





# 2021 COMPANY PROFILE



## **OVERVIEW**

GenPro Energy Solutions, LLC is an energy service organization, with global depth of experience in solar and energy efficient technologies. GenPro aggregates systems and technology to respond to customer needs. We partner with commercial businesses, municipalities, utilities, state and national governments on projects ranging from design engineering to implementation and installation. Our scope of projects range from energy efficient lighting systems to development of utilitygrade solar energy farms.

GenPro was founded in 2003 in Rapid City, SD and has grown to become one of the largest full-line renewable and energy efficiency installers and distributors in the Mid-West. GenPro has a NABCEP, SEI, and ASES certified design team with hands on installation experience throughout North America.

GenPro supports projects from Alaska to the Commonwealth of the Bahamas. In 2010, GenPro spearheaded the development of the SOLR-PAC Energy Management System and was proudly selected to participate in the Department of Defense's ExFOB program which focuses on Microgrid power generation and storage. This technology is still in use today.

In 2012, after three years of successful projects in the Commonwealth of the Bahamas' commercial sector, GenPro was invited by the Prime Minister to sit down and discuss potential energy efficiency and renewable energy projects to be implemented into their National Energy Plan. Since 2013, GenPro has successfully managed projects with State owned entities such as Bahamas Telecommunications Company and Bahamas Electricity Corporation.

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# ABOUT US

GenPro was founded by Dwight Patterson in Rapid City, South Dakota as a solar water pumping distribution company. Since day one, GenPro strived to exemplify the core principles of integrity and best-in-class service. Embracing those principles, GenPro quickly acquired many new dealer partners throughout North America. The industry was hungry for education and a no-nonsense product offering. As GenPro's reputation grew, new business opportunities developed not only domestically, but internationally. Areas such as the Commonwealth of the Bahamas, Costa Rica, Cayman, Haiti, Jamacia, Turks Caicos, and the U.S. Virgin

Islands to name a few. With GenPro's rapid growth, new talents from inside and outside the industry sector were added to address the ever-changing energy market needs. GenPro is now recognized as the region's foremost expert on renewable energy and energy efficiency integration. Today as one of the Nation's leading Co-Developing EPC's, GenPro focuses on three major industry sectors including energy management, energy efficiency, and solar-powered solutions. GenPro continues to strategically expand its technology offerings to meet the economic, environmental, and social needs of its clients.





#### DESIGN, DEVELOPMENT & PROCUREMENT

Energy Efficient Lighting & Controls Photovoltaic (PV) Solar Energy Systems Power Generation Solutions Energy Storage Solutions (ESS) Solar Water Pumping Systems Water Purification & Desalinization Solar Thermal Systems

#### MANUFACTURING

Remote Communication Systems Solar Powered Remediation Systems Water Purification Systems Control Systems Solutions LED Lighting Solutions (GAT) Steel & Aluminum Enclosures Metal Fabrication

## **OUR MISSION**

Through a global community focus, we develop, design and integrate customized energy solutions for a sustainable future.

## **OUR VISION**

To be the industry leader in a world powered by sustainable energy.

### DELIVERING CUSTOMIZED, BANKABLE ENERGY SOLUTIONS. GUARANTEED.

People and relationships are the foundation of our business, and when you work with GenPro, you'll be assured of service that transcends sales. We understand that the only way we grow is by helping you grow, so we take the time to listen, to understand your business and to recommend cost saving, energy efficient solutions that really fit and really work! Our service and support team's high level of technical expertise ensures you won't be oversold or undersold. Our dedication to our clients ensures that each customer receives a reliable, system and cost-saving energy solutions every time.

## IF GENPRO DOES IT, IT IS GOING TO WORK.

# WHY CHOOSE GENPRO?

We are a true turn-key solar installer, a One-Stop-Shop! We design, engineer, procure and install your solar system from the ground up. We DO NOT subcontract ANY work because quality control is paramount to your system's performance and long term success. One call to us is all you make!

