

Solar Photovoltaic Electric Generating Systems
RFP# 13-080

March 6, 2013
Michael Greene, Procurement Officer
City of Tempe
Procurement Office
20 E. Sixth St.
Tempe, AZ 85281



Green Choice Solar

Dear Mr. Michael Greene,

On behalf of the Green Choice Solar team, we would like to thank you for the opportunity to submit our response for RFP#13-080.

We have assembled our team utilizing the most qualified team members and companies who are industry leaders in the Arizona solar market, including financial partner, Morgan Stanley. Morgan Stanley is an industry leader in the Arizona government market and we have already successfully completed numerous projects together, saving Arizona City Buildings and School Districts potentially millions of dollars. This documented experience was recently recognized in September, 2012, when the highly reputable Phoenix Business Journal awarded Green Choice Solar the 2nd fastest growing company in Arizona (based upon 2011 revenue reports).

Our efficient system design focuses on achieving maximum electrical output, while efficiently using the available space in the parking areas. Our system design combined with our vast experience in the photovoltaic market will benefit the City of Tempe greatly in attaining their goals of sustainability and creating predictable energy cost over the next 20 to 25 years.

We have designed and installed many solar systems within and above the range you have listed, anywhere from 4.880 kW systems to 1.6 MW. We are also very familiar with school and government procedures as we have designed and installed solar systems for over 35 schools and community projects, many of which utilize SSA's.

Our team already has extensive knowledge of the needs the City of Tempe, as evidenced by our technical drawings; and we are committed to exceeding them. We have reviewed both the District's electric consumption and anticipated growth, and have designed our proposal accordingly.

Our proposal is all-inclusive, containing the following execution procedures: planning, engineering, labor, materials, delivery, installation, interconnecting, financing, performance monitoring, commissioning and maintenance. SSA pricing for each system is contingent upon receiving utility incentives.



Green Choice Solar

Our experience, derived from completing some of the largest projects in the state, has enabled us to perfect our capabilities in planning, scheduling, execution and quality control. And our strong relationships, most notably with Morgan Stanley, the Biltmore Bank of Arizona, Key Equipment Leasing and numerous investors assures there will be no financial uncertainty.

We realize that the City of Tempe has many choices. However there is only one vendor that offers our level of experience with guaranteed savings for Arizona government and school buildings, only one choice: **Green Choice Solar.**

Again, thank you for the opportunity to work with you. We look forward to hearing from you.

Sincerely,

Mike Toomb
Chief Operating Officer
Green Choice Solar
15344 N. 83rd Way
Scottsdale, AZ 85260
480-398-2740

Vendor's Offer
Form 201-B (RFP)
"Return this Section with your Response"

It is required that Offeror complete, sign and submit the original of this form to the City Procurement Office with the proposal response. An unsigned "Vendor's Offer", late proposal response and/or a materially incomplete response will be considered nonresponsive and rejected.

Offeror is to type or legibly write in ink all information required below.

Company Name: <u>Green Choice Solar LLC & Energy Asset Holdings II LLC</u>	
Company Mailing Address: <u>15344 N. 83rd Way Ste. 101</u>	
City: <u>Scottsdale</u>	State: <u>AZ</u> Zip: <u>85260</u>
Contact Person: <u>Mike Toomb</u>	Title: <u>COO</u>
Phone No.: <u>480-398-2740</u>	FAX: <u>480-398-2761</u> E-mail: <u>mtoomb@greencchoicesolar.com</u>
Company Tax Information:	
Arizona Transaction Privilege (Sales) Tax No.:	<u>20480112</u> or _____
Arizona Use Tax No.:	_____
Federal I.D. No.:	<u>27-0232285</u>
City & State Where Sales Tax is Paid:	<u>Scottsdale, Arizona</u>
If a Tempe based firm, provide Tempe Transaction Privilege (Sales) Tax No.: _____	

THIS PROPOSAL IS OFFERED BY

Name of Authorized Individual (TYPE OR PRINT IN INK) Mike Toomb
Title of Authorized Individual (TYPE OR PRINT IN INK) COO

REQUIRED SIGNATURE OF AUTHORIZED OFFEROR (MUST SIGN IN INK)

By signing this Vendor's Offer, Offeror acknowledges acceptance of all terms and conditions contained herein and that prices offered were independently developed without consultation with any other Offeror or potential Offeror. In accordance with A.R.S. 35-393, et seq., the Offeror hereby certifies that it does not have scrutinized business operations in Iran or Sudan. Failure to sign and return this form with proposal response will be considered nonresponsive and rejected.

