



Illinois Solar for All

Overview of the Residential Solar Pilot: Request for Proposals

Question and Answer

Thursday, June 1, 2023

Agenda

- Residential Solar Pilot Overview
- Proposal and Submission Requirements
- Process for Commenting and Questions



Residential Solar Pilot Overview



Purpose and Goals

- The Residential Solar (Small) sub-program has not had participation levels to utilize its annual budget fully
- Reported barriers to participation include:
 - Customer unfamiliarity with solar power
 - Distrustful of marketers
 - Language barriers
 - A complex customer acquisition and application process
- The Illinois Power Agency's 2022 Long-Term Renewable Resources Procurement Plan (The 2022 Plan) outlined a pilot initiative to use a consolidated model adjusting the roles of the Program Administrator to reduce these barriers and increase participation in the Residential Solar (Small) sub-program in 1-4-unit homes (Section 8.5.3.4)



Selected Communities

- The Pilot Design received public comment on the criteria used to guide the selection of the three communities.
- Using that criterion and the pilot goals, the following communities were selected for the Pilot:
 - West Garfield Park, Chicago
 - Waukegan
 - Carbondale-Marion Micropolitan Area (Jackson, Williamson, and Johnson counties)
- Each community area will have one selected Approved Vendor to perform Residential Solar installations for this Pilot.
 - The Approved Vendor for West Garfield Park, Chicago has been selected. The Pilot communities open for proposals are Waukegan and Carbondale-Marion Micropolitan Area.



Program Administrator Roles within the Pilot

- Manages marketing and public outreach
- Customer acquisition
- Income verification
- Initial site suitability assessment to provide a pipeline of customers to Approved Vendor during the customer sign-up period (June-Oct 2023)
- Facilitate additional coordination with job training and placement programs and incorporation of energy efficiency measures
- Provide continued support to the customer and the Approved Vendor throughout the entire process



Approved Vendor Roles within the Pilot

- Participate in up to 4 outreach and solar education meetings facilitated by the Program Administrator, where the Approved Vendor will be invited to answer questions from homeowners
- Communicate with the Program Administrator on an as-needed basis (weekly or bimonthly)
- Using the pipeline of projects from the Program Administrator, conduct the final site assessment
- Complete the solar system design
- Communicate detailed information about the system design, costs, and savings to the customer (via the disclosure form)



Approved Vendor Roles within the Pilot (con't)

- Provide the customer with a contract for signature
- Complete the Part I and Part II applications
- Obtain all necessary permits
- Install the solar projects
- Complete the interconnection agreement
- Complete final inspections
- Act as the sellers under the applicable renewable energy credit (REC) contracts



Residential Solar Pilot REC price

- Following the 2022 Long-Term Plan and stakeholder feedback, the REC price for the Pilot was adjusted to recognize the Program Administrator taking on some of the soft costs from the Approved Vendor participating in the Pilot.
- The Agency released the REC prices for the 2023-2024 Program Year on April 24, 2023. The REC prices for this Pilot are as follows:

	Group A	Group B
0-10 kW	\$ 175.63	\$ 166.98
10-25 kW	\$ 146.17	\$ 142.60
25-100 kW	\$ 121.78	\$ 118.83

Funding and Budget

- Projects in the Pilot will receive part of the Residential Solar (Small) sub-program annual budget.
 - As a reminder, Program Year 6 has allocated \$11,887,500 to this sub-program (before rollover from Program Year 5)
 - After the first 9 months of the Program Year, the budgets for small and large residential projects are combined
- The Pilot has a goal of 50-100 total installations within each of the three community geographies.
 - An Approved Vendor may pass this goal if it has the capacity to support more than 100 installations and if the Residential Solar (Small) budget allows.



Request for Proposal Requirements



Request for Proposals

- Approved Vendors will be selected to participate in the Pilot through a competitive RFP process.
- The Approved Vendors will hold a short-term understanding with the Program Administrator to complete Residential Solar (Small) installations following their:
 - Response to the RFP
 - ILSFA program requirements
- Participation will only result in REC contracts with each installation and will not involve the payment of any additional compensation by the Illinois Power Agency or the Program Administrator.



