

# Statement of Qualifications

2022



**US  
SOLAR &  
STORAGE  
HOLDINGS**



20452 SW Cypress St  
Newport Beach, CA 92660



949.910.1623



[USSOLARANDSTORAGE.COM](http://USSOLARANDSTORAGE.COM)

## *Cover Letter*

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# Cover Letter

To Whom it May Concern:

US Solar and Storage Holdings LLC, a division of US Solar Holdings LLC, appreciates the opportunity and your consideration. Our team at USSH understands that investing in these types of assets takes a great deal of experience from the right partner to provide an adequate return on investment (ROI).

Our expertise with utility-scale solar, natural gas, hydroelectric, pumped storage, battery storage, and distributed generation projects, along with our experienced engineering team and partners will allow us to develop, design, value-engineer, procure, and manage the construction of a system that is safe and of the highest quality, all while trying to meet our most important goal; building a relationship with our partners.

In this SOQ you will find our corporate history, relevant project examples, and team bios for your consideration, so that you may make a well-informed decision on your project .

Please contact us with any questions or comments, or points for clarification. We look forward to a successful working relationship with you.

Sincerely,



Tommy Nelson

[tnelson@ussolar-holdings.com](mailto:tnelson@ussolar-holdings.com)



# Company Background

USSH has a team and Board of Advisors with more than ten decades of collective experience developing and constructing commercial and utility-scale energy projects, including PV, natural gas, hydroelectric, pumped storage, battery storage, and distributed energy. USSH has assets nationwide that they have developed, constructed, and financed. The company has a nationwide footprint of development, financing, engineering, procurement, & construction (EPC), project management, and construction management services, in the U.S., Canada, and Mexico. We specialize in utility-scale markets across single or multiple sites and commercial projects. Every project benefits from our deep understanding of land development and is supplemented by our project management and construction management experience. We have both NABCEP certified technicians and Master Electricians on staff as well as both licensed civil and electrical engineers.

## A. Expertise

Since 2008, USSH has developed a successful portfolio proving our extensive ability in Land Development services and Project Management/Construction Management services. The managers of USSH have extensive real-world construction experience in all aspects of the energy industry.

## B. Community Partners

USSH makes it a point to develop real world relationships with the communities in which we operate. For every greenfield project, we set aside a portion of the overall budget to set up and fund a 501c3 organization of the community's choosing. This allows the community to benefit from more than just the green energy from our projects, but also to direct funds to where they are most needed.

In the past we have installed systems on school rooftops and carports, funded educational programs, set up parks, provided lighting for football/soccer fields powered by green energy behind-the meter, and a variety of other options. We provide the articles of incorporation and set up the 501c3, then the community forms their own Board of Advisors to manage the funds. This has proven to be a successful and appreciated model for community benefits.

### **C. Utility-Scale**

The USSH team have the majority of our most recent experience in utility-scale solar development. We can provide services ranging from project siting and land development, project due diligence, management of entitlements and legal matters, interconnection, selection of equipment, and construction management. The industry knowledge and experience within the U.S. team along with the support of local subcontractors allow for the delivery of utility-scale projects on time and within budget. The USSH team have been responsible for the development, entitlement, estimation, value-engineering, project management, and construction management of over 2 GW of utility-scale solar projects over the course of their careers.

### **D. Distributed Generation**

USSH has a wealth of experience, whether stand-alone or through one of our charity donations, in development, oversight, implementation, and commissioning of rooftop, ground-mounted, and solar canopy installations in the distributed generation market. Examples of successful projects include Borrego School System and ground mount systems for educational centers.

### **E. Battery Energy Storage Systems**

As an experienced leader in the industry, USSH has led the greenfield development of 2.5 GW of battery storage projects within the last two years. We have been on the forefront of this new subset of the industry, assisting in state-level policy making, guiding local AHJ's in their permitting determinations, as well as siting and developing projects for investors. Our team understands the unique requirements of developing BESS and has led projects that have been fully-developed and contracted. We were also a part of developing the first off grid microgrid installation in San Diego County.

### **F. Construction Management and Owner's Representative Services**

USSH has managed the installation of many of the largest and most complex project builds across the country, both utility scale as well as commercial rooftop and carport builds. Projects under our management have ranged from 300 KW up to 250 MW in size. Having worked for both the EPC as well as the owner, we are uniquely qualified to help deliver your project on time and within budget.

We add value by asking questions first and determining the client need. All clients want the best sequence of construction while maintaining schedule and budget, but we endeavor to deliver all of that along with excellent communication, a professional attitude, and with the highest regard for site safety. We bring practical experience to the project and pride

ourselves on our ability to identify gaps and risk.

