



**GRID Alternatives**

**Single-family Affordable Solar Homes  
SASH Program**

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## **Sub-Contractor Partnership Program (SPP) Application**

**Instructions:** Review all Sub-Contractor Partnership Program (SPP) information in this application, provide all requested company information, and submit the completed and signed application to GRID Alternatives. If you have any questions, please contact GRID Alternatives at the above number or e-mail address.

### **SASH Program Information**

Please reference the California Solar Initiative (CSI) Program Handbook for a complete description of the SASH Program and its requirements.

The State of California offers the Single-family Affordable Solar Homes (SASH) Program to provide solar incentives to qualified low-income homeowners. The SASH program is a part of the California Solar Initiative and is funded by California ratepayers under the auspices of the California Public Utilities Commission (CPUC). For more information on the California Solar Initiative, see [www.GoSolarCalifornia.ca.gov](http://www.GoSolarCalifornia.ca.gov). GRID Alternatives is the Program Administrator for the SASH Program and manages the SASH Program on behalf of the CPUC.

The goal of the SASH program is to provide qualifying low-income homeowners with access to photovoltaic (PV) systems to decrease electricity usage and bills without increasing monthly household expenses. In addition to providing low-income homeowners with reduced electricity bills, the SASH Program will also benefit the communities it serves by leveraging local green-job training and workforce development programs to assist with installing the solar systems. To decrease the expense burden for low-income homeowners, the SASH Program provides eligible homeowners with a higher incentive than the CSI general market program. The SASH Program only offers the Expected Performance Based Buydown (EPBB) type incentive and does not offer the Performance Based Incentive (PBI). The SASH Program has seven incentive payment levels based on the applicant's tax liability and eligibility in the California Alternate Rates for Energy (CARE) program. Eligibility requirements are described in the CSI Program Handbook and include household income compared to the area median income (AMI), and the residence being owner-occupied, is located in an investor-owned utility territory, and meets the affordable housing requirements (see Public Utilities Code 2852).

GRID conducts homeowner outreach and screens potential applicants. GRID works directly with every homeowner throughout the application and installation process. GRID is the sole entity authorized by the CPUC to review and accept SASH Program Applications. Once GRID confirms applicant eligibility, GRID either conducts the installation itself or contacts a member of the SPP program to quote the installation project. GRID will install a project itself if it has the labor and equipment available to do so in the location of the installation site. GRID dedicates a portion of all installations to using workforce partnership labor, and most GRID installations use some volunteer labor. GRID has established relationships with equipment suppliers to provide low-cost equipment for solar installations. However, since the SASH program is available in all three investor-owned utility territories in California, and the volume of SASH installations is expected to be high, GRID may not have the capacity to do all installation jobs. The new SPP program will be a critical part of the SASH Program expansion and overall success.

GRID can alter or change the SPP Guidelines at any given time without prior notice to sub-contractor partners.

### **Sub-Contractor Partnership (SPP) Program Guidelines**

Contractors are invited to sign up to be part of the SPP program by filling out the attached application. Contractors that are part of the SPP program will be invited to provide quotes (bids) on specific installations. GRID will seek quotes from eligible SPP partners in a given geographic region on a rotating basis. If no SPP partner is available in a given geographic region, GRID will contact other available contractors within the region.

Any PV-solar contractor wanting to perform installations for the SASH Program must submit a completed SASH SPP Application and meet all program requirements. Contractors that are not part of the SASH SPP program will **not** be allowed to perform installations for the SASH Program. A contractor's acceptance into SPP does not guarantee the contractor will receive any SASH projects. Sub-Contractors may be removed from the SPP if they fail to comply with

program guidelines including the commitment to hire solar job trainees for SASH installations or if the quality of work does not meet GRID's standards.

### **Program Requirements**

The SPP Program Requirements are:

- Contractors must agree to comply with the general CSI Program Handbook, specifically the SASH Program section.
- Contractors must have an active C-10, C-46, A or B license.
- Contractors must have completed at least 10 PV solar installations under its current contractor license.
- Contractors must agree to the workforce partnership requirements information described below.
- Contractors must identify the areas (by county) in which they can install SASH projects.
- Contractors must agree to provide quotes using the SASH standard Request for Quote bid form and follow the Project Quotation process described below.
- Contractor's insurance must cover the employment of the workforce partnership hires, including temporary hires. The contractor may not utilize GRID's insurance, nor work under GRID's C-10 or C-46 license.

### **Workforce Partnership Requirement & Basic Agreement**

The sub-contractor agrees to hire one or more job/workforce trainee(s) on SASH installations to perform skilled work and/or receive on-site job training to perform skilled work through the duration of the installation. For time spent on each SASH installation, sub-contractor must pay job trainee(s) at a rate consistent with the sub-contractor's entry level or temporary worker wage. Sub-Contractor is responsible for hiring the job trainee for each installation and will need to provide GRID with the names of the workforce development program and job trainee used for each SASH installation. A current employee who graduated from an eligible PV-training program within 12 months of the installation project would fulfill the workforce partnership requirement.