 3-5-13
Signature of Authorized Offeror Date

(H/RFP 3-2008)

Index

Green Choice **Solar**

Tab 1: Background Information

Tab 2: Proposed Project Team

Tab 3: Experience and Expertise of Firm

Tab 4: Financing and Risk Management Plan

Tab 5: Technical Approach

Tab 6: Monitoring System

Tab 7: Operations and Maintenance Plan

Tab 8: Pricing Proposal

Tab 9: Billing Plan

Tab 10: Warranties

Tab 11: Additional Contracts

Tab 12: Supplemental Forms

Background Information: Section A-F

Name of Firm: Green Choice Solar LLC

Form of business organization: Limited Liability Company

Year Founded: 2009

Years Operating In Phoenix: 4 years

Total Number of Employees: 25

Location of Firm: 15344 N. 83rd Way Suite 101 Scottsdale, AZ 85260

Geographical Reach: The state of Arizona

Primary Contact: Scott Yeager

Phone: 480-398-2740 Fax: 480-398-2761 syeager@greenchoicesolar.com

Number of Years in Solar Industry: 4 years

Number of Years Performing SSA Projects: 4 years

Percentages of Green Choice Solar's Work

Project Type	Lease	Purchase	SSA
Commercial	5%	27%	---
Government/ Schools	---	1%	39%
Nonprofit	8%	---	9%
Residential	4%	---	7%

Revenue Growth Percentages Over The Past Four Years

2009	2010	2011	2012
---	789%	346%	-32%

Background Information: Section G

Accreditations

APS Qualified Installer

SRP Listed Contractor

Better Business Bureau

Arizona Registrar of Contractors

N.A.B.C.E.P Certified

P.E. Certified Engineer

Awards

Award Name	Year	Given By:
#1 Solar Installer - Book of Lists	2012	Phoenix Business Journal
Arizona Corporate Excellence Award --2 nd Fastest Growing Company in Arizona	2012	Phoenix Business Journal
Industry Leaders of Arizona – Alternative Energy Finalist (<i>Awarded February 7, 2013</i>)	2012	AZ Business Magazine
AZRE RED Award: Project of the Year Nomination (<i>Awarded February 28, 2013</i>)	2012	Arizona Commercial Real Estate
#1 Solar Installer – Book of Lists	2011	Phoenix Business Journal
Valley's Healthiest Employer	2011	Phoenix Business Journal
APS Qualified Installer	2009- 2013	APS

Memberships

Local First Arizona

Mesa Chamber of Commerce

Background Information: Section H

Mission Statement

Green Choice Solar aspires to build a clean energy community in the southwest where everyone can be proud of the energy they use in their homes, schools and businesses.

Vision Statement

At Green Choice Solar, every client we serve is considered a partner. We work together for months, and in some instances, for years. Customer service is vital in keeping partnerships strong. We treat every partner with respect and great care. We do what it takes to provide the best PV systems for every client, and we do this by always putting the client needs first and delivering uniquely designed systems that will exceed their energy needs. We work hard to ensure that our partners are happy with the products and services they receive, and we stay with them after installation to make sure that their system is working up to their expectations. Our customer service philosophy is derived of four components:

1. **Uniquely designed systems**
2. **Genuine relationships**
3. **Accessibility**
4. **Innovation**

Uniquely designed systems

- Vigorous analysis and design are required for every project to ensure the design will meet energy offset needs, regional stipulations, building requirements and client vision.
- No two projects are treated alike. Each one is looked at individually with detailed site visits and frequent conversations on photovoltaic system features.

Genuine relationships

- Implementing a PV system is not a quick process. Although timelines vary for each project, at Green Choice Solar, we know that we will be working with our partners for a long time, from preliminary interest to system disposition 25 years later.
- We want to make sure that relationships are built, and that we work together as partners throughout the process.
- Every client will receive a uniquely designed system, and with that comes special relationships. We strive to deliver the best customer service to our clients by meeting all of their needs.

Accessibility

- Throughout the solar process, we recognize the critical need for accessibility. Our clients need to be able to reach us at all times with their questions, comments and concerns. As a local Arizona company we are not only accessible, we are only a few minutes away.

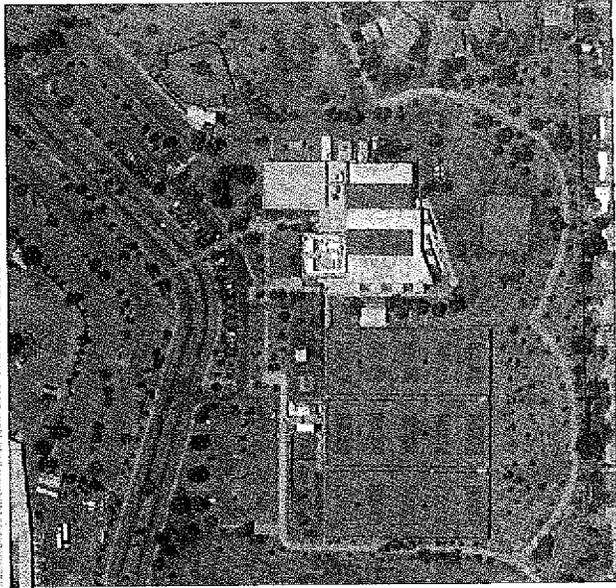
Innovation

- Through innovative practices, we are able to meet our clients where they are. This is accomplished through effective products, processes, services, technologies and ideas that are readily available through our own best practices knowledgebase.

