



Request for Qualifications: Solar PV and Battery Energy Storage Installation Vendors Responses to Applicant Questions

Deadline to submit RFQ questions: July 9, 2025

- 1. For the contractor licenses, they are issued by townships, boroughs, or cities and not at the county level as listed in the form - should we provide cities within each county where a license is currently held? For the subcontractor licenses that are required as Exhibit O, given that the licenses are at the township/borough/city level, do we need to provide every single license they may have in the southeastern Pennsylvania region?**

Please submit the Philadelphia Commercial Activity License, Pennsylvania Home Improvement Contractor License, and a list of NABCEP certification numbers held by employees. Please also submit your Philadelphia Electrical Contractor License or the license of the party under which you intend to apply for solar permits.

In addition, please submit a separate list of all other municipal licenses your company holds - this can be in the form of a table with columns for license name, license number, and township/borough/city. Respondents do not need to submit all documentation of these township, borough, and city licenses at this time, though the Program Team reserves the right to request them.

The Program Team is interested in understanding what licenses Contractors already have, but is not requiring that Contractors already hold all applicable licenses in the entire region at the start of the program (besides the Philadelphia commercial activity and electrical license). The Program Team will provide support to help Contractors get the required licenses as needed.

For subcontractors, at this time, please only provide their Philadelphia Commercial Activity License, PA Home Improvement Contractor License, a list of NABCEP certification numbers held by subcontractor employees, and their Philadelphia Electrical License (if the subcontractor will be working under their own license and not that of the prime Contractor). Applicants and subcontractors should be prepared to provide additional documentation upon request/entering the program.

- 2. What should a respondent do if they do not yet have a Unique Entity Identifier (UEI) for the entity that will be signing the agreement with PEA/PGCC? If a related entity, such as a parent entity, has a UEI should that be used until the contracted entity is able to obtain a UEI?**

Yes, respondents should submit the UEI for the related entity in this case and note the circumstances. Respondents who don't have a UEI at this time may write N/A.

3. For the number of employees, is this intended to be employees in Pennsylvania or all employees at the company in any state?

Please submit the employee count only in Pennsylvania.

4. Is this solicitation only for contractors who offer a PPA?

No. Solarize Greater Philadelphia (Solarize) Contractors may offer other financing options, and these will be vetted by the Program Team.

Contractors who are selected to work on the Solar for All (SFA) program, through the process described in the RFQ, must offer the SFA PPA to eligible customers, but may offer other vetted financing options as well (though they must make clear that the SFA PPA is the only one with a subsidy).

5. How will the SFA funds be awarded and distributed?

PGCC is running a concurrent RFP for SFA Financial Providers. PGCC will provide SFA incentives to Financial Providers in the form of PPA buydowns and SREC prepurchases. Financial Providers will pay solar installers for their installations as determined in a to-be-negotiated agreement. SFA funds will not be directly awarded or distributed to solar installers.

6. It is often challenging to get low-income households PPA financing. Do you have any thoughts on this?

PGCC is running a concurrent RFP for SFA Financial Providers. The selected Financial Providers will be evaluated on factors including flexible underwriting criteria that will enable approval of low-income households. PGCC and PEA will provide marketing and outreach support to installers to explain the PPA to low-income households.

7. We are willing to submit competitive bids for this, however, we do not offer residential solar PPAs. I imagine PPA financing was chosen because it may be easier to obtain than more traditional financing. If you know of a financial institution that will offer a PPA in PA for residential solar in PA we would be interested. Generally, our financing option that can go as long as 30 years has much better terms than a PPA because the customer keeps the AECs, and there is no annual escalator keeping the monthly payment less than what a PPA would be, and the ROI is much better for the homeowner. Also, the system is completely transferable, which means if you sell your home, you are not required to pay off the system.

There are two separate questions here. This solicitation is qualifying solar installers to participate in PEA's Solarize program. Solarize will serve residential solar customers at all income levels, and qualified Solarize installers may offer any form of financing

approved by PEA, including loans, leases, and PPAs. RFQ respondents should submit the financing details outlined in the RFQ response form for approval.

PGCC is running a concurrent RFP for SFA Financial Providers. The selected Financial Providers will only provide financing to SFA customers in the form of a PPA. Qualified installers will have the opportunity to review the PPA terms with PGCC, PEA, and the Financial Provider(s) before signing the SFA contract to commit to participating in the SFA program. Installers participating in the SFA program may continue to offer other, non-PPA financing options to non-SFA customers only.