



## Texas Solar for All Coalition - Residential Rooftop

June 17, 2025

**Please Note: This is a new submission process using Responsive software. Please go to the link below to create an account on Responsive. All questions must be completed to submit a response. Please SAVE your work throughout the submission process.**

**Submit a response to our TX Solar For All Coalition – Residential Rooftop RFP here:**

**[app.rfpio.com/survey/public/66aacd6257bb53564d68a228\\_6836399fa2f70c380df3f8c0/TX-Solar-For-All-Residential-Rooftop-RFP](https://app.rfpio.com/survey/public/66aacd6257bb53564d68a228_6836399fa2f70c380df3f8c0/TX-Solar-For-All-Residential-Rooftop-RFP)**

**If you have any additional questions, please contact us at [TXteam@solarunitedneighbors.org](mailto:TXteam@solarunitedneighbors.org) – we would be happy to schedule a meeting during the week of June 23.**

Dear Installer,

Thank you for your interest in our Texas Solar For All Coalition – Residential Rooftop! Solar United Neighbors (SUN) and the Houston Advanced Research Center (HARC) are excited to issue a Request For Proposal (RFP) on behalf of a group of approximately 180 homeowners over the next few years in Harris County (30) and Waco (150). We have been working closely with community stakeholders and volunteers to recruit interested homeowners for this group. This procurement is supported by U.S. EPA Solar for All funding (Assistance Listing 66.041). Selected contractors must comply with all applicable federal regulations, including 2 CFR 200 Uniform Guidance, and all conditions of the prime federal award.

We are issuing this RFP with the intent of selecting two companies (“Proposers”) to provide solar photovoltaic (PV) energy systems, and optional battery backup or retrofits for the participating homeowners. The Proposer will provide a single price/kW installed for the group. The Proposer will provide price ranges for battery backup or battery retrofits for installation, equipment, and design offered to homeowners participating in the group. All systems are paid for in full by the grant. Homeowners will choose between the two selected proposers and execute a contract directly with the proposer, thus avoiding the requirement for Davis Bacon reporting.

The goal of the TX SFA solar co-op is two-fold: (1) to enable the co-op members to receive competitive pricing on their solar and battery systems by proceeding as a group, and (2) to provide the project developer with an extensively pre-screened and well-educated group of customers.

### **Texas Solar for All Coalition - Residential Rooftop Timeline**

1. RFP Issue Date: June 17, 2025
2. **Proposals Due: July 1, 2025 by 5:00 p.m. CT**
3. Selection Committee Review: August 5, 2025 (tentative)
4. Notice of Intent to Award: August 8, 2025
5. Installer Award Agreement Completed: August 15, 2025
6. Deadline for new co-op members to sign up: Rolling registration through March 14, 2029
7. Proposers have option to renew annually their bid annually, through to March 14, 2029
8. Deadline (tentative) for all site visits completed: ~4 weeks from qualified member registering



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9. Deadline (tentative) for all proposals to co-op members: ~6 weeks from qualified member registering
10. Deadline (tentative) for all signed contracts: ~8 weeks from qualified member registering
11. All systems must be completed with PTO by August 14, 2029.

SUN and HARC are working to help as many homeowners go solar as possible. We also want to help grow a strong, vibrant solar market in the region. SUN has been organizing solar cooperatives since 2007, facilitating over 412 different solar co-ops with thousands of co-op members, resulting in almost 90 MW of contracted residential solar.

If you would like to submit a response to this RFP, please go to the link below to create an account with Responsive. If you already have an account with Responsive, use that to access the RFP response portal. Proposals are due by submission through Responsive by 5:00 p.m. CT on July 1, 2025. (Late submissions will not be accepted)

NOTE: If you plan to respond to more than one SUN RFP announcement, this software will let you save and re-use your responses for easier preparation and submission next time!

**Submit a response to our TX Solar For All Coalition – Residential Rooftop RFP here:**  
[app.rfpio.com/survey/public/66aacd6257bb53564d68a228\\_6836399fa2f70c380df3f8c0/TX-Solar-For-All-Residential-Rooftop-RFP](https://app.rfpio.com/survey/public/66aacd6257bb53564d68a228_6836399fa2f70c380df3f8c0/TX-Solar-For-All-Residential-Rooftop-RFP)

Below you will find additional information and requirements for compiling a compelling proposal. If you have any questions about the process or expectations, please don't hesitate to email. Please see the document on the last page for guidance on commercial, non-profit, and large systems as part of the co-op.

We look forward to receiving your submissions!

