

REQUEST FOR PROPOSALS

St. Louis Commercial Solar Group Buy Program 2020

Date of Issue: February 4, 2020

Proposal Due Date: March 1, 2020

Issued By: RENEW MISSOURI

RFP Point of Contact: Andrew Linhares
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(314) 471-9973

INTRODUCTION

Renew Missouri is seeking qualified firms to submit proposals for the design, procurement, and installation of new, commercial, direct-owned photovoltaic systems at a per-watt price lower than the prevailing single system market rate.

The Commercial Solar Group Buy program (“the Program”) is being led by Renew Missouri. The goals of the program are to increase solar education and access as well as to lower installation prices for large non-residential customers across the St. Louis region. The program will be marketed to a broad range of non-residential customers including: small commercial and retail businesses; K-12 schools; universities; hospitals; churches; and local city governments. The program will offer a streamlined education on solar and its benefits and will give customers the chance to work with a trusted local non-profit and a fully vetted solar installer company.

The group buy is offered with support of Washington University with high visibility in St. Louis City and County. Renew Missouri will: conduct direct outreach to targeted customers; produce educational materials and web resources to simplify decision points for customers and establish trust in the program; establish groups of interested customers in various tiers; and work closely with the selected Solar Installer contractor (“the Contractor”) to coordinate site evaluations and secure projects. This program will involve some coordination with the GROW Solar STL program for residential customers.

ABOUT THIS RFP

The intent of this RFP is to select one proposal to provide system design and installation services for eligible participants of the group buy. Proposing firms are invited to submit proposals individually or collaborate with another firm to submit a joint proposal.

As a result of this solicitation, qualified solar installation contractors may enter into a Master Service Agreement (“Agreement”) with Renew Missouri. The Agreement will set forth the terms and conditions under which a contractor will provide site assessments/estimates and design, procure, and install commercial solar systems for group buy participants. Installations shall begin in order to secure incentives and ensure safe harbor before December 31, 2020, unless an explicit, written extension is granted by Renew Missouri.

Additionally, Renew Missouri (through its Advisory Committee) reserves the right to select a single or joint proposal. To make a selection, Renew Missouri may negotiate with or solicit bids from one or more solar installation firms applying under this RFP. Nothing in this solicitation process, RFP, or any contemplated or final agreement relieves any qualified vendor from complying with all laws and regulations applicable to the agreement.

QUESTIONS RELATED TO RFP

Questions, including requests for explanations of the meaning or interpretations of the provisions of the RFP, **shall be submitted in writing (via email)** to the RFP Point of Contact Andrew Linhares at andrew@renewmo.org. Questions and answers will be posted here: www.renewmo.org/commercialsolar as they are received, with no more questions accepted after February 25, 2020 at 5:00 PM CST.

PROPOSAL DUE DATE AND SUBMITTAL

Proposals must be received no later than March 1, 2020 at 11:59 PM CST. Proposals must be submitted to Andrew Linhares at andrew@renewmo.org. All emailed proposals will be met with an emailed response within one business day confirming receipt of the proposal. If you do not receive a confirmation email, please email info@renewmo.org or call (314) 471-9973.

In order to maintain the fairness and integrity of the selection process, proposals must conform to the requirements of this RFP. All communications shall be through the RFP Point of Contact listed on the RFP Cover Sheet. Communications with members of the evaluation committee for the purpose of unfairly influencing the outcome of this RFP may be cause for the proposal to be rejected and disqualified from further consideration.

ADVISORY COMMITTEE

The selection of the Contractor will be made by the Commercial Solar Group Buy Advisory Committee (“the Committee”). The Committee consists of representatives from Renew Missouri, St. Louis County, Washington University, the City of St. Louis, US Bank CDC, and Blackrock Consulting.

The Committee is responsible for selecting one proposal for design, procurement, and installation of PV systems for participating commercial property owners (herein “property owners”). The Committee reserves the right to select multiple Contractors for some or all of the Program roles. During the evaluation process, the Committee has the right to require any clarification they need in order to understand the Proposer’s approach.

