TURNKEY SERVICES AGREEMENT
BETWEEN CITY OF BURLINGAME AND 1ST LIGHT SALES CORP
FOR THE DESIGN, PROCUREMENT, AND INSTALLATION OF SOLAR PANEL PHOTOVOLTAIC CELLS PROJECT

CITY PROJECT NO. 87040

THIS TURNKEY SERVICES AGREEMENT ("Agreement") is entered into this _____ day of _____, 2025, by and between the City of Burlingame, State of California, herein called the "City", and **1ST Light Sales Corp (1st Light)** engaged in providing **turnkey** services herein called the "Firm".

RECITALS

A. The City is considering for the Firm to provide turnkey services for the Design, Procurement, and Installation of Solar Panel Photovoltaic Cells (Solar PV) Project (Project), City Project No. 87040.

B. The City desires to engage the Firm to provide assistance with the Solar PV Project because of the Firm's experience and qualifications presented in the proposal and during the interview to perform the desired work, and as described in Exhibit "A".

C. The Firm represents and affirms that it is qualified and willing to perform the desired work pursuant to this Agreement.

AGREEMENTS

NOW, THEREFORE, THE PARTIES HERETO AGREE AS FOLLOWS:

1. Incorporation of Documents. This Agreement includes and hereby incorporates in full by reference the following Contract Documents, including all exhibits, drawings, specifications, and documents therein, and attachments and addenda thereto:

   Agreement
   Exhibit A: Scope of Work
   Exhibit B: Schedule of Charges
   Exhibit C: Schedule of Performance
   Exhibit D: Performance and Payment Bonds
   Exhibit E: General Conditions
   Exhibit F: Supplementary General Conditions
   State of California Standard Specifications, 2010
   Insurance Certificates
   Forms Submitted with Firm's Proposal
   Request for Proposals

All City approved Amendments/Change Orders

2. Scope of Services. Firm shall furnish all necessary management, supervision, labor, materials, tools, supplies, equipment, services, engineering, testing and/or any other act or thing required to diligently and fully perform and complete the Project in accordance with the Contract Documents and as described in the Scope of Work attached hereto as Exhibit "A."

3. Permits, Licenses, Fees, and Other Charges. Firm shall, in accordance with applicable laws and ordinances, obtain at its expense all permits and licenses necessary to accomplish the Scope of Work and shall give all notices necessary and obtain all required inspections. Failure to maintain a required license or permit may result in immediate termination of this Agreement.

4. Compensation.
    a. Subject to paragraph 2(b) below, the City shall pay for such services in accordance with the Schedule of Charges set forth in Exhibit "A."

    b. City agrees to pay, and Firm agrees to accept, the sum of One Million, Six Hundred Fifty Eight Thousand, Five Hundred And Fifty-Seven Dollars ($1,658,557) (the "Contract Price") subject to adjustments for changes in the work as may be directed by City, as payment in full for the services in this Agreement.

    c. Firm shall submit, by the 25th of the month, invoices for services rendered and for reimbursable expenses incurred. City shall pay properly submitted invoices within twenty-five (25) days of receipt, less five percent retention. City shall release the retained funds (less any amounts in dispute, deducted as required by law, or other offsets) no less than thirty-five (35) days after the date City accepts the services as complete. Pursuant to Public Contract Code section 22300, for monies earned by the Firm and withheld by the City to ensure the performance of the Agreement, the Firm may, at its option, choose to substitute securities meeting the requirements of Public Contract Code section 22300.

    d. Payment shall not constitute acceptance of any work completed by the Firm. The making of final payment shall not constitute a waiver of any claims by the City for any reason whatsoever.

5. Additional Work. If changes in the work seem merited by Firm or the City, and informal consultations with the other party indicate that a change is warranted, it shall be processed by in the following manner: a letter outlining the changes shall be forwarded to the City by Firm with a statement of estimated changes in fee or time schedule. An amendment to the Agreement shall be prepared by the City and executed by both parties before performance of such services. The City shall not pay for changes in the scope of work if not approved

by the City in writing prior to the performance of the work. Such amendment shall not render ineffective or invalidate unaffected portions of this Agreement.

6. Time of Performance. Firm shall perform its work hereunder in a prompt and timely manner and shall commence performance upon receipt of a written Notice to Proceed from the City. Firm shall complete the service required hereunder by April 10, 2026 ("Project Completion Date"), pursuant to the "Schedule of Performance" attached as Exhibit "A".

7. Standard of Performance; Performance of Employees. Firm shall perform all services under this Agreement in a skillful and workmanlike manner, and consistent with the standards generally recognized as being employed by professionals in the same discipline in the State of California. Firm represents and maintains that it is skilled in the professional calling necessary to perform the services. Firm warrants that all employees and subcontractors shall have sufficient skill and experience to perform the services assigned to them. Finally, Firm represents that it, its employees and subcontractors have all licenses, permits, qualifications and approvals of whatever nature that are legally required to perform the services, and that such licenses and approvals shall be maintained throughout the term of this Agreement. As provided for in the indemnification provisions of this Agreement, Firm shall perform, at its own cost and expense and without reimbursement from the City, any work necessary to correct errors or omissions which are caused by Firm's failure to comply with the standard of care provided for herein. Any employee who is determined by the City to be uncooperative, incompetent, a threat to the safety of persons or the services, or any employee who fails or refuses to perform the services in a manner acceptable to the City, shall be promptly removed from the Project by Firm and shall not be re-employed on the services.

8. Compliance with Laws. The Firm shall comply with all applicable laws, codes, ordinances, and regulations of governing federal, state and local laws. Firm represents and warrants to City that it has all licenses, permits, qualifications and approvals of whatsoever nature which are legally required for Firm to practice its profession. Firm represents and warrants to City that Firm shall, at its sole cost and expense, keep in effect or obtain at all times during the term of this Agreement any licenses, permits, and approvals which are legally required for Firm to practice its profession. Firm shall maintain a City of Burlingame business license.

9. Sole Responsibility. Firm shall be responsible for employing or engaging all persons necessary to perform the services under this Agreement.

10. Information/Report Handling. All documents furnished to Firm by the City and all reports and supportive data prepared by the Firm under this Agreement are the City's property and shall be delivered to the City upon the completion of Firm's services or at the City's written request. All reports, information, data, and exhibits prepared or assembled by Firm in connection with the performance of its services pursuant to this Agreement are

confidential until released by the City to the public, and the Firm shall not make any of these documents or information available to any individual or organization not employed by the Firm or the City without the written consent of the City before such release. The City acknowledges that the reports to be prepared by the Firm pursuant to this Agreement are for the purpose of evaluating a defined project, and City's use of the information contained in the reports prepared by the Firm in connection with other projects shall be solely at City's risk, unless Firm expressly consents to such use in writing. City further agrees that it will not be appropriate any methodology or technique of Firm which is and has been confirmed in writing by Firm to be a trade secret of Firm.

11. Availability of Records. Firm shall maintain the records supporting this billing for not less than four (4) years following completion of the work under this Agreement. Firm shall make these records available to authorized personnel of the City at the Firm's offices during business hours upon written request of the City.

12. Performance and Warranty. The Firm shall provide 10-year workmanship warranty, 10-year repair and replacement warranty, 10-year inverter warranty, 25-year module warranty, and 5-year system monitoring and performance assurance.

13. Permits and Approvals. The Firm shall obtain all the permits, licenses, and approvals required. These may include, building permits, electrical permits, business and construction licenses, etc.

14. NEM2 Deadline. The System has been grandfathered for the purposes of NEM2 provided that the System is put in service no later than April 14, 2026 ("NEM2 Deadline") and the Project Completion Date has been scheduled to provide a buffer for obtaining permission to operate from the Utility prior to the NEM2 Deadline. If the System loses its grandfathered status under NEM2 as a result of the failure of the Firm to complete the System by the Project Completion Date, subject to extension pursuant to a Change Order, then the Firm shall be responsible for additional liquidated damages in the amount of fifty percent (50%) of the financial loss incurred by City as a result of the applicability of Net Energy Meeting 3.0 (NEM3) to exports of energy to the Utility from the Project Site rather than NEM2 as reasonably determined by City and subject to verification by the Firm. The City will make reasonable attempts to obtain an extension of the NEM2 Deadline (if possible) and the Firm will not be responsible for failure of the Utility to grant permission to operate prior to the NEM2 Deadline if the System has been completed as of the Project Completion Date in accordance with the terms of this Agreement and subject to any Excusable Delay.

15. Liquidated Damages. Except as set forth in Section 14, the Firm's failure to achieve completion of the work by April 10, 2026 will cause the City to incur losses in amounts which are impossible to compute and ascertain with certainty. The Firm shall pay liquidated damages to the City of Burlingame in the amount of One-Thousand Dollars ($1,000) per day for each and every working days' delay in finishing the work after April

10, 2026. The amount may be assessed and recovered by the City as against the Firm and its Surety. Such liquidated damages are intended to represent estimated actual damages and are not intended as a penalty, and the Firm shall pay them to the City, without limiting any of the City's rights as provided in this Agreement.

16. Project Manager. The Project Manager for the Firm for the work under this Agreement shall be Justin Krum, President. Firm shall not change the Project Manager without the prior reasonable consent of the City.

17. Assignability and Subcontracting. The services to be performed under this Agreement are unique and personal to the Firm. No portion of these services shall be assigned or subcontracted without the written consent of the City.

18. Notices. Any notice required to be given shall be deemed to be duly and properly given if mailed postage prepaid, and addressed to:

To City: Mahesh Yedluri
City of Burlingame
501 Primrose Road
Burlingame, CA 94010

To Firm: Justin Krum, President
1st Light Sales Corp
1869 Moffat Blvd
Manteca, CA 95336

or personally delivered to Firm to such address or such other address as Firm designates in writing to City.

