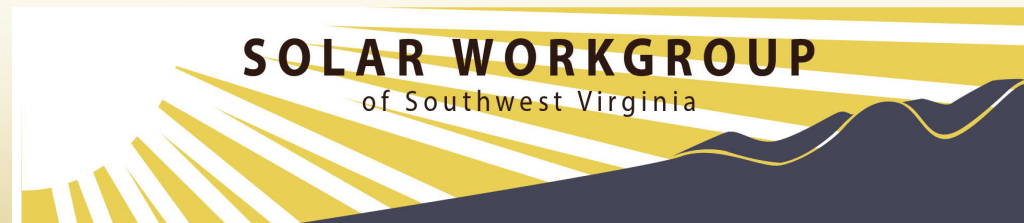


Solar Services Request for Proposals

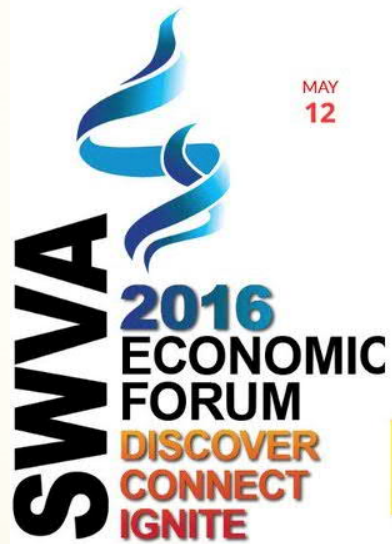
Pre-bid meeting
April 12, 2019



Agenda

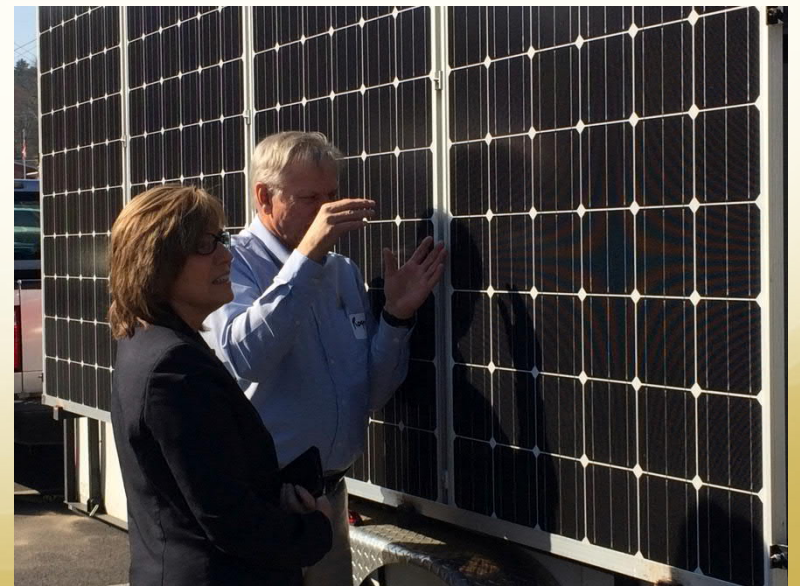
- **3:00** **Welcome and Introductions**
- **3:15** **RFP Overview**
- **3:30** **Solar site Tour Recap**
- **4:00** **Previously submitted questions**
- **4:05** **General questions and answers**
- **4:25** **Next steps**
- **4:30** **Adjourn**

Where it all began



Solar Workgroup Co-Conveners





- 1 Identify and develop sites that are ideal for solar development, especially solar “ambassador” projects.
- 2 Grow workforce development and entrepreneurship opportunities to advance solar projects and maximize local benefits.
- 3 Expand education and outreach in communities and with local leaders around solar benefits and opportunities.
- 4 Promote policy changes that will help grow the solar industry in Southwest Virginia.


