



# Statement of Qualifications

*Powering the dreams of the next generation*



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# Welcome!

Nelnet Renewable Energy is committed to being an industry leading commercial solar EPC contractor and consultant with resources, knowledge, and people to deliver high quality solar projects and customized renewable energy solutions for our customers. With its solar financing and Inflation Reduction Act expertise, along with its investments in excellent people, quality workmanship, safety and long-term partnerships, Nelnet Renewable Energy is well-poised for further success in constructing and developing commercial solar projects, especially in the Midwest and New York. As of April 30, 2024, Nelnet Renewable Energy has approximately 15 projects under construction with an average size of 4 megawatts.

Our team is afforded unique opportunities because we're part of Nelnet, a publicly traded company with over 40 years of service expertise and a total project portfolio of 646 megawatts (MW) and a total of \$271.9 million (which excludes \$198.8 million syndicated to third-party investors) in investments into solar projects and partnerships nationwide.<sup>1</sup> As a diversified financial services and technology company offering educational services, technology solutions, professional services, telecommunications, and asset management, Nelnet has nearly \$12 billion in assets and services over \$494 billion in loan assets.<sup>2</sup> Through a unique co-investment platform, Nelnet continues to support the global transition to clean energy, committing to or funding a total of \$539 million of tax equity to support the operation of solar projects worth approximately \$1.84 billion. These projects are estimated to power nearly 96,000 homes.<sup>3</sup>

Today, thanks to our strong financial backing and breadth of expertise with regard to solar construction, development, financing, and asset management, Nelnet Renewable Energy is a unique clean energy partner able to create sustainable value for businesses and communities

We're grateful for your interest in working with us on your energy solution.



**Alyssa Martin**

President,  
Nelnet Renewable Energy

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<sup>1</sup> Project portfolio data for Nelnet is current as of December 31, 2023.

<sup>2</sup> Asset and servicing data for Nelnet is current as of December 31, 2023.

<sup>3</sup> Co-investment commitment and funding project data is current as of May, 2024.



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**Nelnet Renewable Energy is a leading Midwest  
based EPC solar company.**







## About Us

Nelnet Renewable Energy was founded with the goal of partnering with others to construct, develop, finance, and manage investments in solar projects. Our goal is to help businesses reduce their carbon footprint while earning a solid risk-adjusted return on investment. We've gained extensive knowledge over the past decade-plus in a wide range of projects, including residential, commercial, government, agriculture, small-scale utility, community solar, battery storage, and O&M projects. With the passage of the Inflation Reduction Act in 2022, regulatory compliance has never been more important; solar contractors and developers must comply with the letter of the law to obtain (or help their clients obtain) baseline tax credits and incentives for solar projects. Nelnet Renewable Energy is well positioned not only for such baseline compliance, which we consider "table stakes," but also for maximizing available solar incentives, as we have in-house tax and legal expertise, experience in solar project finance, and partnerships with registered apprentice programs, among other unique, differentiating attributes.



### Full-Service Team

Nelnet Renewable Energy has a full-service team of consultants, engineers, project managers, electricians, and solar installers who have years of solar energy experience.



### 2,000+ Happy Customers

We strive for excellence on each and every project, garnering numerous five-star reviews from our past and current customers.



### Tier 1 Equipment

We use only the best-rated equipment to ensure the longevity of your solar investment.



### Win-Win-Wins

We believe in creating win-win-wins - projects that have solid ROI for you (through energy savings and available solar incentives); that benefit people, communities, and planet; and that make sense for us. We believe there is room for all to win with solar, provided there is sound diligence and transparency.





## Why Choose Nelnet Renewable Energy?

- **Substantial financial** backing of parent company Nelnet (NYSE:NNI)
- **Expertise** in the Inflation Reduction Act and solar project finance (tax equity), in addition to solar construction and development expertise
- **In-house** legal, tax, incentives, and accounting teams to facilitate efficient transactions and strong relationships
- **Top-notch** project and construction managers, coupled with in-house skilled labor (journey-worker electricians and registered apprentices)
- **Demonstrated commitment** to "QUEST" for operational excellence – quality, unity, efficiency, safety, and transparency
- **Presence and experience** in Illinois, Nebraska, Colorado, and New York, among other primarily Midwest-based locations
- **Experience** with behind-the-meter and community solar projects, variety of top-tier module and racking equipment, brownfields/greenfields, rooftops and ground-mounts, and variety of customers (municipalities, businesses, nonprofits, solar developers, schools, utilities, and others)



## Meet the Team

As you embark on your journey with us, we wanted to introduce you to a few members of our team that help fuel our success. From visionary leaders to skilled installers, our team represents the pinnacle of excellence in their respective fields.

