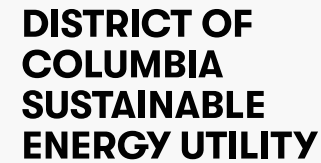


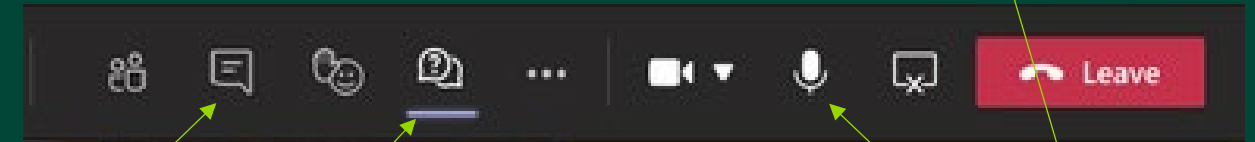
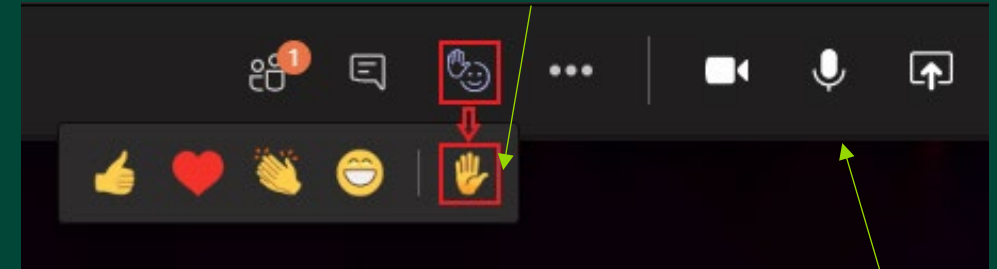
# Solar for All Community Renewable Energy Facilities (CREF) RFP Info Session



# Session Expectations

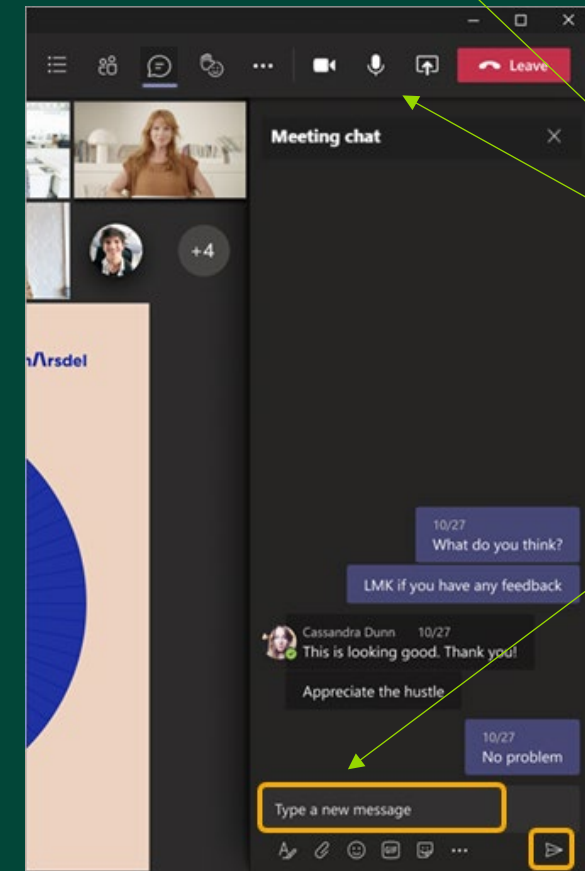
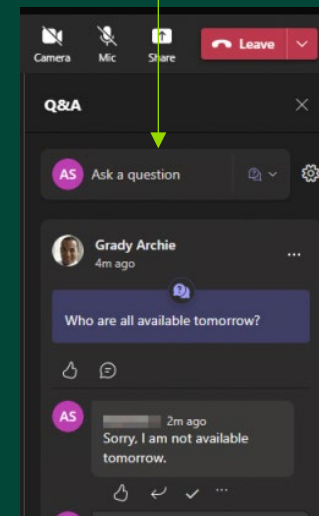
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[www.dcseu.com/contractors/opportunities](http://www.dcseu.com/contractors/opportunities)
- Additional questions can be sent to [proposals@dcseu.com](mailto:proposals@dcseu.com)
- The webinar will be posted on our website for anyone wanting to review the information discussed today at [www.dcseu.com/resource-library](http://www.dcseu.com/resource-library)

## Raising Your Hand



## Using Chat

## Using Q&A



## Mute Button

## Using Chat

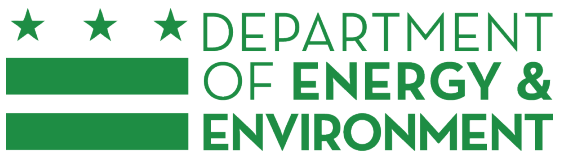
# Agenda

- **Welcome**
  - DCSEU & DOEE
- **Partner Presentations**
  - City First Enterprises
  - DC Green Bank
- **Solar for All & the DCSEU**
- **FY25 Solar for All CREF Program and RFP**
- **Scoring Criteria**
- **Program Milestones**
- **CBEs**
- **Contracts**
- **Insurance**
- **Submitting a Response**
- **Timeline**





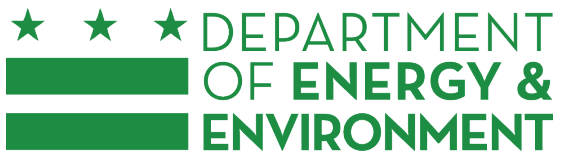
**Dr. Lance Loncke**  
Senior Economist,  
DC Department of  
Energy & Environment  
(DOEE)





## **Thomas Bartholomew**

**Associate Director for  
Policy and Compliance,  
DC Department of  
Energy & Environment  
(DOEE)**





# **City First Enterprises & Solar for All**



# CFE & Solar for All



**Oswaldo Acosta**

Chief Executive Officer (CEO)



**Jonathan Reye**

Chief Lending Officer (CLO)



**Arisa Koyama**

Director of Impact



**Christian Perkins**

Clean Energy Programs Manager



# CFE & Solar for All



CFE is a community development financial institution that creates equitable financial solutions to support people and communities in achieving their economic aspirations.

The SFA Revolving Loan Fund offers flexible capital designed to scale solar deployment in the District.

## CFE & Solar for All



CFE and DC Green Bank created a suite of joint financial assistance products designed to meet developer needs and ensure our outcomes align with programmatic objectives.

Our joint products: Predevelopment, Construction, Incentive Bridge, and Permanent

- **Interest Rates: Up to 6%**
- **Term Lengths: Between 7-15 years (perm debt)**
- [Read more here!](#)



[City First Enterprises](#)



[DCSolarFund@cfenterprises.org](mailto:DCSolarFund@cfenterprises.org)

**DC Green Bank  
Solar for All  
Revolving Loan  
Fund (SFA RLF)**

**Ryan Moya**  
Director of Solar  
Investments  
DC Green Bank





# DC Green Bank Overview



## Our Mission:

DC Green Bank provides access to capital, growing the clean economy to develop a more equitable, resilient, and sustainable DC

## Our Investment Focus:



Solar



Green Buildings



Clean Transportation



Stormwater Management

## Our Impact:

- **\$74 Million** of Total DC Green Bank Investment
- **\$763 Million** of Public and Private Investment Unlocked

### PROJECTED IMPACTS OF TOTAL INVESTMENTS



**3,160**  
Total Jobs Created



**16,595,017 MWh**  
Annual Solar Energy Production



**985 Units**  
Affordable Housing Created or Preserved



**428,913 Gallons**  
Annual Water Retention

# Our Role – Solar for All Revolving Loan Fund



DCGB’s Solar for All Revolving Loan Fund will offer affordable financing to community organizations, affordable housing, and commercial building owners. Projects must meet programmatic criteria by reducing energy bills of LMI District residents by an average of 50%.

## Predevelopment Loan

Financing for costs related to planning and design stages of eligible projects.

## Incentive Bridge

Bridge loan to tax credit monetization, rebates, or grants that become available upon project completion.