Solar Workgroup Goals





SOLAR ROADMAP

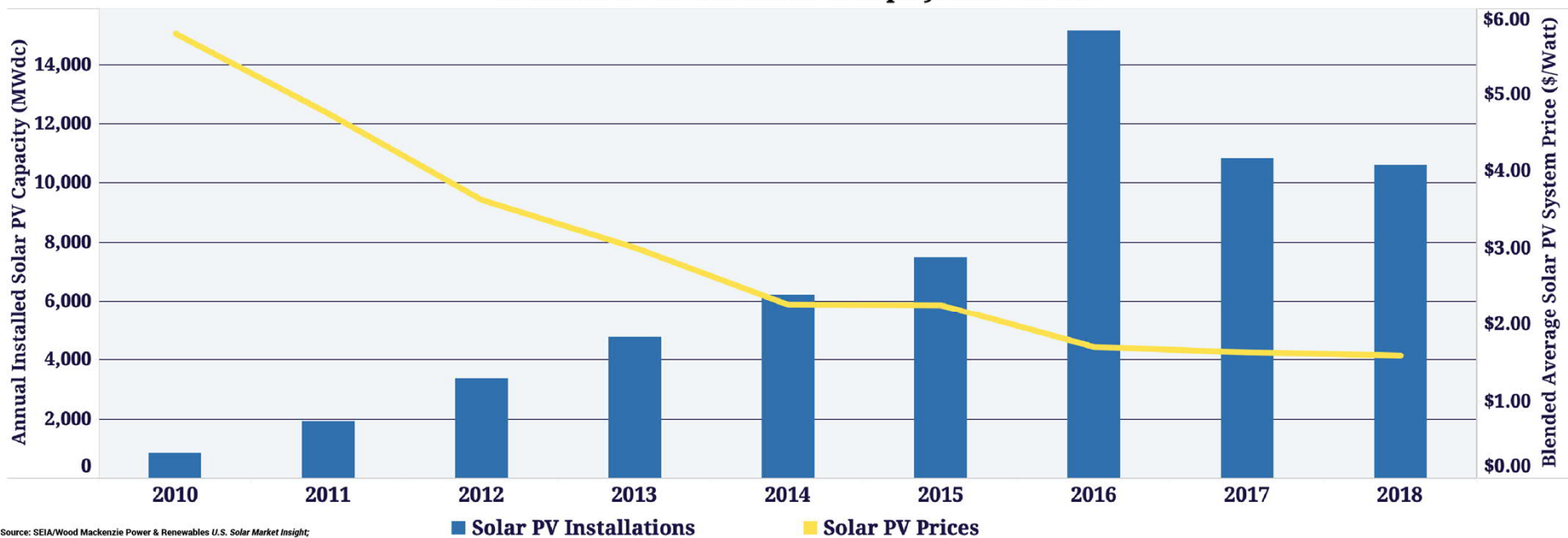
FOR SOUTHWEST VIRGINIA



Solar Workgroup of Southwest Virginia

www.SWVaSolar.org

U.S. Solar PV Price Declines & Deployment Growth