Each member brings a unique set of skills, experiences, and perspectives to the table, enriching our collaborative process and ensuring that your project receives the attention and care it deserves. At Nelnet Renewable Energy, we understand the importance of forging strong partnerships built on trust, communication, and mutual respect. We're committed to working closely with you every step of the way, ensuring that your vision is brought to life with precision, passion, and unparalleled craftsmanship.



### Alyssa Martin

*President*

Alyssa is the President of Nelnet Renewable Energy, where she helps set and support company strategy, vision, and management with a strong focus on providing fulfilling work to associates, delivering high-quality services to customers and communities, and promoting internal and external resiliency. A graduate of Harvard Law School with honors in 2014, Alyssa was one of the founding members of the Consumer Financial Protection Bureau in Washington, DC. Before joining Nelnet, she practiced corporate law at a top law firm in California, clerked on the First Circuit Court of Appeals, and served as a legal and policy advisor to Lincoln, Neb. Mayor Gaylor Baird, concentrating on economic development and resiliency. Since joining Nelnet as legal counsel in 2020, Alyssa has been instrumental in closing numerous tax equity transactions for Nelnet and its co-investors, overseeing the acquisition of the solar construction company Nelnet Renewable Energy, and establishing key policies, controls, and standard operating procedures across the organization. When not working, Alyssa enjoys watching *The Lord of the Rings*, cheering on the Nebraska Huskers and traveling with family.



### Chad Hartnett

*Chief Financial Officer*

Chad is the Chief Financial Officer of Nelnet Renewable Energy. He began his professional career as a certified public accountant working in public accounting for six years, including four years at two of the Big 4. He then spent over 17 years with HDR, one of the nation's largest engineering, architecture, and construction companies, serving as their Treasurer and Corporate Controller. After leaving HDR, Chad diversified his experience by working as a CFO for a national coffee franchisor garnering experience in franchising, private equity, and vertically integrated supply chains, and then as the CFO for a national credit reporting agency garnering experience in risk management, credit reporting, and lending. Chad is a graduate of the University of Nebraska-Lincoln with a BS in Accounting and enjoys golf, his family, and following his favorite but frustrating teams of the Nebraska Cornhuskers and Las Vegas Raiders.



### Adam Rue

*Managing Director*

Adam Rue is Managing Director at Nelnet Renewable Energy, overseeing Project Management, Construction, Safety, and Operations. His career has included professional rugby, logistics management, and a wide range of Construction Management. Having built everything from custom homes to commercial and industrial buildings' to projects as diverse as funeral homes and hospitals, Adam has found a home in the solar industry. Following his passion for the environment, he has overseen the installation of hundreds of megawatts of residential and commercial solar. Adam has also served on the board of multiple nonprofits, and continues to be active in the Illinois Solar Energy Association, Friends Of The Chicago River, and USA Rugby. On a personal level, he enjoys coaching both basketball and rugby, backpacking (and other outdoor adventures) with his wife, and watching his three kids participate in countless soccer, rugby, basketball, and drama events. Adam approaches every project by following the same path to excellence...Quality, Unity, Efficiency, Safety, and Transparency.



### Brandi Nye

*Director of Business Development*

Brandi Nye is the Director of Business Development for Nelnet Renewable Energy, where she is responsible for identifying and implementing portfolio projects, portfolio management, sales strategy, execution, and leading critical business development initiatives. With over a decade of experience in the energy sector, Brandi has held various roles, including commercial and industrial energy account management, product innovation, regulatory recovery, rate development, analytics, business development, and sales leadership. She is passionate about energy sustainability and has focused her work on renewable energy solutions, including decarbonization roadmap advisory services, onsite and offsite renewable energy projects, community solar, purchase power agreements, and more.







### **Scot Bearss**

*Director of Strategic Initiatives*

As the Director of Strategic Initiatives, Scot works in concert with the executive team to identify, develop, and manage high-profile, cross-functional projects across Nelnet Renewable Energy. Scot is a certified Project Management Professional (PMP) and holds a Certificate in Financing and Deploying Clean Energy from Yale University. He has been working in renewable energy and sustainability since 2018.



