



## **SWVA Solar Workgroup 2021 Residential Solar Program Q&A**

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To watch the recording of the March 8, 2021 pre-bid meeting, go to:  
<https://us02web.zoom.us/rec/share/1DkZXFal45WMVlj9EZsRCp41RVPKnu3zzab9o6S-Kd61laSFIETEU98QpeAkf1Q.AkODngolNc4iZJR4>

- 1. Will the Workgroup consider a consolidated supplier award to cover the entire geographic target area in order to leverage the same competitive product offering to all eligible participants?**

Answer: Yes, we will consider a bid for an installer to cover the entire geographic region.

- 2. What is the average cost of electricity per kWh in the region?**

Answer: Current rates for the largest three utilities in the region are as follows: **KU/ODP**: 10.96 cents/kWh; **APCo**: 9.83 cents/kWh; **PVEC** 8.997 cents/kWh

- 3. Will the Workgroup consider bidders with loan and/or lease offerings, or do you have a preference for which financing options a bidder providers? Do you prefer zero-down financing options?**

Answer: Our understanding is that lease offerings are not common in Virginia, and that few installers are able to offer zero-down financing. However, we do not have a preference for any certain type of financing, and most participants will not have a preference other than for something that will work with their budget. We provide education about the types of financing that are available but we have not promised to participants that any particular type of financing will be available.

- 4. What are the average sizes of the projects in the program?**

Answer: We anticipate that there will be a wide range of residential projects, between 3kW - 20 kW, but we have not determined specific system sizes for participants.



**5. What is the current cost/kW for solar in Southwest Virginia?**

Answer: We don't believe there is enough data collected and available to determine an average cost/kW for the coalfield region specifically. Energy Sage reports the average cost for Virginia at \$2.91/W (not including tax incentives, etc.). A sampling of installed systems in SWVA is consistent with this estimate.

**6. How important is it for bidders to offer energy efficiency upgrades?**

Answer: It is not required that a solar installer offer energy efficiency upgrades as part of their services, but because some solar installers do, we ask for information regarding these services so we can consider this when comparing bids.

**7. How many awards does the Workgroup anticipate?**

Answer: It depends on the geographic scope of the bids we receive. If the highest scoring bidder only covers a portion of the SWVA region, we will consider offering more than one award to include two or more installers that will cover different geographic regions.

**8. What type of information will people have before looking at their proposal from the bidder? Will participants understand net metering?**

Answer: We have provided participants with basic information regarding solar installations, net metering, possible savings, roof requirements, typical costs, etc. We will continue to provide this type of education for new participants. Once a bidder is selected, we will work with that bidder to determine what information will be shared with the participants. This will likely include basic contact information for the selected bidder and information regarding educational sessions.

**9. Are incentives given in the selection process for using local labor?**

Answer: Please refer to the RFP for the Selection Criteria.



**10. Does the Workgroup or do participants have preferences on equipment used? (US-made, polycrystalline or monocrystalline panels, etc.)**

Answer: Please refer to the Bid Requirements section of the RFP. It's possible that some participants will have preference for US-made panels, but we do not encourage participants to necessarily choose US-made equipment given the extra costs typically associated.

**11. Is this program available for businesses?**

Answer: This program is focused on residential systems, and we are not actively recruiting business participation. However, some participants also have small businesses or farms that they would like to consider for solar. We will pass those leads and relevant information on to the selected bidder(s) but it is not required that bidders be able to provide installation services for small businesses or farms.

**12. Is payment for services from the residential participant or through the Solar Workgroup?**

Answer: Residential participants will be responsible for the installation costs.

**13. Does the Workgroup require bidders to have specific certifications?**

Answer: Please refer to the Bid Requirements section of the RFP for all requirements.