

Form E1 – Tiered Pricing Proposal for Solarize Dummerston

Bidding company or consortium: Solaflect Energy (ground proposal)

If bidding as a consortium with a single tiered pricing structure and equipment offering, please submit one Form E and one Form E1 on behalf of the partnering installers. If an installer or consortium is submitting both a single discounted price proposal and a Tiered pricing proposal and the equipment as well as the add-on's are the same between both proposals, only one form E is required.

All information provided in Form E1 for the successful bidder will be publicly available throughout the Solarize program.

Installers are expected to offer a direct purchase model for pricing.

Note: Prices indicated below do not take into account system size. Any variations in installed cost resulting from system size should be defined in the next section under "Adjusted Pricing Factors."

What is the minimum 4kW and maximum 150kW system size (in kW) for solar PV systems to be installed. Provide information about why those limits apply.

We are proposing to be a partner specifically and exclusively for ground-mounted trackers, allowing other partners to provide alternative arrays. Our PV Trackers are 4kW each, so installations must be in those increments—4kW, 8kW, 12kW, and so on. (Separately, we are proposing to be a Community Solar partner.)

All customers will receive the same final price after program completion. Explain your method for accomplishing this pricing adjustment.

For every 8 trackers sold through Solarize Dummerston, all Solarize Dummerston customers will receive a discount of \$0.05/watt, up through six tiers (max discount of \$0.25/watt).

If we are selected to be a partner both for on-site installations and community solar, we will calculate the tiered discount based on our total sales through Solarize Dummerston, regardless of location of installation.

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Tiered Standard Pricing Proposal

Please Identify 3-4 Standard Pricing Tiers in the chart provided below. Tier levels indicate total aggregated amounts of contracted solar. Pricing at each tier should reflect the total installed cost[1] of a typical installation, including the standard equipment outlined on form E. The proposed price to the customer must decrease for each of the proposed tiers. The price drop and total capacity jump can be different between tiers.

	Tier 1	Tier 2	Tier 3	Tier 4	Tier 5	Tier 6
Tier bracket, in kW	<32 kW (0 to 7 trackers)	32 to <64 kW (8 to 15 trackers)	64 to <96 kW (16 to 23 trackers)	96 to <128 kW (24 to 31 trackers)	128 to <160 kW (32 to 39 trackers)	160+ kW (40+ trackers)
Purchase Price (\$/W)	\$4.80	\$4.75	\$4.70	\$4.65	\$4.60	\$4.55

NOTE: We are proposing to be a partner specifically for ground-mounted, dual-axis trackers. Straight price-per-watt comparisons are not suitable when comparing trackers to fixed-mount solar, because trackers *use* their wattage of capacity more effectively. To get “apples to apples,” you must either (1) adjust the tracker’s price to account for the productivity advantage or (2) ignore the wattage of capacity and instead compare price-per-kilowatthour produced.

(1) If choosing this option, you must choose the expected productivity advantage. Our customers are generally getting an advantage of about 40%, but this varies by location and other aspects of the installation. The minimum advantage we have seen is 30%. Therefore, *at minimum*, the “adjusted” price-per-watt is for Tier 1 is \$3.69. Tier 2: \$3.65. Tier 3: \$3.62. Tier 4: \$3.58. Tier 5: \$3.54. Tier 6: \$3.50. If you allow for more advantage from tracking, the price is lower. For example, using 40% as the advantage gives a Tier 1 adjusted price-per-watt of \$3.43.

(2) If choosing this option, for simplicity sake, the easiest calculation is made using the kWh expected in the first year. A solar array will, of course, produce energy long after the first year. Productivity will depend on shading. A tracker at a location with 90% solar access will generate (assuming typical weather) approximately 5,960 kWh in the first year. For Tier 1, that means a cost of \$3.22 per 1st-year kWh generated (and ignoring the Federal tax credit). For each successive tier, subtract 3 cents. Again, the array produces far beyond year one ; this calculation is chosen for simplicity and comparability with alternative offers.

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What electricity pricing escalator will be used to calculate return on investment for customers?

2.836%. This was the average rate of inflation for residential electricity in Vermont from 1990 to 2013 (the last year of complete data last time I checked).