

THE HALO SOLAR ELECTRICAL CONTRACTOR CHANNEL PROGRAM



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COMPANY PROFILE

About Us



Personalized Service

Our goal is not just to sell solar, but instead to provide personalized service and offer education of its advantages to potential customers.



Customized Solar Solutions

We work on jobs ranging from commercial and industrial, to residential, rural, and even schools.



Certified Experts

Halo Solar was founded by long-time union electrical contractors serving mid-market businesses. Our experience helps us understand the challenges and opportunities that your business faces, and it allows us to craft a solar partnership that will propel your business forward.



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LET'S MAKE MONEY TOGETHER



THE HALO SOLAR ELECTRICAL CONTRACTOR CHANNEL PROGRAM

Overview

This program is designed to build a trusted relationship between Halo Solar and electrical contractors who have an interest in working in solar. Our belief begins with our desire to help our partners become more competitive and build revenue by partnering with Halo, a solar energy expert. The key elements of the program are as follows:

WHY MAY YOUR CUSTOMERS BE THINKING OF GOING SOLAR NOW?

Incentives + Net Metering

Current state and federal government incentives are at their highest value yet, making solar a great investment that is more affordable than ever. Net metering is also available for many customers at this time, but this is likely to go away in the near future.

Low Cost of Materials

The cost of materials in a solar system are at all-time lows, and may become more expensive in the future. Halo uses the best quality materials for maximum efficiency and ROI for each customer.

Changing Laws and Uncertainty

Though solar incentives are currently at their highest value yet, the future is uncertain and this may be impacted by the 2024 national election. Additionally, new laws in Illinois, like those in California, may force companies to spend money on renewables. Now is the best time for companies and organizations who want to benefit from renewable energy to make that investment.



WHY SHOULD AN ELECTRICAL CONTRACTOR CONSIDER PARTNERING WITH HALO SOLAR?



Solar is Complex

- Solar can be cumbersome with all of the government and utility regulations.
- It takes a lot of time to understand all of the intricacies of the solar industry.
- Many electrical contractors don't want the hassle of maintaining solar systems.

Growing Interest and Opportunity

- Customers are asking if solar is a good investment.
- Competitors are selling solar.
- We believe electrical contractors may be missing revenue opportunities.

WHY ARE ELECTRICAL CONTRACTORS PARTNERING WITH HALO?

- Halo will coordinate projects from start to interconnection and handle all of the paperwork to ensure your customers benefit from relevant incentive programs.
- Halo has a team of experts in all phases of a solar project: design, project management, consulting, and installation.
- We offer a turnkey process with 6 years of solar experience backed up by a 43-year successful electrical contractor.
- We offer financial experts to ensure your customer's investment has the best ROI possible.
- Our transparent process ensures excellent communications.



WHAT SHOULD YOU EXPECT FROM A PARTNERSHIP WITH HALO?

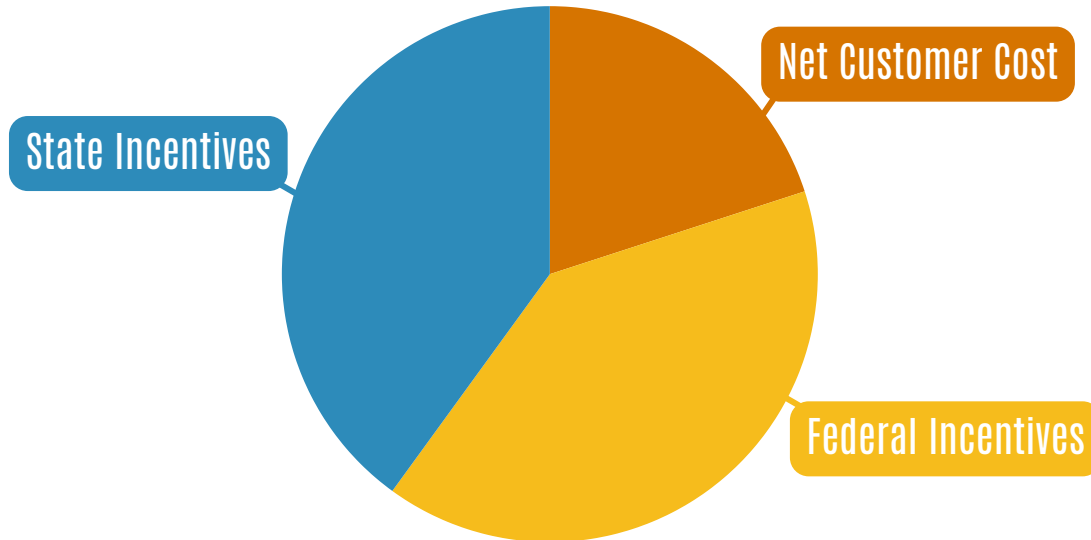


- Educational lunch & learns for all staff
- The best solar resource in Illinois
- A personal expert Solar Consultant
- Guidance through difficult bids and RFPs
- Marketing and Co-branding opportunities
- Non-compete assurance
- Additional revenue
- Protection from competitors



State and Federal Incentives

With the passage of the Inflation Reduction Act and the implementation of the Illinois Shines Program, the policy environment has never been better for solar energy. We'll help you analyze and understand the impact of all the available incentives on the economics of your customer's projects.



