



HOW CPA HELPS YOU MOVE FORWARD:

PREQUALIFY INSTALLERS

check solar company references
and conduct site visits

MONITOR AND EXPLAIN DC SOLAR LAWS

insight on the policies that
shape offers

BID SOLICITATION

manage RFP's on your
behalf and help comp.
You still make all
decisions.

LEGAL REVIEW

work with CPA attorneys to
review and negotiate the most
beneficial terms & protect your
interests

UNDERSTANDING PROJECT ECONOMICS

knowing what drives project
finances to negotiate the most
value for members



SAMPLE PROJECT ECONOMICS:

SYSTEM

- System size: 100 kW (Enough to offset 20-40% of a mid-size building's electricity needs)
- System cost (paid by solar company): \$300,000 (Includes labor, material, financing, and profit)
- System value: \$900,000 (DC Solar, Incentive Revenue, Federal Tax Credit, Energy Savings)
- \$0 upfront cost to organization

SAVINGS

- \$12,000-\$14,000/year in energy savings (from free solar electricity)
- \$1,000-\$2,000/year in additional payments OR
- \$70,000 - \$90,000 in upfront cash toward roof replacement or other building upgrades
- 10%-15% savings on current retail electricity rate.

YOU ASK, WE ANSWER:

Will this cost me?

CPA does not charge you for our services. The vendors pay us directly. The CPA co-op vendor fee that is paid to us covers our ongoing operating costs and allows us to provide support to you and the vendor throughout the duration of your contract. Even with CPA's vendor fee included, our members typically get better deals through the group than on their own. Any profits we make are redistributed to our members.

If I participate in this RFP, do I need to move forward with the project?

You only move forward with a solar project if the economics and contract terms are attractive and if the timing is good for your organization. By committing to the RFP, you help make the group larger which gives us more negotiating power to get the best offers.

Why is now the right time for solar?

Washington DC recently passed one of the most aggressive clean energy policies in the country, with a commitment to generate 100% of electricity from renewable sources by 2032 with 10% coming from solar. These policies create great incentives that allow organizations to save money by going solar, but fluctuations in the value of these incentives can make it challenging to know if you're getting a good deal. Working with CPA adds transparency to this complex process.

Why should I participate in a group RFP?

Participating in a group RFP allows you to benefit from the group's buying power and gives us leverage to get better pricing. You are a part of a community that has similar challenges and needs and can navigate this process together.

WHY WORK WITH CPA?

CPA does the heavy lifting of finding vendors, creating the RFP, soliciting offers, evaluating bids, and providing you with customized summaries to help guide your decision.

You also get:

- Our industry expertise from over a decade of staff experience in the solar industry and over 30 projects installed with our members
- Our understanding of the laws that shape the value of solar and the underlying economics
- Our attorneys that help us review and revise contract terms to ensure the highest level of protection for our members
- 1-on-1 support to help during the decision-making process - presentations to boards and committees, answers to questions you have about solar, additional documents needed to help make your decision
- Ongoing support on vendor accountability and project management during implementation.