GenPro has a 18-year Proven Track Record and has been nationally ranked as a Top Solar Installer for 7 years running by Solar Power World Magazine. Since 2015, GenPro has been a leading installer of utility-scale, community and residential solar.

We specialize in Delivering Complex Projects within structured time-lines. From residential to commercial and community to utility-scale, GenPro provides a dedicated project manager for every job. Your Project Manager will keep you up-to-date at every step.

We are a Licensed, Bonded and Insured Master Electrical Contractor EC#2156, NABCEP Certified Cert. #091209-5 and we have specialized in solar since 2003. Everyone on our install teams are Licensed Electricians. If you desire additional electrical work to be done while GenPro is on the job, we can accommodate any additional upgrades or additions you may want.

We are second to none in Evaluating your needs. We take time to understand your energy needs and requirements. We care about your budget and you won't get surprises on your bill. Integrity is a core value of GenPro and we will advise you if what you are trying to accomplish is not viable.

Our team is NABCEP, ASES and SEI Certified and maintain a continuing education program so that our staff are continuously aware of the latest technologies, industry trends and code requirements. This means you get the latest vetted technologies installed into your home or business.

We only install Tier 1 Solar Modules and Top-of-the-Line products! Beware of contractors who use "B" Grade modules or previously used product that is advertised new. When you buy from GenPro your system will be commissioned by a highly trained professional and you will receive on-site training.

We pull all Required Permits. We are solely responsible for the installation. Many general contractors attempting to get into the emerging solar market hire an electrical sub-contractor for the required electrical permitting. These general contractors are not licensed to directly pull your electrical permit.



# THE GENPRO GUARANTEE

IF GENPRO DOES IT, IT IS GOING TO WORK.

DELIVERING CUSTOMIZED, BANKABLE ENERGY SOLUTIONS. GUARANTEED.

At GenPro Energy Solutions, our solutions are not only about implementing the newest renewable energy technology, we design customized energy solutions that maximize financial returns for our customers. We guarantee that we will install the right technology every time or we will repair or replace the system at no cost to the customer. Our promise requires us to use the best in class materials that have performance history that we can bank our guarantee on.



## MEET OUR EXPERTS



**DWIGHT PATTERSON** CHIEF EXECUTIVE OFFICER

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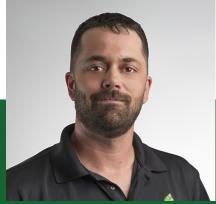
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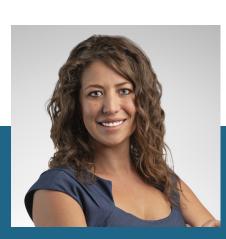
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2015

2016

2017

2018

2019

2019

2020

## **GENPRO THROUGH THE YEARS**

FOUNDED

2003

### GenPro was founded as a solar water

pumping company in Rapid City, SD.

2006

### DISTRIBUTION

In May of 2006, GenPro became a North American importing distributor for Lorentz Pump and Mechanics.

## 2008

### ACQUISITION

In February of 2008, GenPro acquired PowerPlus Electric to serve as a separate turn-key installation company.

2010

#### DEVELOPMENT

GenPro developed the first Lithium based energy storage solution for the U.S. Marine Corps EXFOB.

2012

#### GROWTH

GenPro acquired Net Zero Energy in Tampa, Florida to create GenPro Lighting Solutions, LLC.

2013

2014

#### INTERNATIONAL

GenPro installs the largest LED lighting retrofit to date for BEC and BTC in the Commonwealth of the Bahamas.

### STRATEGY

GenPro merges with PowerPlus Electric to become the Region's largest EPC in the solar industry.

#### RECOGNITION

GenPro is recognized as a Top 500 Solar Contractor nationally ranking #133 in commercial installations.

#### LEADERS

GenPro breaks ground on the largest community solar project to date in Nebraska, 3.9mW.

#### GROUNDBREAKING

GenPro completes the largest Solar LED lighting project installed on a South Dakota Reservation.

