



# **Solar for All Single-Family RFP Info Session**

**November 13, 2024**

**James Clarke, Portfolio Manager, Solar for All**

**Antoine Grant, Solar Program Manager, Single-Family**

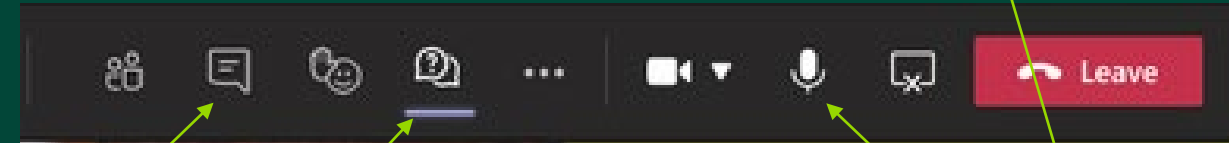
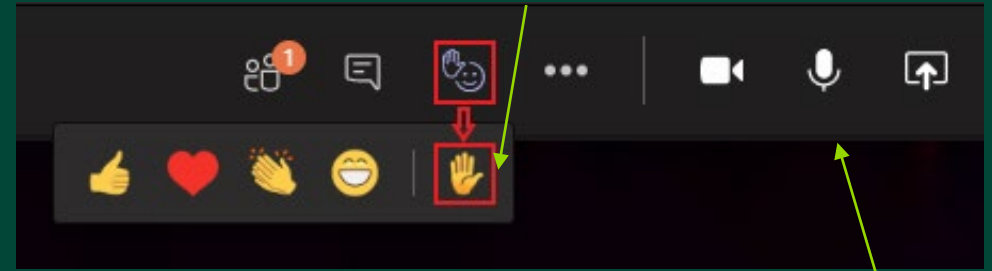
**Kassa Beyene, Solar Program Engineer**

# Session Expectations

- Q&A will be at the end of the session.
- Please let us know in the chat section if you are having technical difficulties or difficulty hearing the presentation.
- To submit a question, please use the chat/Q&A to write out your question or use the 'raise hand' feature (see photo). Once your hand is raised the moderator will call on you to come off mute to give an auditory response
- Please put all questions in the chat bar and we will address as many as possible. DCESU will be bound only to written answers to questions provided under the formal RFP process.
- Additional questions will be addressed and responses posted on our website [www.dcseu.com/contractors/opportunities](http://www.dcseu.com/contractors/opportunities)
- Additional questions can be sent to [proposals@dcseu.com](mailto:proposals@dcseu.com)
- The webinar will be posted on our website for anyone wanting to review the information discussed today at [www.dcseu.com/resource-library](http://www.dcseu.com/resource-library)

**DCSEU SFA SF RFP | November 13, 2024**

## Raising Your Hand

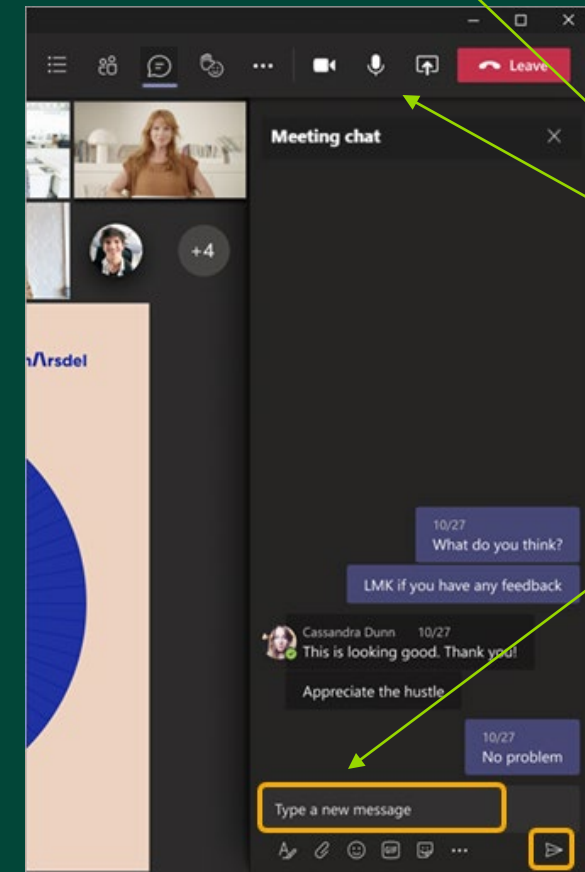
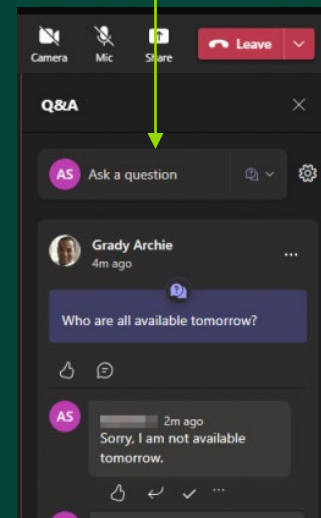