Eligible PV installation and design training programs include those offered by a California Community College or other PV-training programs offered to the public by local government workforce development programs, community non-profits, private enterprises, or the electrical workers union with 40+ hours of instructional and/or hands-on PV installation and design training.

### **Project Quotation and Installation Process**

For each sub-contracted installation, GRID Alternatives will seek a quotation from an SPP contractor that serves that particular location/county. If no SPP partner exists for a specific location, GRID will identify potential contractors through the "GoSolar California" website and invite the contractor to become a SPP partner and bid the project. GRID Alternatives does not guarantee SASH Program installations for any sub-contractor partner.

**Request for Quotation (RFQ) form:** To simplify the quotation process for sub-contractor partners, GRID Alternatives will use a standardized quotation form that allows sub-contractors to quote either:

1) **Installation-only:** GRID Alternatives will purchase the PV modules and inverter(s). The sub-contractor will supply installation labor and all other materials and equipment required to complete the installation including, but not limited to, racking, disconnects, wire, conduit, and tools. Sub-contractor is responsible for a full system warranty (defects and performance) for 10 years.

2) **Full Turnkey:** Sub-contractor supplies all generating equipment, installation materials, labor, and full system warranty (defects and performance) for 10 years.

**Accepting Quotations:** GRID Alternatives will establish a reserve cost for each project. If the quotation is within 12% of the reserve cost, the sub-contractor will be awarded the project. If the quotation is over 12% of the predetermined reserve cost, then GRID Alternatives will seek a second quotation and will award the project to the lowest bidder or GRID Alternatives may choose to install the system itself if neither bid is deemed affordable to the homeowner.

After a sub-contractor is approved for a project, GRID Alternatives will execute a contract with the sub-contractor based on the cost terms specified in the quote.

**System Design and Installation:** SPP sub-contractors will be responsible for system design, permitting, installation, and providing full warranties. The sub-contractor must submit the EPBB Calculator results page to GRID Alternatives during the RFQ process. The PV-system must have a minimum Modified Design Factor of 95% to be eligible for the SASH Program (see CSI Program Handbook for details on the SASH Modified Design Factor).

**Building Permit & Field Inspections and Interconnection:** After the installation is completed, the sub-contractor is responsible for scheduling the city building department inspection and must submit a copy of the signed permit to GRID Alternatives after the system passes inspection. Subsequently, the sub-contractor must schedule interconnection with the appropriate utility company and must provide GRID with a copy of the utility’s confirmation of interconnection. Upon notice of the completed (passed) city building department inspection, GRID will schedule a mandatory third-party SASH field inspection. It will be the responsibility of the sub-contractor to remedy any problems identified by the city or field inspectors. GRID reserves the right to perform its own inspection on the quality and operability of any installation.

**Payment:** Payment for services will be issued to the sub-contractor only after the installed system is interconnected and has passed all required inspections.

<b>Applicant Information</b>			
Contractor Name		Principal Contact	
Street Address		City	Zip
Phone	Fax	Email	
Business license #	Contractor license #	License Type	Reseller’s license #

<b>Minimum Requirements:</b>	
• Your company has an active C-10, C-46, A or B contractor license issued by CA State License Board?	<b>Y/N:</b> _____
• Your company, under its current contractor’s license, has completed 10 or more PV-solar installations?	<b>Y/N:</b> _____
<b>Other Information:</b>	
• Your company's information is kept up-to-date in the “GoSolar California” database, including the “Area Company Serves” section?	<b>Y/N:</b> _____
If not, please provide a list of counties you serve: _____	
• Your company's “GoSolar California” database listing is the same as "Contractor Name" above.	<b>Y/N:</b> _____
If not, please list company name as listed in the database: _____	
• Your company's job training partnerships are an integral part of SASH. Are you able to hire job trainees in all of the counties listed in the "Area Company Serves" section above?	<b>Y/N:</b> _____
If not, list the counties you most easily serve using job trainees. _____	

**By participating in the SASH Program as a Sub-Contractor, I understand and agree to the SASH Program rules and the SASH Sub-Contractor Partnership Program guidelines referenced and described herein.**

**I declare under the penalty of perjury that the information in this Application is true and correct to the best of my knowledge. I also declare that I have read and agree to comply with the CSI Program Handbook, especially and including the SASH Program requirements.**

**Officer of Company Name:** \_\_\_\_\_ **Title:** \_\_\_\_\_

**Signature (Applicant):** \_\_\_\_\_ **Date:** \_\_\_\_\_