### EXPANSION

GenPro acquires Dak Generators, LLC to expand capabilities in the Micro-grid market offering comprehensive energy solutions.

#### **INTEGRATION**

GenPro acquires the assets of LLT. A California based LED manufacturing company and moves operations to Piedmont, South Dakota creating GenPro Advanced Technologies, LLC.

#### RECORDS

GenPro is named #7 in the TOP 25 Solar Contractors in Electrical Contracting Magazine. GenPro also completes it's 100th school LED Lighting Upgrade in South Dakota.

### HORIZON

GenPro partners with South Dakota Equity Partners offering growth capital and strategic positioning in the U.S. Energy Market.



# OUR SERVICES

## SOLAR ENERGY DESIGN AND DEVELOPMENT

GenPro boasts a NABCEP, SEI and ASES certified solar design team. From off-grid residential systems to community solar development and utility grade systems, we design solar energy systems to ensure the best ROI for our clients. We are one of the largest renewable energy distributors in the Mid-west and our ties to the solar market allow us some of the most competitive pricing on the market. Our team is currently working on projects in Alaska, throughout the Continental US and in the Caribbean. We approach renewables as a part of the solution to make the world more efficient and sustainable. That solution includes financial mechanisms, government policy and regulatory issues, international trade and consumer economics.

### EPC, 0&M AND CO-DEVELOPMENT

GenPro Energy is one of the leading turnkey EPC and O&M partners in the energy industry. We offer a full range of EPC and O&M services, which includes procuring materials, planning, engineering, operations, and maintenance while doing it all with the utmost integrity. With our competitive pricing models and unparalleled responsive service, our dedicated team takes care of your project with care from start to finish. GenPro supports solar projects from inception, throughout the development and construction for the complete lifetime of the arrays.

## **TURN-KEY LIGHTING SOLUTIONS**

GenPro offers turn-key energy efficient lighting solutions, from lighting design and engineering services through project management and installation. Our project team has been extensively involved in both new construction and retrofit projects for Healthcare, Hospitality, K-12 Education, Municipal, Military and Commercial applications. Current projects have us working with Fortune 500 companies such as Hilton Worldwide and Wells Fargo, on high-profile sites such as the Orlando Eye in Florida and with government run utilities in the Caribbean.

### **PROGRAM MANAGEMENT**

GenPro partners with Utilities and Government Organizations who wish to incorporate renewables and energy efficiency measures into their current facilities and systems. We take the time to understand their long-term goals and develop programs to help achieve those goals. Programs currently implemented or in development include an online residential lighting rebate program, a small business direct installation lighting program and community solar projects.

### POWER GENERATION AND BACKUP

GenPro's experience is rooted in the power generation market and our specialist has a fundamental understanding of how to develop and employ the right emergency backup solution for your specific application. Our staff will meet with you to develop a comprehensive yet simplified approach to making sure your home or business is truly ready to endure the worst that mother nature might throw at you. If you are interested in a Hybrid system, GenPro can offer you an advanced power system that incorporates the latest in renewable technologies along with a traditional standby generator.

### **PROJECT DEVELOPMENT & MANAGEMENT**

Many organizations can come up with great renewable energy project ideas but not many have the hands-on installation experience to understand how to get from the project concept phase to project completion. GenPro helps bridge the divide between executives & officials, engineering teams, government agencies and contractors to design, budget, plan and manage renewable energy and energy efficiency projects.

## **DISTRIBUTION SERVICES**

Understanding the technological, environmental, and economic challenges the continuously evolving energy industry is faced with is key to your selection of a development partner. GenPro's Procurement Team has been intimately involved in the energy industry for more than two decades successfully sourcing the best-in-class technologies for a multitude of complex energy projects throughout North America, Central America, South America and the Caribbean.

