

**Exhibit A
Att A-1-Schedule**

CSCDA						
Project or Task Number	Task Name	Deliverable(s)	Planned (estimated) Start Date	Planned Completion Date	ARRA Funds	Leverage Funds
1.0	Administration		10/15/2010	3/30/2012		
1.1	Kick-off Meeting	Updated List of Leveraged Funds	10/21/2010	11/19/2010	20,249	0
		Updated List of Permits	10/21/2010	11/19/2010		
		Updated Schedule of Deliverables	10/21/2010	11/19/2010		
		Updated Gantt Chart	10/21/2010	11/19/2010		
	Commission Contract Manager Deliverables	Meeting Agenda				
		List of Expected Participants	10/21/2010	2/1/2012		
1.2	Invoices	Invoices for all allowable expenses Documentation as needed to support invoices	10/15/2010	3/30/2012	143,824	0
1.3	Subcontractors	Notices of new proposed subcontractors	10/21/2010	3/30/2012	8,427	0
1.4	Monthly Progress Reports	Monthly Progress Reports	11/15/2010	3/30/2012	344,966	0
1.5	Critical Program Review (CPRs)	CPR Report (for each CPR)	1/4/2011	1/30/2012	114,480	0
		Ancillary data and documentation (as required)	1/4/2011	1/23/2012		
		Summary of Program metrics attributable to leveraged funding	1/4/2011	1/23/2012		
	Commission Contract Manager Deliverables	Agenda				
		List of Expected Participants	1/4/2011	1/30/2012		
		Schedule for Written Determination	1/4/2011	1/30/2012		
		Written Determination	1/4/2011	1/30/2012		
1.6	Final Report		1/2/2012	1/30/2012	54,089	0
		Draft Outline of the Final Report	12/15/2011	2/1/2012	30,343	0
		Final Outline of the Final Report	1/2/2012	3/1/2012		
		Draft Final Report	1/30/2012	2/29/2012	72,964	0
		Final Report	3/15/2012	3/30/2012		
1.7	Final Meeting	Written documentation of meeting agreements and all pertinent information	3/1/2012	3/15/2012	11,112	0
		Schedule for completing closeout activities	1/2/2012	3/1/2012		
	Commission Contract Manager Deliverables	Final Report Instructions				
		Agenda	1/2/2012	2/1/2012		
		List of Expected Participants				
1.8	Leveraged Funds	Letter regarding leveraged funds or stating that no leveraged funds are provided	10/21/2010	1/20/2011	0	0
		Letter(s) for new leveraged funds	10/21/2010	3/1/2012		
		Copy of each leveraged fund commitment letter	10/21/2010	3/1/2012		
		Letter that leveraged funds were reduced (if applicable)	10/21/2010	3/1/2012		
1.9	Permits and CEQA Review	Letter documenting the permits or stating that no permits are required	10/21/2010	3/30/2012	0	0
		Updated list of permits as they change during the term of the Agreement	10/21/2010	3/30/2012		
		Updated schedule for acquiring permits as it changes during the term of the Agreement	10/21/2010	3/30/2012		
		Copies of any documents prepared pursuant to CEQA	10/21/2010	3/30/2012		
1.10	Deliverables	Letter requesting exemption from the electronic file format (if applicable)	10/21/2010	3/30/2012	0	0
1.11	Advisory Committee Participation	Meeting agendas. Recommendation reports.	10/21/2010	3/30/2012	249,249	0
1.12	Prevailing Wage Determinations and Weekly Certified Payrolls	Copies of applicable wage determinations. Weekly certified payrolls.			0	0
1.13	Historic Preservation Consultation	Consultation Package			0	0

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Project or Task Number	Task Name	Deliverable(s)	Planned (estimated) Start Date	Planned Completion Date	ARRA Funds	Leverage Funds
1.14	Waste Management Plan	Waste Management Plan			0	0
Administrative Tasks Sub-Total					\$ 946,395	\$ -

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Project or Task Number	Task Name	Deliverable(s)	Planned (estimated) Start Date	Planned Completion Date	ARRA Funds	Leverage Funds
Technical Tasks			10/15/2010	3/30/2012		
2.0	Technical Tasks/Program Delivery		10/15/2010	3/30/2012	0	0
2.1	Statewide Services				0	0
2.1-1	Draft Implementation Plan	Draft Implementation Plan	10/15/2010	11/15/2010	131,328	0
		Supporting materials	10/15/2010	11/15/2010		
2.1-2	Final Implementation Plan	Final Implementation Plan	10/15/2010	11/15/2010	47,830	0
		Supporting materials	10/15/2010	11/15/2010		
2.1-3	Sustainability Plan	Long-Term Sustainability Plan	10/15/2010	3/30/2012	259,870	0
		Supporting materials	10/15/2010	3/30/2012		
2.1-4	Design Clearinghouse and Finance Subsidy	Draft of Program Policies and Procedures which includes requirements for lender participation	10/15/2010	6/30/2011	1,046,065	0
			11	10/15/2010	3/30/2012	
		Draft finance subsidy structure	10/15/2010	6/30/2011		
2.1-5	Establish Clearinghouse and Finance Subsidy	Final Program Policies and Procedures	2/1/2011	11/1/2011	1,074,998	0
		Final Finance Subsidy Structure	2/1/2011	11/1/2011		
		Forms and Supporting Documents	2/1/2011	11/1/2011		
		Draft of Finance Clearinghouse RFQ	2/1/2011	11/1/2011		
		List of Enrolled Municipalities	2/1/2011	11/1/2011		
2.1-6	Administration of Clearinghouse and Finance Subsidy	Final Financial Product RFQ	3/1/2011	3/30/2012	4,445,625	69,500,000
		Monthly Summary of Program Finance Activities	3/1/2011	3/30/2012		
		* List of Financial Products and Accepted Lenders	3/1/2011	3/30/2012		
		* Updates on Research and Progress of Additional Financial Products	3/1/2011	3/30/2012		
		* Status of Credit Enhancement Funds	3/1/2011	3/30/2012		
		* Number and Status of Pre-Approved Applications	3/1/2011	3/30/2012		
2.1-7	Design and Implement Web Portal	Draft Energy Upgrade California Web Portal Design	10/15/2010	6/30/2011	2,563,111	0
		Final Energy Upgrade California Web Portal Design	12/31/2010	6/30/2011		
		Draft Web Portal Content for Information and County Pages	11/15/2010	6/30/2011		
		Final Web Portal Content for Information and County Pages	12/15/2010	6/30/2011		
		Draft Web Portal Functionality and Database Structure	10/15/2010	6/30/2011		
		Final Web Portal Functionality and Database Structure	1/4/2011	6/30/2011		
		Draft Content Protocols for County Uploads	11/15/2010	6/30/2011		
		Final Content Protocols for County Uploads	12/15/2010	6/30/2011		
2.1-8	Customize Web Portal	Draft Energy Upgrade California Web Portal Customized Design	12/15/2010	9/30/2011	1,017,900	0
		Final Energy Upgrade California Web Portal Customized Design	3/15/2011	9/30/2011		
		Draft Integration Plan for Multi-Family Project Development Tool	12/15/2010	9/30/2011		
		Final Integration Plan for Multi-Family Project Development Tool	6/1/2011	9/30/2011		
2.1-9	Maintain Web Portal	Beta Website for Testing Prior to Public Launch	10/15/2010	6/1/2011	544,763	0
		Full Public Website	10/15/2010	6/31/11		
		Summary of Monthly Website Statistics, Portal Improvements and Enhancements	10/15/2010	3/30/2012		
		Managemenet Plan for Content Protocol	10/15/2010	3/15/2011		

