



**Solarize Middle Georgia
Request for Proposals
Commercial Solar Photovoltaic Systems**

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I. PROGRAM OVERVIEW

Solarize Middle Georgia invites proposals from solar electric photovoltaic (PV) contractors (“Contractors”) to participate in a Solarize campaign for an eleven (11) county area of middle Georgia. The primary objective of Solarize Middle Georgia is to spur community-wide interest in residential solar energy systems and to increase the total capacity of solar installations in Middle Georgia through heavy outreach and education. The program is also intended to reduce the average cost of residential solar PV installations through bulk purchasing, economies of scale, and reducing contractor customer acquisition and travel expenses.

Solarize Middle Georgia is a public-private coalition consisting of the Middle Georgia Clean Air Coalition, Environment Georgia, Georgia Interfaith Power & Light and Solar Crowdsource (aka “Coalition Members”). Goals of this campaign include:

- A. Lower the cost of solar energy by reducing participant acquisition and transferring those savings to businesses;
- B. Encourage the adoption of solar-friendly permitting practices in the Solarize Middle Georgia Target Area;
- C. Educate consumers and cultivate a sense of community participation and ownership in the solar energy market; and
- D. Substantially increase the number of solar installations in Middle Georgia and adjoining communities in a way that can be sustained beyond the timeframe of the Solarize Middle Georgia campaign.

Solarize Middle Georgia will engage in outreach and education activities encouraging business owners and nonprofit organizations in 11 counties¹ throughout middle Georgia, across all parts of the socioeconomic spectrum, to install residential solar PV systems (“Target Area”). City and county government officials in the Target Area have endorsed Solarize Middle Georgia. Therefore we have high expectations for large number of signups and installations from this campaign.

¹ Solarize Middle Georgia counties include Baldwin, Bibb, Crawford, Houston, Jones, Monroe, Peach, Pulaski, Putnam, Twiggs, Wilkinson see www.middlegeorgiarc.org

Respondents to this RFP will bid on commercial solar PV applications only. One lead solar contractor² will be selected (“Selected Contractor”) to provide products and services to all commercial solar applications for Solarize Middle Georgia. Bids received by the September 24, 2018 deadline will be reviewed and evaluated by the Solarize Middle Georgia Coalition Members. **Solarize Middle Georgia has issued separate RFPs for residential and commercial applications, however bidders may respond to both and Solarize Middle Georgia reserves the right to select one Contractor for both residential and commercial applications**

The Selected Contractor will collaborate with Solarize Middle Georgia to roll-out a 6+ month community marketing and outreach campaign, which is planned to start on October 17, 2018. Solar installations are anticipated to continue beyond the outreach period with the goal of all installations complete on or before December 31, 2019. All participant leads gained as a result of the outreach campaign will be advanced to the Selected Contractor, who will provide the services described in this RFP, including responsive participant service; a transparent pricing/financing structure; and turnkey design and installation services.

II. SOLARIZE MIDDLE GEORGIA CAMPAIGN SUMMARY

This section provides a summary of the Solarize Middle Georgia campaign activities and responsibilities. The success of the Solarize campaign depends upon the collaboration of Solarize Middle Georgia and its partners, the Selected Contractor, and the participating community members (participants).

A. Solarize Middle Georgia Organization

Solarize Middle Georgia formalized its collaboration through a Memorandum of Understanding and will help facilitate the campaign with the following roles and responsibilities for commercial applications:

Technical

- Website, landing page
- Signups, intake, voice service, and automated workflows
- Database management
- Reporting and analytics

Request for Proposal

- Develop selection criteria
- Draft RFP
- Publicize RFP
- Review submittals
- Select Contractor
- Execute contractor agreement

Marketing

- Graphic design, branding
- Print initial campaign materials, i.e., brochure, banners, yard signs.
- Social media
- Media outreach
- Community events

Education

- Schedule, organize, and coordinate 4-6 workshop and information sessions

² Bidding contractor may partner or subcontract with other EPC firms subject to Section VI. E. of this request for proposal.

- Secure locations
- Schedule speakers
- Make announcements
- Provide participant signup

B. Contractor Selection Process

Each contractor shall carefully examine this RFP and any and all amendments, exhibits, revisions, and other data and materials provided with respect to this RFP process. Contractor should familiarize themselves with all proposal requirements prior to submitting their proposal. No preference will be given to any member of a Coalition Member organization.