Using Chat

Using Q&A

Mute Button

Using Chat



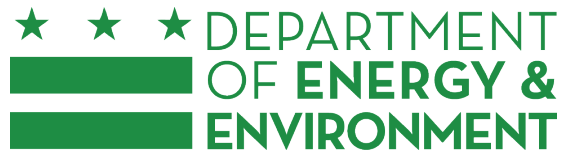


The DC Sustainable Energy Utility (DCSEU) and the Department of Energy & Environment (DOEE) are working with local solar contractors to design and install solar photovoltaic (PV) systems **at no cost to income-qualified District homeowners and residents.** These systems have the potential to offset electricity costs by as much as \$500 each year, saving you money for years to come.



# Dr. Lance Loncke

Senior Economist,  
DC Department of Energy &  
Environment (DOEE)



DCSEU SFA SF RFP | November 13, 2024





# Thomas Bartholomew

Associate Director for Policy and Compliance

DC Department of Energy & Environment (DOEE)



DCSEU SFA SF RFP | November 13, 2024



**Solar Team Introduction and Agenda:  
James Clarke**

# **Solar for All Single-Family RFP Info Session**

**DCSEU SFA SF RFP | November 13, 2024**



# Agenda

- 2019-24 Single Family Program Recap
- Solar Program Requirements and Milestones
- ITC Adder Provision Discussion
- QA/QC Process Overview
- SfA Protocols
- Questions/Discussion

“

This groundbreaking new law will enable us to extend the benefits of solar power to many diverse populations – our seniors, our local small businesses, our nonprofits, and our residents and families living on a fixed income...

