

HIA-LI CEO BRIEF

FEATURING SCOTT MASKIN & MIKE BAILIS, CO-FOUNDERS OF SUNATION SOLAR SYSTEMS

In 1977, President Jimmy Carter addressed the nation on energy and put forth several initiatives to push the nation towards greater energy independence. Like many college students, Mike Bailis, who is now co-founder and Chief Sales Officer of SUNation Solar Systems, was struggling to pave his future. But when he heard President Carter's speech, he thought "Here is a war I can actually fight." Bailis graduated from SUNY Cortland with a bachelor's degree in economics and took to the road to network and learn about this new field of solar energy. He hitchhiked for four months and traveled over 10,000 miles across the country to absorb all he could about photovoltaic solar and solar hot water, ultimately working for SunPower Systems (no relation to SunPower Corporation) selling solar hot water in Arizona.

Bailis vowed that if the New York government ever passed a solar-related tax credit program which would make it more affordable for homeowners to adopt solar, he would move back to his home base on Long Island. That day came in 1981 when New York State passed its first energy tax credit. Just a few years later, President Ronald Reagan killed the alternative energy bills and tax credits, which unfortunately eliminated the industry. Bailis moved on to the heating and cooling business, but his passion for solar never dwindled. When LIPA presented an opportunity to offer solar at \$6 per watt – a way to entice potential providers, his interest piqued. He went to his cousin, Scott Maskin, who currently owned an electrical contracting business, and said, "We've got an opportunity to get into something really special."

Together, Mike and Scott took a chance on solar. Still keeping their day jobs, the duo founded SunPower Systems (named after Mike's first job and no relation to SunPower Corporation) and sold its first three solar systems in 2003, 16 in 2004, and 32 in 2005. In 2008, they took the leap and made solar a full-time job. They operated out of Mike's house and opened the first office in Oakdale soon after. That same year they joined



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SunPower Corporation, becoming a premier dealer, and officially changed their name to SUNation Solar Systems.

Since 2003, SUNation has grown to be one of the largest solar contractors in the Nassau/Suffolk Long Island region (PSEG territory) with over 2,100 Residential, Commercial and Municipal solar projects totaling over 23 Megawatts of solar installations, and saving Long Islanders well over \$4 million each year by powering their homes with the sun. SUNation, now a SunPower Elite Dealer, is the local solar expert trusted by Long Islanders for professionally installing the highest quality and most durable equipment. They have been voted Best of Long Island Solar Business for SEVEN years in a row, awarded the 2016 Business Achievement Award by HIA-LI, rated A+ with the Better Business Bureau, named a Great Place To Work in 2016, Top CEO 2016 by Long Island Business News, and earned a spot on

the prestigious Inc. 5000 list this year alongside the fastest-growing private companies in America.

SUNation also gives back to the community through their many charitable efforts as part of their not-for-profit corporation, SUNation Cares, which provides the gift of electricity to Long Island families in need. SUNation is a family that continues to grow and is projected to double its staff in the next 3 years. CEO Scott Maskin says, "We pride ourselves on our professionalism, customer service and providing the highest level of customer satisfaction. We want to make Long Island a better place to live for generations to come through clean, efficient solar power." Maskin continues, "Our focus is Long Island and our success is a result of the commitments to our neighbors." SUNation: Solar As It Should Be.

For more information, visit www.sunationsolarsystems.com