Should a bidding contractor note any discrepancies, require clarifications or wish to request interpretations of any kind, the bidding contractor may send a written request by email to admin@solarizemidga.com. Solarize Middle Georgia will respond to such written requests in kind and disseminate such written responses to other prospective contractors.

Proposals must be received no later than 5:00PM August September 24, 2018. Proposals received after the aforementioned date and time may not be considered in Solarize Middle Georgia's sole discretion.

Proposals must be submitted in electronic form only to admin@solarizemidga.com. The subject line should be identified as: "Commercial Proposals for Solarize Middle Georgia Campaign"

C. Community Marketing Campaign

Solarize Middle Georgia is preparing for widespread community education and outreach during the course of the campaign. Working closely with the Selected Contractor to coordinate messaging and activities, Solarize Middle Georgia will implement a community marketing and outreach campaign consisting of a series of public workshops and events (up to 6), media outreach, email, social media and online marketing, along with other activities to encourage area businesses to enroll before the deadline.

The Selected Contractor is required to have staff available to attend every informational workshop designed to educate the community about the Solarize Middle Georgia program, benefits of solar, meet campaign stakeholders and participate in a Q&A session. Additionally, the Selected Contractor should be prepared to have staff attend 2-3 press events throughout the course of the campaign.

The Selected Contractor will agree to market only together with the Solarize Middle Georgia brand in the Solarize Middle Georgia Target Area for the duration of the Solarize Middle Georgia campaign period and through the completion of all installations. All participants must be offered the finalized discounted Solarize Middle Georgia pricing via the tiered pricing schedule when applicable.

D. Participant Process

1. General.

- The Selected Contractor will integrate, to the extent practical, their sales processes with the Solar Crowdsourcing platform to track participants and continuously communicate their progress to Solarize Middle Georgia throughout the campaign.
- A 2-3 week onboarding process will take place prior to launching the campaign to ensure a seamless customer workflow between the Selected Contractor and Solarize Middle Georgia.

2. Enrollment.

- Interested commercial participants will enroll through the dedicated Solarize campaign webpage (www.solarizemidga.com), hosted on the Solar Crowdsourcing (“SCS”) platform. Said webpage will include relevant campaign information including but not limited to the Selected Contractor, selected materials, tiered pricing schedule, financial options, and processes.
- Participants will sign up through an online form on the SCS webpage, provide address and electricity bill information. Participant data will be immediately accessible to the Selected Contractor and Solarize Middle Georgia through an automated workflow process. The Selected Contractor is expected to make initial contact to participants as soon as possible upon receipt of participant data.

3. Solar Assessment.

- Solarize Middle Georgia will collaborate with the Selected Contractor to design and implement a free solar assessment strategy for all participants. The following three-step process outlines Solarize Middle Georgia values to give participants the best possible customer service while conserving the Selected Contractor’s time and resources.
 - Initial Solar Assessment: the initial solar assessment includes a desktop review of property and utility bill information. This may include site assessment through satellite imagery and the creation of an energy load profile. The initial site assessment is to determine solar radiance on property, rooftop and property orientation, estimated system size, and preliminary financial analysis. The purpose of the initial solar assessment is to screen participant property to determine suitability of solar and participant ability to finance the system. Participants whose sites are not suitable for solar will be promptly informed, with explanation provided, by the Selected Contractor. This information shall also be shared with Solarize Middle Georgia.
 - Detailed Solar Assessment: Upon determination that participant property is suitable for solar and participant has been screened by

phone or email, Selected Contractor will generate a detailed solar assessment report including but not necessarily limited to visual representation of solar energy system on roof or land, participant energy load profile, environmental benefits, and financial analysis.

- Site Visit: Site visit includes but not limited to meeting the participant; taking measurements; shading analysis; determine tilt and orientation; verify annual energy production, and note any electrical, mechanical, or structural considerations that may incur costs above and beyond the standard pricing schedule for the project. Site visits may be clustered to reduce Contractor costs.

