



Request for Proposals

Residential Solar Engineering, Procurement, and Construction Contractors

Issue Date: July 18, 2025

Due Date for Proposals: August 15, 2025, 11:59 pm PDT

Section 1 - Background

Capital Good Fund ("Good Fund") is a nonprofit, U.S. Treasury-certified Community Development Financial Institution headquartered in Providence, RI. Founded in 2009 and operating in 11 states, Good Fund's mission is to create pathways out of poverty and advance a green economy through inclusive financial services. Good Fund offers its BRIGHT solar lease program in Georgia and Pennsylvania and has been selected by the Nevada Clean Energy Fund to offer its BRIGHT solar lease in Nevada as part of the Nevada Solar for All program.

The Nevada Clean Energy Fund ("NCEF") is a nonprofit organization established by state legislation in 2017 to support a thriving, affordable, and accessible clean energy economy by providing financial and technical resources to Nevadans. In April of 2024, NCEF secured a \$156 million grant through the Environmental Protection Agency to launch the Nevada Solar for All ("NSFA") program. NSFA funds solar installations on homes, affordable multifamily housing, and community solar projects, in addition to providing targeted education, technical assistance, and workforce development to benefit low-income and disadvantaged communities across Nevada. NCEF selected Good Fund through a competitive procurement process to implement the NSFA single-family third-party ownership ("TPO") program through May of 2029.

Section 2 - Purpose

Over the next four years, NCEF, in partnership with Good Fund, expects to deploy approximately 350 to 500 residential solar projects, generating net savings of at least 20% for all participants. These systems will be deployed through a solar lease ("NSFA Lease") offered by Good Fund. To support this work, Good Fund seeks qualified residential solar engineering, procurement, and construction contractors ("EPCs") to design and install projects across the state. ***Note that this RFP is focused specifically on the residential lease program; NSFA's multifamily and community solar products allow for site hosts to independently select a TPO provider, subject to NCEF's vetting.***

Section 3 – Eligibility

Through this RFP, Good Fund intends to identify qualified EPCs to participate in the NSFA Lease Program. There is no cap on total qualified contractors; any EPC that is deemed qualified will be eligible to participate. An EPC that is already approved as part of NCEF's Solar for All

vetted contractor network only needs to respond to the cost bid portion of this RFP provided that they consent to NCEF sharing their NSFA RFQ file with Good Fund. NCEF's SFA vetting process satisfies the eligibility requirements for the TPO RFP.

To be eligible to respond to this RFP, an EPC must:

- Have a Nevada licensed electrical contractor on staff or under contract.
- Hold general liability insurance, workers compensation insurance, and automobile liability insurance.
 - Specifically, Selected Contractor(s) must maintain standard insurance policies for Workers Compensation (\$1,000,000 per accident) and Commercial General Liability (\$1,000,000 per occurrence). All coverage maintained by Selected Contractor(s) shall contain waivers of subrogation and shall not be amended or terminated without notice to Good Fund. Proof of this coverage will be provided by the Selected Contractor(s).
- Be authorized to conduct business in the state of Nevada (i.e. be registered and in good standing with the Nevada Secretary of State).
- Demonstrate at least 3 years of experience and proficiency in solar electric installations. EPCs with less than 3 years of experience can apply for a waiver to this requirement but may be subject to more extensive vetting and oversight.
- Provide three residential customer testimonials/references that can be independently checked by Good Fund
- Provide financial documentation demonstrating the firm's financial stability and ability to manage the expected scope of residential solar projects awarded under this RFP. Acceptable documentation may include a recent tax return, a profit & loss statement, a bank reference letter, or other reasonable proof of financial health. Financials should reflect the EPC's capacity to handle multiple installations effectively.
- Not be an entity owned by, controlled by, headquartered in, or subject to the direction of a government of a covered nation under 10 USC 4872(d), nor a subsidiary of such an entity.

