



Miami Valley Business and Non-Profit 2023 Solar Co-op RFP

07/12/2023

Dear Installer,

Thank you for your interest in our Miami Valley Business and Non-Profit 2023 Solar Co-op! We're excited to issue a Request For Proposal (RFP) on behalf of a group of 09 businesses and non-profits (with a goal of 50) in the Miami Valley area, Ohio. We've worked closely with community stakeholders and volunteers to recruit interested businesses and non-profits for this group.

We are issuing this RFP with the intent of selecting one company ("Proposer") to provide solar photovoltaic (PV) energy systems, and level 2 EV chargers for all the participating businesses and non-profits. This co-op includes schools, food banks, theaters, businesses, churches, and non-profits with roof areas ranging ~2,500 sq ft to 20,000+ sq ft with a mix of asphalt shingle, metal, and rubber membrane roofs and/or ground mounts. The Proposer will provide a single price/kW installed for the group and an installed price for level 2 EV chargers. This price will be offered to all businesses and non-profits participating in the group. The goal of the solar co-op is two-fold: (1) to enable the businesses/non-profits to receive competitive pricing on their solar and EV charger systems by proceeding as a group, and (2) to provide the project developer with an extensively pre-screened and well-educated group of customers.

Miami Valley Business and Non-Profit 2023 Solar Co-op Timeline

1. RFP Issue Date: 07/12/2023
2. **Proposals Due: 07/26/2023 by 5:00 pm ET**
3. Selection Committee Review: 08/21/2023 (tentative)
4. Notice of Intent to Award: 08/21/2023
5. Contract Negotiations Completed: 08/28/2023
6. Deadline for new co-op members to sign up: 09/30/2023
7. Deadline (tentative) for all site visits completed: 10/28/2023
8. Deadline (tentative) for all proposals to co-op members: 11/11/2023
9. Deadline (tentative) for all signed contracts: 11/30/2023

We are working to help as many businesses and non-profits go solar as possible. We also want to help grow a strong, vibrant solar market in the region. We've been organizing solar cooperatives since 2007, facilitating 397 different solar co-ops with thousands of co-op members, resulting in over 69 MW of contracted residential solar.

If you would like to submit a response to this RFP, please complete the attached RFP Response Template. Proposals are due to by upload on our website at RFP.solarunitedneighbors.org by 5:00 pm ET on 07/26/2023 (Late submissions will not be accepted).

Below you will find additional information and requirements for compiling a compelling proposal. If you have any questions about the process or expectations, please don't hesitate to email.

We look forward to receiving your submissions!

Best,

Mryia Williams
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Ohio Program Associate



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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

Scope of work

Services to be provided by Solar United Neighbors

1. Pre-screen businesses/non-profits by reviewing each roof via publicly available satellite imagery. Assessments performed by Solar United Neighbors are categorized by “Qualified”, “Maybe Qualified”, and “Disqualified” (based on shading, size, shape, orientation) and are not intended to be overly restrictive. Our goal is to find the balance between wasting a customer or the developer’s time and unnecessarily excluding business/non-profit.
2. Recruit businesses/non-profits after selection (see timeline above). We expect the numbers of businesses/non-profits to increase significantly by the end of the project cycle.
3. We’ll issue promotional materials (press release and social media posts, etc.) as well as work to generate local media attention. We’ll clear materials with you to the best of our ability. We will feature your company prominently while keeping bid details confidential.
4. Support businesses/non-profits and the selected developer throughout the process.
5. Host celebration of successful co-op and public recognition of the work of the installer.
6. Distribute information should any details about the RFP be clarified or changed during the RFP period.

