

## REQUEST FOR PROPOSALS

# GROW SOLAR FOR HUMANITY GROUP BUY PROGRAM

## Installation of Residential Solar Electric Systems

Wisconsin

Spring/Summer 2024

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### DATE OF ISSUE:

February 2, 2024

### PROPOSAL DUE DATE:

March 1, 2024 at 2:00pm CST

### ISSUED BY:

[Midwest Renewable Energy Association \(MREA\)](#)

### RFP POINT OF CONTACT:

Taylor Ball, Solar Program Manager Midwest Renewable Energy Association 7558 Deer Rd. Custer, WI 54423  
[taylorb@midwestrenew.org](mailto:taylorb@midwestrenew.org)

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Questions can be submitted in writing via email to the RFP Point of Contact above by 02/16/2024 at 2:00pm CST.

Proposals must be submitted online at: [www.growsolar.org/submit-proposal](http://www.growsolar.org/submit-proposal)

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## Contents

### [Part 1: Purpose and Background](#)

[Purpose + Background](#)

[About This RFP](#)

[Scope of Work](#)

[Qualifications](#)

### [Part 2: Proposal Content](#)



# **PART 1: PURPOSE AND BACKGROUND**

## **PURPOSE**

The Midwest Renewable Energy Association (MREA) is seeking qualified firms to submit proposals for the design, procurement, and installation of new residential photovoltaic (PV) systems at a per-watt price lower than the prevailing single system market rate.

## **BACKGROUND**

### **SOLAR GROUP BUY**

The [Solar Group Buy](#) program is being led by the MREA and Habitat for Humanity of Wisconsin. The goal of the program is to deploy solar PV on over 65+ Habitat for Humanity homes throughout Wisconsin through a group purchase involving a competitive contractor selection process and an advantageous pricing structure.

The program is offered on behalf of the following Habitat for Humanity affiliates: Dane County, Greater Green Bay Area, Greater La Crosse Area, Milwaukee, Racine, Sawyer County, and St. Croix Valley. The MREA will coordinate the RFP process and Habitat affiliates will select installers. The MREA and Habitat for Humanity of Wisconsin will continue to coordinate and promote the program to additional affiliates to

increase participation by the program deadline of June 28, 2024. This coordination and promotion will include Solar Power Hour information sessions, sharing educational resources and funding opportunities, email blasts, press releases and more.

### **THE MREA**

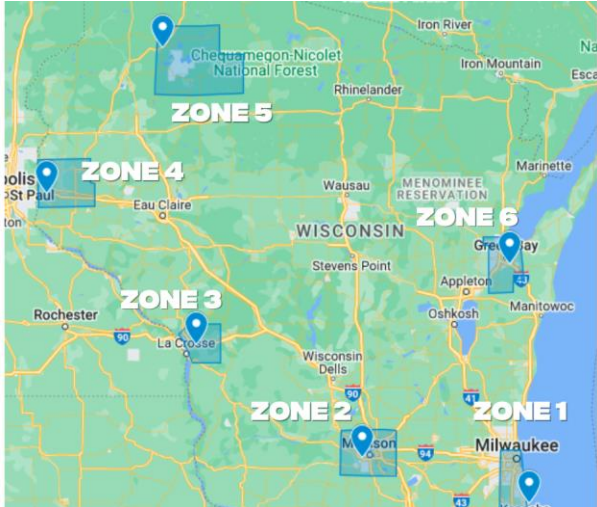
The MREA is a regional nonprofit that promotes clean energy, energy efficiency, and sustainable living through education and demonstration. The organization leads the Midwest Grow Solar Partnership, which helps communities expand access to solar through technical assistance, solar group buy programs, and training for inspectors and installers.

Between 2013 and 2023, the MREA has facilitated 65 Solar Group Buy programs around the Midwest Region, reaching over 14,500 individuals with its Solar Power Hour information sessions. This outreach led to the installation of more than 22.4 MW on over 3,400 properties.