### **Travis Kepler**

*Manager of Project Engineering*

Travis has been a part of the Nelnet Renewable Energy team since 2012. Travis has an extensive construction background as well as technical design experience with degrees in Manufacturing Engineering and Computer Programming. Travis utilizes the latest technology along with CAD design to navigate project development and design. He primarily operates in the design and procurement space, but he also plays a dynamic role as he remains involved in projects as a crew lead & project manager when needed. He also assists our Operations & Maintenance group, supporting internal projects as well as offering third-party support for customers. Travis holds degrees in Manufacturing Engineering and Computer Programming.



### **Seth Partridge**

*Manager of Project Execution*

As the Manager of Project Execution, Seth ensures the execution of our renewable energy projects from bid award to Commercial Operation through command of the project safety, schedule and budget. Seth's main responsibility is lead the project management team to successful execution of solar and BESS projects through both the preconstruction and construction phases, ensuring clear direction and support for successful project outcomes. Seth holds a BS in Agricultural and Biological Engineering from the University of Illinois Urbana-Champaign and has been working in the solar industry since 2015.



### **Jonathan Shank**

*Director of Estimating*

As the Director of Estimating, Jonathan brings a dynamic blend of hands-on field experience and technical expertise to the table. Their journey in the solar industry began in 2017 as an installer, providing insights into the complexities of solar projects. Transitioning to preconstruction in 2018, Jonathan honed their skills in project planning and coordination. Since then, as an estimator, they have seamlessly integrated their on-field knowledge with meticulous attention to detail, consistently delivering accurate project assessments. With a dedication to accuracy and a commitment to excellence, Jonathan plays a pivotal role in ensuring the success of our solar projects through their adept estimating abilities.







## Energy Solutions and Capabilities

Nelnet Renewable Energy can confidently provide all of the necessary equipment and services required on your project, with a Nelnet Renewable Energy representative handling everything from start to finish. Our proposals are designed to be turnkey solutions (meaning we work on your project from start to finish, from the earliest design and engineering phase through the construction and operational phases of the project). We collaborate with state and local agencies to ensure completion of all necessary tasks for your solar energy system. Significant areas of the project include, but are not limited to:

### Before



**Engineering:** Our experienced engineers handle every technical detail, optimizing your renewable energy solution for performance, efficiency and longevity from conceptual design to detailed engineering.

**Permitting and Interconnection:** Navigating regulatory approvals and seamless integration with existing infrastructure are crucial. Our experts efficiently secure permits and manage interconnection processes.

**Legal Review:** Our legal team conducts thorough reviews, addressing any legal complexities associated with your project, providing peace of mind throughout the process.

### During



**Site Preparation:** Our team ensures the site is ready for construction through meticulous assessments, grading, and groundwork coordination.

**Solar Equipment:** We offer high-quality solar equipment from trusted manufacturers, assisting you in selecting the most suitable options for optimal performance.

**Construction/Install Crew:** Skilled crews handle solar panel installation with a focus on safety and efficiency, ensuring quality craftsmanship and timely delivery.

**Safety:** We prioritize safety at every site, including safety of the persons working on the site and security of the site itself and the property thereon.

### After



**Authority Having Jurisdiction (AHJ) Inspection:** Our team coordinates with local authorities and schedules inspections to obtain the necessary approvals for system operation.

**Operations & Maintenance:** We offer comprehensive operations and maintenance services to keep your renewable energy system running smoothly.

**System Monitoring:** Continuous monitoring is essential for identifying potential issues and optimizing system efficiency. We provide advanced monitoring solutions that track system performance in real-time, allowing us to quickly identify and address any issues that may arise.





## Operations & Maintenance

Whether your system was installed by Nelnet Renewable Energy or another developer, we offer Operations & Maintenance services to help keep the ongoing care for your asset off your plate. Nelnet Renewable Energy's comprehensive O&M services are designed to help maintain your solar asset in good working order and condition. We're proud to offer our clients a designated point of contact, daily reports, and dispatch services.



### Dispatch Service

Through system monitoring, Nelnet Renewable Energy will remain aware of issues that may arise. With a designated team assigned to your project, anything that can't be solved remotely will prompt an on-site visit to troubleshoot and repair.



### System Monitoring

Nelnet Renewable Energy has designated staff to monitor the health of your system through cloudbased data acquisition systems and can be alerted to issues remotely.



