



SOLAR | PPA | RESIDENTIAL | COMMERCIAL

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Ionic Energy....Who are we?

From the beginning, we've sought to take incredibly powerful technology and make it accessible, relevant, and ultimately achievable. Over 7 million Californians live in communities governed by a homeowners association (HOA). Most of these residents do not have access to photovoltaic solar technology due to a combination of construction, legal, and financial constraints. We conceived and launched Ionic Energy as a completely singular organization dedicated to making solar accessible for everyone.

We have spent several years dedicated to simplifying the process; something that is important to our core values. We have worked closely with experts from around the world to help us understand every nuance of the global solar industry. This has profoundly impacted our organization.

For the first time, and with great intention, we have designed a solar program specifically for homeowners associations, commercial owners associations, and other non-profit organizations.

At the heart of our organization is a philosophy to save our clients money while doing what is right for both our clients and the environment.

"None of us is as smart as all of us"-- Ken Blanchard

We would like to introduce you to our stellar team.

FOUNDING PARTNERS

Nicholas Burton

Nick is an HOA professional with a formal education in real estate and land use, combined with finance. He started his professional career in real estate development as a construction and finance analyst where he formed several HOAs for new developments in Northern California. Nick also managed the legal real estate entitlement process for many of these projects. As a general contractor and real estate broker, Nick has used his considerable knowledge to form an HOA-specific construction management company which is currently servicing hundreds of residential and commercial properties on the West Coast. In the past 5 years, Nick has focused on strategic management for 1 million square feet of fiscally challenged commercial properties while continuing to manage millions of dollars of HOA construction projects annually.

With a background in real estate finance and his specific knowledge of HOA operations, it became readily apparent that solar for HOA communities was not only a viable option, it had the potential to save a tremendous amount of money for their associations. Nick witnessed firsthand dozens of failed attempts by solar vendors to install solar for HOA communities due to complexities surrounding construction, legal, and the financial hurdles that an HOA encounters. Nick began to address these

issues with his boots on the ground, meeting with attorneys and underwriters, educating banks and HOA managers, and ultimately outlining a groundbreaking, yet simplified process.

Nathan Andreatta

Nathan brings his considerable experience as a national sales manager for manufacturers in the consumer electronics realm to the table. Having dealt extensively with the development and launch of many products, his expertise in building expansive distribution channels and securing strategic relationships comes in key in identifying professional contractors and the sourcing of ideal solar equipment products for each individual project. His background in fostering quality client relationships is crucial to ensure a smooth process from initial HOA introduction, to the completion of a solar project. This year he has already managed over \$2 million of HOA reserve construction projects which has involved extensive interaction between residents, board members, and HOA management. In addition to overseeing our solar equipment supply chain, Nathan runs all solar production and financial models. He's currently modeling production for 6 Megawatts of HOA-specific solar projects with many new projects in the pipeline. Nathan has striven to present a solar program that is as simple and understandable as it is effective.

STRATEGIC PARTNERS

Our strategic partners offer significant value to our clients. While they are not financial partners in Ionic Energy, their services are included in our management fee. Our structure allows for no upfront costs or out of pocket expenses to our clients which helps tremendously in getting the projects off the ground and making them a reality.

Bruce Inman Esq.

Bruce Inman is a founding partner of Inman Law Group, LLP, which is located in Sacramento, California. Mr. Inman's law practice focuses on creating common interest developments and advising community associations. He has assisted clients in creating hundreds of developments, including master planned communities, attached, detached, mixed-use, and commercial planned development, and has extensive experience creating a variety of residential and commercial condominium projects. Bruce is a past chair of the California Building Industry Association/Department of Real Estate Council and former board member of a regional chapter of the Community Associations Institute. He is a regular featured speaker for the California North Chapter of the Community Associations Institute regarding community association legal issues.

Bruce's passion for delivering solar to HOAs was ignited in 2008 when the large economic downturn left many associations greatly underfunded. A great need was generated for associations to save money. With a complete understanding of the legal aspects needed to deliver solar to an HOA, Bruce conferred with Nick Burton to assess the construction and financial barriers to successfully delivering solar for HOA communities throughout California.

Dave Kenrow

Dave Kenrow is the owner of DWK Electrical design. As an electrical designer with 25 years of regional experience, Dave thoroughly understands all aspects of electrical design affecting solar installations.

The viability of solar for any large community depends greatly on the existing infrastructure serving the area. While able to tackle any electrical design task, Dave's specific experience and knowledge of high voltage transformer load capacity is especially valuable to our team.

What Ionic does for your Homeowners Association:

- Perform a comprehensive facilities analysis to assess existing infrastructure, including interior and exterior building construction methods, roofing types and materials, sizing and location of electrical service points, and existing electrical loads.
- Analyze electrical bills and perform a preliminary solar layout using modern 3D shade modeling software and financial tools.
- Review HOA governing documents including CC&R's and architectural review documents to assess community-specific restrictions affecting solar.
- Assess record maps to determine how title is held and recorded for common areas throughout the association. This step is critical in the loan underwriting process.
- Organize and promote community outreach and education for the solar project.
- Prepare legal documents specific to the client's needs. This includes amendments to CC&R's, voting ballots, and record maps.
- Prepare precise construction and equipment specifications and design standards. Prepare contractor bid package to obtain an "apples to apples" scope of work for bidding solar contractors.
- Solicit and obtain competitive bids from solar contractors for installation of equipment.
- Negotiate and obtain financing for clients based on their specific circumstances.
- Amend existing record maps necessary to establish a tax bill on common area association assets for financing if necessary.
- Manage construction from design to completion.