

## INSIDE SAN DIEGO'S TOP COMPANIES

LOCAL COMPANIES SHARE THEIR STORIES OF SUCCESS, LEADERSHIP, INNOVATION AND COMMUNITY INVOLVEMENT



SunPower solar panels installed by Semper Solaris are expected to offset 95% of the homeowner's energy bill, even in the hot summer months

# Local, Veteran Owned Semper Solaris Wins SunPower Residential National Dealer of the Year Award



Kelly Shawhan (far left) and John Almond (middle, with trophy) receiving SunPower's Residential National Dealer of the Year Award in Phoenix

Local, San Diego solar company, Semper Solaris has been recognized for their outstanding contribution to the solar community. Semper Solaris is the winner of SunPower 2015 Residential National Dealer of the Year Award and 2014 Residential National Rising Star Award. These SunPower awards are significant in the solar industry. SunPower is the solar panel industry leader. For the past 30 years, SunPower has led the way in designing the most innovative and energy efficient solar panels in the world. So when SunPower says you're the best in the business, it carries some weight.

SunPower Business Units President, Howard Wenger, commends Semper Solaris on their achievements; "We congratulate Semper Solaris for their extraordinary performance in 2015. As a SunPower Elite Dealer, they have demonstrated an outstanding level of quality, innovation and commitment to customer value, and we look forward to their continued success in 2016."

Semper Solaris' success is particularly remarkable; given that they are a

**"Semper Solaris has demonstrated an outstanding level of quality, innovation and commitment to customer value"**

San Diego based solar company. According to the Solar Energy Industries Association, San Diego is the second biggest solar market in the world. Over 47,000 San Diegan families are now connected to solar power. For a local company like Semper Solaris to rise to the top of the San Diego solar market is an impressive accomplishment. Semper Solaris is the best solar company in San Diego and the United States, and has the SunPower award to back it up. So when you choose Semper Solaris, you are getting the best solar installer in the business and the best SunPower solar panels in the world.

### At Semper Solaris, Semper Fi is More than a Good Idea; It's a Commitment

For Kelly and John, choosing team members with integrity and loyalty is of utmost importance. Kelly says, "Communication is the key to a company. That's what engenders trust, we communicate very, very well with our people, and they pass that on to our customers."

Team member, David Fox, was quick to speak about how much he appreciates the heart of Semper Solaris. A former Marine, David found himself on unemployment before getting connected with Semper Solaris. John and Kelly were looking for someone to run the warehouse, a job that David, fondly called Sergeant Major by the team, was exceptionally qualified for. After meeting David, Kelly and John knew they found their guy. David has been with the company a year now and seen first hand how Semper Fi has worked its way into every aspect of the company.

David says, "the motto rubs off on everybody, former military or not. The key thing is respect, showing respect for the individual and respect for the customer. When we go to a home to do an install, we're there on time, we have all of the material to do the job - there are no half measures with anything. That's how veterans are trained and that's how our employees are trained. We get the job done right the first time."

David is especially appreciative of Kelly and John's leadership. David admires his bosses' dedication to providing excellent service and their care for every person who works at Semper Solaris. Since Kelly is a former Marine, David also feels a kinship with him. They share a motivation to get the job done the best and fastest they possibly can. David is quick to point out that Kelly and John, "are [both] so willing to listen to ideas, go back and forth, and figure out a common ground to get the job done." Semper Solaris is a company founded by veterans, working with veterans, and supporting veterans. At Semper Solaris, Semper Fi is more than a good idea; it's a commitment. As David says, everyone is expected to, "follow up, [and] follow through."



Kelly Shawhan's USMC awards, memorabilia, and accolades

## Semper Solaris Embodies the Values Learned from the Military in Everyday Business



Co-Owner and former USMC Officer Kelly Shawhan and his family



Co-Owner John Almond and his family

What makes Semper Solaris so great and why should you trust them to install your solar panels?

From the start, Semper Solaris was built on the military values of loyalty, duty, respect, selfless service, honor, integrity and personal courage. Co-founder Kelly Shawhan is a former US Marine Corps Officer who has taken the values and skills he learned from his service years and applied them to Semper Solaris.

In fact, the name of the business, Semper Solaris, reflects Kelly's determination to instill military values in his company. Semper Solaris is inspired by the Marine Corps motto, Semper Fidelis, which means always faithful. Kelly wants his entire solar company to reflect

this excellence inside the company and in customer's homes.

Military roots run deep for both Semper Solaris co-founders, Kelly Shawhan and John Almond. Not only is Kelly a veteran Marine, but so is his brother and father. John Almond's father spent his whole career in the military. Even as a civilian, John gets it. He understands the value of former service members' skills. Kelly and John try to hire as many veterans as possible. They strongly believe in the work ethic the military instills in service members and in helping out fellow service men and women.

When you talk to Kelly, he's passionate about helping former service members. He might even tell you the story of the jungle pact. In the

Philippines in 1985, Kelly made a promise with 13 other Marines after a long mission. That night, they swore, "If we ever got to a spot where we could help a Marine out, or any service member, where we could get them a job, buy them a beer, whatever the situation might be, we would do so, and we'd pass

**"If we ever got to a spot where we could help a Marine out, or any service member, we would do so, and we'd pass that legacy on so that they would be able to help another member."**

that legacy on so that they would be able to help another member." Kelly considers it a huge privilege to run a business built upon the promise he made all those years ago. Semper

Solaris is founded upon loyalty, exceptional customer service and a commitment to their team. As Kelly says, "All of us need to pay it forward and look out for our guys."

Both Kelly and John want to bring the excellence of the military into their business, as well as helping service men, women and their families. Whether it's first responders or fellow Marines, Semper Solaris gives discounts to all service members. Semper Solaris has done a lot of volunteer work for the San Diego Police Department, and they are always excited for the chance to serve the people who put their lives on the line every day.

As you can see, Kelly and John's loyalty to service members built the foundation for Semper Solaris' success. They don't just believe military values and loyalty are a good lifestyle, Kelly and John believe it's good business. Semper Solaris' success is also due to the dedication of their team members, many of whom are also former service members.

FOR MORE INFORMATION, CALL (619) 493-3830 OR VISIT [WWW.SEMPER SOLARIS.COM](http://WWW.SEMPER SOLARIS.COM)