


# Statement of Qualifications

**National Solar Technologies**



166 Taylor Drive  
Buffalo, NY 14043  
[www.nstsolar.com](http://www.nstsolar.com)



# About Us



Since 1997, National Solar Technologies (NST) has been an industry leader in the field of engineering and building commercial solar energy solutions. NST is based out of a 34,000 square foot facility in suburban Buffalo, NY. NST systems are built to last and engineered for reliability in all types of climates and locations around the world.

Our attention to detail when developing our systems allows for high reliability in austere environments. NST believes that making sure our customers are supplied with the most reliable system is our #1 priority. We go to great lengths to ensure that the systems we provide meet customers' expectations for reliability, quality and longevity.

**National Solar Technologies**  
your pathway to a brighter future



# NST Solar SERVICES

## Planning & Development

- Feasibility Studies
- Financial Analysis
- Energy Production Modeling
- Demand Analysis
- Best-Fit Technology Evaluation

## Design & Engineering

- Project Layout and Site Plan
- Electrical Design
- Project Estimation
- Plan Set Generation
- Energy Efficiency Analysis
- Equipment Load and Run-Time Analysis

## Financing

- Equipment Loans
- Project Loans
- Construction Loans
- Power Purchase Agreements

## Turnkey Installation

- Project Management
- Construction
- Performance Testing
- Commissioning
- Customer Training

## O&M

- Remote System Monitoring
- Troubleshooting
- Routine Maintenance
- Performance Verification



National Solar Technologies

# MARKET SECTORS

## RESIDENTIAL

At National Solar, we don't only build those big commercial projects you see on the news. Our experienced team can bring solar home for you by developing and installing a project to lower your electric bills and make your family lifestyle more sustainable.



## COMMERCIAL

At National Solar we think outside the box in order to create the best energy design for your building. Design includes best-fit technology for usage and demand offset, rate schedule analysis, and financing to create a turnkey package. This ensures an excellent payback and a great investment to help businesses thrive.



## GOVERNMENT

We have megawatts of experience designing and building public solar projects, working with state architects and responding to Requests for Proposals (RFPs). Our government project experience, financing options and demand control emphasis make us a rare breed when an RFP is out for bidding.



## Community Solar

Our talented Community Solar Development team is highly experienced at vetting target areas and projects, financial analyses and modeling, as well as system design. We take CDG projects from concept to COD. Our many partnerships with banks and investors make it easy for us to finance CDG projects.



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# SELECTED PROJECTS

# COMMERCIAL



The Raymond Corporation  
Greene, NY

Ballasted Roof Mount  
370 kW DC  
Panels: LG 415W  
Inverters: Solectria 50kW / 480V  
Completed: 2/2024

Premier Wine & Spirits  
Amherst, NY

Ballasted Roof Mount  
285 kW  
Panels: REC 385W  
Inverters: SMA 50kW 480V  
Completed: 3/2023



PREMIER WINE & SPIRITS





SELECTED PROJECTS

# Government

NYS Veterans Home, Phase II  
Oxford, NY

Fixed Tilt Ground Mount  
981 .2 kW DC  
Panels: ZNShine 540W  
Inverters: Solectria 166 kW 480V

Completed: 02/2024



NYS Niagara Regional Maintenance  
Niagara Falls, NY

Ballasted Roof Mount  
284.9 kW DC  
Panels: REC 385W  
Inverters: Enphase IQ7+ 208V

Completed: 03/2023



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SELECTED PROJECTS

# Community Solar



Broadway 1  
Depew, NY

Fixed Tilt – Ground Mounted  
7.2 MW  
Panels: Canadian Solar  
Inverters: SunGrow

