

verdesol



VerdeSol is a commercial solar design-build firm based on the US east coast. Our scope encompasses solar photovoltaic solutions for the industrial, commercial, agricultural, educational, and Caribbean markets. We're environmentalists and it shows in our strategic and value-oriented designs, adding to the success of our clients while making them a part of this world change.

Working with builders, architects, and business owners, VerdeSol is considered a forerunner among renewable energy consultants and turnkey integrators. We specialize in providing engineered solar PV solutions to include battery storage and microgrid systems.

We truly believe solar makes a difference and have been thinking this way for a very long time. Ever since our partner, Keith Freeman, installed his first commercial solar PV system, his passion for this industry has never waned, and he brings 40+ years of solar experience and renewable energy expertise to the table.



VerdeSol will take your commercial solar project from consultation and design through procurement, installation, and operation & maintenance. In other words, we will be there throughout the entire process to ensure a quality, optimal solution to your solar needs.

Our Partner and Portfolio Manager is a NABCEP Certified PV Installation Professional and holds a Solar Contractor's License.

VerdeSol is a Limited Liability Company registered in the State of South Carolina and a woman owned firm.

## Education

CCD Red Rocks, Colorado  
The University of Alabama

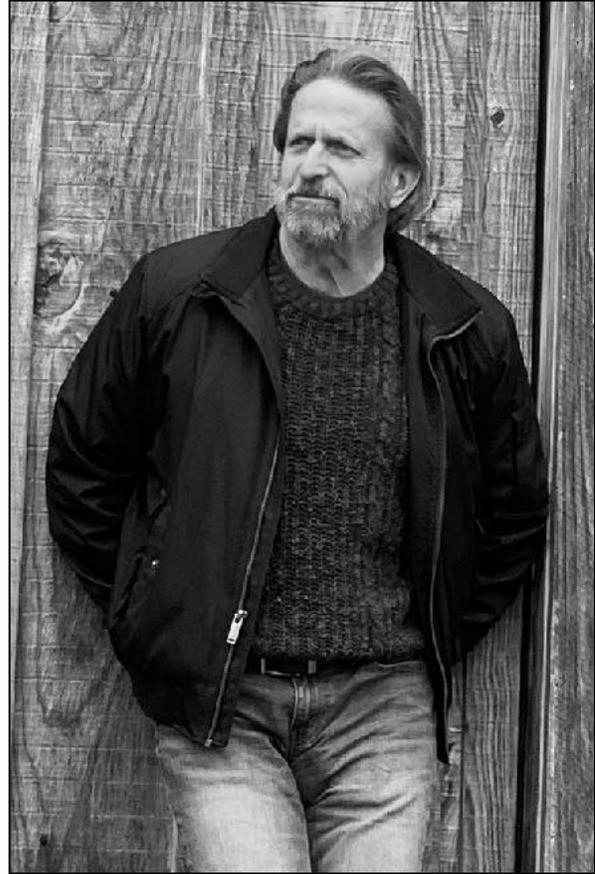
## Professional Certifications | Licenses

NABCEP Certified PV Installer  
Solar Contractor License

## Experience

Keith Freeman's solar expertise dates back to 1981 and he is now considered one of the most experienced professionals in the solar field. He handles the entirety of the project from design, procurement, installation, and commissioning, and is the sole source of responsibility and direct contact for all of VerdeSol's projects.

Keith has completed numerous projects around the world from Africa to the Caribbean and the entirety of the US, with notable clients such as Ted Turner, The Turner Group, The Westin Corporation, Orlando Utilities Commission, The Southern Company and multiple others.



## Relevant Projects

- The Westin Dawn Beach Resort & Spa
- Divi Little Bay Beach Resort
- Cyril E. King Airport
- TECO Manatee Viewing Center
- Orlando Utilities Commission
- Sustainable Fellwood III Senior Living
- Headquarters Honda
- Homewood Suites by Hilton
- Valencia College



## Education

Presbyterian College, Clinton SC

## Professional Memberships

SMPS (Society for Marketing Professional Services)

Savvy Giving by Design, Board Member

Foothills Trail Conservancy

## Experience

Sonya Cordina has been building business relationships since graduating from Presbyterian College and beginning her career as a portrait artist. She continued that entrepreneurial spirit to launch and operate a wholesale business for 14 years focusing on strong customer relations.

Most recently, her connections and 40-year knowledge of the Charleston area led to her success in business development with a local commercial architectural firm.

Along with Sonya's business development role with VerdeSol, she heads up the marketing department and is the direct accounting and administration contact.