## Construction Loan

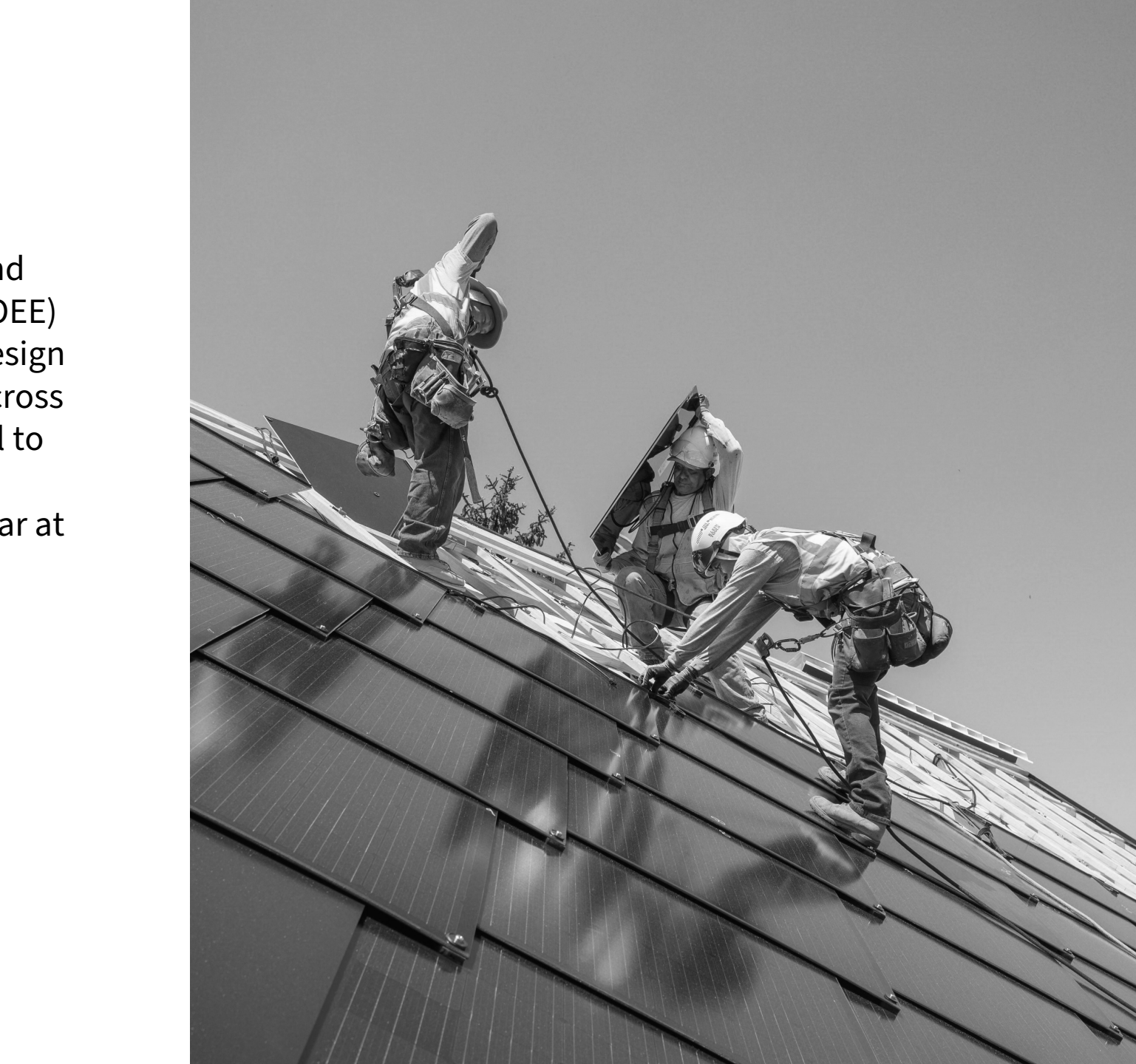
Construction period financing for solar/battery storage installation and enabling upgrades, if applicable.

## Construction –to– Permanent Loan

Long term financing for eligible solar and paired battery storage projects.



The DC Sustainable Energy Utility (DCSEU) and the Department of Energy & Environment (DOEE) are working with local solar contractors to design and install solar photovoltaic (PV) systems across the District. These systems have the potential to offset electricity costs for income-qualified District residents by as much as \$500 each year at no cost to them.





