

## Addendum to the Solarize Tiverton RFP

Additional information specific to the Solarize Tiverton RFP is as follows:

1. Only residents located specifically on Feeder 4 in Tiverton will qualify for the additional SRP incentive. See map below that identifies the feeder.

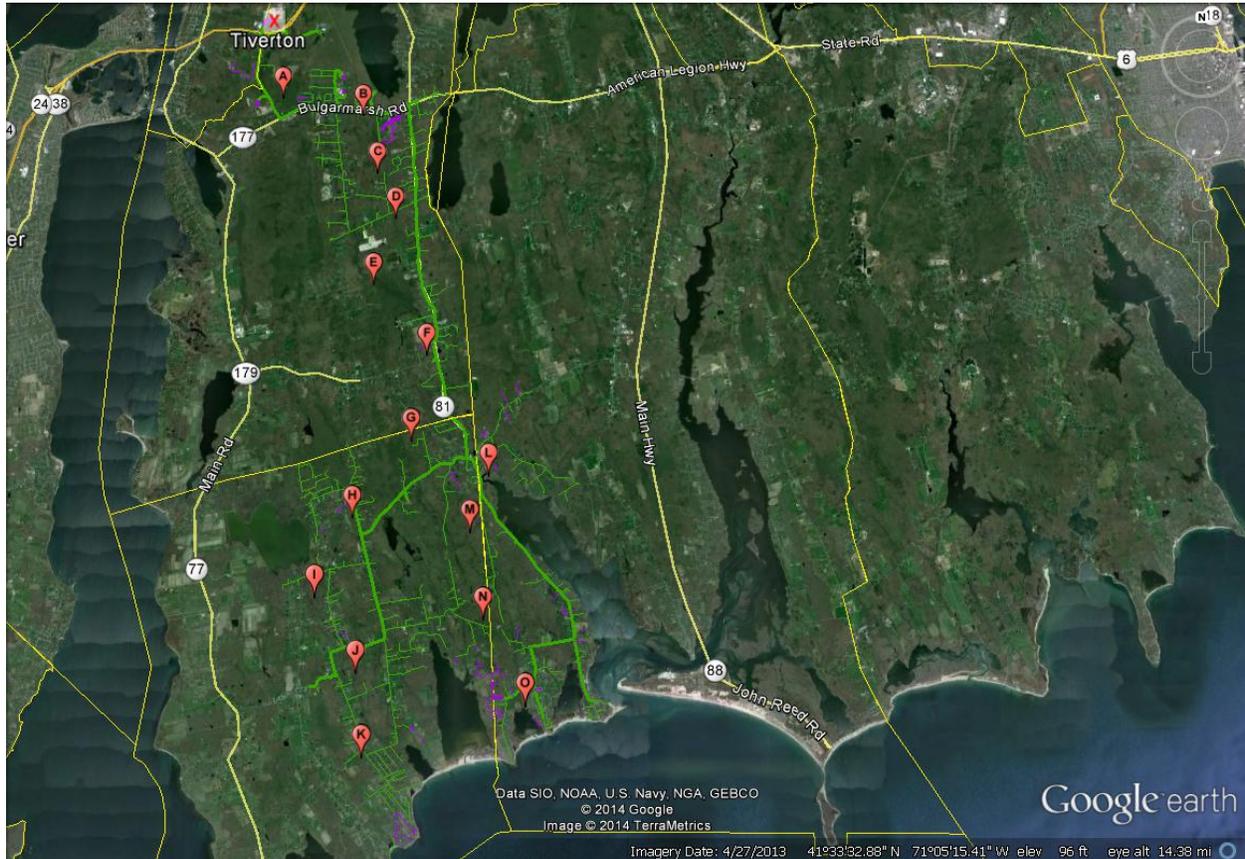


Figure 1. The SRP pilot footprint includes all loads served by feeder 4 in Tiverton and Little Compton as shown in the map. The green circuit route is overhead (thick is three wire construction, thin is single wire construction); the purple circuit route is underground.

2. A list of addresses (or detailed map) of electric customers on Feeder 4 will be provided to the selected installer(s) of Tiverton before program launch in January 2015 in order to ensure transparency for both the installer(s) and residents of Tiverton. The SRP incentive will only be made available to electric customers on Feeder 4. REF staff will also have a copy of the address list and will verify customer contracts and the eligible grant amount at the time of grant application.
3. The selected Installer(s) in Tiverton will only install Data Acquisition Systems (DAS) on customers identified to be on Feeder 4, regardless of azimuth. The REF will only provide reimbursements for DASs to the Installer(s) for electric customers located on Feeder 4.

## Solarize Tiverton and Little Compton Question and Answers

Q&A session held live during the December 3, 2014 Solar Industry Stakeholder Meeting held at Commerce RI.

Note: This Q/A is for both the Solarize Tiverton and Little Compton RFPs. The stakeholder meeting did not yield any questions that were specific to one of the two RFPs. The questions were generally related to both which is why there is only one Q/A document.

### Written Questions Received via Email

- ❖ How will the SRP incentive be paid out?

The SRP incentive (if eligible) will be paid by the REF at the same time as the grant. The selected solar installer will receive one check per eligible project that includes both the SRP incentive and the REF grant.

- ❖ Will homeowners be able to participate in National Grid's DemandLink pilot even if they do not get a solar installation?

Yes, all electric customers that fall within the territory of Feeder 4 (see map below), will be eligible for the DemandLink pilot even if they do not sign up for solar through the Solarize program.

### Questions from December 3, 2014 Stakeholder Meeting

- ❖ Can you elaborate on demand link pilot?