Best,

Dori Wolfe

[Dori@solarunitedneighbors.org](mailto:Dori@solarunitedneighbors.org)

Senior Texas Program Associate at SUN

Margaret Cook

Vice President, Water and Community Resilience at HARC

Questions for HARC can be addressed to: [SFApurchasing@harcresearch.org](mailto:SFApurchasing@harcresearch.org)



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**Please respond to this RFP by using our web-based Responsive portal. Link included above.  
The following are bid requirements and useful suggestions.**

### Scope of work

#### Services to be provided by Solar United Neighbors

1. Pre-screen co-op members by reviewing each roof via publicly available satellite imagery. Assessments performed by Solar United Neighbors are categorized by “Qualified”, “Maybe Qualified”, and “Disqualified” (based on shading, size, shape, orientation) and are not intended to be overly restrictive. Our goal is to find the balance between wasting a homeowner’s or the developer’s time and unnecessarily excluding co-op members.
2. Recruit co-op members after selection (see timeline above). The Texas Solar for All Coalition goals are to provide fully funded systems as follows:
  - a. ~5 kW arrays with up to two ~10-15 kW batteries at each of 30 Hub Homes in Harris County over the next four years (managed by SUN)
  - b. ~3.5-4 kW arrays on 150 homes in Waco, with one ~10-15 kW battery for 50 of those homes (managed by the City of Waco and HARC over the next four years)
3. SUN will issue promotional materials (press release and social media posts, etc.) as well as work to generate local media attention. SUN will clear materials with you to the best of our ability. SUN will feature your company prominently while keeping bid details confidential.
4. Support co-op members and the selected installer throughout the process.
5. Host celebration of successful co-op and public recognition of the work of the installer.
6. Distribute information should any details about the RFP be clarified or changed during the RFP period.

#### Services to be provided by the Proposer

1. A custom proposal for each co-op member in the group based on the group pricing and component offerings outlined in bid. The proposal should include language that explains all the services provided in the turnkey price for the system (assessment, system design, permitting, installation, interconnection paperwork, etc.). Please provide each proposal you send to co-op members.
2. In person (or virtual conference) site assessment, structural assessment, design, equipment procurement, installation, monitoring setup, financing, customer training (i.e. safety rules, monitoring, maintenance, how to deal with problems, etc.), permitting, and application/management of applicable incentives.
3. \$600 per signed contract normally paid to Solar United Neighbors as a development fee will be waived for this Texas Solar for All Coalition co-op.
4. Responsive communication and coordination with SUN about group and individual co-op member status
5. Participate in public education/outreach events.
6. Installations performed in conformance with all applicable laws and codes including compliance with Davis Bacon and Related Acts, interconnection requirements for net-metered installations, and any incentive-related installation requirements, rules, and timelines. SUN defers to the [SEIA Solar Business Code](#) as a determinant of fair, transparent business practices to ensure solar customers are treated in a fair and honest manner. In addition to the SEIA Code, Companies shall abide by the law and all applicable ethical business guidelines set forth by the Council of Better Business Bureaus (BBB), Federal Trade Commission (FTC), Consumer Financial Protection



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Bureau (CFPB), relevant state consumer protection bureaus, and other regulatory bodies with jurisdiction. NOTE: Since the homeowner chooses between two selected proposers and contracts directly with selected proposer, the Davis Bacon and Related Acts can be waived.

7. Participants of this solar co-op have the option to sell their SRECs into a program administered by SUN. Proceeds will go to extend the SFA grant funds supporting this work. The Proposer may be asked to facilitate annual data collection for reporting purposes.

### Bid Requirements

- **Offer a single purchase price (\$/watt solar and \$/watt or \$/watt-hour for storage) for all co-op members.**
  - This price will be offered to all homeowners participating in the solar co-op.
  - You may not exclude from your proposals any of the co-op members involved in this RFP.
  - You do not need to provide individualized proposals for each homeowner in this initial bid. If selected to develop the group of projects Proposer will provide individualized proposals for each co-op member.
- **Explicitly state any additional charges not included in the \$/watt price in the proposal** (e.g., charges for electrical upgrades, steep roofs, specific roofing types/materials, roof attachment methods/components, multiple array locations, small system size, customized racking, tree trimming, etc.)
  - The assumption is that all costs to most co-op members are factored into the base price, and that an additional charge, if necessary, is reserved for unique circumstances.
- **Consider all selection criteria when preparing your proposal.** Although the Selection Committee will look for aggressive pricing, price is **not** the only factor they will consider. Participants also value experience in the marketplace, quality system components, and strong warranties, among other factors. Solar co-ops should not be a “race to the bottom” in terms of system price and quality, nor do we want proposers to feel they must sacrifice quality in order to be selected.
- **Retain all project-related records** for a minimum of three years after final payment and must make such records available for audit or inspection upon request by HARC, SUN, EPA, or their designees.
- **Use SolarApp+** where available.
- **Bid with PV modules that:**
  - Are listed and reviewed on the California Energy Commission list, '[Incentive Eligible Photovoltaic Modules in Compliance with SB1 Guidelines](#)' or installer must provide similar performance information for selection committee from an alternate source, or by referencing a CEC-listed panel from the same product family.
  - Have at least a 25-year power warranty with a specified performance degradation curve showing acceptable levels of performance or replacement and show achievement of a minimum of 80% of the nameplate rated power at STC by year 25;
  - Have a product warranty of at least 10 years.
- **Bid with inverters that:**
  - Are included in the California Energy Commission list '[List of Eligible Inverters per SB1 Guidelines](#)' or installer to provide similar performance information for selection committee from an alternate source or by referencing a CEC-listed inverter from the same product family.