## **ELECTRICAL SERVICES**

GenPro's Electrical team are trained and certified to ensure quality from the start. Our technicians fully comprehend and adhere to NEC, NFPA, OSHA, DOT, and other federal and state requirements. Our team is made up of the regions best electricians that are fully licensed, bonded and insured.

### **CUSTOM SERVICES**

GenPro has a specialized team to develop turn-key solar solutions for complex customer requirements. These solutions include air sparging remediation, remote repeaters, remote power packs, solar generators, water purification and telecommunication site solutions to name just a few.

# EPC, CO-DEVELOPMENT AND O&M

## **ONE TEAM START TO FINISH**

Most solar companies fall into one of two categories, Developer or Contractor. For most of our projects, GenPro serves as both, supporting clients with on-theground development activities and building best-inclass systems that pass the most stringent technical requirements.

Our project team is agile and responsive providing Developers and Utility clients with the technical and administrative information they need to make informed project decisions that maximize project ROI and minimize project timelines.

Our EPC philosophy is based on the ability to lower costs, control schedules, establish clear lines of communication between all parties, and ensure a smooth delivery. We provide one primary point of contact from initiation of design through construction, start-up, and commissioning. Working closely with the Owner we review the project needs and establish the facility's program of requirements. After preliminary design and engineering, we integrate all design, procurement and construction activities to assure total control of the project. Our approach results in having the facility in operation faster, reduced interest on capital, and faster return on investment.

#### ENGINEERING

Engineering services weith a focus on energy optimiztion and installation efficiency.

#### **CO-DEVELOPMENT**

Hassle-free path to NTP with a partner you can rely on to get the job done. On-time, every time.

#### CONSTRUCTION

Nationally ranked construction team of NABCEP certified electrical contractors.

#### PROCUREMENT

Dedicated logistics with a supply chain of tier-1 manufacturers and best in class products.



# PARTNER PROGRAM

## WHY SHOULD YOU PARTNER WITH GENPRO?

#### GAIN ACCESS TO NEW CUSTOMERS.

Through our state-of-art marketing program, qualified industry leads are tracked and referred to GenPro's sales and installation network daily.

#### **REACH NEW MARKETS AND SECTORS.**

As a GenPro Partner, you will be empowered with knowledge and tools to assist in gaining access to new markets through our extensive industry expert line-up.

#### ADD VALUE TO YOUR PROPOSITION while

partnering with a proven energy solution provider. As a known energy system provider, and consistent Top 500 Solar Contractor, GenPro brings the resources and balance sheet to execute and deliver on your large-scale projects.

#### ADD RESOURCES TO YOUR TEAM. As a

GenPro certified partner, you will gain access to design, procurement, labor, project management, and O&M Services with one of the top EPC and Co-Development partners in the industry.

#### **BUILD BRAND AWARENESS AND**

**TRUST** regardless of size. Recognition is enormously essential to all businesses and customers. Customers like the confidence of knowing they are dealing with a company that can deliver and maintains a track record of success. Let your customers know you are partnering with GenPro. Not only do we have the experience to deliver, but we demonstrate the requisite domain knowledge to compete and complete energy projects successfully.

#### **EXPAND YOUR BUSINESS OFFERINGS**

through a GenPro Partnership. As our global influence continues to grow, you may become one of GenPro's Premier Channel partners and expand your business into new market opportunities.

**WIN MORE BUSINESS.** The bottom line is by becoming a certified partner, you are opening doors to grow your business, increase revenues, and profitability. A strategic partnership with GenPro may have a major influence on the ease and speed at which you deliver your next energy project and how you best achieve your goals.

### **PARTNERSHIP OPPORTUNITIES**

SALES PARTNERS

AFFILIATE PARTNERS INSTALLATION PARTNERS



# **CERTIFICATIONS & AWARDS**

### TOP 500 SOLAR CONTRACTOR: 2014, 2015, 2016, 2017, 2018, 2019, 2020

Solar Power World, the leading solar publication covering technology, development and installation, publishes the Top Solar Contractors list annually. The list includes hundreds of solar contractors and developers in the United States, listed and categorized by state/ territory, service and market.

The list includes solar PV companies that provide the following services: EPC contracting, development, construction/ installation, electrical work and/or rooftopspecific installations. Companies can do work in any market segment, including utility, commercial, residential and offgrid. Companies must be headquartered in the United States.



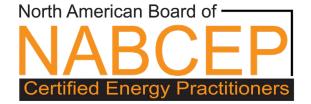
Solar Power World publishes the annual Top 500 Solar Contractors list, the most recognized listing of solar contracting companies in the United States.

Selected #7 Best Solar Contractor in Electrical Contractors Magaizine in 2019.

## THE RIGHT PEOPLE. THE RIGHT PROJECT. THE RESULTS YOU WANT.

The people who install a solar energy system on your home or business are as important to its success as the system you invest in. That's why more consumers are insisting on NABCEP certificants.

You want the quality assurance associated with NABCEP certifications — widely recognized as the "gold standard" for renewable energy professionals. They are in demand as more state incentive programs, employers, insurers and bid



documents recognize the value and peace of mind that comes with hiring individuals who have attained this professional accomplishment.

When you hire a contractor with NABCEP certified professionals working on your project, you can have confidence that your job is getting done by solar professionals with the "know-how" you need. They are part of a select group of individuals who have distinguished themselves. They've achieved certification only through specialized solar training and on-the-job experience, and they've passed a rigorous exam to prove they have the knowledge and professionalism necessary to assure the safety and quality of their work.













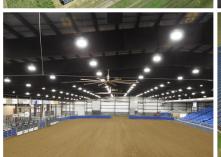
























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### GENPRO ENERGY SOLUTIONS









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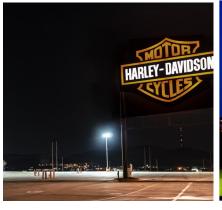














# **RECENT SOLAR PROJECTS**

Project Counterparty	State	Туре	System Size (kW)	Storage Size (kW)	Primary Role
Commercial Campus	NY	Commercial	7500		EPC
Port Jervis Pike Plaza	NY	Municipal VNM	663		EPC
NPPD, Norfolk Community Solar	NE	Community Solar	11000	1000	Co-Developer, EPC
Oklahoma Gas & Electric	AR	Utility	6500		EPC
Aqua Danville	IL	Municipal	2400		EPC
Schuyler Phase II	NE	Municipal Utility	620		EPC
Cozad Solar Farm	NE	Municipal Utility	2400		Co-Developer, EPC
SD Veteran's Home	SD	Government	372		Developer, EPC
Hubbard 1 & 2, Solar + Storage	MD	Utility	1250	500	EPC
Iron Mountain Commercial Portfolio	NY, NJ	Commercial	3500		EPC
Lexington Phase II	NE	Municipal Utility	1200		Co-Developer EPC
Cannon 1, Choptank Cooperative	MD	Utililty	1370	500	EPC
BHSU – Rooftop Portfolio	SD	University	800		Developer, EPC
Village of Hemingford	NE	Municipal Utility	1200		Developer, EPC
NPPD, Scottsbluff Community Solar	NE	Community Solar	5200	2020	Sol Systems
Hastings Utilities	NE	Municipal Utility	2000		Developer, EPC



