOLAR SYSTEMS



Electrical/General Contractor

CA Lic. #940535

INDUSTRIAL  
AGRICULTURAL  
PUBLIC WORKS  
WINERIES  
PPAs

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**ONE SUN, INC.** specializes in the design and installation of commercial, industrial, public works and agricultural grid-tied solar pv systems. We are licensed Electrical and General Contractors and offer the combination of solar technology expertise, comprehensive construction capability and business management. This combination of skills sets us apart.

Our systems are currently powering warehouse/distribution facilities, municipal wastewater treatment plants, water pump stations, sanitary waste and recycling services, schools, wineries/vineyards, detention facilities, hotels and food processing operations.

## THE COMPANY



Warren Brown (Warren Brown Construction) began transitioning from general contracting to solar system installation in 1998, after 30 years of extensive construction experience that ranged from power plants to commercial buildings, wineries, and a range of residential projects. In 2009, he established **ONE SUN, INC.** to accommodate the expansion of operations to cover the complete solar pv system process, including design, business planning, materials procurement, installation, project management and monitoring.

**Our goal** is to build high-performance solar systems that meet the energy needs and financial requirements of our clients. *We are committed to helping businesses and public entities integrate solar electric energy into their every day operations and increase their bottom line.*

**Our EPC process** is built on the broad experience and comprehensive capability that guarantee dependable continuity from initial site assessment and business development to post-installation monitoring. We have installed approximately 9 million watts of solar electric systems on a wide range of rooftops, parking/shade structures and ground sites. We can be counted on to always find innovative solutions to complex conditions.

## OUR MISSION



**ONE SUN, INC.** is a company that respects the environment and supports the sound principles of energy efficiency. We are committed to supporting efforts to replace fossil fuels with renewable solar energy and helping businesses and municipalities become more profitable in doing so. We believe in working closely with our clients to gain a full understanding of their needs and their goals. We approach each project as a unique set of conditions with unique requirements. Every aspect of our service is geared toward providing the highest standards of craftsmanship, expert management, and reliable, clean energy.



## OUR CAPABILITY

We are licensed Electrical and General Contractors, with years of complex solar pv and building projects experience. This gives us the advantage that our clients count on: the capability to understand and implement the construction and structural requirements involved in large-scale solar system design and installation. In addition, we have the expertise to assure state-of-the-art electrical design and interconnections as well as the ability to execute interconnections with local utility grids. We have experience with a wide range of roof structures and ground mount conditions. **ONE SUN, INC.** has concurrently managed and staffed up to 8 different commercial projects. We seamlessly provide the skilled coordination and precise management that these projects demand, including cooperating with roofing subcontractors. We understand building systems and structural integrations. We build high-performance solar systems to last.



## SERVICE COMMITMENT

Our staff is committed to working cooperatively with clients, sub-contractors, and regulatory agencies to get agreed upon work done within agreed upon time frames as well as to provide follow-up services throughout the planned life of a project. Our project management approach allows us to remain responsive to each and every one of our client's individual schedules and to guarantee that the flow of business operations is uninterrupted during installation.



## OUR SERVICES

**We provide all the resources required to complete a project.**

- Electricity Usage Evaluation
- Site Assessment
- Preliminary Design
- Financial Projections and ROI
- Engineering/Structural Evaluation
- Permitting and Inspections
- Procurement
- Site Work
- Remedial construction to insure secure installations
- Construction of support structures, i.e. carports
- Utility Interconnections
- Monitoring Systems
- Technical Training for end user
- Sprinkler Systems and Security



# ORGANIZATION

We take pride in a team of professionals that provides the expertise and experience that guarantee *solar done right*.

## Warren Brown, *President and CEO*

Warren has 14 years' experience in the design and installation of solar pv systems. In addition, his broad general construction background, (Warren Brown Construction), spanning more than 30 years and provides a well of knowledge from which he can draw to assess and execute large commercial solar projects. He holds both General and Electrical Contractor licenses. Warren has been a leading advocate for sustainable energy and environmentally sound building practices that maximize energy efficiency and is a Certified Green Building Professional. He was the founding Chairman of the North Coast Builders' Exchange Green Building Committee. He is also a second term member of the Board of Directors of the North Coast Builders Exchange, and is a Curriculum Advisor for the Santa Rosa Junior College Renewable Energy Program.

Warren's professional reputation rests on his integrity and determination to provide clients with superior workmanship and innovative solutions. His strong leadership has resulted in one of the fastest growing and most successful solar providers in California with a team of experts who work together collaboratively and efficiently.