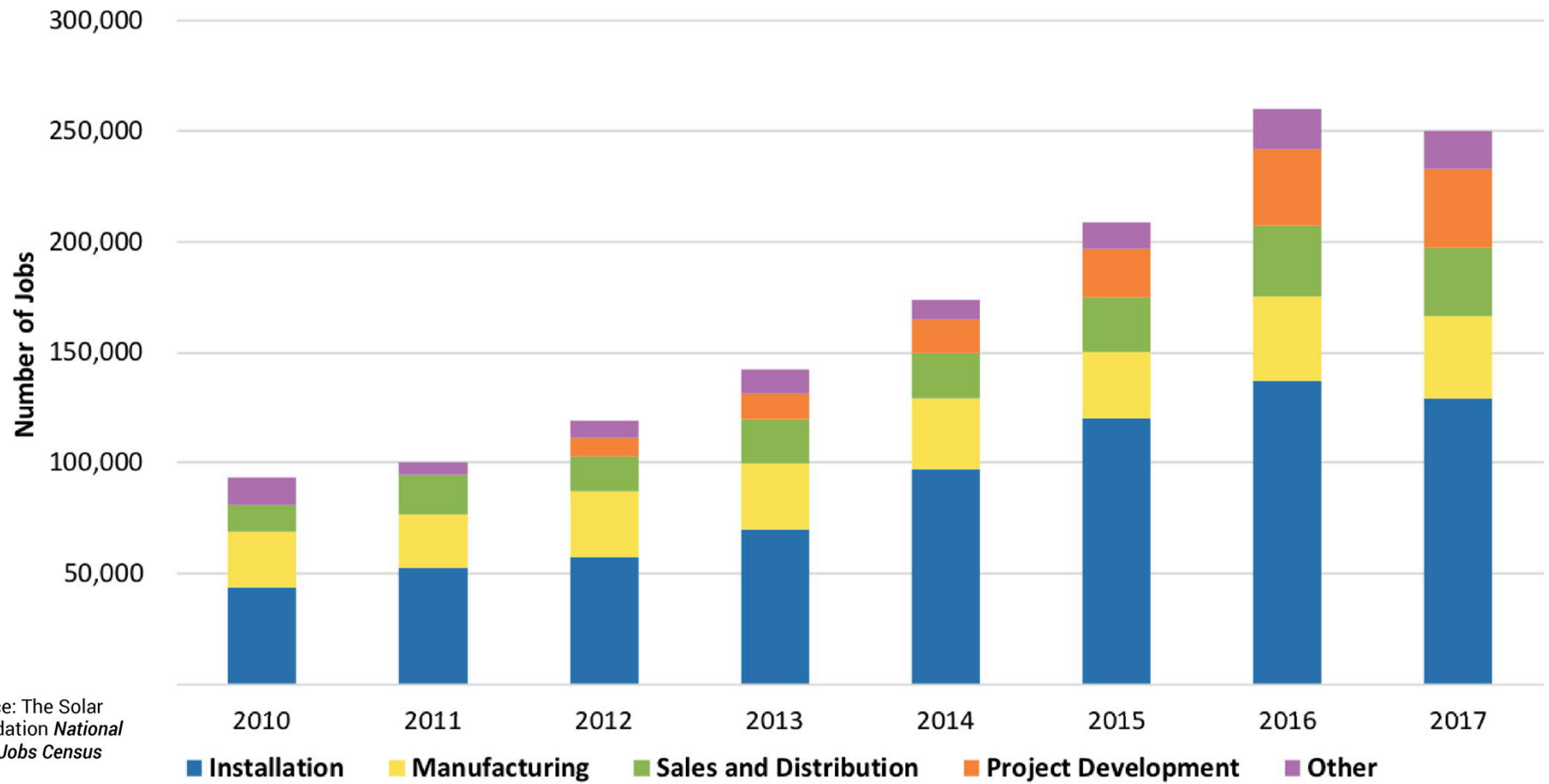


Source: SEIA/Wood Mackenzie Power & Renewables U.S. Solar Market Insight; Lawrence Berkeley National Laboratory, Tracking the Sun



