

May 21, 2021

Aida Camacho Board Secretary  
New Jersey Board of Public Utilities  
44 South Clinton Avenue  
Trenton, NJ 08625-0350  
board.secretary@bpu.nj.gov

RE: In the matter of the New Jersey 2019/2020 Solar Transition Solar  
Successor Program: Staff Straw Proposal  
DOCKET NO. QO20020184

Dear Secretary Camacho-Welch:

My name is Ken Heissler and I am the CEO and Co-Founder of QE Solar a New Jersey based company.

QE Solar is an independent operation and maintenance (O&M) service provider that delivers full-service solutions for commercial & industrial (C&I) solar and renewable power systems. We specialize in the O&M of photovoltaic (PV) systems, battery storage systems (BESS) and various other technical services associated with PV projects, including aerial drone/aircraft thermal imaging, PV commissioning services, and technical site audits to name a few. Through a wide breadth of service offerings, we dedicate ourselves to being a leader in the advancement of clean and renewable energy solutions in New Jersey and throughout the country.

QE Solar was founded in 2010 around the beginning of the solar boom in New Jersey and over the past 10 years has grown its business to manage and service over 2.5GW of C&I solar nationwide with about 650MW in New Jersey alone. Our technical staff has grown from a few employees to over 75 individuals of which 32 are in New Jersey, and with the continued growth of solar in New Jersey and around the country we are excited at the prospect and potential to create more jobs and support the renewable efforts for our communities and the environment. As a company, we are focused on trust, professionalism, quality services and staying ahead of the technical curve in the solar and renewables industry. As such, most jobs created are well paying STEM jobs and in fact over 75% of our staff have a STEM degree with our other technical staff being technicians, analysts and electricians.

Contributing to our growth story, is our partnership with PSE&G and its Solar 4 All® program. QE Solar began working with PSEG in 2016 and has since grown to service and manage its solar portfolio of approximately 117 MWs across 36 sites in New Jersey. From the beginning, PSE&G has been a strong supporter of QE Solar's growth, and a backbone for substantiating our reputation as a leader in the solar industry. PSE&G is dedicated to safely operating its solar sites as well as advancing the O&M procedures and processes through adopting technological innovations such as aerial thermography into their standard maintenance. Indeed, we share this same vision and mission. The relationship has been mutually beneficial to drive the solar industry to more efficient, safe and effective methods in managing solar generating facilities.

Moreover, supportive and trusted partnerships like PSE&G have assisted QE Solar in not only the advancement of our team and renewable initiatives, but also our technical footprint and capabilities.

For instance, we have recently completed the creation of our new office and central operations center here in Springfield, NJ which not only increases our square footage, but also our technical abilities to support our clients both remotely and on project sites. Our new facility has a state-of-the-art Network Operations Center, which manages our solar assets nationwide and will allow for scalable growth in solar and storage while remaining New Jersey based.

In sum, our passion is solar energy and our sole focus is helping customers like PSE&G optimize their renewable energy systems through proper O&M, technical services, commissioning, and education. Through our dedication to solar and renewable energy services as well as other green energy initiatives, like PSE&G, we are continually making strides to support the reduction of our planet's carbon footprint and contribute to New Jersey's clean energy goals.

We hope through the Solar Successor Program we can grow our relationship with PSE&G via EDC participation in larger-scale, grid-connected solar and energy storage sites. Continued growth of solar in New Jersey will allow us to hire for long-term, technical and well-paying jobs for residents.

At QE Solar we are Making Clean Energy More Efficient; and we hope PSE&G via the Solar Successor Program will be able to also help with that goal!

Sincerely,



Ken Heissler  
CEO & Co-Founder  
QE Solar LLC  
16 South Ave W, Suite 207  
Cranford, NJ 07016