Services to be provided by the Proposer

1. A custom proposal for each business/non-profit in the group based on the group pricing and component offerings outlined in bid. The proposal should include language that explains all the services provided in the turnkey price for the system (assessment, system design, permitting, installation, interconnection paperwork, etc.). Please provide us the first three (3) proposals you send to businesses/non-profits.
2. Site assessment, structural assessment, design, equipment procurement, installation, monitoring setup, financing, customer training (i.e. safety rules, monitoring, maintenance, how to deal with problems, etc.), permitting, and application/management of applicable incentives.
3. \$600 per signed contract to be paid to Solar United Neighbors as a development fee. This includes solar and solar + EV charger contracts. Contracts for EV chargers only (without solar) will be at \$75/signed contract. This fee should be incorporated into the \$/W price, not listed as an adder. We accept payment by check or ACH (electronic bank transfer).
4. Responsive communication with group members
5. Responsive communication and coordination with Solar United Neighbors about group and individual business/non-profit status.
6. Participate in public education/outreach events.
7. Installations performed in conformance with all applicable laws and codes, interconnection requirements for net-metered installations and any incentive-related installation requirements, rules, and timelines. Solar United Neighbors defers to the [SEIA Solar Business Code](#) as a determinant of fair, transparent business practices to ensure solar customers are treated in a fair and honest manner. In addition to the SEIA Code, Companies shall abide by the law and all applicable ethical business guidelines set forth by the Council of Better Business Bureaus (BBB),



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Federal Trade Commission (FTC), Consumer Financial Protection Bureau (CFPB), relevant state consumer protection bureaus, and other regulatory bodies with jurisdiction.

8. For installers that provide brokerage services for SRECs, installer may not obligate businesses/non-profits to sell SRECs to said installer. As long as businesses/non-profits retain ownership of the solar system, businesses/non-profits should be able to select their preferred broker, which may include installer. If businesses/non-profits opt for a PPA or leased system, installer may manage SRECs freely.

Bid Requirements

- **Offer a single purchase price (\$/watt) for all co-op members.**
 - This price will be offered to all of the businesses and non-profits participating in the solar co-op.
 - You may not exclude from your proposals any of the businesses/non-profits involved in this RFP.
 - You do not need to provide individualized proposals for each business/non-profit in this initial bid. If selected to develop the group of projects Proposer will provide individualized proposals for each business/non-profit.
- **Explicitly state any additional charges not included in the \$/watt price in the proposal** (e.g., charges for electrical upgrades, steep roofs, specific roofing types/materials, roof attachment methods/components, multiple array locations, small system size, customized racking, tree trimming, etc.)
 - The assumption is that all costs to most businesses/non-profits are factored into the base price, and that an additional charge, if necessary, is reserved for unique circumstances.
- **Consider all selection criteria when preparing your proposal.** Although the Selection Committee will look for aggressive pricing, price is **not** the only factor they will consider. Participants also value experience in the marketplace, quality system components, and strong warranties, among other factors. Solar co-ops should not be a “race to the bottom” in terms of system price and quality, nor do we want proposers to feel they must sacrifice quality in order to be selected.
- **Bid with PV modules that:**
 - Are listed and reviewed on the California Energy Commission list, '[Incentive Eligible Photovoltaic Modules in Compliance with SB1 Guidelines](#)' or installer must provide similar performance information for selection committee from an alternate source, or by referencing a CEC-listed panel from the same product family.
 - Have at least a 25-year power warranty with a specified performance degradation curve showing acceptable levels of performance or replacement and show achievement of a minimum of 80% of the nameplate rated power at STC by year 25;
 - Have a product warranty of at least 10 years.
- **Bid with inverters that:**
 - Are included in the California Energy Commission list '[List of Eligible Inverters per SB1 Guidelines](#)' or installer to provide similar performance information for selection committee from an alternate source or by referencing a CEC-listed inverter from the same product family.



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- Have a warranty that allows for replacement due to premature failure over the specified warranty time frame and be a minimum of 15 years for micro inverters and 10 years for string inverters.
- **Utilize mounting equipment that is:**
 - Grounded in accordance with manufacturer's specifications.
 - Used in accordance with its manufacturer's listed purpose and specifications.
 - Used in accordance with manufacturer specifications for waterproofing penetrations
 - Meets any specific local zoning requirements beyond #2 and #3
- **Level 2 EV chargers must: Be UL or ETL certified.**
- **Meet the following insurance requirements (for proposer and any sub-contractors):ⁱ**
 - General liability - \$1,000,000 per occurrence, \$2,000,000 in aggregate
 - Worker's compensation - \$1,000,000 each accident, each employee, policy limit
 - Automobile liability - bodily injury, death, and property damage combined single limits of at least \$1,000,000 per occurrence covering vehicles owned, hired, or non-owned
 - NOTE: Official proof of exemption by applicable jurisdiction for any above insurance requirements for a company is also acceptable.