# ABOUT THIS RFP

The intent of this RFP is to select one proposal to provide system design and installation services for eligible participants in the group buy in each of four zones in Wisconsin. Proposing firms may submit individually or collaborate with another firm on a joint proposal.

Associated Habitat for Humanity affiliates intends to solarize 65+ new construction homes in 2024. The sites are spread across the state, and the MREA has divided them into regional zones as follows:



Focus on Energy Affordable Housing Solar Incentives have already been reserved for 7 kW arrays at each of these sites (\$8,750 per site). This is the maximum incentive available from Focus on Energy. Reservations must be updated as individual projects receive quotes.

As a result of this solicitation, qualified solar installation contractors may enter into a Master Service Agreement (“Agreement”) with the MREA. The Agreement will set forth the terms and conditions under which a contractor will provide site assessments/estimates and design, procure, and install residential and commercial solar systems for group buy participants. **Installations shall be completed and operational before December 31, 2024, unless an extension is granted by the MREA.**

## TIMELINE:

|  |  |
|--|--|
| RFP Announced                              | February 2, 2024   |
| RFP Questions Due/Posted                   | February 23, 2024  |
| RFP Proposals Due                          | March 1, 2024  |
| Firm(s) Selected                           | March 15, 2024   |
| Solar Power Hours                          | Upon Request   |
| Participant List Available to Contractor   | Ongoing  |
| Site Assessments Provided to Participants  | March – June 2024  |
| Participants Make “Go” or “No Go” Decision | June 28, 2024  |
| Installations Begin                        | Upon first customer contract signature                               |
| Installations Complete                     | December 31, 2024<br><i>unless extension is provided by the MREA</i> |

The MREA and Habitat for Humanity reserves the right to select a single or joint proposal. To make a selection, the MREA and Habitat for Humanity may negotiate with or solicit quotes from one or more solar installation firms applying under this RFP. Nothing in this solicitation process, RFP, or any contemplated or final agreement relieves any qualified vendor from complying with all laws and regulations applicable to the agreement.

In order to maintain the fairness and integrity of the selection process, proposals must conform to the requirements of this RFP. All communications shall be through the RFP Point of Contact listed on the page 1.

Communications with members of the evaluation committee for the purpose of unfairly influencing the outcome of this RFP may be cause for the proposal to be rejected and disqualified from further consideration.

## **ADVISORY COMMITTEE**

The selection of the solar installation firm will be made by the Group Buy Advisory Committee, which is composed of representatives from the MREA, Habitat for Humanity of Wisconsin, Focus on Energy, and representatives from associated Habitat for Humanity affiliates.

The Solar Group Buy Advisory Committee is responsible for selecting one proposal per zone for design, procurement, and installation of PV systems for participating residential property owners (herein "property owners"). During the evaluation process, the Advisory Committee has the right to require any clarification they need in order to understand the Proposer's approach.

The Advisory Committee shall evaluate each proposal based on the categories outlined below. Proposal ranking will be the central factor in the Committee's evaluation to determine successful applicants and final award. All Proposers will be notified of the outcome of the selection.

## **CONDITIONS AND RESERVATIONS**

The MREA and Habitat for Humanity affiliates are not obligated as a result of the submission of a Proposal to enter into an agreement with any Proposer and have no financial obligation to any Proposer arising from this RFP. All Contracts will be executed between the property owners and the selected contractor. Property owners are not obligated to use the selected contractor for any services and may still choose other contractors.

The Contract between the property owner and the selected firm will state that the MREA, Habitat of Humanity for Wisconsin, Focus on Energy, and representatives from associated Habitat for Humanity

affiliates are not parties to the Contract, and that the selected solar installation firm will be solely liable for any claims, losses or damages arising out of the Contract. The solar installation firm will be expected to sign an Agreement with the MREA to confirm each organization's roles and responsibilities prior to work starting. The selected firm, the MREA, Habitat for Humanity shall retain and own participant and customer data resulting from the project. The selected firm(s), the MREA, and Habitat for Humanity are prohibited from selling or sharing customer data without the permission of the customers.

Furthermore, the MREA reserves all rights regarding this RFP, including, without limitation, the right to:

- Amend, delay, or cancel the RFP without liability if the team finds it is in the best interest of the project to do so. In the event it becomes necessary to amend any part of this RFP, notice will be provided in the same manner as notice of the original solicitation;
- Reject any or all Proposals received upon finding that it is in the best interest of the project to do so;
- Waive any minor informality or non-conformance with the provisions or procedures of the RFP, and seek clarification of any Proposal, if required;
- Reject any Proposal that fails substantially to comply with all prescribed RFP procedures and requirements;
- Negotiate and/or amend the Scope of Work to serve the best interest of program participants;
- Request a statement of financial position before selection.

## **SCOPE OF WORK**

**The selected firm will provide for design and installation of residential solar electric systems for a group of Habitat for Humanity affiliates in Wisconsin in accordance with the general scope of services outlined below.**

Proposers may use this outline as a guide for organizing a scope of work for their proposal, but are encouraged to expand upon, refine or suggest alternative approaches based on previous experiences with similar projects.

The purpose of this project is to enable the installation of solar photovoltaic systems on homes in the program territory at a per-watt price lower than that typically offered by the firm. The selected firm will access cost efficiencies through a program which combines lowered customer acquisition costs with group purchasing and installations.

Between the months of February and June 2024, program partners will promote, provide resources, and deliver educational workshops online upon request. As prospective affiliates are identified who wish to proceed with the process, their names and contact information will be provided to the selected firm. If more than one firm is selected, the MREA and the Advisory Committee will refer prospective affiliates to the firms in an equitable manner determined at the time of firm selection.

The selected firm must provide monthly progress reports or a progress report updated monthly to the

MREA regarding campaign progress and lead status. Progress reports should include the following:

- Name, address, phone, and email as available for each lead
- Date for status changes of each Lead and sum of all statuses
  - Contacted
  - Declined Site Assessment
  - Scheduled Site Assessment
  - Cost Estimate Sent
  - Contract Signed
  - Cost Estimate Declined
  - System Energized
  - Type of System
  - Size of System
  - Price of System
- Simple payback
- Estimated Year 1 kWh production

The selected firm(s) will provide site assessments and system design cost estimates for each Habitat for Humanity participant free of charge. Individual system designs should be aesthetically pleasing, taking into consideration the preferences of the owner while minimizing project costs and maximizing solar energy production.

The installations will be carried out by the selected firm in conformance with all applicable laws, codes, and interconnection requirements for net-metered installations in the resident or business utility service area.

For each participating home, the selected firm will be responsible for all aspects of the PV installation, including but not limited to:

- Securing all required permits (typically building and electrical permits)
- Completing and submitting all incentive applications
- Scheduling and passing all inspections
- Ensuring each contracted affiliate and/or homeowner with completing an interconnection agreement with the resident or business utility service
- Providing each affiliate and/or homeowner with information regarding energy efficiency
- Providing each affiliate and/or homeowner appropriate documentation and guidance for applying for the federal residential solar energy tax credit and where applicable federal commercial asset depreciation tax credit, providing introductions and support materials to banks, credit unions, and other interested financing entities as needed

**NOTE:** To ensure that participants are receiving complete and accurate site assessments and cost estimates, the MREA reserves the right to review site assessments and cost estimates given to potential customers as part of the program.

**NOTE:** Program may be extended to another round of group purchase at mutual consent of the MREA and selected Installer(s).