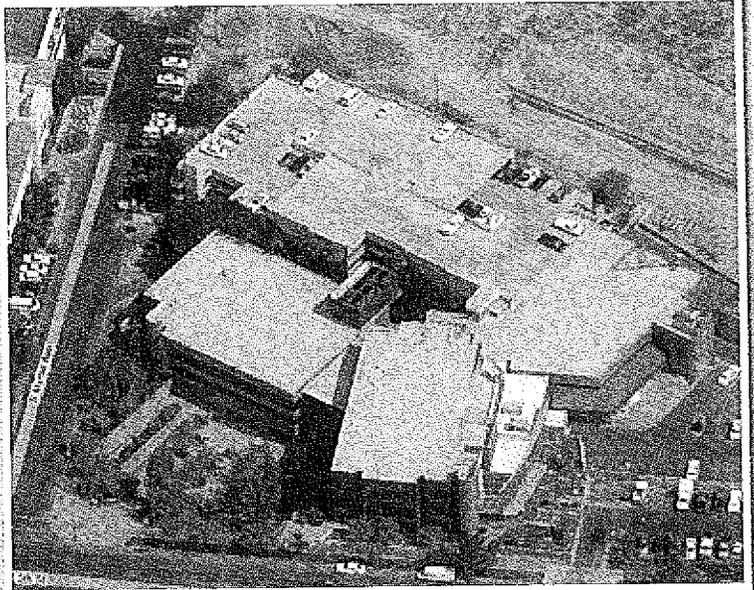
Background Information: Section I

City of Tempe Sites Proposed for SSA's

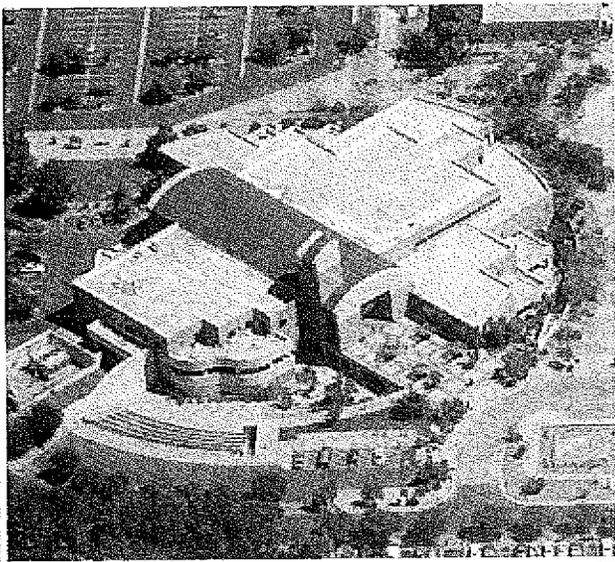
Kiwanis Recreation Center



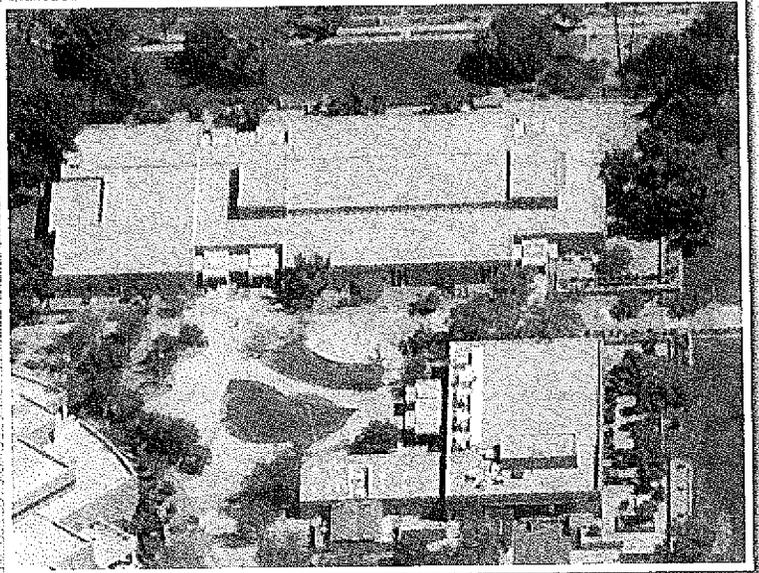
Police Courts Building



Public Library



History Museum

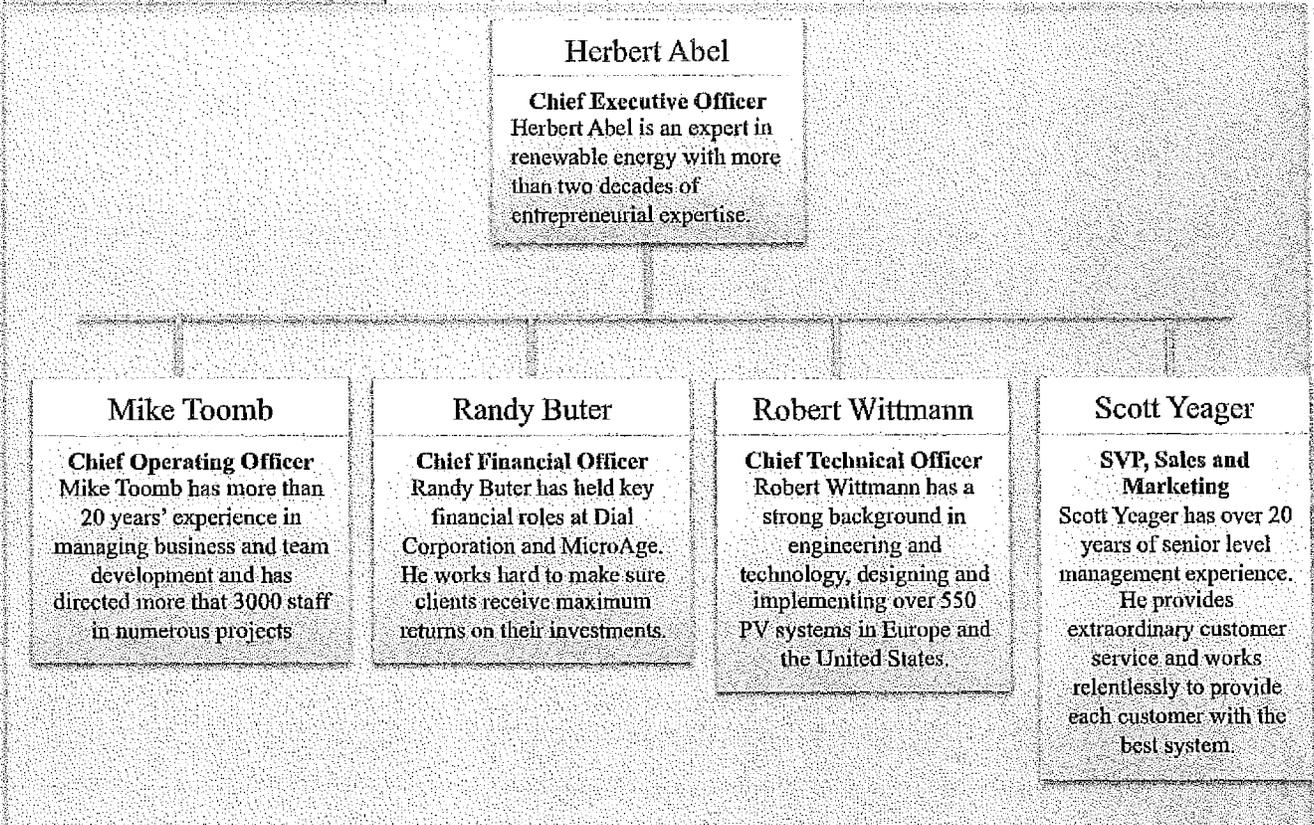


Please note that we are not submitting proposals for the following City of Tempe locations: Tempe City Hall, Tempe