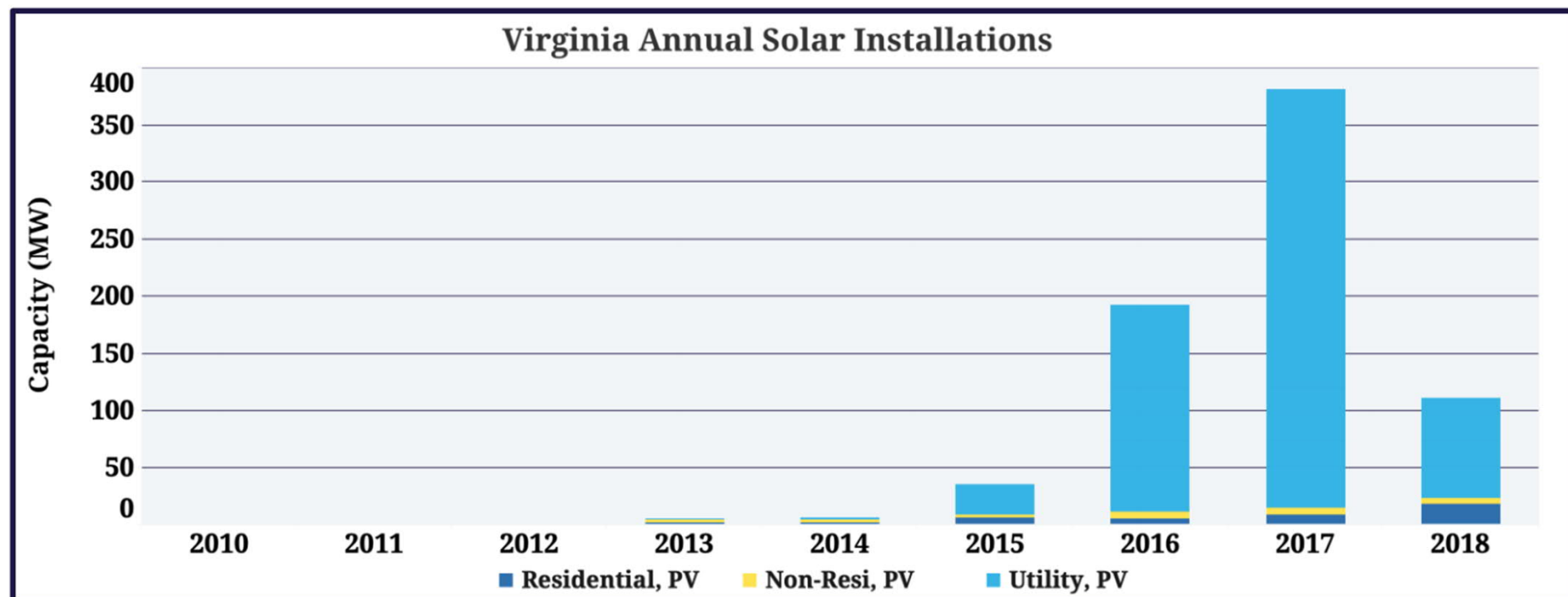
©2019

Solar Industry Employment by Sector



Source: The Solar Foundation *National Solar Jobs Census*

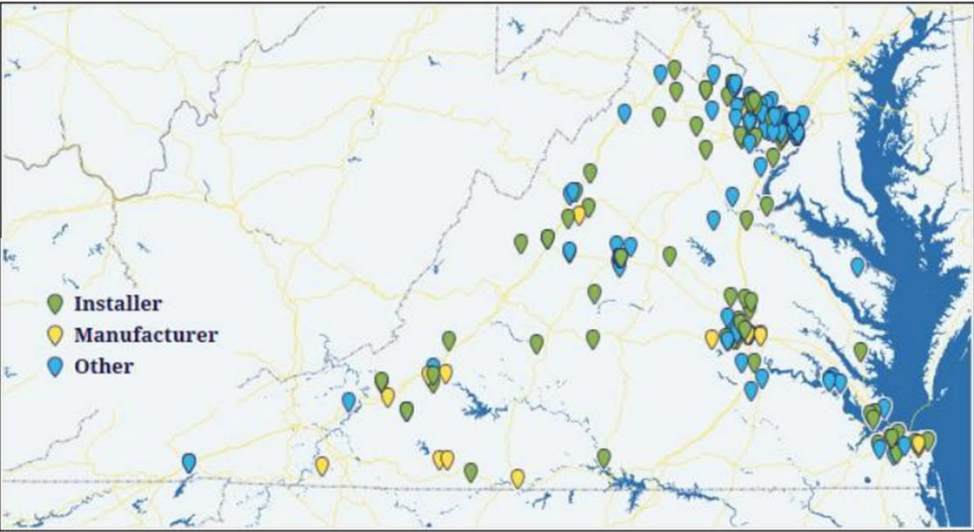
Virginia Solar



- 730.7 MW of solar installed
- 253 solar companies, 111 installers
- Price declines: 47% over the past 5 years
- Projected to grow 2,666 MW over the next 5 years