Construction Completed: 05/2024

Site: 35 Acres

Utility Offtaker: NYSEG

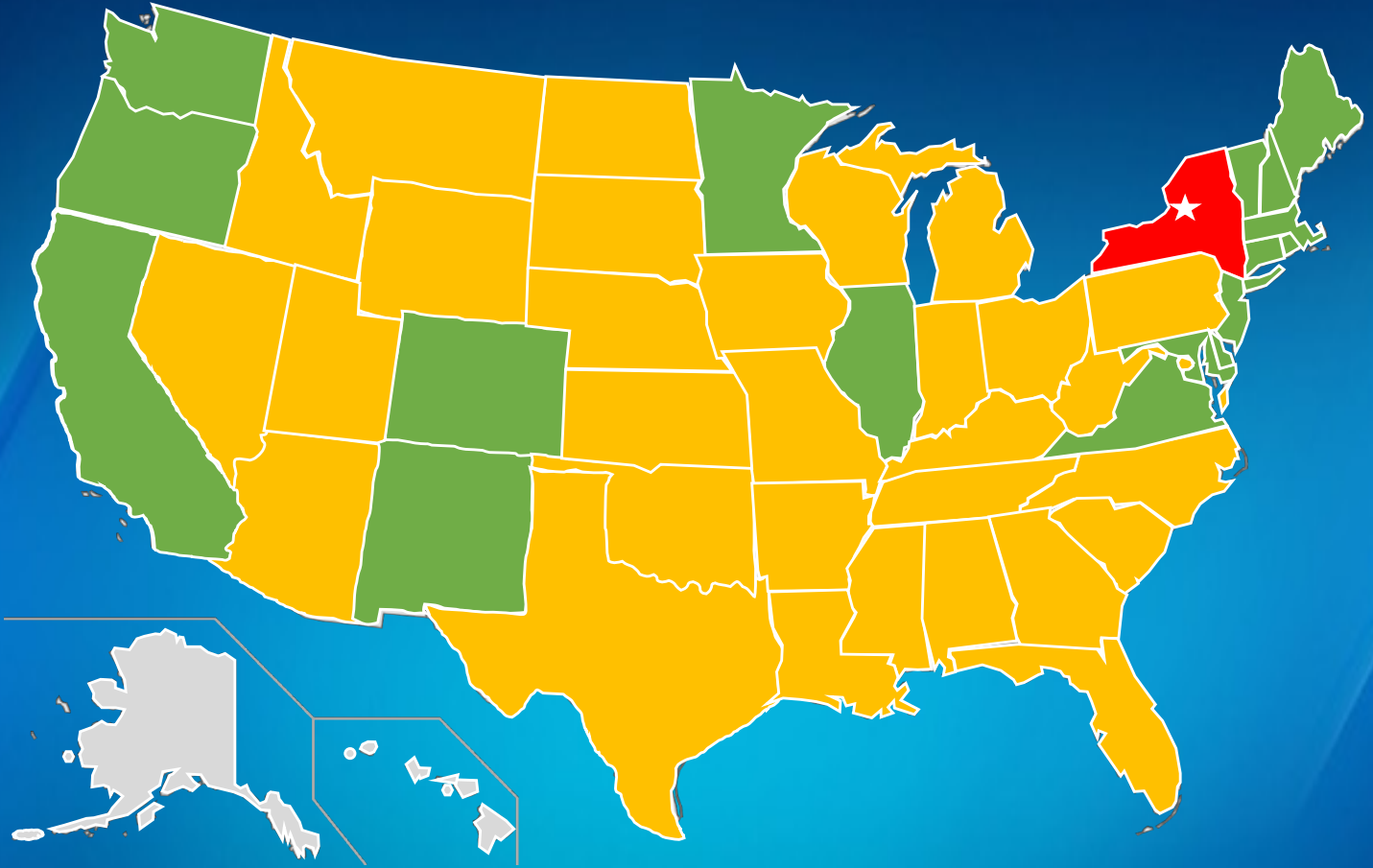
Program: Community Solar



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# Target Areas



- Residential ■
- Commercial ■
- Community Solar ■

HQ Location:  
★ Buffalo, NY



# TEAM



## **Paul Vargovich Jr. - President**

Paul boasts over 22 years at National Solar Technologies, where his pioneering work in New York's solar industry has marked him as a leader. As a NABCEP Certified PV Installation Professional, his expertise is globally recognized. Paul has led high-profile projects for clients like the US Army, Homeland Security, Marine Corps, and the Department of State, as well as various state and local governments. His academic background includes engineering from New Mexico State University and international business from SUNY Buffalo. As company President, Paul also contributes to engineering efforts, focusing on system design, power production, and equipment specifications.

## **Jim Bodecker – Director of Business Development**

Jim is a seasoned professional with a background in commercial insurance, solar energy, real estate, & development. Since embarking on his professional career in 2002, Jim has demonstrated a knack for driving growth and forging strong business relationships. In 2016, he expanded his portfolio to include real estate, where he has since been leveraging his knowledge to facilitate property transactions with a keen eye for detail. Two years later, in 2018, Jim ventured into the solar energy sector, specializing in both rooftop and ground-mount solar projects. His focus primarily lies in the business and development aspects of his projects, where he skillfully applies his extensive experience in finance and permitting to navigate the complexities of the industry.

## **Jeremy McCool – Project Manager**

Since 2013, Jeremy has played a critical role in the commercial and industrial (C&I) solar sector, with expertise spanning sales, development, project management, and construction management, as well as startup consulting. His experience includes a strong focus on PPA financing and grant writing, ensuring comprehensive support for solar project initiatives. Jeremy has successfully initiated and built C&I development teams for multiple companies, each now delivering multimillion-dollar projects annually. His depth of industry experience, combined with a focus on process optimization and efficiency, drives impactful and sustainable growth in solar project development.