Section 4 - Scope

As described in Section 2, Good Fund will offer a residential solar lease product to eligible households.

The lease program, also known as the Nevada Solar for All Lease ("NSFA Lease") will install a system at no upfront cost and offer day one savings of 20% or more, net of the lease payment. These leases are offered for 25 years, with the option to buy out the system beginning in year 7. All maintenance is included, and systems are backed by a performance guarantee. This

program will be open to any household that qualifies for Solar for All, either by living in a disadvantaged census tract or by earning at or below 80% AMI for the county and household size. Good Fund expects to offer approximately 350-500 of these leases over the course of the program, depending on the availability of tax credits, actual system costs, and other factors.

Participation will be open to the entire state of Nevada. As part of your RFP submission, you will have the option to specify whether you intend to serve all or only a portion of the state.

If selected for the program, EPCs will have the following responsibilities:

- Provide free consultations to selected participants. These consultations are intended to serve two key purposes:
 - Ensure the home is structurally and electrically suitable for solar, has sufficient solar access, and is free from insurmountable regulatory barriers (HOA restrictions, historic review process, etc.)
 - Understand the homeowner's energy usage patterns and their local utility's policies sufficiently to design an economically beneficial system
- Design systems consistent with Good Fund's design standards. These standards include, but are not limited to, ensuring that systems are properly engineered, compliant with all relevant codes and standards, make reasonable financial assumptions, comply with all Solar for All requirements, and are reasonably sized in relation to the customer's energy usage and the local utility's solar compensation policy.
 - The following design software packages are approved for use: Aurora, Solargraf, Helioscope, Energy Toolbase, and PVsyst. These packages may be used on their own or in combination. If an EPC wishes to use a different software, their proposal must include software details for approval. **OpenSolar is not approved.**
- Submit completed proposals first to Good Fund then to participants for approval. This will include:
 - Inputting project information into our proprietary lease pricing tool
 - Completing an EPC form to provide additional project information that is necessary for reporting
 - If requested, submitting technical documentation sufficient for a desktop evaluation of the system design and engineering
 - Once approval has been received from Good Fund, providing a professional project proposal to the customer for approval
- Complete all permitting and interconnection applications

- Procure all materials and labor for installation.
 - NCEF and Good Fund have negotiated pricing to source equipment for this program at volume rates. EPCs may procure their equipment elsewhere, but they must not charge more for materials than the prices negotiated by NCEF and Good Fund. The equipment must be deemed by Good Fund to be of equivalent or superior quality to the equipment secured by NCEF and Good Fund.
- Install or coordinate the installation of each system
- Complete all system commissioning and set-up activities. This includes providing customers access to any monitoring platforms or portals.
- Coordinate all necessary AHJ inspections and witness tests

At this time, Good Fund expects the program to be exempt from compliance with Davis Bacon and Related Acts (“DBRA”) and Build America Buy America (“BABA”). If this changes, Good Fund will notify qualified EPCs and provide an opportunity to adjust pricing as necessary.

Section 5 - Contract Term

The contract will continue from the date of execution through April of 2029, when the Solar for All grant concludes. Good Fund may, at its discretion, offer subsequent maintenance contracts to EPCs qualified by this RFP to maintain the systems installed under this program.

Section 6 – Schedule

The schedule for this RFP is given below and is subject to change. If Good Fund changes the schedule before the Proposal Due Date, it will communicate the change via email to all respondents who have submitted the optional notice of intent.

