

# REQUEST FOR PROPOSAL (RFP)

**Project Title:** 7-Unit Residential Solar Installation Project in Traverse City, MI

**Issued by:** GRID Alternatives

**Date Issued:** July 7th, 2025, Submission Deadline: July 14th, 2025

## Project Overview:

GRID Alternatives is seeking proposals from qualified contractors for the installation of solar systems on 7 single-family residences in Traverse City, MI. This project is part of the Solar Access for National Affordable Housing/Solar for All (SANAHSFA) program and aims to provide clean, renewable energy to low-income families.

## Scope of Work:

The selected contractor will be responsible for the complete installation of solar systems on 7 single-family homes, including:

- Site survey and assessment
- System design and Engineering
- Procurement of materials (must meet EPA and Investment Tax Credit (ITC) requirements for domestic products where applicable)
- Permitting and notice to proceed
- Installation of solar systems
- Set up of solar system monitoring
- Commissioning, inspection, and interconnection
- Provide 10-year workmanship warranty after interconnection

## Project Timeline

- Desired start date: July 2025
- Installation completion date:
  - Construction completed on three sites by Mid-August 2025
  - All sites interconnected within six months
- Communications event: End of August 2025

## Property Specifications

- Home type: New Construction
- Square Feet: 1492
- Roof type: Asphalt Shingle
- Tilt: 26.57 degrees

### **Contractor Requirements**

- Must possess all necessary state licenses to work on solar projects in MI
- Must be a full EPC contractor capable of handling business from site survey to interconnection
- Must ensure materials are available by the time of installation without concern, and meet domestic product requirements
- Install crews must meet DBRA payroll compliance (see wage determination)

### **Proposal Requirements**

Proposals must include the following:

- Detailed project timeline
- Price per watt for project
- Proof of licensing, insurance, and certifications (e.g., NABCEP certification)
- As a part of your proposal, please include a material list confirming usage of domestic content for all necessary equipment.
- Evidence of experience with similar projects
- Utility specific interconnection information or post-solar electricity bill to share with housing counselor
- Availability of materials and compliance with EPA requirements
- Any adders or contingencies (if applicable)
- Information on equipment and workmanship warranties, and proposed solar performance guarantees (if applicable)

### **Evaluation Criteria**

All proposals submitted within the timeframe above and including the required information will be reviewed by a GRID Alternatives-designated review committee. Proposals will be evaluated based on the following criteria:

- Cost-effectiveness (30% weight)
- Experience and qualifications (20% weight)
- Timeline and ability to meet project deadlines (20% weight)
- Local hiring and support for small businesses (15% weight)
- Compliance with EPA requirements (15% weight)

## Communications Event Participation

The selected contractor will have the opportunity to be included in a communications event at the end of August. This event will celebrate the installation of our first solar systems as part of the Solar Access for National Affordable Housing (SANAH) program and highlight the contributions of local contractors. Media presence and branding/signage requirements will be discussed with the selected contractor.

## Submission Details

- Submission deadline: July 14th, 2025
- Proposals must be submitted via email to [jcupach@gridalternatives.org](mailto:jcupach@gridalternatives.org). Inquiries and proposals submitted to any other email address or physical address will not be considered.
- Point of contact for questions:
  - Topher Walker, Director Contractor Services, [twalker@gridalternatives.org](mailto:twalker@gridalternatives.org)
  - Jordan Cupach, Sr Contractor Program Manager, [jcupach@gridalternatives.org](mailto:jcupach@gridalternatives.org).

## RFP Terms and Conditions

- This RFP is not a contract or a contract offer and should not be construed as intent, commitment, or a promise to acquire products or services presented by any proponent.
- This RFP is compliant with EPA guidelines for projects exceeding the Simplified Acquisition Threshold (\$250,000) under the Federal Procurement Standards (2 CFR 200).
- GRID Alternatives reserves the right to discontinue or modify the RFP process at any time and makes no commitments, implied or otherwise, that this process will result in a business transaction or negotiation with one or more proponents
- GRID Alternatives reserves the right to reject any or all proposals and to waive any informalities or irregularities in the proposal process.
- GRID Alternatives will not pay for any information herein requested, nor be liable for any costs incurred by proponent in the preparation of proposals

## Termination of Work Assignment

GRID Alternatives reserves the right to reduce, reassign, or terminate any portion of the work awarded under this RFP at its sole discretion. If, at any point during the execution of the project, GRID determines that continuing to assign additional work to a selected contractor is not in the best interest of the program—due to performance concerns, project alignment, capacity, or any other reasonable cause—GRID may, with written notice, remove one or more of the remaining

sites from the contractor's scope of work. These sites may be reassigned to another qualified contractor without penalty or obligation to the original contractor for the unassigned portion. Any work completed or in progress at the time of such notice will be compensated in accordance with the agreed payment terms for completed milestones.

## **Federal Funding Requirements**

This project may be funded wholly or in part by the United States Environmental Protection Agency (EPA) under the Greenhouse Gas Reduction Fund. The contents of this document do not necessarily reflect the views and policies of the EPA, nor does the EPA endorse trade names or recommend the use of any commercial products mentioned in this document.

## **Davis Bacon and Prevailing Wage Requirements**

The prevailing wage requirements of the Inflation Reduction Act (IRA) provide that contractors must ensure that all laborers and mechanics employed by the contractor (or any subcontractor) on the construction, alteration, or repair of a qualified facility are paid wages at rates not less than the prevailing rates determined by the Department of Labor in accordance with Subchapter IV of Chapter 31 of Title 40 of the US Code (the Davis-Bacon Act) for the type of work performed in the geographic area of the facility.

For purposes of the prevailing wage requirements, a laborer or mechanic is considered employed by the contractor or subcontractor if the individual performs the duties of a laborer or mechanic for the contractor or subcontractor regardless of whether the individual would be characterized as an employee or independent contractor for other Federal tax purposes.

GRID Alternatives has included an attached copy of the wage determination for this project and its geographic location. If more information is needed, general wage determinations are published by the Wage and Hour Division of the Department of Labor (DOL) and available online at the System for Award Management [website](#). The Wage and Hour Division has also published a [guide](#) to understanding wage determinations. Additional information is also available at DOL's website, [Prevailing Wage and the Inflation Reduction Act](#).

We look forward to receiving your proposal and working together to bring clean, renewable energy to low-income families in Traverse City, MI.

Sincerely,

## Topher Walker GRID Alternatives