SOLAR GROUP BUY TIMELINE

RFP Announced	February 4, 2020
RFP Questions Due/Posted	February 25, 2020
RFP Proposals Due	March 1, 2020 at 11:59 PM CST
Firm(s) Selected	March 13, 2020
Outreach / Presentations take place	March through July, 2020
Participant List Available to Contractor	Ongoing
Site Assessments Provided to Participants	June through October, 2020
Participants Make “Go” or “No Go” Decision	June through October, 2020
All Installations Must Begin (ensuring safe harbor)	December 31, 2020
Installations Completed (preferred)	June 1, 2020

PROPOSING FIRM REQUIREMENTS

Proposing firms are responsible for carefully reading all the terms and conditions contained in this RFP and for following the instructions given. Proposals that do not contain all the information requested will be rejected as non-responsive. Proposing firms must review the entire RFP to ensure that all required information is included in their proposal.

PROPOSING FIRM QUALIFICATIONS

Proposing firms must meet the minimum qualifications described in this section to participate. The determination of whether a proposing firm meets the minimum qualifications will be based on the complete proposal.

Required:

1. Proposing firms must be, or contract with, a company that has at least one employee that is a North American Board of Certified Energy Practitioners (NABCEP) Certified PV Installer.
2. Proposing firms must be, or contract with, electrical contractor(s) that has all applicable licensure requirements for the authorities having jurisdiction (AHJs).
3. Proposing firms must respond to each section of this Request for Proposals and use the following outline as a guide for formatting Proposals (refer to pg. 5).
4. Proposing firms will provide information from completed projects from the past two years (2018-2019), as specified in Section IX of the Proposal Content on pg. 8.
5. Proposing firms must have at least 2000 kW installed capacity of commercial solar experience.

6. Proposing firms must have insurance policies of the following types: Commercial General Liability (\$1 million per occurrence / \$2 million in aggregate; Professional Liability (errors and omissions) (\$1 million per occurrence/\$2million in aggregate); Worker’s Compensation (per statutory mandate); and Umbrella or Excess Liability. Proposing firms should list any additional insurance coverage held.
7. Proposing firms must describe any and all initiatives designed to ensure diversity and equity, with respect to the firm’s employee hiring practices or the firm’s selection criteria for contractors and suppliers.

Additional Points Awarded to Firms that:

1. Have an office in the St. Louis region, with a history of serving St. Louis City and County, and with a principal place of business located within 200 miles of the St. Louis region. A company’s principal place of business is the primary location where its business is performed. This is generally where the business’s books and records are kept and is often where the head of the firm – or, at least, upper management – is located. (Up to 3 points)
2. Have at least one Master Electrician on staff. (Up to 3 points for each Master Electrician)
3. Have supplier diversity initiatives or commitments in place to ensure that minorities and/or disadvantaged communities have full and equitable economic opportunities to compete for business with the proposing firm. It is the policy of Renew Missouri to encourage supplier diversity as part of the Program. Diverse suppliers may be recognized by a recognized certifying agency. For purposes of the Program and this RFP, a “diverse supplier” is an entity (sole proprietorship, partnership, joint venture or corporation) that is at least 51% owned and controlled by individuals in one of the following groups: Minority (MBE: African-American, Hispanic, Native-American Asian Indian/Pacific), Women (WBE), Veterans (VBE-Includes Service Disabled) and Disadvantaged Business Enterprises (DBE/SDB). Proposing firms may also include information relating to priorities for diversity and inclusiveness in business practices, including but not limited to diversity goals in hiring and/or contracting processes; collection of data on hiring and promotion processes with regards to diversity on the basis of age, disability, ethnicity, gender, religion, sexual orientation, and/or criminal record; and/or specific initiatives to increase diversity and inclusiveness in the workplace. (Up to 3 points)

PROPOSAL SCORING & EVALUATION

The Advisory Committee shall evaluate each proposal based on the categories outlined below. Proposal ranking will be the central evaluation in determining successful applicants and final award. All Proposing Firms will be notified of the outcome of the selection.

CONDITIONS AND RESERVATIONS

Renew Missouri and the Advisory Committee are not obligated as a result of the submission of a Proposal to enter into an agreement with any proposing firm, and have no financial obligation to any proposing firm arising from this RFP. All Contracts will be executed between the property owners and the Contractor. Property owners are not obligated to use the Contractor for any services and may still choose other contractors.

The selected Proposing Firm shall be bound by the terms of the Contract regarding representations made in its Proposal in response to this RFP, including representations made regarding price, estimated system output, equipment used, and other proposals.