RFP Issued	July 18, 2025
Questions Due	July 25, 2025
Responses to Questions Posted	August 1, 2025
Optional Notice of Intent Due (Respondents will receive Q&A submissions from other Proposers and the corresponding responses)	July 25, 2025
Proposals Due	August 15, 2025
Virtual Interviews (if needed)	August 18 - 22, 2025
Anticipated Decision	August 25, 2025

Section 7 – Proposal Format

In narrative format, please address the following:

Organization and Team Experience

Provide information that describes the overall characteristics and strengths of your company, any planned subcontractors, and the project team that will do the work. The response should include the following:

- Describe your firm. How long have you been in business, and where do you operate? Are you interested in serving the entire state of Nevada, or only certain counties? Approximately how many individual projects and kW/MW have you deployed to date? If you have a website, please provide the link.
- List the members of the project team proposed to work on this project, including their years of experience and any relevant certifications or licenses (please provide copies of certifications/licenses or certification/license numbers as substantiation). Be sure to clearly indicate which team member will serve as the project manager and key point of contact for Good Fund
- Has the firm been involved in any litigation in the past five (5) years? List any active or pending litigation and explain. List any claims against your firm or against Owners where your firm is named.
- Has the firm, or a member thereof, ever been removed from a contract or failed to complete a contract as assigned? If yes, provide an explanation.
- Do you have an in-house sales team, or do you use a sales organization? If you use sales organizations, please explain how you ensure that they are using honest sales practices.
- Do you use in-house installation teams, or do you subcontract this work out? If you subcontract this work, how do you vet and oversee these organizations to ensure quality control?

Financial Health, Insurance, Bonding, and Authorizations

- Briefly describe and document the state of the financial health of the company and how it will manage the volume of installations Solar for All will produce. Provide a Dun & Bradstreet report, audited financial statements, or similar information (such as a recent Profit & Loss statement and balance sheet) summarizing the financial standing of the company.
- List the firm's annual revenue, for the parent office and the local office separately, if applicable, for the past 5 years and supply main financial and banking references.
- Certify your firm has sufficient cash flow to undertake the project as evidenced by a current ratio (assets/liabilities) of 1.0 or higher. Provide no more than a one-page statement evidencing your current ratio.

- Certify that your firm has sufficient bonding capacity for anticipated total cost of work and your surety and insurance companies are in the current Department of Treasury's Listing of Approved Sureties (Department Circular 570).
- Certify that all insurance and bonds will be obtained through a company licensed by the Nevada Division of Insurance to transact the business of insurance in the State of Nevada for the applicable line of insurance and that the company is an insurer (or qualified self-insurers or group self-insureds, a specific excess insurer providing statutory limits) with an A.M. Best Financial Strength rating of "A-" or better with an A.M. Best Financial Size Category of Class V or larger.
- Certify your firm has Workers Compensation insurance with a minimum limit of \$1,000,000 per accident, Commercial General Liability Insurance coverage with minimum limits of \$1,000,000 per occurrence and \$2,000,000 general aggregate for premises and operations coverage, \$1,000,000 per occurrence and \$2,000,000 general aggregate for products and completed operations coverage, and \$1,000,000 for personal and advertising injury coverage. Firms must also have current commercial umbrella liability coverage in the amount of at least \$2,000,000 per occurrence and general aggregate. All coverage maintained by Selected Contractor(s) shall contain waivers of subrogation. Provide a copy of your current insurance certificate.
- Provide documentation that your firm has registered with the Nevada Secretary of State and is authorized to do business in Nevada.

Site Assessment

- What is your criteria for evaluating suitability of a roof in terms of age and condition?
- Describe your process for evaluating the electrical system and the need for any upgrades.
- Describe your process for determining whether a site is too shaded to benefit from solar. What criteria do you use? Do you have a minimum Total Solar Resource Fraction ("TSRF") ratio, for instance, or other benchmarks?