Center for the Arts, South Water Treatment Plant and Johnny G. Martinez Water Treatment Plant.

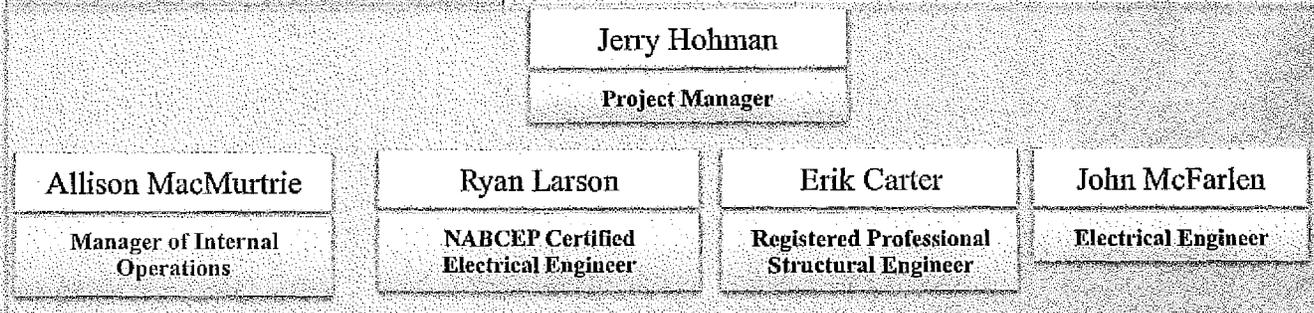
Proposed Project Team: Section A

Green Choice Solar has extensive solar experience at every level of our organization. From our installers to our executive management, our whole team is involved during the entire process on solar installations, ensuring only the most effective and efficient project execution.

