

**Southern Tier Solar Works  
Broome-Tioga  
&  
Delaware-Otsego-Chenango  
Request for Proposals**

**Posting Date: 04/04/2018  
Proposals Due: 04/23/2018**

**Proposal submissions and all communications regarding this RFP must be directed to [proposals@SouthernTierSolarWorks.org](mailto:proposals@SouthernTierSolarWorks.org)**

**Prior to submitting a proposal**

Installers must send an email to [communitysolar@nyserda.ny.gov](mailto:communitysolar@nyserda.ny.gov) including the following information: name of company, physical address, and contractor/builder relationship if applicable, Salesforce number(s) of participating project(s). As a service to Solarize communities and the installers, NYSERDA will be prequalifying installers before proposals are submitted. Please see *Eligibility Requirements* for more information.

**Table of Contents**

<b>Overview</b>	<b>2-3</b>
<b>Solarize Campaign Summary</b>	<b>3-5</b>
<b>Timeline</b>	<b>5</b>
<b>Eligibility Requirements</b>	<b>6</b>
<b>Proposal Requirements</b>	<b>7-9</b>
<b>Evaluation Criteria</b>	<b>9-10</b>
<b>General Conditions</b>	<b>10-11</b>
<b>Roles and Responsibilities</b>	<b>12</b>
<b>Currently Planned Events and Activities</b>	<b>Attachment A</b>
<b>Cover Letter</b>	<b>Attachment B</b>
<b>Solar Developer Profile and Pricing Form</b>	<b>Attachment C</b>

Southern Tier Solar Works (STSW) invites proposals from solar electric (PV) developers (“Developers”) to participate in our spring-summer 2018 community solar solarize campaign. Proposers must be NY-Sun Participating Contractors and meet all eligibility requirements described in this RFP. STSW is collaborating with committed teams of volunteers, community leaders and local governments across our service territories, relationships we have built through previous solarize campaigns beginning in 2014.

**The Binghamton Regional Sustainability Coalition (BRSC)** is a 501(c)3 not for profit organization founded in 2008 to collaborate with diverse community partners to build resilience and prosperity in our region in areas such as local food access, local business networking, and clean energy education and promotion. **Southern Tier Solar Works (STSW)** is BRSC’s clean energy program. Through outreach and education, STSW promotes clean energy solutions in partnership with trusted leaders and organizations in our region for residents, businesses, non-profits, schools and municipalities. We work with financial institutions, local government, state agencies and certified contractors to make energy improvements easy and affordable. As a part of the NYSEDA funded RenewableNY consortium, STSW pioneered the first community-owned shared solarize campaign in the eastern Southern Tier, including a focus on low income residents, renters, and others for whom on-site solar is not an option.

This **2018 STSW Community Solar** campaign service territory encompasses the counties of Broome and Tioga (NYSEG load zone C) and in Chenango, Delaware and Otsego (NYSEG load zone E) in the eastern Southern Tier of New York. STSW will be accepting applications for either NYSEG load zone C and/or NYSEG load zone E. Please indicate in your cover letter which load zone you intend to apply for.

The goals of this campaign include:

1. Bring together a critical mass of educated, engaged solar customers, accessible to all regardless of income or other circumstance.
2. Provide transparent and clear pricing for community solar subscriptions and purchases.
3. Raise awareness and increase the adoption of solar energy.
4. Provide access to the broadest possible range of participants, particularly those from low-income and environmental justice communities.
5. 120 contracts totaling 680kw.

Southern Tier Solar Works will select community solar developer partners for each load zone, one using a purchase model, and one with a subscription membership. A single developer may propose to serve both zones and/or offer both an ownership/subscription option, but this is NOT required. The goal of this RFP is to identify projects which will provide the best fit for the Southern Tier Solar Works community-based Solarize campaign and that will, in combination, be able to meet our campaign needs. As in on-site solar, It is our goal to include local/regional companies in addition to larger/national companies.

Complete proposals from eligible developers that are received by the April 23 deadline will be reviewed and evaluated by the solarize team as described in this RFP.

Once selected, the Developer Partners will collaborate with the Southern Tier Solar Works Team to roll out a 5-month community marketing and outreach campaign, which is planned to start in May. All leads gained as a result of the outreach campaign will be forwarded to the Developer Partners, who will provide the services described in this RFP, including responsive customer service, and transparent customer terms.

STSW is supported by the New York State Energy Research and Development Authority (NYSERDA) under the NY-Sun Initiative. This dynamic public-private partnership is driving growth of the solar industry and making solar technology more affordable for all New Yorkers. Solarize is designed to reduce customer acquisition costs and other common barriers to promote greater adoption of solar energy.

## Community Solar Solarize Campaign Summary

This section provides a summary of campaign activities and responsibilities. The success of a campaign depends on the effective collaboration of the Solarize Team and its Developer Partners, and the participating community members (customers). Please review **Roles and Responsibilities** for more details on expectations for all participants.

### Solarize Team Organization and Preparation (Winter 2018 – Spring 2018)

- The Solarize Team organized a team of partner organizations and a core group of individuals responsible for the implementation of the campaign.
- The Solarize Team successfully applied to participate in Solarize and receive support from NYSERDA (visit [ny-sun.ny.gov/solarize](http://ny-sun.ny.gov/solarize) for more information).
- The Solarize Team has developed an outreach plan and is preparing for widespread community education and marketing during the campaign.

### Developer Selection (April 2018)

- Eligible Developers interested in participating in this Solarize campaign review this RFP, including the **Proposal Requirements** section, and submit proposals to the Solarize Team.
- The Solarize Team, with assistance from the NY-Sun's technical assistance provider, reviews and evaluates proposals. Interviews are conducted with a short list of Developers.
- The Solarize Team chooses one or more Developer Partners. Developers may be asked to revise their proposals before selection is finalized.

### Community Marketing Campaign (May 2018 – September 2018)

- The Solarize Team, working closely with the Developer Partners to coordinate messaging and activities, will implement a community marketing and education campaign. The campaign will consist of public meetings and events, media outreach, social media, and online marketing

along with other activities to encourage area residents and businesses to sign up for before the **Signup Deadline**.

- The Solarize Team will make use of the Solarize Marketing Toolkit provided through NYSERDA. The Solarize Team and the Developer Partners may also use other marketing materials and approaches.
- The Solarize Team and Developer Partners must clearly present to potential Solarize participants that, before signing a contract with the Developer Partners, they are free to independently seek other offers.

#### Participant Signup and Contracting (May 2018 – November 2018)

- Interested residential and business customers will be referred to a dedicated Solarize campaign webpage, which will include information about the campaign, Developer Partners, and contracting process.
- Participants will sign up through an online form on the STSW webpage. These leads will be accessible to the Developer Partners and Solarize Team through a shared online platform.
- Customers that are deemed qualified for a community solar project membership will have the option to contract with the Developer Partners before the deadline.
- For each Customer contract, the Developer Partners will be responsible for completing and submitting the NYSERDA incentive application, and completing the net-metering agreement with the utility.

#### Additional Important Program Details

- All Campaign Partners will be presented as one unified and integrated program on the Southern Tier Solar Works website, community partners' websites, in public meetings, and generally in all marketing. For the purposes of making the campaign relevant in local communities, materials may be branded with community campaign branding (i.e., Solarize Broome-Tioga, Solarize Chenango, etc.). Further, to make the campaign relevant to local communities, materials may display only options available to residents/businesses/nonprofits in an area (i.e. outreach in load zone E may only contain offerings relevant to load zone E).

