

## Solarize Queen Anne RFP Questions and Answers|10/27/2010



SUSTAINABLE QUEEN ANNE  
Neighbors in Stewardship and Collaboration

**1. We are based out-of-state. Will you give preference to Seattle-based companies even if we have our Washington Contractor's License?**

We expect to have a number of non-Seattle-based companies respond to the RFP. Proposals will not be scored on the physical location of the company; however, additional points will be given for the use of Seattle labor.

**2. Is the electrical inspection community in Seattle familiar with solar photovoltaic installations?**

As part of the Solar America Cities Initiative, Seattle recently offered workshops to Seattle inspectors to help familiarize them with solar photovoltaic installations. The City's Department of Planning and Development (DPD) may be able to address specific contractor concerns. <http://www.seattle.gov/dpd/>

**3. Do you know the licensing requirements? Are journeymen electricians required to do the entire installation or can rack builders and material handlers do some portion of the work?**

All installations must follow the Department of Planning and Development's Client Assistance Memo 420 (CAM420) requirements: <http://www.seattle.gov/DPD/Publications/CAM/cam420.pdf>

**4. How many residences are there in the Queen Anne area?**

As of 2008, there were 20,936 houses and condominiums in Queen Anne. Additionally, there were 12,264 apartments.

**5. How many participants would have solar installed on their homes for you to consider this a success?**

In general, we are basing project success on three outcomes – an increase in solar energy education throughout Queen Anne; an increase in the number of panels installed by homeowners; and the ability of our project to prove that a neighborhood-based program will stimulate the local solar energy market. In addition, we hope that the pilot will spur other neighborhood and community groups to replicate the model throughout the city and elsewhere.

**6. Will participants have the ability to choose between system options (e.g. made in WA vs. out-of-state) or will they only have one option with a specified price per watt?**

This is at the discretion of the Proposer. While simplicity is encouraged, we recognize the economic difference between in-state and out-of-state systems may warrant different pricing schemes. As stated in the RFP, "if your firm proposes different prices based on various equipment manufacturers, provide details." Proposers should substantiate their Proposals with adequate information as to why a certain pricing scheme is being proposed. All pricing schemes will be considered.

**7. Will there be a minimum system size requirement for participants expressed in cost per watt? Can we propose a minimum system size and/or base our pricing on an average system size?**

Proposers are welcome to propose a minimum system size, with a potential surcharge for systems under this size. Please keep in mind that project emphasis is on simplicity. It is our intention that a group purchase approach will yield a volume discount for all systems, even those of average size. Please itemize all additional costs in Exhibit C.

**8. How will the contractor establish final system cost before the total kilowatt capacity is known?**

We will consider using one of the following three contracting options, or the Proposer may suggest an alternative contracting option:

- All participants will contract at the highest price per watt offered by the Proposer. When total kilowatt capacity and thus final price per watt is determined, the Proposer will issue the appropriate rebate to all participants.
- All participants will contract at the price per watt reached at the time of signing. When total kilowatt capacity and thus final price per watt is determined, the Proposer will issue the appropriate rebate to all participants.
- The Proposer will require multiple payment installments from participants. The final installment will occur after the participant pool is finalized and will reflect the price per watt determined by total kilowatt capacity. Participants will pay the remaining balance based on this price per watt.

**9. Should the system cost include Seattle City Light's net metering fee?**

Yes, Seattle City Light's net metering fee should be reflected in system costs. **If possible, we would like the total system cost presented to homeowners to include all potential expenditures for installing a solar PV system, whether or not these costs are going to the contractor or will be paid directly to the utility.**

**10. Is there a process for time extension when circumstances beyond our control come into play, such as product availability?**

As stated in the RFP, project completion dates (listed as 07/01/2011) are estimates and subject to change. In general, we would like installations to occur as close to the published schedule as possible so homeowners can maximize the benefits of tax credits and production incentives. If the Proposer is aware of product availability issues at the time of bid submittal please indicate so. Furthermore, all participants must be kept informed of changes in project completion dates.

**11. Is there a solar access threshold that disqualifies a site?**

In general, installations should have a total solar resource fraction (TSRF) of at least 75%. All installations must follow the Department of Planning and Development's Client Assistance Memo 420 including siting considerations: <http://www.seattle.gov/DPD/Publications/CAM/cam420.pdf>.

**12. Will the installation contractor(s) be responsible for getting permission from homeowners' associations and the historical commission (when applicable)? If not, then who will cover that part?**

The installer will be responsible for explaining applicable permissions to owners. Once owners understand the requirements, they will be responsible for completing that process. For condominiums, the interested unit owners will be responsible for getting the actual HOA permission. For historic homes, the homeowners will be responsible for all required permissions.