Name of Organization: GRID Alternatives

Project Title: Owner Occupied Solar Housing Program

Responses are due NO LATER THAN MONDAY, March 11th at 5:00pm. The responses must be Submitted as a Word Document using the format below. The responses should include both the Question and Answer. Responses must be submitted via email. Email should be addressed to Mike Goodison at mgoodison@cityofdavis.org. Responses should not be mailed.

DEADLINE: RESPONSES ARE DUE NO LATER THAN 5PM ON March 11, 2013.

1. What is the minimum amount of funding you could utilize to complete your proposed project or program?

We could serve any number of low-income homeowners with a “per home” cost-share, however we build in operational efficiencies (and thereby cost efficiencies) through economies of scale- in particular in travel and HOME funding administration expenses. We are requesting a cost-share of $4,655 per home at six or more, but would request a higher cost share of $5,464 per home for five or fewer homes.

2. Is there adequate demand for this product in low-income ownership housing units in Davis?

We believe that between the current City’s affordable portfolio and the ADA retrofits, there would be 15 low-income homeowners within the City that could benefit from our program. We have spoken with several homeowners and did preliminary site visits at the current affordable ownership developments in Davis. From this initial assessment, we believe most of the homes to have adequate solar access and good roofs, but would need one-on-one client outreach to confirm the income qualifications. The ADA retrofit homes would be simple to qualify, if they do not have too much shade.

3. What happens if GRID determines that there is not adequate demand once the program is started?

We use milestones for numbers of pre-qualified and qualified homeowners that let us know if we are on track to serve our target figure. We have never had a situation where we have asked a local government to extend a contract or reduce the contract because we could not qualify and install enough homeowners within the one-year contract period. We have come to our milestone dates and had to reconsider our outreach strategy and installation scheduling accordingly. If we did determine by December 31, 2013 (or any time thereafter) that it was not plausible that we would be able to serve and install 15 solar systems within the one-year contract period, we would discuss with the City of Davis what their preference would be: to reduce the contract size (number of households) or extend the contract period.
4. **Would the program record deed restrictions to properties that do not already have such recorded restrictions?**

   No, under the SASH rebate program, we only work with homes with established restrictions.

5. **Are the funds only used by the low-income households who are identified, based on need? How are the costs split?**

   Yes, the funds will be used only for HOME-qualified low-income homeowners. Costs are assigned on a per-home basis for 15 homes, with City funding assisting with solar equipment costs and staff travel costs to deliver our program to Davis.

6. **Given that state thresholds and definitions for low-income households are less stringent than HOME federal requirements, does GRID understand federal HOME definitions of low-income and has GRID used federal HOME funding in its programs before?**

   Yes, we do understand federal HOME income thresholds and have used HOME funding before. We would use a HOME specific application for Davis clients.

7. **Is there a season during which it is better to do the solar installation? The proposal shows installation from October to February, during rainy months.**

   Statewide, GRID Alternatives installed more than 1,000 homes in 2012. The North Valley office installs systems each month all year long- approximately 80 per year. While October through February is typically a rainy season, we do see isolated rain events clear into July. We do not believe it to be problematic to schedule installations from October through February.