**EXHIBIT A**

**SCOPE OF WORK**

The selected firm will provide for design and installation of residential and commercial solar electric systems for a group of property owners 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 the program which combines lowered customer acquisition costs with group purchasing and installations. The selected firm may offer financing and purchasers may acquire separate financing.

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 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 or small business, 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 owner with completing an interconnection agreement with utility service,
* providing each owner with information regarding energy efficiency,
* providing each owner appropriate documentation and guidance for applying for the federal residential solar energy tax credit

**Note:** To ensure that participants in the group buy 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.

**INTERNSHIPS & APPRENTICESHIPS**

The Contractor will host two (2) to three (3) 160-hour internship or apprenticeship positions. This includes working with MREA to develop a position description to be included in a vacancy announcement and working with MREA to ensure that the position responsibilities align with industry-established learning objectives (or Job Task Analyses). Once the position description is approved and a vacancy announcement is posted by the employer on <http://solarenergy.jobs>, the MREA will promote the vacancy to MREA trainees. The Contractor will be responsible for interviewing, selecting, and hiring the intern or apprentice.

Candidates will have completed introductory training with MREA in preparation for the NABCEP PV Associate Exam.

If the Contractor and intern or apprentice complete all program requirements, the MREA will provide a $1,000 payment to the contractor for each intern or apprentice upon completion of 160 hours of employment and proof that they were paid at least $16/hour in compensation.

**EXHIBIT B**

### **PROPOSING FIRM QUALIFICATION STATEMENT**

**Proposing Firm Qualification Statement:**

I, \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_, have read the entire contents of the RFP, and certify 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: (Check appropriate boxes to indicate compliance.)

□ Certification through NABCEP (required)

□ Principal place of business located within Wisconsin. (Not required, but worth additional points.)

□ \_\_\_\_\_ (number of) Master Electricians on Staff. (Not required, but worth additional points.)

□ \_\_\_\_\_ (number of) NABCEP credential-holders in the field. (Not required, but worth additional points.)

I certify that the Proposing Firm agrees to abide by the SEIA Solar Business Code: <http://www.seia.org/policy/consumer-protection/seia-solar-business-code>.

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 Name & Title

**EXHIBIT C**

**Grow Solar For Humanity 2022**

**B**aseline 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: [www.gosolarcalifornia.ca.gov/equipment/index](http://www.gosolarcalifornia.ca.gov/equipment/index).
    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)

**EXHIBIT C (continued)**

**Grow Solar For Humanity 2022**

|  |  |
| --- | --- |
| Proposer 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 (Chippewa Valley, St. Croix Valley)**
* **Zone 2 (Fox Cities, Door County)**
* **Zone 3 (Wisconsin River, Dane County)**
* **Zone 4 (Lakeside, Milwaukee, Kenosha, Washington, Dodge, Racine)**

**Note: Please see Attachments for map and details about each Habitat Site.**

**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 2: BASELINE PRICE INFORMATION (ASSUMES ROOF MOUNTED\* SOLAR ARRAY)**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | EXAMPLE | Option 1 | Option 2 | Option 3 |
| Modules | PANASONIC 395 W |  |  |  |
| Inverter | FRONIUS PRIMO |  |  |  |
| Typical price\* pre-incentive  (what your company would charge for this installation outside of the group buy) | $3.00/W | $ | $ | $ |
| Base Price, Zone 1 | $2.50/W | $ | $ | $ |
| Base Price, Zone 2 | $2.50/W | $ | $ | $ |
| Base Price, Zone 3 | $2.50/W | $ | $ | $ |
| Base Price, Zone 4 | $2.50/W | $ | $ | $ |

\*Assume a typical Roof-mounted 5kW array; new construction or under construction. **Please see Attachment 1 for details about each Habitat Site.**

**PART 3: ADDERS SCHEDULE (Continued on next page)**

|  |  |  |  |
| --- | --- | --- | --- |
| **Additional Cost Factors**  **(if any)** | **Increased Cost ($/watt)** | **Flat Rate Adders ($)** | **Description** |
| Battery backup |  |  |  |
| Roofing - Metal (Standing Seam) |  |  |  |
| Roofing - Metal (Corrugated) |  |  |  |
| Roofing - Spanish (clay) tile |  |  |  |
| Roofing - Concrete tile |  |  |  |
| Roofing - Wood Shake |  |  |  |
| Roofing - Flat (torch-down) |  |  |  |
| Roofing - Single-ply membrane |  |  |  |
| Roofing - Foam |  |  |  |
| Roofing - Tar and Gravel |  |  |  |
| 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 |  |  |  |
| Structural - Trenching |  |  |  |
| Permitting - Allowance Commercial  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) |  |  |  |
| Multiple string inverters (Ex. SMA) |  |  |  |
| Obstruction - Vent pipe removal |  |  |  |
| Multiple roof arrays |  |  |  |
| Animal exclosure (Ex. Critter Guard) |  |  |  |
| Other (explain) |  |  |  |
|  |  |  |  |

(Proposing firm may 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 people to pay on average in this program.