## QUALIFICATIONS

**Proposing firms are responsible for carefully reading all the terms and conditions contained in this RFP and for following the instructions given. Proposals that do not contain all the information requested may be rejected as non-responsive.**

### Required Qualifications

Proposing firms must meet the following minimum qualifications:

1. Must be, or contract with, a company that has at least one employee that is a North American Board of Certified Energy Practitioners (NABCEP) Certified PV Installation Professional.
2. Must be, or contract with, electrical contractor(s) that has all applicable licensure requirements for the authorities having jurisdiction (AHJs).
3. Must show they carry insurance prior to final selection.
4. Respond to each section of this Request for Proposals and use the following outline as a guide for formatting Proposals.
5. Hold any subcontractors accountable for liability, communication (written and verbal) to key stakeholders, and closing documentation of the project.
6. Have at least 200 kW installed capacity of residential solar experience. Up to 3 points

## DESIRED QUALIFICATIONS / 15 POINTS

Additional points are awarded to firms that:

1. Have a principal place of business located within Wisconsin. A company's principal place of business is the primary location where its business is performed. This is generally where the business's books and records are kept and is often where the head of the firm – or, upper management – is located. Up to 3 points
2. Have NABCEP credential-holders (PV Installer or PV Associate) performing fieldwork. 1 point for each credential-holder in the field up to 3 points
3. Have at least one Master Electrician on staff. Up to 3 points
4. Contracts with a labor or trade union organization for electrical work. Up to 3 points.
5. Are, or contract with, a Minority/Women-owned Business Enterprise(s) (MWBE). MWBEs are businesses which are at least 51% owned, operated, and controlled on a daily basis by women and/or one or more (in combination) of the following identifications: African American, Asian American or Pacific Islander, Latino or Hispanic American, Native American including Aleuts. Up to 3 points
6. Prioritize diversity and inclusiveness in business practices with regard to diversity on the basis of age, disability, ethnicity, gender, religion, sexual orientation, and/or criminal record; and/or specific initiatives to increase diversity and inclusiveness in the workplace. Up to 3 points

# **PART 2:**

# **PROPOSAL**

# **CONTENT**

## **PROPOSAL FORMAT**

Create project proposals in an 8.5” x 11” document using a minimum 12-point font size. Proposals should be submitted as one PDF file, or, if multiple files are required, one ZIP file containing the proposal folder and files. Proposals are encouraged not to exceed 25 pages, including cover page, cover letter and any appendices and/or attachments. The sample site assessment/cost estimate and sample contract do not count toward your page count.

## **PROPOSAL CHECKLIST:**

- **1. Cover Letter**
- **2. Firm Profile**
- **3. Qualifications**
  - NABCEP certified staff member
  - Any Subcontractors listed
- **4. Business Practices**
  - Sample Site Assessment / Cost Estimate (not included in page count)
  - Sample Contract (not included in page count)
- **5. Work Quality**
- **6. Customer Service**
  - References
- **7. Point of Contact**
- **8. Appendix (Optional, and not included in page count)**
- **9. Exhibit A: Scope of Work**
- **10. Exhibit B: Qualification Statement**
- **11. Exhibit C: Pricing Schedule**



## 1. COVER LETTER

The cover letter will explain the highlights, key features and distinguishing points of the proposal. As part of this explanation, please describe specifically why you want to work with the MREA on the program. The cover letter must be prepared and signed by a manager having the authority to make offers and enter into financial agreements on behalf of the firm(s).

**IMPORTANT: Use the numbers and letters provided below to label the sections of your proposal.**

## 2. FIRM PROFILE / 25 POINTS

- A. Detail the proposing firm size and local organizational structure. Describe the demonstrated experience of the firm in developing, designing, and installing residential solar electric systems. *Up to 5 points*
- B. Describe how your business-as-usual practices would apply on a community-wide scale. *Up to 5 points*
- C. Provide a statement describing the firm's capability to complete the project per the project timeline specified above. Include a discussion of the firm's financial stability, number of employees, length of time in business, capacity, and resources. Include any website or marketing support your firm plans to provide for this project. *Up to 5 points*
- D. Explain how the firm can expand quickly if necessary—and maintain quality—to meet the large demand that may occur due to this project. Present your plan to accommodate large demand within the timeline stated above. If possible, provide two examples of projects completed to date that have prepared the firm for an undertaking of this scale (potentially 55–65+ installations). *Up to 5 points*
- E. Although installations may begin as soon as the first customer contract is signed, many systems will be

contracted at the end of the program; please include an estimate of the greatest capacity your firm can accommodate after the deadline, i.e. how many approximately 7 kW systems can your company install between 03/01/2024 and 06/28/2024? Please describe your current build schedule and lead times. *Up to 5 points*

