

2021 TFS Annual Report



We at TFS completed 2021 like so much of the country - with high demand for our services and a shortage of people to handle all of the work. The year was marked by continued flexibility across the company in dealing with the ongoing pandemic. And through those challenges we found creative ways to stay connected as a team, continue to deliver the highest quality solar, innovate and invest in better processes, and delight our clients, furthering our mission to create enthusiasm for solar energy in southern Arizona on our path to a sustainable energy future.

Kevin Koch
Co-Founder, Co-Owner



TFS is a Public Benefit Corporation

A Public Benefit Corporation (PBC) is a corporate legal structure in Arizona, Colorado and many other states that engraves public benefits and purposes, such as the community and the environment, into a company's legal structure.

This helps ensure TFS's company mission remains intact for the long-haul and is an exciting divergence from corporate structures designed with mandates for shareholder primacy or profit maximization.

Each year since 2019, TFS publishes an annual PBC report to highlight the promotion of our mission and purpose. In addition to implementing high-quality, accessible clean energy, TFS's purpose is to strengthen our local community and economy, as well as to focus on people and planet, in addition to financial considerations.

The following report speaks to our efforts at contributing to the lives of our employees, to our community, and to the world we live in.

Third Party Standard



We selected the B Impact Assessment (BIA) as the third-party standard to assess our progress because it is the most widely used impact measurement tool in the world, used by more than 40,000 businesses to measure, compare, and improve their overall social and environmental performance.

Our Assessment

The BIA is governed by the nonprofit B Lab and is comprehensive, credible, transparent, and independent. Our most recent BIA (conducted triannually) resulted in an excellent B Impact Score of 135.10. B Lab has recognized TFS as one of "the best companies for the world" each year since 2015.

**TFS's
B Impact Score:**

135.1



Read more about our B Impact Score breakdown at TFSsolar.com/bcorp

2021 Solar Metrics

**4.7
MW**

of solar
installed
in 2021



423
Residential
Solar Systems

3.4 MW
Solar Capacity



14
Commercial
Solar Systems

1.3 MW
Solar Capacity



42
Battery Storage
Systems Installed



2021 Environmental Savings

Solar energy systems installed by TFS in 2021 account for an annual environmental offset of:



Water saved:
.....
3,938,664 gallons



CO2 offset:
.....
17,546,736 pounds



CO2 offset translates to:
.....
18,896,497 Miles Not Driven



2021 Commercial Solar

Notable commercial
installations completed
in 2021



Pascua Yaqui Tribe
System Size: 313 kW



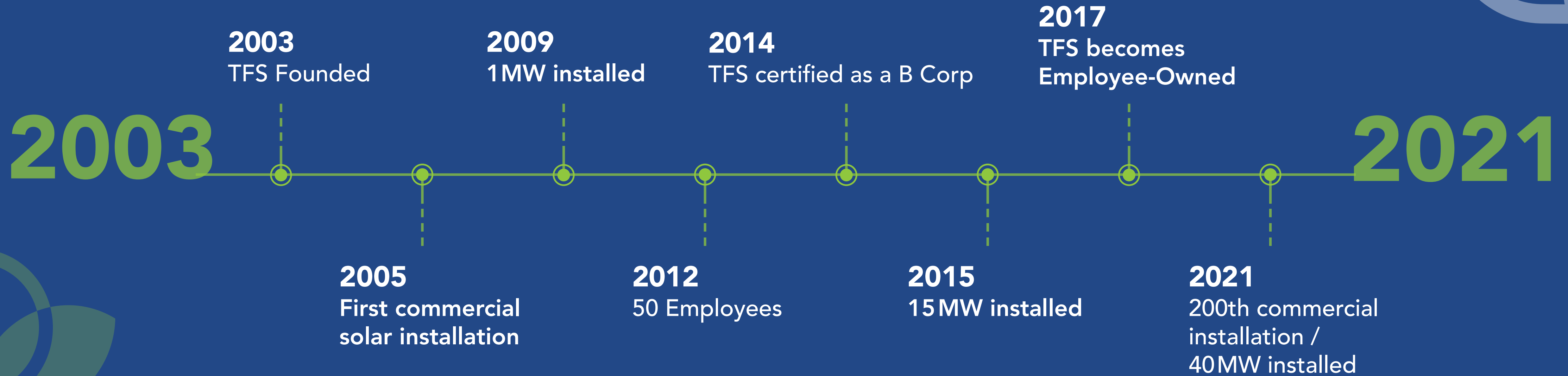
Dairy Queen
System Size: 93 & 59 kW



The Prime Leaf
System Size: 40 kW



TFS Timeline



TFS Pay Transparency

In 2021, TFS gave employees the chance to view compensation for all staff members, and to have open conversations about the details and any concerns or imbalances they perceived. Subsequent conversations with each other were encouraged in order to break down stigmas and taboos around discussing compensation. The process was scary and awkward at times, yet the results were overwhelmingly positive. We hope to build off of our success in 2022, as we repeat and refine the pay transparency process.