Workmanship and Technical Expertise

- What design software do you use? If you outsource system design to a distributor or other third party, please provide the third party.
- Please provide two completed system designs for review, to include the customer proposal, the plan set/engineered drawings, and photos of the completed installation. Customer proposals must include system size, project energy production, and expected financial savings and clearly state all assumptions, including utility price and utility price escalator. **Please be sure that these are anonymized and do not include sensitive customer information.**

- Describe your approach to sizing systems and estimating customer savings. How do you ensure that estimates of cost savings are reasonable based upon the data available at the time of the estimate? How, if at all, do you incorporate client energy consumption behavior into your system design and cost savings estimates? What assumptions go into your savings estimates?
- What training and experience requirements do you have in place for your staff? Describe the requirements and processes that you have in place to ensure that your staff are installing systems in accordance with the approved plan set/engineered drawings and manufacturers' specifications.
- Describe your firm's QA/QC process, including installation oversight, system performance testing, and post-installation verification to ensure adherence to engineering and manufacturer specifications
- Have you ever had to honor a workmanship warranty and return to a site to correct an installation error? If so, please explain.
- Have you ever damaged a roof in the course of installing a system? How did you address that situation?
- Has a system you have installed ever failed a utility witness test or AHJ inspection? If so, please explain.

Organizational Capacity

- Describe your staff capacity to design/engineer and install systems. How many inquiries and installs can you currently handle per month?

Customer Experience

- As part of its vetting process, Good Fund will be checking Google reviews, Better Business Bureau reviews, and the like. If you need to contextualize any reviews, please do so here.
- NCEF and Good Fund marketing efforts are expected to generate some leads for the program. However, EPCs will be expected to play a significant role in customer acquisition. What is your approach to customer acquisition? How would you explain the benefits of the Solar for All program overall and the NSFA Lease in particular to a potential client?

Pricing

- Please fill in the two tables below with all prices expressed in \$/watt.

- As described in Section 4, NCEF and Good Fund have negotiated pricing for the program for major equipment. When you fill in the “Solar Pricing” table, please include all costs **except** the cost of major equipment (modules, inverters, racking).¹
- For the NSFA lease, lead generation will be performed by both the EPC, NCEF, and Good Fund.
- Please note that EPCs will have the opportunity to revise their pricing every 6 months to adjust for changes in the labor market

Solar Pricing	
System Size	\$ / watt
3.5 - 6 kW	
6 - 9 kW	
9+ kW	

Adders	
Category	\$ / watt
Tile/Slate/Flat/Metal Roof	
Ground Mount	
More than 2 Stories	
Pitch > 35 degrees	
Multiple Arrays	
Small System (Under 4 kW)	
Other (please explain)	

Section 8 – Proposal Submission

Proposals must be submitted in the following manner:

¹ Non-major equipment costs include but are not limited to BOS, dispensable items, labor, engineering and design, permitting and interconnection, customer acquisition, margin and overhead.

- **Proposals must be submitted by email with the subject line “Nevada Solar for All EPC RFP” to Andy Posner, CEO of Capital Good Fund, by 11:59 pm EDT on August 15, 2025, at andy@capitalgoodfund.org.**

To assist EPCs in submitting a complete and compliant proposal, a **Proposal Submission Checklist is provided in Appendix A**. EPCs are strongly encouraged to review and complete this checklist before submission to ensure all required documents and details are included. Incomplete proposals may not be scored.

No Proposals or corrections/additions to submitted Proposals will be accepted after the Proposal Due Date and time unless explicitly requested by Good Fund. Proposals that are submitted after the Proposal Due Date and time will not be scored.

Proposals that are not submitted in the format requested will not be scored. Proposals that do not contain all of the required information will not be scored.

All costs incurred in the preparation of the Proposal shall be borne by the Proposer alone, and Good Fund shall not contribute, in any way, to the cost of the preparation of the Proposal.

Any and all documents developed by the Proposer during the course of this project will be provided to Good Fund upon request and will become the property of Good Fund, and the Proposer shall not assert any claims arising under copyright or otherwise inconsistent with the transfer of ownership of such documents.

