

Made in the Mid-Willamette Valley: Advanced Energy Systems

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Company name: Advanced Energy Systems

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Business description: Full-service solar contractor: Our company develops solar projects for commercial, industrial, and residential applications. We accomplish all aspects of each project with our own in-house electrical team and deliver turn-key solar projects to our customers. Our experienced office team handles every aspect of the complex documentation required to receive state and federal tax credits, and Energy Trust of Oregon incentives.

Employees: 20

Business specialties: Full-service developer of solar projects for commercial and residential customers.

Business history: Advanced Energy Systems is Oregon's most experienced solar contracting firm with over 25 years in the business. Oregon owned and operated, our head office is in Eugene, with branch locations in Salem, Portland, Bend and Medford.

What is biggest advantage of doing business in the Mid-Willamette Valley: The biggest advantage is that we're centrally located and close to the state Legislature. Our industry is constantly evolving and changing with regulation and available incentives, so it's imperative that we stay involved with the Oregon Department of Energy. The Mid-Valley is also our home, so doing business here is convenient and enjoyable. We take pride in developing the solar industry with our clients and making a difference in Oregon.

Essential business philosophy: Do it right the first time and deliver an experience that exceeds the expectations of our clients.

Best way to stay competitive: Deliver successful projects over and over again! People take notice and tell their friends. Developing referral business is one of the most important ways that we stay competitive. Also, by managing our own in-house technical team with supervising electricians on staff, we're able to accomplish our projects without subcontracting any portion of the project out. By doing this we are able to control the quality of our projects and ensure



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Advanced Energy Systems develops solar projects for commercial, industrial and residential applications.

SEDCOR, the lead economic development agency for Marion and Polk counties, is pleased to offer you a glimpse of the multitude of products and services being manufactured and provided by local area companies. SEDCOR's membership is composed of more than 500 business and community leaders who support our mission to enhance and diversify the economy of the Mid-Willamette Valley.

that we deliver the very best in terms of product and customer service.

What is most challenging in work: Overcoming decades of outdated energy policy and educating the public about renewable energy technology and why this not only works, but why it is important to embrace. Also, the political maneuvering of the state causes our industry to constantly change and evolve. This requires that we stay current with federal and state laws and be agile to adapt to an ever-changing business landscape.

Best business decision: There have been a lot of great decisions over the years, but I would say that the best recent decision was to participate in the Extreme Makeover Home Edition where we installed a very nice solar project on the rooftop of the new facility for the Oregon School for the Deaf. This was a tremendous morale boost for our team, and we really enjoyed the opportunity to showcase this technology to a national audience.

What trends do you see happening in your industry: Growth industry-wide, as well as increased competition among solar contractors.

Company affiliations: SEDCOR

Major clients: Nike, Oregon Department of Transportation, Pepsi, University of Oregon, Kendall Toyota, Kettle Foods, Market of Choice, Power Equipment Systems and Nathan Levin Co.

For additional information contact SEDCOR at (503) 584-7303 or e-mail sappleby@sedcor.com.