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Project or Task Number	Task Name	Deliverable(s)	Planned (estimated) Start Date	Planned Completion Date	ARRA Funds	Leverage Funds
2.1-10	Workforce Development	Workforce Incentive Program Plan	10/15/2010	3/30/2012	3,508,218	0
		Database Lookup Table of Complementary Programs	10/15/2010	3/30/2012		
		List of Available Contractors per Implementation Plan	10/15/2010	3/30/2012		
2.1-11	Quality Assurance, Energy Audits and Energy Savings Verification	Installation Data Report	10/15/2010	3/30/2012	749,975	0
2.1-12	Outreach, Marketing and Customer Support	Draft Incentive Design Plan	10/15/2010	3/30/2012	2,254,763	0
		Final Incentive Design Plan	10/15/2010	12/15/2010		
		Incentive Program Design Templates	10/15/2010	12/15/2010		
		Draft Marketing Toolkit	10/15/2010	11/15/2010		
		Final Marketing Toolkit	11/16/2010	12/15/2010		
		Draft Program Logos and promotional tools	10/15/2010	11/15/2010		
		Final Program Logos and Promotional Tools	11/16/2010	12/15/2010		
		Draft Protocols for using logos and promotional tools	11/15/2010	12/15/2010		
		Final Protocols for using logos and promotional tools	12/15/2010	1/3/2011		
		Education, outreach and promotional materials for each Region	11/1/2010	3/30/2012		
		Curriculum Designs for Training Seminars	10/15/2010	2/1/2010		
		Summary of proposed TV/Print/Radio adverts or PSAs (media plan and implementation)	10/29/2010	3/30/2012		
		Quarterly Report of estimated leveraged promotional reach of/metrics on all produced, and disseminated materials, event contacts and website traffic	10/15/2010	3/30/2012		
		Materials designs, signage, participant awards	10/15/2010	3/30/2012		
		Summary of program incentive measures and their effectiveness	10/15/2010	3/30/2012		
		Draft promotional designs, plans, and procedures	11/1/2010	11/22/2010		
		Final promotional designs, plans, and procedures	11/1/2010	12/30/2010		
		Summaries of customer service contacts, call logs and similar data (to be included in the Monthly Progress Report, as appropriate)	10/15/2010	3/30/2012		
		Customer service support tools	10/15/2010	3/30/2012		
		Report summarizing customer satisfaction feedback obtained from property owner	10/15/2010	3/30/2012		
2.1-13	Tracking and Reporting	Reports on the number of participating properties per county and Program-wide (to be included in the Monthly Progress Report, subtask 1.4)	10/15/2010	3/30/2012	2,131,910	0
		Reports on the energy savings associated with financed projects per county and Program-wide (to be included in the Monthly Progress Report, subtask 1.4)	10/15/2010	3/30/2012		
		Report on the impact and success of marketing efforts per county and Program-wide	10/15/2010	3/30/2012		
		Data Collection Reports	10/15/2010	3/30/2012		
2.2	Additional Services		10/15/2010	3/30/2012	0	0

**Exhibit A
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Project or Task Number	Task Name	Deliverable(s)	Planned (estimated) Start Date	Planned Completion Date	ARRA Funds	Leverage Funds
2.2-1	Regional Coordination and Development	Regional Coordination Reports (summaries of meetings, training, outreach events etc.)	10/15/2010	3/30/2012	3,620,615	1,008,000
		Quarterly Summary of Training Activities	10/15/2010	3/30/2012		
2.3	Regional Pilot Programs	Two (2) Draft Pilot Implementation Plans	10/15/2010	3/30/2012	0	0
		Two (2) Final Pilot Implementation Plans	10/15/2010	3/30/2012		
		List of Program Leads for each pilot program	10/15/2010	11/1/2010		
		Draft and final agreements with the Program Lead for each pilot program	11/1/2010	12/1/2010		
		Sections for each pilot program to be included in the Final Report	10/15/2010	1/17/2012		
		Reporting data for each pilot program (included in reports in sub-tasks 1.4, 2.1.11)	10/15/2010	3/30/2012		
		Bond documents, per county, if bonds are issued, per CA streets and Highways Code section 5898.22	10/15/2010	3/30/2012		
		Adopted local agency Resolutions	10/15/2010	3/30/2012		
		Notices provided to water and electricity service providers	10/15/2010	3/30/2012		
		Summary of Validation action results	10/15/2010	3/30/2012		
		Assessment payment schedules	10/15/2010	3/30/2012		
2.3-1	Residential PACE Program		10/15/2010	3/30/2012	3,000,000	0
2.3-2	Commercial PACE Program		10/15/2010	3/30/2012	5,495,000	0
					0	0
Technical Tasks Sub-Total					\$ 31,891,969	\$ 70,508,000
Total					\$ 32,838,364	\$ 70,508,000

Exhibit B

Att B-1 Summary

Summary Project Budget		ARRA Reimbursable Task Costs	Task Leverage Funds	Total Task Costs
CSCDA				
1.0	Administration	946,395	0	946,395
Project Technical Activities				
2.0	Technical Tasks/Program Delivery			0
2.1	Statewide Services			0
2.1-1	Draft Implementation Plan	131,328		131,328
2.1-2	Final Implementation Plan	47,830		47,830
2.1-3	Sustainability Plan	259,870		259,870
2.1-4	Design Clearinghouse and Finance Subsidy	1,046,065		1,046,065
2.1-5	Establish Clearinghouse and Finance Subsidy	1,074,998		1,074,998
2.1-6	Administration of Clearinghouse and Finance Subsidy	4,445,625		4,445,625
2.1-7	Design and Implement Web Portal	2,563,111		2,563,111
2.1-8	Customize Web Portal	1,017,900		1,017,900
2.1-9	Maintain Web Portal	544,763		544,763
2.1-10	Workforce Development	3,508,218		3,508,218

Exhibit B

Att B-1 Summary

2.1-11	Quality Assurance, Energy Audits and Energy Savings Verification	749,975		749,975
2.1-12	Outreach, Marketing and Customer Support	2,254,763		2,254,763
2.1-13	Tracking and Reporting	2,131,910		2,131,910
2.2	Additional Services			
2.2-1	Regional Coordination and Development	3,620,615	1,008,000	4,628,615
2.3	Regional Pilot Programs			
2.3-1	Residential PACE Program	3,000,000		3,000,000
2.3-2	Commercial PACE Program	5,495,000		5,495,000
	Technical Activities Subtotals	31,891,969	1,008,000	32,899,969
		Total ARRA Cost	Total Leverage Funds	Total Project Cost
Project Totals		32,838,364	1,008,000	33,846,364

Exhibit B
Att B-2-ContractorARRA

CSCDA		Personal Services		Project Operating Expenses					Indirect Costs			ARRA Reimbursable Task Costs
		Direct Labor	Fringe Benefits	Materials	Equipment	Travel	Misc.	Sub-contractors	Indirect Overhead	G&A	Profit ¹	
1.0 Project Administration Activities												
1.1	Kick-off Meeting	1,100	528					18,005	352	264	0	20,249
1.2	Invoices	22,060	10,589					98,821	7,059	5,294	0	143,824
1.3	Subcontractors		0					8,427	0	0	0	8,427
1.4	Monthly Progress Reports	22,100	10,608					299,882	7,072	5,304	0	344,966
1.5	Critical Program Review (CPRs)	4,400	2,112					105,504	1,408	1,056	0	114,480
1.6	Final Report	1,100	528	0	0	0	0	51,845	352	264	0	54,089
	Final Report Outline	500	240					18,726	160	120	0	19,746
	Final Report	600	288					28,781	192	144	0	30,005
1.7	Final Meeting		0					11,112	0	0	0	11,112
1.8	Leveraged Funds							0				
1.9	Permits and CEQA Review							0				
1.10	Deliverables							0				
1.11	Advisory Committee Participation	48,400	23,232	10,000		5,000		135,513	15,488	11,616	0	249,249
1.12	Prevailing Wage Determinations and Weekly Certified Payrolls		0					0	0	0	0	0
1.13	Historic Preservation Consultation		0					0	0	0	0	0
1.14	Waste Management Plan		0					0	0	0	0	0
	Administration Activities Subtotals	99,160	47,597	10,000	0	5,000	0	729,108	31,731	23,798	0	946,395

Exhibit B Att B-2-ContractorARRA

Budget for ARRA Reimbursement to Contractor		Personal Services		Project Operating Expenses					Indirect Costs			ARRA Reimbursable Task Costs
CSCDA		Direct Labor	Fringe Benefits	Materials	Equipment	Travel	Misc.	Sub-contractors	Indirect Overhead	G&A	Profit ¹	
Project Technical Activities (Delete or add rows as necessary)								0				
2.0	Technical Tasks/Program Delivery		0					0	0	0	0	0
2.1	Statewide Services		0					0	0	0	0	0
2.1-1	Draft Implementation Plan	7,800	3,744					115,416	2,496	1,872	0	131,328
2.1-2	Final Implementation Plan	3,300	1,584					41,098	1,056	792	0	47,830
2.1-3	Sustainability Plan	22,000	10,560					214,990	7,040	5,280	0	259,870
2.1-4	Design Clearinghouse and Finance Subsidy	22,000	10,560					1,001,185	7,040	5,280	0	1,046,065
2.1-5	Establish Clearinghouse and Finance Subsidy	22,000	10,560				75,000	955,118	7,040	5,280	0	1,074,998
2.1-6	Administration of Clearinghouse and Finance Subsidy		0					4,445,625	0	0	0	4,445,625
2.1-7	Design and Implement Web Portal		0					2,563,111	0	0	0	2,563,111
2.1-8	Customize Web Portal	0	0					1,017,900	0	0	0	1,017,900
2.1-9	Maintain Web Portal	0	0					544,763	0	0	0	544,763
2.1-10	Workforce Development	0	0					3,508,218	0	0	0	3,508,218
2.1-11	Quality Assurance, Energy Audits and Energy Savings Verification	0	0					749,975	0	0	0	749,975
2.1-12	Outreach, Marketing and Customer Support	0	0					2,254,763	0	0	0	2,254,763
2.1-13	Tracking and Reporting	44,400	21,312					2,041,334	14,208	10,656	0	2,131,910
2.2	Additional Services	0	0					0	0	0	0	0
2.2-1	Regional Coordination and Development		0					3,620,615	0	0	0	3,620,615
2.3	Regional Pilot Programs	0	0					0	0	0	0	0
2.3-1	Residential PACE Program	0	0					3,000,000	v	0	0	3,000,000
2.3-2	Commercial PACE Program	0	0					5,495,000	0	0	0	5,495,000