19. Independent Contractor. It is understood that the Firm, in the performance of the work and services agreed to be performed, shall act as and be an independent contractor and not an agent or employee of the City. As an independent contractor he/she shall not obtain any rights to retirement benefits or other benefits which accrue to City employee(s). With prior written consent, the Firm may perform some obligations under this Agreement by subcontracting, but may not delegate ultimate responsibility for performance or assign or transfer interests under this Agreement.

20. Conflict of Interest. Firm understands that its professional responsibilities is solely to the City. The Firm has and shall not obtain any holding or interest within the City of Burlingame. Firm has no business holdings or agreements with any individual member of the Staff or management of the City or its representatives nor shall it enter into any such holdings or agreements. In addition, Firm warrants that it does not presently and shall not acquire any direct or indirect interest adverse to those of the City in the subject of this Agreement, and it shall immediately disassociate itself from such an interest should it

discover it has done so and shall, at the City's sole discretion, divest itself of such interest. Firm shall not knowingly and shall take reasonable steps to ensure that it does not employ a person having such an interest in this performance of this Agreement. If after employment of a person, Firm discovers it has employed a person with a direct or indirect interest that would conflict with its performance of this Agreement, Firm shall promptly notify City of this employment relationship, and shall, at the City's sole discretion, sever any such employment relationship.

21. Equal Employment Opportunity. Firm warrants that it is an equal opportunity employer and shall comply with applicable regulations governing equal employment opportunity. Neither Firm nor its subcontractors do and neither shall discriminate against persons employed or seeking employment with them on the basis of age, sex, color, race, marital status, sexual orientation, ancestry, physical or mental disability, national origin, religion, or medical condition, unless based upon a bona fide occupational qualification pursuant to the California Fair Employment & Housing Act.

22. Insurance.

    a. Minimum Scope of Insurance:

        i. Firm agrees to have and maintain, for the duration of the contract, General Liability insurance policies insuring him/her and his/her firm to an amount not less than: Five Million dollars ($5,000,000) combined single limit per occurrence and Ten Million dollars ($10,000,000) aggregate for bodily injury, personal injury and property damage in a form at least as broad as ISO Occurrence Form CG 0001.

        ii. Firm agrees to have and maintain for the duration of the contract, an Automobile Liability insurance policy ensuring him/her and his/her staff to an amount not less than Five Million dollars ($5,000,000) combined single limit per accident for bodily injury and property damage.

        iii. Firm agrees to have and maintain, for the duration of the contract, professional liability insurance in amounts not less than Five Million dollars ($5,000,000) each claim/aggregate sufficient to insure Firm for professional errors or omissions in the performance of the particular scope of work under this agreement.

        iv. Any deductibles or self-insured retentions must be declared to and approved by the City. At the option of the City, either: the insurer shall reduce or eliminate such deductibles or self-insured retentions as respects the City, its officers, officials, employees and volunteers; or the Contractor shall procure a bond guaranteeing payment of losses and related investigations, claim administration, and defense expenses.

b. General and Automobile Liability Policies:

   i. The City, its officers, officials, employees and volunteers are to be covered as insured as respects: liability arising out of activities performed by or on behalf of the Firm; products and completed operations of Firm, premises owned or used by the Firm. The endorsement providing this additional insured coverage shall be equal to or broader than ISO Form CG 20 10 11 85 and must cover joint negligence, completed operations, and the acts of subcontractors. This requirement does not apply to the professional liability insurance required for professional errors and omissions.

   ii. The Firm's insurance coverage shall be endorsed to be primary insurance as respects the City, its officers, officials, employees and volunteers. Any insurance or self-insurances maintained by the City, its officers, officials, employees or volunteers shall be excess of the Firm's insurance and shall not contribute with it.

   iii. Any failure to comply with reporting provisions of the policies shall not affect coverage provided to the City, its officers, officials, employees or volunteers.

   iv. The Firm's insurance shall apply separately to each insured against whom a claim is made or suit is brought, except with respect to the limits of the insurer's liability.

c. Workers' Compensation and Employers Liability Coverage:

   i. In addition to these policies, Firm shall have and maintain Workers' Compensation insurance as required by California law. Further, Firm shall ensure that all subcontractors employed by Firm provide the required Workers' Compensation insurance for their respective employees.

   ii. The insurer shall agree to waive all rights of subrogation against the City of Burlingame, its officers, officials, employees, or volunteers for losses arising from work performed by the Company for the City of Burlingame.

d. All Coverages: Each insurance policy required in this item shall be endorsed to state that coverage shall not be canceled except after thirty (30) days' prior written notice by mail, has been given to the City (10 days for non-payment of premium). Current certification of such insurance shall be kept on file at all times during the term of this agreement with the City Clerk.

e. Acceptability of Insurers: Insurance is to be placed with insurers with a Best's rating of no less than A-:VII and authorized to do business in the State of California.

f. Verification of Coverage: Upon execution of this Agreement, Contractor shall furnish the City with certificates of insurance and with original endorsements effecting coverage required by this clause. The certificates and endorsements for each insurance policy are to be signed by a person authorized by that insurer to bind coverage on its behalf. The certificates and endorsements are to be on forms approved by the City. All certificates and endorsements are to be received and approved by the City before any work commences. The City reserves the right to require complete, certified copies of all required insurance policies, at any time.

23. Bond Requirements.

a. Payment Bond. If required by law or otherwise specifically requested by City, Firm shall execute and provide to City concurrently with this Agreement a Payment Bond in an amount required by the City and in a form provided or approved by the City. If such bond is required, no payment will be made to Firm until the bond has been received and approved by the City.

b. Performance Bond. If requested by City, Firm shall execute and provide to City concurrently with this Agreement a Performance Bond in an amount required by the City and in a form provided or approved by the City. If such bond is required, no payment will be made to Firm until the bond has been received and approved by the City.

c. Bond Provisions. Should, in City's sole opinion, any bond become insufficient or any surety be found to be unsatisfactory, Firm shall renew or replace the effected bond within (ten) 10 days of receiving notice from City. To the extent, if any, that the Contract Price is increased in accordance with the Agreement, Firm shall, upon request of the City, cause the amount of the bond to be increased accordingly and shall promptly deliver satisfactory evidence of such increase to the City. If Firm fails to furnish any required bond, the City may terminate the Agreement for cause.

d. Surety Qualifications. Only bonds executed by an admitted surety insurer, as defined in California Code of Civil Procedure Section 995.120, shall be accepted. If a California-admitted surety insurer issuing bonds does not meet these requirements, the insurer will be considered qualified if it is in conformance with Section 995.660 of the California Code of Civil Procedure, and proof of such is provided to the City.

24. Indemnification.

a. To the fullest extent permitted by law, Firm shall defend (with counsel of City's choosing), indemnify and hold the City, its officials, officers, employees, volunteers, and agents free and harmless from any and all claims, demands,

causes of action, costs, expenses, liability, loss, damage or injury of any kind, in law or equity, to property or persons, including wrongful death, in any manner arising out of, pertaining to, or incident to any acts, errors or omissions, or willful misconduct of Firm, its officials, officers, employees, subcontractors, Firms or agents in connection with the performance of the Firm's services, the Project or this Agreement, including without limitation the payment of all damages, expert witness fees and attorney's fees and other related costs and expenses. Firm's obligation to indemnify shall not be restricted to insurance proceeds, if any, received by Firm, the City, its officials, officers, employees, agents, or volunteers.

b. If Firm's obligation to defend, indemnify, and/or hold harmless arises out of Firm's performance of "design professional" services (as that term is defined under Civil Code section 2782.8), then, and only to the extent required by Civil Code section 2782.8, which is fully incorporated herein, Firm's indemnification obligation shall be limited to claims that arise out of, pertain to, or relate to the negligence, recklessness, or willful misconduct of the Firm, and, upon Firm obtaining a final adjudication by a court of competent jurisdiction, Firm's liability for such claim, including the cost to defend, shall not exceed the Firm's proportionate percentage of fault.

25. California Labor Code Requirements.

a. Firm is aware of the requirements of California Labor Code Sections 1720 et seq and 1770 et seq., which require the payment of prevailing wage rates and the performance of other requirements on certain "public works" and "maintenance" projects. If the Services are being performed as part of an applicable "public works" or "maintenance" project, as defined by the Prevailing Wage Laws, and if the total compensation is $1,000 or more, Firm agrees to fully comply with such Prevailing Wage Laws, if applicable. Firm shall defend, indemnify, and hold the City, its elected officials, officers, employees, and agents free and harmless from any claims, liabilities, costs, penalties, or interest arising out of any failure or alleged failure to comply with the Prevailing Wage Laws. It shall be mandatory upon the Firm and all subconsultants to comply with all California Labor Code provisions, which include, but are not limited to, prevailing wages, employment of apprentices, hours of labor, and debarment of contractors and subcontractors.

b. If the services are being performed as part of an applicable "public works" or "maintenance" project, in addition to the foregoing, then pursuant to Labor Code sections 1725.5 and 1771.1, the Firm and all subconsultants must be registered with the Department of Industrial Relations ("DIR"). Firm shall maintain registration for the duration of the project and require the same of any subconsultants. This project may also be subject to compliance monitoring and enforcement by the DIR. It shall be Firm's sole responsibility to comply with all applicable registration and

labor compliance requirements, including the submission of payroll records directly to the DIR.

c. Firm's attention is directed to the provisions in Section 1777.5 and 1777.6 of the Labor Code concerning the employment of apprentices by the Firm or any subcontractor under the Firm. It shall be the responsibility of the Firm to effectuate compliance on the part of itself and any subcontractors with the requirements for employment of apprentices. Information relative to apprenticeship standards, wage schedules, and other requirements may be obtained from the Director of Industrial Relations, ex-officio the Administrator of Apprenticeship, San Francisco, California, or from the Division of Apprenticeship Standards and its branch offices.

