



**BAKER ELECTRIC
SOLAR**

FAST FACTS

Company Launched : March 2007

President : Ted Baker

Mission : The success of our business is founded on the capabilities of our people to meet and exceed the demands of our customers in an ever-changing alternative energy solution environment.

Location : 1298 Pacific Oaks Place, Escondido, CA 92029

Phone : (877) 543-8765

Media Contact : Brian Miliate, General Manager
Direct: (760) 690-5105 (not for publication) Fax: (760) 745-8214
Email: bmiliate@bakerelectricsolar.com

Website : www.bakerelectricsolar.com

Baker Companies Background : NB Baker Electric Inc. dba Baker Electric Solar (BES) provides residential and commercial photovoltaic solar power solutions. Baker Electric Solar is a division of privately-held and funded NB Baker Electric Inc. Baker Electric Inc. provides electrical construction and technology services for residential and commercial projects.

CA State License Board : CA C-10 #858088

Regions Served : San Diego, Riverside, Los Angeles, Orange, San Bernardino, Ventura and Imperial counties.

Markets : BES provides solar integration for existing homes, as well as new home construction. In addition the company meets the sustainable energy needs of commercial customers, public and private.

Pre-Construction Services : BES tackles complex solar projects with -- Conceptual Estimating, Value Engineering, Feasibility Studies, Engineering Reviews, Preconstruction Analysis and Constructability Reviews.

Services : Design / build and install renewable solar energy systems for new and existing homes, as well as businesses and government facilities. Experience allows BES to analyze electrical usage requirements and provide energy-saving solutions specific to individual project requirements. As an NB Baker Electric division – BES benefits customers by bringing over 70 years of electrical contracting experience to the design / build installation of residential and commercial solar systems. BES provides a free energy consultation.

Employees : As of 2011, Internal - 10; Field – On average 12 California State Certified Electricians.

Revenue : Projected 2011 \$9M 2010 \$6M 2009 \$3M 2008 \$1M

Certifications : BES employs North American Board of Certified Energy Practitioners (NABCEP), US Green Building Council, Leadership in Energy and Environmental Design (LEED) certified professionals.

Memberships : Solar Energy Industries Association (SEIA), Solar Electric Power Association (SEPA), American Solar Energy Society (ASES), National Electrical Contractors Association (NECA), American Subcontractors Association (ASA), Associated General Contractors of America (AGC), National Association of Women in Construction (NAWIC), San Diego Better Business Bureau (BBB) and Escondido Chamber of Commerce.

Community Involvement : Neville & Helen Baker Family Boys & Girls Club of Escondido, San Diego Food Bank, Make-a-Wish Foundation, Junior Achievement – Biz Town, Susan G. Komen Breast Cancer Foundation, YMCA of San Diego, ALS Association and more.

Accomplishments : #1 Sunpower Dealer in San Diego County 2010, Top 5 Largest Solar Dealer in County (according to California Solar Initiative data reported to California Public Utilities Commission)





BAKER ELECTRIC
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MANAGEMENT TEAM



Ted Baker
President



Brian Miliate
General Manager



Mark Johnson
Director of Sales & Marketing



Keith Randhahn
Operations Manager



John Gilmore
Residential Sales Manager



BAKER ELECTRIC
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EXECUTIVE PROFILES

TED BAKER, *President / Principal*

Ted Baker is a fourth generation principal at Baker Electric, Inc., a full-service, family-owned and operated electrical contracting firm, proudly serving as both a prime and subcontractor, since 1938. Ted has been part of the Senior Management team since 1994 and assumed the role of CEO / President of Baker Electric Inc. in 2000. In addition he serves as President of NB Baker Electric Inc. dba Baker Electric Solar launched in 2007. In his dual executive position Ted oversees a broad spectrum of multi-million dollar private, public and government contracts, including design/assist and design/build projects, throughout California.



Ted began his career in the electrical contracting industry at an early age with Baker Electric, working as a material handler, warehouseman and residential wireman, followed by a stint with an electrical distribution company. After earning his Bachelor's Degree at the University of San Diego, Ted entered the general contracting industry working in project management, gaining valuable industry exposure and knowledge prior to rejoining Baker Electric.

As Baker Electric Solar President, Ted oversees all financial, sales, estimating, and operational activities of the company in conjunction with General Manager Brian Miliate and the managerial team. He defines and implements the strategic plans of Baker Electric Solar staffed by 10+ in-house employees and 12+ state-certified electricians. The alternative energy provider performed in excess of \$6 million dollars in solar electrical construction in 2010 – over \$9 million projected for 2011.