Opening the Books

In a continued investment in sustainability and reduced operating costs, in 2021 TFS installed a solar canopy at our new headquarters, purchased in 2020. We re-used the PV system from our old building and significantly expanded the system with 108 new panels. The new system provides shaded workspace along the south side of our building, and totals 52kw DC. The system was designed not only to cover the entire building's electricity needs, but also electric vehicle charging for our fleet. In addition to energy for our current EVs, it is capable of producing enough energy for a fleet of EV installation trucks, which we eagerly await. Inside, the Solar Edge/LG Chem battery system has been re-installed and, in the event of a utility outage, provides power to critical loads in the office. The PV system is a critical step in our journey to become a zero carbon operation.



Investments in Streamlining Solar

TFS is committed to improving the efficiency of solar for TFS and the industry as a whole. This year we put resources toward improved permitting and ground mount installation efficiency.

SolarAPP+

TFS partnered with Pima County, City of Tucson and National Renewable Energy Lab and others to pilot an online permitting solution, SolarAPP+. The successful pilot was rolled out to 8 other cities. SolarAPP automates many permits, reducing wait time and costs.

The Drill

A new tool, "The Drill," eliminates the need for concrete and reduces labor, lightening the environmental impact and lowering the price of ground mount solar installations.



Our Path Towards Zero Carbon

In 2021 we took a big step forward towards our goal of becoming a zero carbon operation.

Solar-Powered TFS!

In a continued investment in sustainability and reduced operating costs for electricity usage and transportation, TFS re-installed the PV system from our old building, and significantly added to it in 2021 on our new building. The new system provides shaded workspace along the south side of our building, and totals 52kw DC. The system was designed not only to cover the entire building's electricity needs, but also energy for our current EV charging needs, as well as future electric vehicle charging for EV trucks, which we eagerly await. Inside, the Solar Edge/LG Chem battery system has been re-installed and, in the event of a utility outage, provides power to critical loads in the office. The PV system is an essential step in our journey to become a zero carbon operation.



Employee Ownership

100% employee-owned since 2017, TFS now has 23 co-owners, with 3 added in 2021. Additionally, 2 non-owner employees and 6 former employees own capital in the company in the form of preferred stock. TFS contributes to the lives of our employees and their families through purpose-filled jobs that include living wages, profit sharing, benefits, and a path to ownership.



Individual Employee Impact



71 kW

Of solar capacity per employee



Each TFS staff member contributed to an average offset of:



61,541
Gallons of H2O



274,167
Lbs of CO2

per year for the life of these systems.



Pass the Sunshine

Through our **Pass the Sunshine** program, TFS donated to the following Tucson-based non-profit organizations in 2021:

Arizona Early Music
Arizona Homemade Artisans
Arizona Sonora Desert Museum
Borderlands Restoration Network
Camp Kesem Foundation
Candlelighters Foundation
Casa de los Ninos
Center for Biological Diversity
Community Food Bank
Community Gardens of Tucson
Emerge Center Against Domestic Violence
Friends of Ironwood Forest
Friends of Saguaro National Park
Habitat for Humanity
Humane Society of Southern Arizona
Iskashitaa Refugee Network
Lakeshore Learning
Living Streets Alliance
Pima County Animal Care
Sister Jose Women's Center
The Haven
Tucson Botanical Gardens
Tucson Concert Band
Tucson Electric Vehicle Assoc.
Tucson Girls Chorus
Vail School District
Watershed Management Group
Youth on Their Own

SERI Program

TFS is pleased to announce that the Solar Empowerment Program, a partnership with the Sonora Environmental Research Institute (SERI) and the Clean Energy Credit Union, got off the ground in 2021 and will be expanding in 2022. Working with SERI, we spent much of 2021 creating the program, working through challenges, and making improvements. We installed our first three systems, with plans for 10-15 more in 2022. TFS has donated \$100,000 towards the program, and individuals and community members are now donating funds to bolster the program. SERI identifies qualifying families who would like to go solar and the Solar Empowerment Program pays for half of the system cost with a loan available to cover the remainder.

Learn more at seriaz.org



40MW+
of solar installed

3,500+
customers served

19 Years
in operation

520.740.0736 | TFSsolar.com

ROC 310729, 310731, 310732