**- Mayor Muriel Bower**

**announcing RPS Bill and Solar  
for All, July 2016**



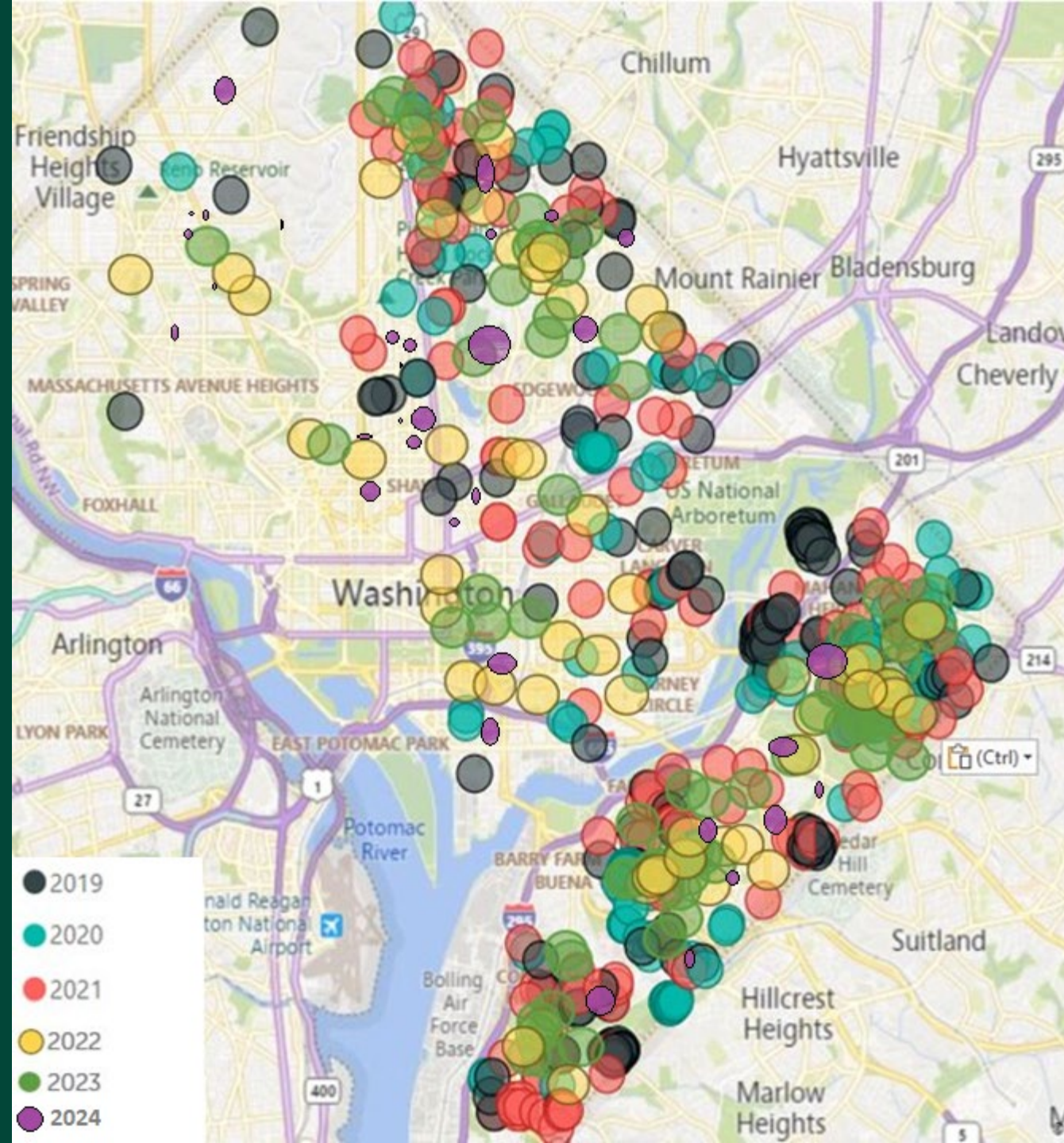
# Solar for All 2019-2024 Projects

## SINGLE FAMILY

- 2019: 86 homes installed totaling 430kw
- 2020: 120 homes installed totaling 650kw
- 2021: 122 homes installed totaling 690kw
- 2022: 106 homes installed totaling 650kw
- 2023: 176 homes installed totaling 1559kw
- 2024: 58 homes installed totaling 507kw

## CREF

- 2019: 84 CREF projects totaling 7.2MW
- 2020: 50 CREF projects totaling 6.4MW
- 2021: 32 CREF projects totaling 6.6MW
- 2022: 41 CREF projects totaling 9.2MW
- 2023: 28 CREF projects totaling 4.8MW
- 2024: 19 CREF projects totaling 3.0MW





# 2024 SF Program Recap

- 2024 SF Goal: **50**
- 2024 SF Completed: **58 were completed** and operating by September 30
- Approximately **\$662,273 in incentives** were paid to subcontractors, including 24 roof repair reimbursements, 5 Heavy Ups and 3 Battery Pilot Program installations
- The 58 homes will generate a total of **507kW**
- Homeowner savings: it is estimated that homes will experience a **minimum 50% reduction** in utility bills - based on an average installation of 4,200 kWh/yr baseline established in 2016.