Ted's attention is squarely focused on contributing to conservation and renewable energy efforts, all the while continuing to carry on the Baker Electric tradition of providing a proactive, collaborative approach to delivering technical, cost-effective and schedule-driven solutions. Solutions unparalleled in fulfilling customer needs and supporting Baker Electric Solar's overall success in winning work and executing today's cutting-edge projects.

BRIAN MILIATE, *General Manager*

Brian Miliate is the General Manager for Baker Electric Solar, a dba of NB Baker Electric, Inc. In his executive team role, he reports directly to President Ted Baker. Brian is responsible for the overall management and strategic positioning of Baker Electric Solar.

Brian launched his career with Baker Electric Inc. in 2006 as Chief Financial Officer. He continues to hold dual positions at the Escondido-based electrical contractor's headquarters. He is CFO at Baker Electric Inc. and the General Manager of Baker Electric Solar. Brian cultivates and fosters the strategic, financial and operational vision of the privately-held firms. He ensures the accurate financial reporting, budget management, forecasting, and overall implementation and management of financial and accounting practices necessary to safeguard and ensure Baker's continued, successful financial growth. A seasoned executive with over 24 years experience, Brian also monitors and coordinates the day-to-day operations of multiple accounting and information technology personnel under his charge.



After earning his Bachelor's Degree in Business Administration at San Diego State University, Brian held key roles building and leading several multi-million dollar corporations, including serving as Assistant Vice President of the third largest financial institution in California.

Brian is focused on mapping Baker Electric Solar's direction and growth, offering the right product and financing solutions, cost analysis, including risk management and issue resolution, assessing the benefits and contractual arrangements of joint venture and private construction negotiations, implementation and documentation of company-wide accounting systems, and assisting the President and Executive Team in identifying and developing new business opportunities.



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SOLAR PROJECT FACTS

Baker Electric Headquarters

Baker Electric Solar continues to grow with the photovoltaic (PV) industry, and our demonstration of commitment to green solutions grows with us. Our 85 kW rooftop installation was constructed at our Escondido Corporate Headquarters in 2009. Baker Electric Solar is currently involved in projects that range from 3 kilowatts to multi-megawatt in size. Relying on our 70-year history and experience, Baker Electric Solar will lead the PV industry and is quickly becoming a best-in-class regional PV integrator.



System Size: 85.68 kW

PV Surface Area: approx 4000 sq. ft.

272 Sunpower 315 Panels

Satcon Tech PVS-100 Inverter

BENEFITS

- Eliminates approximately 50% of SDGE bill
- 10-year system warranty, 25-year solar panel warranty
- High Efficiency Panels generate maximum production
- Will realize ROI in 6 years / cash flow positive in year 1
- Will reduce CO₂ emissions by 12.9 tons annually
- Over 25 years, CO₂ reduction is equivalent to taking 25.4 cars off the road or planting 41.3 acres of trees

Photovoltaic Residential Development Projects

Baker Electric Solar has installed solar on over 550 new construction homes in developments across San Diego and Orange Counties.

Contracted by new construction developers:	Pacific Highlands Ranch
Pardee Homes	196 installations
K. Hovanian Homes	530.4 kW total installed
Centex Homes	
Shea Homes	Ladera Ranch
Warmington Homes	366 installations
John Laing Homes	878.4 kW total installed
William Lyons Homes	
MBK Homes	TOTAL: 1.4 MW



Residential Solar Integration for Existing and Custom New Home Construction



Carlsbad Residence
(8 kW)



Encinitas Residence
(5.52 kW)

Over 2 MW in independent installations in San Diego County and Riverside County homes.

Baker Electric Solar contracted with individual homeowners and General Contractors to design and install custom solar solutions. BES solar systems achieve homeowner's goals of energy efficiency and reduction or elimination of their reliance on utility companies for electricity.



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Baker Electric, inc.
4 Generations since 1938

SOLAR PROJECT FACTS

COMMERCIAL SOLAR INSTALLED

PROJECT NAME	SYSTEM SIZE (kW)	TYPE
Pioneers Memorial Hospital	100	Ground
Philotechnics	18	Roof
Sony Headquarters	165	Roof
High Tech High	118	Roof
San Diego Community College	66	Roof
Baker Electric Headquarters	86	Roof
Carmel Valley Community Park Building	30	Roof
Hill Creek School - Santee	276	Shade Structures
Navy - Coronado BEQ 783,787	110	Roof
Palomar Community College	47	Roof
Copper Mountain College	242	Carport
Fort Rosecrans NCS	19	Roof
NAB Child Development Center	45	Roof, Carport
Interfaith Community Services	135	Various
Realty Income Corporation	80	Roof
Total Installed	1.5MW	

COMMERCIAL SOLAR UNDER CONTRACT (IN DEVELOPMENT)

PROJECT NAME	SYSTEM SIZE (kW)	TYPE
College of the Desert	80	Roof
P1019	30	Roof
BEQ 29 Palms	1500	Various
Red Cross	150	Roof
Hemet USD	4400	Various
Desert Regional Medical Center	400	Carport
P1029 Weapons & Field Training Battalion	100	Roof
SDCWA Headquarters San Diego	450	Various
SDCWA Escondido	170	Various
Total Under Contract	7.3MW	



* The above projects represent a sample of projects completed by Baker Electric Solar and Baker Electric, Inc.