26. Termination or Abandonment.

a. The City has the right to terminate or abandon any portion or all of the work under this Agreement by giving ten (10) calendar days written notice to Firm. In such event, the City shall be immediately given title and possession to all original field notes, drawings and specifications, written reports, and other documents produced or developed for that portion of the work completed and/or being abandoned. The City shall pay Firm the reasonable value of services rendered for any portion of the work completed prior to termination. Firm shall not be entitled to payment for unperformed services, and shall not be entitled to damages or compensation for termination of work.

b. Firm may terminate its obligation to provide further services under this Agreement upon thirty (30) calendar days' written notice to the City and only in the event of substantial failure by the City to perform in accordance with the terms of this Agreement through no fault of Firm.

27. Third Party Rights. Nothing in this Agreement shall be construed to give any rights or benefits to anyone other than the City and the Firm.

28. CSLB Notice. Contractors are required by law to be licensed and regulated by the Contractors' State License Board which has jurisdiction to investigate complaints against contractors if a complaint regarding a patent act or omission is filed within four (4) years of the date of the alleged violation. A complaint regarding a latent act or omission pertaining to structural defects must be filed within ten (10) years of the date of the alleged violation. Any questions concerning a contractor may be referred to the Registrar, Contractors' State License Board, P.O. Box 26000, Sacramento, California 95826.

29. Waiver. No failure on the part of either party to exercise any right or remedy hereunder shall operate as a waiver of any other right or remedy that party may have hereunder, nor does waiver of a breach or default under this Agreement constitute a continuing waiver of a subsequent breach of the same or any other provision of this Agreement.

30. Governing Law. This Agreement, regardless of where executed, shall be governed by and construed under the laws of the State of California. Venue for any action regarding this Agreement shall be in the Superior Court of the County of San Mateo.

31. Amendment. No modification, waiver, mutual termination, or amendment of this Agreement is effective unless made in writing and signed by the City and the Firm.

32. Entire Agreement. This Agreement constitutes the complete and exclusive statement of the Agreement between the City and Firm. No terms, conditions, understandings or agreements purporting to modify or vary this Agreement, unless hereafter made in writing and signed by the party to be bound, shall be binding on either party.

SIGNATURES ON FOLLOWING PAGE

SIGNATURE PAGE FOR AGREEMENT BETWEEN
CITY OF BURLINGAME AND 1ST LIGHT SALES CORP

IN WITNESS WHEREOF, the City and Firm have executed this Agreement as of the date indicated on page one (1).

City of Burlingame

By _____
Lisa K. Goldman
City Manager

Approved as to form:

_____
City Attorney – Michael Guina

ATTEST:

_____
City Clerk - Meaghan Hassel-Shearer

Firm

_____
1st Light Sales Corp
Print Name: Justin Krum
Title: President

EXHIBIT A

March 24, 2025

City of Burlingame
Public Works- Engineering Division
501 Primrose Rd
Burlingame, CA 94010

Scope of Work

Project Title: Turnkey Services for the Design, Procurement, and Installation of Solar Panel Photovoltaic Cells

Client: City of Burlingame

Project Overview: This Scope of Work (SOW) outlines the tasks necessary to complete the design, procurement, and installation of solar panel photovoltaic (PV) systems at three designated locations within the City of Burlingame. The objective is to provide a comprehensive, turnkey solution that ensures efficient energy production, cost savings, and adherence to all applicable local, state, and federal regulations.

Project Locations:

1. Corporation Yard: 1361 N Carolan Ave. Burlingame, CA
2. Library: 480 Primrose Rd Burlingame, CA
3. Highland Garage: 161 Highland Ave. Burlingame, CA

Scope of Services:

As per the RFP issued February 19th, 2025 the scope of services was seeking proposals from qualified Consultants to design and install Solar photovoltaic cells at existing City facilities (Project location above). The goal of the Project is to lower City's energy dependance on non-renewable resources, and reduce energy consumption costs, thus align with City's commitment to sustainability and City's Climate Action Plan. The Solar PV Project includes engineering design, procurement of materials, permitting, construction, and commissioning of solar photovoltaic equipment

Location 1: Corporation Yard: 1361 N Carolan Ave. Burlingame, CA

Preliminary design:110 kWdc

The Corporation Yard is an existing structure where it is intended to have the PV solar system installed on the roof(s) of the building(s). City staff have acknowledged and determined that the roof will need to be replaced prior to the PV solar installation, and they are currently working with a contractor to have this completed.

Task Description	Site Surveyor	Designer	Engineer	Project Coodinator	Interconnection Manager	Procurement Manager	Construction Manager	Superintendent	Electrician	Elect Apprentice	Solar Installer	ITC Consultant	Total Hours	Total
1. Site Survey														
1.1 Visit sites and gather site specific details and photos.	4			1									5	
1.2 Project walkthrough and planning		2		2		2	2						8	
Subtotal													13	**$1,575**
2. Design & Engineering														
2.1 Site plan		12											12	
2.2 Electrical Engineering		1	8										9	
2.3 Structural Engineering		1	8										9	
Subtotal													30	**$5,094**
3. Interconnection														
3.1 Obtain access to PG&E accounts and existing NEM applications				1	2								3	
3.2 Submit PTO documentation				1	2								3	
3.3 Utilit witness test					4		1	4					9	
Subtotal													15	**$2,250**
4. Permitting														
4.1 Permit submission to AHJ				1									1	
4.2 Correction responses (if applicable)		2	2	1									5	
4.3 Pick up permit and log				1									1	
Subtotal													7	**$2,223**
5. Procurement														
5.1 Design take-off and Bill of material creation		2					1						3	
5.2 Create PO's and send to supliers						12							12	
5.3 Receive materials and issue to project						24							24	
5.4 Laydown and stagging coodination				2			16						18	
Subtotal													57	**$186,738**
6. Mobilization														
6.1 Utilty / underground markout							8	8	8	4			28	
6.2 Safety meeting and safety equipment set up				4			4	8	32	16	16		80	
6.3 Site and installation layout							4	8	8	8	8		36	
6.4 Structural and racking							2	16			128		146	
6.5 PV module installation							2	32			128		162	
6.6 Conduit and wire runs							4	16	80	16			116	
6.7 Inverter, disconnect and electrical equipment installation							2	16	32	8			58	
6.8 Monitoring and DAS installation							1	8	8	4			21	
6.9 Local inspections as required (building, electrical and fire)							4	12					16	
Subtotal													663	**$92,601**
7. Commissioning														
7.1 Testing and commissoning							4	8	16	8	10		46	
7.2 Monitoring setup and configuration							4	2					6	
7.3 Customer walkthrough							4	4					8	
7.4 Turn Over Packet (T.O.P) created with design as-builts, warranties and all project specific details		2		8		2		2					14	
Subtotal													74	**$5,928**
8. ITC Direct Pay														
8.1 Complile forms, documents and submit to ITC consultant		1		4	2		1					8	16	
8.2 Deliver IRS forms and assit with submission.				2								8	10	
Subtotal													26	**$12,000**
Scope of Work Total	4	23	18	28	10	40	64	144	184	64	290	16	885	**$308,409**

Task 1- Site Survey

1.1 Conduct a site visit where all critical site details will be identified, inspected, measured, and photos taken for the design and engineering services that will be needed.
1.2 Debrief and review the information received from the site visit to determine the most ideal location of solar modules, inverters, and other equipment placement.

Deliverable: Overhead image confirming equipment location and confirming PV solar system size.

Task 2- Design & Engineering

2.1 Design team will create a site plan drawn to scale using CAD. The site plan will consider all current building and fire codes for module placement as well as shading from possible obstructions.
2.2 Design team will create a single-line drawing that will have all electrical equipment listed with schedules and details of conduit and wire sizes and types. Single-line will also show how the PV system will interconnect with the existing electrical services on site. Single-line will be reviewed and stamped by a California licensed Electrical Engineer (EE).
2.3 Design team will complete a structural analysis of the existing roof structure to ensure that existing roof can structurally support the additional weight of the PV solar system. The analysis will also consider the applicable wind zone and uplift as well as lateral forces. Analysis will be reviewed and stamped by a CA licensed Structural Engineer (PE).

Deliverable: PDF of construction documents (CD's).

Task 3- Interconnection

3.1 The interconnection department will prepare the required forms for the city to sign that will allow our team the ability to assume the existing NEM 2.0 and interconnection agreements. This will allow our team to work with PG&E on behalf of the city to ensure that all utility approvals are received and will also allow our team to make modifications or changes to agreements should the city choose to do so.
3.2 Once the project has been completed and passed local building and fire inspections, our team will prepare and submit the documentation to PG&E for the PV solar system to receive permission to operate (PTO)
3.3 Once the PTO application has been submitted to PG&E, our team will meet with a PG&E representative on site for the witness test and meter installation (if applicable).

Deliverable: Copy of formal PTO once project is completed.

Task 4- Permitting

4.1 CD's will be submitted to the City of Burlingame for permit approval. Any permit fees will be paid at this time.
4.2 If there are any corrections by any department of the city regarding the permit, we will promptly respond and resubmit as necessary until permit is fully approved.
4.3 Once the permit is approved, we will pay any remaining fees and pick up approved "job site" plans.

Deliverable: Scanned copies of approved plans and issued permit.

Task 5- Procurement

5.1 The procurement manager and design team will do a takeoff from the approved plans to create a bill of materials (BOM) that will list all material details and quantities.
5.2 Procurement manager will create purchase orders (PO's) for all material listed on the BOM and send to suppliers.
5.3 Procurement manager will coordinate with suppliers to ensure timely delivery of PO's and to confirm accuracy.
5.4 Procurement manager will work with the construction manager regarding the logistics of staging all material and getting all material delivered to site based on installation schedule.

Deliverable: Material delivered to jobsite.