## 3. QUALIFICATIONS OF THE PROJECT TEAM / 10 POINTS

- A. Identify key personnel for this project including roles, experience, licenses and certificates, with corresponding numbers as appropriate. Key personnel should include at a minimum: Owners; Project Managers; Designers; Installers and Office Manager who will provide data to property owners per the specifications outlined in the Scope of Work (see Exhibit A). Include NABCEP Certification information here, as well as any Journeyman Electrician or other certified staff involved in this project. *Up to 5 points*
- B. Identify any subcontractors you plan to use, along with their value to the project, and provide background information on size, experience, management, licensing, and subcontracting agreement. *Up to 5 points – (Companies that do not use subcontractors will be awarded 5 points.)*

## 4. BUSINESS PRACTICES / 40 POINTS

- A. Lead management practices: Describe the process for in-office management of a large volume of leads, scheduling of site assessments and installations, and processing of relevant paperwork. *Up to 5 points*
- B. Provide a sample site assessment and cost estimate that is representative of what program participants will receive from the firm as the selected installer for the program. \*Not included in page count. *Up to 5 points*

- C. Provide a sample customer contract tailored for use within this group buy program that includes a description of the firm's terms of payment, process, and timeline, from initial deposit to final payment. \*Not included in page count. *Up to 5 points*

1. **NOTE:** Customer contract must require no more than 20% down payment upon contract signing, with further payments due after delivery of equipment.

2. **NOTE:** Customer contract must require final payment after interconnection and final inspection have been completed.

3. **NOTE:** Customer contract must also provide "production credit" in the event installation ends on or after 12/31/2024 according to production estimates given to the customer in the site assessment and cost estimate. (Systems installed before 12/31/2024 but interconnected after 12/31/2024 do not need production credit.) "Production credit" is defined as the calculation of the sun-hours from each month multiplied by the value of generation of a kWh in the customer's utility rate tariff, i.e. the value of solar power that would have been generated by a completed installation. This number should be consistent with any financial calculations produced by the installer on the customer's proposal.

4. **NOTE:** All contracts will be executed between the home or building owner and the selected contractor. The contract between the owner and the selected firm will state that the MREA, program partners, and the Advisory Committee are not parties to the contract, and that the selected contractor will be solely liable for any claims, losses or damages arising out of the contract.)

D. Please describe any financing options your company provides (or partners with a lending institution to

provide) to customers who intend to finance their solar array. *Up to 5 points*

E. Change orders: Describe how the firm addresses change orders. Please provide an example of a recent change order and how it was priced, tracked, and managed. *Up to 5 points*

F. Work practices: Address the firm's health and safety record and practices. Identify any communications with the Department of Workforce Development regarding workplace issues in the last 3 years. *Up to 5 points*

G. Demonstrate familiarity with permitting fees and requirements in relevant local jurisdictions. *Up to 5 points*

H. Describe your practices for onboarding and training new staff. *Up to 5 points*

## **5. WORK QUALITY / 15 POINTS**

A. Explain why the products included in your response to this request for proposals are appropriate for this project. Provide descriptions of warranties and support that ensure the long-term durability, operation, and maintenance of PV installations. Include performance and reliability figures, in addition to where the products were manufactured. *Up to 5 points*

B. Describe the installation process, including how you will minimize disruption to and disturbance of neighbors, landscaping, structures, and clients' living arrangements during preparation, installation, and clean up. *Up to 5 points*

C. Describe final testing and sign-off procedures, including punch lists, inspection, and other necessary requirements. *Up to 5 points*