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- Have a warranty that allows for replacement due to premature failure over the specified warranty time frame and be a minimum of 15 years for micro inverters and 10 years for string inverters.
- **Bid with batteries that:**
  - Are UL Certified and permissible in the installation jurisdiction.
  - Located a minimum of 3 feet above grade.
- **Utilize mounting equipment that is:**
  - Grounded in accordance with manufacturer's specifications.
  - Used in accordance with its manufacturer's listed purpose and specifications.
  - Used in accordance with manufacturer specifications for waterproofing penetrations
  - Meets any specific local zoning requirements beyond #2 and #3
- **Bid SFA systems that include:**
  - **A minimum 10-year workmanship and roof warranty**
  - **Insure (or equivalent) manufacturer's warranty insurance**
  - **Consumption and production monitoring as standard**
  - **Installation of all batteries in Harris County 3' above grade**
  - **Cellular monitoring for 5 years**
  - **Extra site visit within the first year if requested**
  - **Use of CenterPoint Hard-To-Reach or Oncore Incentives as available**
  - **A minimum 30% of all new hires on the project hired locally to each community, including from SFA workforce development training programs**
  - **An adder to hire an apprentice for these installations as part of workforce development requirements**
- **Meet the following licensing requirements:**
  - Proposer submitting the bid is licensed to operate within Texas.
  - Proposer submitting the bid is a licensed Texas electrical contractor in Texas.
  - Proposer submitting the bid must be a staff member of the solar company who would receive the work.
  - **NOTE: Bids from third party sales representatives will not be accepted.**
- **Meet the following insurance requirements (for proposer and any sub-contractors):<sup>1</sup>**
  - "Construction and facility improvement contracts in amounts exceeding the Simplified Acquisition Threshold (\$250k) must ensure that EPA's interest is protected through bonding. [2 CFR 200.326](#). [Grantees] may request that EPA accept [their] bonding policies **by submitting the bonding policies to [their] Grant Specialist to obtain approval by an authorized EPA official.** If EPA has not approved [grantee's] policies, bonding must meet the following standards as provided at [2 CFR 200.326](#)."
  - General liability - \$1,000,000 per occurrence, \$2,000,000 in aggregate.
  - Worker's compensation - \$1,000,000 each accident, each employee, policy limit
  - Automobile liability - bodily injury, death, and property damage combined single limits of at least \$1,000,000 per occurrence covering vehicles owned, hired, or non-owned.

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<sup>1</sup> These requirements are in line with the Solar Energy Industry Association's described best practices <https://www.seia.org/research-resources/installation-best-practices-residential-portfolios>



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- NOTE: Official proof of exemption by applicable jurisdiction for any above insurance requirements for a company is also acceptable.

### Have you worked on a Solar United Neighbors co-op before?

In order to be eligible to submit a proposal for this co-op, you must:

1. Provide a statement on avoiding conflicts of interest (2 CFR §200.318(c)) and must not be on the list from SAM for debarment and/or suspension.
2. Have no overdue invoices for past solar co-op work.
3. Have updated all customer tracking data for active or completed co-ops (including kW installed and interconnection completed dates).
4. Have completed initial contacts, site visits, and individualized proposals for the majority of any existing co-op you are currently working on.

