

SOLAR

CAPABILITIES & EXPERIENCE



ABOUT KOKOSING

Kokosing operates one of the largest family-owned construction companies in the Midwest and Mid-Atlantic. Established in 1951, the Kokosing integrated family of companies delivers unwavering integrity and exceptional safety and quality providing extensive resources for our customers. Our primary business lines include renewable energy, water and wastewater, industrial, transportation, pipelines, and marine.

Kokosing has been part of the changing power landscape for the majority of the company's history. As an example, Kokosing self-performed >95% of the construction of a 940MW Combined Cycle Gas Turbine generating plant with 1,200 employees during peak construction. Kokosing has a long history of diversification, and in 2022 Kokosing acquired Third Sun Solar, Ohio's leading full service solar installation company. Kokosing Solar combines the experience of an established solar company (founded in 2000) while leveraging the tremendous engineering, project management, and craft-labor expertise of Kokosing.

\$2 BILLION ANNUAL REVENUE

3,500+ SEASONED TEAM MEMBERS

\$500 MILLION IN EQUIPMENT

AGGREGATE BONDING CAPACITY OF +\$6 BILLION

RANKED 49TH IN ENR TOP 400 CONTRACTORS

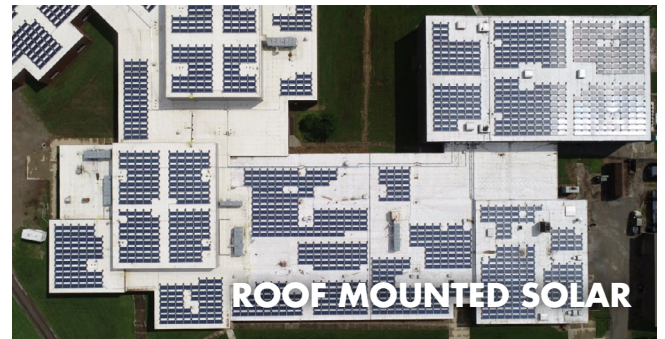
RANKED 49TH IN ENR'S TOP 100 CONTRACTORS BY NEW CONTRACTS

KOKOSING GROUP OF COMPANIES



KOKOSING HAS CAPABILITY TO DELIVER IT ALL

Kokosing has the capacity and experience to deliver your renewable energy projects without exception, ranging from challenging installation requirements to massive scale. Living our core values, operating with honesty and integrity, prioritizing your goals, striving to exceed your expectations.



SAFETY FIRST AND ZERO AT-RISK BEHAVIORS



Our core value, **Safety First!** is paramount in every task we do. It is conditioned that every team member is a safety leader who acts to identify, correct and/or report unsafe conditions; stops any unsafe act; takes personal responsibility for their and fellow team member safety; and works incident free. The drive to prevent injuries, illness and other incidents of loss commits us to Zero At-Risk Behaviors, which are fostered by:

- Treating every team member with respect, building trust, listening to understand their safety and health issues, and supporting each other to work safely and healthy
- Going beyond compliance with applicable rules and regulations to promote a Zero At-Risk Behavior culture
- Providing training that provides each team member with the knowledge, skills, and abilities to perform their assigned work
- Operating with leadership with safety heading the pack in all that we do
- Encouraging each other to be safety and health champions on and off the job (Safety 24/7)
- Holding each other accountable for superior safety and health practices and providing the leadership and resources to achieve our vision

CORE VALUES

Our Core Values are based on our company's highest priorities and deeply-held beliefs stemming from our founder, William Burgett. Our Core Values are the essence of Kokosing, the people who work here, and are the keys to what drives our decision making.

Our mission at Kokosing is to work safely and utilize fair and honest principles to develop well-satisfied customers while earning a reasonable profit and providing a level of growth that will meet the intrinsic needs of our employees.

- ✓ SAFETY FIRST
- ✓ HAVE CONCERN FOR THE WELL-BEING OF EVERY TEAM MEMBER
- ✓ OPERATE WITH HONESTY & INTEGRITY
- ✓ BE A GOOD MEMBER OF THE COMMUNITY
- ✓ CUSTOMER FOCUSED
- ✓ CONTINUOUSLY IMPROVE AND TAKE ON NEW CHALLENGES
- ✓ SHIRT-SLEEVE MANAGE
- ✓ FINANCIALLY STRONG

Bill Burgett
WILLIAM "BILL" BURGETT, FOUNDER

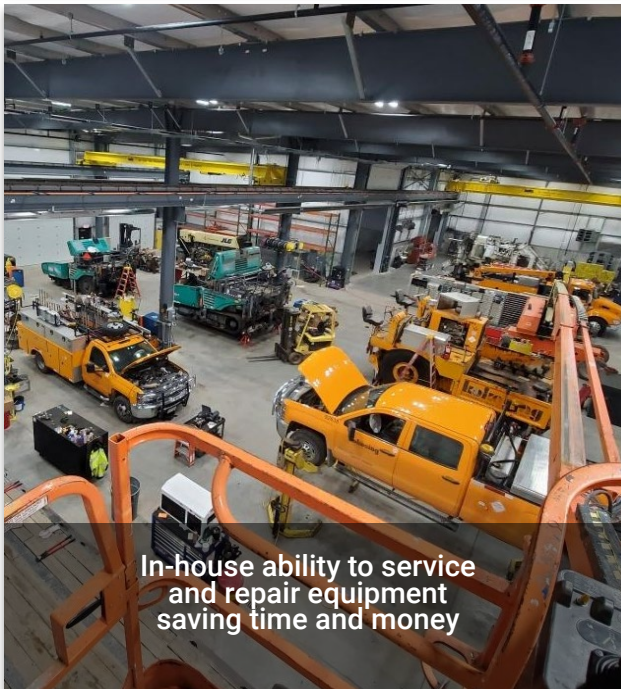
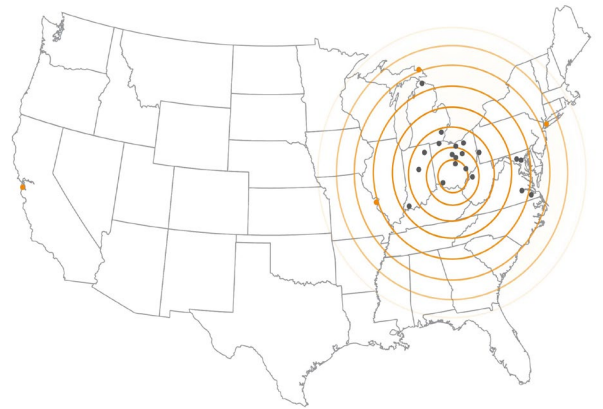
CAPACITY