Have you worked on a Solar United Neighbors co-op before?

In order for you to be eligible to submit a proposal for this co-op, you must:

1. Have no overdue invoices for past solar co-op work.
2. Have updated all customer tracking data for active or completed co-ops (including kW installed and interconnection completed dates).
3. Have completed initial contacts, site visits, and individualized proposals for the majority of any existing co-op you are currently working on.

Solar United Neighbors reserves the right to deny any proposer's bid due to overdue payments, lack of proper licensure for applicable jurisdictions, or outstanding co-op member grievance yet to be resolved.

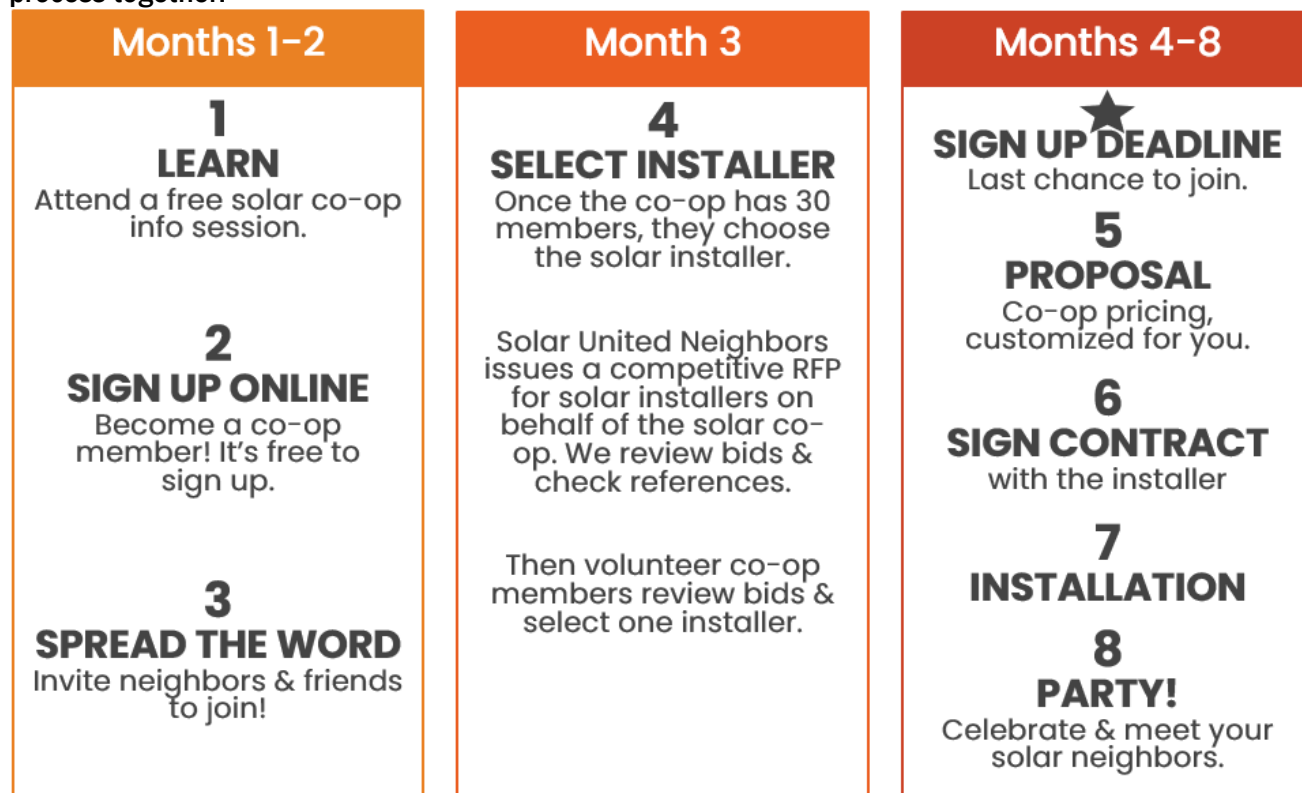


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Useful Info

How a solar co-op works:

A solar co-op is when a group of homeowners/businesses/non-profits go through the solarization process together.