Eligibility Requirements

- At a minimum, Offerors must be an Approved Vendor through the Illinois Shines Program before the Pilot starts.
 - The Program Administrator reserves the right to remove any non-ILSFA Approved Vendor from the Pilot and select a different Offeror if the chosen Offeror does not complete the ILSFA Approved Vendor registration process before the Pilot launches.
- Proof of Distributed Generation Installer Certification from the ICC, in the form of a Commission order granting the certification, submitted for the vendor and/or for its proposed sub-contractor(s)/designee installer(s).



Commitment to Small and Emerging Businesses

- The Agency set a goal prioritizing the involvement of “*Small and Emerging*” vendors to encourage business development, particularly for those located in income-eligible and environmental justice communities (Section 8.2.3).
 - The Program Administrator will prioritize selection of businesses that qualify as both small and emerging to participate in this Pilot (Section 8.5)
- If the Offeror is affiliated with another company or companies, each affiliated company must also show that it meets the definitions of small and emerging to be considered for priority under the Pilot.



Approved Vendor Request for Proposals Selection Process

- Considering the goals set forth in the 2022 Long-Term Plan, the Program Administrator and the Agency will first score proposals from entities that have shown that they qualify as both small and emerging businesses
- To be selected, small and emerging businesses must receive a minimum score of 70 points. If no Offerors qualifying as small and emerging businesses meet the minimum score for any one of the three designated Pilot communities, only then will other Offerors' proposals be scored for that community, also requiring a minimum score of 70 points.



Commitment to Minority/Women-Owned Business Enterprises (M/WBE)

- The Agency also recognizes the importance of *Minority/Women-owned Business Enterprises (M/WBE)* participating as ILSFA Approved Vendors and will continue to work with the Program Administrator to increase the number of M/WBE Approved Vendors participating in ILSFA projects (Section 8.9).
 - To support this goal, Offerors certified as a M/WBE should identify their certification in their response to receive additional points.



Previous Q&A

Are we required to accept every customer you provide us with?

Each Pilot community's selected Approved Vendor will be required to contact and work with each identified customer in the project pipeline. Once the Approved Vendors receive the pipeline, they will be required to conduct a final assessment for on-site solar installations.

If the home is found to be unsuitable for on-site solar, the Approved Vendor must notify the Program Administrator of the issue. If the Approved Vendor and Program Administrator cannot identify how to address the customer's particular barrier to participation, the Approved Vendor may decline the customer.



Previous Q&A

If we find a customer in an assigned area by ourselves, will we still have the opportunity to get RECs?

Approved Vendors are not expected to complete outreach through this Pilot. If the Approved Vendor wishes to perform additional outreach in the community, those activities should be planned and coordinated with the Program Administrator. These projects will still be eligible for the adjusted REC price under this Pilot.

If an interested customer reaches out to the selected Approved Vendor, the Approved Vendor will still be able to submit that project under this Pilot. The Program Administrator and the Approved Vendor will need to follow the process laid out in the RFP before adding the customer to the project pipeline for the Approved Vendor.



Previous Q&A

“For clarity, participation will not require exclusivity. Offerors may continue working in other communities outside of the Pilot or serve customers within the Pilot community, even if those projects do not qualify for the Pilot.” (About this Request for Proposals section of RFP)

The intent of this paragraph is to clarify that an Approved Vendor selected under this RFP to serve a Pilot community may continue its work under ILSFA and other programs in other communities. They may maintain existing relationships with customers previously enrolled in an ILSFA sub-program in the Pilot community before Program Year 6; and they may enroll new customers from the Pilot community in non-Residential Solar (Small) sub-programs under ILSFA, if doing so will not impede the Approved Vendor’s capacity to serve customers in the project pipeline for the Pilot.



Format for Submission Process

- Submit your proposals through the online [RFP Response Form](#)
 - This form will allow you **to save page by page**. You may leave and return to the form to continue filling it out until you submit it.
- Proposals are due no later than **Tuesday, June 20, 2023, 5 p.m. CT**



Required Information for Submission Process

- Submit questions or clarification requests regarding this RFP until **Wednesday, June 7, 2023, noon CT** to info@IllinoisSFA.com
- Offerors should follow the instructions and respond to each prompt, providing the necessary details in the Proposal Content section of the [RFP Response Form](#).
 - Proposals that do not include all information specified in this RFP will be considered non-responsive.