Virginia Solar

Solar Companies in Virginia



Northern Virginia



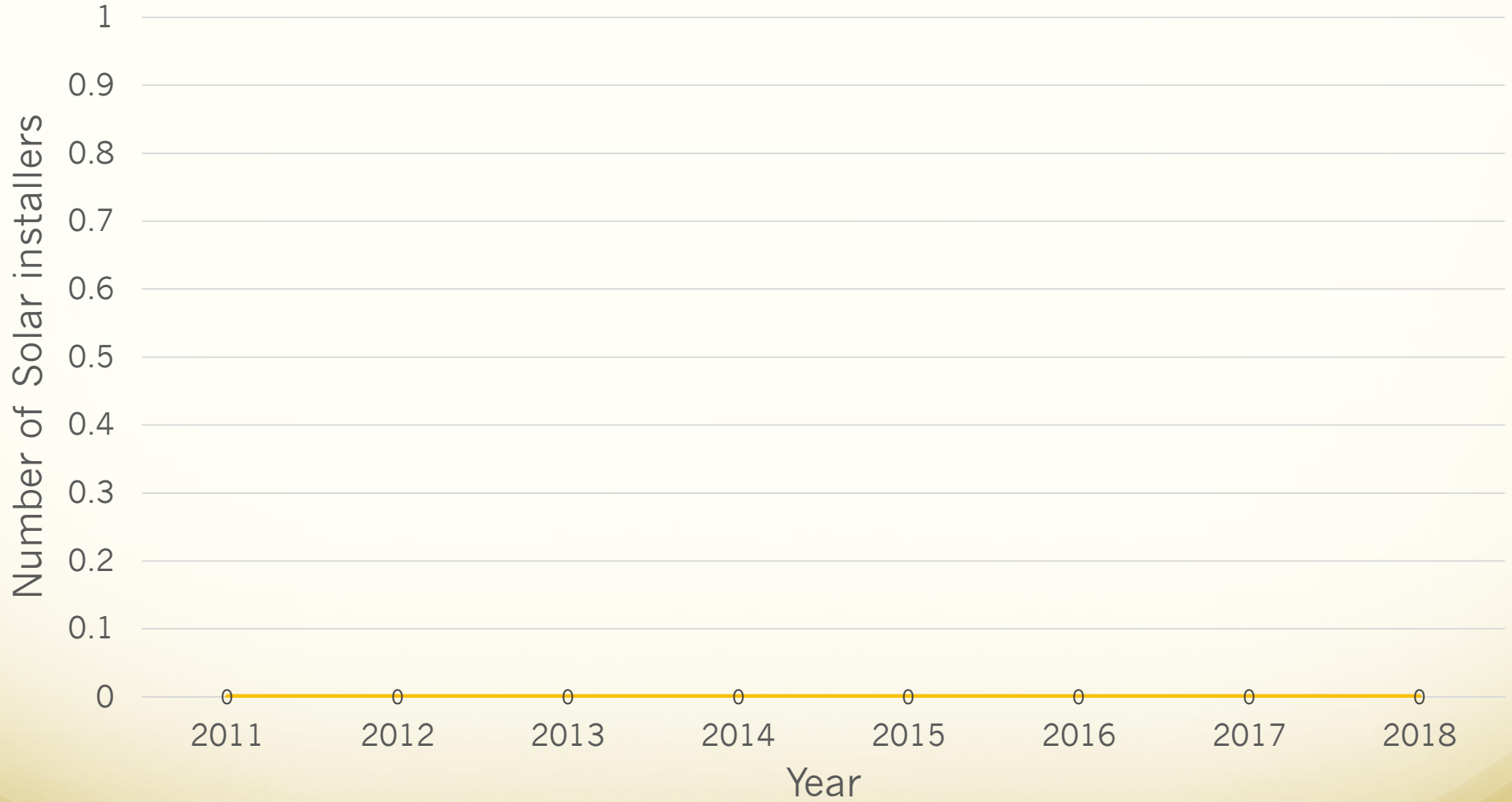
Richmond



Norfolk-Virginia Beach



Solar Installers in Far Southwest Virginia



RFP Overview

- Pre-Proposal Requirements:
 - Attendance at this Meeting Required to Submit
 - Attendance by any team member qualifies
 - If team member attendance is not self evidently clear – highlight who attended in your cover letter.
 - Tour attendance not required
 - Notice of Intent to Submit
 - Email Chelsea no later than 5pm ET Friday April 19th.
 - Required to assure you receive addenda information.
 - NOT REQUIRED to submit a proposal
 - No direct communication with site owners

RFP Overview

- Pre-Proposal Requirements:
 - Questions
 - Must be submitted no later than 5pm ET Friday April 26th
 - Chelsea is to be the sole point of contact for questions

RFP Overview

- Proposal Format
 - 25 page limit, using the template provided
 - excluding cover page, cover letter, cost proposal exhibits, and appendices
 - Organized in same order and categories as Proposal Checklist, RFP Page 12
 - Electronic submission only (PDF file)

RFP Overview

- Proposal Content
 - Cover Letter
 - Respondent Profile
 - References – minimum of 3
 - Qualifications of the team
 - Project experience
 - Key team member resumes (be sure to call out NABCEP team members and licensed team members)
 - Experience in region
 - Experience with financing options

RFP Overview

- Proposal Content
 - Business Practices
 - Health and Safety record
 - Change order policy/process
 - Provide a sample contract and note any exceptions you make to the requirements outlined in Exhibit B of the RFP (not counted in the 25 page limit)

RFP Overview

- Proposal Content
 - Work Quality
 - Equipment warranty
 - Incident procedures
 - Customer Service
 - Complaint history
 - Describe training provided to site owner.

RFP Overview

- Proposal Content
 - Cost Proposal
 - Use Exhibit C – one for each site.
 - Provide cost for cash purchase and solar service options for each site.
 - Recommended - Provide a preliminary array layout plan for each site
 - Feel free to provide additional information attached if you believe it is necessary to accurately communicate your proposal. NOTE – if information conflicts, Exhibit C will take precedence.

