



Questions and Answers

Solarize Westchester Request for Proposals SW2017-2

Posted 12/4/17

1.

Question: Can we respond to the RFP in partnership with another solar installer? Our partner would handle residential projects, and we would handle commercial projects.

Answer: Yes, you can apply with another installer and divide the market in that fashion. Both companies must be prequalified by NYSERDA and meet all other RFP eligibility requirements.

2.

Question: We had a few questions regarding the Solarize Westchester RFP – specifically, Pelham’s permitting requirement section:

- A. For the Village of Pelham, permitting details state that each electrical application is \$10 per device (i.e., if the system has 15 panels, an inverter, and disconnect switch, that's 17 devices = \$170). If we install a system with 20 modules which each have their own Enphase inverter, would each Enphase inverter count as an “additional device” for getting an electrical permit?
- B. In the Village of Pelham when they say “The permit fee is \$250 for the first \$5,000 or work and \$12 for each additional \$1,000” is this referring to the total contract price?
- C. Additionally, in the next paragraph, regarding Pelham Manor, they say “The building permit fee is 1.5% of construction costs.” Are the “construction costs” just our costs of labor? Materials and Labor? Total contract price?

Answer:

- A. Yes, each Enphase inverter would count as an additional device.
- B. Yes, this refers to the total contract price.
- C. The building permit fee is based on “total price” or contract price in Pelham Manor.

3.

Question: My company is not able to service the full HRP-North region. May I apply to serve just certain counties in that region?

Answer: The full region must be served through the upcoming campaign. Companies may partner together, per the guidance in the RFP, to cover the full region.

4.

Question: We would love to apply to this RFP, but just noticed in the notes that companies must have 3 years installing. Our installers have 5+ years installing, and we're now doing the service and maintenance for other companies, as well as installing systems for companies without their own installers. We have pre-approval from NYSERDA. Is our age as a company going to be a deal breaker?

Answer: We may adjust this requirement in the future but the start-up nature of your business unfortunately makes your company ineligible for this round. In the meantime, consider exploring whether there is an opportunity to partner with another company as a sub.

5.

Question: Our fiscal year is same as calendar. Our most recent complete fiscal year is Jan 2016 – Dec 2016. My guess is you would want more current data. Should we give you the past 12 months (e.g. 12/1/2016 – 11/30/2017), instead of giving you either data from 2016 or only 11 months of our current FY 2017?

Answer: The timing of this RFP, compared to the prior RFP, makes this issue relevant for many. Please provide the most recent CPA-prepared annual financial statements in addition to financial statements that covers the intervening period through the most recent quarter. If you don't have CPA-prepared statements, provide the last twelve months plus the most recent quarter.

6.

Question: For the HRP submission, we are thinking of providing donations back to congregations whose members choose to install solar on their own homes. Does this fit what HRP is seeking?

Answer: HRP is requesting attractive pricing for everyone who goes solar rather than donations back to select congregations.

7.

Question: Are you looking to match installers with just a single campaign? We wouldn't want to be selected as the commercial installer for one campaign and therefore lose out on being selected as the residential or resi/commercial installer on another. Also, there may be a campaign where we would *only* want to be selected as the commercial installer if we are also selected for resi for that campaign – how should we convey that?

Answer: Solarize Westchester has a strong preference for an installer to be selected as the residential installer for only a single campaign (but an installer may be selected as the commercial installer for multiple campaigns). Our process is that the community teams select up to three installers that would they like to be matched with following the interviews and we commit to matching them with one of their preferred contractors. Though unlikely, and not our preferred outcome, in rare circumstances, this could lead to an installer being matched with more than one residential campaign.

If there is a campaign where you want to be considered **only** if selected for both residential AND commercial installer, you may indicate that in the customized proposal and the selection committee will factor that into their consideration.