

**Attachment 7 - Pricing Schedule (a) - Single-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 Single Family Solar 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. Milestones are listed twice, once for Single Family Direct Ownership (SF-DO) and once for Single Family Third Party Ownership (SF-TPO) because Virginia Energy's EPA-approved budget includes separate line items for the SF-DO and SF-TPO sub-programs. The Contractor will need to separately track and invoice Virginia Energy for expenses for each sub-program. 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
<b>PART A</b>			
SF-DO: Communications with Virginia Energy, including Reporting and Compliance	(Offeror to fill in)	Monthly during Part A	\$ -
SF-DO: Development of Contractor and Financial Partner Network	(Offeror to fill in)	Monthly during Part A	\$ -
SF-DO: Establishment of Implementation Platform	(Offeror to fill in)	Monthly during Part A	\$ -
SF-DO: Program Design Validation Workshops, Setting Final Incentive Levels, and Development of Marketing, Education, and Outreach Strategy	(Offeror to fill in)	Monthly during Part A	\$ -
SF-TPO: Communications with Virginia Energy, Including Reporting and Compliance	(Offeror to fill in)	Monthly during Part A	\$ -
SF-TPO: Development of Contractor and Financial Partner Network	(Offeror to fill in)	Monthly during Part A	\$ -
SF-TPO: Establishment of Implementation Platform	(Offeror to fill in)	Monthly during Part A	\$ -
SF-TPO: Program Design Validation Workshops, Setting Final Incentive Levels, and Development of Marketing, Education, and Outreach Strategy	(Offeror to fill in)	One-time payment	\$ -
<b>PART B</b>			
SF-DO: Communications with Virginia Energy, including Reporting and Compliance	(Offeror to fill in)	Monthly during Part B	\$ -
SF-DO: Management and Continuous Improvement of Implementation Platform	(Offeror to fill in)	Monthly during Part B	\$ -
SF-DO: Management of Contractor Network and Financial Partner Network	(Offeror to fill in)	Monthly during Part B	\$ -
SF-DO: Management and Disbursement of Grant Funding	(Offeror to fill in)	Monthly during Part B	\$ -
SF-DO: Execution of Marketing, Education and Outreach Plan and Stakeholder Engagement	(Offeror to fill in)	Monthly during Part B	\$ -
SF-DO: Project Close-out Reporting	(Offeror to fill in)	One-time payment	\$ -
SF-TPO: Communications with Virginia Energy, including Reporting and Compliance	(Offeror to fill in)	Monthly during Part B	\$ -
SF-TPO: Management and Continuous Improvement of Implementation Platform	(Offeror to fill in)	Monthly during Part B	\$ -
SF-TPO: Management of Contractor Network and Financial Partner Network	(Offeror to fill in)	Monthly during Part B	\$ -
SF-TPO: Management and Disbursement of Grant Funding	(Offeror to fill in)	Monthly during Part B	\$ -
SF-TPO: Execution of Marketing, Education and Outreach Plan and Stakeholder Engagement	(Offeror to fill in)	Monthly during Part B	\$ -
SF-TPO: Project Close-out Reporting	(Offeror to fill in)	One-time payment	\$ -
<b>Total Cost</b>			<b>\$ -</b>

## OTHER COSTS

[illegible]

**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: