

truesouth

S O L A R

Commercial Solar Statement of Qualifications



Background

True South Solar (TSS) is a locally owned and operated, full-service solar design/build firm located in Ashland, Oregon. Founded in 2010 by Eric Hansen, True South Solar has been dedicated to supporting the Rogue Valley and currently has a staff of 30 local employees. As a mission-driven company, True South Solar has become a trusted resource for local businesses, contractors, and public entities looking to explore solar. TSS is committed to quality solar design and installation practices, and with 1,100 different solar installations, TSS is able to do quality work while maintaining an internal installation team that is efficient and accurate.

TSS's mission is "solar for everyone and best jobs ever." When Eric started this company, he believed strongly that he could create a company that was driven by the mission of solar, but that also was able to drive this renewable and sustainable drive through education and reeducation. Solar has evolved over the last 15 years and has become a practical solution for many businesses and homeowners. We support all our local electrical apprenticeship programs and encourage our staff to enroll while offering support while doing so. We are not a registered MWESB firm.

In addition to TSS's stated mission, the company and its employees are also very strongly connected to the Rogue Valley. Each year we extend 8 paid hours to each of our employees to donate their time to their charity of choice. We believe in giving to our community as well as supporting our families at TSS. True South Solar has also donated tens of thousands of dollars to local schools and organizations over the years, as well as countless hours donating time to workshops and consulting services.



Key Personnel



Lance Aryeff

Supervising Electrician/Field Manager
lance@truesouthsolar.net
General Supervising Electrician- License No: 6476S
19 years as an electrician.

Wade Bischoff

Commercial Development Advisor
wade@truesouthsolar.net
10 years of experience in solar sales, 15 years of experience in energy analysis and consulting.



Jamie Cavener

Commercial Development Advisor
jamie@truesouthsolar.net
15 years of combined experience in sales management, project management, and construction.

Shawn Schreiner

Technical Sales Manager
shawn@truesouthsolar.net
Licensed solar electrician - LRT49
30 years' experience in construction; 12 years as a solar electrician and designer. More than 100 projects of similar scope.



Eric Hansen

Founding Owner
hansen@truesouthsolar.net
Licensed solar electrician – LRT19
20 years of experience as a solar electrician and installer
More than 100 projects of similar scope.

Aaron Westbrooks

Project Manager
aaron@truesouthsolar.net
6 years of experience in project management and construction.





A 200 kW ground-mounted solar array at Ashland Middle School, installed in 2023.

Scope of Services

True South Solar specializes in the design and construction of high-quality solar photovoltaic systems. Whether you are an owner, architect, engineer, or contractor, our team of skilled renewable energy experts is ready to assist you at any stage of your project.

Project Development

- * Feasibility assessments
- * Site selection
- * PV system sizing and design
- * Production modeling
- * Financial modeling

Project Funding

- * Grant applications
- * Incentive filing
- * Loan procurement
- * Tax credit consulting

Engineering/Procurement

- * Engineered submittals
- * Utility interconnection
- * Materials procurement

Construction

- * Turnkey construction
- * Licensed electricians
- * Licensed PV Installers
- * Large bonding capacity
- * O&M services

Operations & Maintenance

Our O&M experience is extensive and encompasses a broad selection of services from routine preventative maintenance, to pro-active monitoring of system performance and health. Regardless of size or type – even if we didn't originally install it – our team of O&M experts can develop a customized plan for your organization, or offer one of our standardized plans to best suit your needs.

Service Offerings

- * Administrative management
- * Corrective maintenance
- * System inspections
- * Preventative maintenance
- * Module cleanings
- * Remote monitoring for functionality

Competitive Prices

Our size, national affiliations, and premier standing with the nation's leading equipment manufacturers allows us to offer highly competitive prices, superior service, technical expertise, qualified personnel, and location.





In 2024, True South Solar installed a 109 kW solar array atop Central Point Elementary School along with a 250 kWh battery backup system as part of a community resilience project funded by the State of Oregon.

Commercial Solar Installation Experience

True South Solar has installed dozens of commercial solar projects around Southern Oregon since the company was founded in 2010. Commercial solar installations have increased dramatically over the past several years because the company has dedicated staff solely to developing commercial projects. Here are some of the larger projects:

Darex

In 2010, True South Solar installed its first commercial solar electric system for Darex (now called Work Sharp, based in Ashland). The 110.63 kW system generates over half of the company's annual electricity needs.

Ashland Food Coop

In 2017, True South installed a 39kW system for the Ashland Food Coop. The project cost \$108,976.

Oak Street Tank and Steel

In 2021, True South Solar installed a 200kW solar electric system on the Oak Street Tank and Steel building in Ashland. The project is a virtual net metering system that provides power for the Ashland Food Coop. The project cost \$211,488. (Project image on Page 5)

Solarize Rogue Community Solar

In 2023, True South Solar installed a 141kW rooftop solar project for Solarize Rogue. This system supplies energy to dozens of customers of Solarize Rogue, making use of Oregon's innovative community solar law. It is installed on an Oregon Shakespeare Festival production facility roof. The project cost \$282,000.

Ashland Middle School

In 2023, True South installed a 200kW ground-mounted solar electric system at Ashland Middle School. The project cost \$401,522. (Project image on page 4)

Terramai

In 2023, True South installed a 475kW solar electric system on the roof of a new building constructed by Terramai for wood product manufacturing in White City. The project cost \$939,416. This is the company's largest commercial solar installation to date. (Project image on page 1)

La Clinica

In 2024, the company installed 97kW on the roof of La Clinica's new Acute Care Clinic.

Southern Oregon University

In 2024, True South installed a large array at SOU. We covered the roof of the Lithia Pavillion sports facility with 200kW of solar. (Project image on page 2)

Central Point Elementary

In 2024, True South Solar installed a 109 kW solar array atop Central Point Elementary School along with a 250 kWh battery backup system as part of a community resilience project funded by the State of Oregon. (Project image on page 6)

Ashland Solar Cooperative

In late 2024, True South installed a 152kW solar photovoltaic system for the Ashland Solar Cooperative. The Ashland Solar Co-op is a community-driven initiative that empowers residents to take collective action for renewable energy. By pooling resources, co-op members are able to access high-quality solar installations at a reasonable monthly cost, making solar power more accessible to a broader range of households. (Project image on page 9)

Other Commercial Projects

- Ace Hardware, Ashland, 28kW, \$62,357, 2020
- Ashland Automotive, 63kW, \$121,161, 2020
- Blue Marble Headquarters, Ashland, 38kW, \$108,124, 2022
- Cascade Fire Equipment, Medford, 116kW, \$209,889, 2020
- Clean Power Cooperative, Talent, 111kW, \$169,413, 2023
- Evergreen Bank, Ashland, 21kW, \$55,308, 2023
- Kriselle Winery, White City, 75kW, \$181,603, 2022
- La Clinica Acute Care Clinic, 97 kW, 2024
- Mt. Ashland Ski Area, Jackson County, 28kW, \$112,419, 2016
- Oregon Military Department, Grants Pass, 55kW, \$114,558, 2022
- Oregon Shakespeare Festival, multiple projects
- Rogue Valley Boys & Girls Club, multiple projects, 2022-2023
- Rogue Valley International Airport, 15kW, 2012
- Rusted Gate Farm, 85 kW, 2024
- Southern Oregon University, multiple projects
- Southern Oregon Subaru, Medford, 58kW, \$109,842, 2022
- United Methodist Church, Ashland, Ashland, 38kW, \$93,142, 2023



PR & Marketing

Interactive Kiosks

We can showcase your clean energy production with custom touchscreen monitoring kiosks. Feature photos of your project, information about your business or organization, and a live energy production feed.

Content Creation and Placement

Get media coverage about your solar project that strategically builds your brand in Southern Oregon. We generate content and provide media training for successful PR interactions.

Videos

Inspire your audience with the story of your transition to solar energy. Our marketing team offers quality video production services, including filming and editing. For example, [here is a video](#) we created for Dunbar Farms in 2024.

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