# Solar for All History

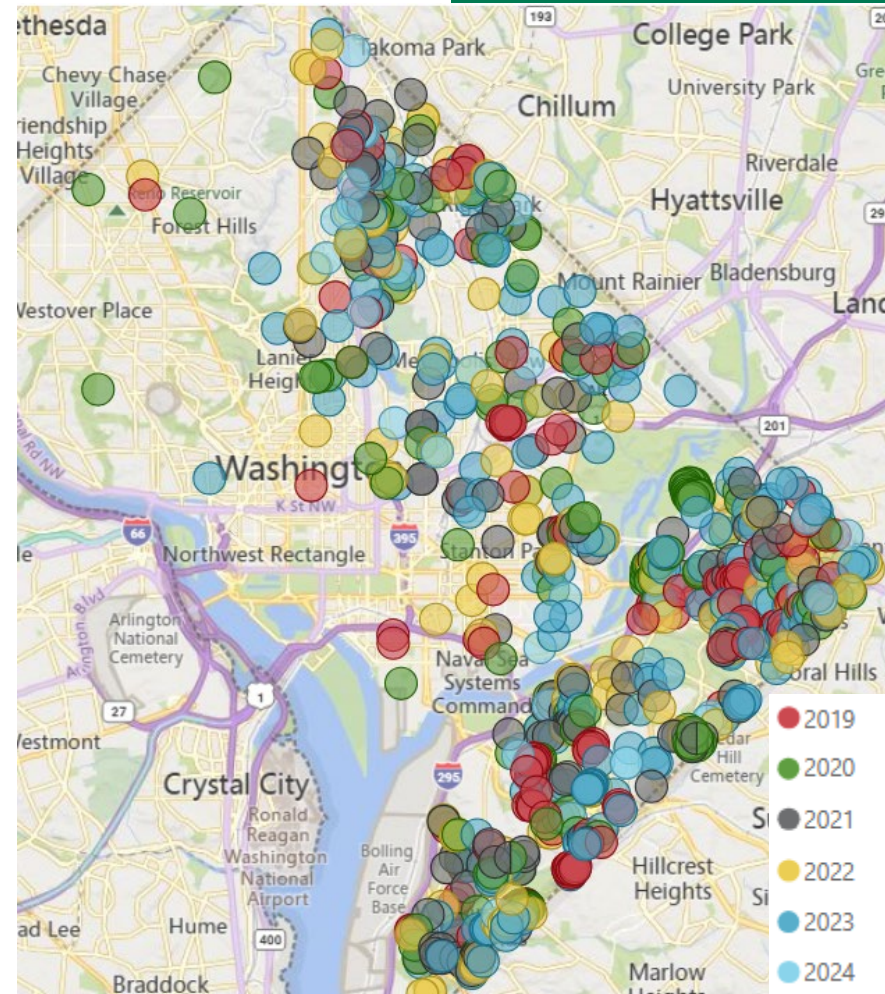
## SINGLE FAMILY

- 2019: **86 homes** installed totaling 430kw
- 2020: **120 homes** installed totaling 650kw
- 2021: **122 homes** installed totaling 690kw
- 2022: **106 homes** installed totaling 650kw
- 2023: **176 homes** installed totaling 1559kw
- 2024: **60 homes** installed totaling 507kw

## CREF

- 2019: **84 CREF projects** totaling 7.2MW
- 2020: **50 CREF projects** totaling 6.4MW
- 2021: **32 CREF projects** totaling 6.6MW
- 2022: **41 CREF projects** totaling 9.2MW
- 2023: **28 CREF projects** totaling 4.8MW
- 2024: **19 CREF projects** totaling 3.0MW

Enough solar to cut more than **11,000 income-qualified households** electricity bills by **\$500/yr**



# Scale of Solar for All

- As of December 31, 2024 the Solar for All program has created **254 CREFs with DCSEU support**, which is about **60% of all CREFs in DC**.
- The SFA program has created **32.7 MW of CREF capacity** as of December 31, 2024, which is **54% of installed CREF capacity in DC**.

## CREFs Certified for the RPS Program as of December 31, 2024

	Number	Capacity (MW)
2020	149	13.8
2021	231	27.0
2022	311	36.7
2023	377	45.9
2024	424	59.7





# Solar for All Goals

- Support the rapid deployment of solar across DC
- Bring the benefits of solar to income-qualified households
- Catalyze sustained solar market growth to meet RPS and SfA targets
- Create green jobs in DC
- 50% CBE Goal for SFA Contractors

Questions: Please submit them during the webinar in the chat section or email: [proposals@dcseu.com](mailto:proposals@dcseu.com)





# Evaluation Criteria & Points

Category	Description	Points
<b>A. Capacity and Costs</b>		<b>Total of 40 points</b>
1. Sites Identified	List of CREFs with status and documentation of site control	Up to 10 points
2. Total Capacity Proposed	Capacity for each proposed CREF (min. 30 kWdc), <b>50-500kW targeted</b> ; IX details	Up to 15 points
3. Incentive Requested	Price per watt requested; <b>scaled &amp; scored as show on next slide.</b>	Up to 15 points
<b>B. Project Readiness</b>		<b>Total of 25 points</b>
1. Project Performance	Must show each CREF will produce at least 1,200 kWh/kW/yr	Up to 10 points
2. Project Financials	Pro forma budget, either by project or for portfolio	Up to 5 points
3. Proposed Completion Schedule	Estimated dates key milestones achieved; CREFs in a more advanced state of development will be scored more favorably	Up to 10 points
<b>C. Qualifications and Team Experience</b>		<b>Total of 30 points</b>
1. Operating Capacity Deployed	Total capacity developed by bidder; prior project performance	Up to 5 points
2. Prior Experience/ Past Performance	Years of experience; minimum of three references; performance on similar programs (including SfA); <b>Exhibit C evaluation</b>	Up to 15 points
3. Qualifications and Experience	Team and roles; exp. working w/ partners; letters of commitment	Up to 10 points
<b>D. Innovation</b>	Aspects that enhance CREF(s) benefit to the community	<b>Up to 5 Points</b>
<b>E. Certified Business Enterprises</b>		<b>Up to 12 Points</b>
	<b>Total Points Available</b>	<b>112</b>