Task 6- Mobilization

6.1 Once the commencement date is approved by the city, the construction manager and his team will mark and identify where all proposed trenching and underground will be. The construction manager will then coordinate the "mark-out" of all underground utilities with an approved Underground Services Alert (USA).
6.2 Before commencing any on-site work, the construction manager and their team will hold a safety meeting with all on-site managers and field personnel. This training will ensure that all field team members are equipped with the necessary personal protective equipment (PPE) and are adhering to the Injury and Illness Prevention Plan (IIPP).
6.3 The first step in the installation will be to layout the project to ensure that all equipment will be placed and installed as per plan.
6.4 The solar installers will install the solar racking on the roof as per plan. Once all racking is installed the PV wire and cable trays will be installed following the string layout.
6.5 Once the racking and stringing has been completed, the solar installers will install the PV modules as per plan.
6.6 The electrical team will install all conduits and raceways from the PV solar array on the roof to the final interconnection point.
6.7 The electrical team will install inverters, disconnects, and all electrical equipment as per plan.
6.8 Once the PV solar array and electrical have been installed, the monitoring (DAS) system will be installed.
6.9 With all system components installed, the Superintendent will call, and schedule all required permit inspections and make any necessary corrections to obtain all required inspection approvals.

Deliverable: Mechanically complete PV solar system with signed off permits.

Task 7- Commissioning

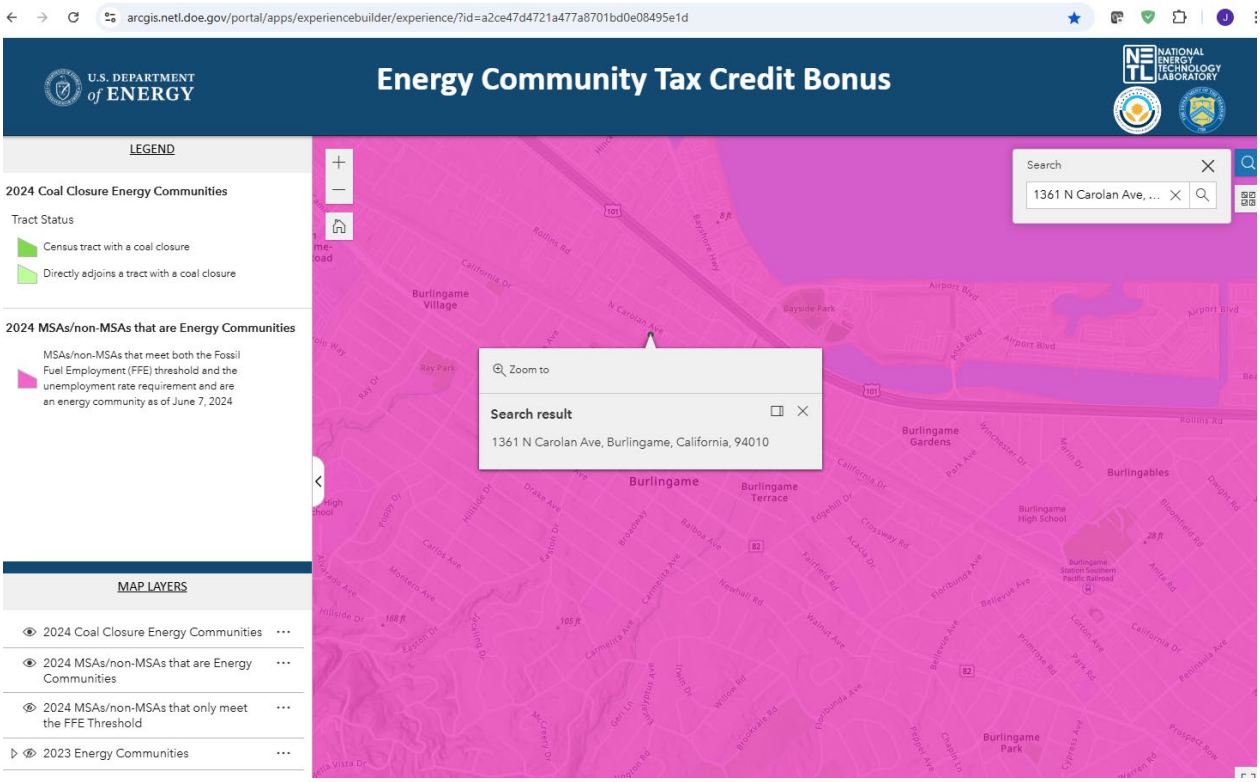
7.1 Our team will test and commission the PV solar system to ensure that equipment is installed correctly and is performing within specification. If PG&E requires a witness test or any inspections on site, these will be completed at this time.
7.2 With the system running, the monitoring will be set up and configured to measure actual performance vs expected performance. The city will also be granted access to the DAS and be given credentials to log in and monitor the site.
7.3 The construction manager will give the designated employee(s) of the city a walkthrough of the PV Solar System that will include the proper way of shutting down and starting up the system.
7.4 The project coordinator will deliver to city staff a turnover packet (TOP) that will consist of a commission report, as-built drawings, warranty documents, utility approvals and spec sheets for all material.

Deliverable: PDF commission report and TOP packet.

Task 8- ITC Direct Pay Assistance (optional service for a fee)

8.1 Our team will work with an ITC consultant (Baker Tilly) to gather all required information and documentation required for the ITC direct pay option. This will include supporting documentation of the Energy Community adder which if applicable will create a 10% adder to the ITC. Baker Tilly's cost is expected to be $12,000.
8.2 Our team and Baker Tilly will generate all forms and submit on behalf of the city all required documentation. We will also track and provide updates of the direct pay incentive until the city has confirmed receipt of such incentive.

Deliverable: ITC direct pay based on eligibility.



Assumptions:

1- working hours will be between 8am – 5pm Monday through Friday.
2- The city will provide a staging area at the project site.
3- no utility upgrades are needed.
4- existing electrical equipment and structures are up to current codes and standards and properly sized to accommodate proposed SOW.
5-no street closures or traffic management will be required.
6- SOW does not include removing or altering any existing landscaping or obstructions.
7- NTP issued no later than 4/31/2025.
8- material payments will be made by 06/01/2025 otherwise any material price increases will be passed on.
9- roof is structural sound and can accommodate PV solar without any alteration or modifications.

Location 2: Library: 480 Primrose Rd Burlingame, CA

Preliminary design: 261 kWdc

The Library is an existing location with an existing parking structure where it is intended to have the PV solar system installed. As part of the PV solar project new canopies will be installed on the parking structure with the interconnection point being the main service of the library.

Task Description	Site Surveyor	Designer	Engineer	Project Coodinator	Interconnection Manager	Procurement Manager	Construction Manager	Superintendent	Electrician	Elect Apprentice	Structural Installer	Solar Installer	ITC Consultant	Total Hours	Total
1. Site Survey															
1.1 Visit sites and gather site specific details and photos.	12			2										14	
1.2 Project walkthrough and planning		8		8		8	8							32	
Subtotal														46	**$5,750**
2. Design & Engineering															
2.1 Site plan		32												32	
2.2 Electrical Engineering		4	16											20	
2.3 Structural Engineering		4	44											48	
Subtotal														100	**$19,162**
3. Interconnection															
3.1 Obtain access to PG&E accounts and existing NEM applications				1	2									3	
3.2 Submit PTO documentation				1	2									3	
3.3 Utilit witness test					4		1	4						9	
Subtotal														15	**$2,250**
4. Permitting															
4.1 Permit submission to AHJ				3										3	
4.2 Correction responses (if applicable)		3	8	1										12	
4.3 Pick up permit and log				1										1	
Subtotal														16	**$4,982**
5. Procurement															
5.1 Design take-off and Bill of material creation		6					4							10	
5.2 Create PO's and send to supliers						24								24	
5.3 Receive materials and issue to project						48								48	
5.4 Laydown and stagging coodination				8			48							56	
Subtotal														138	**$558,030**
6. Mobilization															
6.1 Utilty / underground markout							8	8	8	8	8			40	
6.2 Safety meeting and safety equipment set up				8			4	8	32	16	8	16		92	
6.3 Site and installation layout							9	17	17	17	34	17		111	
6.4 Structural and racking							4	34			480	275		793	
6.5 PV module installation							4	40				275		319	
6.6 Conduit and wire runs							9	34	172	34				249	
6.7 Inverter, disconnect and electrical equipment installation							4	34	69	17				124	
6.8 Monitoring and DAS installation							2	17	17	9				45	
6.9 Local inspections as required (building, electrical and fire)							9	26						35	
Subtotal														1808	**$396,342**
7. Commissioning															
7.1 Testing and commissoning							6	12	16	8		16		58	
7.2 Monitoring setup and configuration							4	2						6	
7.3 Customer walkthrough							4	4						8	
7.4 Turn Over Packet (T.O.P) created with design as-builts, warranties and all project specific details		4		10		3		4						21	
Subtotal														93	**$9,965**
8. ITC Direct Pay															
8.1 Complile forms, documents and submit to ITC consultant		1		4	2		1						8	16	
8.2 Deliver IRS forms and assit with submission.				2									8	10	
Subtotal														26	**$12,000**
Scope of Work Total	12	62	68	49	10	83	129	244	331	109	530	599	16	2242	**$1,008,481**

Task 1- Site Survey

1.1 Conduct a site visit where all critical site details will be identified, inspected, measured, and photos taken for the design and engineering services that will be needed.
1.2 Debrief and review the information received from the site visit to determine the ideal location of canopies, solar modules, inverters, and other equipment placement.

Deliverable: Overhead image confirming equipment location and confirming PV solar system size.

