



Solarize La Plata Request For Proposal

Solarize La Plata is a community organized effort to increase the installations of solar photovoltaic (PV) systems in La Plata County. Guided by the U.S. Dept of Energy's Solarize America Communities program, Solarize La Plata will launch in October 2013 with the goal to facilitate the installation of 100 residential PV systems in the spring of 2014.

Background:

The first Solarize campaign began with local Portland residents who wanted to install solar power, but didn't know where to start. They imagined that if they could organize a group of neighbors to "go solar" together, they could collectively make an informed purchase and negotiate a volume discount. They turned to the local neighborhood coalition, Southeast Uplift, for assistance. Southeast Uplift approached Energy Trust of Oregon for technical and program planning support. By coincidence, Energy Trust had developed a solar PV volume-purchasing program and was eager to test the model. With community volunteers, neighborhood association staff, and Energy Trust support and rebates, the first Solarize campaign was born.

Within six months of starting their campaign, Solarize Southeast had signed up more than 300 residents and installed solar on 130 homes. The 130 installations added 350 kilowatts of new PV capacity to Portland and created 18 professional-wage jobs for site assessors, engineers, project managers, journeyman electricians, and roofers.² (The Solarize Guidebook, A community Guide to Collective Purchasing of Residential PV Systems, US Dept of Energy)

In 2011, the US Dept of Energy (DOE) published the first Solarize Guidebook to provide communities a model to replicate the success of the Portland campaign. This model has now been used by cities all across the country.

In March of this year, the Four Corners Office of Resource Efficiency (4CORE) held a Solarize Community Exploration meeting at the Durango Recreation Center. Strong community interest led to Solarize La Plata's creation. Together with 4CORE, a committee was formed to adopt and implement the DOE Solarize Guidebook with the goal to expand residential PV installations in La Plata County.

Objective:

By implementing the Solarize model, Solarize La Plata aims to address the three biggest barriers to consumer PV installations: costs, complexity and customer inertia. It plans to achieve these goals through the use of a fully comprehensive package with a limited time offering. This package will address contractor selection, discounted installation prices, financing options, incentives, and a simplified process with customer guidance and education.

Toward this goal, Solarize La Plata is seeking lenders motivated to invest in our community with special limited time financing options for installations of PV systems.

Please complete the table below to submit your Solar Lending Package for consideration.

Information Request

Lending Institution Name:

Address

City, State ZIP

Name and Title of person completing this form

Contact Phone #

Contact Email

Solar Loan Offering

Proposal for Secured Loans

Proposal for Unsecured Loans

Minimum/Maximum Loan Amount

Min. \$

/Max. \$

Min. \$

/Max. \$

Term in years

Term Options (fully amortizing, balloon)

Interest Rate, Fixed

Interest Rate Variable

Closing Costs

% Down payment required, if any

Maximum Combined Loan to Value Ratio

Will a Home Appraisal Be Required

Yes _____ No _____

Yes _____ No _____

Additional Benefits if Rebates Applied to Balance

Borrower Qualification Requirements

Credit Score

Max Total Income to Debt Ratios

Other

Borrower requirements - other...

Please indicate any expiration date of loan program offered.

Proposal submissions are requested **by September 17, 2013.**

Notification of selection will occur by October 4, 2013.

The number of loans may vary and the Solarize Committee reserves the right to select and market multiple lending options to the consumer.

Please respond by mailing to Solarize La Plata, c/o 4CORE 10 Town Plaza #190 Durango, CO 81301. Or e-mail, solarizelpc@fourcore.org (with 'Solarize Finance' for the subject heading)