Illinois Shines State Incentives

Illinois Shines provides incentives for solar projects through the purchase of Renewable Energy Credits, or RECs, from Distributed Generation and Community Solar projects. RECs are units of currency that represent the environmental benefits that come from 1 Megawatt of electricity generated by a renewable energy source, like solar. Illinois Shines has set incentive amounts that are paid for RECs produced by solar projects participating in the Program. The incentives are paid to participating Approved Vendors, like Halo Solar, and those savings are then passed on to their customers. To learn more, go to www.illinoisshines.com.

Inflation Reduction Act Federal Tax Credit

President Biden signed the Inflation Reduction Act into law in 2022, which expanded the Federal Tax Credit for Solar Photovoltaics. This credit can be claimed on federal income taxes for a percentage of the cost of a solar system. Those who install a PV system between 2022 and 2032 will receive a 30% tax credit, but that will decrease to 26% for systems installed in 2033, and to 22% for systems installed in 2034.

Halo Solar as an Illinois Shines Approved Vendor

What is an Approved Vendor?

In the Illinois Shines Program, an **Approved Vendor** is a solar developer that is qualified to enroll solar project in the Illinois Shines Program. These entities also sell the Renewable Energy Credits ("RECs") generated from solar projects to the Contracting Utility - the utility company that has been assigned to buy the generated RECs from a given solar project.

Approved Vendors work with **Designees** to manage various aspects of a solar project and ensure customers are treated fairly and given accurate information regarding the Illinois Shines Program. Designees have direct contact with customers, and they may assist with the installation, marketing, lead generation, or sales of a solar system. By taking part in the Halo Solar Electrical Contractor program as an installer and partner, you will be required to register as a Designee with the Program, and Halo will guide you through that simple process every step of the way.

The Benefits of Working with an Approved Vendor

By working directly with an Approved Vendor, you and your customers will have access to reliable and timely information regarding the status of your customer's Illinois Shines applications and payments. Unlike other companies who use outside Approved Vendors for their projects, working directly with an Approved Vendor puts you right at the source for all Illinois Shines Program updates.

Minimum Equity Standards

In 2023, the Illinois Shines Program rolled out Minimum Equity Standards that all Approved Vendors and Designees in the program must comply with. Beginning in the 2023-2024 Illinois Shines Program year, each participating Designee must have a 10% minimum percentage of their project workforce made up of Equity Eligible Persons (EEPs). A equity eligible person is defined as:

1. Graduates or current or former participants in the Clean Jobs Workforce Network Program, Clean Energy Contractor Incubator Program, Illinois Climate Works Pre-apprentice Program, Returning Residents Clean Jobs Training Program, or the Clean Energy Primes Contractor Accelerator Program, and the solar training pipeline and multicultural jobs program created by FEJA
2. Persons who are graduates of or currently enrolled in the foster care system
3. Persons who were formerly incarcerated
4. Persons whose primary residence is in an equity eligible investment community

When you become a Designee with the Program, you will be required to submit a Minimum Equity Standard compliance plan, outlining how your company plans on complying with these standards. As a Designee under Halo, we will guide you through this process and assist in any way that we can to ensure you are able to continue working with us on Illinois Shines projects.



Roles and Responsibilities For:

HALO SOLAR

- Solar advisor and expert
- Training for partner staff on solar and best practices
- Dependable resource for bids and RFP
- Vendor for all agreed upon solar services
- Solar marketing partner
- All maintenance and warranty management responsibilities
- Assign dedicated consultant who knows your company
- Regular scheduled growth meetings



ELECTRICAL CONTRACTORS

- Register and maintain Designee status with Illinois Shines
- Install solar systems
- Provide all non-solar specific materials and equipment
- Learn best practices and talking points to create curiosity with customers and prospects
- Bring Halo into the process early
- Agree on marketing plans
- Regularly communicate with Halo
- Regularly scheduled strategy lunch & learns
- Learn the Halo sales process
- Provide regular prospects opportunities



Frequently Asked Questions

Who Acts as the General Contractor?

Halo Solar will be the general contractor for your solar projects.

Is Halo Solar Unionized?

Halo Solar is not unionized, but we do use unionized workers for our installations.

What will we need to provide as the Electrical Contractor?

The EC will be expected to provide all non-solar specific materials and equipment required for the job.

Will Halo Solar oversee the engineering process?

Halo Solar will provide all engineering plans through our list of certified engineers. If you would like to use a specific engineering firm, Halo Solar would be more than happy to work with the firm of your choice.

What co-branding options will be available?

Halo Solar will be available to help assist in the marketing of your solar offerings. We will help set up landing pages for your website that will help your customers understand your solar offerings, and provide co-branded print materials, like flyers and brochures, that can be passed along to your customers.

Who will own the SRECs?

Depending on the terms agreed upon in your customer's contract, Halo Solar or your customer will be the owner of the SRECs from a given solar array. As an electrical contractor, you will not be responsible for any of the paperwork needed for Illinois Shines incentives.

How will you benefit from partnering with Halo?

Halo Solar will provide you and your staff with regular Lunch & Learns from professional solar experts, as well as an assigned personal expert Solar Consultant to oversee all your specific needs. In addition to this, we will help guide you through difficult solar bids and RFPs, provide marketing and co-branding opportunities, offer non-compete assurance, and most importantly, bring you additional revenue.

Who handles system monitoring?

Once a system is installed, Halo Solar's team of experts will monitor your customers' systems and file warranty claims if there is a problem.