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# Kendall Sustainable Infrastructure

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Leaders in Solar Development and Operation

January 2024

We believe that changing the way people get electricity and manage water can be done more resiliently and cleanly. Doing this improves the quality of life for all us.



We are successful because of our principles.



## About Us

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- ❖ Kendall Sustainable Infrastructure (KSI) is a pioneer in third party ownership of commercial-scale solar projects, and is a recognized leader in the business of owning and operating solar facilities since 2013. We are a values-driven organization focused on integrity, excellence in execution, and reliability during operation.
- ❖ KSI focuses on small to medium-sized distributed solar PV generation assets with typical capital requirements which range in size between 300kWDC to 15MWDC.
- ❖ We specialize in efficiently working through all development stages of a project's life. We have a national network of partners enabling us to bring a local presence to our projects.
- ❖ Our stakeholders and off-takers include municipalities, schools, hospitals, commercial, institutional and residential community solar.
- ❖ Our landowners include municipalities, schools, commercial rooftops owners, institutions and individuals.
- ❖ KSI has been named to the ImpactAssets 50 (a national recognition of impact managers) and is a member of SEIA.

# KSI History & Advantage

**KSI Founded:** 2013

**Total Solar Projects:** ~80

**Capacity in Operation or Construction:** ~130 MW

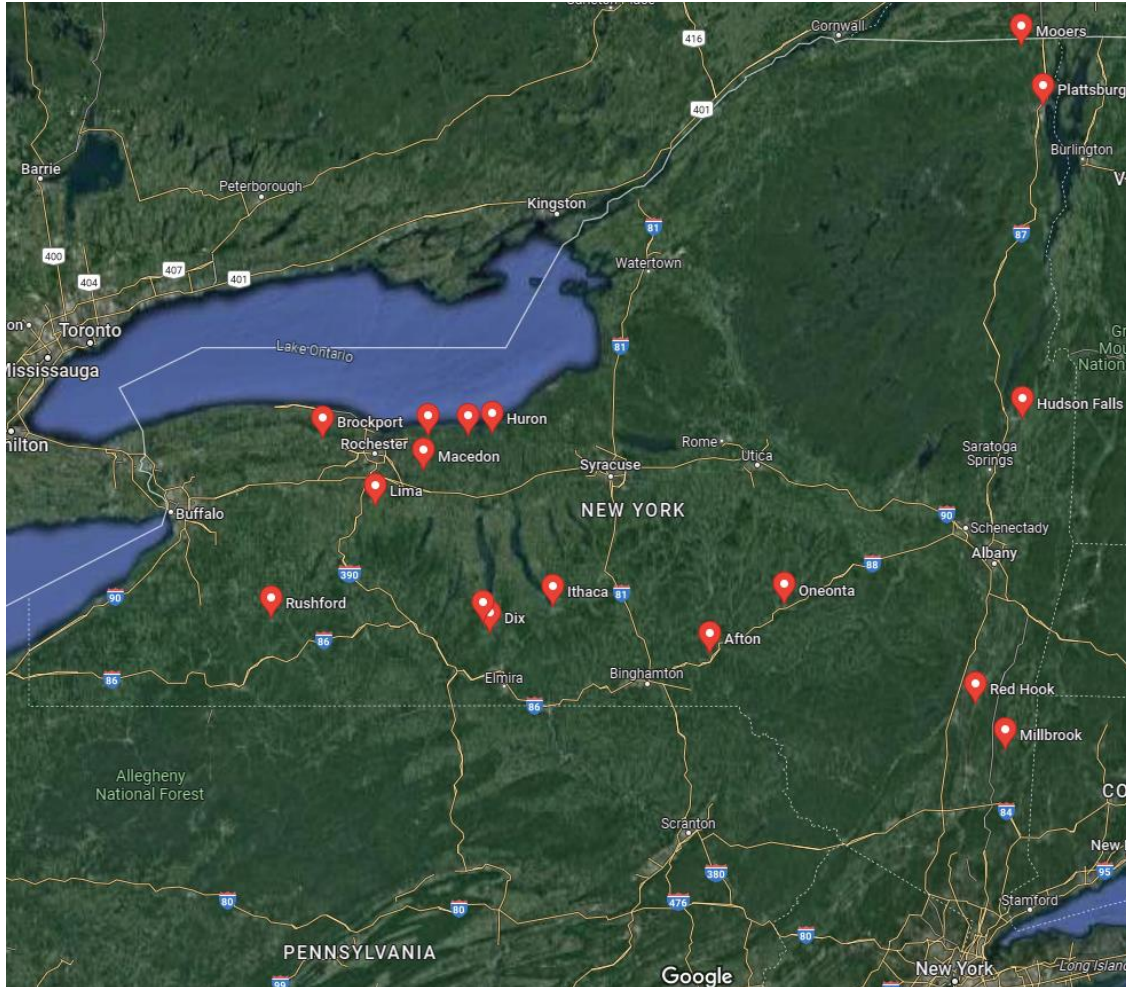
**Project sizes:** 200kW to 10+ MW

**Cumulative Capital Deployed:** ~\$300,000,000



- Relationship-focused business approach
- Best-in-class fund performance track record
- Robust established business processes in place for project development, project construction and asset management
- Deep industry expertise and connections
- Established relationships with a broad range of partners

# A Market Leader in New York



- Currently operating 50+ MW of solar assets in upstate New York
- An additional 20+ MW of solar assets scheduled to enter construction in 2024
- Strong knowledge of local policy considerations and proven relationships with state utilities (National Grid, NYSEG, etc.)
- Long-term partnership with GreenSpark Solar (based in Rochester) provides on-the-ground development and EPC resources



# Testimonials

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KSI develops projects across the United States and remains associated with our projects during operations. We are focused on building healthy, mutually beneficial relationships for our stakeholders, our partners and our customers. Good business starts with good relationships.

**Mark Magnan (Project Land Owner, fourth generation dairy farmer)**

*“Hosting a solar project on our dairy farm has made a positive difference for us. It continues a long tradition of doing all we can with our land for the benefit of our family, our business and our community. We not only host the array; we also use the power.”*

**Jeff Forward (Project Offtaker, Richmond Town Energy Coordinator & Facilities Coordinator for Chittenden East Schools)**

*“These are real dollars for these communities. The school district is saving an average teacher salary by participating in their net metering agreements. The Town is saving as much as we spend on maintenance for our library.”*

**James Moore (Project Development / EPC Partner)**

*“KSI has been great! They have been a truly aligned partner to our business over our last five years of working together. We all get to choose who we do business with and we take that decision very seriously. Kendall shares our desire to use business as a force for good and they are a valued partner. They have always funded on-time with no surprises. Their thoughtful approach and flexibility has increased the number of projects we’ve completed and made them easier to do. They have an in-depth understanding of the distributed solar sector and power markets more broadly. Their straight-dealing has reduced friction in our transactions and saved us money. We genuinely feel that the KSI team is committed to our growth, our bottom line, and our overall success.”*

For more information, please contact:



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Watch one of our installs:

<https://vimeo.com/266552061>