4. Proposals.

- In all proposal materials, the Selected Contractor must use the current utility rate for the participant (e.g. kWh AC rate). The Contractor may use a set escalator rate for predicted electric utility price increases at no greater than 2.5% (unless otherwise agreed to in writing) per year in predicting payback periods, and make clear that all figures are based on given assumptions.
- Upon request by participant, the Selected Contractor is expected to provide multiple assessments based on the type of financing and ownership structure desired.
- The Contractor must clearly specify all other assumptions for estimates, including derate factors for their equipment; estimated annual energy production based on the region of the system as per the PV Watts estimator (www.pvwatts.nrel.gov) (or other industry accepted resource, including PVSyst or NREL System Advisor Model) taking into account panel orientation and shading; estimated annual AC energy production decline over 25 years, and any other relevant factors.
- Renewable energy credit valuations may not be included in financial analysis reports produced as a part of project unless otherwise agreed to in writing.
- Solarize Middle Georgia and Selected Contractor must clearly represent to potential participants that, previous to signing a contract with the Selected Contractor, they are free to independently seek other offers.
- All Selected Contractor claims regarding federal tax credits or other tax benefits must include a disclaimer that the participant contact a tax professional to determine how tax incentives apply to them.

5. Contracting.

- Selected Contractor contracts should explain and itemize materials, system type, cost, sizing, and energy production. Individual system designs should take into consideration the preferences of a given participant; structural/weight load requirements; local zoning and building codes; historic preservation, and other property restrictions while minimizing project costs and maximizing solar energy production.
- Participants whose sites are feasible for solar will be offered the pricing and financing options established in the Selected Contractor's submitted Attachment B: Pricing Proposal.

6. Installations

- The Selected Contractor will provide turnkey installation including permitting, utility interconnection and commissioning services for eligible and interested participants.
- The Selected Contractor will provide a clear list of work to be performed and estimated schedule to all participants.
- The Selected Contractor is responsible for timely completion of each installation. If and when the Selected Contractor geographically clusters installation work to reduce costs, they must communicate that clearly to the affected participants.
- The Selected Contractor shall strive for all installations to be completed by December 31, 2019.
- The Selected Contractor will continue to communicate progress to Solarize Middle Georgia until all installations are complete.

E. Community Engagement.

Solarize Middle Georgia is a community-based program and will engage with the Middle Georgia community in several ways including but not limited to charitable contribution to deserving nonprofit, and encourage solar PV training and local hiring practices. The Selected Contractor is highly encouraged to meaningfully participate in community engagement activities. These activities may include: designating a percentage of Solarize Middle Georgia gross revenues, training and hiring contract workers from the Target Area, and/or providing a demonstration project on a nonprofit property. Provide information about other examples of Contractor community engagement activities. This item will be evaluated on innovative approach and total commitment proposed by the Contractor.

III. SOLARIZE MIDDLE GEORGIA TIMELINE

Milestone	Date
RFP release	8/10/2018
RFP bids due	9/24/2018
Installer interview day	9/26/2018 or 9/27/2018
Announce selected solar installer	9/28/2018
Installer onboarding and integration with Solar Crowdsource platform	9/28/2018 thru 10/17/2018
Enrollment period begins	10/17/2018
Campaign launch event	10/17/2018
Enrollment period ends	4/30/2019
Commercial contract deadline	8/31/2019
Completion target for installations	12/31/2019

IV. CONTRACTOR ELIGIBILITY THRESHOLD REQUIREMENTS

In order to be eligible to submit a proposal, Solar Contractor must:

- A. Demonstrate experience and proficiency in solar PV installations. The Contractor must have installed a minimum of ten (10) commercial solar PV projects in Georgia.
- B. With a goal of supporting the local solar industry, preference will be given to firms located within 100 miles of Macon, GA. Please list your company's Georgia office address and the location of the company headquarters.
- C. Be, at minimum, licensed to conduct business in Georgia.
- D. Include on the project team at least one master electrician holding a valid and current Georgia electrical license to perform any electrical work on the solar PV projects.
- E. Include on the project team at least one NABCEP certified installer located in Georgia.
- F. Maintain standard insurance policies for Worker's Compensation (\$1,000,000 per accident) and Commercial General Liability (\$2,000,000 per occurrence). All coverage maintained by Contractor shall be primary to any insurance coverage carried by Participant, shall contain waivers of subrogation, and shall not be amended or terminated without notice to Participant. Proof of this coverage will be provided by the Selected Contractor.

- G. Submit a complete proposal as by 5:00PM on September 24, 2018. Proposals should be emailed to admin@solarizemidga.com.

V. SELECTION CRITERIA

An RFP Committee is comprised of Solarize Middle Georgia coalition members, community partners and residents. Proposals will be scored in the following categories, with a maximum possible score of 100 points. The final scoring of each proposal will be at the exclusive discretion of the RFP Committee.