Sonya kayaks and is an avid backpacker. She section hikes the Appalachian Trail among others along the foothills of the Southeast. It's her way of experiencing our environment through the natural beauty these waters and trails afford.



*"There has never been a more important factor involved in a business or personal relationship than trust. If you listen, execute your promises, and stay in touch, your clients will talk, value your services, and refer you to their colleagues."*





commercial solar solutions for a cooler environment

PROJECTS

# The Westin Dawn Beach Resort & Spa St. Maarten



Client:	Columbia Sussex for Westin
System Size:	755kW
Installation Type:	Ballasted Roof Mount
Modules:	Lightway
Number of Modules:	2,602
Completed:	2014

The Westin Dawn Beach Resort and Spa on the Caribbean island of St. Maarten utilizes solar to increase sustainability goals and offset energy consumption throughout the resort, and was the first Westin hotel or resort in the world to implement the use of large scale solar.

The solar photovoltaic system produces over 1m kWh's and avoids 1.9m pounds of Co2 emissions annually.

With sunshine nearly guaranteed year-round, Columbia Sussex saw only positive attributes to making this capital and environmental investment.



*“Keith’s ability to handle logistics for getting materials to the island and scheduling labor on such a large project was impressive.”*

*Sergo Buissereth  
Director of Engineering  
Westin Hotels and Resorts*



Client:	Divi Little Bay Beach Resort
Installation Type:	Ballasted Roof Mount
System Size:	157kW
Modules:	Canadian Solar
Number of Modules:	507
Completed:	2015



Divi Little Bay Beach Resort in Sint Maarten is situated on a semi-private peninsula just outside Phillipsburg on the island's Dutch side. Divi is a self-contained resort with 235 rooms, restaurants, pools, shops and markets along with other amenities.

This 157kW ballasted system designed to offset resort load and 165mph wind loading survived real world testing when Hurricane Irma blasted this Caribbean island in the fall of 2017. No modules were lost even after being exposed to 200+mph winds, although 16 were damaged by flying debris.

When the resort reopened in 2019 our O&M division returned to the island to procure and replace affected components and recommission the system.





Client:	Veterans General for C.E. King Airport
Installation Type:	Ground Mount
System Size:	455kW
Modules:	SolarWorld
Number of Modules:	1,834
Completed:	2011

The C.E. King Airport project was sponsored in part by the ARRA (American Recovery and Reinvestment Act), and a Joint Venture with the Department of Energy and Virgin Islands Port Authority which required all equipment to be of U.S. origin.

We utilized our own workforce as well as project interns from the University of the Virgin Islands, and had a project build of three months.

At the time of commissioning, the C.E. King solar project was the largest in the U.S. Virgin Islands and produced 15% of total airport energy needs.





Client:	Tampa Electric Company (TECO)
Installation Type:	Pole Mount
System Size:	32kW
Modules:	SunPower
Number of Modules:	120
Completed:	2010



The Manatee Viewing Center's mission is to educate the public about the Florida manatee and its habitat. The center is a state and federally designed sanctuary.

The 32kW pole mount system was designed and installed for Tampa Electric at the Manatee Viewing Center in Apollo Beach.

In two separate 16kW phases the solar project includes real-time and cumulative system production and emission offset data on an interactive monitor inside the education center.





Client:	Orlando Utilities Commission
Installation Type:	Rooftop Canopy
System Size:	32kW
Modules:	Sanyo HIP Modules
Number of Modules:	160
Completed:	2010



This high profile project for the Orlando Utilities Commission at Reliable Plaza, a LEED Gold certified administration center in downtown Orlando, showcases OUC's commitment to sustainability. OUC has recently been ranked as one of the most solar friendly utilities in the state of Florida.

With a cantilevered array structure twelve stories above street level, this project was challenging both logistically and during implementation.

As well as OUC, our utility company portfolio includes projects for Santee Cooper, Georgia Power, and the Georgia Green Power EMC.





Client:	Trident Sustainability
Installation Type:	Rooftop
System Size:	85.2kW
Modules:	SolarWorld
Number of Modules:	348
Completed:	2011

Sustainable Fellwood III Senior Living is an independent facility that is part of a \$50 million, 27 acre mixed-use affordable housing redevelopment.