Task 2- Design & Engineering

2.1 Design team will create a site plan drawn to scale using CAD. The site plan will consider all current building and fire codes for module placement as well as shading from possible obstructions.
2.2 Design team will create a single-line drawing that will have all electrical equipment listed with schedules, details of conduit and wire sizes and types. Single-line will also show how the PV system will interconnect with the existing electrical services on site. Single-line will be reviewed and stamped by a California licensed Electrical Engineer (EE).
2.3 Design team will complete a structural analysis of the existing parking structure to ensure that existing parking structure can structurally support the PV solar system and Canopies. The analysis will also consider the applicable wind zone, uplift, and lateral forces. Analysis will be reviewed and stamped by a CA licensed Structural Engineer (PE). If it is determined that the existing parking structure cannot adequately support the proposed canopies and PV solar, our engineers will provide proposed modifications, assuming such exist. Any modifications will be priced separately and be considered a change order and not part of original scope of work.

Deliverable: PDF of construction documents (CD's).

Task 3- Interconnection

3.1 The interconnection department will prepare the required forms for the city to sign that will allow our team the ability to assume the existing NEM 2.0 and interconnection agreements. This will allow our team to work with PG&E on behalf of the city to ensure that all utility approvals are received and will also allow our team to make modifications or changes to agreements should the city choose to do so.
3.2 Once the project has been completed and passed local building and fire inspections, our team will prepare and submit the documentation to PG&E for the PV solar system to receive permission to operate (PTO)
3.3 Once the PTO application has been submitted to PG&E, our team will meet with a PG&E representative on site for the witness test and meter installation (if applicable).

Deliverable: Copy of formal PTO once project is completed.

Task 4- Permitting

4.1 CD's will be submitted to the City of Burlingame for permit approval. Any permit fees will be paid at this time.
4.2 If there are any corrections by any department of the city regarding the permit we will promptly respond and resubmit as necessary until the permit is fully approved.
4.3 Once the permit is approved, we will pay any remaining fees and pick up approved "job site" plans.

Deliverable: Scanned copies of approved plans and issued permit.

Task 5- Procurement

5.1 The procurement manager and design team will do a takeoff from the approved plans to create a bill of materials (BOM) that will list all material details and quantities.
5.2 Procurement manager will create purchase orders (PO's) for all material listed on the BOM and send to suppliers.
5.3 Procurement manager will coordinate with suppliers to ensure timely delivery of PO's and to confirm accuracy.
5.4 Procurement manager will work with the construction manager regarding the logistics of staging all material and getting all material delivered to site based on installation schedule.

Deliverable: Material delivered to jobsite.

Task 6- Mobilization

6.1 Once the commencement date is approved by the city, the construction manager and his team will mark and identify where all proposed trenching and underground will be. The Construction manager will then coordinate the "mark-out" of all underground utilities with an approved Underground Services Alert (USA). Any underground services that are not able to be identified by the USA will become the responsibility of the city to identify. In the event there is damage to any unidentified underground items the responsibility and cost will be borne by the city to repair.
6.2 Before commencing any on-site work, the construction manager and their team will hold a safety meeting with all on-site managers and field personnel. This training will ensure that all field team members are equipped with the necessary personal protective equipment (PPE) and are adhering to the Injury and Illness Prevention Plan (IIPP).
6.3 The first step in the installation will be to layout the project to ensure that all equipment will be placed and installed as per plan.
6.4 All canopy columns will be set and installed as per plan. Once cured, the remaining canopy parts will be installed. The solar installers will install the solar racking on the canopies.
6.5 Once the canopies and racking have been completed the solar installers will install the PV modules as per plan.
6.6 The electrical team will install all conduits and raceways from the PV solar array(s) to the final interconnection point.
6.7 The electrical team will install inverters, disconnects, and all electrical equipment as per plan.

6.8 Once the PV solar array and electrical have been installed, the monitoring (DAS) system will be installed.
6.9 With all system components installed, the Superintendent will call and schedule all required permit inspections and make any corrections necessary to obtain all required inspection approvals.

Deliverable: Mechanically complete PV solar system with sign off permits.

Task 7- Commissioning

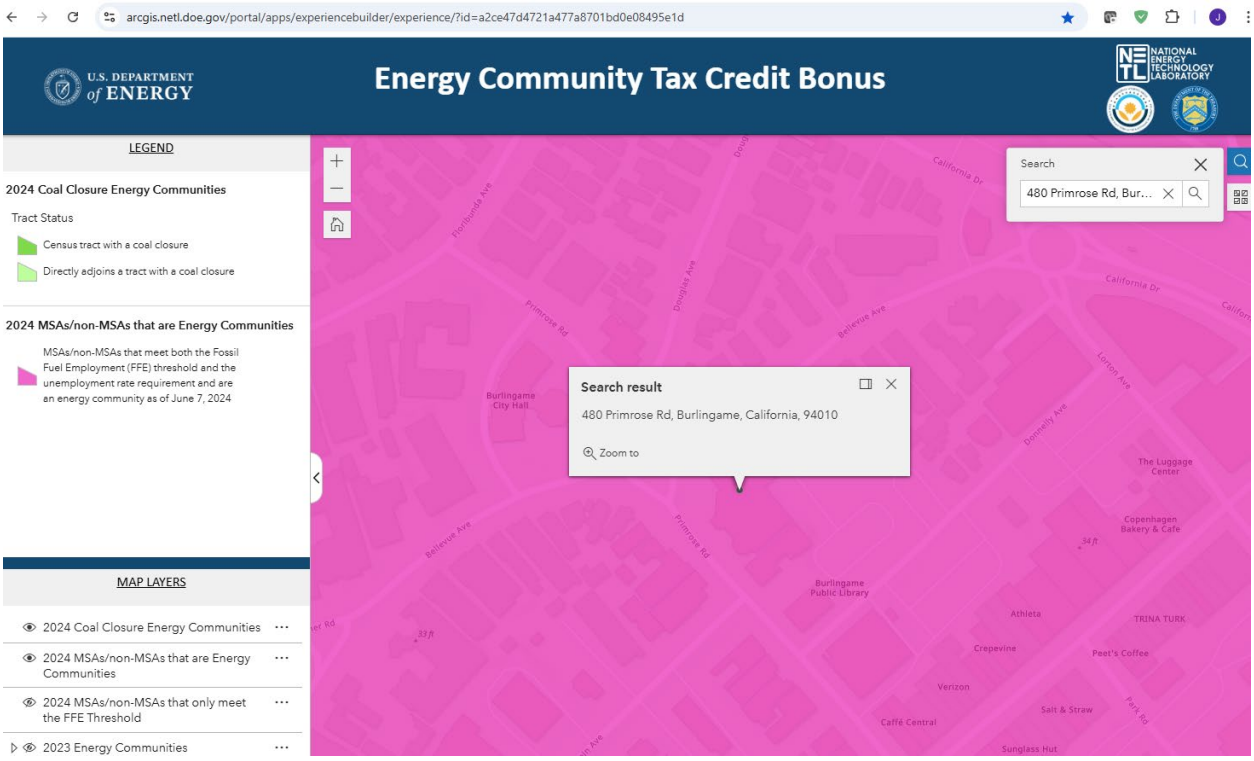
7.1 Our team will test and commission the PV solar system to ensure that equipment is installed correctly and is performing with in specification. If PG&E requires a witness test or any inspections on site, these will be completed at this time.
7.2 With the system running, the monitoring will be set up and configured to measure actual performance vs expected performance. The city will also be granted access to the DAS and be given credentials to log in and monitor the site.
7.3 The construction manager will give the designated employee(s) of the city a walkthrough of the PV Solar System that will include the proper way of shutting down and starting up the system.
7.4 The project coordinator will deliver to city staff a turnover packet (TOP) that will consist of a commissioning report, as-built drawings, warranty documents, utility approvals and spec sheets for all material.

Deliverable: PDF commissioning report and TOP packet.

Task 8- ITC Direct Pay Assistance (optional service for a fee).

8.1 Our team will work with an ITC consultant (Baker Tilly) to gather all required information and documentation required for the ITC direct pay option. This will include supporting documentation of the Energy Community adder which if applicable will create a 10% adder to the ITC. Baker Tilly's cost is expected to be $12,000.
8.2 Our team and Baker Tilly will generate all forms and submit on behalf of the city all required documentation. We will also track and provide updates of the direct pay incentive until City has confirmed receipt of such incentive.

Deliverable: ITC direct pay based on eligibility.

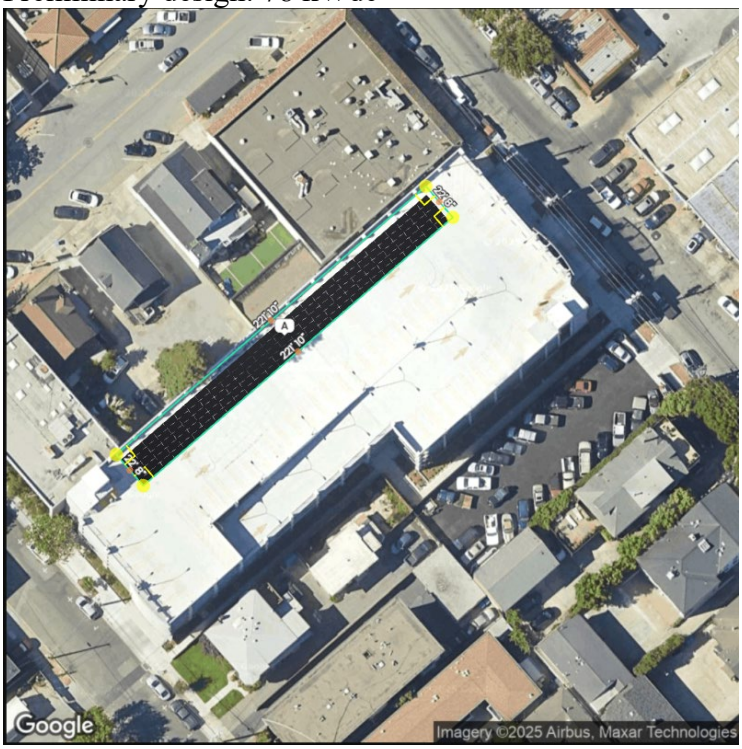


Assumptions:

1- working hours will be between 8am – 5pm Monday through Friday.
2- The city will provide a staging area at the project site.
3- no utility upgrades are needed.
4- existing electrical equipment and structures are up to current codes and standards and properly sized to accommodate proposed SOW.
5- no street closures or traffic management will be required.
6- SOW does not include removing or altering any existing landscaping or obstructions.
7- all conduit and electrical equipment will be surface mounted.
8- NTP issued no later than 4/31/2025.
9- canopy minimum clearance will be 10’ and will be “Tee, Box Beam” design
10- material payments will be made by 06/01/2025 otherwise any material price increases will be passed on.
11- tie-in location will be existing 600A 480V switchgear located in garage.