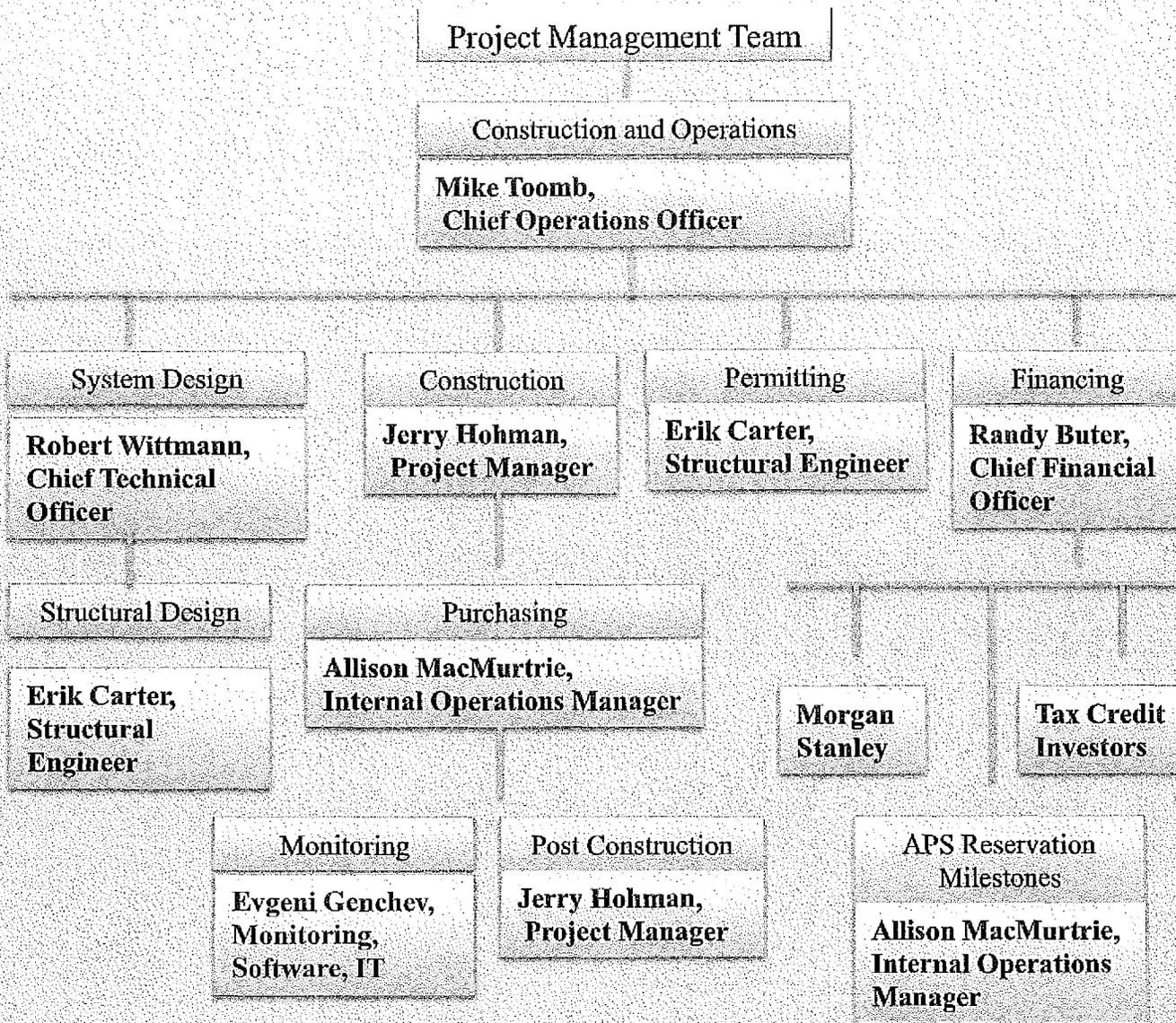
Our Executive Team



Project Management Staff



Proposed Project Team: Section A



Green Choice Solar utilizes every team member's experiences, skills and talents to install many different types of solar system installations. We provide an unmatched understanding of production modeling and the technology performance of modules, inverters, racking and parking structure systems. We analyze data from past and existing projects and refer to staff knowledge and experience to create best practices. "Best practiced" technology allows us to improve every future project. We have a dedicated project management team to ensure scheduled timelines are met in a fast and efficient methodology for system completion.