# Incentive Requested Pricing Scoring Details

Option 1 (agreeing to transfer 50% of any proceeds received from IRA ITC tax-credit adders to VEIC)	Option 2 (Bidder retains full value of any tax-credit adders)	Points Awarded
\$1.00/watt or less	\$0.75/watt or less	15
\$1.01 to \$1.25 per watt	\$0.76 to \$1.00 per watt	12
\$1.26 to \$1.50 per watt	\$1.01 to \$1.25 per watt	9
\$1.51 to \$1.75 per watt	\$1.26 to \$1.50 per watt	6
More than \$1.75 per watt	More than \$1.50 per watt	0

*All proposals over \$1.75/Watt (Option 1) or \$1.50/Watt (Option 2) need to provide an explicit justification for their higher \$/W incentive and will not receive any points for the pricing category of the RFP.*



# FY25 RFP Requirements

- **Approximately \$12 M in incentives available for FY 2025 CREF projects.**
- All projects finalized by September 30th, 2025, including TPF, DOB final inspection, and Pepco ATO.
- 100% of the actual measured electrical output for at least 15 years must be designated to DOEE for the benefit of income-qualified households.
- Ensure a minimum performance guarantee of 90 percent of expected annual weather-adjusted output from solar installations yielding at least 1,200 kWh/kW in the first year.
- Underperforming projects are subject to an annual financial penalty as outlined in the subcontract.
- Repay all incentive payments within 30 calendar days if the Project(s) do not complete all milestones by the September 30, 2025 deadline established by the DCSEU or fail to take the necessary steps to energize each CREF within 14 calendar days after receipt of Authorization to Operate (ATO).
- Subcontractors must operate and maintain the system, track and report the actual electrical output for at least 15 years.



# CREF Milestones & Payments

- CREF projects have **four milestones**, three of which are tied to incentive payments
- Each milestone has specific documentation and project goal requirements (discussed on next slide)
- Milestones help DCSEU ensure development progress.





# CREF Milestones & Payments (continued)



## Milestone #1

- Site Control
  - Fully executed site control agreement
  - CREF supplement
- Stamped Engineering Documents
- Installation Permits
- Financing Plan
- Project Schedule and Installation Plan

**Document Submittal Deadline:**  
**8/06/2025**

**Incentive Payment: 0%**



## Milestone #2

- Evidence of Purchase of solar equipment including modules, inverters, and racking
- Evidence of Equipment Condition
- Manufacturer Warranties for modules, inverters, and optimizers
- Pepco Approval to Install (ATI)

**Document Submittal Deadline:**  
**8/20/2025**

**Incentive Payment: 50%**



## Milestone #3

- DOB Temporary Pending Final (TPF) Inspection Report Received by Pepco

**Document Submittal Deadline:**  
**9/10/2025**

**Incentive Payment: 30%**



## Milestone #4

- DCSEU QA/QC Inspection
- As-Built/Revised Permits and Evidence of Final Inspections
- O&M Manual
- Pepco ATO
- Inverter/RGM Login Credentials
- Recorded Site Control Documents

**Document Submittal Deadline:**  
**9/30/2025**

**Incentive Payment: 20%**

### **Additional Post-Construction Documentation:**

- DC Public Service Commission (PSC) registration application

# Certified Business Enterprises (CBEs)

- District contracts in excess of \$250,000 require a 35 percent SBE subcontracting utilization plan and monitoring throughout the life of the contract.
- Accordingly, the **DCSEU's goal is for 50% of the incentives awarded under this RFP be retained by CBEs.**
- Up to 12 preference points are available to Prime bidders who are CBEs and commit to retaining the incentives or a portion of the incentives.
- Preference points categories are:
  - Small business enterprise (SBE) and/or Woman owned business enterprise (WBE) certified by the DC DSLBD **(3 points)**;
  - Resident-owned business (ROB) certified by DC DSLBD **(5 points)**;
  - Longtime resident business (LRB) certified by DC DSLBD **(5 points)**;
  - Local business enterprise (LBE) certified by DC DSLBD **(2 points)**;
  - Local business enterprise with its principal offices located in an enterprise zone (DZE) certified by DC DSLBD **(2 points)**;
  - Disadvantaged business enterprise (DBE) certified by DC DSLBD **(2 points)**;
  - Veteran-owned business (VOB) certified by DC DSLBD **(2 points)**; and
  - Local DC manufacturing business enterprise (LMBE) certified by DC DSLBD **(2 points)**.

