



## STATEMENT of QUALIFICATIONS 2011-2012

**Windsong Energy Solutions, LLC** specializes in grid-tied solar electric project development, system design and construction. Founded in 2009, the company is committed to offering our clients innovative ways to install reliable renewable energy systems. We constantly monitor the latest technologies to provide our clients with effective solutions to reduce capital investment costs. The company holds active Unlimited Electrical and General Contractor Licenses that are valid in multiple states. The LLC members are seasoned veterans with over 70 years experience in commercial and residential electrical and general construction project management. Their reputation of precision workmanship and 100% client satisfaction is unmatched by the competition. The company can act on any project as the independent Prime Contractor or as a Subcontractor for a larger Prime Contractor seeking Small Business compliance on Federal and State LEED certified and non-certified projects.

In addition to grid-tied solar electric generating systems we also offer design and installation on hybrid systems that incorporate natural gas generators or battery back-up options. We have a solar thermal division offering design and installation of solar thermal water systems. Members of our staff hold active Plumbing and Mechanical Licenses with boiler and industrial piping certifications.

We meet all licensing, bonding and insurance requirements to construct a commercial or residential solar generating or thermal facility. We hold OSHA 30 Construction Industry Certificates. We take great pride in the comments we receive from Local Inspectors and Utility Field Engineers about the quality of our workmanship and professionalism. The LLC Principals have met the criteria for NABCEP certification and all projects are managed by a Licensed and Certified PV Installer. All installers are factory trained to NABCEP standards on all the solar equipment we install.

### Contact Information:

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### Company Information:

- Fed ID # 26-4810059
- North Carolina LLC, SOSID 1095001
- NC Resale ID 600749673
- DUNS # 961890634; CAGE Code 5YND3
- NC General Contractor # 69509
- NC Electrical Contractor # 07967-U
- LEED Accredited Professional

### About the LLC Members:

**James Brannock**, 51% Member/Manager, received his BA Degree from Elon College in 1977, and has over 35 years experience in construction and project management. His career began as an Architectural Millwork Salesman from which he was quickly promoted into Sales Management. He excelled and was recognized repeatedly for his sales accomplishments. He became a licensed General Contractor in 1986 and founded Brannock Construction, Inc. in 1992. The firm was considered a premier builder within the region, specializing in custom homes and unique commercial projects. He served as President of the company until 2005, when he began providing consultation and project management services to general construction firms in the area. His interest in renewable energy and sustainable construction was the catalyst for conceiving Windsong Energy in 2007, leading to the company's start-up in 2009. His Windsong duties include; sales, administrative, system design and structural construction management. He is a LEED Accredited Professional and individually licensed General Contractor. He served as Vice-President, Secretary and two-term Board Member of the Alamance-Caswell Home Builders Association.

**Steve Williams**, 49% Member/Manager, attended East Carolina University and Elon College and has over 40 years experience as an electrician and electrical contractor. He began his electrical career with the City of Burlington

becoming a Licensed Electrician in 1979. He co-founded Best Electric, Inc., serving as Vice President until 1994, leaving the firm to form TEC Electric Inc. He served as President of TEC before joining Windsong Energy in 2009. TEC, as the name refers, was renowned as a highly skilled and detailed electrical contracting firm specializing in projects requiring technical electrical knowledge. Steve regularly provides electrical and energy consultation services to the Alamance-Burlington School System. Steve is well respected by his peers who often request his assistance interpreting the National Electrical Code or laying out complicated electrical projects. He has given back to the trade by serving as two-term President of the Alamance County Electrical Contractors Association. His Windsong duties include; system design, on-site project management and scheduling, operations management. He holds an individual NC Electrical Contractor license.

**Mission Statement:**

Our goal is to be recognized as a leader in solar power facilities construction. We strive to develop lasting business relationships by delivering a construction experience that exceeds our client's expectations.

**Business Philosophy:**

Management is committed to operating Windsong Energy Solutions, LLC with the same integrity established while previously operating reputable construction and electrical businesses. We deliver the same exceptional quality workmanship our clients have grown to expect. Our expertise encompasses Industrial, Commercial, Residential and Agricultural applications. We encourage feedback and diversity in people by respecting their ideas and suggestions.