RFP Overview

- Proposal Content
 - Local Workforce: Opportunities for inclusion of local Southwest Virginia sub-consultants and/or sub-contractors, as well as strategies for hiring of individuals in the local workforce.
 - Interns: Inclusion of Solar PV interns through the Mountain Empire Community College (MECC) Energy Technology pathway program, or other internship programs.

RFP Overview

- Submission
 - Due May 21, 5pm ET
 - Electronic only
 - Email to Chelsea Barnes Chelsea@appvoices.org
- Selection
 - Shortlist of Respondents week of May 25
 - Interviews June 4
 - Notice of award on or about June 5

Post Award

- Participant: Notice of Intent to Engage: approximately July 5th, 2019
- Developer: Contracts to Customers by approximately September 3rd, 2019

Financing Options and Legal Questions

- Net metering
- PPAs, SGAs, Loans, oh my!
- Federal tax credit

General Site Visit and Site Concepts

- Exhibit A for each site
- Considers utility bill information
- Other configurations/placements may be more optimal

Site Specific Information

- AppCAA
 - Nonprofit
 - Powell Valley Electric Coop
 - 14.7 kW
 - Ground mount
 - Community garden
 - Underground drainage

Site Specific Information

- Ballad Health Plex
 - Nonprofit
 - ODP utility
 - Rooftop
 - 301.4 kW
 - Carport is a possibility
 - Roof
 - 10-11 years left on roof warranty (working to obtain a copy)
 - 50 lbs/sq ft

Site Specific Information

- First Baptist Church
 - Appalachian Power utility
 - 255.8 kW
 - Roof and land space available
 - Would need to cross street for ground mount

Site Specific Information

- Iron Works Cycling
 - 5.88 kW
 - ODP utility
 - Rooftop system
 - Will need to replace roof before installation
- Iron Works Fitness Center
 - 32.3 kW
 - ODP utility
 - Rooftop system
 - Working to fix foundation issue over the next 6 months

Site Specific Information

- Norton Rescue Squad
 - 72 kW
 - Rooftop system
 - Interested in battery storage system
 - Pursuing grant support

Site Specific Information

- Pennington Gap Lee Theater and Community Center
 - Rooftop system
 - 100 kW
 - ODP Utility
 - 3 meters
 - Theater built in 1947
 - Sloped roof
 - Steel bridging
 - In 2000, metal roof installed
 - Community Center
 - New roof in 2013

Site Specific Information

- Pennington Gap Sewer Plant
 - 220.5 kW ground mount
 - Site location is flexible
 - ODP utility
 - Trees can be removed
 - Riparian plantings
 - The fence near the river can be removed, but beyond the fence is flood zone
 - Clarifying land ownership

Site Specific Information

- Pennington Gap Town Hall
 - 201.4 kW ground mount was included in concept
 - Rooftop is possible
 - ODP utility

Site Specific Information

- Pennington Gap Water Plant
 - Ground mount
 - ODP utility
 - 1.24 MW in concept
 - Possibly only up to 600 kW might be possible due to underground drainage system
 - Town is open to tree clearing where needed
 - Gathering site plans, diagrams

Site Specific Information

- Sweetbriar
 - Multi family low-income site with many meters
 - Working to consolidate meters
 - 170.5 kW
 - AEP (Appalachian Power) territory
 - Confirming land ownership
 - Rooftop systems are a possibility

Site Specific Information

- Western Front Hotel
 - 112.7 kW rooftop and carport
 - ODP territory
 - Renovated building
 - In business for 14 months
 - Selected bidder needs to install carport
 - Carport does not need to be water proof

Previously Submitted Questions

- Do all sites require financing?

Additional Questions

Project Milestone	Date/Time
Mandatory Pre-Proposal Conference (GoToWebinar option available)	April 12, 3pm
Notice of Intent to Submit Proposal	April 19, 2019, 5pm ET
Questions from Respondents Due	April 26, 2019 5pm ET
Answers to Respondent Questions distributed	May 3, 2019
Response Due Date (electronic submission only)	May 21, 5:00 pm ET
Interviews of Shortlist of Respondents (if desired by the SWG Selection Committee)	June 4, 2019
Notice of Intent to Award	June 5, 2019
Notice of Intent to Engage (from participants)	July 5, 2019
Contract due to participants (approx.)	September 3, 2019
System Operation Date	Negotiated Individually per Subject Site