



Dear Installers and Contractors:

This spring, approximately 31 local community solar projects known as "Solarize" campaigns will launch across the State with support from NYSERDA. These campaigns will run through late summer/early fall, and will bring together groups of potential solar customers through widespread outreach and education.

Each Solarize community will select the installer (or installers) for their campaigns through a competitive proposal process. Solarize installers are typically selected based on experience, qualifications, capacity to serve the anticipated volume of customers, pricing, and financing options. Some campaigns may also consider factors such as whether an installer is locally based or offers additional options like North American-made panels.

Installers that were not able to attend the webinar on January 25<sup>th</sup>, are encouraged to review the [presentation](#) before considering to participate in a campaign.

See a full list of the 2016 Solarize campaigns in Governor Cuomo's [press release](#).

Below is a list of the campaigns that are currently accepting proposals.

Open RFPs	RFP
Solar Chautauqua, February 29	<a href="https://drive.google.com/folderview?id=0B-9xou9LozQVdkpaZVh3SlpDMTg&amp;usp=sharing">https://drive.google.com/folderview?id=0B-9xou9LozQVdkpaZVh3SlpDMTg&amp;usp=sharing</a>
Solarize Schenectady County, March 1	<a href="http://solarizeschenectadycounty.org/#post-52">http://solarizeschenectadycounty.org/#post-52</a>
Solarize Albany, March 3	<a href="http://www.solarizealbany.org/rfp-docs">http://www.solarizealbany.org/rfp-docs</a>
Solarize the Flower City, March 4	<a href="https://drive.google.com/open?id=0B8B8h3BnRKf3OWU1N3F5YnpVcJg">https://drive.google.com/open?id=0B8B8h3BnRKf3OWU1N3F5YnpVcJg</a>

Solarize Albany CDG, March 14	<a href="https://www.dropbox.com/s/7wu7kgraok5ft9c/Solarize%20Albany%20Shared%20Solar%20RFP%20021516.docx?oref=e">https://www.dropbox.com/s/7wu7kgraok5ft9c/Solarize%20Albany%20Shared%20Solar%20RFP%20021516.docx?oref=e</a> <a href="https://www.dropbox.com/s/2g3b1kw80pufyz5/Shared%20Solar%20Profile%20and%20Pricing%20Form%20(1).xlsx?oref=e">https://www.dropbox.com/s/2g3b1kw80pufyz5/Shared%20Solar%20Profile%20and%20Pricing%20Form%20(1).xlsx?oref=e</a>
Canton Community Solar, March 11	<a href="https://www.dropbox.com/sh/46s7llv0zf3wa0l/AACZeSshgM0SXqqN5zRc2bzla?dl=0">https://www.dropbox.com/sh/46s7llv0zf3wa0l/AACZeSshgM0SXqqN5zRc2bzla?dl=0</a>
Solarize Brownsville, March 11	<a href="https://docs.google.com/document/d/161lob88MIQv66bQT_ryFyA0NHj5W6DYDoJWTCvAs8lY/edit?usp=sharing">https://docs.google.com/document/d/161lob88MIQv66bQT_ryFyA0NHj5W6DYDoJWTCvAs8lY/edit?usp=sharing</a> <a href="https://docs.google.com/spreadsheets/d/1Cg0fp_fv75aZ-HVIO6wssemEz-K-voZkaVqdNdD62C8/edit?usp=sharing">https://docs.google.com/spreadsheets/d/1Cg0fp_fv75aZ-HVIO6wssemEz-K-voZkaVqdNdD62C8/edit?usp=sharing</a>
Solarize the Adirondack Coast, March 21	<a href="https://www.dropbox.com/sh/pxqywb0q4zc7bgn/AABBjqueaOEKGcONbxt22Nd3a?dl=0">https://www.dropbox.com/sh/pxqywb0q4zc7bgn/AABBjqueaOEKGcONbxt22Nd3a?dl=0</a>
Solarize Ogdensburg, March 21	<a href="https://www.dropbox.com/sh/g5nul02x6bwzcy4/AAAy7p2LEDxhlnkNglitrBxla?dl=0">https://www.dropbox.com/sh/g5nul02x6bwzcy4/AAAy7p2LEDxhlnkNglitrBxla?dl=0</a>
Solarize Tri-Lakes, March 25	<a href="https://docs.google.com/document/d/1oba4IFdZTtE8EG3pwUP6CPI7yOE4DkC1EIXEaY2HgmU/edit">https://docs.google.com/document/d/1oba4IFdZTtE8EG3pwUP6CPI7yOE4DkC1EIXEaY2HgmU/edit</a> <a href="https://docs.google.com/spreadsheets/d/1YB1z22aczrXH6rs9ZCXCF4XCx_79GfiV/k2NfBfGzuw/edit#gid=65994568">https://docs.google.com/spreadsheets/d/1YB1z22aczrXH6rs9ZCXCF4XCx_79GfiV/k2NfBfGzuw/edit#gid=65994568</a>

<b>RFPs TBA</b>
Solarize CNY
Solarize North Hempstead
Solarize Orleans
Solarize Southampton II
Solarize Troy's Business Improvement District
Solarize Williamson

**As a service to Solarize communities and the installers, NYSERDA will be pre-qualifying installers before proposals are submitted. In order to pre-qualify you must submit the name of the business, address, FEIN, and all installer IDs to [communitysolar@nyserda.ny.gov](mailto:communitysolar@nyserda.ny.gov).**

Installer Role in Solarize

- Play active role in select Solarize events
- Manage leads
- Perform site assessments
- Provide general customer service
- Provide "Solarize Team" with relevant data
- Contract and install PV systems, managing all local permits and interconnection process

### Installer Qualifications

- Be a NY-Sun Participating Contractor in full compliance with all NY-Sun program rules.
- Applicants must have a satisfactory average QA inspection score in the NY -Sun program. Unsatisfactory QA scores may result in denial of participation.
- Maintain insurance of the types and in the amounts specified in Article 6 of the PV Contractor's Participation Agreement with NYSERDA under the NY-Sun Incentive Program
- Hold all relevant licenses and other requirements for the jurisdiction(s) served by the Campaign
- Demonstrate financial strength and credit relationships by providing a financial plan that accounts for the volume Solarize campaigns produce
- Submission of proposal that meets all set requirements by deadline

If you have any questions, please email [communitysolar@nyserda.ny.gov](mailto:communitysolar@nyserda.ny.gov)

Thank you,

NY-Sun Team

### About NY-Sun

NY-Sun, a dynamic public-private partnership, will drive growth in the solar industry and make solar technology more affordable for all New Yorkers. NY-Sun brings together and expands existing programs administered by the New York State Energy Research and Development Authority (NYSERDA), Long Island Power Authority (LIPA), PSEG Long Island, and the New York Power Authority (NYPA), to ensure a coordinated, well-supported solar energy expansion plan and a transition to a sustainable, self-sufficient solar industry. To learn more about NY-Sun, visit [ny-sun.ny.gov](http://ny-sun.ny.gov)

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