We are dedicated to providing professional services that produce realistic results designed to exceed our client's expectations. Our ability to effectively communicate system specifics increases our client's understanding of a properly operating system. Our system designers efficiently integrate the new solar equipment into existing electrical switchgear reducing installation costs. As the turn-key contractor, we make the construction process enjoyable by taking total command of the project and eliminating any pre-conceived construction stress the client might have anticipated.

**Project Experience:**

Windsong Energy has multiple grid-tied Sell-All and Use-All installations currently operating in North Carolina. The largest system developed, designed and contracted to date is 78.6 kW. Our experienced staff fully understands the Utility Interconnection and Permit process and has skillfully demonstrated the detail-orientated administration required to expedite project approval. Our extensive expertise is validated by approved regulatory applications and filings visible as matters of public record on both the Federal and State levels. Our ability to design a system that maximizes energy cost savings is directly related to our complete understanding of the various Utility rate schedules and riders. Our administrative staff has mastered the USDA REAP Grant application process which requires a properly prepared Technical Report to achieve project approval. The staff is well educated in Renewable Energy Certificate programs and REC contract terminology. Our solar financial analysis presentation has withstood the test of Corporate CFOs and their accounting evaluation teams.

As the company has grown so has our ability to design systems that operate at peak performance in less than optimum site situations. As a part of our service program we perform a one year system performance analysis at no charge to our clients. This serves two purposes; it generates a higher level of client confidence and satisfaction and allows us to collect performance data on our systems. So far, these tests have proven our installed systems performance exceed our stated sales and design expectations.

**Capabilities and Services:**

- Site Assessments and Shading Analysis
- Financial Analysis and Project Development
- Environmental Impact and Lifecycle Studies
- Project Planning and System Design
- Permit Expedite Coordination
- Regulatory and Interconnection Filings
- On Site Construction Management
- IBC, NEC and OSHA compliant Installations
- IEC Compliant Commissioning and Testing
- Operator Education and System Training
- Warranty and Performance Reports
- Operations and Maintenance

**NAICS Codes:**

- 221119 Solar Power Generation
- 221122 Electric Power Distribution
- 235110 PHE Contractor
- 235310 Electrical Contractor
- 421690 Electrical Parts Other

**FSC Codes:**

- 6117 Solar Electric Power Systems

**PSC Codes:**

- 6117 Solar Electric Power Systems

**Services Defined:**

*Feasibility*

With any site, the array location, orientation, equipment selection, utility rate structure, financial incentives and timing all have a significant impact on the solar electric generating system's financial return.

*Design and Construction*

We have helped our clients in developing and installing challenging and complex solar electric projects on commercial, residential, and agricultural sites.

*Turn-key Installation*

As a full service design, procurement and electrical and general construction firm we build high performance systems which meet financial goals and ensure optimum production and reliability throughout the lifecycle of the facility.

*Operations and Maintenance*

We provide ongoing system inspection, O&M for a properly operating system.

**Trade Partners:**

Windsong Energy Solutions, LLC installs and services only proven products manufactured by worldwide leaders in the solar industry. This approach allows us to assure our clients they are purchasing a customized state of the art system that will continuously operate at an optimum performance level.

**Summary:**

Windsong Energy Solutions, LLC is a well qualified solar electric construction company managed by experienced, licensed professionals with industry accepted certifications. Management leads by example holding employees, sub-contractors and business associates accountable for upholding the company's high level of professionalism. The company is capable of acting as the project lead or qualified subcontractor on any renewable energy project.

The Principals have a proven track record of developing a multitude of business relationships and offering viable options for our Clients to purchase and install a solar electric or solar thermal system.

We enjoy our work and the opportunity to educate the public about what we do. Whether it's a group of Students, Corporate Board of Directors, Civic Organization or the News Media we're always willing to do a presentation about our services.

**References:**

Upon request.

**Maximum Sunlight Harvested**  
+  
**Optimization of Energy Conversion**  
=  
**Maximum Savings and Environmental Benefits**