Proposed Project Team: Section B

Name	Years Serving	Contract	Title	Project Involvement
Mike Toomb	4 years	Employee	Chief Operating Officer	Manage all operations of system installation and maintenance
Randy Buter	4 years	Employee	Chief Financial Officer	Finance the SSA project and provide billing for the SSA
Robert Wittmann	4 years	Employee	Chief Technical Officer	Design and propose all projects
Jerry Hohman	4 years	Employee	Project Manager	Supervise project installation, construction, implementation, integration and operation
Erik Carter	4 years	Employee	Structural Engineer	Oversee structural engineering portion of projects and submit necessary permits
Ryan Larson	4 years	Employee	Electrical Engineer	Oversee electrical engineering, operations and maintenance
Allison MacMurturic	2 years	Employee	Manager of Internal Operations	Purchase all technology, project scheduling and implement APS milestones
Evgeni Genchev	4 years	Employee	Engineer	Draft electrical drawings and implement monitoring

Proposed Project Team: Section B

Green Choice Solar II takes pride in the selection of products and services we use to install solar systems in Arizona. Each piece of equipment is selected for quality, value and client system objectives. Our selection equipment program contains the following steps to ensure quality products, dependable performance and quick access.

Proof of Quality

We are committed to the selection of high standard solar equipment. The equipment selected for all projects must first undergo a rigorous quality control process. Each equipment provider we use must have a quality control program in place assuring equipment reliability and performance. We also source products and select manufacturers that exceed guaranteed performance minimums and offer extended warranties. Selection criteria includes panel manufacturers who utilize a positive-rating system in panel selection. Output wattage must be at or higher than manufacturer's rated wattage.

Rigorous Performance Testing

Green Choice Solar performs random verification of actual performance in comparison to manufacturer ratings, to insure that the product meets or exceeds our expectations.

Industry Reviews

Green Choice Solar utilizes manufacturer and product reviews based upon thousands of megawatts already installed, always on the watch for quality control concerns.

Suppliers

Technology	Supplier
Panels	S-Energy
Inverters	KACO and Solectria
Monitoring	Also Energy

Subcontractors

Technology	Supplier (selected upon bid process)
Electrical	DP Electric or K2 Electric,
Steel	Skyline Steel, IronCo
Trenching	Valley Trenching

Proposed Project Team: Section B

General Contractor Key Personnel Contact Information

Name	Company	Address	Phone Number	Specific Role
Mike Toomb	Green Choice Solar	15344 N. 83 rd Way Suite 101 Scottsdale, AZ 85260	480-398-2740	Chief Operations Officer
Allison MacMurtrie	Green Choice Solar	15344 N. 83 rd Way Suite 101 Scottsdale, AZ 85260	480-398-2740	Internal Operations Manager
Jerry Hohman	Green Choice Solar	15344 N. 83 rd Way Suite 101 Scottsdale, AZ 85260	480-398-2740	Project Manager

Sub-Contractor Key Personnel Contact Information

Company	Address	Phone Number	Specific Role
DP Electric	6002 S. Ash Ave. Tempe, AZ 85003	480-858-9070	Electrical
K2 Electric	4038 E. Superior Ave. Phoenix, AZ 85040	602-454-7800	Electrical
Ironco	1025 E. Broadway Road Phoenix, AZ 85040	602-243-5750	Steel
Skyline Steel	631 W. Commerce Ave Gilbert, AZ 85233	480-926-0122	Steel
Valley Trenching	915 S. Hohokam Dr. Tempe 85281	480-967-1111	Trenching

Suppliers

Technology	Company	Address	Phone Number	Specific Role
Solar Panels	S- Energy	8881 Von Karman Ave, Suite 760 Irvine, CA 92612	949-281-7897	Panel Manufacturer
Inverters	KACO	12438 Loma Rica Drive Ste. C Grass Valley, CA 95945	415-931-2046	Inverter Manufacturer
Inverters	Solectria	360 Merrimack Street Building 9, 2nd Floor Lawrence, MA 01843	978-683-9700	Inverter Manufacturer
Monitoring	Also Energy	1750 30th St. Suite 1 Boulder, CO 80308	866-303-5668	Monitoring

Proposed Project Team

Section C: Resumes

Chief Executive Officer: Herbert Abel

Herbert Abel is an expert in renewable energy with more than two decades of entrepreneurial expertise starting, managing and rapidly developing successful businesses. In 2004, he invested in a German biogas firm and became a member of its management board. He led the company through a period of rapid growth, making it a market leader in the biogas industry. In May 2006, the company successfully went public on the Frankfurt Stock Exchange. Prior to that, Herbert was a partner at a Munich-based consulting firm where he was responsible for M&A and Corporate Finance projects. Before that he was a shareholder and CEO of a Germany-based wireless infrastructure firm, which he sold to a strategic investor. Herbert holds an MBA from Heriot Watt University in Edinburgh.

Chief Financial Officer: Randy Buter

Prior to joining Green Choice Solar, Randy Buter held a key financial role at the Wolff Company, a real estate holding and investment company. Before that, Randy served as Director of Strategic Initiatives at MicroAge Inc., a company worth more than \$5 billion. At Green Choice Solar, Randy oversees financial modeling, budgeting and planning, risk management, IT direction as well as investor analysis. Randy holds a BS in Accounting from Drake University and a MBA from University of Phoenix.