***Solar United Neighbors and HARC reserve the right to deny any proposer's bid due to overdue payments, lack of proper licensure for applicable jurisdictions, or outstanding co-op member grievance yet to be resolved.***

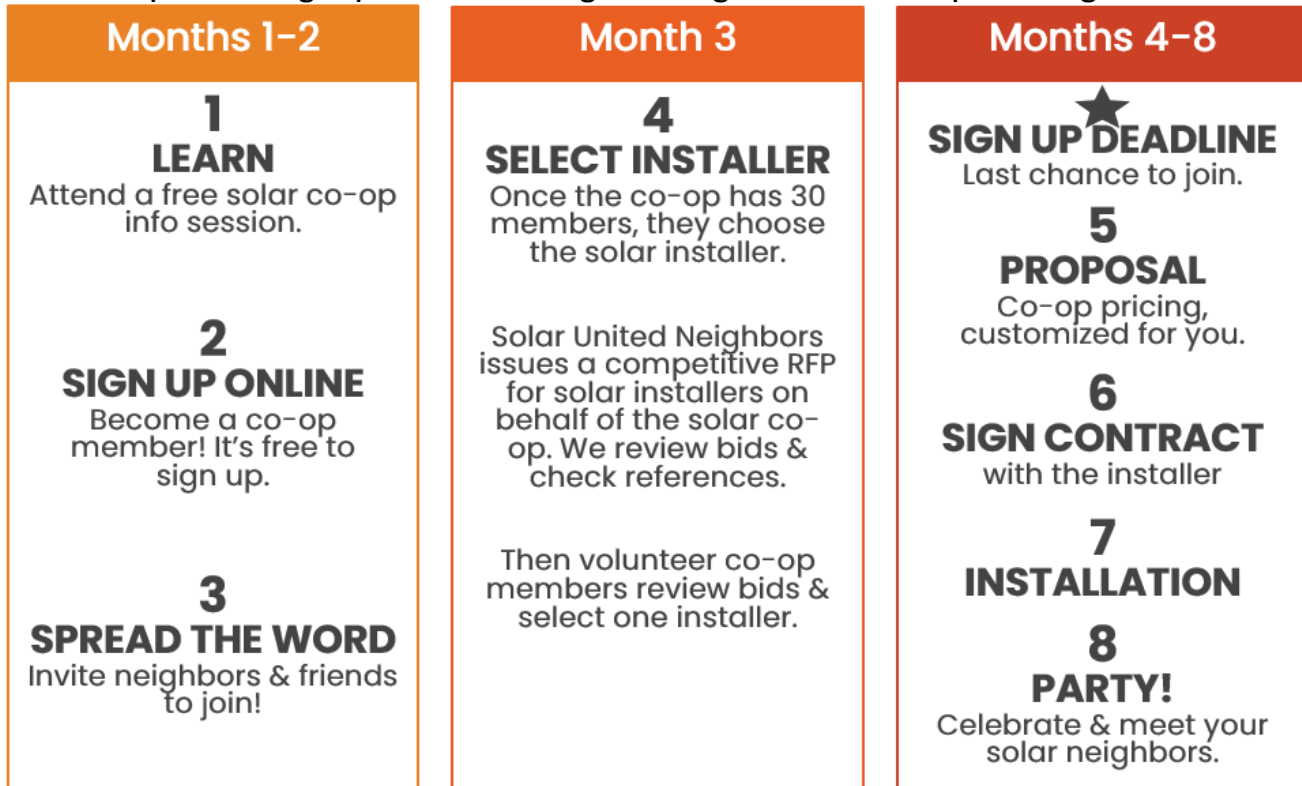


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### Useful Info

#### How a solar co-op works\*

A solar co-op is when a group of homeowners goes through the solarization process together.



*\* The TX-SFA Residential Rooftop co-op will have an extended timeline through March 2029 with opportunity for the installer to renew annually.*

More detailed information about each phase is available here:

<http://www.solarunitedneighbors.org/for-installers/>

#### How a co-op selects an installer

After all interested installers have submitted a proposal in response to this Request for Proposals, SUN and HARC will convene a selection committee of co-op members, in this case members of the steering committee from Harris County Hub Homes and members of the advisory committee from the City of Waco. This Selection Committee will review the proposals. Each Selection Committee member signs a confidentiality agreement to keep your bid details private. The Committee will select **two Proposers** to develop all of the projects for the group. By giving participants a choice of installer and having participants contract directly with the Proposer, the Davis Bacon filing requirement is waived. The process used to select the winning bid will be as follows:

1. Once Selection Committee members sign the confidentiality agreement, bids will be distributed to Selection Committee members along with a summary spreadsheet created by our staff.
2. Selection Committee members may review bids independently before meeting as a group.





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3. Committee members will convene in one evening to review all bids and make a decision. During that meeting they will:
  - a. Discuss each bid
  - b. Select finalists
  - c. Contact the designated bid representative for each finalist if a bid component needs clarification. (Committee may decide not to contact finalists if no clarification is needed.)
  - d. Select two winning companies to service the co-op.

If you are selected as a finalist and the committee calls you that evening, you will have an opportunity to speak about your bid and to answer questions. Please abide by the following:

1. No discussions of other installers' bids, reputation, etc. This is about your proposal only.
2. Please do not negotiate to change any aspect of the bid from what is in your proposal. Clarifications of what's included are acceptable.
3. Keep responses as brief as possible.

### Selection Criteria

*\*Please note: The "importance" column below reflects the selection criteria priorities and preferences of the co-op members and will often vary from one co-op to another*

<u>Category</u>	<u>Description</u>	<u>Importance</u>
<u>Offer the best price</u>	The extent to which proposed pricing terms are competitive.	30 pts
<u>Use higher quality equipment</u>	The extent to which the Proposer incorporates high-quality components (high CEC panel ratings, flashed/non-penetrating attachments, etc.) and American-made products into their system design.	20 pts
<u>Have more experience</u>	The extent to which the Proposer demonstrates a track record of quality work and incorporates photovoltaic technologies in line with industry standards. Experience in the Texas (Harris and McLennan County) market a plus.	30 pts
<u>Offer stronger warranties</u>	The extent to which the Proposer offers strong warranties on system components and labor.	10 pts
<u>Are a local company</u>	The extent to which the proposed solar PV systems foster social and community development, including hiring	10 pts





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	local area workers and offering local job training opportunities. Preference will be given to locally-owned companies. Active membership in SEIA, our partner on policy issues, is also a plus.	
<b>Please take note of these non-solar offering questions:</b>		
<u>Battery Storage</u>	Number of members interested or potentially interested in battery storage.	~ 80 members
<u>Financing</u>	Number of members considering financing.	N/A - systems are fully funded

*If you would like a summary of roof types in this co-op, please contact us.*

### Lessons learned from previous solar co-ops

Historically, we have seen participant close rates of between 20% and 30%. Our goal with each solar co-op is to have a 30% (or higher) close rate for participants. With this Solar For All co-op, solar ambassadors have vetted and selected homeowners, We've put a lot of time into recruiting and educating the participants.

Our aim is not to interfere with your internal process or micromanage how you do business. We have, however, seen very different close rates within solar co-ops. Some of this has to do with the installer's process and approach. Below we've put together some lessons learned that we've found are helpful in getting a high close rate.

#### Installers with higher close rates:

- Called participants to schedule an initial site visit and followed up via email instead of only emailing.
- Reach out to selection committee members early—they are often the first signed contracts.
- Use the co-op as a "special offer" to lost leads in the co-op area, directing them to our sign-up page so they have support and education that can help to convert to a signed contract.
- Scheduled site visits as soon as possible and provided quick turn-around times for sending proposals to participants (proposals received 1 week or less after site visit).
- Provided participants with a proposal and a final contract for signature at the same time (so the customer has all information to finalize their decision).
- Had short, concise, and clear email communications with participants. When there's lots of text in a proposal or email, participants stop reading.
- Let the group know when they would be unavailable or were experiencing delays. Participants understand delays; they just want to be kept in the loop about when to expect information from installers. We can communicate this to the group as a whole and help manage expectations too. Just let us know how things are going.
- Maintained organized, updated customer tracking records. We use these records to monitor group progress and respond to participant questions and concerns.
- Communicated with us about difficulties reaching participants. We'll remain involved throughout the process and are happy to reach out to participants to reassure them, encourage scheduling site visits, signing contracts, etc. Just let us know what you need.



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### Q&A Process

Solar United Neighbors will act as the point of contact for all solar co-op and RFP related questions on behalf of the co-op members covered under this RFP. Dori Wolfe, Sam Silerio, Frankie Sere, and Trinity Dearborn will manage all communications, with support from the Go Solar team. Please submit any questions and/or comments via email to [TxTeam@solarunitedneighbors.org](mailto:TxTeam@solarunitedneighbors.org). Proposers that contact co-op members directly for any reason will be disqualified.

### What we will disclose to group members about your bid if you are selected

We will disclose this information to the entire group (not the public) about your winning bid:

- Equipment included in the bid
- Warranties on all equipment and installation
- Base pricing and key adders
- System cost examples based on your bid pricing, average sizes and equipment options (noting that bid pricing and component offering is for limited co-op time frame and may not be applicable to non-co-op members)
- Installer contact information and next steps for each homeowner
  - NOTE: If you are selected, we will work with you to clarify this.