Location 3: Highland Garage: 161 Highland Ave. Burlingame, CA

Preliminary design: 78 kWdc



The Highland Garage is an existing location with an existing parking structure where it is intended to have the PV solar system installed. As part of the PV solar project new canopies will be installed on the parking structure with the interconnection point being the main service of the Garage.

Task Description	Site Surveyor	Designer	Engineer	Project Coodinator	Interconnection Manager	Procurement Manager	Construction Manager	Superintendent	Electrician	Elect Apprentice	Structural Installer	Solar Installer	ITC Consultant	Total Hours	Total
1. Site Survey															
1.1 Visit sites and gather site specific details and photos.	6			2										8	
1.2 Project walkthrough and planning		6		5		5	5							21	
Subtotal														29	**$3,625**
2. Design & Engineering															
2.1 Site plan		18												18	
2.2 Electrical Engineering		2	10											12	
2.3 Structural Engineering		2	16											18	
Subtotal														48	**$6,265**
3. Interconnection															
3.1 Obtain access to PG&E accounts and existing NEM applications				1	2									3	
3.2 Submit PTO documentation				1	2									3	
3.3 Utilit witness test					4		1	4						9	
Subtotal														15	**$2,250**
4. Permitting															
4.1 Permit submission to AHJ				2										2	
4.2 Correction responses (if applicable)		3	4	1										8	
4.3 Pick up permit and log				1										1	
Subtotal														11	**$3,297**
5. Procurement															
5.1 Design take-off and Bill of material creation		3					3							6	
5.2 Create PO's and send to supliers						14								14	
5.3 Receive materials and issue to project						26								26	
5.4 Laydown and stagging coodination				6			20							26	
Subtotal														72	**$201,097**
6. Mobilization															
6.1 Utilty / underground markout							8	8	8	8	8			40	
6.2 Safety meeting and safety equipment set up				4			4	4	20	8	10	10		60	
6.3 Site and installation layout							6	8	8	8	16	8		54	
6.4 Structural and racking							4	16			160	112		292	
6.5 PV module installation							4	24				112		140	
6.6 Conduit and wire runs							8	20	80	20				128	
6.7 Inverter, disconnect and electrical equipment installation							4	20	40	8				72	
6.8 Monitoring and DAS installation							1	10	4	4				19	
6.9 Local inspections as required (building, electrical and fire)							5	14						19	
Subtotal														824	**$106,540**
7. Commissioning															
7.1 Testing and commissoning							4	8	12	6		10		40	
7.2 Monitoring setup and configuration							4	2						6	
7.3 Customer walkthrough							4	4						8	
7.4 Turn Over Packet (T.O.P) created with design as-builts, warranties and all project specific details		3		8		3		3						17	
Subtotal														71	**$6,593**
8. ITC Direct Pay															
8.1 Complile forms, documents and submit to ITC consultant		1		4	2		1						8	16	
8.2 Deliver IRS forms and assit with submission.				2									8	10	
Subtotal														26	**$12,000**
Scope of Work Total	6	38	30	37	10	48	86	145	172	62		252	16	902	**$341,667**

Task 1- Site Survey

1.1 Conduct a site visit where all critical site details will be identified, inspected, measured, and photos taken for the design and engineering services that will be needed.
1.2 Debrief and review the information received from the site visit to determine the ideal location of canopies, solar modules, inverters, and other equipment placement.

Deliverable: Overhead image confirming equipment location and confirming PV solar system size.

Task 2- Design & Engineering

2.1 Design team will create a site plan drawn to scale using CAD. The site plan will consider all current building and fire codes for module placement as well as shading from possible obstructions.
2.2 Design team will create a single-line drawing that will have all electrical equipment listed with schedules and details of conduit and wire sizes and types. Single-line will also show how the PV system will interconnect with the existing electrical services on site. Single-line will be reviewed and stamped by a California licensed Electrical Engineer (EE).
2.3 Design team will complete a structural analysis of the existing parking structure to ensure that existing parking structure can structurally support the PV solar system and Canopies. The analysis will also consider the applicable wind zone, uplift, and lateral forces. Analysis will be reviewed and stamped by a CA licensed Structural Engineer (PE). If it is determined that the existing parking structure cannot adequately support the proposed canopies and PV solar, our engineers will provide proposed modifications, assuming such exist. Any modifications will be priced separately and be considered a change order and not part of original scope of work.

Deliverable: PDF of construction documents (CD's).

Task 3- Interconnection

3.1 The interconnection department will prepare the required forms for the city to sign that will allow our team the ability to assume the existing NEM 2.0 and interconnection agreements. This will allow our team to work with PG&E on behalf of the city to ensure that all utility approvals are received and will also allow our team to make modifications or changes to agreements should the city choose to do so.
3.2 Once the project has been completed and passed local building and fire inspections, our team will prepare and submit the documentation to PG&E for the PV solar system to receive permission to operate (PTO)
3.3 Once the PTO application has been submitted to PG&E, our team will meet with a PG&E representative on site for the witness test and meter installation (if applicable).

Deliverable: Copy of formal PTO once project is completed.

Task 4- Permitting

4.1 CD's will be submitted to the City of Burlingame for permit approval. Any permit fees will be paid at this time.
4.2 If there are any corrections by any department of the city regarding the permit we will promptly respond and resubmit as necessary until the permit is fully approved.
4.3 Once the permit is approved, we will pay any remaining fees and pick up approved "job site" plans.

Deliverable: Scanned copies of approved plans and issued permit.

Task 5- Procurement

5.1 The procurement manager and design team will do a takeoff from the approved plans to create a bill of materials (BOM) that will list all material details and quantities.
5.2 Procurement manager will create purchase orders (PO's) for all material listed on the BOM and send to suppliers.
5.3 Procurement manager will coordinate with suppliers to ensure timely delivery of PO's and to confirm accuracy.
5.4 Procurement manager will work with the construction manager regarding the logistics of staging all material and getting all material delivered to site based on installation schedule.

Deliverable: Material delivered to jobsite.

Task 6- Mobilization

6.1 Once the commencement date is approved by the city, the construction manager and his team will mark and identify where all proposed trenching and underground will be. The construction manager will then coordinate the "mark-out" of all underground utilities with an approved Underground Services Alert (USA). Any underground services that are not able to be identified by the USA will become the responsibility of the city to identify. In the event there is damage to any unidentified underground items the responsibility and cost will be borne by the city to repair.
6.2 Before commencing any on-site work, the construction manager and their team will hold a safety meeting with all on-site managers and field personnel. This training will ensure that all field team members are equipped with the necessary personal protective equipment (PPE) and are adhering to the Injury and Illness Prevention Plan (IIPP).
6.3 The first step in the installation will be to layout the project to ensure that all equipment will be placed and installed as per plan.
6.4 All canopy columns will be set and installed as per plan. Once cured, the remaining canopy parts will be installed. The solar installers will install the solar racking on the canopies.
6.5 Once the canopies and racking have been completed the solar installers will install the PV modules as per plan.
6.6 The electrical team will install all conduits and raceways from the PV solar array(s) to the final interconnection point.
6.7 The electrical team will install inverters, disconnects, and all electrical equipment as per plan.

6.8 Once the PV solar array and electrical have been installed, the monitoring (DAS) system will be installed.
6.9 With all system components installed, the superintendent will call and schedule all required permit inspections and make any corrections necessary to obtain all required inspection approvals.

Deliverable: Mechanically complete PV solar system with sign off permits.

