



# Solar for Developers and General Contractors

## What You Need to Know

### Procurement and Contracting

Solar companies typically provide turnkey solar **Engineering, Procurement and Construction (EPC)** services. Selecting a single company to provide design/engineering as well as system installation is the most efficient method, but some solar companies will also provide design/engineering services separately for a fee.

When **selecting a solar contractor**, one should consider the company’s experience with similar projects, the design and equipment proposed, the contractor’s workmanship warranty, and pricing. Always solicit multiple bids (Requests for Proposals are common), consider bundling multiple projects to lower costs, and avoid the temptation to let price be the only factor.

- SOLAR INSTALLER SCOPE**
- **Contract and Screening**
    - Site Visit, Contract Creation, & Signing
  - **Final Design and Application Submission**
    - System Design & Engineering
    - Submissions to the Local Utility Company, NYSERDA, and Historic Preservation Commission (if applicable)
  - **Permitting**
    - Local Building Department and Electrical Permit submissions with the Authority Having Jurisdiction (AHJ)
    - Construction and Electrical Permit Approvals
  - **System Installation**
    - Equipment Procurement
    - Installation & Utility Interconnection Approval
  - **Final Project Inspection and Sign-Off / Permission to Operate (PTO)**

### How to Select a Solar Installer

Qualifications	Proposal Quality	Pricing, Interview, Etc.
<ul style="list-style-type: none"> <li>▶ Insurance, Licensure, NYSERDA- Approval</li> <li>▶ Corporate Track Record</li> <li>▶ Local Project Experience</li> <li>▶ Multifamily Affordable Housing Experience</li> <li>▶ Operational Capacity               <ul style="list-style-type: none"> <li>• Size of team</li> <li>• Elements done in-house</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>▶ Solar Design               <ul style="list-style-type: none"> <li>• Thoughtful use of space</li> </ul> </li> <li>▶ Equipment Quality               <ul style="list-style-type: none"> <li>• High production factor at Year 25</li> </ul> </li> <li>▶ Warranties               <ul style="list-style-type: none"> <li>• 25 Year Panel Manufacturer</li> <li>• 12+ Year Inverter</li> <li>• 5+ Year Workmanship</li> </ul> </li> <li>▶ Implementation Plan               <ul style="list-style-type: none"> <li>• Thorough and aligns with other work</li> <li>• Roofing Coordination accounted for</li> <li>• Willingness to provide production guarantees</li> <li>• Offer long term operations and maintenance services, including ongoing production monitoring</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>▶ Pricing               <ul style="list-style-type: none"> <li>• Compare \$/Watt Pricing</li> <li>• Inquire about add-on pricing for an Operations &amp; Maintenance (O&amp;M) agreement.</li> </ul> </li> <li>▶ Interview and Communications</li> <li>▶ References</li> </ul>

**Note:** HCR’s Solar TAP can assist with procurement in various ways, from running a full RFP and soliciting bids from NYSERDA NY-Sun participating contractors, to consulting on an existing procurement process.



## Tips for Solar Contracts

Solar contracts, like all construction contracts, can vary. At minimum, the solar contract should include:

- ▶ System size and equipment details (panels, inverters, installation methods, etc.)
- ▶ Monitoring system, warranties and guarantees
- ▶ Interconnection method (behind the meter or new meter installed)
- ▶ Contracted cost (post-NYSERDA NY-Sun) and total amount paid to installer including the NYSEDA NY-Sun amount for reference

## Solar Installation Timeline

For most solar projects the majority of the timeline is devoted to engineering, permitting, and interconnection – the **actual installation usually takes just 1-4 weeks**, depending on system size. For buildings with new roofs being installed, make sure there is coordination between the roofer and solar contractor. Below is a standard timeline and milestone payment schedule. An installer’s schedule may differ depending on the project.

		Timeline after Commitment																																																		
Project Phase	months	1				2				3				4				5				6				7				8				9				10														
	weeks	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40										
CONTRACT & SCREENING		█																																																		
DESIGN & ENGINEERING						█																																														
PERMIT SUBMISSION										█																																										
INSTALLATION																								█																												
FINAL PROJECT INSPECTION & SIGN-OFF																																																				

### Notes on the NYSEDA NY-Sun Incentive:

The NYSEDA NY-Sun incentive is typically paid directly to the installer upon completion of the solar system, and must be passed on to the owner to reduce upfront costs.

Depending on the project, the NY-Sun incentive covers 20-60% of the total cost of the solar installation. Please note that incentive levels change over time. The contract must be signed and interconnection application submitted to secure the NY-Sun incentive. More information on solar incentives is available on Solar Incentive Guide on the HCR Solar webpage.