



# Tribal Solar PV Implementation and RFP Process Improvement

Developing • Renewable • Relationships

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# Who We Are

Large Scale Possibilities



# SunVest Solar Inc.

- Wisconsin Based Solar Project Developer
- System design, engineering, procurement, site evaluation and construction
- National Experience with Tribal PV Deployment
- Successful in Obtaining Grants for Multiple Federally Recognized Tribes
- Grant awards from DOE and HUD
- Expansive Knowledge of complex deal structure
- Successfully Installed over \$5,000,000 of Solar on Tribal Lands



Panels



# Solar PV Basics

Inverters



Racking



Modular and Expandable



## System Details

- Modules
- Inverters
- Racking
- Engineered Design
- All necessary BOM components – conduit, disconnects, breakers, wire, etc.
- 25 year warranty on panels
- 10 year (extendable) warranty on inverters
- System design life 30 years
- Virtually no maintenance



# **Request for Proposals**

## **What will help get proposers to respond?**

- ✓ Lower the barrier for responses
- ✓ Be clear about your goals what you will and wont consider
- ✓ Minimize games respondents try and play
- ✓ Transparency in scoring and selection
- ✓ Scheduled deadlines for project implementation

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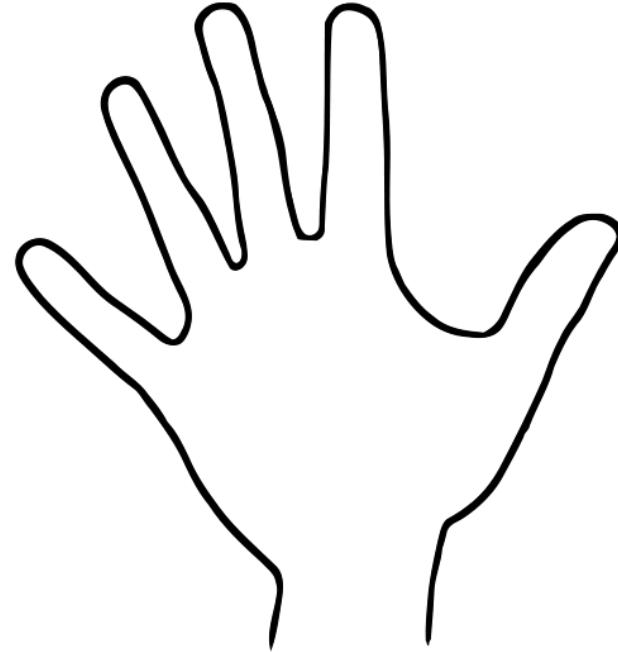
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# Request for Proposals – 5 Key Factors

1. Tribal Leadership
2. Partner Selection
3. Project Goals
4. Implementation Timeline
5. Compartmentalize Roles



# 1. Tribal Leadership

- Different Tribal Departments Involved Early
- Regularly Scheduled Meetings/Calls
- Communication



