



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 the review the [presentation](#) before considering to participate in a campaign.

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

Open RFPs	RFP Links
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 Albany, March 3rd	<a href="http://www.solarizealbany.org/rfp-docs">http://www.solarizealbany.org/rfp-docs</a>

**RFPs TBA**

Solarize Brownsville  
Solar Chautauqua  
Solarize CNY  
Solarize North Hempstead  
Solarize Orleans  
Solarize Schenectady County  
Solarize Southampton II  
Solarize the Adirondack Coast  
Solarize Ogdensburg  
Solarize the Flower City  
Solarize Tri-Lakes  
Solarize Troy's Business Improvement District  
2016 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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