# Additional RFP Specifics: Contracts

- FY2023 contract template provided for review and informational purposes.
  - **Changes to this template are expected for FY25 and will be provided in June.**
- It is important for bidders to understand that many of the subcontract terms and conditions will be non-negotiable (e.g., insurance requirements).
- Bidders are **strongly encouraged** to review the FY2023 contract template and note any exceptions bidder anticipates requesting using the form provided in the RFP. Failure to do so may prolong or prevent a successful contracting process.



## **Contracts: CREF Supplement/ Recordation**

- Provided as Attachment B1 in subcontract template
- A fully-executed copy is required for each CREF as part of the Milestone 1 requirements.
- This supplement, along with the site control agreement it modifies, is required to be recorded with the DC Recorder of Deeds as part of the Milestone 4 requirements.

# Contracts: System Monitoring

- To ensure CREFs are producing the required output and households are getting the committed generation, the DCSEU uses a tracking system to confirm PV installations are meeting minimum performance expectations
- Tracking system consolidates information from different projects over program years
- Subcontractors will be required to provide DCSEU with independent access to production data
- Subcontractor must submit the inverter login credentials and API keys (including associated site ID, URL, IP address and access credentials, location data, username, password, and any other information as required to collect the data on the inverter) and any additional documentation to allow the DCSEU to monitor the electrical output both manually and via automation at regular intervals.





# Contracts: CREF Solar Output

- The Solar for All program is designed to have all CREF output go to DOEE for at least 15 years, allowing the developer to focus on core expertise of installing solar.
- DOEE and their third-party subscriber organization will manage the output from the projects.
- Developers can work with property owners, DCSEU, and DOEE on program enrollment outreach to tenants at host sites.





# ITC IRA Adder Provision Discussion

- All projects that plan to apply for any tax credit adder authorized by the Inflation Reduction Act (IRA) must be noted in the proposal **along with an agreement to bid a lower amount in exchange for less points or enter into the commitment noted below.**
- If a bidder is awarded a subcontract, they will need to disclose if they intend to apply for the IRA adders for any project(s) authorized under the subcontract.
- If a project(s) authorized for Solar for All receives an IRA adder, the bidder/subcontractor will be required to enter into a commitment with VEIC to transfer 50% of the tax credit adder proceeds for the project(s) to VEIC for the development of SFA in Washington, DC.
- The commitment with VEIC would provide that, within 60 days of receipt of payment from the federal government for an IRA adder, or filing of said tax returns the bidder/subcontractor will write a check payable to VEIC for 50% of the monetary value of the IRA adder payment to be used exclusively by VEIC for its SFA program.
- A subcontractor will be required to sign a commitment letter with VEIC with respect to any IRA tax adders for all of the subcontractor's CREF projects, i.e., for both projects for which the subcontractor intends to apply for an IRA adder and projects for which the subcontractor does not currently intend to apply but may do so in the future.

# Additional RFP Specifics: Insurance

- Exhibit B of RFP
- **No exceptions will be made to insurance requirements**
- Final requirements will be confirmed prior to issuance of a subcontract
- **Some required coverages can be expensive. Respondents are expected to understand the prices of corresponding insurance and include costs in their proposed price per watt.**
- Summary below for informational purposes only – refer to Exhibit B of RFP for full requirements

Type	Limits
Commercial General Liability Insurance	\$1,000,000 per occurrence; \$2,000,000 aggregate
Automobile Liability Insurance	\$1,000,000 per occurrence combined single limit for bodily injury and property damage
Workers’ Compensation Insurance	comply with statutory mandates
Employer’s Liability Insurance	\$500,000 per accident for injury; \$500,000 per employee for disease; and \$500,000 for policy disease limit
Crime Insurance (3rd Party Indemnity)	\$1,000,000 per occurrence
Cyber Liability Insurance	\$2,000,000 per occurrence or claim; \$2,000,000 aggregate
Professional Liability Insurance (Errors and Omissions).	\$1,000,000 per occurrence for each wrongful act and \$2,000,000 annual aggregate
Sexual/Physical Abuse and Molestation	\$1,000,000 per occurrence; \$2,000,000 aggregate
Umbrella or Excess Liability Insurance	\$3,000,000 per occurrence

# Post Construction Obligations & Monitoring

- Monitor and conduct O&M for 15 years
  - Need API key and the site ID for monitoring
  - Must add [solar@dcseu.com](mailto:solar@dcseu.com) as an account to monitoring system
- Register with the PSC
  - <https://dcpsc.org/Utility-Information/Electric/RPS.aspx>
- Ensure project is on-line and providing expected output
- Fix issues as they arise to ensure continuous operation
- **Write a check to VEIC for 50% of any ITC adder proceeds within 60 days of receiving a payment from the federal government for an IRA adder or filing of tax returns claiming them, if selecting option 1.**





# Substantial Completion Reports

Substantial Completion Report is an on-site assessment conducted by the DCSEU that makes sure the system size is accurate and reflects the permit.

- Inspections are in person
- Subcontractors must submit pictures (of all the arrays on site) and documentation in a timely fashion to avoid delays in receiving incentive.
- Check number of panels, panel output, and panel type
- Findings in the report dictates the final incentive; and
- The report sets the baseline by which future output is measured



# Submitting Bids on the Web Portal



## All Bidders

- The DCSEU welcomes all qualified bidders to respond to this RFP.
- All responses must be submitted through the DCSEU Contractor Web Portal (<https://portal.dcseu.com>) by the deadline specified above.
- Bidders may request a copy of the DCSEU's Solicitation Guide for the Contractor Web Portal by emailing [proposals@dcseu.com](mailto:proposals@dcseu.com).



## New & Returning Bidders

- New bidders must request an account **by June 4, 2025 at 5PM** by completing the username account request form available at <http://www.dcseu.com/about/rfq-profile-request-form>.
- **The DCSEU will process the request within two business days or sooner, when possible.**
- Returning bidders may use their existing account. If you have forgot your username, please contact [WebPortalHelp@DCSEU.com](mailto:WebPortalHelp@DCSEU.com).



## Responses

Responses that are not in the required format, incomplete or not submitted by the response deadline may be disqualified.

## RFP Timeline

### Written RFP Questions

Due: May 21, 2025



### Responses from DCSEU

Posted: June 4, 2025



### Register Account on Web Portal

**Due: June 4, 2025**



### Proposals & Financials

**Due: June 11, 2025**





## RFP Timeline (continued)

### **Subcontracts Issued**

Issued: July 9, 2025



### **Certificates of Insurance (COI)**

Due: July 23, 2025



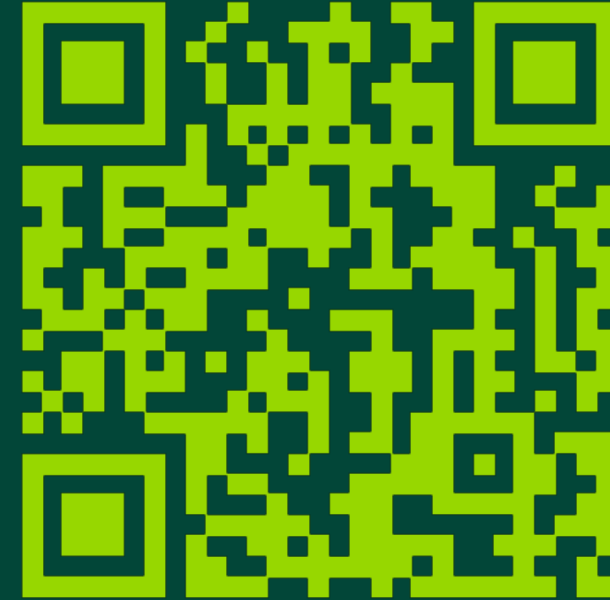
### **Subcontracts Signed**

Signed: July 23, 2025



# Sign up for Contractor Updates

Visit [dcseu.com/contractorupdates](https://dcseu.com/contractorupdates) and sign up to receive updates about upcoming trainings and opportunities with contractors.





## DISTRICT OF COLUMBIA SUSTAINABLE ENERGY UTILITY



Please submit questions to:  
[proposals@dcseu.com](mailto:proposals@dcseu.com)

# Thank You – Your SFA Team

### **James Clarke**

Portfolio Manager,  
SFA

[jclarke@dcseu.com](mailto:jclarke@dcseu.com)

### **Antoine Grant**

Solar Program  
Manager,  
Single-Family

### **Kassa Beyene**

Solar Program  
Engineer

### **Madison Johnson**

Solar Program  
Assistant,  
Single-Family

### **Tom Kacandes**

Solar Program  
Support, CREF

### **Chris Carrick**

Solar Program  
Support, CREF

### **Ronald Hobson**

Solar Program  
Engineer

### **Ben Staub**

Solar Program  
Support, CREF

★ ★ ★ DEPARTMENT  
OF ENERGY &  
ENVIRONMENT

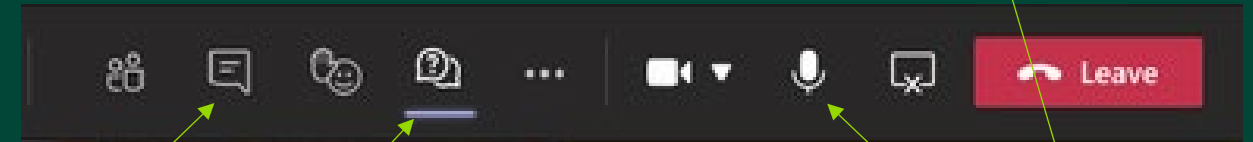
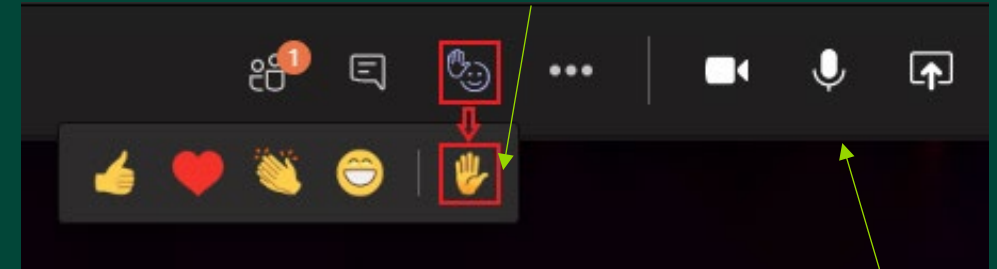
WE ARE WASHINGTON  
GOVERNMENT OF THE  
DISTRICT OF COLUMBIA  
DC MURIEL BOWSER, MAYOR



# Session Expectations

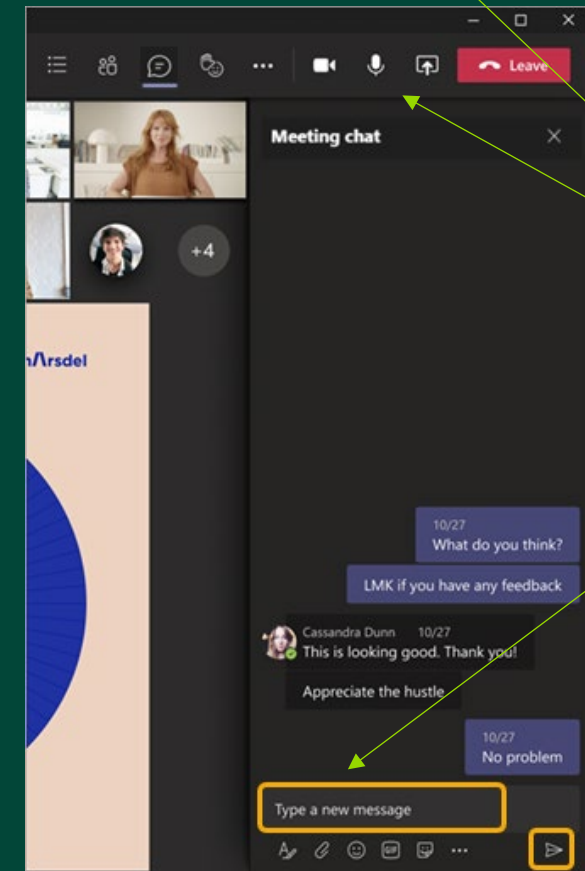
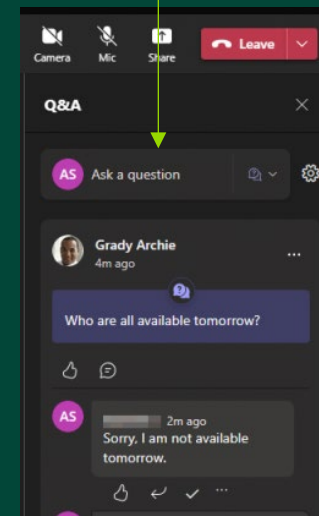
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- The webinar will be posted on our website for anyone wanting to review the information discussed today at [www.dcseu.com/resource-library](http://www.dcseu.com/resource-library)

## Raising Your Hand



## Using Chat

## Using Q&A



## Mute Button

## Using Chat