



4.18.23

# Questions and Answers

Residential Solar Pilot Request for Proposals (RFP)

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On April 7, 2023, the Program Administrator issued a [Request for Proposals \(RFP\)](#) for Approved Vendors to participate in the Residential Solar Pilot. The RFP specified that potential offerors may submit questions or clarification requests regarding this RFP until 11:59 p.m. Central Time (CT) on Friday, April 14, 2023, and that the Program Administrator would subsequently publish responses. The following three questions regarding the Residential Solar Pilot Request for Proposals were submitted to the Program Administrator by one stakeholder, and the Program Administrator's responses are included below. As a reminder, proposals in response to the RFP are due by **5 p.m. Friday, April 21, 2023**. For additional information view the Residential Solar Pilot RFP [webinar recording](#). RFP responses should be submitted through this [online response form](#).

## QUESTION 1

**Proposal scoring and evaluation (page 11 of the RFP). When we added all the scores from the Offeror's Background and Capacity, Community Commitment and Readiness, Company's Offer, and Job Trainee Hiring Plan sections, we received 115 points which were supposed to be 100. Are we doing anything wrong?**

No, your arithmetic is correct. This was an oversight on the part of the Program Administrator and the correct RFP scoring should be as follows:

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

The maximum possible score for an offeror is 115, rather than 100 as initially stated in the RFP.

## **QUESTION 2**

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

This pilot was created to identify and address barriers to facilitate participation in ILSFA. Generally, each Pilot community's selected Approved Vendor will be required to contact and work with each identified customer in the project pipeline. The Program Administrator will derive this pipeline through outreach, income verification, and an initial site suitability assessment for the Pilot. Once the Approved Vendors receive this pipeline, they will be required to conduct a final assessment of the site suitability for on-site solar installations. If a suitability issue is identified that makes the home ineligible 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 and refer them to Community Solar, or the ILSFA Home Repairs and Upgrades Pilot, if eligible. Projects that are not able to proceed will be documented, tracked, and analyzed to further inform how the Program Administrator and Agency can improve the Program to address common barriers. If the site is suitable for solar, the Approved Vendor should move forward with the application processes listed on the RFP.

If there is a situation where the Program Administrator has identified more eligible customers than an Approved Vendor committed to support in its proposal, the Program Administrator may contact the next highest proposal submitted for that community area to engage them to complete those additional projects. You can find more specifics in the Pilot Design Document.

## **QUESTION 3**

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

Approved Vendor outreach is not intended through this pilot and proposing additional outreach to ILSFA Residential Solar (Small) sub-program customers in the Pilot community area will not score more favorably. However, if the Approved Vendor wishes to perform additional outreach in the community, those activities should be planned and coordinated with the Program Administrator. The projects for the Residential (Small) sub-program developed in the designated community from that outreach will still be eligible for the adjusted REC price for projects under this Pilot. These projects will also be similarly tracked and analyzed to further identify effective practices in facilitating solar projects in underserved communities.

If an interested homeowner reaches out to the selected Approved Vendor, the Approved Vendor will still be able to submit an application for that project as an ILSFA project under this Pilot if the customer is determined to be eligible. However, the Program Administrator and Approved Vendor would need to follow the processes laid out in the RFP and final Residential Solar Pilot Design Proposal (with the Program Administrator handling income verification and initial site assessment) before adding that customer to the project pipeline for the Approved Vendor.

Additionally, the RFP states the following in the About this Request for Proposals section:

“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.”

The intent of this paragraph was 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; maintain its existing relationships, if any, with customers that were previously enrolled in an ILSFA sub-program in the Pilot community before Program Year 6; and enroll new customers from the Pilot community in non-Residential Solar (Small) sub-programs under ILSFA if doing so would not impede the Approved Vendor’s capacity to serve customers in the project pipeline for the Pilot.

As mentioned above, a project will qualify for this Pilot if the homeowner(s) have been income verified and if the home is suitable for on-site solar, as determined by the Program Administrator. Customers that do not qualify for the Pilot may still be eligible to participate in the Community Solar sub-program, the Home Repairs and Upgrades Pilot, Illinois Shines, or other programs.