**Answer (Lindsay, National Grid):** The Demand Link pilot is an energy efficiency and demand response pilot focused on reducing peak load in specific area. This is called a Non-Wires Alternative (NWA) – it is looking to defer a specific distribution infrastructure investment. The southern part of Tiverton and all of Little Compton makes up the footprint for the pilot. The Tiverton and Little Compton area is defined by customers fed by four National Grid substations. National Grid started planning this pilot in 2011, looking ahead 3 years. They noted that feeders were projected to be overloaded by demand by 2014. If nothing was done, a third feeder would need to be constructed in these areas. They began looking into investment deferral measures by first targeting air conditioning load because that seemed like a primary driver. So far the investment in distribution system has been successfully deferred, and will continue to be deferred till at least 2015. Now National Grid is trying to see if solar can be an effective tool in this endeavor. They would like to promote what they're doing with Demand Link along with the Solarize programs.

- ❖ Can you elaborate on the measures and technologies being used in Demand Link?

**Answer (Lindsay):** There are few main technologies and measures that have incentives. The first is a Wi-Fi thermostat that can be accessed from smartphones or computers – they can be programmed for 7 days. For customers with central AC, they can receive signals from a utility portal to adjust thermostat up or down a couple of degrees during a demand response (DR) event. Customers aren't required to participate, but if they do, they get annual bill credits. Furthermore, customers can opt out of a DR event at any time.

For customers with window AC, grid will install a plug load device on AC unit, which allows the AC to communicate and adjust to a DR event. National Grid is looking to add heat pump water heater replacements to the incentivized technologies, which would just be a swap out for customers. These are much more efficient heaters. National Grid also encourages customers to take advantage of RISE incentives.

- ❖ Has the use of batteries been discussed for demand reduction?

**Answer (Ian, National Grid):** The study by Peregrine Energy Group looked at batteries. The state of batteries in terms of cost and ownership structures didn't lend itself to this pilot at this time. The focus at this time is just to introduce solar as is, without batteries, because currently batteries are not the most cost-effective option for demand reduction. Angling is more cost effective method, compared with batteries.

- ❖ Going into the new solicitations, are there lessons learned/slides from North Smithfield on what worked in terms of community outreach, marketing campaigns, the tier price in terms of order?

**Answer (Sue, OER):** Marketing will be specific to the town. In North Smithfield, we've done three community events with Q&A. The program administrators did a short presentation about what Solarize is, and the developer gave a longer presentation about the program and pricing. The installer is the real expert there. Two sessions were held throughout the town, and one event at a church. The town has also sent out specific information in their newsletter.

**Matt Ray (Smart Power):** What's been a big help has been a town hall/council that is enthused about the program and wants to communicate with the residents. If they have newsletters, that's been a real channel to contact the customers. The other thing was responsiveness from the installer in terms of taking charge.

**Sue (OER):** In terms of tiered pricing, it will depend on labor cost, cost of panels etc. Tiered pricing that has been presented at public meetings is available on the Solarize website. The tiered pricing that was used in North Smithfield is in the public presentation on the Solarize Rhode Island website. Once the pricing is determined, then it doesn't change. That's what will be offered. In your proposals, don't forget to also include adders: changes based on individual characteristics: what happens with a steep roof, what happens if the roofing material is different, if the system is ground mounted, etc?

- ❖ I read in the RFP that there is a cash ownership option as well as a third-party leasing option. Do developers have to do both?

**Answer (Sue, OER):** The PPA is optional; you don't have to do both.

**Shauna (Commerce RI):** We're aware that there aren't third parties in the state.

- ❖ In MA and CT, they've moved away from allowing subcontractors to do the work. Is that the case in RI too?

**Answer (Shauna, Commerce RI):** Subcontractors are allowed, but you have to make it clear you are using subcontractors in your bid, and the scorers will rate that accordingly.

- ❖ Would bids with subcontractors be disqualified or looked upon less favorably?

**Shauna (Commerce RI):** Bids with subcontractors will not be disqualified. However, there's also the REP license requirement.

**Sue (OER):** Also, developers are welcome to apply as a consortium if you see some benefit to partnering with another organization.

- ❖ For Demand Link pilot, are you seeing the installers pitching and installing thermostats?

**Answer (Lindsay, National Grid):** We'd like to coordinate on marketing. As you're pitching solar, also mention that there are additional incentives for these other products. RISE engineering installs the thermostats as part of their audit process. You wouldn't have to install or participate in the implementation of Demand Link. We just want you to be able to talk about it, promote it, and be able to answer questions. There will also be informational materials.

**Sue (OER):** For EE programs in general, we bring information on audits etc. during meetings. Sign-up cards and sign-up sheets are available during public meetings too.

- ❖ Moving forward with solarizing RI, what's the process of selecting the next towns?

**Answer (Sue, OER):** We're going to evaluate North Smithfield, Tiverton, and Little Compton and see how the programs went before deciding whether to continue with future towns. We will also need to evaluate how Solarize would work with the Renewable Energy Growth program incentives.

- ❖ Are installers encouraged to submit ideas for which towns they would like to work in?

**Answer (Sue, OER):** Sure! Also, if you have reasons for this, such as low tax rates etc, include that as well.

- ❖ Outside of North Smithfield, which adopted a property tax waive for residential projects, did Tiverton and Little Compton do this as well?

**Answer (Sue, OER):** They have not yet, but it is part of our discussions with them. North Smithfield didn't adopt it till the program had already kicked off.

- ❖ If a project qualifies for the South West incentive, does it automatically qualify for the REF incentive too?

**Answer (Shauna, Commerce RI):** Yes – we're figuring out a structure to make that work, but the goal is to have them work together.

- ❖ What are the qualifications for the additional incentive?

**Answer (Shauna, Commerce RI):** Tilt, azimuth and shading. The tool will account for these. We'll make these criteria clear before program launch.