Subject	Description	Top Score Possible
System Quality	Evaluates the quality and performance of the proposed equipment including panels, inverters, and racking systems. Panels should be Tier 1 according to Bloomberg New Energy Finance Corporation, have efficiencies greater than 17% and be rated for wind and snow loads up to 5400 PA.	20
Pricing	Assesses the proposed tier prices for base turn-key solar PV systems provided by the respondent and ranks them competitively. Project “Adders” should be reasonably priced when compared with market rates. Additional consideration will be given to the extent bulk-purchasing of “adder” materials such as battery storage and EVSEs are provided. Respondents are encouraged to show a tiered-pricing, bulk-purchasing schedule for adder materials in <u>Attachment D</u> where possible.	18
System and Workmanship Warranty	Evaluates the equipment warranty of the proposed panels and inverters along with the proposed workmanship warranty provided by the Contractor. Panels require a 25 year power warranty with 80% of nameplate power by year 25. Inverters require a warranty of at least 15 years for microinverters and 10 year for string inverters, however longer inverter warranty periods will be viewed favorably. The contractor workmanship warranty are required to be at least on year, however longer workmanship warranty periods will be viewed favorably.	15
Financing	Assesses Contractor’s ability to offer financing options to program participants including innovative financing options for the low-income community.	10
Contractor Experience, Implementation Plan	Evaluates the respondent based upon their # of years in business, the quality and experience of the proposed project team, the # and size of projects previously completed, the experience of the Contractor in the Solarize Middle Georgia Target Area. Assesses the respondent’s proposed plan for tracking leads, handling project volume, proposed timeline	10

	from site evaluation to contract to installation, and their ability to handle projects within HOAs and historic districts. Emphasis will be given to implementation plans that include designated resources to reach low-income communities.	
Hiring	Assesses Contractors willingness and ability to hire from within the Middle Georgia Target Area, including creating or participating in training programs for low-income and at risk populations.	8
System Aesthetics	Evaluates the degree to which selected components are aesthetically pleasing and blend in with structure and adjacent surroundings.	5
Innovative Concepts	Assesses the level of innovation the respondent proposes as a part of the core project and as additional items of value for customers to consider. Innovative ideas may be associated creative use of outdoor spaces, energy efficiency solutions, solutions for low-income communities, early-bird bonus for early signups, equipment upgrades, incentives for early adopters, support for the community project, and models for financing or leasing equipment to low-income communities as a part of the project.	5
Community Project	Evaluate the ingenuity, level of commitment (i.e., monetary contribution), and services the respondent proposes for a project to support the nonprofit community.	5
Marketing Plan	Assesses the respondent's ability to support education and marketing efforts associated with the project. This should be evaluated on the quality of the promotional materials and the level of support offered for the educational and promotional portions of this project.	4

VI. PROPOSAL FORMAT AND REQUIREMENTS

The Core Proposal should not exceed ten pages in length and must be submitted as a single PDF document. Each page must be numbered and include the company's name. Clearly label each of the subsections outlined below:

A. Cover Letter

Include cover letter (one page) signed by authorized company representative on company letterhead. The cover letter should summarize highlights, key features, and distinguishing points of the proposal, as well as any unique problems identified and proposed solutions.

B. Company and Project Team Experience

Description of the bidding Contractor: Highlight relevant experience, skills, and capabilities necessary to undertake a Solarize campaign, including, but not limited to, number of years the company has been in business; number of commercial systems, and commercial kW capacity installed in each of the last 3 years; ability to handle a large number of leads and projects over a short timeframe, and proven ability to conduct commercial installations in an urban environment. Do not repeat information provided in Attachment A.

Identify all members of the project team, including, but not limited to, sub-Contractors and/or partners assisting in project financing, participant service, outreach, and project installations. Include a brief description of each member's experience and role. Include an organization chart of your company and the project teams.

Identify ability to hire from within the Solarize Middle Georgia Target Area. This includes current job openings apprenticeships, or training programs offered by Contractor and any partnerships with schools or programs in the Target Area.

C. Program Implementation Plan

Outline the intake process for participant leads; method for screening sites and follow-up with those participants; and data tracking systems for leads, participants and installations.

Describe a plan for ensuring that Contractor has adequate capacity to accommodate the anticipated increase in volume of leads, including coordination with the CWG; initial contact with participants; site visits; follow-up visits; outreach events; and installations. Describe a contingency plan if outreach results in a workload exceeding the Contractor's expectations and staff capacity.

