

Business Builder

Business: Solar Panel Cleaning Specialists Ltd

Owner: Gary Webb



Developing a specialist business with Business Builder support

The Challenge

Tas Valley Exterior Cleaning had already built a strong local reputation, but Gary spotted a clear gap in the market: specialist solar panel cleaning.

Dirty solar panels can lose up to 40% of their output, meaning wasted energy and money for homes and businesses. Cleaning them requires delicate, specialist equipment—and Gary realised almost nobody was offering this service locally.

To respond quickly, he launched a dedicated business, The Solar Panel Cleaning Specialists, but needed equipment to provide the service safely and efficiently.

The Solution

With a Rural Capital Grant Business Builder, Gary invested in a cherry picker, allowing him to offer safe, high quality cleaning for both residential and commercial clients.

“The grant has had a massive impact on my business growth. It helped me act quickly, meet demand and offer a service that people really needed.”

The rapid expansion now means Gary is exploring opportunities to employ more staff to meet growing demand.

The Impact

The Business Builder funding has enabled Gary to:

- Move fast to fill a clear gap in the local market
- Offer a specialist service requiring dedicated equipment
- Improve safety and efficiency
- Increase capacity and take on more customers
- Plan for future job creation

“The application process was smooth, straightforward and incredibly helpful— I only wish I’d known about Business Builder support earlier.”

About Tas Valley Exterior Cleaning

Gary launched his first exterior cleaning business Tas Valley Exterior Cleaning in 2021, followed by Solar Panel Cleaning Specialists Ltd in 2024.

Thanks to strong demand and a rapidly expanding customer base, he is now planning to grow his team and continue expanding specialist services across the region.

The Business Builder programme has supported 472 businesses, providing advice and training, and has paid out £2.3 million in grants across Broadland and South Norfolk between late 2022 and February 2026.

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