Good Fund reserves the right to:

- Accept or reject any and all Proposals and/or bids if Good Fund, in its sole discretion, determines that it is in its best interests to do so.
- Rebid this RFP, requesting new Proposals from qualified firms.
- Waive or modify minor irregularities in Proposals received.
- Negotiate with Proposer(s), within the requirements of this RFP, to best serve the interests of the Solar for All program.
- Require the submission of modifications or additions to Proposals as a condition of further participation in the selection process.
- Fund any Proposal in full or in part
- Not make an award at the end of the evaluation process; this RFP is not to be interpreted or construed to guarantee that one or more Proposers submitting responses will be awarded contracts.
- Adjust the RFP Calendar of Event dates for whatever reason it deems appropriate.
- Contact Proposer to clarify any portion of the Proposer’s submission.

Section 9 – Questions and Answers

From the issuance date of this RFP, until a contract is awarded to a Proposer, there may not be communications concerning the RFP between any supplier who expects to submit a Proposal and any employee of Good Fund involved in the issuing of the RFP. The only

exception is provided through the submission of written requests for clarification during the specified Q&A period.

Prospective Proposers may make inquiries or seek clarifications regarding this RFP any time during the inquiry period listed in the RFP Calendar of Events. To make an inquiry, prospective Proposers must email Andy Posner, CEO of Capital Good Fund, at andy@capitalgoodfund.org. Questions submitted after the allotted Q&A period will not receive a response.

Prospective Proposers submitting inquiries will receive an acknowledgment by e-mail that their inquiry has been received. The prospective Proposer who submitted the inquiry will not receive an individual e-mail response to the question but will instead receive an email answering all questions received from Proposers by the end of the Q&A period. This email will be sent to all Proposers submitting the optional notice of intent. Q&A will also be posted here:

<https://nevadacef.org/solar-for-all/>.

Section 10 – Assessment of Qualification

Qualifications will be assessed by a panel of Good Fund employees and outside experts. EPCs will receive one of three designations - pass without conditions, pass with conditions, or fail.

EPCs will be assessed on the following merits:

- Technical Proficiency (25%) - EPCs will be assessed for their technical proficiency both as system designers and installers. Areas of evaluation include adherence to relevant codes and standards, consideration of shading, professionalism of installs, and reasonableness of system sizing and savings estimates. We are especially interested in evidence that the contractor understands how solar policies vary from utility to utility.
- Consumer Protection (25%) - Lack of litigation, concerning reviews, and removal from contracts or adequate explanations for such. History of honoring workmanship warranty or not having to honor it at all. The contractor has a process in place for assessing whether the home is a good fit for solar and is willing to turn a home down if it won't deliver savings for the homeowner.
- Financial Stability (20%) - Contractor is able to operate on a milestone payment schedule, access credit for purchasing equipment, and is likely to remain in business throughout the program. The contractor has built business on quality and good service, not a high volume of poorly completed installs.
- Pricing (30%) - Non-equipment pricing is reasonable for the scope and scale of the program.

Section 11- Terms and Conditions

This procurement is subject to all applicable federal and state laws and regulations. Good Fund encourages participation from small businesses, including Disadvantaged Business Enterprises

(DBEs), minority-owned, women-owned businesses, and labor surplus area firms. Contractors must not be debarred or suspended from receiving federal funds.

Selected EPCs must maintain accurate records and documentation to verify compliance with these federal and state regulations. These records may be subject to review, audit, or verification by Good Fund or federal oversight bodies.

The following terms and conditions, when applicable, are incorporated by reference and apply to this solicitation and resulting contract(s), and may need to be flowed-down to lower-tier subcontractors:

For All Solicitations and Contracts

- 2 CFR 200.322: DOMESTIC PREFERENCES FOR PROCUREMENTS
- 2 CFR 200.216 PROHIBITION ON CERTAIN TELECOMMUNICATIONS AND VIDEO SURVEILLANCE SERVICES OR EQUIPMENT
- 40 CFR 33 APPENDIX A TERM AND CONDITION:

“The contractor shall not discriminate on the basis of race, color, national origin or sex in the performance of this contract. The contractor shall carry out applicable requirements of 40 CFR part 33 in the award and administration of contracts awarded under EPA financial assistance agreements. Failure by the contractor to carry out these requirements is a material breach of this contract which may result in the termination of this contract or other legally available remedies.”