The Contract between the property owner and the Contractor will state that Renew Missouri, Washington University, and the Advisory Committee are not parties to the Contract. Further, the Contractor will be solely liable for any claims, losses or damages arising out of the Contract. The Contractor will be expected to sign an Indemnification Agreement with Renew Missouri to confirm each organization’s roles and responsibilities prior to work starting. The Contractor and Renew Missouri shall retain and own participant and customer data resulting

from the project. The Contractor and Renew Missouri are prohibited from selling or sharing customer data without permission of the customers.

Furthermore, Renew Missouri reserves all rights regarding this RFP, including, without limitation, the right to:

- Amend, delay or cancel the RFP without liability if the committee finds it is in the best interest of the project to do so. In the event it becomes necessary to amend any part of this RFP, notice will be provided in the same manner as notice of the original solicitation;
- Reject any or all Proposals received upon finding that it is in the best interest of the project to do so;
- Waive any minor informality or non-conformance with the provisions or procedures of the RFP, and seek clarification of any Proposal, if required;
- Reject any Proposal that fails substantially to comply with all prescribed RFP procedures and requirements; and
- Negotiate and/or amend the Scope of Work to serve the best interest of the project

RENEW MISSOURI ADMINISTRATIVE FEE

Please note that Renew Missouri requires an administrative fee of \$0.05/watt for all completed solar installations installed as a result of the Program. The fee is designed to cover programmatic administrative costs. Upon entering the Agreement with Renew Missouri, Contractor will pay Renew Missouri the sum of \$2,500 as an initial payment, representing the first 50 kW of installed capacity through the Program. All other administrative fees will be paid to Renew Missouri after installations are completed.

PROPOSAL CONTENT

PROPOSAL FORMAT AND EVALUATION CRITERIA

Please create project proposals in 8½" x 11" document size using a minimum 12-point font size. Proposals should be submitted as one PDF file, or, if multiple files are required, one ZIP file containing the proposal folder and files. Proposals shall not exceed 25 pages, including cover page, cover letter and any appendices and/or attachments. The sample site assessment/cost estimate and sample contract do not count toward your 25-page maximum.

Proposal Checklist:

- Cover Letter
- Firm Profile
- Qualifications
 - NABCEP certified staff member
 - Any Subcontractors
- Business Practices
 - Sample Site Assessment / Cost Estimate
 - Sample Contract
- Work Quality
- Diversity and Equity Initiatives / Supplier Diversity
- Insurance Coverage
- Customer Service
 - References
- Exhibit B: Proposing Firm Qualification Statement
- Exhibit C : Pricing Information
- Additional Appendices (Optional)

Provide responses to the following prompts using the section numbers/letters provided.

I. Cover Letter

The cover letter shall discuss the highlights, key features and distinguishing points of the Proposal. As part of this discussion, please describe specifically why you want to work with Renew Missouri on program. The cover letter must be prepared and signed by a manager having the authority to make offers and enter into financial agreements on behalf of the firm(s). (The Advisory Committee will not assign points, but will take into consideration the presence and quality of the cover letter in addition to scoring proposals)

II. Proposing Firm Profile

- A. Detail the proposing firm size and local organizational structure. Describe the demonstrated experience of the firm in developing, designing and installing commercial solar electric systems. (Up to 5 points)
- B. Describe how your business-as-usual practices would apply on a community-wide scale. (Up to 5 points)
- C. Provide statement describing the firm's ability to complete the project per the timeline specified above. Include discussion of the firm's financial stability, number of employees, and resources. Include any website or marketing support your firm plans to provide for this project. (Up to 5 points)
- D. Explain how the firm can expand quickly if necessary—and maintain quality—to meet the large demand that may occur due to this project. Present your plan to accommodate large demand within the timeline stated above. If possible, provide two examples of projects completed to date which have prepared the firm for an undertaking of this scale (potentially 15-100 installations). (Up to 5 points)
- E. Identify the main point of contact at the proposing firm.

- F. Confirm this individual's ability to **provide weekly progress reports** per the specifications outlined in the Scope of Work (see Exhibit A).