Chief Operating Officer: Mike Toomb

Mike has more than 20 years' experience managing business operations and departmental teams in both the retail and construction industries. Combined with a strong background in the design and implementation of roofing systems, he has directed as many as 300 staff in numerous departments, overseeing expenditures, budgets and daily project goals. Mike has also served as a Sergeant in the United States Army and holds two degrees from Arizona State University, including a BS in Finance.

Chief Technical Officer: Robert Wittmann

Robert has been designing solar photovoltaic systems for 15 years. He has over 550 systems designed and installed in the United States and Germany. Robert started his career 25 years ago as a telecommunications engineer before becoming a photovoltaic industry specialist. He holds a strong background in engineering, sales and management. He holds a degree in Computer Science from University Rosenheim in Germany. Robert will be in charge of all design aspects for solar photovoltaic installations. This includes panel layout, structure overview, and cost projections. The CTO is also in charge of keeping abreast of technology advances with panel manufacturers and system design options, including structural design and support racking.

Senior VP of Sales and Marketing: Scott Yeager

Prior to joining the Green Choice Solar Team, Scott Yeager served as the CEO/Owner of a business intelligence consulting agency for over 19 years. During that time, Scott provided highly specialized and extremely accurate business intelligence and competitive analytics for numerous Fortune 500 companies and government entities. As a Green Choice Solar team member, Scott brings expertise in competitive analysis, ultimately benefit the Green Choice Solar clientele. Before that, Scott worked in the securities industry as a licensed stock broker.

Proposed Project Team

Section C: Resumes

Project Manager: Jerry Hohman

Jerry Hohman has been the Project Manager for large scale RFP's such as the PVUSD contract. He has maintained schedule compliance for as many as 15 sites simultaneously, comprising a total of 8 MW. Project Manager. Specifically, Jerry will be in charge of planning the construction schedule, coordinating the work with sub-contractors and vendors, and establishing milestone goals. He will also handle the assembly of permit packages and coordinate obtaining the appropriate permits necessary for the project's completion. Jerry will oversee and manage all aspects of the installation of solar photovoltaic projects. They will interact with design engineering, the customer and various levels of staffing necessary to complete the installation. The Project Manager will plan, execute and finalize projects according to strict deadlines and construction budgets. The Project Manager will also oversee quality control throughout a project's life cycle with daily follow-up, initiative and management, and communicating directly with the Chief Operating Officer of Green Choice Solar.

Project Superintendent: Ryan Larson

Ryan has been with Green Choice Solar since its inception. He has worked as Superintendent for all commercial projects for the last three years, directly overseeing 4 MW of installed projects on budget and in time. Ryan is a North American Board of Certified Energy Practitioners (NABCEP) certified electrician. Ryan will oversee and manage all construction aspects of solar photovoltaic installations. They will interact with the Operations department, Customers, and Installation teams to complete assigned tasks. The Superintendent will plan and schedule solar photovoltaic construction projects to ensure projects are completed in a timely manner. The Superintendent will plan, schedule, and coordinate crews, vendors, and materials, maintain corporate policies and discipline, maintain safety standards, ensure quality control, and manage administrative responsibilities in order to deliver projects according to plan. The Superintendent will communicate daily with the Project Manager and COO.

Structural Engineer: Erik Carter

Erik has been working as a structural engineer for over 14 years. Before coming to work with Green Choice, Erik was the owner of a structural engineering firm that provided structural services for everything from large residential to medium sized commercial projects. Erik holds a BS in Civil Engineering from Oregon State University. As structural engineer, he will assist in the overall management, coordination, and technical guidance for the installations of solar photovoltaic projects. They will interact with Management, Design, Engineering, Customers, Vendors, and various levels of staffing necessary to ensure high quality standards for installations. Erik will plan, execute, and ensure technical compliance for all project aspects according to strict deadlines and budgetary guidelines. Erik will oversee all technical project aspects with daily follow-up, communicating regularly with the Project Manager and COO on Technical Compliance.

Experience and Expertise of Firm

A: Statement of Experience

Green Choice Solar LLC

Green Choice Solar, LLC, is a leading solar energy integrator in the Southwest with a solar portfolio of 21 MW since 2009. Green Choice Solar has made a commitment to provide all of our clients with dependable, cost effective, and environmentally sound solutions, satisfying all of their renewable energy goals. Our team has the necessary expertise, technical knowledge, and capability to provide our clientele with turn-key systems that are compliant with local and state regulations.

At Green Choice Solar, we hold ourselves accountable to our clients and our community through honest and integral work ethics. Service is a key goal as we educate our clientele on the benefits of solar and clean energy. All systems are value added, complete with in-house design, financing, installation, maintenance and monitoring. At Green Choice Solar, excellence in customer service is as imperative as the technical product. Not only do we provide the most cutting-edge technologies with competitive pricing, our clientele comes away confident of both the product and the execution. At Green Choice Solar, we don't have customers; we have partners with the common mission to make a bright and sustainable future for Arizona.

