



REP Request for Proposals for Solar Homeowners

July 14, 2022

Dear Retail Electricity Provider,

Solar United Neighbors is a national non-profit organization dedicated to representing the needs and interests of solar owners. We facilitate group buy programs for property owners interested in going solar and work to advance solar policy in Texas and national. At the very end of last year, we started receiving inquiries from solar owners in our membership that were struggling to find a buyback plan to complement their solar.

To address this issue, we [organized a pledge drive](#) among solar owners who were committed to switch to a plan from a Retail Electricity Provider (REP) that will:

- offer real choices and fair compensation for solar owners, including those that have battery storage systems
- credit rooftop solar owners at a 1:1 rate and allow credits to roll over from month to month.
- offer plans without additional fees for owning solar

We hope this effort will result in a win-win for REPs and solar homeowners whereby REPs can save on customer acquisition costs while earning credibility as a solar supporter while solar homeowners can access plan offerings that complement their solar. From our work analyzing retail plans that complement solar, we have observed that being on a plan that complements your energy production and consumption patterns saves people [\\$390 per year on average](#). Furthermore, more than 75% of solar owners we surveyed did best on a one-for-one or “net-metering” like plan without additional fees.

Timeline

1. RFP Issue Date: July 14, 2022
2. Proposals Due: August 26, 2022 at 5pm
3. Selection Committee Review: Week of September 12, 2022
4. Notice of Intent to Award: Week of September 12, 2022
5. Company Award Agreement Completed: Week of September 19, 2022

If you would like to submit a response to this RFP, please complete the attached RFP Response Template and return to txteam@solarunitedneighbors.org with the subject “TX REP RFP Response” by 5:00 pm on August 26.

If you feel that you would like to participate but the submission deadline is not feasible, please get in touch with us.

We look forward to receiving your submissions!

Best,

Hanna Mitchell
Program Director, Texas
Solar United Neighbors
txteam@solarunitedneighbors.org



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Addendum 1

July 18, 2022

Dear Retail Electricity Provider,

We are providing below additional background information for the previously issued Request for Proposals. This Addendum does not alter the schedule of the request.

Through our collaboration with Texas Power Guide, we have collected the following data from more than 1000 solar homeowners in the retail choice electricity market. While this data set is not necessarily specific to the group seeking a retailer, we believe these averages may be applied to the group of ~500 homeowners referenced in the RFP.

Average annual imported kWh: 11,607

Average annual exported kWh: 7,490

*Average export/import ratio: 80%

Average system size: 13.9kW

We hope this average customer data will be informative as you are considering a response to the RFP.

Best,

Hanna Mitchell
Program Director, Texas
Solar United Neighbors
txteam@solarunitedneighbors.org

* "Export/import ratio" means the percentage of electricity a customer generated and exported to the grid vs. how much they imported from the grid. Example: If they imported and paid for 1000 kWh each month, 40% export means in that same month they sent back 400 kWh of solar energy to the grid (back through their meter).



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Please respond to this RFP by completing the provided “RFP Response Template” Word doc.
The following are bid requirements and useful suggestions

Background

Our aim is to protect the investment of solar homeowners in Texas, encourage the continued expansion of solar homeowners as a customer class and encourage solar customers to continue contributing to the grid. This group continues to grow. Here are some current statistics about group members:

Total size: 520 (Count below is lower by county because we don't have county info for all signers)

Bell	8
Bexar	3
Brazoria	1
Brazos	1
Callahan	1
Cameron	4
Collin	35
Coryell	1
Dallas	50
Denton	8
Ector	2
Ellis	3
El Paso	3
Erath	1
Fort Bend	20
Galveston	2
Grayson	1
Harris	119
Hays	1
Hidalgo	8
Jefferson	1
Johnson	2
Mason	1
Matagorda	1
McLennan	11
Montgomery	7
Navarro	1
Nueces	1



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Refugio	1
Rockwall	1
Smith	2
Starr	1
Tarrant	76
Taylor	1
Travis	18
Van Zandt	1
Webb	2
Williamson	18

Scope of work

Services to be provided by Solar United Neighbors

1. Convene a selection committee comprised of volunteer homeowners and facilitate the selection of a single provider to work with the group
2. Provide a single point of contact for the selected provider
3. Connect all group members to the selected retail electricity provider
4. Recruit additional group members
5. Support group members as needed

Services to be provided by the Proposer

1. Provide a single point of contact with SUN
2. Provide clear information to SUN to distribute to group members on how to sign up for the selected retail electricity plan.
3. Provide information to SUN at a mutually agreed upon interval as to the enrollment status of all group members

Bid Requirements

- Complete answers to all questions in the response template
- Provide all required documents
- Explicitly state all recurring and one-time costs to be incurred by participating group members



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How the group will select a provider

After all interested bidders have submitted a proposal in response to this Request for Proposals, Solar United Neighbors will convene a selection committee of group members. This Selection Committee, consisting of homeowners participating in the group, will review the proposals. Each Selection Committee member signs a confidentiality agreement to keep your bid details private. The Committee will select **one Proposer** to provide a plan for all of the members of the group.

The process used to select the winning bid will be as follows:

1. Once Selection Committee members sign the confidentiality agreement, bids will be distributed to Selection Committee members along with a summary spreadsheet created by our staff.
2. Selection Committee members may review bids independently before meeting as a group.
3. Committee members will convene in one evening to review all bids and make a decision. During that meeting they will:
 - a. Discuss each bid
 - b. Select finalists
 - c. Contact the designated bid representative for each finalist **if** a bid component needs clarification. (Committee may decide not to contact finalists if no clarification is needed.)
 - d. Select a provider to service the group.