III. Qualifications of the Project Team

- A. Identify key personnel for this project including roles, experience, licenses and certificates, with corresponding numbers as appropriate. Key personnel should include at a minimum: Owners; Project Managers; Designers; Installers and Office Manager who will provide data to property owners per the specifications outlined in the Scope of Work (see Exhibit A). Include NABCEP Certification information here, as well as any Journeyman Electrician or other certified staff involved in this project. (Up to 5 points)
- B. Identify any subcontractors you plan to use, along with their value to the project, and provide background information on size, experience, management, licensing, and subcontracting agreement. (Up to 5 points) (Companies that do not use subcontractors will be awarded 5 points)

IV. Business Practices

- A. Lead management practices: Describe the process for in-office management of a large volume of leads, scheduling of site assessments and installations, and processing of relevant paperwork. (Up to 5 points)
- B. Please provide a sample site assessment and cost estimate that is representative of what program participants will receive from you as the selected installer for the program. Full information on pricing information should be included as part of Exhibit C. (Up to 5 points)
- C. Provide a sample customer contract tailored for use with this group buy program that includes a description of your terms of payment, process, and timeline, from initial deposit to final payment.
NOTE: Customer contract must require no more than 35% down payment upon contract signing, with further payments due after delivery of equipment. Preference will be given to firms that minimize down payment requirements.
NOTE: Customer contract must require final payment after interconnection and final inspection.
NOTE: Note: Contractor is committing to secure safe harbor for all customers participating in the program in the 2020 tax year.
Note: All Contracts will be executed between the commercial building owner and the selected contractor. The Contract between the owner and the Contractor will state that Renew Missouri or the Advisory Committee are not parties to the Contract, and that the selected contractor will be solely liable for any claims, losses or damages arising out of the Contract.) (Up to 5 points)
- D. Please describe any financing options your company provides (or partners with a lending institution to provide) to customers who intend to finance their solar array. (Up to 5 points)
- E. Change orders: Describe how the firm addresses change orders. Please provide an example of a recent change order and how it was priced, tracked, and managed. (Up to 5 points)
- F. Work practices: Address the firm's health and safety record and practices. Identify any communications with Labor and Industries regarding workplace issues in the last 3 years. (Up to 5 points)
- G. Demonstrate familiarity with permitting fees and requirements in local jurisdictions. (Up to 5 points)

V. Work Quality

- A. Explain why the products included in your response to this request for proposals are appropriate for this project. Provide descriptions of warranties and support that ensure the long-term durability, operation, and maintenance of PV installations. Include performance and reliability figures, in addition to where the products were manufactured. (Up to 5 points)
- B. Describe the installation process, including how you will minimize disruption and disturbance of neighbors, landscaping, structures, and clients' living arrangements during the project. (Up to 5 points)
- C. Describe final testing and sign-off procedures, including punch lists, inspection, and other necessary requirements. (Up to 5 points)

VI. Diversity and Equity Initiatives / Supplier Diversity

- A. Proposing firms must describe any and all initiatives designed to ensure diversity and equity, with respect to the firm's employee hiring practices or the firm's selection criteria for contractors and suppliers.
- B. Proposing firms should list any supplier diversity initiatives or commitments in place to ensure that minorities and/or disadvantaged communities have full and equitable economic opportunities to compete for business with the proposing firm.

VII. Insurance

- A. List the insurance policies the proposing firm holds – along with each policy's associated limit – including but not limited to: Commercial General Liability; Professional Liability Insurance (errors & omissions); Worker's Compensation; and Umbrella or Excess Liability insurance.

VIII. Customer Service

- A. Describe how you plan to handle incident reports (property damage, warranty, service calls, and inquiries). Discuss your typical response time on calls, hours of coverage for customer service calls, and process for providing status reports after an incident is logged. (Up to 5 points)
- B. List any complaints received by the Better Business Bureau over the last 3 years. (Up to 5 points)
- C. Describe the training you provide the property owner, including materials or manuals, customer care books, and/or support for later questions and system performance. (Up to 5 points)
- D. Describe approach to encourage energy efficiency. (Up to 5 points)
- E. Provide references from at least 3 recent commercial installations including size, date of installation, and location, with a contact name and telephone number. (The Advisory Committee will not assign points, but will take into consideration the presence and quality of the references in addition to scoring proposals)
- F. **Note:** Proposing installer must abide by the SEIA Solar Business Code:
<http://www.seia.org/policy/consumer-protection/seia-solar-business-code>