The plan should include anticipated installation schedule based on your expectations for the Solarize Middle Georgia campaign and the Contractor's strategy for completing installations within 120 days of contract approval for each participant. Include an assessment of the firm's upper limit of capacity for site assessments and installations within a given time period. Provide information about how many site assessments and quotes the firm can perform on a weekly basis. Include details outlining the number, size and types of systems per set time period that your firm or sub-Contractors are capable of installing, and what factors are accounted for in these estimates.

Describe the internal quality assurance process for the solar PV equipment and installations, including any Contractor warranties on equipment installed and/or labor. Manufacturers' warranties for equipment components should be listed in Attachment C, Equipment Specifications.

Describe any operation and maintenance agreement that will be offered to participants, and describe the provisions to address scheduled and corrective maintenance, system monitoring and communications protocols, as well as associated participant costs for each, if applicable.

D. Participant Experience

Describe the process a participant will experience from inception as a lead to project completion or determination that the participant site is not viable for solar. Please include:

1. All aspects of participant experience, including site evaluation, securing of any financing or leasing or SEPA agreement arrangements, installation, and any follow-up;
2. Information on quality assurances to participants and examples that might indicate exemplary participant experience;
3. An expected timeline from proposal to installation for the average participant under Solarize Middle Georgia.

E. Partnering and Sub-Contracting with Other Contractors (if applicable)

The bidding contractor may choose to partner or subcontract with other contractors to diversify and strengthen their bid and avoid strains in capacity. If bidding contractor chooses to do so, specify the name of the company and the relationship that exists between the companies. The partnering or subcontracting firm must meet the same eligibility criteria as the lead contractor. In addition, the bidding contractor must disclose the relationship and obtain approval in advance from Solarize Middle Georgia.

F. Offerings for Businesses Where Solar PV Is Not Feasible

Solarize Middle Georgia aims to help guide participants unable or uninterested in moving forward with a solar installation toward other energy-related resources, and reduced environmental footprint, such as energy audits, LED lighting retrofits, more efficient electrical use and machinery and equipment, and/or other renewable energy products. Please briefly outline how you might be able to support this aspect of the project. This effort may include subcontracting with other energy service companies, or in-house expertise related to other energy services.

G. Unique Challenges

Identify areas or tasks and solutions that might result in added costs, delays or extensions of a typical commercial installation including but not limited to structural/weight load fortifications, parking deck or high-rise building applications, after hours installations, or property located within one of the Target Area historic districts or listed as a historic place are required to undergo a design review process. Please describe any other unique problems perceived by the Contractor and proposed solutions.

H. Marketing Strategy

Describe ways to expand the number of commercial solar PV projects. Include ideas about leveraging outreach to generate strong leads. Identify any potential community

partners that might assist in deploying or enhancing the marketing strategy. If applicable, cite specific examples of marketing services that will be provided, items or marketing materials that will be offered by the Contractor (signs, banners, billboards, flyers, direct mail, videos featuring participants, etc.) or Contractor funding/resources that will be allocated to complement and support Solarize Middle Georgia's efforts or to produce these marketing materials.

I. Financing Options

Solarize Middle Georgia will be working with partners to identify and clearly communicate what financing options are available to participants. Any findings and related material regarding financing for solar are intended to be publicly available.

Describe all commercial financing options you will present to Solarize Middle Georgia participants. Include existing relationships with banks or financial institutions, third party owned lease/SEPA and any other access to financing tools and products. Comment also on any mechanisms for financing that you know of which you have recommended or could recommend to participants. Do not duplicate information provided in Attachment B.

J. Price Structure

1. Tiered Pricing Schedule.

In Attachment B, provide a dollar per watt (\$/W) installed price for commercial solar PV systems that will decrease by tier levels as the total amount of aggregate capacity from signed contracts increases. During the Solarize Middle Georgia campaign period, all participants benefit from reaching the highest Tier (lowest price), regardless of when they signed the contract for solar. Participants who sign a contract at a higher tier will receive a Contractor rebate check once the final tier is determined. Also consider an early bird signup bonus for the first 10 contract signed. An early bird signup bonus is not required, however, doing so may help the campaign gain early momentum and may incent the first 10 committed participants to help promote the program so they in turn get a larger rebate check once the final tier is determined.