Task 7- Commissioning

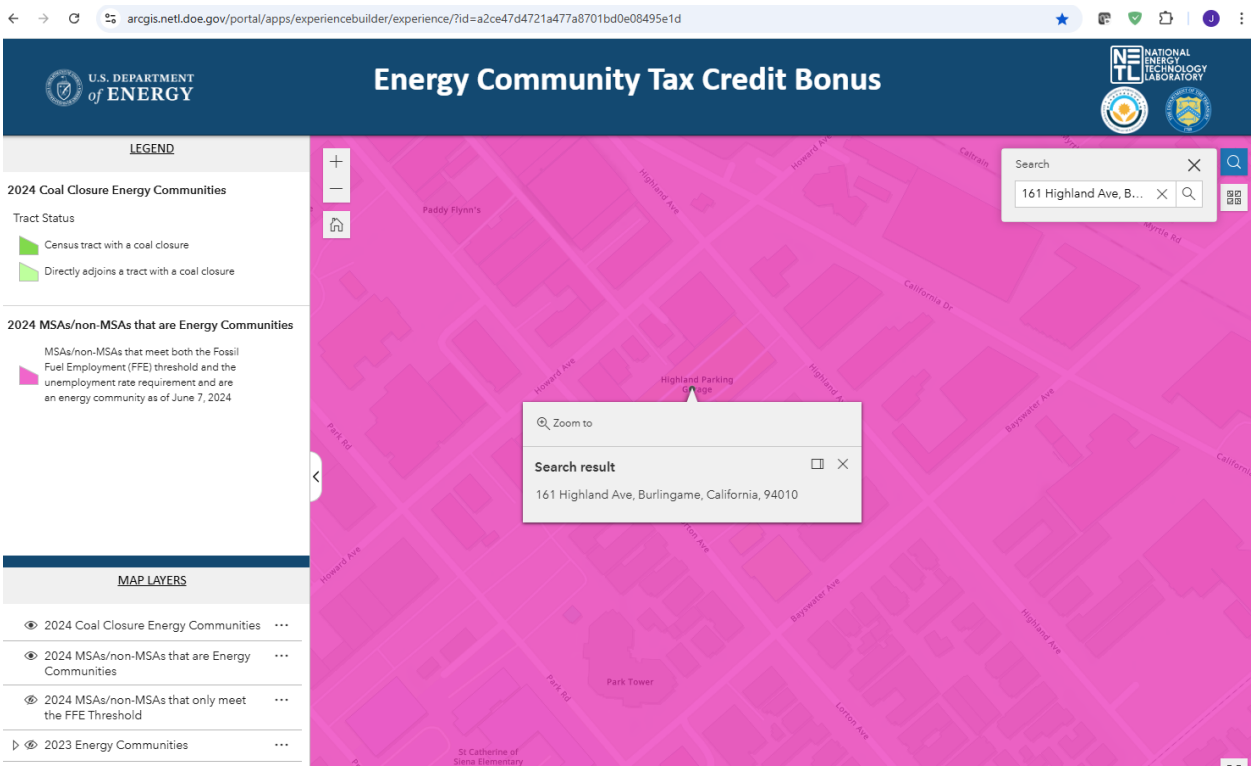
7.1 Our team will test and commission the PV solar system to ensure that equipment is installed correctly and is performing with in specification. If PG&E requires a witness test or any inspections on site, these will be completed at this time.
7.2 With the system running, the monitoring will be set up and configured to measure actual performance vs expected performance. The city will also be granted access to the DAS and be given credentials to log in and monitor the site.
7.3 The construction manager will give the designated employee(s) of the city a walkthrough of the PV Solar System that will include the proper way of shutting down and starting up the system.
7.4 The project coordinator will deliver to City staff a turnover packet (TOP) that will consist of a commissioning report, as-built drawings, warranty documents, utility approvals and spec sheets for all material.

Deliverable: PDF commissioning report and TOP packet.

Task 8- ITC Direct Pay Assistance (optional service for a fee)

8.1 Our team will work with an ITC consultant (Baker Tilly) to gather all required information and documentation required for the ITC direct pay option. This will include supporting documentation of the Energy Community adder which if applicable will create a 10% adder to the ITC. Baker Tilly's cost is expected to be $12,000.
8.2 Our team and Baker Tilly will generate all forms and submit on behalf of the City all required documentation. We will also track and provide updates of the direct pay incentive until City has confirmed receipt of such incentive.

Deliverable: ITC direct pay based on eligibility.



Assumptions:

1- working hours will be between 8am – 5pm Monday through Friday.
2- The city will provide a staging area at the project site.
3- no utility upgrades are needed.
4- existing electrical equipment and structures are up to current codes and standards and properly sized to accommodate proposed SOW.
5- no street closures or traffic management will be required.
6- SOW does not include removing or altering any existing landscaping or obstructions.
7- all conduit and electrical equipment will be surface mounted.
8- NTP issued no later than 4/31/2025.
9- canopy minimum clearance will be 10’ will be “Tee, Box Beam” design.
10- material payments will be made by 06/01/2025 otherwise any material price increases will be passed on.

Total Compensation- Includes all material, labor (prevailing rates), design and engineering services, permits, sales tax, utility coordination, Tax Incentive consultation and overhead and management services.

Project	Install type	System Size (kWdc)	Total Cost
Corporation Yard	roof mounted	110	$ 308,409
Library	Solar Canopy	261	$ 1,008,481
Highland Garage	Solar Canopy	78	$ 341,667
Total		449	$ 1,658,557

Project Schedule

Assuming the City council approves project on April 7th as forecasted in the RFP we are projecting and confident that all sites will be fully operational by the end of January 2026. We are fully aware of the deadline to ensure that these projects are operational prior to March 31st, 2026.

Site	Design Complete	Permit Submission	Permit Approved	Mobilization	Mechanical Complete	Substantial Complete / PTO	Project Complete
Corporation Yard	04/31/2025	5/15/2025	7/1/2025	7/15/2025	8/31/2025	9/30/2025	10/31/2025
Library	5/7/2025	5/31/2025	8/1/2025	8/15/2025	12/15/2025	1/31/2026	2/28/2026
Garage	5/7/2025	5/31/2025	8/1/2025	9/1/2015	11/1/2015	12/31/2025	1/31/2026

Justin Krum

Email: jkrum@1stle.com | Phone: (209) 456-5415

Professional Summary

Seasoned entrepreneur and solar energy expert with over 23 years of experience in the renewable energy sector. Founder and CEO of a multi-state solar company, demonstrating exceptional leadership, strategic business acumen, and an unwavering commitment to sustainable energy solutions.

Professional Experience

1st Light Energy Inc. & , 1st Light Sales Corp, Manteca, California

President and CEO | September 2004 - Present

- Founded and led the company to become one of the most experienced solar companies in the nation
- Grew the company to over two hundred employees
- Exceeded $500MM in lifetime revenue for company
- Expanded operations across 12 states, including CA, CT, MD, MA, NH, NJ, NY, NC, PA, RI, SC, and UT
- Oversaw the completion of over 1,300 solar installations, totaling more than 200 MW of solar PV capacity
- Reduced project completion time by 30% through innovative process optimization and team restructuring
- Developed and managed projects with large public companies, United States Airforce (USAF), Local government (City and County), Private companies and not for profit entities.

Power Independence Electric, Stockton, California

California Territory Manager | February 2003- September 2004

- Helped to grow the company to its largest revenues in company history
- Expanded and opened new offices in Fresno California
- Worked with suppliers and manufacturers to establish direct relationships to reduce material lead times and costs
- Developed relationships with major stakeholders to improve project timelines

Murdoch Construction, Oakdale, California

Project Manager | November 2001- February 2003

- Managed ground-up commercial and custom residential construction projects
- Interacted daily with the owners providing project updates.
- Managed sub-contractor to ensure they delivered their scopes on time and on budget
- Worked with the cites and counties to obtain all permits and inspections required on projects
- Worked with architects and engineers to create and modify any plans both before and during construction

Skills and Qualifications

- Licensed Electrical (C10), Solar (C46) & General Contractor (B) with expertise in large-scale project management
- Proven track record in construction and in residential and commercial solar energy solutions
- NABCEP certified
- Pragmatic approach to environmental opportunities
- Comprehensive understanding of solar power impacts, ROI, and financial benefits

Education

- Attended University of Utah and Studied Business Management at David Eccles School of Business

Jarett Krum
Oakdale, CA
(209) 322-7012 | Jarett@1stle.com

Professional Summary

Dynamic operations leader with nearly two decades of experience in the solar energy industry. Proven expertise in managing large-scale residential and commercial solar projects, optimizing operations, and driving organizational growth. Adept at building high-performing teams and implementing strategic initiatives to improve efficiency and customer satisfaction.

Work Experience

Vice President of Operations
1st Light Sales Corp., Manteca, CA
September 2020 – Present

- Direct overall operations for one of the nation's leading solar companies specializing in commercial and residential installations.
- Spearhead strategic initiatives to enhance operational efficiency and streamline project delivery timelines.
- Lead cross-functional teams to ensure alignment with company goals, maintaining high levels of customer satisfaction.
- Oversee budgeting, resource allocation, and compliance with industry standards and regulations.

Commercial Operations Manager
1st Light Energy Inc., Manteca, CA
October 2010 – September 2020

- Managed the execution of commercial solar projects, ensuring timely delivery and adherence to quality standards.
- Developed operational workflows that improved team productivity and project efficiency.
- Collaborated with stakeholders to address challenges and deliver tailored solutions for clients.

Operations Manager
1st Light Energy Inc., Manteca, CA
February 2008 – October 2010

- Directed day-to-day operations for residential solar installations, maintaining high-quality service delivery.
- Implemented process improvements that reduced project completion times by 20%.
- Supervised installation teams, ensuring compliance with safety protocols.

Residential Sales Manager
1st Light Energy Inc., Manteca, CA
May 2007 – February 2008

- Led the residential sales team to achieve record-breaking sales figures during tenure.
- Designed customer engagement strategies that boosted lead conversions by 25%.

Residential Solar Installer
1st Light Energy Inc., Manteca, CA
July 2006 – May 2007

- Installed residential solar systems while ensuring safety and quality standards were met.
- Conducted site assessments to determine optimal system placement for maximum efficiency.

Donnie Silva
Manteca, CA
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Professional Summary

Highly experienced operations manager with over two decades of expertise in the solar energy, construction, and electrical industries. Proven track record in managing large-scale projects, leading teams, and driving operational excellence across various sectors.

Work Experience

National Operations Manager
1st Light Sales Corp, Manteca, CA
2018 – Present

- Oversee nationwide operations for a commercial solar-focused company, utilizing strategic planning and process optimization.
- Lead and coordinate 9 Operations Leads, each responsible for managing 1-2 commercial installation crews.
- Develop and implement strategies to enhance operational workflows and customer satisfaction.

Owner/General Contractor
Energy Inc, Modesto, CA
2015 – 2018

- Founded and managed a general construction company specializing in residential and commercial projects.
- Directed all aspects of business operations, including project management and financial oversight.
- Successfully completed multiple construction projects on time and within budget.

Operations Manager
1st Light Energy, Manteca, CA
2013 – 2015

- Supervised electrical installations for residential solar projects.
- Managed on-site teams to ensure compliance with safety regulations and project specifications.
- Coordinated with clients and stakeholders to deliver high-quality solar energy solutions.