**Exhibit B
Att B-2-SubARRA**

Budget for ARRA Reimbursement to Major Subcontractor #1		Personal Services		Project Operating Expenses					Indirect Costs			ARRA Reimbursable Task Costs for Sub #1
<input type="checkbox"/> DVBE Sub		Direct Labor	Fringe Benefits	Materials	Equipment	Travel	Misc.	Sub-contractors	Indirect Overhead	G&A	Profit ¹	
Ecology Action												
1.0 Project Administration Activities												
1.1	Kick-off Meeting	5,250	2,100			500			2,352	1,470	1,117	12,789
1.2	Invoices	32,640	13,056						14,623	9,139	6,946	76,404
1.3	Subcontractors	3,600	1,440						1,613	1,008	766	8,427
1.4	Monthly Progress Reports	121,440	48,576						54,405	34,003	25,842	284,267
1.5	Critical Program Review (CPRs)	24,000	9,600			1,700			10,752	6,720	5,107	57,879
1.6	Final Report	18,800	7,520	500	0	0	3,000	0	8,422	5,264	4,001	47,507
	Final Report Outline	8,000	3,200						3,584	2,240	1,702	18,726
	Final Report	10,800	4,320	500			3,000		4,838	3,024	2,298	28,781
1.7	Final Meeting	3,600	1,440			800			1,613	1,008	766	9,227
1.8	Leveraged Funds											
1.9	Permits and CEQA Review											
1.10	Deliverables											
1.11	Advisory Committee Participation	29,120	11,648	500		2,000	2,000	39,902	13,046	8,154	6,197	112,566
1.12	Prevailing Wage Determinations and Weekly Certified Payrolls		0						0	0	0	0
1.13	Historic Preservation Consultation		0						0	0	0	0
1.14	Waste Management Plan		0						0	0	0	0
	Administration Activities Subtotals	238,450	95,380	1,000	0	5,000	5,000	39,902	106,826	66,766	50,742	609,066

**Exhibit B
Att B-2-SubARRA**

Budget for ARRA Reimbursement to Major Subcontractor #1		Personal Services		Project Operating Expenses					Indirect Costs			ARRA Reimbursable Task Costs for Sub #1
<input type="checkbox"/> DVBE Sub		Direct Labor	Fringe Benefits	Materials	Equipment	Travel	Misc.	Sub-contractors	Indirect Overhead	G&A	Profit ¹	
Ecology Action												
Project Technical Activities (Delete or add rows as necessary)												
2.0	Technical Tasks/Program Delivery								0	0	0	0
2.1	Statewide Services								0	0	0	0
2.1-1	Draft Implementation Plan	36,344	14,537			1,500	400		16,282	10,176	7,734	86,973
2.1-2	Final Implementation Plan	12,115	4,846			800	800		5,427	3,392	2,578	29,958
2.1-3	Sustainability Plan	85,603	34,241						38,350	23,969	18,216	200,380
2.1-4	Design Clearinghouse and Finance Subsidy		0						0	0	0	0
2.1-5	Establish Clearinghouse and Finance Subsidy		0						0	0	0	0
2.1-6	Administration of Clearinghouse and Finance Subsidy		0						0	0	0	0
2.1-7	Design and Implement Web Portal		0						0	0	0	0

**Exhibit B
Att B-2-SubARRA**

Budget for ARRA Reimbursement to Major Subcontractor #1		Personal Services		Project Operating Expenses					Indirect Costs			ARRA Reimbursable Task Costs for Sub #1
<input type="checkbox"/> DVBE Sub		Direct Labor	Fringe Benefits	Materials	Equipment	Travel	Misc.	Sub-contractors	Indirect Overhead	G&A	Profit ¹	
Ecology Action												
2.1-8	Customize Web Portal		0						0	0	0	0
2.1-9	Maintain Web Portal		0						0	0	0	0
2.1-10	Workforce Development	200,984	80,394			22,080	3,000,000		90,041	56,276	42,769	3,492,543
2.1-11	Quality Assurance, Energy Audits and Energy Savings Verification	281,090	112,436			92,000			125,928	78,705	59,816	749,975
2.1-12	Outreach, Marketing and Customer Support	311,322	124,529			74,500	35,000		139,472	87,170	66,249	838,243
2.1-13	Tracking and Reporting	672,070	268,828		12,400		290,000		301,087	188,180	143,016	1,875,581
2.2	Additional Services		0						0	0	0	0
2.2-1	Regional Coordination and Development	1,199,938	479,975		64,000	127,400	70,200	550,200	537,572	335,983	255,347	3,620,615
2.3	Regional Pilot Programs		0						0	0	0	0
2.3-1	Residential PACE Program		0						0	0	0	0
2.3-2	Commercial PACE Program		0						0	0	0	0
									0	0	0	0
Technical Activities Subtotals		2,799,465	1,119,786	0	76,400	318,280	3,396,400	550,200	1,254,160	783,850	595,726	10,894,268

Major Subcontractor #1	Direct Labor	Fringe Benefits	Materials	Equipment	Travel	Misc.	Minor Subcontractors	Indirect Overhead	G&A	Profit	Major Sub #1 ARRA Reimbursable Cost
ARRA Reimbursable Totals	3,037,915	1,215,166	1,000	76,400	323,280	3,401,400	590,102	1,360,986	850,616	646,468	11,503,333
Percent of the Total	26%	11%	0%	1%	3%	30%	5%	12%	7%	6%	100%
Total project expenses =							4,392,182	Total overhead & profit =		2,858,070	

(1) Subcontractor profit is not allowed on Sub-subcontractor invoices and profit cannot exceed 10% of the ARRA funds allocated to the Task.

**Exhibit B
Att B-2a-SubARRA**

Budget for ARRA Reimbursement to Major Subcontractor #2		Personal Services		Project Operating Expenses					Indirect Costs			ARRA Reimbursable Task Costs for Sub #1
		Direct Labor	Fringe Benefits	Materials	Equipment	Travel	Misc.	Sub-contractors	Indirect Overhead	G&A	Profit ¹	
<input type="checkbox"/> DVBE Sub												
Renewable Funding												
1.0 Project Administration Activities												
1.1	Kick-off Meeting		0			150			0	0	0	150
1.2	Invoices	7,500	1,875						1,125	1,500	1,013	13,013
1.3	Subcontractors		0						0	0	0	0
1.4	Monthly Progress Reports	9,000	2,250						1,350	1,800	1,215	15,615
1.5	Critical Program Review (CPRs)		0			600			0	0	0	600
1.6	Final Report	2,500	625	0	0	0	0	0	375	500	338	4,338
	Final Report Outline	1,000	250						150	200	135	
	Final Report	1,500	375						225	300	203	
1.7	Final Meeting	1,000	250			150			150	200	135	1,885
1.8	Leveraged Funds		0						0	0	0	
1.9	Permits and CEQA Review		0						0	0	0	
1.10	Deliverables		0						0	0	0	
1.11	Advisory Committee Participation	3,050	763			1,080			458	610	412	6,372
1.12	Prevailing Wage Determinations and Weekly Certified Payrolls		0						0	0	0	0
1.13	Historic Preservation Consultation		0						0	0	0	0
1.14	Waste Management Plan		0						0	0	0	0
	Administration Activities Subtotals	23,050	5,763	0	0	1,980	0	0	3,458	4,610	3,112	41,972
Project Technical Activities (Delete or add rows as necessary)									0	0	0	

**Exhibit B
Att B-2a-SubARRA**

Budget for ARRA Reimbursement to Major Subcontractor #2		Personal Services		Project Operating Expenses					Indirect Costs			ARRA Reimbursable Task Costs for Sub #1
		Direct Labor	Fringe Benefits	Materials	Equipment	Travel	Misc.	Sub-contractors	Indirect Overhead	G&A	Profit ¹	
<input type="checkbox"/> DVBE Sub												
Renewable Funding												
2.0	Technical Tasks/Program Delivery		0						0	0	0	0
2.1	Statewide Services		0						0	0	0	0
2.1-1	Draft Implementation Plan	1,800	450			240			270	360	243	3,363
2.1-2	Final Implementation Plan	1,000	250						150	200	135	1,735
2.1-3	Sustainability Plan	3,000	750						450	600	405	5,205
2.1-4	Design Clearinghouse and Finance Subsidy	519,000	129,750			720	100,000		77,850	103,800	70,065	1,001,185
2.1-5	Establish Clearinghouse and Finance Subsidy	550,500	137,625						82,575	110,100	74,318	955,118
2.1-6	Administration of Clearinghouse and Finance Subsidy	199,000	49,750			360	4,000,000	100,000	29,850	39,800	26,865	4,445,625
2.1-7	Design and Implement Web Portal	1,406,300	351,575			480	60,000		210,945	281,260	189,851	2,500,411
2.1-8	Customize Web Portal	320,000	80,000					400,000	48,000	64,000	43,200	955,200
2.1-9	Maintain Web Portal	240,000	60,000				73,500		36,000	48,000	32,400	489,900
2.1-10	Workforce Development		0						0	0	0	0
2.1-11	Quality Assurance, Energy Audits and Energy Savings Verification		0						0	0	0	0
2.1-12	Outreach, Marketing and Customer Support		0						0	0	0	0
2.1-13	Tracking and Reporting	86,500	21,625						12,975	17,300	11,678	150,078
2.2	Additional Services		0						0	0	0	0
2.2-1	Regional Coordination and Development		0						0	0	0	0
2.3	Regional Pilot Programs		0						0	0	0	0
2.3-1	Residential PACE Program		0						0	0	0	0
2.3-2	Commercial PACE Program		0						0	0	0	0
0.0	0		0						0	0	0	0
Technical Activities Subtotals		3,327,100	831,775	0	0	1,800	4,233,500	500,000	499,065	665,420	449,159	10,507,819