# References



Michael Wise  
Director of Energy & Sustainability  
NY State Parks (Retired)  
(518) 466-6047  
Michael.wise96@gmail.com

Daniel Coughlin  
Project Manager  
Dormitory Authority State of New York (DASNY)  
(518) 588-3197  
dcoughlin@dasny.org



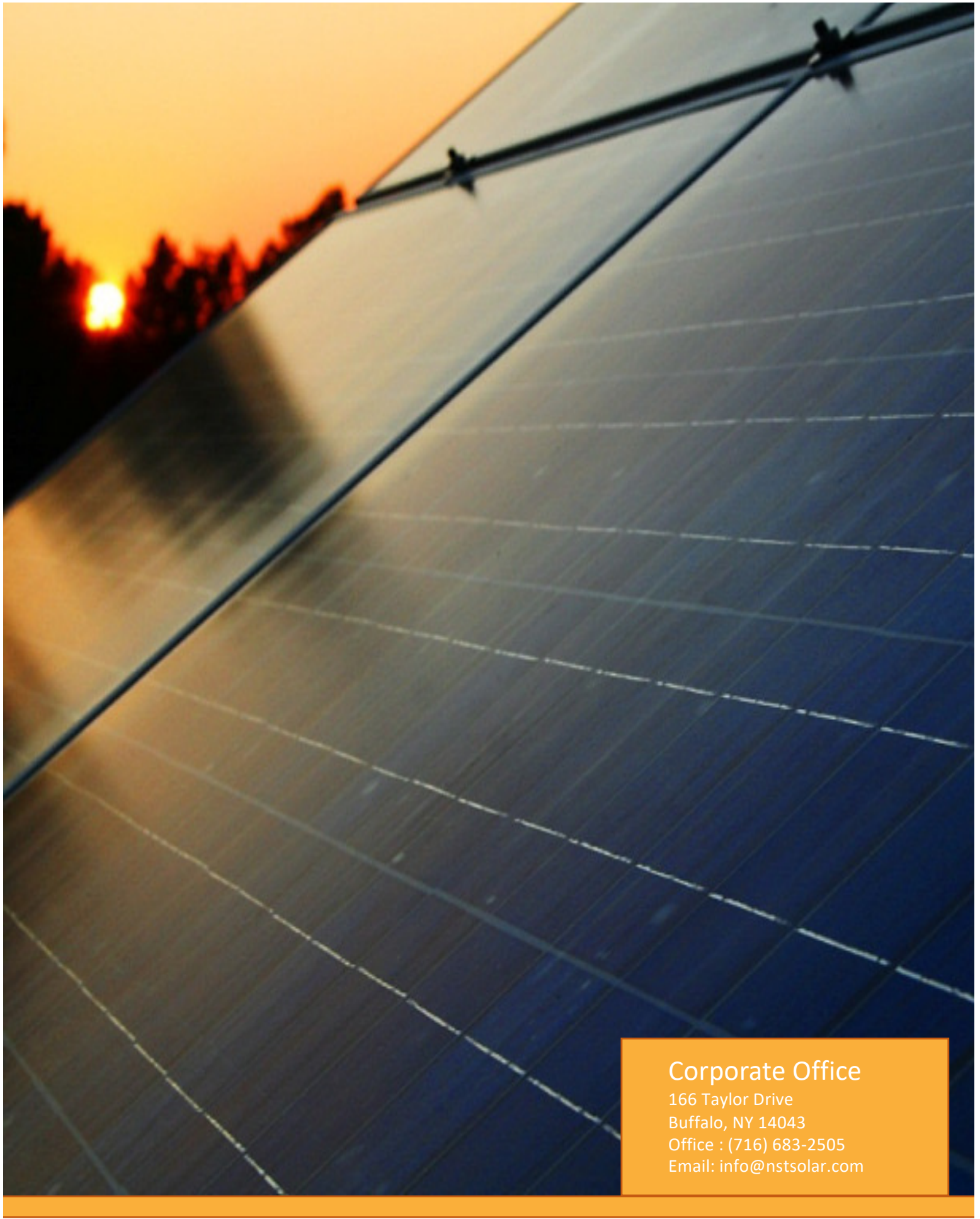
Daniel Marsland  
EH&S Business Partner  
The Raymond Corporation  
(315) 350-5269  
daniel.marsland@raymondcorp.com

James Morier, PE  
Energy Manager  
NYS Dept. of Environmental Conservation (DEC)  
(518) 225-1248  
James.morier@dec.ny.gov



Contact Information Available Upon Request.





## Corporate Office

166 Taylor Drive  
Buffalo, NY 14043  
Office : (716) 683-2505  
Email: [info@nstsolar.com](mailto:info@nstsolar.com)