

Attachment 7 - Pricing Schedule (a) - Multi-Family

RFP# 2025SEO01: Administration of Virginia Solar for All Single-Family and Multi-Family Sub-Programs

This Pricing Schedule should be filled out by Offerors submitting proposals for Multi-Family Solar Plus Storage sub-program.

Instructions: Offerors shall populate the "Deliverables/Tasks" column to include deliverables/tasks involved in achieving the milestone listed in the corresponding "Milestone" column. Offerors shall submit their Pricing Schedule in excel format, and the excel file is not included in the 25-page proposal page limit. Once a contract is finalized with the Contractor, the negotiated "Total Proposal Amount" will serve as the ceiling price that the contractor exceeds at its own risk.

FIXED PRICED, DELIVERABLE BASED PAYMENT SCHEDULE

Milestone	Deliverables/Tasks	Invoicing Schedule	Total Payment
PART A			
Communications with Virginia Energy, including Reporting and Compliance	(Offeror to fill in)	Monthly during Part A	\$ -
Program Design Validation Workshops, Setting Final Incentive Levels, and Development of Marketing, Education, and Outreach Strategy	(Offeror to fill in)	Monthly during Part A	\$ -
Development of Program Materials and Implementation Platform	(Offeror to fill in)	Monthly during Part A	\$ -
PART B			
Communications with Virginia Energy, including Reporting and Compliance	(Offeror to fill in)	Monthly during Part B	\$ -
Management and Disbursement of Grant Funding (Pre-Development, Enabling Upgrades, Storage)	(Offeror to fill in)	Monthly during Part B	\$ -
Management and Disbursement of Solar Revolving Loan Funding	(Offeror to fill in)	Monthly during Part B	\$ -
Execution of Marketing, Education and Outreach Plan and Stakeholder Engagement	(Offeror to fill in)	Monthly during Part B	\$ -
Project Close-out Reporting and Program Income Strategy	(Offeror to fill in)	One-time payment	\$ -
Total Cost			\$ -

OTHER COSTS

(Offeror to fill in)	
	\$ -
	\$ -
	\$ -
	\$ -
	\$ -
	\$ -
	\$ -
	\$ -
	\$ -
	\$ -
	\$ -
	\$ -
	\$ -
	\$ -
	\$ -
	\$ -
	\$ -
	\$ -
	\$ -
Total Other Costs	\$ -

TOTAL PROPOSAL  
AMOUNT

\$-

Provide any additional pricing information on ways Virginia Energy can realize additional savings through your company below, including efficiencies through administering both Single Family and Multi-Family sub-programs: