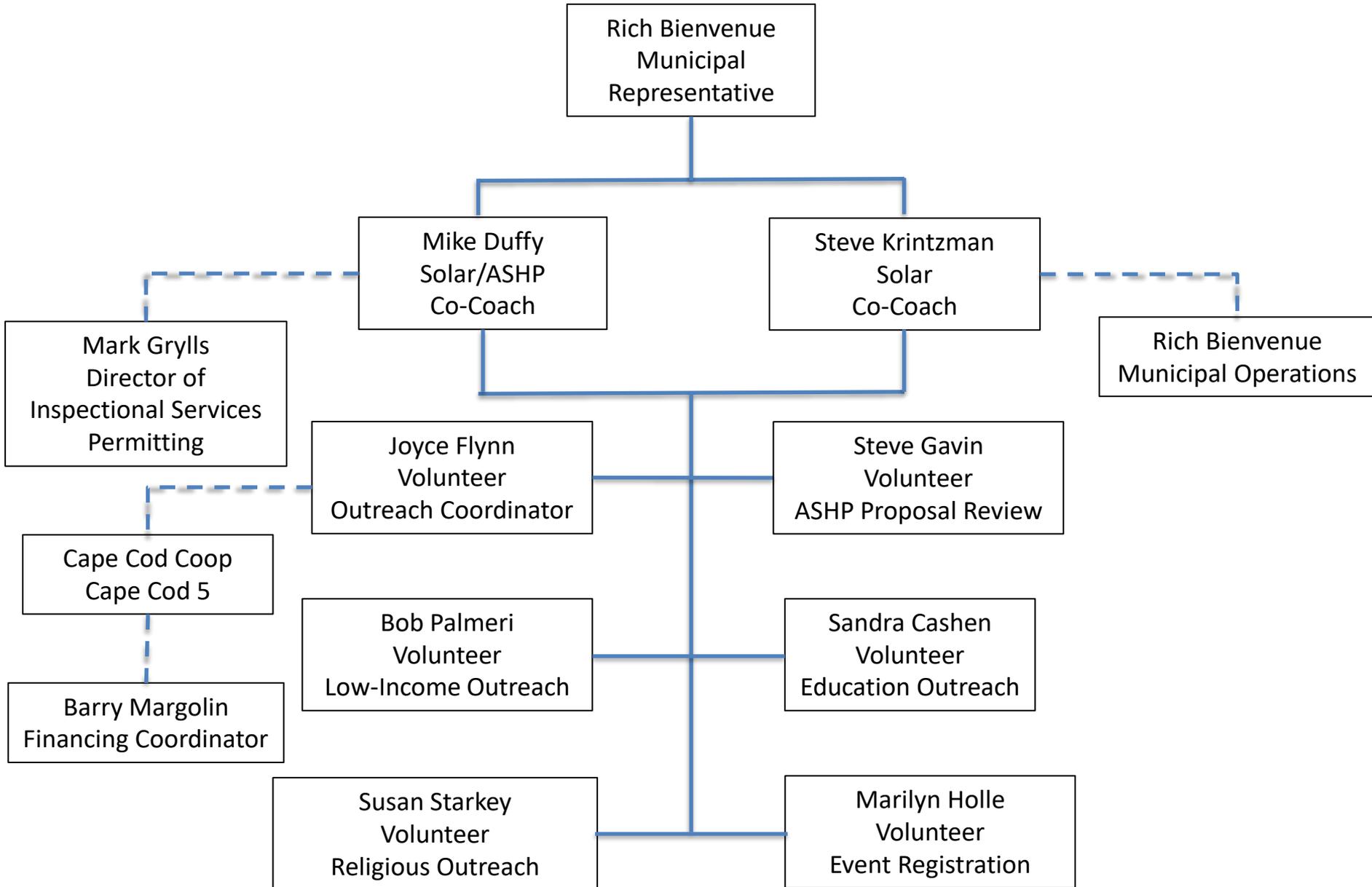


2020 Solarize Mass Plus Yarmouth Talking Points

March 3, 2020

Yarmouth 2020 Solarize Plus Team



Important Dates

- December 20, 2019: Yarmouth Selected for Solarize Mass Plus Program
- February 28: ASHP Training
 - Webinar available? Lisa Dobbs working on it.
- TBD(Early March): Initiate Installer RFP process
 - Yarmouth-specific selection criteria? Let's brainstorm!
- Anytime: Watch training given to other Solarize Communities
 - <https://register.gotowebinar.com/recording/8104396159426995206>
- March 19: Yarmouth Solarize Plus Training with CEC
- March 28-29: Rotary Club Home Show in Hyannis
 - Should we reserve a table for \$900? Let's decide now!

Installer RFP Process

Eligible Installers Must ...

- Demonstrate experience and proficiency in solar PV installations. The Installer must have installed a minimum of **ten** (10) solar PV projects in Massachusetts.
- If offering air source heat pump technology: Demonstrate experience and proficiency in air source heat pump technology installations. The Installer must have installed a minimum of **ten** (10) air source heat pump technology projects in Massachusetts.
- Be, at a minimum, a professional contractor licensed to conduct business in Massachusetts.
- Include on the project team at least one electrician holding a valid and current Massachusetts electrical license enabling them to perform any electrical work on the solar PV projects or air source heat pump technology projects.
- Submit a proposal that meets all threshold review criteria outlined in section VIII before the proposal deadline.
- Confirm willingness to partner with other selected Installer(s) (if applicable) for lead management and Community marketing and outreach.

CEC's Selection Criteria

- **Threshold Requirements:** To meet the threshold review, the following criteria must be met:
 - Complete proposal and attachments must be received before the RFP submittal deadline
 - Solar PV Installer has installed at least 10 solar PV projects in Massachusetts
 - ASHP Installer has installed at least 10 ASHP projects in Massachusetts.
- **Experience**
- **Marketing plan**
- **Implementation**
- **Price structure**
- **Price competitiveness for solar PV**
- **Price competitiveness for air source heat pumps**
- **Timely follow-up and maintenance**

Examples of Community-Specific Selection Criteria

- **Timely follow-up and maintenance:** Ability to respond quickly to calls for support and maintenance regardless of geographical proximity
- **Demonstration of innovative concepts:** Additional consideration will be given to Installers that can provide innovative business models, such as additional incentives for communities reaching a kW goal
- **Commitment to Community Economic Growth and Opportunity:** Added weight will be given to those proposals that can demonstrate the most value added to the participating communities with respect to local job creation, local energy ownership, and overall economic value, creative options for those residents and businesses that do not own good solar sites
- **Financing availability:** Availability and simplicity of Lease/PPA options.

Potential Yarmouth-Specific Selection Criteria?

- ...

Actual Yarmouth Operational Experience

- Solar experience
 - Installer
 - Installation date
 - Size
 - Cost
 - Financial arrangements
 - Payback
 - Review: problems, pros, cons, etc.
- ASHP experience
 - Installer
 - Installation date
 - Size
 - Cost
 - Financial arrangements
 - Payback
 - Review: problems, pros, cons, etc.

Financial Considerations

- Cape Cod 5
 - Status of interaction
 - Likelihood of participating
- Coop Bank
 - Status of interaction
 - Likelihood of participating