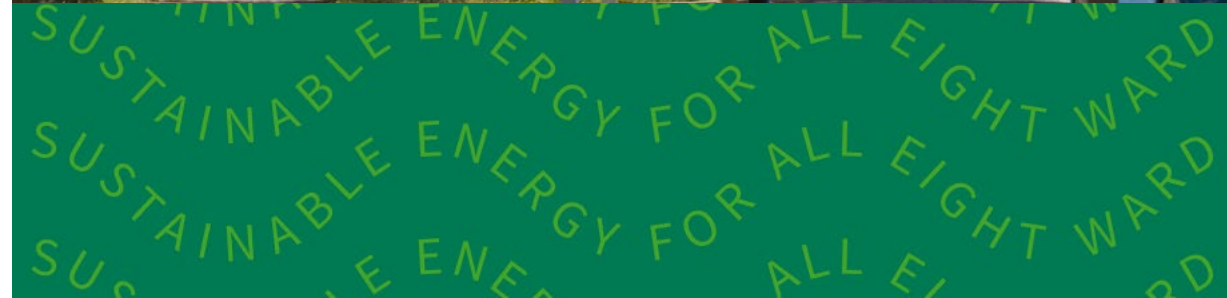




Antoine Grant & James Clarke

# Solar Program Requirements & Milestones

DCSEU SFA SF RFP | November 13, 2024



# RFP Program Requirements

- Goal: Install Solar on 150 or more Homes totaling between 750-900kw of solar by August 1, 2025
- Designate 100% of the output to the homeowner – free of charge
- Projects must meet all milestones in order to receive the incentive
- All projects must be permitted, fully installed, and operational by 9/12/25
- Subcontractors will operate and maintain the system for 20 years
- Systems must generate at least 90% of the annual expected electrical output.
- Subcontractor shall design and construct PV systems to result in a minimum 50% reduction in annual electricity costs based on DC's average residential bills for 2016 or 4,200 kWh/yr.
- New ITC IRA Adder requirements





# Evaluation Criteria & Points

Category	Description	Points
<b>A. Households, capacity and costs</b>		<b>Total of 55 points</b>
1. Total SFA residential proposed	Number of single-family homes proposed to install, not to exceed 5kw (bonus points to pre-qualified homes)	Up to 25 points
2. Requested price per watt incentive	Price per watt requested; may not exceed \$1.50/W	Up to 30 points
<b>B. Team experience and quality</b>		<b>Total of 35 points</b>
1. Operating Capacity Deployed	Total capacity developed by bidder; prior project performance	Up to 10 points
2. Prior Experience	Years of experience; minimum of three references; performance on similar programs (including SfA)	Up to 15 points
3. Project Team	Description of team and roles; letters of commitment	Up to 10 points
<b>C. Innovation</b>	Aspects that enhance projects benefit to the community	<b>Up to 10 Points</b>
<b>D. Certified Business Enterprises</b>		<b>Up to 12 Points</b>
	<b>Total Points Available</b>	<b>112</b>

# Certified Business Enterprises (CBEs)



- District contracts in excess of \$250,000 require a 35 percent SBE subcontracting utilization plan and monitoring throughout the life of the contract.
- Accordingly, the **DCSEU's goal is for 50% of the incentives awarded under this RFP be retained by CBEs.**
- Up to 12 preference points are available to Prime bidders who are CBEs and commit to retaining the incentives or a portion of the incentives.
- Preference points categories are:
  - Small business enterprise (SBE) and/or Woman owned business enterprise (WBE) certified by the DC DSLBD (**3 points**);
  - Resident-owned business (ROB) certified by DC DSLBD (**5 points**);
  - Longtime resident business (LRB) certified by DC DSLBD (**5 points**);
  - Local business enterprise (LBE) certified by DC DSLBD (**2 points**);
  - Local business enterprise with its principal offices located in an enterprise zone (DZE) certified by DC DSLBD (**2 points**);
  - Disadvantaged business enterprise (DBE) certified by DC DSLBD (**2 points**);
  - Veteran-owned business (VOB) certified by DC DSLBD (**2 points**); and
  - Local DC manufacturing business enterprise (LMBE) certified by DC DSLBD (**2 points**).