## Peter Renfro, *General Manager*

Prior to joining Warren Brown in 2008, Peter enjoyed a successful corporate and consulting career, holding several senior management positions with responsibilities including process engineering, project management, quality assurance, customer service and software product development. As a consultant, he also managed a coalition of companies developing and implementing the first neural-network-based underwriting decision technology platform in the nation. Since joining up with Warren Brown and the solar pv industry, Peter has participated in every aspect of solar pv project development, including supervising a 596 kw rooftop project. Peter played a key role in the creation of One Sun, developing the business processes and implementing a process-oriented culture that supports successful outcomes in all One Sun projects. Peter believes in constant quality review and improvement in all areas of the company, and brings this philosophy to bear in his managerial duties at One Sun, Inc. Additionally, as Safety Officer for the company, Peter has implemented safety procedures and training programs that ensure the safety of our employees and clients on our jobsites.

## Jacob Bass, *Project Development*

Jacob brings years of experience in business development and, in particular, since 2003, in the solar (PV) industry. Before coming to One Sun Inc., his experience focused on solar pv business development and sales as well as the negotiation of purchasing agreements with major solar pv vendors. His skills in sales, estimating and logistics give him a broad understanding of the total process of solar pv system development and installation. His expertise extends from bid processing through procurement and scheduling. He grew up off the grid and has long been a strong advocate for renewable energy, an enthusiasm that is evident in every aspect of his involvement. Jacob currently manages procurement and relationships with One Sun Inc.'s materials providers. He plays a key role in project development and the implementation of the Company's logistical strategies for large-scale commercial and public works solar projects.



Our experienced in-house team of **trained licensed electricians and solar pv system installers** is efficient and safety oriented. Through continuing classes and seminars, all members of the team maintain their expertise and proficiency in the most innovative construction, electrical and renewable energy technologies.

## **David Nurse, Director of Sales and Marketing**

Prior to joining One Sun, Inc. David Nurse served in senior management and business development positions in the contracting and energy sectors in both the U.S. and the EU. His experience includes the development and implementation of a wide range of projects for solar, wind power and distributed energy that brought affordable alternative energy solutions to retail companies, manufacturing businesses and non-profit organizations. Most recently, David worked at Solar Systems, a solar integrator in New England, where he successfully developed new financial and energy products as well as new market verticals. His diverse background includes work in LEED implementation and carbon reduction engineering for Baseline Sustainability, doing business in the U.S., EU, and China. His marketing and sales strategy is based on a holistic approach which targets clients' unique needs and guarantees them project specific solar solutions. David has been an early supporter of sustainability and renewable energy, through his membership on the U.S. Green Building Council (USGBC), and participation on environmental committees in several states, as well as his promotion of LEEDs certified projects. He has supported the construction industry as a board member and past President of Associated Builders & Contractors, Inc. At One Sun, Inc., David leads the sales and marketing team and adds his comprehensive business development experience to the development of projects that will move the company into new and larger commercial solar energy markets. David's career education includes USGBC studies in LEED AP construction; green roofing systems design, and remodel energy certification. He attended the Wentworth Institute of Technology for the study of thermodynamics.

## **Joe Sherman, Project Manager**

With over twelve years of general contracting experience, Joe is knowledgeable in all aspects of construction project management. Before joining One Sun, Inc. he held positions as estimator, project engineer and contract administrator in addition to project management. His background has prepared him to effectively oversee multiple projects simultaneously, including managing the performance and efficiency of subcontractors. His ability to evaluate client's needs and coordinate team responsibilities, assures project construction deliverables and implementation are on time and within budget. He works closely with superintendents to develop and maintain safety procedures. Joe is a skilled communicator and a creative thinker who believes in a process of problem solving based on consensus. The strong client relationships he develops remain ongoing after project close-out. At One Sun Inc., Joe is the lead management contact for all company projects under construction.

## **Jason Thompson, Sales**

Jason Thompson comes into the renewable energy field from a sales and finance background. Beginning as a top sales consultant for one of the nation's leading solar providers, he was systematically promoted until he ultimately reached a leadership position in the Northern California sales team. With more than 5 years' experience in estimating, design and business development, Jason is skilled at managing all aspects of client relations. His financial background gives him the broad understanding and capacity to identify a client's unique energy needs and design a custom system that provides the most efficient energy while providing maximum return on investment. Jason expertly guides clients through the sales/development process, finding the best products and the right financing tools that fit their particular business situation. He is knowledgeable in all Federal, State and County tax rebate and incentive programs. Jason holds a BA in Communications from California State University, Chico.

## **Saaïd Moezzi, Development Consultant**

Saaïd has over 18 years in construction and solar electric system management and development. Most recently, he was Project Development Manager for a major renewable energy system provider, overseeing multi-vendor contracts and developing and launching growth strategy and resource programs. He oversaw the entire solar system process including design, utility connections, system commissioning, energy performance monitoring and rebates. His previous experience includes Business Development and Project Management at Swinerton, Inc. Saaïd began his career as a Business Development Manager, Project Manager and Design Engineer with Chicago Bridge and Iron, Inc. Saaïd has a B.S. degree in Mechanical Engineering and is LEED-AP Certified.