Our Construction Management and QA/QC Services begin during the design phase and include the following:

- Project feasibility and risk assessment
- Schedule and budget evaluations
- Value engineering
- Constructability and design review
- Cost estimates
- Monitoring, coordinating, and documenting daily construction activities
- Quality Assurance
- Quality Control
- Site safety coordination
- Project Specific Site Safety Plan creation and implementation
- AHJ coordination and management
- Utility coordination and management
- Best Practices implementation



# Statement of Qualifications

## A. Financial Statements

Available upon request.

## B. Years in Business

US Solar Holdings – 14 years as an independent entity

## C. Corporate Details

US Solar Holdings, LLC

Date of Organization: 18 October 2008

State of Organization: Delaware

Privately held and wholly owned MBE/WBE company

## D. Major Partners

USSH is one of the leading development and project management service providers nationwide. Some of USSH major clients and partners have included Tenaska, Pine Gate Renewables, Cypress Creek Renewables, NRG Energy, First Solar, ArcLight, CH2M Hill, Caithness, and Baltimore Electric. It is only through our collective experience and the experience of our Board of Advisors that we have been able to have as much success to date.



## Our Team

### Tommy Nelson

*Principal / Owner / Civil Engineer*

Tommy is the Principal of US Solar Holdings and is responsible for the development and implementation of the company's target market strategy. Tommy has worked in commercial solar sales and marketing, utility scale development, was a Project Manager for all phases of the project lifecycle from development, construction, and commissioning, and has developed and entitled over 4.5 GW of projects.

Prior to re-joining US Solar Holdings, Tommy was VP of Development at Core Development Group and Director of Development for BayWa r.e. Solar Projects. He began at BayWa as an EPC Project Manager, but his experience in development led him to create the Development Department for the company. While at BayWa, he developed and entitled more than 500 MW of greenfield projects. He also led the asset sale of more than 150 MW of transactions with equity investors.

Tommy began his career as a Project Manager for US Solar Holdings, taking projects from conception, through entitlement, and into construction.

Tommy has a BS in Civil Engineering from the University of Maryland, is a geotechnical consultant, and served as Vice Chairman of his Planning Commission as well as Vice Chairman of his Utilities Commission. Tommy has more than 20 years of general construction and excavation experience.



## Natalie Doose

*Associate Developer*

Natalie Doose provides project management support for USSH clients. Her goal is to help them through every step of the construction process from entitlement to project completion. She has worked as a Sales and Marketing Specialist in the Construction Industry for the past 5 years. Most recently, she was a Business Development Representative for Universal Engineering Sciences in Irvine where she was responsible for growing the market share for the large A/E/C company in the Southern California market. Her focus was providing clients with geotechnical and environmental services, material testing and inspection, instrumentation and monitoring, as well as building envelope inspections. In addition, she has her California Real Estate license.

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## James Hingston

*Associate Developer*

James has spent his entire career in project management and various aspects of project development. He works with some of our largest clients on battery storage projects managing an entire portfolio. Prior to working with USSH, he spent the last 5 years coordinating the acquisition and substantial rehabilitation of existing affordable housing properties. His experience has included overseeing completion of construction projects on time and within budget, while managing deadlines and cashflow schedules across multiple projects. Prior to this James gained professional experience in finance and accounting, and earned a bachelor's degree in Finance from the University of Massachusetts, Amherst.

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## Mary Henderson

*Land Acquisition*

Mary Henderson leads the USSH land acquisition efforts from inception to contracting. Mary began her career over 40 years ago as an Engineering Technician supporting highway road projects for the Oregon and Washington Departments of Transportation. She continued to advance in the industry serving as a Right of Way Agent, Project Manager, and Land Representative. She is seasoned at handling appraisals, property negotiations, encroachment and reimbursement agreements, easement rights, and permitting. Additionally, Mary understands zoning, entitlement, and title issues and how they intersect to create value in a project. Mary is an expert when it comes to finding the right site for projects based on specifications and has the area expertise to advise her clients on the advantages and disadvantages of different real estate opportunities.



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## **Greg Drolet**

*Chief Growth Officer*

Greg discovered his purpose in life a long time ago, to develop healthy leaders. He had a long career in corporate sales where he first pounded the pavement himself, managing territories spanning the desert southwest, and then training others to do the same. This is where he discovered his love of mentorship and personal growth. As a founding member of the Maxwell Leadership Team and a Human Behavior Consultant, he leads workshops, seminars, speaking engagements, and coaches young professionals in the practical application of proven leadership methods. Greg provides this service to the USSH team because leadership is the difference maker and the deal breaker. An organization that is not growing its people is going out of business, and at USSH we place high value on our people.

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## **Jennifer Bonetto**

*Director of Operations*

Jennifer Bonetto is a Finance and Accounting specialist who partners with CEOs, executives, and entrepreneurs to help manage their accounting. After spending a decade working with Fortune 500 companies, Jennifer knows how to help companies manage their accounting and continue streamlining their systems.