## 6. CUSTOMER SERVICE / 20 POINTS

- A. Describe how you plan to handle incident reports (property damage, warranty, service calls, and inquiries). Discuss your typical response time on calls, hours of coverage for customer service calls, and process for providing status reports after an incident is logged. *Up to 5 points*
- B. List any complaints received by the Better Business Bureau over the last 3 years and how they were resolved. *Up to 5 points*
- C. Describe the training you provide the property owner, including materials or manuals, customer care books, and/or support for later questions and system performance. *Up to 5 points*
- D. Describe approach to encourage energy efficiency. *Up to 5 points*
- E. Provide references from at least 3 recent residential installations including size, date of installation, and location, with a contact name and telephone number. *(The Advisory Committee won't assign points, but will take into consideration the presence and quality of the references in addition to scoring proposals)*
- F. **NOTE:** Your firm must abide by the SEIA Solar Business Code for all installations:  
[www.seia.org/policy/consumer-protection/seia-solar-business-code](http://www.seia.org/policy/consumer-protection/seia-solar-business-code)

## 7. POINT OF CONTACT

- A. Identify the main point of contact at the proposing firm.
- B. Confirm this individual's ability to **provide monthly progress reports** per the specifications outlined in the Scope of Work (see Exhibit A).

- C. Identify the main contact who will handle financial inquiries related to invoicing.
- D. Identify the main contact who will sign the contractor agreement between the firm and MREA.

## 8. APPENDIX

- A. You can provide an Appendix to include any supporting information, such as resumes, references or other data that will support your firm as the best for this project. If present, the Appendix **is not** included in the maximum allowed length of 25 pages for the entire proposal.

## 9. EXHIBIT A: SCOPE OF WORK

See page 5 for details about the Scope of Work. Proposers may use this section as a guide for organizing a scope of work for their proposal, but are encouraged to expand upon, refine or suggest alternative approaches based on previous experiences with similar projects.

## 10. EXHIBIT B: QUALIFICATION STATEMENT

Proposing Firm Qualification Statement:

I, \_\_\_\_\_, have read the entire contents of the RFP and certify to the best of my knowledge that Proposing Firm has necessary purchasing contacts, equipment, storage facilities, experience, ability and capital to furnish the proposed products in the manner described and to perform the required work satisfactorily.

I acknowledge that Proposing Firm possesses the following required qualifications: *Check appropriate boxes.*

- Certification through NABCEP (required)
- I certify that the Proposing Firm agrees to abide by the SEIA Solar Business Code: [www.seia.org/policy/consumer-protection/seia-solar-business-code](http://www.seia.org/policy/consumer-protection/seia-solar-business-code).

I acknowledge that Proposing Firm possesses the following desired qualifications:

- Principal place of business located within Wisconsin
- Have at least 200 kW of installed capacity residential solar experience
- (# ) Master Electricians on Staff
- (# ) NABCEP credential-holders in the field

Authorized Signature: \_\_\_\_\_

Date: \_\_\_\_\_

Title of Signatory: \_\_\_\_\_

Proposing Firm declares the following legal status in submitting this proposal:

- A corporation organized and existing under the laws of the State of \_\_\_\_\_
- A partnership
- An individual doing business as \_\_\_\_\_