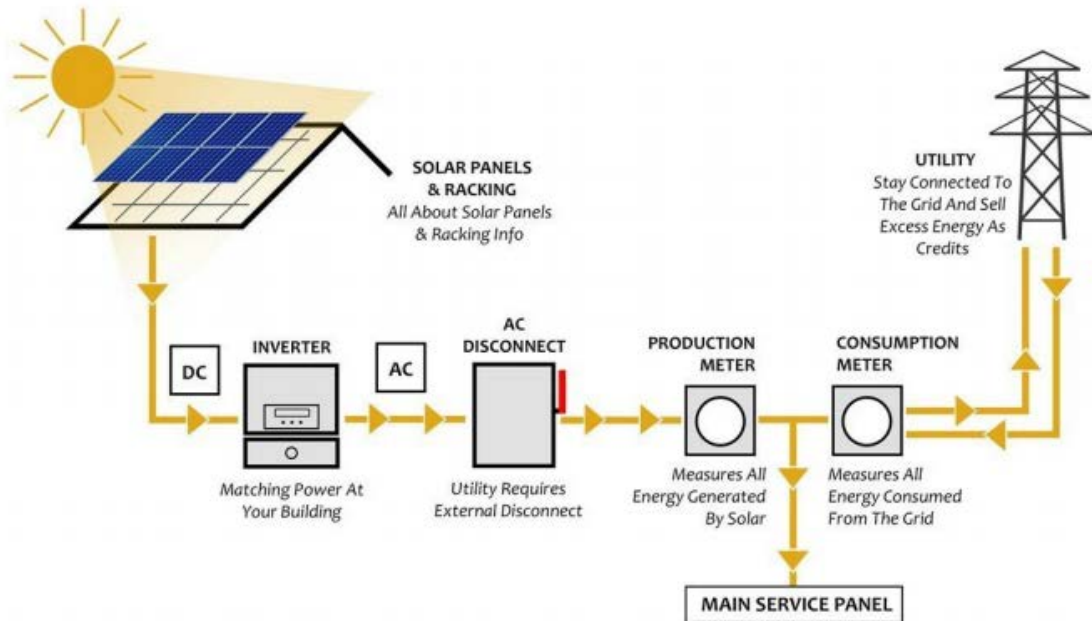
## 2. Partner Selection

- Solar PV Developer
  - Engaged Throughout Process
  - Design Assistance
  - Economic Analysis
  - Technical Selection
  - Grant Writing
  - Vendor / Material Selection
- Solar PV Installer
  - Engineering Services
  - Installation Labor
  - O&M Services

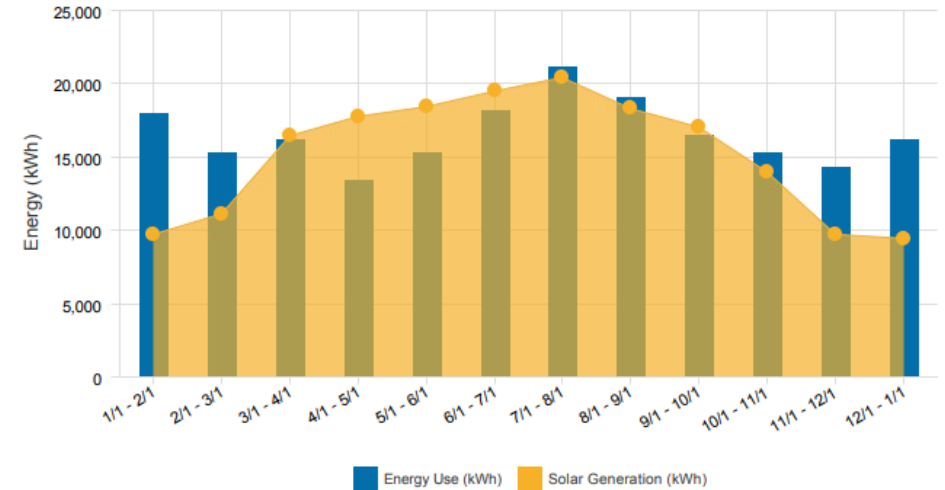


### 3. Project Goals

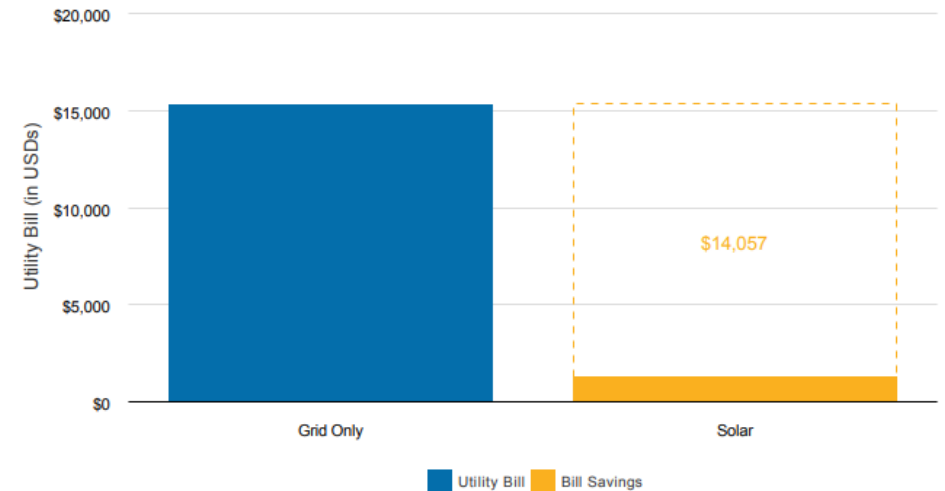
- Clearly define the project goals
  - Savings
  - Reliability
  - Safety
  - Education
  - Job creation