2. Lease/SEPA Contracts.

If the Contractor opts to offer a Lease and/or SEPA financing option, they must provide a base dollar per kilowatt hour (\$/kWh) price (Purchase Price) that will decrease by the pre-determined tiered pricing schedule. SEPA contracts must include a "not to exceed" SEPA payment that is applicable until the Solarize Middle Georgia campaign concludes. This provision includes any extensions or date modifications implemented if agreed to by all Solarize Middle Georgia campaign participants. At the conclusion of the campaign, all Solarize participants will be notified of the final Purchase Price, based on the final pricing Tier achieved.

3. Increased Pricing Factors.

Features of certain installations will result in higher costs. Contractor must outline specific electrical, mechanical, and structural equipment as well as site or labor features that will result in greater costs by completing the “Increased Pricing Factors” in Attachment D. Throughout the Solarize Middle Georgia campaign, Contractor will be responsible for identifying individual projects that trigger additional pricing and include this information in their proposal to potential participants.

4. Adders.

Provide a list of additional system features in Attachment D otherwise known as “adders,” along with associated costs of such features, which may be preferred by the participant and would affect the final project cost. Examples of adders can be equipment upgrades, energy storage, EVSE integration, etc.

J. Community Project.

Describe the services Contractor will contribute to the community project. These contributions might include: designating a percentage of Solarize Middle Georgia gross revenues, utilizing contract workers from the Target Area, discounting installation fees, or providing a demonstration project on a nonprofit’s property. Provide information about other projects where Contractor provided solar to nonprofit organizations. This item will be evaluated on innovative approach and total commitment proposed by the Contractor.

VII. STANDARD SYSTEM SPECIFICATIONS

Use Attachment C to identify standard system specifications for equipment that will be used for solarize installations. Specifications listed in this section are listed with the intent of establishing a standard for baseline performance, which Solarize Middle Georgia has made best efforts to outline for the purposes of pricing. The Contractor remains fully responsible to meet all applicable local, state, federal and other codes, as well as applicable industry standards and best practices. In your proposal, include a narrative describing the merits of the proposed equipment. Outline a contingency plan should any equipment become unavailable, e.g., due to circumstances such as a plant closure, or more demand than available product. Solarize Middle Georgia is interested in high quality as well as cost-competitive equipment.

A. Photovoltaic Panels

All panels must have at least a 25 year power warranty with: 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: and PTC/STC ratio greater than 0.9, having no negative PTolerance. PTolerance may be positive or zero for both the positive and negative tolerance ratings. Independent of the mounting systems, panels must be rated for snow and wind load up to 5400 PA. Panels should have efficiencies of no less than 17%, for

the base price, and for the Premium Efficiency Alternative Price, please specify a panel substantively higher efficiency, which may be used for situations with space limitations.

B. Inverters

Inverter technologies have a warranty that allows for replacement due to premature failure over the lifetime of the system, and UL certification. Warranties shall be at minimum 15 years for microinverters, and 10 years for string inverters; however, longer warranties will be viewed favorably.

C. Racking

- Roof: Pre-engineered roof racking systems at a minimum in accordance with Georgia Building Codes and International Building Code 2009
- Ground: Pre-engineered ground mount racking systems at minimum, compliance with UL 2703 or 2703 certified.

VIII. PARTICIPANT PROPOSAL AND CONTRACT SAMPLES (Provide in a PDF file)

A. Proposal/Estimate

Sample of typical participant proposal/estimate, showing system size, project energy production, and expected financial savings. Participant proposals must clearly state all assumptions, including utility price and utility price escalator.

B. Purchase Contract

Sample of typical commercial participant contract. For the Solarize Middle Georgia campaign, Contractors will be requested to show estimated savings to the participant gained by participation in campaign. Include a section explaining how the final price will be adjusted for all participants when the final pricing tier is determined at the end of the campaign.

B. Lease/SEPA Contract

If applicable, Contractor's direct purchase contract and/or a lease or SEPA agreement with the participant, specifying all terms and conditions for a participant under the Solarize Campaign.

IX. Program Administration and Platform Service Fee

The Selected Contractor will pay Solar Crowdsource the following fees of all gross contract amounts for solarize program administration, services, and platform:

- Commercial up to 100kW: 4%
- Commercial over 100kW: 3%

This fee-for-service will be required for contracts signed as part of the Solarize Middle Georgia campaign. The Selected Contractor will not be expected to provide Solarize Middle Georgia tiered pricing for participants outside of the Target Area, but will still be expected to pay the predetermined fee-for-service should these participants originate through the Solarize Middle Georgia campaign. This fee-for-service will be payable to Solar Crowdsourcing upon the first draw payment of each contract. Solar Crowdsourcing will invoice the Selected Contractor monthly.