Company Name \_\_\_\_\_

FEIN \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_

State \_\_\_\_\_

Zip Code \_\_\_\_\_

Proposer's Signature: \_\_\_\_\_

Proposer's Name: \_\_\_\_\_

Proposer's Title: \_\_\_\_\_

## 11. EXHIBIT C: PRICING SCHEDULE / 15 POINTS

- A. Present pricing as price-per-watt of installed capacity for direct-owned installations, exclusive of any eligible incentives or tax credits for a grid-tied system installed on a typical dwelling. The price is to apply to all work described in Scope of Work identified in Exhibit A.
- B. Provide per-watt pricing for each module/inverter combination offered as a tiered structure based on the total installed capacity of all systems. The tiered structure is to be based on four tiers as indicated in Exhibit C. *Up to 5 points*
- C. You can provide up to three equipment pricing options in Exhibit C. You do not need to provide three. *Up to 5 points*
- At least one of the systems you provide cost estimates for must have U.S. made modules.
  - Proposers may also provide the cost estimate of a battery-based system (in the “Additional Cost Factors” section).
- D. Identify any potential additional costs by pricing Adders in Exhibit C to establish fixed costs for potential solar array peripherals. *Up to 5 points*
- E. Pricing based solely on specific individual system size will not be considered.
- **NOTE:** Include all your anticipated costs of customer development in this RFP. Customer communication, site assessments, system design and cost estimate development should be factored into the final RFP price.
  - Do not charge a property owner to have a site assessment and cost estimate – you must include these costs in the final price. You must calculate any costs associated with system design and a site visit into your price-per-watt pricing in Exhibit C.
- **NOTE:** An administrative fee of \$.03 per watt fee will be applied to all contracted installations. This \$.03/watt fee will be paid to the MREA after installations are completed. It should be reflected in your baseline pricing provided in Exhibit C. (For example, if you are providing baseline price of \$2.47/watt for install, your final price on Exhibit C should read \$2.50/watt.)
  - **NOTE:** The MREA will offer each participating home or business owner (those who install solar through the program) a 1-year complimentary membership to the MREA on behalf of the selected installer.
  - **NOTE:** Special considerations may be required for placement of solar installations on historic properties.

## PRICING SCHEDULE WORKSHEET

### Baseline cost per watt price assumes:

1. Cost for major system components (modules, inverter) – must be new. Solar electric modules and inverters must be listed here: <https://www.energy.ca.gov/programs-and-topics/programs/solar-equipment-lists>.
2. Standard racking and mounting hardware and wiring
3. Flush mount systems
4. Cost of complete site assessment/cost assessment for each program enrollee
5. \$0.03/watt fee which will be paid to the MREA.
6. Installation of net metered system
7. The system must include at least a five-year workmanship warranty that covers any defects in the workmanship of the installation at no charge to the owner. The warranty must be provided by the contractor that installs the solar electric system.

### What is **NOT** included in baseline price:

1. Costs related to analysis of any structural improvements that may be needed for a property
2. Electrical work that may be required beyond basic interconnection of solar installation (costs incurred by participant to bring electrical system up to code, for example)
3. Upgrades as requested by the program participant (see below)

Proposing Firm Name

Contact Name

Contact Email

Contact Phone

Date

|  |
|--|
|  |
|  |
|  |
|  |
|  |

**PART 1:** Please indicate which Zone(s) your company would like to be considered for:

- Zone 1 (Milwaukee & Racine)
- Zone 2 (Dane County)
- Zone 3 (La Crosse Area)
- Zone 4 (St. Croix Valley)
- Zone 5 (Sawyer County)
- Zone 6 (Green Bay)

**NOTE:** If you would like to propose for multiple zones, please submit additional copies of Exhibit C with those zones selected. I.e., one copy for Zone 1, another copy for Zones 1+2, etc.

**Part 1: Baseline Price Information Assumes  
Roof Mounted Solar Array\***

\*Assume a typical roof-mounted 7kW array, 2 story home, asphalt shingles, 5/12 pitch roof

|   | <b>EXAMPLE</b>                       | <b>OPTION 1</b> | <b>OPTION 2</b> | <b>OPTION 3</b> |
|---|--------------------------------------|-----------------|-----------------|-----------------|
| Modules   | <i>PANASONIC 330 W<br/>(example)</i> |                 |                 |                 |
| Inverter  | <i>FRONIUS PRIMO<br/>(example)</i>   |                 |                 |                 |
| Typical price* pre-incentive<br>(what your company would charge for this installation outside of the group buy) | <i>\$3.00/W (example)</i>            |                 |                 |                 |
| Base Price, Zone 1  | <i>\$2.50/W (example)</i>            |                 |                 |                 |
| Base Price, Zone 2  | <i>\$2.50/W (example)</i>            |                 |                 |                 |
| Base Price, Zone 3  | <i>\$2.50/W (example)</i>            |                 |                 |                 |
| Base Price, Zone 4  | <i>\$2.50/W (example)</i>            |                 |                 |                 |
| Base Price, Zone 5  | <i>\$2.50/W (example)</i>            |                 |                 |                 |
| Base Price, Zone 6  | <i>\$2.50/W (example)</i>            |                 |                 |                 |