RFP Evaluation Criteria

Category	Total Section Score
Offeror Background and Capacity	45
Community Commitment and Readiness	35
Company Offer	30
Plan to Employ Job Trainees	5
Total Possible Points	115

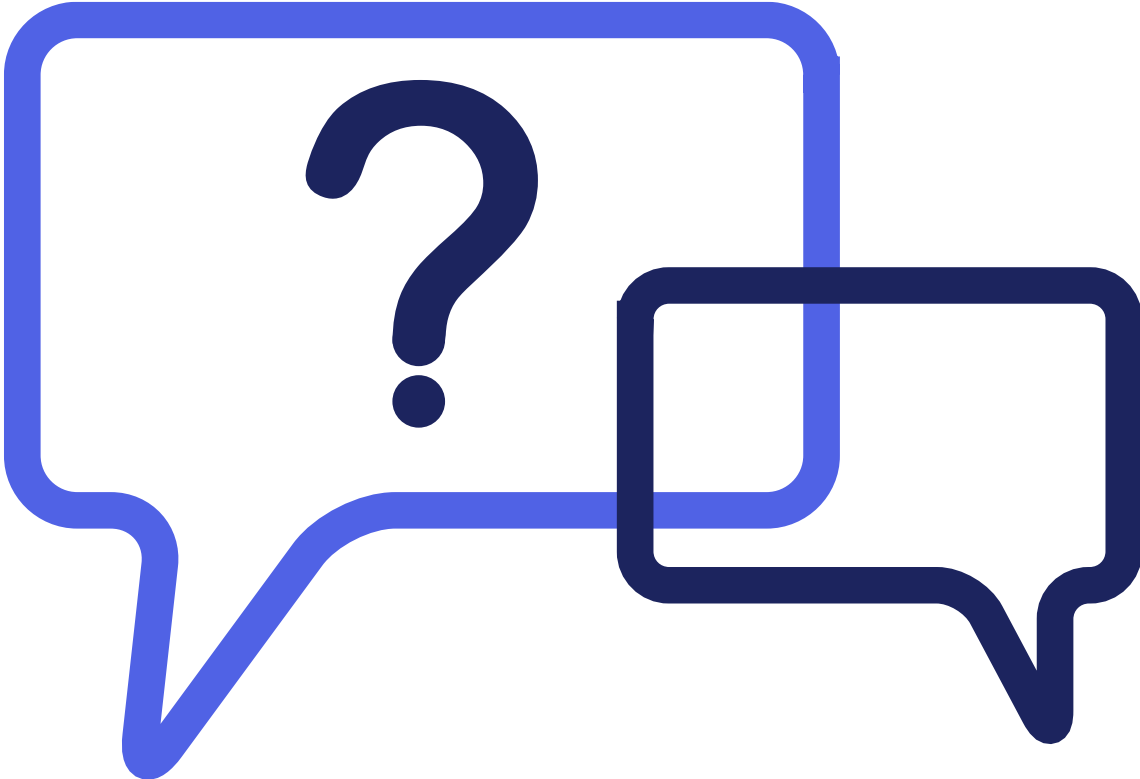


Residential Solar Pilot Timeline

Timeline Event	Date
Response to Comments Posted	February 24, 2023
Final Proposal Published	February 24, 2023
Communities Announced	March 10, 2023
Residential Solar Pilot RFP Released	May 24, 2023
Residential Solar Pilot Webinar	June 1, 2023, 2-3 p.m.
Residential Solar Pilot Question Period Closed	June 7, 2023, by 12 p.m.
Residential Solar Pilot RFP Proposals Due	June 20, 2023
Approved Vendors Selected and Announced	July 14, 2023
Marketing and Outreach Campaigns	July 17 through November 17, 2023
Participant List to Approved Vendors	Ongoing
Participant Signup Period	July 17 through November 17, 2023
Site Assessments Provided to Participants	July 17 through December 8, 2023
Deadline for Participants' Signed Contracts	November 17, 2023
Installations Begin	After first participant contract signature
Deadline for Completed Installations	July 31, 2024



Questions?



Contact Information

ILSFA Information

Info@IllinoisSFA.com

Senior Associate, Community Engagement

Allie Cedergren

Alexandria.Cedergren@elevatenp.org