IX. Exhibit C: Solar Pricing Information

- A. Proposing firms should present their proposed pricing for future projects installed under the program, including the total installed cost, the estimated year 1 system output, and pricing assumptions or notes about the equipment used. Proposing firms should include pricing for the following system sizes: 1) 25 kW; 2) 100 kW; and 3) 1,000 kW.
- B. Proposing firms should present information on solar projects installed by the proposing firm for non-residential customers within the past two calendar years (2018-2019). Proposing firms should provide information on completed projects within the following system size ranges: 1) 10-75 kW; 2) 75-250 kW; and 3) larger than 250 kW.
- C. Proposing firms should present any additional project cost factors deemed relevant.
- D. Proposing firms should provide information on the total cost of installation, including the incremental costs of equipment (modules, inverters, conduit, racking, batteries, etc), labor, taxes, and other costs. Proposing firms should include a description of any and all subsidies, tax credits, or other incentives that factored into the project.
- E. Proposing firms should provide a detailed description of the electrical usage and demand of the building or structure, along with any estimates of system production, payback period, and other relevant details.
- F. Proposing firms should provide details for any distinguishing design features or relevant project notes.

XI. Additional Appendices

- A. Proposing firms may provide additional appendices to include any supporting information, such as resumes, references or other data that will support your firm as the best for this project. If present, additional appendices are included in the maximum allowed length of 25 pages for the entire proposal.

EXHIBIT A SCOPE OF WORK

The Contractor will provide for design and installation of commercial solar electric systems for a group of St. Louis region property owners in accordance with the general scope of services outlined below. Proposing firms may use this outline as a guide for organizing a scope of work for their proposal, but are encouraged to expand upon, refine or suggest alternative approaches based on previous experiences with similar projects.

The goal of the Program is to increase solar education and access and to lower installation prices for large non-residential customers across the St. Louis region. The Contractor will access cost efficiencies through a program which combines lowered customer acquisition costs with group purchasing and installations. In addition, the Contractor will receive customer leads from Renew Missouri in the form of motivated and informed non-residential property owners.

Between the months of March and July 2020, program partners will educate prospective participants of the benefits of solar and the necessary knowledge and decision points involved in installing solar for their institutions. As prospective participants are identified who wish to proceed with the process, their names and contact information will be provided to the Contractor, along with relevant building and electrical usage information. If more than one Contractor is selected, Renew Missouri and the Advisory Committee will refer prospective participants to the Contractors in an equitable manner determined at the time of Contractor selection.

The Contractor must provide **weekly progress reports or a progress report updated weekly** to Renew Missouri regarding campaign progress and lead status. Progress reports should include the following:

- Name, address, phone, and email as available for each lead
- Date for status changes of each Lead and sum of all statuses
 - Contacted
 - Declined Site Assessment
 - Scheduled Site Assessment
 - Cost Estimate Sent
 - Contract Signed
 - Cost Estimate Declined
 - System Energized
 - Type of System
 - Size of System
 - Price of System

The Contractor(s) will provide site assessments and system design cost estimates for each participant free of charge. Individual system designs should be aesthetically pleasing, taking into consideration the preferences of the owner while minimizing project costs and maximizing solar energy production. System cost estimates should also take into consideration each owner's self-identified financial limitations including, if applicable, any owner-arranged financing with a bank, credit union or other financing entity.

The installations will be carried out by the Contractor in conformance with all applicable laws, codes, and interconnection requirements for net-metered installations in the property's utility service area.

For each participating property, the Contractor will be responsible for:

- securing all required permits (typically building and electrical permits),
- completing and submitting all incentive applications,

- scheduling and passing all inspections,
- ensuring each contracted owner with completing an interconnection agreement with the resident or business utility service,
- providing each owner with information regarding energy efficiency,
- providing each owner appropriate documentation and guidance for applying for the federal solar energy tax credit and federal commercial asset depreciation tax credit,
- providing introductions and support materials to banks, credit unions, and other interested financing entities as needed.

Note: To ensure that participants in the Program are receiving complete and accurate site assessments and cost estimates, Renew Missouri reserves the right to review site assessments and cost estimates given to potential customers as part of the program.

Note: Program may be extended to another round of group purchase at mutual consent of Renew Missouri and selected Installer.

EXHIBIT B
PROPOSING FIRM QUALIFICATION STATEMENT

Proposing Firm Qualification Statement:

I, _____, have read the entire contents of the RFP, and certify that Proposing Firm has necessary purchasing contacts, equipment, storage facilities, experience, ability and capital to furnish the proposed products in the manner described and to perform the required work satisfactorily.

Authorized Signature: _____ Date: _____

Title of Signatory: _____

I acknowledge that Proposing Firm possesses the following certifications: (Check appropriate boxes to indicate compliance.)