Project Counterparty	State	Туре	System Size (kW)	Primary Role
Hastings Utilities	NE	Municipal Utility	2000	Developer, EPC
Standing Rock, Cannonball	ND	Tribal	310	Subcontractor
City of Gothenburg Phase II	NE	Municipal Utility	499	Developer, EPC
City of Schuyler	NE	Municipal Utility	499	Developer, EPC
City of Atkinson	NE	Municipal	209	Developer, EPC
City of Grand Island Utility Solar	NE	Municipal Utility	1280	EPC
City of Fremont Phase II	NE	Municpal Utility	1300	EPC
City of Fremont Phase I	NE	Municipal Utility	1550	Co-Developer, EPC
City of Gothenburg Phase I	NE	Municipal Utility	500	Co-Developer, EPC
City of Aurora	NE	Municipal	500	Developer, EPC, Financier
City of Central City	NE	Municipal Utility	500	Co-Developer, EPC
City of Lexington	NE	Municipal Utility	3910	Co-Developer, EPC
Ellsworth, AFB Phase II	SD	Military	236	Developer, EPC
NPPD, Scottsbluff Community Solar Phase I	NE	Community Solar	150	EPC
NPPD, Venango Community Solar	NE	Community Solar	128	EPC
City of Holdrege	NE	Community Solar	56	EPC
Fish & Wildlife Service	ND	Government	60	EPC
Spearfish Fish Hatchery	SD	Government	20	EPC
Presentation College	SD	University	20	EPC
Ellsworth AFB, Phase I	SD	Military	86	EPC

## COMMERCIAL LIGHTING PROJECTS

Adoba Eco Hotel	CSMS Parking Lot Custer County	J&J Asphalt Co	Rapid City Regional Airport
Advanced Auto	Fairgrounds		
All About Potential	Custer Senior Center	Jones County School	Rapid City Regional Hospital
Ameresco	Dakota Drive Apartments	Ketel Thorstenson	Rosenbaums Signs
Bargain Barn East	Dakota V Twin	Kieffer Sanitation	Schmidts Service
BH Area Dental	Dakota Warehouse	Krull's Market	Simpsons Printing
BH Community Bank	Dinsdale Dodge	KT Connections	Sioux Falls Christian Special Education Rooms
BH Community Bank	Dons Tax Service	Lieuwin's Ace Hardware	Sonny's Super Foods
Black Hills Homebuilders	Ellsworth Air Force Base		Spearfish Forest Products
Association	Financial Benefits	Walmarts, Nebraska	
BHSS	First United Methodist	Little Wound School	St. Therese
Big Brothers Big Sisters	Church	Lucy and the Green Wolf	St. Johns Episcopal Church
BJ's Country Stores	Gateway Apartments	Mainline Contracting	South Dakota State
Box Elder Volunteer Fire Department	Grace United Exterior	Mammoth Site	Capitol
Broken Boot	Grand Gateway Hotel	Manlove	Sturgis Auditorium
	Grocery Mart	Mid STates Campers	Sturgis Car Museum
Canyon Lake Senior Center	Heisler Hardware	Midnight Star	Sturgis Community Center
Central States Fair Administration Office	Hill City Hardware	Mr. Liquor	TCC Materials
Central States Fair	Holiday Inn Express Rapid City	Napa Custer	TDG
Outdoor Arena		Nash Finch	The Man Salon
Central States Fair West	Hot SPrings Public Library	National Guard, Rapid	
Parking Lot	Huron Armory	City	The Tennis Center
Chappell County Annex Biuld	Huron SDNG Cold Storage	Neugebauer's	WAVI
Chappell Court House	IHS Street Lights	Northern Hills Dental	Who's Hobby
Cheyenne Solar Lighting	Iron Horse Inn	Outlaw Ranch	Wyoming Refinery
		Perdue Good	YES Realty
Cite Computer SErvices	Iron Man WArehouse	Pioneer Bank and Trust	

# K-12 LIGHTING PROJECTS

Armour	Douglas	Mt Vernon School District
Baltic	Gordon Rushville	Newell SChool District
Bennett County	Hitcock Tulare	Plankington
Bon Homme	Hot SPrings	Platte Geddes
Britton	Howard School District	Rosholt
Chamberlain Football Field	Huron SChool	Sisseton
Clark School	lpswich	Sturgis Gym
Colome School	Iroquois	Webster
Corsica-Stickney	Kimball High School	Wessington Springs
Crawford	Mary Lynch Elementary School	Whitewood
DeSmet	Meade County	
Deuel	Menno School District	



## **GENPRO ENERGY SOLUTIONS**

# CONTACT US

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