Project Manager
Acro/IES
2010 – 2013

- Managed various projects, ensuring timely completion and adherence to budget constraints.
- Coordinated with cross-functional teams to streamline project workflows and improve efficiency.
- Implemented project management best practices to enhance overall performance and client satisfaction.

Industrial Electrical Foreman
Estenson Electrical Enterprise, Benicia, CA
2001 – 2010

- Planned, supervised, and performed industrial electrical installations and repairs for various facilities.
- Ensured compliance with electrical codes, safety standards, and project specifications.
- Trained and mentored junior electricians, fostering skill development and team growth.
- Coordinated with project managers and other trades to ensure smooth project execution.

Skills and Qualifications

- Licensed electrical (C10) contractor
- Certified Welder

SETH POMERANTZ

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MANAGEMENT PROFESSIONAL

A problem-resolution focused professional with 20+ years of experience in managerial and foreman roles for industrial projects and plant production and operations. Able to lead teams to meet goals, organize projects, and coordinate logistics. Oversight skills also include a keen understanding of troubleshooting equipment issues to find timely resolutions. Able to make quick decisions in the line of fire with safety and production goals in mind. Provided supply chain solutions for territory consisting of 18 states. Performed quarterly financial reporting for value-add services. Six Sigma training, Advanced training in Microsoft Office Suite. OSHA 10 & 30 hour certified, CPR and First Aid trained.

AREAS OF EXPERTISE

- Project Management
- Inventory Control Strategies
- Budget Management
- Staff Oversight & Guidance
- Staff Organization
- Employee Relations
- Logistics/Purchasing
- Key Decision-making
- Safety Regulation Compliance
- Interpersonal Communication
- Supply Chain Optimization
- MS Office Suite Applications

KEY ACHIEVEMENTS

Routinely provided planning / scheduling / & supervision of 15 plus employees in high tech (silicon wafer), and heavy steel foundry (mining equipment), industries for more than 7 plus years.
More than 10 plus years managing zero incident / recordable safety programs and teams. Including the creation and management of first responder teams and facility first aid, fire safety & equipment safety training programs.
Led zero loss initiatives within Intel's clean room manufacturing facilities over a three plus year tenure. More than 15 years of mentorship, training and guidance of 100 plus individuals within the commercial and industrial manufacturing sectors.

PROFESSIONAL EXPERIENCE

1st Light Sales Corp. Manteca, CA, 02/2022- Current

- **DIRECTOR OF OPERATIONS,** Management of interconnection, rebate, permits, project manager(s) and project coordinator teams. Managing over 250 active projects from inception to completion. Work with the teams to ensure all projects are within expected timelines and KPI's are being met. Interact with utilities, building departments, and state and local governments to get necessary approvals to complete projects. Annual project revenue is over $50 million in contract value.

PPM TECHNOLOGIES HOLDINGS, LLC. NEWBERG, OR, 05/2022- 3/27/2024

- **DIRECTOR OF OPERATIONS,** Management and oversight of 86 employees within the following departments. Fabrication, all welding, (including Sherwood OR facility), Machining, Electrical Department, Assembly, Service, Warranty & Safety, (for Newberg & Sherwood). Perform strategic Lean initiatives, aid in purchasing advantage programs, govern disciplinary actions and positive growth initiatives for all employees. Develop and push progressive continued education and training programs. Strive for best-in-class TRIR percentage of 0.1% within incorporated safety reward & reporting programs. Develop training programs for each individual department. Coach, leader and mentor.

- **SERVICES IMPLEMENTATION MGR,** Management of all service, installation, commissioning, and auditing of all equipment, existing and new, within customer facilities across the entire U.S., Canada & LATAM. Including, but not limited to, scheduling, troubleshooting, virtual assistance and contractor negotiations. Manage all Quality Control of new equipment produced by PPM Tech. Manage all warranty service, financials, and successful completion of returning installed equipment up to purchased and agreed upon specifications. Collaboration with cross functional teams, removing siloed communication barriers and implementing training programs and target set points throughout complete life cycles. Achieved 98% success rate for on time delivery and below scope budgeting for all capitol projects. Increased service margin from 20% to 54% YOY.

WESCO DISTRIBUTION PORTLAND, OR, 4/2016-5/2022

- **SENIOR ACCOUNT REPRESENTATIVE,**
  Management of over 107 customer accounts. Guidance over 3 Inside Sales Professionals, 5 Warehouse Associates & 3 Operations Leads. Increase sales volume from $2.5 million to $4.5 YOY 2020-2021. Increase of margin sales by 10% YOY 2020-2021. Mentor new sales associates, warehouse staff & college trainee recruits. Self-taught in WESCO internal intranet and sales/inventory program, WESCO internal operations / accounting programs & multiple supplier / manufacturer online tools and programs. Trained on forklift, grade-all, scissor lift, and telescoping man lift operations.

- **WEST REGION SUPPLY CHAIN SPECIALIST / LEAD RENEWABLES,**
  Provide supply chain solutions and optimization products and services for all WESCO Branches within the West Region Territory consisting of 18 states. Perform supply chain presentations, implementations, cost savings analysis and provide financial evaluation and support for supply chain solutions before, during and after implementation.

- **VMI SPECIALIST**
  Supervision of VMI Tech/Associates in the management and direct replenishment of Vendor Managed Inventory for a diverse customer base in the Portland Metropolitan and surrounding areas. Established continued customer relations as well as expansion of new accounts.

GENERAL JOURNEYMAN ELECTRICAN, HILLSBORO, OREGON, 07/ 1997–07/2015

- **ROSENDIN ELECTRIC,** HILLSBORO, OR
  Ensured access to electrical power for high-value equipment while adhering to electrical codes and OSHA standards. Managed the use and allocation of mobile equipment and hydraulic/power tools to streamline work on a new expansion building.

- **OREGON ELECTRIC, GENERAL JOURNEYMAN ELECTRICIAN,** PORTLAND, OR
  Successfully installed the power distribution cabling between three buildings and coordinated equipment use as well as external communication between large groups across the buildings to increase efficiency and productivity.

- **GEMCO ELECTRICAL CONTRACTORS, FOREMAN ELECTRICIAN,** PORTLAND, OR
  Oversaw the job performance of eight Journeyman Electricians and seven Apprentice Electricians. Managed inventory levels to ensure adequate stocking levels and ensured on-site safety regulations were always followed. Supervised the maintaining, repairing, and replacing of electrical equipment in three steel foundry plants.

APPRENTICE ELECTRICIAN, Milwaukee, OR, 7/2004–2/2009

- **ATLAS ELECTRICAL CONTRACTORS,**
  Consistently installed electrical components and equipment in residential, commercial, and industrial atmospheres.

PURCHASE AGENT / KEY INSIDE PERSONNEL

- **MUNNELL & SHERRILL, INC.,** PORTLAND, OR, 07/1997 – 07/2004

Managed inventories and streamlined the daily operational logistics of the main Portland branch. Also oversaw the Inventory control and shop management for conveyor belt shop in Eugene. Performed inside / outside sales and was on-call 24 hours/day, 7 days/week to attend to any conveyor belt installation needs by clients.

AFFILIATIONS

Member, International Brotherhood of Electrical Workers (I.B.E.W.)
Member Phi Delta Theta Fraternity
Member of Sigma Beta Delta Honor Society

CERTIFICATIONS

Active Oregon State General Journeyman Electrical License

EDUCATION

Master of Business Administration, Marylhurst University, Marylhurst, OR (2017)
Bachelor of Science, Technology Management, Excelsior College, Albany, NY (2015)
Associate's degree, Electrical, Mt. Hood Community College, Gresham, OR (2012)

MELISSA STINEMATES

PROJECT MANAGER

510-565-6295 | mstinemates@1stle.com | Riverbank CA

SUMMARY

Experienced Senior Project Manager with over 10 years of experience in the solar industry, handling numerous customers and difficult projects. Focused on attending various customer needs with a history of achieving and exceeding expectations. Expert task executer and leader.

WORK EXPERIENCE

National Operations Admin Manager, 1st Light Sales Corp **2020 - present**

- Manage a team of Project Coordinators, Permit coordinators, Interconnection specialists and Designers to deliver numerous small to large scale commercial solar projects
- Manage project budgets and resources to deliver projects on time and within budget
- Reporting to management and customers to be transparent throughout the project
- Establish project meetings, including planning meetings, Project Coordinator Team meetings, Cross function team meetings and others as the need arises.
- Worked to streamline processes to improve overall Project progress and success to meet required milestones.
- Manage project closeout, process any change orders required

Project Coordinator, 1st Light Sales Corp **2017- 2020**

- Managed Commercial Solar projects from the time contract are signed until the customer has received Permission to operate and their system is up and running
- Manage operations calendars by stage
- Efficiently navigate through CRM (Odoo, Salesforce) to keep a record of all milestone dates
- Kept customer updated on all steps throughout the solar installation
- Coordinated various types of inspections throughout the solar installation.

Interconnection Manager, 1st Light Sales Corp **2015 – 2017**

- Managed the interconnection team to make sure all PTI and PTO applications were submitted in a timely manager not to cause any delays to project approvals
- Researched Utility requirements in new areas to be prepared for upcoming projects.

- Submitted both PTO and PTI applications to a variety of Utilities across the United States.
- Ensured all key dates were entered into our CRM for accurate recorded keeping

Permit Coordinator/Interconnection Assistant, 1st Light Sales Corp 2014- 2015

- Researched AHJ requirements to ensure permit submissions were submitted correctly with the least number of corrections possible
- Submitted solar plans and revisions to various AHJ's.
- Process approved permits and created Job packets for installation crews so that they were prepared for installations
- Prep PTI and PTO applications for the interconnection lead and assisted where needed in the department

EDUCATION

Modesto Junior College |2004

American River Junior College|2005

SKILLS

Communication

Teamwork

Critical thinking

Portfolio Management

Time management

Leadership

Adaptability