More detailed information about each phase is available here:

<http://www.solarunitedneighbors.org/for-installers/>

How a co-op selects an installer

After all, interested installers have submitted a proposal in response to this Request for Proposals, Solar United Neighbors will convene a selection committee of co-op members. This Selection Committee, consisting of businesses/non-profits participating in the solar co-op, 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 develop all of the projects for 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.)



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d. Select a winning company to service the co-op.

If you are selected as a finalist and the committee calls you that evening, you will have an opportunity to speak about your bid and to answer questions. Please abide by the following:

1. No discussions of other installers' bids, reputation, etc. This is about your proposal only.
2. Please do not negotiate to change any aspect of the bid from what is in your proposal. Clarifications of what's included are acceptable.
3. Keep responses as brief as possible.

Selection Criteria

**Please note: The "importance" column below reflects the selection criteria priorities and preferences of the businesses/no-profits (co-op members) and will often vary from one co-op to another:*

<u>Category</u>	<u>Description</u>	<u>Importance</u>
<u>Offer the best price</u> Questions 1 - 11	The extent to which proposed pricing terms are competitive.	78 % of MEMBERS INTERESTED
<u>Use higher quality equipment</u> Questions 12 - 15	The extent to which the Proposer incorporates high-quality components (high CEC panel ratings, flashed/non-penetrating attachments, etc.) and American-made products into their system design.	67 % of MEMBERS INTERESTED
<u>Have more experience</u> Questions 16 - 19	The extent to which the Proposer demonstrates a track record of quality work and incorporates photovoltaic technologies in line with industry standards. Experience in the local market a plus.	34 % of MEMBERS INTERESTED
<u>Offer stronger warranties</u> Questions 20 - 23	The extent to which the Proposer offers strong warranties on system components and labor.	45 % of MEMBERS INTERESTED
<u>Are a local company/ woman or minority - owned business</u> Questions 24 - 26	The extent to which the proposed solar PV systems foster social and community development, including hiring local workers and offering local job training opportunities. Preference will be given to locally-owned companies. Active membership in MDV-SEIA, our partner on policy issues, is also a plus.	45 % of MEMBERS INTERESTED
Please take note of these non-solar offering questions:		



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<u>Level 2 Electric Vehicle Chargers</u> Question 3	Number of co-op members interested in level II EV charger only or solar + level II EV charger.	34 % of MEMBERS INTERESTED
<u>Battery Storage</u> Question 4	Number of co-op members either unsure about batteries or interested in batteries.	N/A

If you would like a summary of roof types in this co-op, please contact us.

Q&A Process

Solar United Neighbors will act as the point of contact for all solar co-op and RFP related questions on behalf of the businesses/non-profits covered under this RFP. Mryia Williams will manage all communications. Please submit any questions and/or comments via email to OHteam@solarunitedneighbors.org. Proposers that contact businesses/non-profits directly for any reason will be disqualified.

What we will disclose to group members about your bid if you are selected

We will disclose this information to the entire group (not the public) about your winning bid:

- Equipment included in the bid
- Warranties on all equipment and installation
- Base pricing and key adders
- System cost examples based on your bid pricing, average sizes and equipment options (noting that bid pricing and component offering is for limited co-op time frame and may not be applicable to non-co-op businesses/non-profits)
- Installer contact information and next steps for each homeowner
 - NOTE: If you are selected, we will work with you to clarify this.

ⁱ These requirements are in line with the Solar Energy Industry Association’s described best practices <https://www.seia.org/research-resources/installation-best-practices-residential-portfolios>