**Exhibit B
Att B-2a-SubARRA**

Budget for ARRA Reimbursement to Major Subcontractor #2		Personal Services		Project Operating Expenses					Indirect Costs			ARRA Reimbursable Task Costs for Sub #1
<input type="checkbox"/> DVBE Sub		Direct Labor	Fringe Benefits	Materials	Equipment	Travel	Misc.	Sub-contractors	Indirect Overhead	G&A	Profit ¹	
Renewable Funding												
Major Subcontractor #2		Direct Labor	Fringe Benefits	Materials	Equipment	Travel	Misc.	Minor Subcontractors	Indirect Overhead	G&A	Profit	Major Sub #1 ARRA Reimbursable Cost
ARRA Reimbursable Totals		3,350,150	837,538	0	0	3,780	4,233,500	500,000	502,523	670,030	452,270	10,549,790
Percent of the Total		32%	8%	0%	0%	0%	40%	5%	5%	6%	4%	100%
								Total project expenses =	4,737,280	Total overhead & profit =	1,624,823	

(1) Subcontractor profit is not allowed on Sub-subcontractor invoices and profit cannot exceed 10% of the ARRA funds allocated to the Task.

**Exhibit B
Att B-2b-SubARRA**

Budget for ARRA Reimbursement to Sub 1 of Major Subcontractor #1		Personal Services		Project Operating Expenses					Indirect Costs			ARRA Reimbursable Task Costs for Sub #1
		Direct Labor	Fringe Benefits	Materials	Equipment	Travel	Misc.	Sub-contractors	Indirect Overhead	G&A	Profit ¹	
<input type="checkbox"/> DVBE Sub												
MIG												
1.0 Project Administration Activities												
1.1	Kick-off Meeting	1,600	640			50			400	1,920	456	5,066
1.2	Invoices	3,000	1,200						750	3,600	855	9,405
1.3	Subcontractors		0						0	0	0	0
1.4	Monthly Progress Reports		0						0	0	0	0
1.5	Critical Program Review (CPRs)	15,000	6,000						3,750	18,000	4,275	47,025
1.6	Final Report		0	0	0	0	0	0	0	0	0	0
	Draft Final Report		0						0	0	0	0
	Final Report		0						0	0	0	0
1.7	Final Meeting		0						0	0	0	0
1.8	Leveraged Funds		0						0	0	0	0
1.9	Permits and CEQA Review		0						0	0	0	0
1.10	Deliverables		0						0	0	0	0
1.11	Advisory Committee Participation	5,000	2,000			900			1,250	6,000	1,425	16,575
1.12	Prevailing Wage Determinations and Weekly Certified Payrolls		0						0	0	0	0
1.13	Historic Preservation Consultation		0						0	0	0	0
1.14	Waste Management Plan		0						0	0	0	0
	Administration Activities Subtotals	24,600	9,840	0	0	950	0	0	6,150	29,520	7,011	78,071
Project Technical Activities (Delete or add rows as necessary)												
2.0	Technical Tasks/Program Delivery											
2.1	Statewide Services											
2.1-1	Draft Implementation Plan	8,000	3,200						2,000	9,600	2,280	25,080
2.1-2	Final Implementation Plan	3,000	1,200						750	3,600	855	9,405

**Exhibit B
Att B-2b-SubARRA**

Budget for ARRA Reimbursement to Sub 1 of Major Subcontractor #1		Personal Services		Project Operating Expenses					Indirect Costs			ARRA Reimbursable Task Costs for Sub #1
		Direct Labor	Fringe Benefits	Materials	Equipment	Travel	Misc.	Sub-contractors	Indirect Overhead	G&A	Profit ¹	
<input type="checkbox"/> DVBE Sub												
MIG												
2.1-3	Sustainability Plan	3,000	1,200						750	3,600	855	9,405
2.1-4	Design Clearinghouse and Finance Subsidy		0						0	0	0	0
2.1-5	Establish Clearinghouse and Finance Subsidy		0						0	0	0	0
2.1-6	Administration of Clearinghouse and Finance Subsidy		0						0	0	0	0
2.1-7	Design and Implement Web Portal	20,000	8,000						5,000	24,000	5,700	62,700

**Exhibit B
Att B-2b-SubARRA**

Budget for ARRA Reimbursement to Sub 1 of Major Subcontractor #1		Personal Services		Project Operating Expenses					Indirect Costs			ARRA Reimbursable Task Costs for Sub #1
		Direct Labor	Fringe Benefits	Materials	Equipment	Travel	Misc.	Sub-contractors	Indirect Overhead	G&A	Profit ¹	
<input type="checkbox"/> DVBE Sub												
MIG												
2.1-8	Customize Web Portal	20,000	8,000						5,000	24,000	5,700	62,700
2.1-9	Maintain Web Portal	17,500	7,000						4,375	21,000	4,988	54,863
2.1-10	Workforce Development	5,000	2,000						1,250	6,000	1,425	15,675
2.1-11	Quality Assurance, Energy Audits and Energy Savings Verification		0						0	0	0	0
2.1-12	Outreach, Marketing and Customer Support	152,000	60,800	12,000		3,000	925,000		38,000	182,400	43,320	1,416,520
2.1-13	Tracking and Reporting	5,000	2,000						1,250	6,000	1,425	15,675
2.2	Additional Services											
2.2-1	Regional Coordination and Development		0						0	0	0	0
2.3	Regional Pilot Programs											
2.3-1	Residential PACE Program		0						0	0	0	0
2.3-2	Commercial PACE Program		0						0	0	0	0
0.0			0						0	0	0	0
		233,500	93,400	12,000	0	3,000	925,000	0	58,375	280,200	66,548	1,672,023

Sub 1 of Subcontractor #1	Direct Labor	Fringe Benefits	Materials	Equipment	Travel	Misc.	Minor Subcontractors	Indirect Overhead	G&A	Profit	Major Sub #1 ARRA Reimbursable Cost
ARRA Reimbursable Totals	258,100	103,240	12,000	0	3,950	925,000	0	64,525	309,720	73,559	1,750,094
Percent of the Total	15%	6%	1%	0%	0%	53%	0%	4%	18%	4%	100%
Total project expenses =							940,950	Total overhead & profit =		447,804	

(1) Subcontractor profit is not allowed on Sub-subcontractor invoices and profit cannot exceed 10% of the ARRA funds allocated to the Task.

**Exhibit B
Att B-2c1-SubARRA**

Budget for ARRA Reimbursement to Sub 2 of Major Subcontractor #1		Personal Services		Project Operating Expenses					Indirect Costs			ARRA Reimbursable Task Costs for Sub #1
<input type="checkbox"/> DVBE Sub		Direct Labor	Fringe Benefits	Materials	Equipment	Travel	Misc.	Sub-contractors	Indirect Overhead	G&A	Profit ¹	
County of Sacramento												
1.0 Project Administration Activities												
1.1	Kick-off Meeting		0						0	0	0	0
1.2	Invoices		0						0	0	0	0
1.3	Subcontractors		0						0	0	0	0
1.4	Monthly Progress Reports		0						0	0	0	0
1.5	Critical Program Review (CPRs)		0						0	0	0	0
1.6	Final Report		0						0	0	0	0
	Draft Final Report		0						0	0	0	0
	Final Report		0						0	0	0	0
1.7	Final Meeting		0						0	0	0	0
1.8	Leveraged Funds		0						0	0	0	0
1.9	Permits and CEQA Review		0						0	0	0	0
1.10	Deliverables		0						0	0	0	0
1.11	Advisory Committee Participation	20,300	11,165			800	400		3,147	4,090	0	39,902
1.12	Prevailing Wage Determinations and Weekly Certified Payrolls		0						0	0	0	0
1.13	Historic Preservation Consultation		0						0	0	0	0
1.14	Waste Management Plan		0						0	0	0	0
	Administration Activities Subtotals	20,300	11,165	0	0	800	400	0	3,147	4,090	0	39,902
Project Technical Activities (Delete or add rows as necessary)												
2.0	Technical Tasks/Program Delivery											
2.1	Statewide Services											
2.1-1	Draft Implementation Plan		0						0	0	0	0
2.1-2	Final Implementation Plan		0						0	0	0	0

