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Record Local Sales Fuel Freedom Solar's San Antonio Expansion

Freedom Solar Posts Record Third Quarter 2020 Sales, Expands Footprint in San Antonio, Austin, Dallas, Houston, and Out-of-State Markets

SAN ANTONIO, TEXAS—November 23, 2020. Austin-based Freedom Solar, the leading turnkey solar energy installer in Texas and the longest-existing residential and commercial solar power provider in the state, today announced burgeoning San Antonio sales have prompted the company's move to a new, larger office and warehouse space in the Alamo City.

"San Antonio has proven to be an excellent market for us," said Freedom Solar CEO Bret Biggart. "That's not surprising, since it is one of the fastest-growing, most forward-thinking cities in the nation, with new businesses coming in every day, a lower cost of living than other big Texas cities, and a rich, diverse history and culture. Freedom Solar is bullish on San Antonio."

Freedom's new offices are located in north-central San Antonio at 12861 Wetmore Road near its intersection with Wurzbach Parkway. The new site offers 9,000 square feet of office area and 7,000 square feet of warehouse area, quadrupling the size of Freedom's previous locale. Stacked end-to-end and filling every square inch of space, the warehouse can accommodate 7,600 solar panels and will receive more than 2,000 solar modules per month.

Freedom Solar Regional Operations Manager Destiny Rosales oversees the San Antonio operations. The company currently employs 32 San Antonians and expects to have 40 local employees, including one new installer and eight canvassers, by the end of the year. Overall, the company employs 229, including 60 new employees hired over the past 60 days.

Among Freedom Solar's most recent commercial projects in San Antonio are:

- Sisters of the Holy Spirit and Mary Immaculate Church (installation pending materials delivery);
- Bienvivir Senior Health Services, a community-based healthcare facility (installation pending completion of construction);
- Schertz Car Wash (recently completed);
- Alsbury Farms Apartments (recently completed);
- Barrett Motors Jaguar and Land Rover of Boerne dealership (completed, recently featured in *Construction News* magazine); and
- Agave Apartments (completed).

Headquartered in Austin, Freedom Solar has thriving operations in the Austin, Houston, Dallas, and San Antonio areas. The company moved to larger offices in Austin and Houston last year, is expanding its footprint in San Antonio and Dallas, and recently opened offices in Colorado Springs and Denver, Colorado.

Company-wide, the third quarter of 2020 has been Freedom Solar's most profitable quarter since opening in 2007, with residential sales exceeding \$27 million. San Antonio sales have accounted for \$3.6 million of that total.

Year-to-date, Freedom Solar has installed 1,999 kilowatts (kW) of solar energy in San Antonio—including 851 kW in the third quarter—and expects to install a total of 3,531 kW by the end of 2020. Biggart said San Antonio residential sales have been positively impacted by incentives offered by CPS Energy, which offers \$2,500 per local residential installation.

Overall, Freedom Solar has seen record-breaking 2020 with residential sales of \$65 million year-to-date, and \$5.5 million in commercial sales, resulting in 50% year-over-year growth with more than 1,600 commercial and residential contracts. Historically, the company has seen its strongest performance during the third and fourth quarters of each year. This year, the solar giant is on track to achieve the most aggressive growth targets in its history, projecting sales over more than \$82 million in 2020. Freedom has installed 80 megawatts (MW) of solar power since its founding, capable of producing enough energy to power 8,500 Texas homes each year and reduce greenhouse gas emissions by a staggering amount equivalent to taking 100,438 cars off the road annually.

Biggart said the company's growth is, in part, due to an increase in commercial and residential sustainability practices. Over the past year, Freedom has seen a rise of interest in solar among Texas financial institutions, hotels, multi-family housing, automobile dealerships, and distribution centers. As the COVID-19 pandemic endures and people continue working from home, increased energy usage has become a motivating factor in homeowners' decisions to go solar. Similarly, corporations are discovering their employees want to work for and are motivated by a company that has a strong dedication to sustainability.

Freedom Solar was recently named to the *Austin Business Journal's* "Fast 50" companies ranking 15th in the over \$10M in revenue category which highlights the success stories of the 50 fastest-growing companies in Central Texas. In 2020, the *Austin American-Statesman* named Freedom Solar one of its "Top Workplaces," an annual award that recognizes companies where employees are valued, heard, and aligned with the company's vision.

"Going solar is becoming an increasingly affordable, sensible move for businesses and homeowners alike," Biggart said. "With the highest quality solar solutions on the market, competitive pricing, and excellent customer service, Freedom Solar expects to continue playing a vital role in solar energy's growth in Texas and nationwide."

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About Freedom Solar

Freedom Solar is the leader in turnkey solar installations in Texas, providing high-quality, cost-effective, reliable solar solutions for the residential and commercial markets. Also a Tesla Powerwall Certified Installer, Freedom Solar has installed more than 80 megawatts of solar panels since 2007 and ranks number 338 on Inc. magazine's 500 fastest-growing private companies in America. The company has been recognized by Austin Energy as the number-one supplier of residential solar systems in Austin, by GreenTechMedia as the largest residential solar installer in Texas for three years running, and by the Austin Business Journal as the fourth-fastest-growing company in Central Texas and an Austin Business Journal Fast 50 company in 2020 ranking 15th in the over \$10M in revenue category. Freedom Solar was named by the

Austin Business Journal as a Best Place to Work in 2020 and 2019 and was ranked 99th on the 2020 Top Solar Contractors List by Solar Power World magazine, up from 129th last year. Freedom Solar has completed projects for numerous corporate clients including Whole Foods, Office Depot, Lake Flato Architects, and The University of Texas, among others. For more information, visit <https://www.freedomsolarpower.com>.