As one of the largest self-performing contractors in the region, Kokosing has the financial stability and capacity to deliver even the largest construction projects.

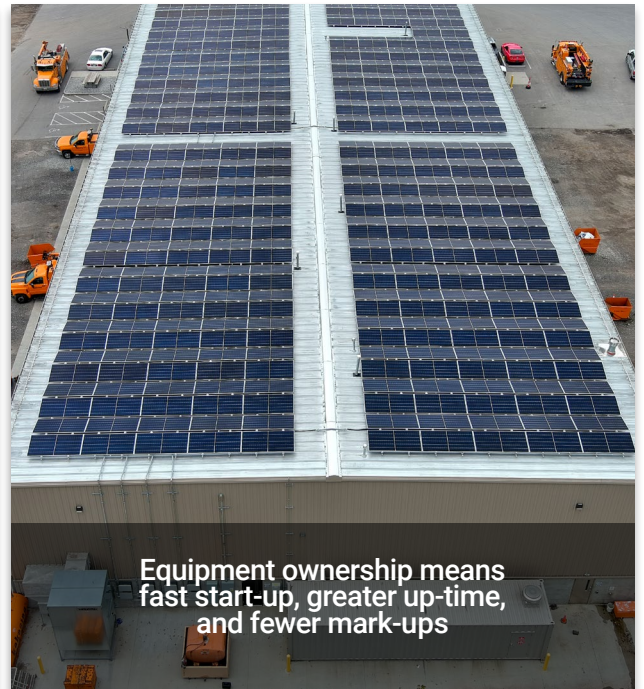
Kokosing is one of the largest equipment owners in the nation, providing project owners with the right equipment for the job. Equipment ownership provides project owners with immediate start-up, more up-time and less costly mark ups. Kokosing has the in-house capabilities to maintain, repair and customize equipment allowing us to remain on the cutting edge.



Over 1,200 pieces of
large equipment valued at
\$500 Million



In-house ability to service
and repair equipment
saving time and money



Equipment ownership means
fast start-up, greater up-time,
and fewer mark-ups

INTEGRATED SELF PERFORMANCE



Kokosing is a self-performing specialty contractor uniquely positioned to provide turn-key projects safely and reliably, using our own dedicated craft labor for electrical, mechanical and civil work. While many solar installers rely on the use of outsourced subcontracted labor, Kokosing has the advantage of self-performing these critical installation activities with dedicated, well trained team members aligned with Kokosing's core values, safety culture and long-term mission and vision. Utilizing in house craft labor provides safety, quality and schedule certainty.



PROCUREMENT STRENGTH



Our value proposition is based on long term financial payback and low life cycle costs. We are able to provide very competitive pricing due to our procurement advantage. Kokosing is a member of the Amicus Solar Cooperative, a group of 80+ solar EPC firms building more than \$2B of solar annually. This volume brings advantaged pricing and terms to our clients.



LABOR CERTAINTY

Kokosing Solar leverages our directly employed craft labor workforce to deliver fully compliant project labor packages. Our team ensures compliance with IRA regulations, assists with project registration, provides required documentation, and maintains standards throughout the project's lifecycle to maximize available tax credits.

Many states have additional domestic domiciled requirements. In these cases Kokosing Solar can often meet these thresholds with appropriate planning.



PRECONSTRUCTION & DEVELOPMENT ACTIVITIES



Kokosing Solar is a full service partner able to provide a variety of development phase activities. Preconstruction planning creates the foundation of an efficient project delivery and is at the forefront of our offerings. Utilizing an integrated EPC approach ensures that crucial elements such as concept development, geotechnical analysis, permitting, and site optimization are meticulously executed with constructability in mind. This approach reduces unpredictability in budget and installation costs and provides schedule certainty.



Our preconstruction services include:

- ➔ Feasibility Analysis & Consulting
- ➔ Environmental Permitting
- ➔ In House SWPP Expertise
- ➔ Zoning
- ➔ Ministerial Permitting
- ➔ Utility Interconnection



QUALITY ASSURANCE & QUALITY CONTROL

Kokosing has a mature, well-developed project delivery system that focuses on scheduling, cost control, quality management, and record-keeping. These systems utilize best in class and customized enterprise software tools, are compliant with ISO 9001 Quality Standards, and utilize a variety of internal processes to ensure a high-quality project is built and delivered. We take pride in the fact that our customers can confidently rely on us to meet all contractual, legal, and administrative requirements. We understand that the systems we design and build will be operational for over 30 years, underscoring the importance of quality construction.



OPERATIONS & MAINTENANCE SERVICES

The economic and environmental benefits of any solar PV system are tied to its long-term operational performance, underscoring the importance of preventative and corrective maintenance. By integrating design, construction, and O&M services, we lower long-term costs and maximize the financial return for our clients.





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