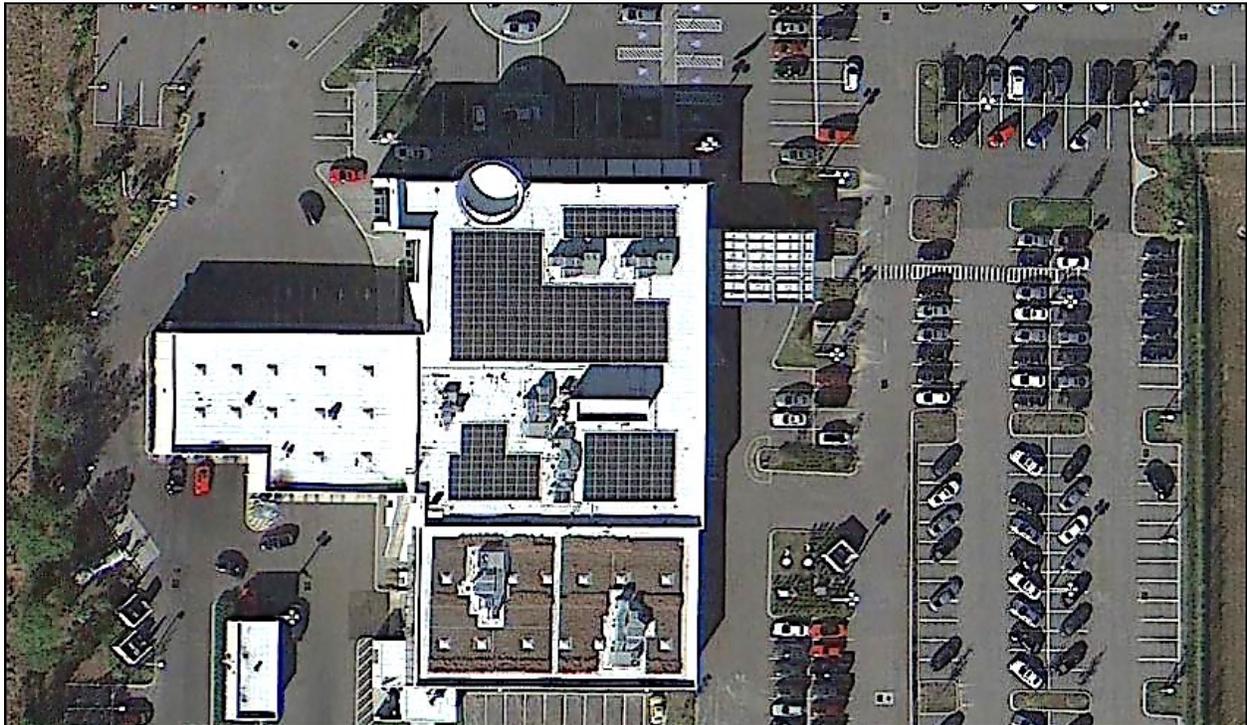
Coordinating with Trident Sustainability and Pimsler Hoss Architects on design of this 85.2kW PV project afforded the opportunity to keep integration of the PV system seamless and as noninvasive as possible.

This project is the first affordable housing project to be awarded LEED Platinum certification in the Savannah Region, and is also the first low-income housing tax credit certified project in the United States.



*"I've worked with Keith over the past 10 years on a number of projects in the Savannah area, including my own home. Keith's been a pleasure to work with and is always responsive, professional, knowledgeable and deeply passionate about renewable energy."*

*Tommy Linstroth, LEED Fellow  
CEO, Green Badger*



Client:	Tecta America for HQ Honda
Installation Type:	Ballasted Roof Mount
System Size:	127kW
Modules:	SunPower
Number of Modules:	416
Completed:	2010

Headquarter Honda is the first LEED platinum certified car dealership in Florida.

Along with a green roof covering 25% of the total roof space and water efficiency measures that include rainwater harvesting and recycling 41% of captured water, Headquarter Honda's 127kW PV system saves 35% of utility operating costs annually - on average.

The PV system utilizes SunPower's PowerGuard System which requires no roof penetrations, and has real-time and cumulative monitoring of system output and emission offsets displayed on a flatscreen in the dealership's lobby.





Client:	North Point Hospitality for Homewood Suites
Installation Type:	Rooftop
System Size:	23kW
Modules:	SolarWorld
Number of Modules:	84
Completed:	2015

Situated on River Street East in Savannah's famed Historic District, Homewood Suites was the first hotel in the city equipped with a solar PV system.

The PV array was specified to be elevated over 3' off the roof deck per owner's request to accommodate roof access and maintenance. Overlooking the Savannah River from the 8th floor roof, this system is designed to meet local jurisdictional requirements of 135mph wind loading.

The resort and hotel market is quickly becoming one of the fastest growing segments in our portfolio.