Jennifer has taught and lectured extensively for special interest and event groups, the Chamber of Commerce and prestigious venues such as UC Riverside, Orange Coast College, Laguna Design Center, The Art Institute of California, OWN (Oprah Winfrey Network) Studios- Los Angeles, Hilton & Hyland, RE/MAX, First Team, Coldwell Banker, Teles Properties, Real Estate Investment Expo, and the AREAA Expo.

Jennifer holds an MBA from Chapman University.

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## Board of Advisors

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### **Bob Looper**

*Civil Engineer*

Robert D. (“Bob”) Looper, P.E., is a Board Member and Founder of US Solar Holdings. Mr. Looper has been directly involved in the development and construction of over 4,500 MW of new traditional power plants in the past 20 years primarily in partnership with several large energy companies, in addition to 1,000 MW of solar project activity since 2008. Mr. Looper has over 35 years’ experience working with private industries involved in the development and operation of water, power, and general civil projects. Mr. Looper led the negotiation and close of one of the solar industry’s large development asset transactions in 2010, the sale of 450 MW of solar projects to NRG Solar; NRG subsequently hired US Solar to continue development of the same projects.

During the past 20 years, Mr. Looper has managed the development of several power generation projects ranging in size up to \$700 million. Project Management responsibilities have included: project siting efforts, feasibility studies, engineering design, permitting & licensing, project financing, marketing and negotiation of institutional agreements, construction management, supervision of project operations, review and analysis of existing projects, PPA negotiations, interconnection agreements, and M&A of development assets.

This balanced background in project development provides the framework for Mr. Looper to provide strategic policy direction for project development activities.

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### **Bahaa Samy (Samy)**

*Chief Investment Advisor*

Bahaa Samy (Samy) is the Founder of CleanEdge Partners, a Toronto based start-up financial advisory firm dedicated to small and mid-sized renewable energy companies. CleanEdge is actively engaged by 15 clients in 13 different countries and 4 continents representing more than \$3 billion of renewable energy assets.

Prior to CleanEdge, Samy was a Senior Manager at Lightsource-BP-HA, a global renewable energy investor and developer with more than \$6 billion of assets. Prior to LSBPHA, Samy was a Manager with Scatec, a global renewable energy investor with \$4 billion of assets. Previously, Samy was a Senior Associate with Amp, an investor and developer of renewable energy assets with \$2 billion of assets. Samy also worked in various capacities with General Motors of Canada, Ontario Ministry of Finance and HSBC Bank.

Samy holds a Bachelor of Commerce from the University of Alexandria (Egypt), a Master of Science in Investments from AAST (Egypt), and an MBA from McMaster University.

## **Keith Latham**

*Mechanical Engineer*

Mr. Latham is a seasoned energy sector entrepreneurial leader with more than 25 years' experience in mergers & acquisitions, project development, and permitting & licensing, with significant, successful team leadership in each area. He also has extensive experience with real estate development, particularly in the area of brownfields, and has a demonstrated ability to identify and create opportunities. He has worked for multiple Fortune 500 energy firms and run his own energy development consulting business. During his career, Mr. Latham was responsible for the successful permitting of approximately 3500 MW of natural gas combined cycle plants (1000 MW in operation), led a solar development pipeline of more than 1000 MW (more than 175 MW in operation), and is currently leading (in a consulting role) a significant portfolio of battery storage development projects.

Mr. Latham holds a degree in Mechanical Engineering from the University of Maryland, and has completed numerous classes towards an MBA.

## **Mike Elliott**

*Electrical Engineer*

Mr. Elliott has routinely lead engineering units in providing power generation services throughout his career. He has served on a variety of large projects throughout the world as a Senior Project Manager. His expertise includes system planning, design, economic analysis, equipment selection, and construction management.

His responsibilities regularly include engineering/management for electrical projects and supervision of engineering staff. He has also provided written and oral testimony before governing bodies as an expert witness.

Previous employment with MPE and Mooney Consulting as Senior Project Manager, POWER Engineers as Senior Engineer, David Evans & Associates as Vice President of Energy Services, and Ida-West Energy as Director of Development and Senior Project Manager. Earlier, he was Division Manager, Industrial and Energy Systems Group, for CH2M Hill, Boise.

# Contact Details & References

## Contact Details

### Tommy Nelson

US Solar Holdings, LLC  
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P: 949.910.1623

[tnelson@ussolar-holdings.com](mailto:tnelson@ussolar-holdings.com)

Visit our website for detailed information on some of our past projects:

[ussolarandstorage.com](http://ussolarandstorage.com)

## References

*Reference contact information is available upon request.*

### Kara Price

*VP of Land Development*



### Patrick Brown

*VP of Development*



### Tim Hemig

*VP of Development*



### Tanya Martinez

*Director of Development*