For All Solicitations and Contracts in Excess of \$10,000

“All contracts in excess of \$10,000 must address termination for cause and for convenience by the non-Federal entity including the manner by which it will be effected and the basis for settlement.”

For All Solicitations and Contracts in Excess of \$150,000

- 42 USC 85 CLEAN AIR ACT
- 33 USC 26 FEDERAL WATER POLLUTION CONTROL ACT

By submitting a proposal, your entity agrees to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 USC 7401-7671q) and the Federal Water Pollution Control Act as amended (33 USC 1251-1387).

For All Solicitations and Contracts in Excess of \$25,000

- 2 CFR 180 DEBARMENT AND SUSPENSION (EXECUTIVE ORDERS 12549 & 12689)

For All Solicitations and Contracts Equal to or in Excess of \$25,000

- 2 CFR 1532 NONPROCUREMENT DEBARMENT AND SUSPENSION

For All Solicitations and Contracts in Excess of \$100,000

- 31 USC 1352 LIMITATION ON USE OF APPROPRIATED FUNDS TO INFLUENCE CERTAIN FEDERAL CONTRACTING AND FINANCIAL TRANSACTIONS

By submitting a proposal, your entity certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award. Failure to comply with these requirements may result in payment withholdings, termination of the contract, or other legally available remedies, including disqualification from future federally funded projects.

Appendix A – Proposal Submission Checklist

(To be completed by EPCs before submission)

This checklist is provided to help EPCs ensure their proposal is complete and meets all submission requirements. **Failure to submit a complete proposal may result in disqualification.**

General Submission Requirements

- Proposal submitted by email with subject line: **“Solar for All EPC RFP”**
- Submitted to **Andy Posner, CEO of Capital Good Fund, at andy@capitalgoodfund.org**
- Submitted by the deadline: **August 15, 2025**
- Proposal is in the **requested format** (e.g., PDF, Word)
- Proposal contains **all required sections and attachments**

Company Information & Experience

- Company description, including years in business and service area
Statement of whether EPC is applying to serve the **entire state of Nevada** or only specific counties
- Description of previous **residential solar projects** (number of installations & total MW deployed)
- List of **project team members**, roles, years of experience, and certifications/licenses
- Designation of **Project Manager & key point of contact**
- Litigation history (if applicable) and explanations for any **pending or past legal issues**
- Information on **sales & installation structure** (in-house vs. subcontracting)

Financial Health & Insurance

- **Financial documentation provided** (choose at least two):
 - Dun & Bradstreet report
 - Audited financial statements
 - Profit & Loss statement
 - Balance sheet
 - Bank reference letter
- **Annual revenue** for past five years (if applicable)
- **Proof of bonding capacity** (if applicable)
- **Insurance certificates** included, meeting the minimum coverage requirements

Technical & Workmanship Standards

- **Approved solar design software** listed (Aurora, Helioscope, PVWatts, PVsyst)
- If using different software, **detailed justification provided for approval**
- **Two completed system designs included**, with:

- Customer proposal (anonymized)
- Plan set/engineered drawings
- Photos of completed installation
- **Quality assurance and control (QA/QC) process** described
- **Warranty/repair history provided**
- Explanation of any **failed utility witness tests or AHJ inspections** (if applicable)

Customer Experience & Pricing

- Google/BBB review history included (if applicable)
- **Description of customer acquisition strategy** provided
- Explanation of how EPC would present the **Solar for All program** to potential clients
- **Completed pricing tables** for:
 - NSFA Lease
 - System adders (complex installations, multi-array, steep pitch, etc.)

Proposal Attachments

- **Sample real-life project proposal included** (customer details redacted)
- **Project drawings & energy production estimates attached**

End of Document