X. General Provisions

A. Indemnification

Contractor will protect, indemnify and hold harmless Solarize Middle Georgia, its Coalition Members, directors, officers, board, trustees, employees, volunteers, agents and/or representatives from and against all liabilities, losses, claims, damages, judgments, penalties, causes of action, costs and expenses (including, without limitation, expert and attorney fees and expenses) imposed upon, incurred by or asserted against Solarize Middle Georgia resulting from, arising out of or relating to the Contractor's work under contracts entered into as part of the Solarize Middle Georgia campaign. The obligations of the Contractor under this paragraph will survive the expiration or termination of the Solarize Middle Georgia program.

B. Insurance

For the duration of the Solarize Middle Georgia campaign, the Contractor shall maintain standard insurance policies for Worker's Compensation (\$1,000,000 per accident) and Commercial General Liability (\$2,000,000 per occurrence). All coverage maintained by Contractor shall be primary to any insurance coverage carried by Participant, shall contain waivers of subrogation, and shall not be amended or terminated without notice to Participant. Proof of this coverage will be provided by the Selected Contractor.

C. Limitation of Liability

Solarize Middle Georgia, its partners, affiliates, agents, officers, directors, employees, volunteers, successors and/or assigns shall not be liable to the Selected Contractor for any special, indirect, incidental, consequential, punitive, or exemplary damages of any kind whatsoever, whether based on contract, warranty, tort (including negligence or statutory liability), or otherwise.

D. Non-discrimination

The Selected Contractor agrees and warrants that they will not discriminate or permit discrimination against any person or group of persons in any manner prohibited by the laws of the United States or of the state of Georgia;

E. Waiver Authority

Solarize reserves the right, at its sole discretion, to waive minor irregularities in submittal requirements, to modify the anticipated timeline, to request modifications of the proposal, to accept or reject any or all proposals received, and/or to cancel all or part of this RFP at any time prior to Contractor selection.

F. Confidentiality Statement

Proposal documents are generally considered not to be a matter of public. Solarize Middle Georgia will endeavor to keep information confidential if the bidder marks the subject information as confidential, provided that the matters are withheld from the public are in such a manner as to leave no discretion on the issue.

G. Disclaimer

This RFP does not commit Solarize Middle Georgia to award any funds, pay any costs incurred in preparing an application, or procure or contract for services or supplies. Solarize Middle Georgia reserves the right to accept or reject any or all proposals received, intervene and remove lead Contractor and/or partnering firm, negotiate with all qualified bidders, cancel or modify the RFP in part or in its entirety, or change the application guidelines, when it is in the best interests of the community.

H. Contractor Responsibilities

The Contractor will have the following responsibilities, and, by submitting a proposal under this RFP, agrees to be bound by these responsibilities.

The Selected Contractor will provide technical expertise, free site evaluations, financing options/support, and turnkey installation services for eligible participants. The Contractor will also track leads and contracts and collaborate with Solarize Middle Georgia on outreach strategy. The Contractor will provide status information for all leads and participants in a bi-weekly progress report. All contact information acquired as part of the Solarize Middle Georgia campaign can be used by the Contractor only for the Solarize Middle Georgia campaign only and not for any other purposes. Contact names may not be provided or sold to a third party.

Installations will be carried out by the Contractor in accordance with all applicable laws and codes, interconnection requirements for net-metered installations and existing rules and timelines. For each participant contract, the Selected Contractor will be responsible

for securing all required permits, completing and submitting incentive applications (if applicable), and scheduling and passing all jurisdictional inspections. Solarize Middle Georgia will arrange Selected Contractor to meet with Target Area Chief Building Official, or representative, prior to finalizing any participant contract to ensure all local permitting and inspection requirements are known and that Selected Contractor is in compliance with local code. The Selected Contractor will provide guidance and assistance to each participant with completing an interconnection agreement with their utility, and provide coordination with the utility. These services are to be included in the per watt cost under the tiered or flat rate price structure proposed.

[end of main RFP document]

Please submit questions in writing to: admin@solarizemidga.com

Thank you for your interest in:

