



Request for Proposals (RFP): RFP_SFA_004
Solar for All Financial Modeling Program Design Assistance
RFP

Milestone	Date
RFP launch date	May 22, 2025
Questions Due	May 29, 2025, by 11:59pm Eastern Time
Answers Posted	June 5, 2025
<u>Proposals Due</u>	June 20, 2025, by 11:59pm Eastern Time
<u>Selection Notifications</u>	June 27, 2025

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BACKGROUND

On April 22, 2024, *EnergizeNC*, North Carolina's Solar for All (SFA) coalition, was selected by the U.S. Environmental Protection Agency (EPA) for \$156 million in funding through the Greenhouse Gas Reduction Fund (GGRF). The coalition is led by the North Carolina Department of Environmental Quality's State Energy Office, in collaboration with the North Carolina Clean Energy Technology Center, North Carolina Clean Energy Fund, and Advanced Energy. After a planning and design period, the *EnergizeNC* coalition anticipates launching a program in late 2025 to transform solar energy growth statewide, enabling the rapid deployment of distributed solar and associated storage with meaningful benefits to low-income and rural communities across the state.

Our mission at NCCEF is to accelerate investment in clean and efficient energy solutions and increase climate resilience in North Carolina. We partner with public and private investors, foundations and other non-profit organizations to deploy sustainable financing solutions that will create long-lasting environmental, economic and social benefits.

RFP PURPOSE

The purpose of this RFP is to gather market data and develop financial models that will inform the design of *EnergizeNC*'s financial offerings under the EPA's Solar for All program, with a focus on cost-effective delivery of the program. Program recommendations must maximize household participation, ensure 20% savings on household electricity bills, and support solar access for LMI households.

To be considered, proposals must be submitted by the deadline of 11:59pm Eastern Time on June 20, 2025. This is a strict deadline. No proposals will be accepted after this deadline.

SCOPE OF WORK

Timeline

NCCEF plans for this scope of work to be completed by August 31, 2025. A timeline will be established upon selection of a vendor.

Scope of Services

1. Single-Family Market Survey

Conduct a market survey, incorporating the following for each potential *EnergizeNC* single-family offering:

- *Single-Family*. Conduct guided interviews (format flexible) of residential solar installers and possibly suppliers to gather key information, including installation costs (to inform the per-Watt price cap) and O&M costs.
- *Single-Family Solar + Storage*. Conduct guided interviews (format flexible) of residential solar installers to gather key information, including installation costs, and

data on monthly lease payments and escalators.

- *Leasing*. Conduct guided interviews (format flexible) of leasing providers (including those serving an LMI market in other states). Summarize for each the mechanics of how they provide value to households and financial arrangements with lenders, utilities, and program sponsors. Make recommendations to EnergizeNC of the mechanics through which a leasing model can be incorporated into our single-family offering.
- *Tariffed On Bill Financing*. Conduct guided interviews (format flexible) with utilities to understand the feasibility of building and deploying an “opt-in” tariffed on-bill financing model in NC. For background, EnergizeNC workplan anticipates delivering financial assistance through the vehicle of tariffed on-bill financing in cooperation with utilities. The EnergizeNC team will offer an “opt-in” pathway for utilities to provide financial assistance to their members and customers who wish to access household solar, modelled on the successful program in Colorado.

2. New Construction Community Solar Design Market Survey and Design Recommendations

Conduct guided interviews with experts or any credible community solar developers (format flexible). Create an Excel model to evaluate the combination of financial assistance measures that would be needed for a developer of community solar to deliver household savings of 20%. Financial assistance measures might include per-Watt rebate, construction or permanent debt, and bridge loans for the federal tax credit.

3. Model Full Suite of Financial Assistance Scenarios for the EnergizeNC Program

Create an overarching financial model that integrates results of deployment of all the EnergizeNC financial assistance pathways into the combined financial assistance strategy. This analysis seeks to optimize the number of households that can be served for the lowest total cost. The model should include all pathways outlined in EnergizeNC’s approved Solar for All workplan:

1. Single-Family Solar (using data from an existing Excel model and strawman).
 - a. Single-Family Solar
 - i. Demonstrate impacts of financing through full rebates, partial rebates, and any combination that can deliver 20% savings to households.
 - b. Single-Family Solar + Storage Pilot (10 homes)
 - c. Possible Expansion of the Solar + Storage Pilot
 1. Demonstrate the impact of expanding the Solar + Storage pilot to serve more homes
2. Multi-Family – model should reflect direct ownership and leased to owner (using data from existing Excel model and strawman)
3. Community Solar – model should include EnergizeNC’s existing calculations for direct subscription of existing arrays as well as financial estimates of possible new

construction (developed in Part 2 of this SOW).

This overarching model should allow users to adjust the level of investment in each of the above categories to understand the impact on target outputs, including:

- Number of households served
- Cost per household served for each pathway
- Total program income from financial assistance extended as loans, and recycled to additional projects
- Total greenhouse gas emission reductions

The consultant may run additional scenarios for high/low levels of deployment in each of the pathways after discussion with team.

4. Other tasks

May be included in this contract, at additional cost, to be agreed on by all parties.

PROPOSAL REQUIREMENTS

Respondents to this RFP are required to provide the following information:

- Brief description of how interviews will be conducted to inform single-family solar, storage, leasing, and TOBF program design.
- Summary of relevant experience and qualifications of key staff, including prior work with market research, modeling, or EPA-funded programs, especially Solar for All.
- High level budget showing costs. Preference in scoring cost will be given to responders whose cost does not exceed \$75,000USD.
- Any real or perceived conflicts of interest and confirmation of compliance with EPA and Solar for All grant terms.
- Proposal submissions should not exceed 10 pages, 1" margins, 12-point font, single-spaced (excluding attachments).

COMPENSATION

Compensation will be determined through a competitive bidding process. Payments will be made upon an agreed upon schedule and will be aligned with the federal grant drawdown schedule. Vendors must submit invoices detailing completed work, which will be reviewed and approved prior to disbursement. Payment will be contingent upon compliance with federal grant requirements and availability of funds within the grant disbursement cycle. Bidders should clearly present their pricing (e.g., line-item pricing, hourly rates, and total project cost) to ensure transparency and facilitate the appropriate allocation of funds. Pricing for nonprofit rates is welcomed.

EVALUATION CRITERIA

Proposal Evaluation Process: All submitted proposals will be reviewed and evaluated by a selection committee comprised of subject matter experts and/or, procurement professionals and/or, and key stakeholders involved in the *EnergizeNC* Coalition. The evaluation will be based on a set of predefined criteria included in an earlier section of this RFP under “Scope of Work” and located within the bid matrix below. The committee reserves the right to request additional information, conduct interviews, or seek clarifications as needed. Proposals will be evaluated based on the following criteria and will be consistently evaluated and scored based on the following factors and relative weights:

Factor	Points Available	Vendor 1	Vendor 2	Vendor 3	Vendor 4
Experience & Qualifications	15				
Experience with Solar for All	20				
Proposal is Responsive to Needs Expressed in RFP	20				
Proposed Timeline for Delivery	15				
Cost	30				
Total	100				

SUBMISSION INSTRUCTIONS

Submit your proposal electronically to RFP_SFA_004@nccleanenergyfund.org.

Submit with the subject line – “Financial Modeling Program Design Assistance RFP_SFA_004” no later than 11:59pm Eastern Time on June 20, 2025. Responses must be provided as attachments to an email. It is recommended that attachments with file sizes exceeding 25MB be compressed (i.e., zipped) to ensure message delivery. Late submissions will not be considered. Only electronic responses will be accepted.

NCCEF will not respond to individual submissions or publish publicly a compendium of responses. A response to this RFP will not be viewed as a binding commitment to develop or pursue the project or ideas discussed.

QUESTIONS

All questions regarding this solicitation shall be submitted to

RFP_SFA_004@nccleanenergyfund.org with the subject line “Financial Modeling Program Design Assistance RFP_SFA_004 Questions” by May 29, 2025, at 11:59pm Eastern Time. NCCEF targets posting a way to obtain all questions and answers on its website <https://energizenc.com/> on June 5, 2025.

TERMS AND CONDITIONS

NCCEF reserves the right to accept or reject any or all proposals, and to negotiate with any respondent. All materials submitted as part of the proposal become the property of NCCEF and may be used as deemed necessary. The selected vendor(s) will enter into a formal contract with NCCEF before commencement of any Solar for All activities. Compliance with Federal and EPA Requirements: All work performed under this RFP shall comply with applicable federal regulations, including the U.S. Environmental Protection Agency (EPA) General Terms and Conditions for Assistance Agreements and the requirements of the Greenhouse Gas Reduction Fund (GGRF) Solar for All program. Contractors must adhere to the provisions of 2 CFR Part 200 (Uniform Guidance), including procurement standards, conflict of interest policies, records retention, and allowable costs. EnergizeNC reserves the right to amend the scope of work to include related tasks or deliverables that support the original intent of the contract. Any such changes will be documented and agreed upon in writing and may include corresponding adjustments to cost and schedule.

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