### Annual Maintenance

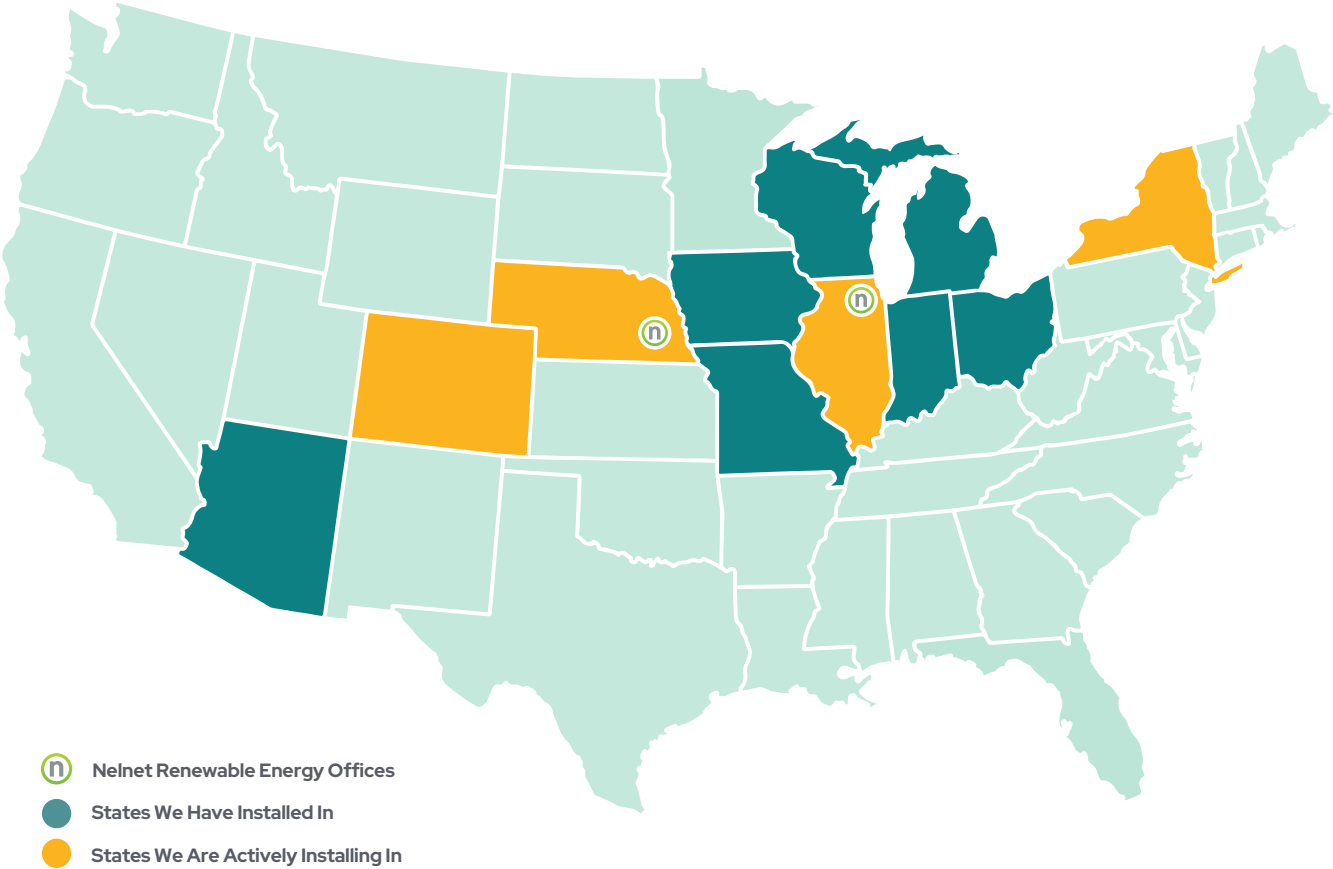
An annual maintenance package is also available to customers with O&M services at an additional cost. With our annual maintenance package, Nelnet Renewable Energy will perform routine system maintenance and an intensive electrical inspection. Services will include, but not be limited to:

- The inspection of PV modules, array wiring, racking, and inverters.
- Ensuring proper operations of all electrical connections.
- Servicing the security equipment, including monitors and fencing.
- Recording the operational data from inverters and meters.