## **Steve Heater, Senior Site Superintendent**

Steve Heater is a experienced electrician with a diverse background in solar energy. His experience includes project management and supervision of a number of large-scale commercial and municipal solar projects in Northern California (including megawatt systems for Agilent Technologies and Applied Materials). He has been responsible for all aspects of on-site installation, both roof and ground mounts, and has managed installation teams of more than 50 workers. Having owned and operated his own electrical company for five years, he is expert in low- to high-voltage commercial systems, underground electrical and equipment troubleshooting. Since joining One Sun, Inc., Steve has successfully supervised the installation of over 3 million watts of industrial roof and ground mount projects.

# CLIENT AND PROJECT PORTFOLIO

## ESTANCIA ESTATES

**1.20 mW.** Winery operations facility. Total of 4,164 modules installed on six roof surfaces. Range of diversity and complexity of rooftops. Continuity of operations was uninterrupted..

## SONOMA VALLEY UNIFIED SCHOOL DISTRICT

**2.1 mW.** School campuses. Multiple arrays installed on roofs, parking structures and ground mounts.

## SONOMA COUNTY JUVENILE JUSTICE CENTER

**750 kW.** Juvenile correctional center. Multiple occupied buildings, including courts. Installation included 3,200 modules of roof and ground mounts over 56,000 sq. ft. More than 73 miles of wire installed. Tied into 5kV existing electrical loop.

## CONTRA COSTA UNIFIED SCHOOL DISTRICT

**600 kW.** School campuses. Ground mount arrays and installations atop parking structures at the administration building in Pleasant Hill, CA and the Mauzy School, in Alamo, CA.

## BAY AREA BEVERAGE CO.

**596 kW.** Beverage Storage and Distribution facility: Multiple roof mounts. Installation coordinated with complete tear-off and reroofing. Wide variation in roof elevations. Facility never experienced any interruption in operations.

## REDWOOD HILL FARM

**586 kW.** Dairy products processing and packaging facility. Multiple roof mounts. Design and installation. Coordinated with tear-off and reroofing. No interruption in facility operations.

## RAVENSWOOD WINERY

**584 kW.** Winemaking operations facility. The project includes roof and ground arrays and is comprised of 2,148 solar modules over an acre of surface area. Continuity of winery operations was uninterrupted..

## MANZANA PRODUCTS, CO.

**392.6 kW.** Apple processing facility. Design and installation of multiple roof mounts, both flush and tilted, over 1 acre of existing roof. No interruption of production during install.

## FIRST NORTHERN BANKS

**291 kW.** Multiple roof mounts at four banking sites and one operations center. Bank branches remained open for business during entire install. Total install time: 54 days.



## CITY OF SANTA ROSA

**177.8 kW.** Four projects at Wastewater Treatment Facilities and a Water Pump Station. Multiple ground mounts installed on concrete slabs and sloping hill sites. Multiple and varied roof mounts.

## MARIN-SONOMA MOSQUITO/ VECTOR CONTROL DISTRICT

**157.92 kW.** Four arrays mounted on steel and composite roof. String level monitoring system with mechanical and electronic security system for all modules.

## TWIN HILLS UNIFIED SCHOOL DISTRICT

**156.2 kW.** Two schools. Arrays installed on multiple shade and parking structures on two campuses, with solar-powered Electric Vehicle Charging Stations. At Apple Blossom School, the system includes two “solar flowers” mounted on 9ft. towers.

## LANCASTER ESTATES

**111 kW.** Winery operations facility and vineyard irrigation systems. Multiple roof mounts and complex hillside ground mounts that required drilling post holes in rock.

## NAPA VALLEY NEW TECHNOLOGY HIGH SCHOOL

**109 kW.** School. Multiple carport structures and roof-mounted array. Electronic security system on all modules.

## MEDLOCK AMES VINEYARDS

**84 kW.** Winery/vineyard operations’ facility and vineyard irrigation system. Multiple complex roof and ground mounts.

## WILLIAMS SELYEM WINERY

**56 kW.** Winery bottling and distribution facility. Multiple ground mounts and construction of carport structure to support roof mounts.

## PRESTON VINEYARDS

**70 kW.** Winery operations facility and vineyard irrigation system: Various roof mounts at extreme angles and multiple ground mounts.

## PATZ & HALL WINE CO.

**81 kW.** Bottling and distribution facility: roof mounts installed on irregular roof conditions. Operations continued uninterrupted during entire installation.

## NAVARRO WINERY and CHEESE PROCESSING

**54.4 Kw.** Vineyard and winery operations, Philo, CA. Esthetically integrated roof-mounted arrays on the tasting room and the artesian goat cheese processing facility.

## CLOVER STORNETTA DAIRY

**41 kW.** Dairy distribution facility: multiple roof mounts.

## HOTEL CARLTON

**20 kW.** Urban hotel facility. Roof mounts that required core drilling through 9 floors while hotel continued to be operational. Tight urban access and time windows. No disruption to business.

## RED VIC THEATER

**14 kW.** Urban facility. Roof mounts installed with tight access conditions. Business was not interrupted.





*The Case for  
Clean Energy*

*The Craft of  
Good Design*

*Solar Done Right*

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