### Part 3: Adders Schedule

| Additional Cost Factors (if any)    | Increased Cost (\$/watt) | Flat Rate Adders (\$) | Description |
|-------------------------------------|--------------------------|-----------------------|-------------|
| Battery backup                      |                          |                       |             |
| EV charger                          |                          |                       |             |
| Energy efficiency upgrade(s)        |                          |                       |             |
| Building electrification upgrade(s) |                          |                       |             |
| Roofing – Metal (Standing Seam)     |                          |                       |             |
| Roofing – Metal (Corrugated)        |                          |                       |             |
| Roofing – Spanish (clay) tile       |                          |                       |             |
| Roofing – Concrete tile             |                          |                       |             |
| Roofing – Wood Shake                |                          |                       |             |
| Roofing – Flat (torch-down)         |                          |                       |             |



## Adders Schedule, Continued

| Additional Cost Factors (if any)                           | Increased Cost (\$/watt) | Flat Rate Adders (\$) | Description |
|--|--------------------------|-----------------------|-------------|
| Slope – angle exceeding 30 degrees (7:12 pitch or steeper) |                          |                       |             |
| Roof Height – 2 stories                                    |                          |                       |             |
| Roof Height – 3 stories +                                  |                          |                       |             |
| Electrical – Line Tap                                      |                          |                       |             |
| Electrical – Full Panel Upgrade                            |                          |                       |             |
| Electrical – DC Disconnect (roof-mounted)                  |                          |                       |             |
| Electrical – Interior conduit run                          |                          |                       |             |
| Structural – Rafter bracing                                |                          |                       |             |
| Structural – Ground Mount                                  |                          |                       |             |
| Structural – Pole Mount                                    |                          |                       |             |

## Adders Schedule, Continued

| Additional Cost Factors (if any)  | Increased Cost (\$/watt) | Flat Rate Adders (\$) | Description |
|---|--------------------------|-----------------------|-------------|
| Structural – Trenching  |                          |                       |             |
| Permitting – Allowance Commercial<br>i.e. “Cost above \$XXX.00 will be added to contract” |                          |                       |             |
| Permitting–Structural   |                          |                       |             |
| System – Micro-Inverter   |                          |                       |             |
| System – Monitoring   |                          |                       |             |
| Ex. Small system adder  |                          |                       |             |
| Ex. Large system cost subtraction   |                          |                       |             |
| Premium modules (High Efficiency)   |                          |                       |             |
| Premium modules (All American made)   |                          |                       |             |
| Structural – Trenching  |                          |                       |             |

## Adders Schedule, Continued

| Additional Cost Factors (if any)     | Increased Cost (\$/watt) | Flat Rate Adders (\$) | Description |
|--------------------------------------|--------------------------|-----------------------|-------------|
| Multiple string inverters (Ex. SMA)  |                          |                       |             |
| Obstruction – Vent pipe removal      |                          |                       |             |
| Multiple roof arrays                 |                          |                       |             |
| Animal enclosure (Ex. Critter Guard) |                          |                       |             |
| Other (explain)                      |                          |                       |             |
|                                      |                          |                       |             |
|                                      |                          |                       |             |
|                                      |                          |                       |             |
|                                      |                          |                       |             |
|                                      |                          |                       |             |

**NOTE:** Add more rows if necessary.

**NOTE:** If you would like to propose an additional pricing scheme that differs from the above format, you may do so. You MUST, however, submit pricing in the above format, and any additional pricing scheme/format is optional and will not factor into installer selection. If your proposal is selected, your alternative pricing scheme may be used upon approval.

## Part 4: Adders Narrative

1. We have noticed that there are sometimes dramatic differences between the base price and actual price paid due to the average adder value. This varies between programs. Accordingly, what do you expect to be typical adders?
2. Based on your previous answer, please estimate how much you expect participants to pay on average in this program.