Monthly Energy Use vs Solar Generation



Simulated Annual Electricity Bill Savings





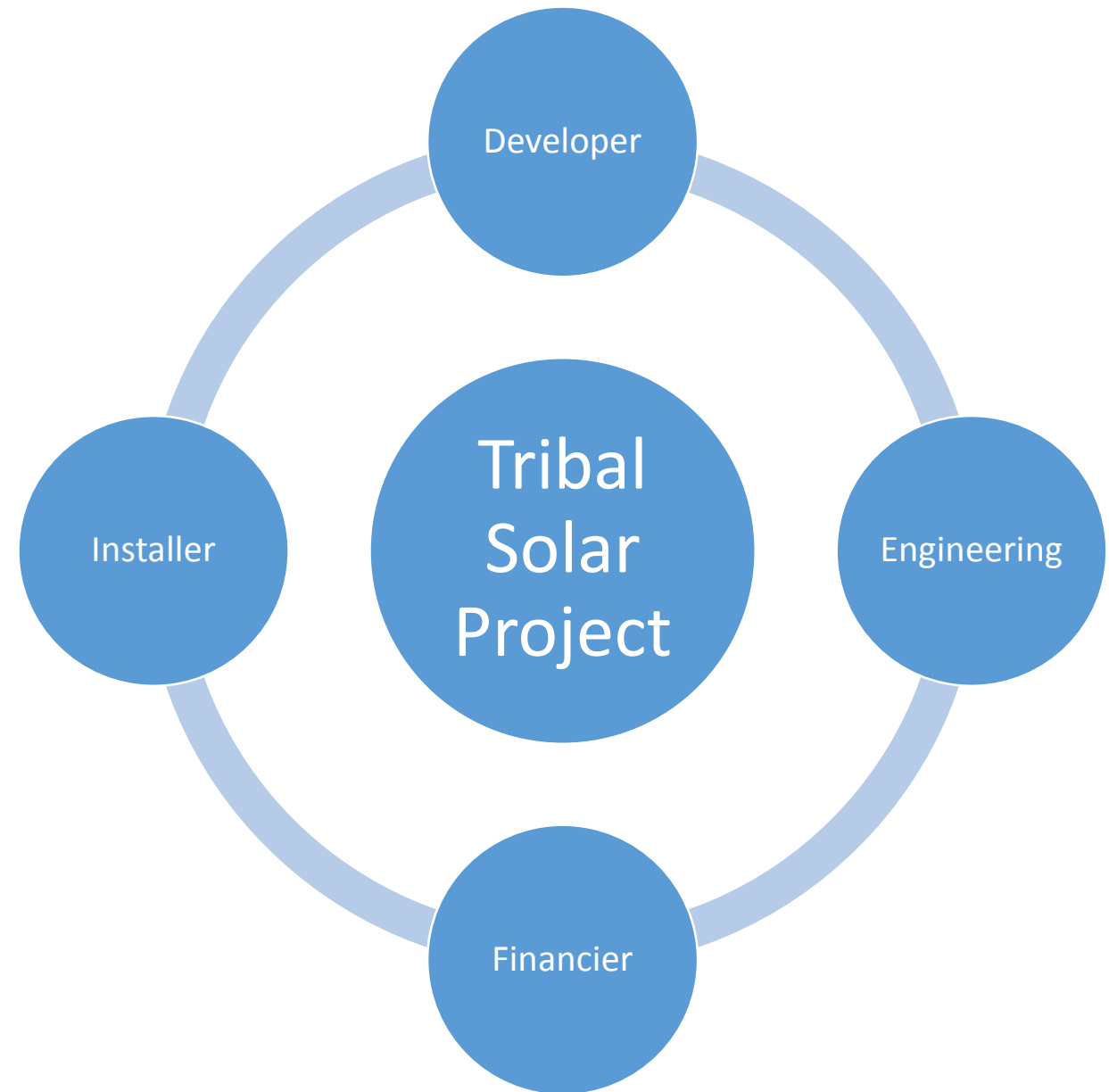
## 4. Implementation Timeline

- Timelines can impact
  - System Price
  - Overall System Size
  - State and Utility Incentives
  - Interconnection Availability



## 5. Compartmentalize Roles

- Select a Partner
  - Work Partner to Bid
    - Components
    - Site Prep
    - Labor
    - O&M Contracts
    - Financing



# Next Steps

- Share utility data for an analysis
- Identify locations
- Optimize system for economic performance



# Contact Information

## Corporate Headquarters

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