The Green Choice Solar team has over 50 years combined experience in the design, engineering, and construction of photovoltaic systems. These range in size from 4 kW to 1.6 MW. We have a variety of solar programs for various customers. We have designed and implemented ground mount, shaded structure and rooftop solar systems. Our customers range from schools and government to residences to commercial entities. Our team is comprised of seasoned industry professionals, knowledgeable in all areas of renewable energy with particular expertise in solar. Our team has designed and installed over 550 solar projects worldwide, and includes certified Professional Engineers, and NABCEP certified electricians. We are also APS and SRP qualified installer.

Our ethical approach to business has been rewarded through outstanding growth in a short period of time:

- Awarded the Arizona Corporate Excellence (ACE) Award, 2012, as the 2nd fastest growing privately-held company in Arizona
- Recognized by Phoenix Business Journal, 2011, as the #1 commercial solar installer throughout the state of Arizona
- Awarded the Scottsdale Green By Design Award, 2010, by the Scottsdale Convention and Visitors Bureau
- Nominated for the Phoenix IMPACT Award by the Greater Phoenix Chamber of Commerce

Green Choice Solar doesn't only design and install solar systems, we form bonds in our community. We accomplish this through renewable education, philanthropy and the support of local and state economies.

We have had years of experience executing, installing and maintaining systems developed under SSA's. On the next several pages, we will highlight a few of our SSA projects, and we will also give a complete list of all of our projects including SSA's, purchases and leases.

Experience and Expertise of Firm A: Statement of Experience

Paradise Valley School District

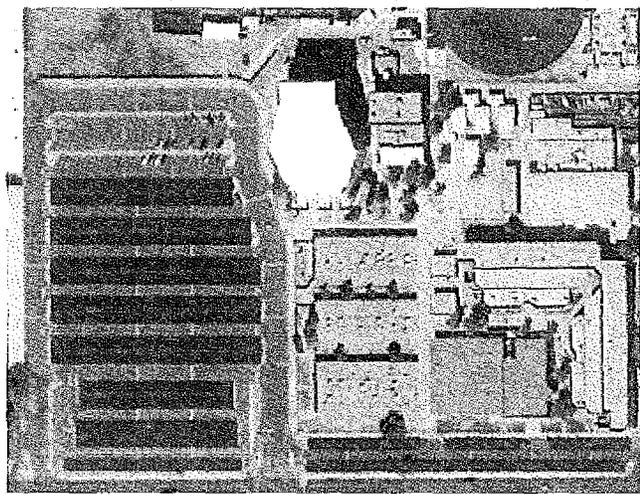
Green Choice Solar was awarded a 16 MW \$42 million RFP contract with the Paradise Valley Unified School District in 2009.

Solar System Types

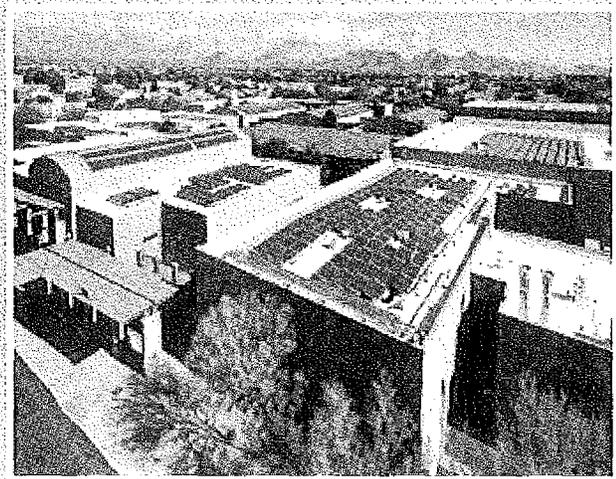
- Rooftop
- Shaded Structures: playground, outdoor teaching and eating spaces
- Shaded bus zones and parking structures.

Solar Project Types

- Community Centers
- Elementary, Middle and High Schools
- District Administrative Building



Project: Paradise Valley High School
System Size: 1,556 MWp
Annual Output: 2,557,018
Finance Model: SSA
Project Type: Car Shaded Structures
Utility: APS
Number of panels: 6,622
Environmental Impact 1st Year:
101,160,235 lbs. of CO2 emissions saved
1,176,884 trees planted
8,406 cars taken off the road



Project: Explorer Middle School
System Size: 634.950 kWp
Annual Output: 1,077,484kWh
Finance Model: SSA
Project Type: Flat Roof, Shading Canopy, and Car Shaded Structures
Utility: APS
Number of Panels: 750
Environmental Impact 1st Year:
42,627,207 lbs. of CO2 emissions saved
495,919 trees planted
3,542 cars taken off the road