**Exhibit B
Att B-2c1-SubARRA**

Budget for ARRA Reimbursement to Sub 2 of Major Subcontractor #1		Personal Services		Project Operating Expenses					Indirect Costs			ARRA Reimbursable Task Costs for Sub #1
		Direct Labor	Fringe Benefits	Materials	Equipment	Travel	Misc.	Sub-contractors	Indirect Overhead	G&A	Profit ¹	
<input type="checkbox"/> DVBE Sub												
County of Sacramento												
2.1-3	Sustainability Plan		0						0	0	0	0
2.1-4	Design Clearinghouse and Finance Subsidy		0						0	0	0	0
2.1-5	Establish Clearinghouse and Finance Subsidy		0						0	0	0	0
2.1-6	Administration of Clearinghouse and Finance Subsidy		0						0	0	0	0
2.1-7	Design and Implement Web Portal		0						0	0	0	0

**Exhibit B
Att B-2c1-SubARRA**

Budget for ARRA Reimbursement to Sub 2 of Major Subcontractor #1		Personal Services		Project Operating Expenses					Indirect Costs			ARRA Reimbursable Task Costs for Sub #1
		Direct Labor	Fringe Benefits	Materials	Equipment	Travel	Misc.	Sub-contractors	Indirect Overhead	G&A	Profit ¹	
<input type="checkbox"/> DVBE Sub												
County of Sacramento												
2.1-8	Customize Web Portal		0						0	0	0	0
2.1-9	Maintain Web Portal	0	0						0	0	0	0
2.1-10	Workforce Development	0	0						0	0	0	0
2.1-11	Quality Assurance, Energy Audits and Energy Savings Verification	0	0						0	0	0	0
2.1-12	Outreach, Marketing and Customer Support	0	0						0	0	0	0
2.1-13	Tracking and Reporting	0	0						0	0	0	0
2.2	Additional Services											
2.2-1	Regional Coordination and Development	0	0						0	0	0	0
2.3	Regional Pilot Programs											
2.3-1	Residential PACE Program	0	0						0	0	0	0
2.3-2	Commercial PACE Program	0	0						0	0	0	0
												0
Technical Activities Subtotals		0	0	0	0	0	0	0	0	0	0	0

Sub 2 of Major Subcontractor #1	Direct Labor	Fringe Benefits	Materials	Equipment	Travel	Misc.	Minor Subcontractors	Indirect Overhead	G&A	Profit	Major Sub #1 ARRA Reimbursable Cost
ARRA Reimbursable Totals	20,300	11,165	0	0	800	400	0	3,147	4,090	0	39,902
Percent of the Total	51%	28%	0%	0%	2%	1%	0%	8%	10%	0%	100%
Total project expenses =							1,200	Total overhead & profit =		7,237	

(1) Subcontractor profit is not allowed on Sub-subcontractor invoices and profit cannot exceed 10% of the ARRA funds allocated to the Task.

**Exhibit B
Att B-2c2-SubARRA**

Budget for ARRA Reimbursement to Sub 3 of Major Subcontractor #1		Personal Services		Project Operating Expenses					Indirect Costs			ARRA Reimbursable Task Costs for Sub #1
<input type="checkbox"/> DVBE Sub		Direct Labor	Fringe Benefits	Materials	Equipment	Travel	Misc.	Sub-contractors	Indirect Overhead	G&A	Profit ¹	
California Center for Sustainable Energy (CCSE)												
1.0 Project Administration Activities												
1.1	Kick-off Meeting		0						0	0	0	0
1.2	Invoices		0						0	0	0	0
1.3	Subcontractors		0						0	0	0	0
1.4	Monthly Progress Reports		0						0	0	0	0
1.5	Critical Program Review (CPRs)		0						0	0	0	0
1.6	Final Report		0						0	0	0	0
	Draft Final Report		0						0	0	0	0
	Final Report		0						0	0	0	0
1.7	Final Meeting		0						0	0	0	0
1.8	Leveraged Funds		0						0	0	0	0
1.9	Permits and CEQA Review		0						0	0	0	0
1.10	Deliverables		0						0	0	0	0
1.11	Advisory Committee Participation		0						0	0	0	0
1.12	Prevailing Wage Determinations and Weekly Certified Payrolls		0						0	0	0	0
1.13	Historic Preservation Consultation		0						0	0	0	0
1.14	Waste Management Plan		0						0	0	1	1
	Administration Activities Subtotals	0	0	0	0	0	0	0	0	0	0	0
Project Technical Activities (Delete or add rows as necessary)												
2.0	Technical Tasks/Program Delivery		0						0	0	0	0
2.1	Statewide Services		0						0	0	0	0
2.1-1	Draft Implementation Plan		0						0	0	0	0
2.1-2	Final Implementation Plan		0						0	0	0	0

**Exhibit B
Att B-2c2-SubARRA**

Budget for ARRA Reimbursement to Sub 3 of Major Subcontractor #1		Personal Services		Project Operating Expenses					Indirect Costs			ARRA Reimbursable Task Costs for Sub #1
		Direct Labor	Fringe Benefits	Materials	Equipment	Travel	Misc.	Sub-contractors	Indirect Overhead	G&A	Profit ¹	
<input type="checkbox"/> DVBE Sub												
California Center for Sustainable Energy (CCSE)												
2.1-3	Sustainability Plan		0						0	0	0	0
2.1-4	Design Clearinghouse and Finance Subsidy		0						0	0	0	0
2.1-5	Establish Clearinghouse and Finance Subsidy		0						0	0	0	0
2.1-6	Administration of Clearinghouse and Finance Subsidy		0						0	0	0	0
2.1-7	Design and Implement Web Portal		0						0	0	0	0

**Exhibit B
Att B-2c2-SubARRA**

Budget for ARRA Reimbursement to Sub 3 of Major Subcontractor #1		Personal Services		Project Operating Expenses					Indirect Costs			ARRA Reimbursable Task Costs for Sub #1
<input type="checkbox"/> DVBE Sub		Direct Labor	Fringe Benefits	Materials	Equipment	Travel	Misc.	Sub-contractors	Indirect Overhead	G&A	Profit ¹	
California Center for Sustainable Energy (CCSE)												
2.1-8	Customize Web Portal		0						0	0	0	0
2.1-9	Maintain Web Portal	0	0						0	0	0	0
2.1-10	Workforce Development	0	0						0	0	0	0
2.1-11	Quality Assurance, Energy Audits and Energy Savings Verification	0	0						0	0	0	0
2.1-12	Outreach, Marketing and Customer Support	0	0						0	0	0	0
2.1-13	Tracking and Reporting	0	0						0	0	0	0
2.2	Additional Services	0	0						0	0	0	0
2.2-1	Regional Coordination and Development	103,000	42,230			4,400	800		28,840	73,130	0	252,400
2.3	Regional Pilot Programs	0	0						0	0	0	0
2.3-1	Residential PACE Program		0						0	0	0	0
2.3-2	Commercial PACE Program		0						0	0	0	0
			0						0	0	0	0
Technical Activities Subtotals		103,000	42,230	0	0	4,400	800	0	28,840	73,130	0	252,400

Sub 3 of Major Subcontractor #1	Direct Labor	Fringe Benefits	Materials	Equipment	Travel	Misc.	Minor Subcontractors	Indirect Overhead	G&A	Profit	Major Sub #1 ARRA Reimbursable Cost
ARRA Reimbursable Totals	103,000	42,230	0	0	4,400	800	0	28,840	73,130	0	252,400
Percent of the Total	41%	17%	0%	0%	2%	0%	0%	11%	29%	0%	100%
Total project expenses =							5,200	Total overhead & profit =		101,970	

(1) Subcontractor profit is not allowed on Sub-subcontractor invoices and profit cannot exceed 10% of the ARRA funds allocated to the Task.

**Exhibit B
Att B-2c3-SubARRA**

Budget for ARRA Reimbursement to Sub 4 of Major Subcontractor #1		Personal Services		Project Operating Expenses					Indirect Costs			ARRA Reimbursable Task Costs for Sub #1
		Direct Labor	Fringe Benefits	Materials	Equipment	Travel	Misc.	Sub-contractors	Indirect Overhead	G&A	Profit ¹	
<input type="checkbox"/> DVBE Sub												
Valley Vision												
1.0 Project Administration Activities												
1.1	Kick-off Meeting		0						0	0	0	0
1.2	Invoices		0						0	0	0	0
1.3	Subcontractors		0						0	0	0	0
1.4	Monthly Progress Reports		0						0	0	0	0
1.5	Critical Program Review (CPRs)		0						0	0	0	0
1.6	Final Report		0						0	0	0	0
	Draft Final Report		0						0	0	0	0
	Final Report		0						0	0	0	0
1.7	Final Meeting		0						0	0	0	0
1.8	Leveraged Funds		0						0	0	0	0
1.9	Permits and CEQA Review		0						0	0	0	0
1.10	Deliverables		0						0	0	0	0
1.11	Advisory Committee Participation		0						0	0	0	0
1.12	Prevailing Wage Determinations and Weekly Certified Payrolls		0						0	0	0	0
1.13	Historic Preservation Consultation		0						0	0	0	0
1.14	Waste Management Plan		0						0	0	0	0
	Administration Activities Subtotals	0	0	0	0	0	0	0	0	0	0	0
Project Technical Activities (Delete or add rows as necessary)												
2.0	Technical Tasks/Program Delivery		0						0	0	0	0
2.1	Statewide Services		0						0	0	0	0
2.1-1	Draft Implementation Plan		0						0	0	0	0
2.1-2	Final Implementation Plan		0						0	0	0	0

**Exhibit B
Att B-2c3-SubARRA**

Budget for ARRA Reimbursement to Sub 4 of Major Subcontractor #1		Personal Services		Project Operating Expenses				Indirect Costs			ARRA Reimbursable Task Costs for Sub #1	
<input type="checkbox"/> DVBE Sub		Direct Labor	Fringe Benefits	Materials	Equipment	Travel	Misc.	Sub-contractors	Indirect Overhead	G&A		Profit ¹
Valley Vision												
2.1-3	Sustainability Plan		0						0	0	0	0
2.1-4	Design Clearinghouse and Finance Subsidy		0						0	0	0	0
2.1-5	Establish Clearinghouse and Finance Subsidy		0						0	0	0	0
2.1-6	Administration of Clearinghouse and Finance Subsidy		0						0	0	0	0
2.1-7	Design and Implement Web Portal		0						0	0	0	0

**Exhibit B
Att B-2c3-SubARRA**

Budget for ARRA Reimbursement to Sub 4 of Major Subcontractor #1		Personal Services		Project Operating Expenses					Indirect Costs			ARRA Reimbursable Task Costs for Sub #1
		Direct Labor	Fringe Benefits	Materials	Equipment	Travel	Misc.	Sub-contractors	Indirect Overhead	G&A	Profit ¹	
<input type="checkbox"/> DVBE Sub												
Valley Vision												
2.1-8	Customize Web Portal		0						0	0	0	0
2.1-9	Maintain Web Portal	0	0						0	0	0	0
2.1-10	Workforce Development	0	0						0	0	0	0
2.1-11	Quality Assurance, Energy Audits and Energy Savings Verification	0	0						0	0	0	0
2.1-12	Outreach, Marketing and Customer Support	0	0						0	0	0	0
2.1-13	Tracking and Reporting	0	0						0	0	0	0
2.2	Additional Services	0	0						0	0	0	0
2.2-1	Regional Coordination and Development	190,000	58,900			4,400	800		0	43,700	0	297,800
2.3	Regional Pilot Programs	0	0						0	0	0	0
2.3-1	Residential PACE Program		0						0	0	0	0
2.3-2	Commercial PACE Program	0	0						0	0	0	0
			0						0	0	0	0
Technical Activities Subtotals		190,000	58,900	0	0	4,400	800	0	0	43,700	0	297,800

Sub 4 of Major Subcontractor #1	Direct Labor	Fringe Benefits	Materials	Equipment	Travel	Misc.	Minor Subcontractors	Indirect Overhead	G&A	Profit	Major Sub #1 ARRA Reimbursable Cost
ARRA Reimbursable Totals	190,000	58,900	0	0	4,400	800	0	0	43,700	0	297,800
Percent of the Total	64%	20%	0%	0%	1%	0%	0%	0%	15%	0%	100%
Total project expenses =							5,200	Total overhead & profit =		43,700	

(1) Subcontractor profit is not allowed on Sub-subcontractor invoices and profit cannot exceed 10% of the ARRA funds allocated to the Task.

Exhibit B Att B-3-ContractorRates

CSCDA

		Projected Hourly Rates (\$)				Projected Total Hours Worked		
		Dates:		From: 7/1/10	From: 7/1/11		From:	From:
		To: 6/30/11	To: 3/31/12	To:	To:			
Name	Job Classification/Title	(\$) Ceiling Rate	(\$) Ceiling Rate	(\$) Ceiling Rate	(\$) Ceiling Rate			
Jake Bayham	Program Manager	50.00	50.00			1334		
Alexis Turner	Program Manager	75.00	75.00			1243		
David hofmayer	Program Manager	50.00	50.00			1333		
James Hamill	Program Manager	100.00	100.00			167		
Jon Penkower	Program Manager	100.00	100.00			166		
Bryan Shumey	Program Manager	75.00	75.00			30		
Scott Carper	Program Manager	75.00	75.00			30		
Nancy Que	Program Manager	75.00	75.00			30		

* Your actual billable rates cannot exceed the ceiling rates specified in this exhibit.

* As a reminder, this sheet lists unloaded (that is, before fringe benefits or any other overhead) rates.

Exhibit B Att B-3-SubRates

Ecology Action		Projected Hourly Rates (\$)				Projected Total Hours Worked
Dates:		From: 7/1/10	From: 7/1/11	From:	From:	
Name		To: 6/30/11	To: 3/31/12	To:	To:	
Job Classification/Title	(\$) Ceiling Rate	(\$) Ceiling Rate	(\$) Ceiling Rate	(\$) Ceiling Rate	(\$) Ceiling Rate	
Gine Johnson	Executive Director	79.63	82.02			836
Mahlon Aldridge	Vice President	57.47	59.19			990
Jim Murphy	Vice President	67.30	69.32			704
Chuck Tremper	Vice President	57.25	58.96			1,254
Margaret Bruce	Vice President	56.25	57.94			2,750
Evan Parker	Finance Director	49.75	51.24			200
Sharon Evans	Accounting Clerk	29.61	30.50			1,430
Victor Aguilar	IT Director	36.45	37.54			400
Colin Clark	Program Manager	42.57	43.85			2,610
Gene Thomas	Senior Analyst	42.96	44.25			400
Anna Hirst	Communications Coord	28.88	29.75			660
Paul Martinez	Program Admin	30.35	31.26			2,600
Sherry Bryan	Senior Program Specialist	30.11	31.01			200
Brennen Jensen	Senior Program Manager	49.21	50.68			2,650
Arch Mott	Systems Analyst	50.26	51.77			506
TBD	Bilingual Coordinator	38.50	39.66			2,600
TBD	Analyst	35.12	36.18			80
TBD	Energy Efficiency Specialist	36.14	37.23			80
TBD	Training Manager	39.00	40.17			2,600
TBD	Associate Program Manager	44.54	45.87			80
TBD	Senior Program Coordinator	30.90	31.83			80
TBD	Program Coordinator	27.93	28.77			80
TBD	Contract Administrator	29.45	30.33			80
TBD	Senior Vice President	64.38	66.31			400
TBD	Regional Coordinator	40.00	41.20			2,600
TBD	Deputy Program Director	52.00	53.56			2,600
TBD	Applications Developer	40.73	41.95			80
TBD	Program Specialist	30.84	31.76			2,600
TBD						

* Your actual billable rates cannot exceed the rates specified in this exhibit.
 * As a reminder, this sheet lists unloaded (that is, before fringe benefits or any other overhead) rates.

Exhibit B Att B-3a-SubRates

Renewable Funding

Name		Job Classification/Title		Projected Hourly Rates (\$)				Projected Total Hours Worked		
				Dates:		From:	From:		From:	From:
				To:	To:	To:	To:			
				(%) Ceiling Rate	(%) Ceiling Rate	(%) Ceiling Rate	(%) Ceiling Rate			
Cisco DeVries	Executive			106.09	109.27					
Mimi Frusha	Executive			106.09	109.27					
Joanna Karger	Executive			106.09	109.27					
Scott Straight	Executive			106.09	109.27					
Andrew Griffin	Finance Manager			72.98	75.17					
Barry Scott	General Counsel			106.09	109.27					
Joe Pasalodos	Operations Director			82.40	84.87					
Annie Henderson	Program Director			82.40	84.87					
Adam Byrnes	Program Manager			72.98	75.17					
Mike Marcus	Program Manager			72.98	75.17					
Anthony Harrison	Project Manager			66.67	68.67					
Sarah Horn	Project Manager			66.67	68.67					
TBD	Project Manager			66.67	68.67					
Daniel Etra	Technology Director			82.40	84.87					
Darrell Fuhriman	Technology Director			82.40	84.87					
John Wilger	Technology Director			82.40	84.87					
Renee Damm	Technology Director			82.40	84.87					
Ravu Gadad	Technology Director			82.40	84.87					
TBD	Technology Director			82.40	84.87					
Craig Watkins	Technology Manager			72.98	75.17					
Andrew Bean	Technology Manager			72.98	75.17					
Wayne Huang	Technology Manager			72.98	75.17					
Dave Miller	Technology Manager			72.98	75.17					
Laurie Kemmerer	Technology Manager			72.98	75.17					
Sam Livingston-Gray	Technology Manager			72.98	75.17					
TBD	Technology Manager			72.98	75.17					
Cliff Staton	VP of Marketing			106.09	109.27					

- * Your actual billable rates cannot exceed the rates specified in this exhibit.
- * As a reminder, this sheet lists unloaded (that is, before fringe benefits or any other overhead) rates.

Exhibit B Att B-3c-SubRates

MIG

		Projected Hourly Rates (\$)				Projected Total Hours Worked			
		Dates:		From:	7/1/11		From:		
		From:	7/1/10	To:	6/30/11		To:	3/31/12	
Name	Job Classification/Title	(\$)	Ceiling Rate	(\$)	Ceiling Rate	(\$)	Ceiling Rate	(\$)	Ceiling Rate
Daniel Iacofano	Consulting Principal	63.46		65.36					
Mindy Craig	Principal	55.29		56.95					
Carie DeRuitter	Principal/Creative Director	50.00		51.50					
Joyce Vollmer	Communcations Director	56.25		57.94					
Tim Carroll	Project Manager	38.46		39.61					
Ed Canalin	Proj. Mngr Sr. Graphic Designer	45.67		47.04					
Lisa Tyler	Proj Mgr/Graphic Designer	36.78		37.88					
Jill Eulate	Prject Manager/Writer	41.00		42.23					
Joan Chaplick	Project Manager/Faciliator	41.00		42.23					
Sarah Davis	Project Manager/Writer	35.10		36.15					
Susan Hartman	Project Associate	26.92		27.73					
Faylin Paciski	Project Manager	37.74		38.87					

Exhibit B Att B-3d-SubRates

Ecology Action Sub-Subcontractors and Vendors with Labor Hours

CCSE

Dates:		Projected Hourly Rates (\$)					Projected Total Hours Worked					
		From:	6/1/10	From:	7/1/10	From:		7/1/11	From:		From:	
		To:	6/30/10	To:	6/30/11	To:		3/31/12	To:		To:	
Name	Job Classification/Title	(\$)	(\$)	(\$)	(\$)	(\$)						
Jeremy Hutman	PACE Program Manager		28.87	29.74						1000		
Matthew Messina	PACE Associate Program Manager		22.10	22.76						20		
Jesse Fulton	Whole-house Retrofit Program		32.69	33.67						20		
Chuck Colgan	Copywriter		23.17	23.87						20		
Terry Clapham	DG Program Manager		42.41	43.68						20		
Siobhan Foley	Director of Education & Outreach		44.55	45.89						20		
Ashley Watkins	Education Events Manager		38.13	39.27						20		
Cindy Zulick	Marketing Assistant/ Specialist		22.45	23.12						20		
Kim Sykes	Marketing Manager		36.71	37.81						20		
Sephra Ninow	Policy Analyst		29.58	30.47						20		
Tim Treadwell	Program Analyst		31.36	32.30						20		
Jennifer Green	Program Manager Outreach		29.94	30.84						20		
Andres Spagarino	Web Developer		38.85	40.02						20		

Valley Vision

Dates:		Projected Hourly Rates (\$)					Projected Total Hours Worked					
		From:	6/1/10	From:	7/1/10	From:		7/1/11	From:		From:	
		To:	6/30/10	To:	6/30/11	To:		3/31/12	To:		To:	
Name	Job Classification/Title	(\$)	(\$)	(\$)	(\$)	(\$)						
Bill Mueller	CEO & Managing Partner		150.00	150.00						20		
Kristine Mazzei	Managing Partner		150.00	150.00						20		
Julia Burrows	Managing Partner		150.00	150.00						20		
Dale Ainsworth	Managing Partner		150.00	150.00						20		
TBD	Senior Project Manager		140.00	140.00						20		
Chris Aguirre	Project Manager		125.00	125.00						1000		
Suzanne Mayes	Project Manager		125.00	125.00						20		
Tara Thronson	Project Manager		125.00	125.00						20		
Robyn Krock	Project Manager		125.00	125.00						20		
Emily Dransfield	Project Associate		100.00	100.00						20		
Julia Sway	Project Associate		100.00	100.00						20		

County of Sacramento

Dates:		Projected Hourly Rates (\$)					Projected Total Hours Worked					
		From:	6/1/10	From:	7/1/10	From:		7/1/11	From:		From:	
		To:	6/30/10	To:	6/30/11	To:		3/31/12	To:		To:	
Name	Job Classification/Title	(\$)	(\$)	(\$)	(\$)	(\$)						
Cecilia Jensen	Sustainability Program Manager	59.06	62.01	65.11						20		
Maggie Stewart	Chief	55.57	58.35	61.27						20		
Maria Magtoto	Senior Accounting Manager	50.47	52.99	55.64						20		
Peter Ucovich	Senior Planner	45.95	48.25	50.66						400		
Ashley Lucas	Executive Secretary	26.17	27.48	28.85						20		

Exhibit B Att B-3d-SubRates

Terrie Gaines	Administrative Services Officer 2	36.96	38.81	40.75			20
							20

Miller Maxfield Inc. (Vendor)

Dates:		Projected Hourly Rates (\$)					Projected Total Hours Worked
		From: 6/1/10 To: 6/30/10	From: 7/1/10 To: 6/30/11	From: 7/1/11 To: 3/31/12	From: To:	From: To:	
Name	Job Classification/Title	(\$) Ceiling Rate	(\$) Ceiling Rate	(\$) Ceiling Rate	(\$) Ceiling Rate	(\$) Ceiling Rate	
Bill Maxfield	Principal		120.00	130.00			210
Paula Miller	Principal		135.00	150.00			100

Exhibit B

Att B-4-ContractorCostsCalc

CSCDA

Time intervals from the start of the project through the Contract Term End Date. (Use your organization's Fiscal Year start / end dates.)				Percentage Rate			
				Fringe Benefits (FB)	Indirect Overhead (OH)	General & Administrative (GA)	Profit (P) (10% Max)
From:	7/1/10	To:	6/30/11	48%	32%	24%	
From:	7/1/11	To:	3/31/12	48%	32%	24%	
From:		To:					
From:		To:					

Note: Use the categories that you typically use in your standard business practice.

Expense Items in the Budget Spreadsheets	List the budget expense items to which the indirect costs or fees are applied. Use the following abbreviations: DL = Direct Labor, FB = Fringe Benefits, M = Materials, EQ = Equipment, T = Travel, MS = Miscellaneous, S = Subcontracts, OH = Indirect Overhead, G&A = General & Administrative (For example, if the Fringe Benefits percentage is applied to Direct Labor expense, you would list DL in the Fringe Benefits line.)
FRINGE BENEFITS	DL
INDIRECT OVERHEAD	DL
GENERAL & ADM.	DL
PROFIT	DL

List items you include in each category (e.g., vacation, retirement plan, telephone, secretarial, rent/lease, insurance, etc.). If vacation, holidays, or sick leave are included, do not double count in your hourly rate calculations.		
Fringe Benefits	Indirect Overhead	General & Administrative
VACATION	ADVERTISING	ADMINISTRATIVE STAFF
RETIREMENT	OFFICE SUPPLIES	
HEALTH INSURANCE	OFFICE EQ MAINT SVC	
SICK LEAVE	OFFICE EQ MAINT SUP	
WORKERS COMPENSATION	RENT/LEASE EQ	
SDI	ACCOUNTING SVC	
	PERSONNEL SVC	
	TELEPHONE SERVICES	
	INFORMATION TECHNOLOGY	

Exhibit B
Att B-4-ContractorCostsCalc

Exhibit B Att B-4-SubCostsCalc

Ecology Action

Time intervals from the start of the project through the Contract Term End Date. (Use your organization's Fiscal Year start / end dates.)				Percentage Rate			
				Fringe Benefits (FB)	Indirect Overhead (OH)	General & Administrative (GA)	Profit (P) (10% Max)
From:	6/1/10	To:	6/30/10	40%	32%	20%	10%
From:	7/1/10	To:	6/30/11	40%	32%	20%	10%
From:	7/1/11	To:	3/31/12	40%	32%	20%	10%
From:		To:					
From:		To:					

Note: Use the categories that you typically use in your standard business practice.

Expense Items in the Budget Spreadsheets	List the budget expense items to which the indirect costs or fees are applied. Use the following abbreviations: DL = Direct Labor, FB = Fringe Benefits, M = Materials, EQ = Equipment, T = Travel, MS = Miscellaneous, S = Subcontracts, OH = Indirect Overhead, G&A = General & Administrative (For example, if the Fringe Benefits percentage is applied to Direct Labor expense, you would list DL in the Fringe Benefits line.)
Fringe Benefits	DL
Indirect Overhead	DL, FB
General & Administrative	DL, FB
Profit*	DL, FB, OH, G&A

List items you include in each category (e.g., vacation, retirement plan, telephone, secretarial, rent/lease, insurance, etc.). If vacation, holidays, or sick leave are included, do not double count in your hourly rate calculations.		
Fringe Benefits	Indirect Overhead	General & Administrative
vacation	occupancy	executive management
holidays	supplies	Finance/HR/IT/Communications
sick leave	telecommunications	R&D
retirement plan	divisional administration	training
cafeteria benefit plan	office systems	insurance
life insurance		depreciation
professional development		
sustainable commuting incentives		
employee assistance plan		

*Subcontractor profit is not allowed on Sub-subcontractor invoices.