- Certification through NABCEP (required)
- Principal place of business located within St. Louis City or County (not required, but worth additional points).

Authorized Signature: _____ Date: _____

Title of Signatory: _____

I certify that Proposing Firm agrees to abide by the SEIA Solar Business Code:

<http://www.seia.org/policy/consumer-protection/seia-solar-business-code>.

Authorized Signature: _____ Date: _____

Title of Signatory: _____

Proposing Firm declares the following legal status in submitting this proposal:

- A corporation organized and existing under the laws of the State of _____
- A partnership
- An individual doing business as _____

Company Name

FEIN

Address

City/State/Zip Code

Proposer's Signature

Name & Title

EXHIBIT C (cont'd)
ST. LOUIS COMMERCIAL SOLAR GROUP BUY PROGRAM
PRICING INFORMATION

Proposing Firm Name	
Contact Name	
Contact Email	
Contact Phone	
Date of Proposal	

PRICING INFORMATION FOR FUTURE PROJECTS

For each of the below system sizes, please fill in the relevant numbers and details for what the proposing firm would be able to deliver for a hypothetical project of such size. Please assume a standard roof type and condition, with no other complicating details. Proposing firms should include information on the types of modules, inverters, and other equipment used, and whatever other supplemental information the proposing firm deems relevant to support the proposed costs.

25 kW Project

Installed Cost (\$)	Estimated Year 1 System Output (kWh)	10-Year Lease Rate (\$/yr)	20-Year Lease Rate (\$/yr)
Pricing Assumptions / Notes:			

100 kW Project

Installed Cost (\$)	Estimated Year 1 System Output (kWh)	10-Year Lease Rate (\$/yr)	20-Year Lease Rate (\$/yr)
Pricing Assumptions / Notes:			

1000 kW Project

Installed Cost (\$)	Estimated Year 1 System Output (kWh)	10-Year Lease Rate (\$/yr)	20-Year Lease Rate (\$/yr)
Pricing Assumptions / Notes:			

PRICING INFORMATION FOR COMPLETED PROJECTS

For each of the below system size ranges, proposing firms may provide pricing information for completed projects. Proposing firms should feel free to include any notes for the particular project as are deemed relevant.

Projects between 10-75 kW

System capacity (kW)	Installed cost (\$)	Return on Investment	Simple Payback Period	Estimated Year 1 bill savings	List of incentives claimed
Notes:					

Projects between 75-250 kW

System capacity (kW)	Installed cost (\$)	Return on Investment	Simple Payback Period	Estimated Year 1 bill savings	List of incentives claimed
Notes:					

Projects larger than 250 kW

System capacity (kW)	Installed cost (\$)	Return on Investment	Simple Payback Period	Estimated Year 1 bill savings	List of incentives claimed
Notes:					

CUSTOMER VOLUME DISCOUNT

The proposing firm should disclose the level of discount that it is prepared to issue to participating customers at various levels of overall customer participation.

Program Participation Level (e.g. 500 kW, 1 MW, 2 MW, etc.)	Customer Volume Discount (\$/watt)

PRICING INFORMATION FOR ADDITIONAL PROJECT COST FACTORS (OPTIONAL)

Proposing firms are encouraged to list pricing information for the below cost factors, or whatever additional cost factors not listed below:

Additional Cost Factors (if any)	Increased Cost (\$/watt)	Flat Rate Adders (\$)	Description
Battery backup			
Roofing - Metal			
Roofing - Spanish (clay) tile			
Roofing - Concrete tile			
Roofing - Wood Shake			
Roofing - Flat (torch-down)			
Roofing - Single-ply membrane			
Roofing - Foam			
Roofing - Tar and Gravel			
Slope - angle exceeding 30 degrees			
Height - Building exceeding 2 stories			
Height - Cost adder			
Electrical - Line Tap			
Electrical - Full Panel Upgrade			
Electrical - DC Disconnect (roof-mounted)			
Electrical - Interior conduit run			
Structural - Rafter bracing			
Structural - Pole or Ground Mount			
Structural - Trenching			

Permitting - Allowance Commercial			
Permitting-Structural			
System - Micro-Inverter			
System - Monitoring			
Ex. Small system adder			
Ex. Large system cost subtraction			
Premium modules (High Efficiency)			
Premium modules (All American made)			
Multiple string inverters (Ex. SMA)			
Obstruction - Vent pipe removal			
Multiple roof arrays			

(Proposing firm may add more rows if necessary.)