**BAKER ELECTRIC
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IN THE NEWS

April 23, 2011

Earth Week Solar Workshop Presented by Baker Electric Solar
The North County Times, San Diego Source / The Daily Transcript, SignOn San Diego / Union Tribune, Zvents

March 28, 2011

Baker Electric Solar Names Keith Randhahn Operations Manager
San Diego Business Journal, RB News Journal, 4S Ranch / Back at the Ranch

March 14, 2011

Baker Electric Solar Makes 2011 Alternative Energy Supplier List
San Diego Business Journal

January 2011

Solar by Baker Electric Inc.
NECA Magazine Feature Article

July 19, 2010

Baker Electric Solar Ramps Up Power with New Installation
The Daily Transcript

November 8, 2009

Energy: Rooftop Solar Cells Blossom, Posing New Challenges for Power Grid
The North County Times

May 21, 2008

Escondido: Charter High School Could Add Solar Panels
The North County Times



MONDAY, JULY 19, 2010 • National Electrical Contractors Association (NECA) • THE DAILY TRANSCRIPT 3

Baker Electric Solar ramps up power with new installation

Seasoned solar contractor Baker Electric Solar completed installation of a photovoltaic solar system on the Baker Electric corporate headquarters. To date, it is the largest solar system installed on any San Diego-based solar installation company's facility. The 20,000-square-foot building is Baker's corporate office for all electrical contracting and solar operations. The new solar system will allow Baker to generate electricity that is not only renewable, but also significantly less expensive and more environmentally responsible than electricity they would otherwise purchase from their utility company.

"Baker Electric has been installing electrical systems — from residential housing to large-scale cogeneration power plants — in the Southern California area for over 70 years. We have installed solar systems for the past seven years — they are a natural extension of what we have done well for several decades," said Ted Baker, president of Baker Electric Inc. "As a photovoltaic industry contractor, it is important to us to know that what we are selling and installing has true value and legitimate benefits for our residential, commercial and governmental customers. Installing a large system on our facility reflects our commitment to and confidence in the photovoltaic solar industry's future."

The new system features the SunPower F40 Solar Roof Tile, the solar industry's first non-puncturing, rooftop product that combines a high-efficiency SunPower solar panel, frame and mounting system into a single pre-engineered unit. Tilted at a 10-degree angle, the F40 roof tile system significantly outperforms systems that are mounted flat onto commercial rooftops.

"We are pleased with our installation and the performance of the F40 roof tile technology," said Mark Johnson, director of sales and marketing for Baker Electric Solar. "The economic and environmental benefits of installing a solar system have become more evident to us the longer we have been in this market, facilitated, in part, by a program provided by the California Public Utility Commission. Through the California Solar Initiative, CPUC offers incentives to encourage systems to their homes or businesses."

The Baker Electric Solar team represents some of the best-trained and most knowledgeable renewable energy

leveraging the decades of electrical contracting experience of Baker Electric Inc. Contact Baker Electric Solar at 877-543-2763 or info@bakerelectricsolar.com





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COMMUNITY INVOLVEMENT

Baker Electric Solar and Baker Electric, Inc. Value Giving Back to Our Community

From charitable donations, sponsoring fundraising events, providing volunteers, to donating time and electrical resources...we enjoy giving back! Baker Electric has been giving to many organizations for many years. Below is a list of some of the wonderful community organizations we are proud to support!

Operation America Cares

San Marcos VIBE

The San Diego Food Bank

Make-A-Wish Foundation

Boys & Girls Club of Greater San Diego

California Highway Patrol

YMCA of San Diego

ALS Association – Fighting Lou Gehrig's Disease

TERI – Training Education & Research Institute

Junior Achievement – Biz Town

Susan G. Komen Breast Cancer Foundation

Casa de Amparo

Escondido History Center

The LR Green Educational Foundation

Shakti Rising – Changing Women's Lives in San Diego

Home Aid – Victorian Heights Housing for Homeless Families

The Lustgarten Foundation for Pancreatic Cancer Research