*"We chose to go with solar PV on the high roof because we want to see how it works here in Savannah and if we can scale it up to our larger projects both here in Savannah and elsewhere in the Southeast."*

*Whip Triplett  
Executive VP, North Point Hospitality*



Client:	APG for Valencia College
Installation Type:	Roof Mount
System Size:	102.5kW
Modules:	SunPower
Number of Modules:	336
Completed:	2010

The Valencia College University Center is a 100,000 sf, \$23 million facility that includes 40 classrooms, a state-of-the-art testing center, computer labs, faculty offices, and a cafe.

Our goal was to design a PV system that would offset 10+% of their annual electrical load within roof space and project budget parameters.

Teaming with APG Electric on this project allowed us to meet and exceed our goals as well as the university's.

The 102.5kW system includes an O&M plan and a monitoring system designed to be accessible for student interaction.





## LETTERS OF RECOMMENDATION



1/7/2020

Keith Freeman  
VerdeSol  
1657 Ware Bottom Lane  
Mount Pleasant, South Carolina 29464

LETTER OF RECOMMENDATION

I've known and worked with Keith Freeman on commercial solar PV projects since 2005.

His ability to understand project goals, as well as craft and implement solutions, is a skill set that has served him well over his years in the solar industry.

Keith's decades of experience in design, procurement, installation and commissioning of PV systems assures that all VerdeSol installations will perform beyond clients' expectations.

In the years we worked together I developed enduring respect for both Keith's work ethic and his problem-solving abilities. I can confidently say that he will provide a positive and beneficial resource for your commercial solar projects.

If you have any additional follow up questions, you may reach me via phone at (407) 907-2733 or email at [jszaro@sepapower.org](mailto:jszaro@sepapower.org).

Respectfully,

A handwritten signature in black ink that reads "Jennifer Szaro".

Jennifer Szaro  
Vice President, Research  
Smart Electric Power Alliance

# **ENERSOURCE LLC**

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February 14, 2020

Keith Freeman  
Partner | Portfolio Manager  
VerdeSol  
1657 Ware Bottom Lane  
Mount Pleasant, SC 29464

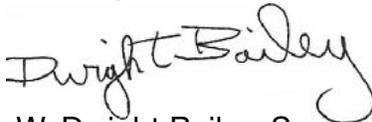
Dear Keith,

Knowing and working with you since 2003 while a U.S. Department of Energy (DOE) Southeast Regional Manager of clean energy technology programs, I've witnessed first-hand your extensive knowledge and passion for growing the commercial solar market and its practices.

As a result, I was eager to work with you as you formed the Georgia Chapter of the American Solar Energy Society (GSEA), and honored that I could represent the DOE in helping you develop the first Solar for Schools project in Georgia.

I sincerely wish you all the success in your continued efforts towards making a positive change to our environment through the expansion of sustainable and renewable energy.

Kind regards,



W. Dwight Bailey, Sr.  
President  
Enersource LLC

23 January 2020

RE: Keith Freeman Recommendation Letter

To whom it may concern:

Having known and worked with Keith Freeman for over 15 years, I have found that his experience of renewable energy systems, including design, procurement, handling statutory regulations, dealing with utility companies, product knowledge, and installation quality is best-in-class.

Furthermore, Keith brings an ethical and practical sensibility to a project. I know of one instance where Keith refused an installation due to poor location (i.e. orientation, shade, etc.) even though the owner wanted solar panels for "show." Many other providers would have proceeded anyway.

Anyone engaging Keith and his firm, VerdeSol, will certainly get a thorough, well-designed and well-installed system and can rest assured that the service they receive is excellent.

Sincerely,



Jeffrey G. Ross-Bain, PE  
President  
Ross-Bain Green Building, LLC



Sidney P. Smith, MD & Staff

900 Mohawk Street • Savannah, Georgia 31419  
(912) 925-0067 • (800) 599-0067 • (912) 927-0267

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February 4, 2020

Keith Freeman  
Partner | Portfolio Manager  
VerdeSol  
1657 Ware Bottom Lane  
Mount Pleasant, SC 29464

RE: Letter of Recommendation

To Whom It May Concern:

It is without reservation I recommend Keith Freeman as a solar consultant and solar installer. Keith installed the first Georgia Power connected home, business, and solar farm in Georgia. Subsequent to these installations with me, he has installed our commercial solar array in Hardeeville, South Carolina at my dermatology clinic.

I can without doubt attest to his expert knowledge and expertise through solar installation and solar integration into large grid networks. I would without hesitation use him as a solar contractor again when the opportunity arises.

Sincerely,

A handwritten signature in blue ink that reads "Sidney Paul Smith, III".

Sidney Paul Smith, III, M.D.

SPS/CETS/map