# Mapping Our Experience

## States we Have Serviced



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Arizona	Iowa	<b>Nebraska</b>
<b>Colorado</b>	Michigan	<b>New York</b>
<b>Illinois</b>	Missouri	Ohio
Indiana		Wisconsin

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## Commercial Portfolio

Showcasing Success

Project Type	Location	System Size
Community Solar Portfolio (5 sites)	Colorado	8.5 MW
Community Solar Portfolio (5 sites)	Illinois	7.0 MW
Small Scale Utility	York, NE	4.3 MW
Health Care Manufacturer	Round Lake, IL	2.8 MW
Illinois Airport	Murphysboro, IL	2.7 MW
Water Treatment Facility	Oswego, IL	2.6 MW
Large Manufacturer	Zurich, IL	2.6 MW
University	Lafayette, IN	2.4 MW
County Facilities	Yorkville, IL	2.1 MW
Large Manufacturer	Wheeling, IL	2.0 MW
Small Scale Utility	Ogallala, NE	2.0 MW
Large Manufacturer	Lockport, IL	2.0 MW
County Facilities	St. Charles, IL	2.0 MW



**115+ MW Installed To Date**





## Spraying Systems Company

"[Nelnet Renewable Energy] completed the installation as designed and in a timely manner. Since going operational in May of 2019, there have only been a few minor issues, which Nelnet Renewable Energy has corrected to our satisfaction.

The system's 1,344 panels and 7 inverters have generated over 1,980,000 kWh of power. This has allowed Spraying Systems Co. to receive our SREC credits & energy rebate. It has also allowed Spraying Systems Company to eliminate over 1,116 metric tons of CO2 emissions from being generated. Partnering with Nelnet Renewable Energy has been a positive and environmentally sound relationship for Spraying Systems."

**- Scott Pearson**

Spraying Systems Company

### Project Details

#### Location:

Glendale Heights, IL

#### System Size:

430.1 kW

#### Modules:

1,344







## Small Scale Utility



### Project Details

**Location:**

York, NE

**System Size:**

4.3 MW

**Modules:**

9,648







## Project Details

### Location:

Arlington Heights, IL

### System Size:

1.67 MW

### Modules:

5,052







## Toyoda Americas

"After reviewing several proposals, Nelnet Renewable Energy was chosen. Not only did Nelnet Renewable Energy supply the materials, but they also served as general contractor for this project. Nelnet Renewable Energy worked through all the permit and compliance requirements for this project. Nelnet Renewable Energy project management kept us informed as to workflow and any schedule changes. The solar array has been online and producing for one year. The solar array has met 100% of production expectations. Nelnet Renewable Energy is a very professional and dedicated group to work with. Thank you, Nelnet Renewable Energy team. Job well done!"

**- Mark Hoefer**

Corporate Facilities Manager, Toyoda Americas







## Southern Illinois Airport

"We worked with Nelnet Renewable Energy to put solar on property owned by the Southern Illinois Airport. We placed 2.7 MW worth of solar (~7,000 solar panels). We had a great experience working with Nelnet Renewable Energy. They were always professional, responsive, and delivered a successfully completed project as planned. We're more than two years into production now and things have been working great with our system."

**- Gary Shafer**  
Southern Illinois Airport

### Project Details

#### Location:

Murphysboro, IL

#### System Size:

2.7 MW

#### Modules:

6,912







## Large Manufacturer



### Project Details

#### Location:

Lake Zurich, IL

#### System Size:

2.6 MW

#### Modules:

6,436







## Kane County

### Project Details

**Location:**

St. Charles, IL

**System Size:**

2.80 MW

**Modules:**

4,274







## City of Escanaba

"I want to thank you and your Nelnet Renewable Energy staff for the smooth and quick completion of the Escanaba Solar Project Expansion. Escanaba will benefit from the increased solar generation during the peak load months of June, July, and August, and will reduce our future purchased electric capacity requirements. Again, thank you for the job well done! It has been a pleasure to work with Nelnet Renewable Energy."

- City of Escanaba

### Project Details

**Location:**

Escanaba, MI

**System Size:**

1.2 MW

**Modules:**

3,510







## Water Treatment Facility



### Project Details

**Location:**

Sauget, IL

**System Size:**

1.8 MW

**Modules:**

4,617





## Certifications



## Associations







# Connect With Us

*Powering the dreams of the next generation*



1-844-765-2703  
**SolarSales@nelnet.net**

## Office Locations

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### **Wheeling Office**

204 Carpenter Ave  
Wheeling, IL 60090

### **Nebraska Office**

121 S 13th St  
Lincoln, NE 68508