#### **Typical Community Workshop Structure**

- People attending will be given a packet at the door with information about the program, including an enrollment sheet.
- Workshops will be led by STSW with an introduction to the program and how community shared solar works (15 min).
- Developer Partners will briefly introduce themselves in a standardized format after the presentation and highlight who they are/their offers (5 min)
- A question and answer session will be facilitated by STSW (15 min).
- There will then be a "Meet and Greet" with the Developer Partners (30 min).
- Developer partners will have tables and space to talk with interested people one-on-one and in small groups.

- ONLY STSW enrollment forms may be used at STSW events and for enrollment. These can be at the partner's tables, in addition to the main campaign table, but no other forms or lists may be used, and the originals must be given to STSW to process at the end of the meeting.
- If attendees are interested in getting more information about going solar, they will be asked to complete and turn in their enrollment forms to the main campaign table at the end of the meeting. Interested attendees will be asked to select the Developer Partner with whom they are most interested in working.
- We will encourage interested attendees to enroll in the program at the end of meetings, but if this timing is not convenient, enrollment will also be available 24/7 through the STSW website.

## Solarize Timeline

**Please note that dates are estimates and subject to change.**

<b>RFP for Solarize Developers Released</b>	04/04/18
<b>RFP Questions Due</b>	04/09/18
<b>RFP Question Responses Released</b>	04/11/18
<b>RFP for Solarize Developers: Proposals Due</b>	04/23/18
<b>Interviews with Developer(s)</b>	04/26- 05/01/18
<b>Developer(s) Selected</b>	05/02- 05/04/18
<b>Solarize Launch Events</b>	
<b>Broome-Tioga</b>	May 16
<b>Delaware Chenango Otsego</b>	May 17, 21, 22, 24 or 24
<b>Solarize Public Outreach &amp; Education Events</b>	05/16/18 - 08/31/18
<b>Participant Signup Deadline</b>	09/15/18

<b>Participant Contracting Deadline</b>	09/30/18
<b>Community Solar Project Completion</b>	11/4/18

## Eligibility Requirements

To be eligible to submit a proposal, Developers must:

1. Prior to submitting a proposal, send an email to [communitysolar@nyserda.ny.gov](mailto:communitysolar@nyserda.ny.gov) including the following information: name of company, physical address, and contractor/builder relationship if applicable, and Salesforce number(s) for participating community solar project(s). As a service to Solarize communities and the Developers, NYSERDA will be prequalifying Developers before proposals are submitted based on the following criteria. The Developers must:
  - Be a NY-Sun Participating Contractor in full compliance with program rules.
  - Maintain insurance of the types and in the amounts specified in Article 6 of the Developer Partner Participation Agreement with NYSERDA under the NY-Sun Incentive Program.
2. Hold all relevant licenses and other requirements for the jurisdiction(s) served by the campaign.
3. Demonstrate at least 2 years of experience and proficiency in solar project development and residential solar customer sales and service.
4. Provide detailed reporting to Southern Tier Solar Works on a weekly basis using a provided reporting template. Reports should include, at minimum, name of customer, date of contact, size of allocation, status of lead, and all relevant notes.
5. Agree that if at any time throughout the project the applicant is suspended or terminated from the NY-Sun Program by NYSERDA, all work and or services will immediately cease unless otherwise directed by NYSERDA. It is the campaign's and NYSERDA's discretion to determine a course of action following this removal. All leads generated through the Solarize campaign are owned by the campaign and must be turned over at time of removal.
6. Submit a complete proposal by 11:59 p.m. on Monday April 23. Proposals should be emailed to [Proposals@SouthernTierSolarWorks.org](mailto:Proposals@SouthernTierSolarWorks.org)

## Proposal Requirements

*Please read the important confidentiality warning on page 15; it may affect your rights. Proposals must*  
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contain the following sections, clearly labeled: All submitted materials will be kept confidential by Southern Tier Solar Works and NYSERDA and will only be used for the purposes of vetting for the Community Shared Solarize Campaign.

1. **Cover Letter:** Include Solarize RFP Cover Letter (**Attachment B**) signed by authorized company representative on company letterhead. Submit as a PDF file.
2. **Community solar Project(s) Profile and Pricing Form:** Developers must use the Solar Developer Profile and Pricing Form template (**Attachment C**) and submit the completed form as a Microsoft Excel file. Follow instructions within the template and fill in relevant fields in all tabs, including:
  - Firm information and experience
  - Certifications, licenses, and insurance
  - Service territory and load zone
  - Estimated subscriber capacity
  - Standard pricing for subscription (or purchase)
  - Equipment specifications (manufacturers; models; and warranties for modules, inverters, racking, and other equipment)
  - Estimated project timeline
  - A brief story or history of the project including obstacles and challenges that were met throughout and how they were solved
3. **Core Proposal:** Address the key elements of the Developer's qualifications and services to be provided through the Solarize campaign. The Core Proposal should reference, not repeat, information that is provided in the Profile and Pricing Form. The Core Proposal should not exceed six (6) pages in length and must be submitted as a single PDF document. Each page must be numbered and include the company's name. Clearly label each of the subsections outlined below.
  - **Developer Team Qualifications:** Describe the project team, construction subcontractors, including, but not limited to, partners assisting in project financing, customer management and billing, and marketing and outreach.
    - Developers may provide a joint/consortium proposal, but one Developer must be identified as the lead company, with overall responsibility for the campaign.
    - Highlight relevant experience, skills, and capabilities necessary to implement this campaign.
    - Identify experience with group purchasing programs, as well as any other Solarize campaigns for which you are applying.
    - Developer Partners must commit to having a tabletop/ floor exhibit and at least one staff person on hand for all our community events within a project's load zone. These are the primary opportunities for customers to subscribe to a project and will be scheduled for a consultation with developer partners. Please include the name, contact information, and resume of such representative(s) who will be attending these community events.

Highlight relevant experience, skills, and capabilities necessary to implement this campaign.

- Identify experience with group purchasing programs, as well as any other Solarize campaigns for which you are applying.
- Please provide information about the key personnel to be assigned to this project. If a separate company will perform subscriber marketing, enrollment and/or management or campaign management for the community solar project, please provide project team information for both companies, including:
  - (a) Full contact information, including office location, for the project manager and staff that will be assigned to this campaign, along with supervisory staff.

- (b) A Project Team chart including all key personnel and their proposed roles (including subcontractors, if applicable).
  - (c) For all key personnel (including subcontractors), professional experience, certifications, project role, and office location.
  - (d) NABCEP, Professional Engineer (P.E.), or Master Electrician certification where applicable.
- **Financial Strength and Credit Relationships:** Describe and document the state of the financial health of the company and how it will manage the financial requirements of the community solar project for the Solarize campaign.
    - If your firm utilizes a line of credit or has access to other credit facilities, please describe these and provide the contact information for the lending institutions.
    - If equipment suppliers provide your firm with trade credit, please describe these trade credit arrangements and provide contact information for the suppliers.
  - **Implementation Plan:** The proposal should outline a detailed strategy that should at a minimum address the following items:
    - Ability to provide the full set of required services to the community throughout the Solarize campaign, including ability to provide timely customer service and clear and transparent terms.
    - An outline of the process and timeline for community solar development, contracting, permits, installation, inspections, and the interconnection process with the local utility.
  - **Marketing Strategy:** Describe ways in which a collaborative marketing strategy between the community and the Developer Partners can expand the number of subscriptions within the community.
    - If applicable, cite specific examples of marketing services that will be provided, items, or marketing materials that will be offered by the Developer.
    - List marketing, outreach, and lead screening tasks the Solarize Team can perform as part of this plan to reduce the Developer's soft costs.
    - Describe how your staff will participate in community events organized by the Solarize team.
    - Proposers are required to commit to financially contributing to marketing and event costs (mailings, advertisements, etc). The precise amount will be discussed during finalist interviews and negotiated for inclusion in the MOU.
  - **Pricing Structure and Financing Options:** Provide any additional description (beyond what is included in the Profile and Pricing Form) of the proposed pricing and the financing options to be offered to Solarize participants.
    - Include existing relationships with banks or financial institutions and any other access to financing tools and products.
    - Alternative pricing structures or financial models will be evaluated as appropriate.
    - Additional discounts or incentives for those who contract through this campaign (e.g. \$100 gift certificate applied to the first month(s) bill)
  - **Low-to-Moderate Income (LMI) Customers:** Detail your experience working with LMI customers, and your approach to serving this market.
  - **Businesses and non-profit organizations:** Describe your experience and marketing approach for businesses and non-profit organizations

4. **Contract Sample:** Provide in a PDF file. Firms will offer competitive pricing, quoted as cost per installed watt (before incentives) and subject to NYSERDA review
  - Developer's subscription or PPA agreement with the customer, specifying all terms and conditions for a customer under the Solarize campaign
5. **Miscellaneous:** All Developer Partners must accept the terms included with this RFP as part of your future agreement with BRSC/STSW and with the Customers you acquire through the program. A Memorandum of Understanding (MOU) will be executed between BRSC/STSW and each participating developer/firm before the campaign commences.

## Evaluation Criteria

All proposals must meet the RFP's objectives and must be responsive to the relevant scope of work and proposal requirements outlined above. Proposals will be evaluated on the general criteria below:

- **Overall quality and value:** Overall quality of proposal and specified equipment.
- **Experience:** Degree of Developer's experience and proficiency in the scope of work, including demonstrated experience in developing, designing, and installing community solar projects.
- **Implementation and capacity:** Ability to provide timely, quality customer service and work well with the Solarize Team. This will also include estimate project completion date.
- **Adequate financial strength:** Solarize is intended to result in a very significant number of subscriptions to the Developer Partners community solar project. Developer Partners must be able to demonstrate sufficient financial strength to successfully carry out this program (e.g., adequate trade credit and cash availability).
- **Marketing plan:** Ability of proposal to drive community adoption of solar electric projects and drive down cost of solar electric installations.
- **Stage of project development:** All things being equal, firms who can demonstrate that their projects are closest to completion will be favored.
- **Local and environmental impact:** Ability to employ and hire within the local target area will be looked upon favorably. Developers who offer or would consider offering training, certification, and employment in the field, particularly to residents within the community, using strategies that encourage linkages to experienced community-based nonprofit workforce development organizations will be looked upon favorably, as well as developers who can demonstrate business sustainability practices.
- **Favorable Customer Terms:** Favorable terms for customers in multiple markets including subscribers, low-to-moderate income households, businesses, and non-profits. We will prioritize clear and transparent offers of highly competitive technology at some discount

below market rate and providing customer friendly terms such as ease of transferring contracts or opting out.

- **Business Model:** Installer Partners are not required to offer both a purchase option and a subscription option, however, the program as a whole is aiming to have both options within each load zone, and proposals that facilitate this will be looked upon favorably.
- **Other factors:** Additional consideration will be given to developers that can provide innovative business models or have options for other technologies, such as battery storage, energy efficiency and approaches to land management practices (e.g. pollinator friendly vegetation). Information on siting solar on agricultural land can be found on NYSERDA's Solar Guidebook website, [nyserdera.ny.gov/solarguidebook](http://nyserdera.ny.gov/solarguidebook).

## General Conditions

### **Indemnification**

Developer Partners will protect, indemnify and hold harmless [Solarize Team Members], and their officers, directors, employees, agents, and affiliates from and against all liabilities, losses, claims, damages, judgments, penalties, causes of action, costs and expenses (including, without limitation, experts' and attorneys' fees and expenses) imposed upon, incurred by or asserted against [Solarize Team members], resulting from, arising out of, or relating to the PV Contractor's work under the Solarize campaign. The obligations of the PV Contractor under this indemnity will survive the expiration or termination of the Solarize campaign and are not limited by any insurance coverage required under this RFP.

### **Limitation of Liability**

[Solarize Team Members] shall not be liable to the Developer Partners for any special, indirect, incidental, consequential, punitive, or exemplary damages of any kind whatsoever, whether based on contract, warranty, tort (including negligence or statutory liability), or otherwise.

### **Nondiscrimination**

The Developer Partners agree and warrant that they will not discriminate or permit discrimination against any person or group of persons in any manner prohibited by the laws of the United States or of the state of New York;

### **Waiver Authority**

The Solarize Team reserves the right, at its sole discretion, to waive minor irregularities in submittal requirements, to modify the anticipated timeline, to request modifications of the application, to accept or reject any or all applications received, and/or to cancel all or part of this RFP at any time prior to Developer selection.

### **Confidentiality Statement**

Proposal documents may be shared with public entities that are subject to the Freedom of Information Law. The NYS Freedom of Information Law ("FOIL"), Public Officers law, Article 6, provides for public access to information NYSERDA possesses. Therefore, proposal documents may be subject to public disclosure under FOIL. Careful consideration should thus be given before confidential information is submitted as part of your proposal.

Public Officers Law, Section 87(2)(d) provides for exceptions to disclosure for records or portions thereof that "are trade secrets or are submitted to an agency by a commercial enterprise or derived from information obtained from a commercial enterprise and which if disclosed would cause substantial injury to the competitive position of the subject enterprise." Information submitted to the Solarize Team that the proposer wishes to have treated as proprietary, and confidential trade secret information should be identified and labeled "Confidential" on each paragraph, table, or figure at the time of submission. Any such submission must include a detailed written explanation of the basis for withholding from disclosure. For further information, see Public Officers Law, Section 89(5) and the procedures set forth in 21 NYCRR Part 501 <https://www.nyserda.ny.gov/About/-/media/Files/About/Contact/NYSERDA-Regulations.ashx>. The Solarize Team and NYSERDA cannot guarantee the confidentiality of any information submitted.

**Disclaimer**

This RFP does not commit the Solarize Team to award any funds, pay any costs incurred in preparing an application, or procure or contract for services or supplies. The Solarize Team reserves the right to accept or reject any or all proposals received, negotiate with all qualified applicants, cancel or modify the RFP in part or in its entirety, or change the application guidelines, when it is in its best interests.

	Solarize Team	Developer Partners	Customer
<b>Organize Solarize Campaign</b>	<ul style="list-style-type: none"> <li>● Gather a community team of volunteers, including a lead contact and a Developer Partner selection committee</li> <li>● Evaluate Developer proposals and select Developer(s)</li> <li>● Build partnerships among various community leaders/organizations to help with outreach</li> </ul>	<ul style="list-style-type: none"> <li>● Submit accurate and complete proposal</li> </ul>	
<b>Reduce Costs</b>	<ul style="list-style-type: none"> <li>● Lead community outreach to help the Solarize campaign reach target goals</li> <li>● Help community participants understand Solarize approach and set expectations</li> </ul>	<ul style="list-style-type: none"> <li>● Provide competitive, transparent pricing</li> </ul>	<ul style="list-style-type: none"> <li>● Provide all necessary information</li> </ul>
<b>Marketing/ Outreach</b>	<ul style="list-style-type: none"> <li>● Organize/mobilize community networks and utilize a broad range of tactics to get the word out</li> <li>● Host outreach events and table at existing community events</li> <li>● Send regular Solarize updates to community contacts</li> <li>● Manage customer expectations</li> </ul>	<ul style="list-style-type: none"> <li>● Participate in outreach planning</li> <li>● Participate in community outreach events where appropriate</li> <li>● Manage customer expectations</li> <li>● Optional: supplement community outreach (direct mail, yard signs, etc.)</li> </ul>	<ul style="list-style-type: none"> <li>● Promote Solarize through social media and networking circles</li> <li>● Consider volunteering to help with the campaign</li> </ul>
<b>Education</b>	<ul style="list-style-type: none"> <li>● Answer community questions about the Solarize campaign</li> <li>● Answer basic solar energy questions and direct residents to available resources</li> </ul>	<ul style="list-style-type: none"> <li>● Present at the Solarize launch event and workshops</li> <li>● Answer technical questions from volunteers/residents</li> </ul>	<ul style="list-style-type: none"> <li>● Attend educational events and ask questions</li> </ul>
<b>Web and Media</b>	<ul style="list-style-type: none"> <li>● Assist in providing content (including photos and stories) for Solarize web pages and media outreach</li> <li>● Encourage and cooperate in local media coverage (print, radio, TV)</li> <li>● Submit “letters to the editor” to local newspapers</li> </ul>	<ul style="list-style-type: none"> <li>● Cooperate with Solarize Team to provide content (e.g., photos, stories) and accommodate reporters</li> </ul>	<ul style="list-style-type: none"> <li>● Consider participating in media coverage</li> </ul>
<b>Customer Service</b>	<ul style="list-style-type: none"> <li>● Provide participants with information about the Solarize campaign and process</li> <li>● Respond to inquiries and forward to the Developer(s) as appropriate</li> </ul>	<ul style="list-style-type: none"> <li>● Follow up promptly to participant signups and inquiries</li> <li>● Provide explanation for all terms</li> </ul>	<ul style="list-style-type: none"> <li>● Be responsive to Developer communications</li> </ul>

Event scheduled will be shared with developer partners at the time they are notified of their selection.

## Attachment B: Solar Developer Cover Letter Southern Tier Solar Works Solarize 2018

The undersigned is the duly authorized representative of the company or entity identified below (the "Company"), with full authority to sign this document and to submit the Company's proposal pursuant to the Southern Tier Solar Works (STSW) Solarize 2018 Request for Proposals (the "RFP").

I hereby certify:

- The Company is duly organized and in good standing under the laws of the jurisdiction in which it is organized. The financial statements are true, correct, and complete and fairly present the financial condition of the Company as of their date. Since the date of the most recent financial statements, there has been no material adverse change in the Company's financial condition. All tax returns required to be filed in any jurisdiction have been duly filed, and all taxes due in respect of the Company have been duly paid.
- The Company has read the RFP, understands it and is familiar with its requirements.
- The information contained in this proposal, and any correspondence or other documentation relating to this proposal, are all true, correct and complete. The information disclosed by the Company in this proposal relating to corporate partnerships, affiliations, and other relationships is true, correct, and complete.
- The Company understands and acknowledges that, until a final selection is made under the RFP, the Solarize Team may enter into discussions with the Company to negotiate the terms of its proposal in an effort to reach the most favorable arrangement for the relevant community. Moreover, the Solarize Team reserves the right (i) to reject any or all proposals; (ii) to waive defects or irregularities in any proposal; (iii) to discontinue discussions at any time and for any reason; (iv) to correct inaccurate awards; (v) to change the timing or sequence of activities related to STSW Solarize 2018; (vi) to modify, suspend or cancel Solarize 2018; and (vii) to condition, modify or otherwise limit the mandate pursuant to the RFP.
- By submitting this proposal, the Company represents and warrants that, if it is selected under this RFP, it will comply with the terms of the RFP and will perform all of the duties and obligations of the Developer Partner under the RFP.

Developer: \_\_\_\_\_  
(Printed Name of Developer Organization)

By: \_\_\_\_\_ Title: \_\_\_\_\_  
(Printed Name of Authorized Representative)

Signature: \_\_\_\_\_ Date: \_\_\_\_\_