# Additional RFP Specifics: Insurance

Type	Limits
Commercial General Liability Insurance	\$1,000,000 per occurrence; \$2,000,000 aggregate
Automobile Liability Insurance	\$1,000,000 per occurrence combined single limit for bodily injury and property damage
Workers' Compensation Insurance	comply with statutory mandates
Employer's Liability Insurance	\$500,000 per accident for injury; \$500,000 per employee for disease; and \$500,000 for policy disease limit
Crime Insurance (3rd Party Indemnity)	\$1,000,000 per occurrence
Cyber Liability Insurance	\$2,000,000 per occurrence or claim; \$2,000,000 aggregate
Professional Liability Insurance (Errors and Omissions).	\$1,000,000 per occurrence for each wrongful act and \$2,000,000 annual aggregate
Sexual/Physical Abuse and Molestation	\$1,000,000 per occurrence; \$2,000,000 aggregate
Umbrella or Excess Liability Insurance	\$3,000,000 per occurrence





# DCSEU SFA FY25 Pipeline

- The DCSEU has built up a list of interested customers from inquiries to our website. These customers are a priority.
- The DCSEU will provide subcontractors a list of these pre-qualified customers.
  - Preliminary analysis of the home is conducted that looks at shading and orientation
  - Customers will be income qualified
- The customers will be assigned to a subcontractor upon signing of bidder's subcontract, and the DCSEU will notify the customers which subcontractor will install their system.
- Provided customers are pre-qualified leads. Subcontractors will have to work with each customer and ensure that they meet the following guidelines:
  - Roof is in a condition to support solar
  - Roof does not have other obstructions or shading
- Each subcontractor's portfolio will be listed in the subcontract as an attachment
  - Changes will be made to the attachment as needed
  - The attachment will track progress to reaching the maximum MLA

# DCSEU SFA FY25 Additional Services

The DCSEU is continuing to offer to pay successful bidders for roof repair and/or replacement services as well as electrical services for homes that need solar.

Bidders are required to:



Inform the DCSEU of any repair or replace service required to properly install and maintain the system for 20 years



Submit 3 bids from roofing contractors or electrician for the repair or replacement services to the **DCSEU or confirm intent and ability to perform in-house, providing associated labor rates.**



If approved in writing by the DCSEU, hire and manage contractors to complete the services according to the milestone deadlines **or provide labor reasonable labor hours and rates subject to DCSEU approval.**

*The DCSEU will pay for these services on a per-project basis and reimburse subcontractors for their out-of-pocket costs to complete the additional services.*

# Milestones: Overview

- DCSEU to provide a checklist for each milestone
  - Milestone deliverables must be **submitted and approved** by DCSEU by the milestone deadline. The DCSEU will provide you with a milestone checklist to help ensure your submission of milestone documentation is complete.
  - Documentation needs to comply with the requirements outlined in the Subcontract (see FY23 Subcontract, Attachment B and C) [**Changes from FY24 to F25 milestone requirements shown in subsequent slides**].
  - Failure to complete a milestone by the deadline may result in project termination, as defined in the Subcontract.
- Milestone documentation should be submitted to the DCSEU via SharePoint. Subcontractors are encouraged to upload documentation as soon as it is received so that it can be reviewed and approved prior to the deadline.
- Alternatively, milestone documentation can be emailed directly to Antoine Grant ([agrant@dcseu.com](mailto:agrant@dcseu.com))
- Milestone payments will only be processed for complete submissions
- **All homeowner agreements shared shall have homeowner name information prefilled by DCSEU. Therefore, any additional customers must be requested in writing and approved. They can fill in the referring contractor name when they apply through our portal at <https://www.dcseu.com/ahep-sfa-apply>**





# Milestone 1: Document Requirements

- Subcontractor Statement
- Preliminary drawings
- Signed homeowner agreement from both homeowner & contractor
- Recent PEPCO bill
- Note: Financial Partner commitment letters no longer required on a per project basis

Note: For Identification purposes, subcontractors must use the following hashtag for DOB and PEPCO submissions.  
**#DCSEUSfA2025SF**

**Milestone Deadline: March 5, 2025**



## Milestone 2: Document Requirements

- Stamped Engineering drawings
- Permits (Solar & electrical)
- PEPCO ATI
- Confirmation of following standards of procurement of equipment necessary to stage and install PV System:
  - Panels
  - Inverters
  - Microinverters or optimizers
  - Racking

Note: Proof of Payment now moved to being a Milestone 3 requirement

**Milestone Deadline: April 18, 2025**



# Milestone 3: Requirements

- Proof of Payment for Equipment
- DOB Inspection Approval
  - includes revised permits/as built drawings
- O&M Manual
  - 20-year O&M Plan, including system monitoring
  - As built drawings
  - Homeowner agreements
  - Updated permit (if required) or existing permit
  - Cut sheets for major equipment
  - Warranties (labor and materials)
- DCSEU Substantial Completion Report
- PEPCO ATO
- Log in information for each inverter
- Invoice to DCSEU Finance

**100% PAYMENT WILL BE ISSUED UPON RECEIPT OF ALL DOCUMENTS**

**Milestone Deadline: September 12, 2025**

DCSEU SFA SF RFP | November 13, 2024

SUSTAINABLE ENERGY FOR ALL EIGHT WARD  
SUSTAINABLE ENERGY FOR ALL EIGHT WARD  
SUSTAINABLE ENERGY FOR ALL EIGHT WARD





# Process for Completing Work

- Weekly meetings
- Site visits or virtual inspections
- Monthly Progress reports
- DCSEU will set up tracking document for each Subcontractor to be reviewed at each meeting.

SUSTAINABLE ENERGY FOR ALL EIGHT WARD  
SUSTAINABLE ENERGY FOR ALL EIGHT WARD  
SUSTAINABLE ENERGY FOR ALL EIGHT WARD



# Post Construction Obligations & Monitoring

- Monitor and conduct O&M for 20 years
  - Need API key and the site ID for monitoring
  - Must add [solar@dcseu.com](mailto:solar@dcseu.com) as an account to monitoring system
- Register with the PSC
  - <https://dcpsc.org/Utility-Information/Electric/RPS.aspx>
- Ensure project is on-line and providing expected output to the homeowner
- Fix issues as they arise to ensure continuous operation
- **Write a check to VEIC for 50% of any ITC adder proceeds within 60 days of receiving a payment from the federal government for an IRA adder, if bidding over \$1.25/W.**

# ITC IRA Adder Provision Discussion

- All projects that plan to apply for any tax credit adder authorized by the Inflation Reduction Act (IRA) must be noted in the proposal **along with an agreement to bid a maximum of \$1.25/W or enter into the commitment noted below.**
- If a bidder is awarded a subcontract, they will need to disclose if they intend to apply for the IRA adders for any project(s) authorized under the subcontract.
- If a project(s) authorized for Solar for All receives an IRA adder, the bidder/subcontractor will be required to enter into a commitment with VEIC to transfer 50% of the tax credit adder proceeds for the project(s) to VEIC for the development of SFA in Washington, DC.
- The commitment with VEIC would provide that, within 60 days of receipt of payment from the federal government for an IRA adder, the bidder/subcontractor will write a check payable to VEIC for 50% of the monetary value of the IRA adder payment to be used exclusively by VEIC for its SFA program.
- A subcontractor will be required to sign a commitment letter with VEIC with respect to any IRA tax adders for all of the subcontractor's single-family projects, i.e., for both projects for which the subcontractor intends to apply for an IRA adder and projects for which the subcontractor does not currently intend to apply but may do so in the future.

Kassa Beyene & James Clarke

# DCSEU QA/QC Process Overview

DCSEU SFA SF RFP | November 13, 2024







# Substantial Completion Reports

Substantial Completion Report is an on-site assessment conducted by the DCSEU that makes sure the system size is accurate and reflects the permit.

- Inspections are in person and/or Virtual
- Subcontractors must submit pictures and documentation in a timely fashion to avoid delays in receiving incentive.
- Check number of panels, panel output, and panel type
- Findings in the report dictates the final incentive; and
- The report sets the baseline by which future output is measured





# Remote Inspections

- The DCSEU will utilize remote analysis of images from subcontractors in order to verify completion
- Subcontractors must submit:
  - Images of the entire array
  - Name plates of modules
  - Images of the inverter and the inverter name plate
  - Images of the site & front of the home

SUSTAINABLE ENERGY FOR ALL EIGHT WARD  
SUSTAINABLE ENERGY FOR ALL EIGHT WARD  
SUSTAINABLE ENERGY FOR ALL EIGHT WARD



# Protocols for Representing SFA

- Abide by ALL COVID safety requirements as mandated by the District, especially when entering homes.
- Leave homes and grounds in exact or better condition than when arrived for the install. Pick up all debris from the installation
- Be collegial when speaking to or discussing other businesses, especially in front of the homeowner
- Be understanding of homeowner concerns. Do not badger or force the homeowner to sign on to SFA
- Candidates lacking optimal roofs or orientation can be referred to DOEE for free solar through the community solar program.
- Build TRUST. If there is doubt, refer them to SFA and we will confirm your company's status with the program



# DISTRICT OF COLUMBIA SUSTAINABLE ENERGY UTILITY



Please submit questions to:  
[proposals@dcseu.com](mailto:proposals@dcseu.com)

## Thank You – Your SFA Team

### **James Clarke**

Portfolio Manager,  
SFA

[jclarke@dcseu.com](mailto:jclarke@dcseu.com)

### **Antoine Grant**

Solar Program  
Manager,  
Single-Family

### **Madison Johnson**

Solar Program  
Assistant,  
Single-Family

### **Kassa Beyene**

Solar Program  
Engineer

### **Ronald Hobson**

Solar Program  
Engineer

### **Josh Wink**

Solar Program Manager,  
CREF

★ ★ ★ DEPARTMENT  
OF ENERGY &  
ENVIRONMENT

WE ARE WASHINGTON  
GOVERNMENT OF THE  
DISTRICT OF COLUMBIA  
DC MURIEL BOWSER, MAYOR



# Submitting Bids on the Web Portal



## All Bidders

- The DCSEU welcomes all qualified bidders to respond to this RFP.
- All responses must be submitted through the DCSEU Contractor Web Portal (<https://portal.dcseu.com>) by the deadline specified above.
- Bidders may request a copy of the DCSEU's Solicitation Guide for the Contractor Web Portal by emailing [proposals@dcseu.com](mailto:proposals@dcseu.com).



## New & Returning Bidders

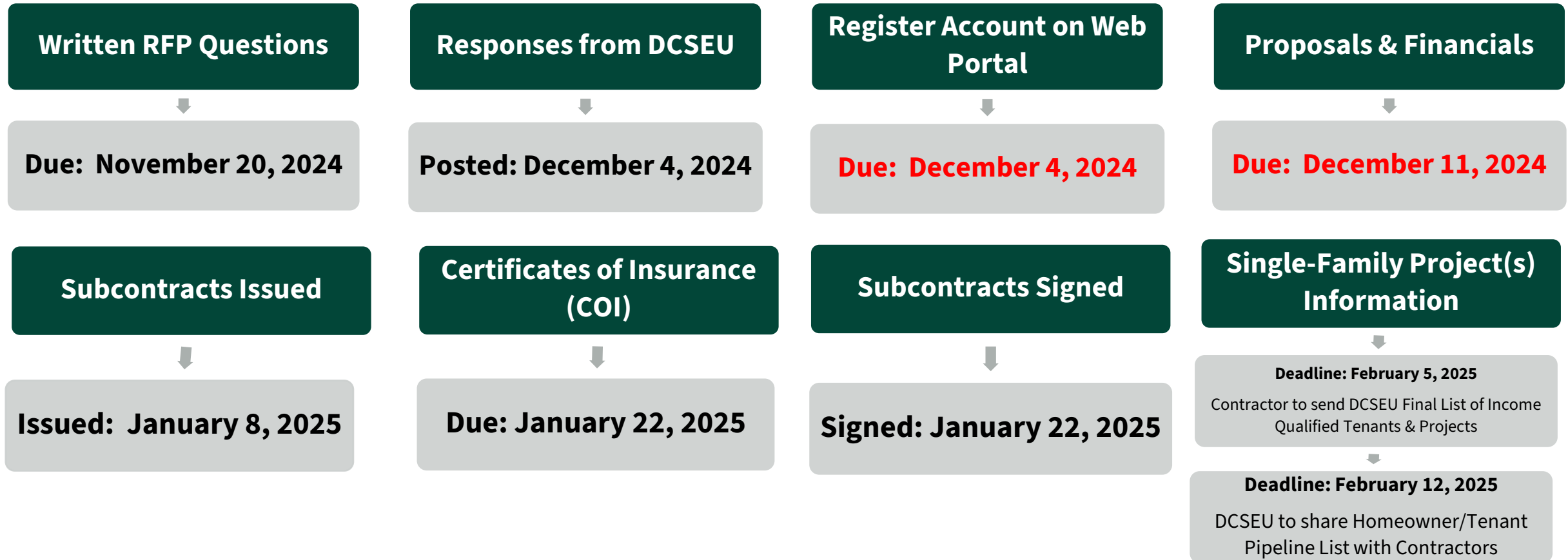
- New bidders must request an account **by December 4, 2024 at 5PM** by completing the username account request form available at <http://www.dcseu.com/about/rfq-profile-request-form>.
- The DCSEU will process the request within two business days or sooner, when possible.
- Returning bidders may use their existing account. If you have forgot your username, please contact [WebPortalHelp@DCSEU.com](mailto:WebPortalHelp@DCSEU.com).

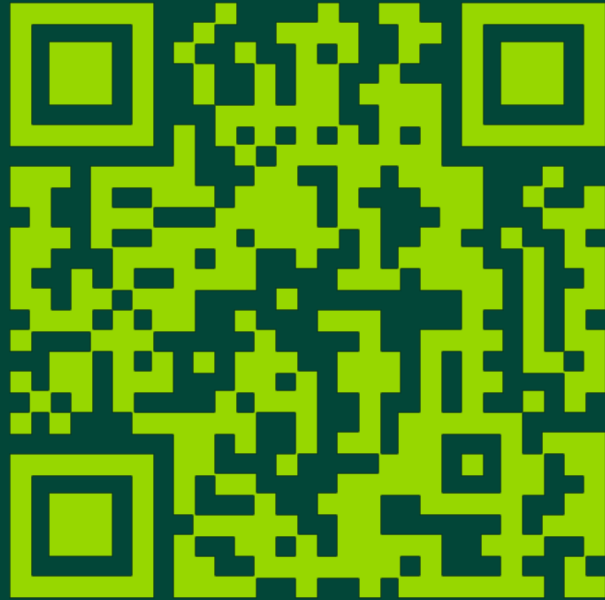


## Responses

- Responses that are not in the required format, incomplete or not submitted by the response deadline may be disqualified.

# RFP Timeline





# Sign up for Contractor Updates

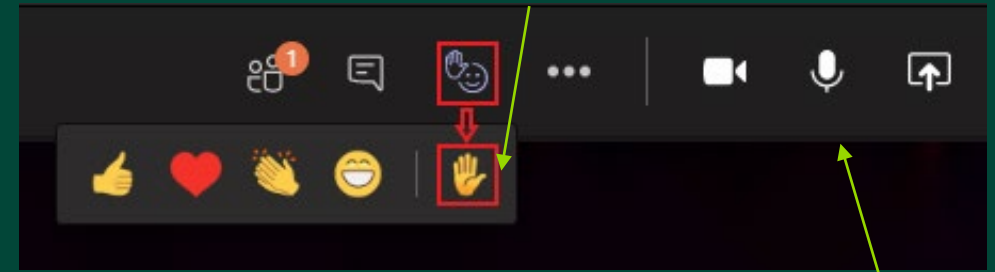
Visit [dcseu.com/contractorupdates](https://dcseu.com/contractorupdates) and sign up to receive updates about upcoming trainings and opportunities with contractors



# Questions

- To submit a question, please use the chat/Q&A to write out your question or use the 'raise hand' feature (see photo). Once your hand is raised the chat moderator will call on you to come off mute to give an auditory response.

## Raising Your Hand



Using Chat

Using Q&A

Mute Button

Using Chat