Exhibit B Att B-4a-SubCostsCalc

Renewable Funding

Time intervals from the start of the project through the Contract Term End Date. (Use your organization's Fiscal Year start / end dates.)				Percentage Rate			
				Fringe Benefits (FB)	Indirect Overhead (OH)	General & Administrative (GA)	Profit (P) (10% Max)
From:	7/1/10	To:	6/30/11	25%	15%	20%	10%
From:	7/1/11	To:	3/31/12	25%	15%	20%	10%
From:		To:					
From:		To:					

Note: Use the categories that you typically use in your standard business practice.

Expense Items in the Budget Spreadsheets	List the budget expense items to which the indirect costs or fees are applied. Use the following abbreviations: DL = Direct Labor, FB = Fringe Benefits, M = Materials, EQ = Equipment, T = Travel, MS = Miscellaneous, S = Subcontracts, OH = Indirect Overhead
Fringe Benefits	DL
Indirect Overhead	DL
General & Administrative	DL
Profit*	DL, FB, OH, G&A

List items you include in each category (e.g., vacation, retirement plan, telephone, secretarial, rent/lease, insurance, etc.). If vacation, holidays, or sick leave are included, do not double count in your hourly rate calculations.

Fringe Benefits	Indirect Overhead	General & Administrative
Vacation	Secretarial	Rent/Lease
Holidays	Internal Legal Counsel	Office Supplies
Sick Leave		Telephone
Health Insurance		Utility Bills

Exhibit B
Att B-4a-SubCostsCalc

Exhibit B Att B-4b-SubCostsCalc

MIG

Time intervals from the start of the project through the Contract Term End Date. (Use your organization's Fiscal Year start / end dates.)				Percentage Rate			
				Fringe Benefits (FB)	Indirect Overhead (OH)	General & Administrative (GA)	Profit (P) (10% Max)
From:	7/1/10	To:	6/30/11	40%	25%	120%	10%
From:	7/1/11	To:	3/31/12	40%	25%	120%	10%
From:		To:					
From:		To:					

Note: Use the categories that you typically use in your standard business practice.

Expense Items in the Budget Spreadsheets	List the budget expense items to which the indirect costs or fees are applied. Use the following abbreviations: DL = Direct Labor, FB = Fringe Benefits, M = Materials, EQ = Equipment, T = Travel, MS = Miscellaneous, S = Subcontracts, OH = Indirect Overhead
Fringe Benefits	DL
Indirect Overhead	DL
General & Administrative	DL
Profit*	DL, FB, OH, G&A

List items you include in each category (e.g., vacation, retirement plan, telephone, secretarial, rent/lease, insurance, etc.). If vacation, holidays, or sick leave are included, do not double count in your hourly rate calculations.		
Fringe Benefits	Indirect Overhead	General & Administrative
Vacation	Secretarial	Rent/Lease
Holidays	Internal Legal Counsel	Office Supplies
Sick Leave		Telephone
Health Insurance		Utility Bills
Dental Insurance		
Workers Compensation		

*Subcontractor profit is not allowed on Sub-subcontractor invoices.

Exhibit B
Att B-4b-SubCostsCalc

*Subcontractor profit is not allowed on Sub-subcontractor invoices.



Exhibit B

Att B-4c-SubCostsCalc

Rates for all Ecology Action sub-subcontractors are listed below.
 None of the firms listed as vendors on sheet B-3d break out any of these rates in their standard business practice.

County of Sacramento

Time intervals from the start of the project through the Contract Term End Date. (Use your organization's Fiscal Year start / end dates.)				Percentage Rate			
				Fringe Benefits (FB)	Indirect Overhead (OH)	General & Administrative (GA)	Profit (P) (10% Max)
From:	7/1/10	To:	6/30/11	55%	10%	13%	0%
From:	7/1/11	To:	3/31/12	55%	10%	13%	0%
From:		To:					
From:		To:					

Note: Use the categories that you typically use in your standard business practice.

Expense Items in the Budget Spreadsheets	List the budget expense items to which the indirect costs or fees are applied. Use the following abbreviations: DL = Direct Labor, FB = Fringe Benefits, M = Materials, EQ = Equipment, T = Travel, MS = Miscellaneous, S = Subcontracts, OH = Indirect Overhead
Fringe Benefits	DL
Indirect Overhead	DL
General & Administrative	DL
Profit*	

List items you include in each category (e.g., vacation, retirement plan, telephone, secretarial, rent/lease, insurance, etc.). If vacation, holidays, or sick leave are included, do not double count in your hourly rate calculations.		
Fringe Benefits	Indirect Overhead	General & Administrative
Unemployment Insurance	OMB Circular A-87 Costs	Auditor's Services and Supplies
Retirement	Telephone	
Oasdi	Rent/Lease	
Medicare	Risk Management (Insurance)	
Works Compensation	Utilities	
Health Insurance	Janitorial	
Mgt Life & Disability Insurance	Maintenance	
Benefits Administration	Computers	

Exhibit B
Att B-4c-SubCostsCalc

*Subcontractor profit is not allowed on Sub-subcontractor invoices.

Exhibit B Att B-4c-SubCostsCalc

California Center for Sustainable Energy (CCSE)

Time intervals from the start of the project through the Contract Term End Date. (Use your organization's Fiscal Year start / end dates.)				Percentage Rate			
				Fringe Benefits (FB)	Indirect Overhead (OH)	General & Administrative (GA)	Profit (P) (10% Max)
From:	7/1/10	To:	6/30/11	41%	28%	71%	0%
From:	7/1/11	To:	3/31/12	41%	28%	71%	0%
From:		To:					
From:		To:					

Note: Use the categories that you typically use in your standard business practice.

Expense Items in the Budget Spreadsheets	List the budget expense items to which the indirect costs or fees are applied. Use the following abbreviations: DL = Direct Labor, FB = Fringe Benefits, M = Materials, EQ = Equipment, T = Travel, MS = Miscellaneous, S = Subcontracts, OH = Indirect Overhead
Fringe Benefits (FB)	DL
Indirect Overhead (OH)	DL
General & Administrative (GA)	DL

List items you include in each category (e.g., vacation, retirement plan, telephone, secretarial, rent/lease, insurance, etc.). If vacation, holidays, or sick leave are included, do not double count in your hourly rate calculations.		
Fringe Benefits	Indirect Overhead	General & Administrative
Vacation Expense	Equipment	Building General Utilities
Sick Time Used Expense	Depreciation	Depreciation
Holiday Time Expense	Office Supplies & Other	Dues & Memberships
CCSE FICA	Legal Fees	Employee Training & Develop.
403b Employer Contrib. Expense	Workshops & Seminars	Facilities (Rent & Opr Exp)
Health Insurance	Telephone	Information Technology
Workers Compensation	Information Technology	Insurance
Life Insurance -Expense	General Marketing & Advertisement	Interest Expense
Employee Assist Progm -Expense	Facilities (Rent & Opr Exp)	Materials
	Building General Utilities	Reloc. & Tenant Improvements
		Repair & Maintenance
		Telephone
		Travel

Exhibit B
Att B-4c-SubCostsCalc

		Workshops & Seminars
		Other Outside Services

Exhibit B Att B-4c-SubCostsCalc

Valley Vision

Time intervals from the start of the project through the Contract Term End Date. (Use your organization's Fiscal Year start / end dates.)				Percentage Rate			
				Fringe Benefits (FB)	Indirect Overhead (OH)	General & Administrative (GA)	Profit (P) (10% Max)
From:	7/1/10	To:	6/30/11	31%	0%	23%	0%
From:	7/1/11	To:	3/31/12	31%	0%	23%	0%
From:		To:					
From:		To:					

Note: Use the categories that you typically use in your standard business practice.

Expense Items in the Budget Spreadsheets	List the budget expense items to which the indirect costs or fees are applied. Use the following abbreviations: DL = Direct Labor, FB = Fringe Benefits, M = Materials, EQ = Equipment, T = Travel, MS = Miscellaneous, S = Subcontracts, OH = Indirect Overhead
Fringe Benefits	DL
Indirect Overhead	
General & Administrative	DL, M, EQ, T, S
Profit*	

List items you include in each category (e.g., vacation, retirement plan, telephone, secretarial, rent/lease, insurance, etc.). If vacation, holidays, or sick leave are included, do not double count in your hourly rate calculations.		
Fringe Benefits	Indirect Overhead	General & Administrative
401K		Telephone, Computers/Software
Unemployment Insurance		IT Support Services
Dental Insurance		Accounting/financial Services
Eye care Insurance		Payroll Services
Health Insurance		Office Administration Services
Life Insurance		Rent & Utilities
Workers Compensation		Property / General Liability / D&O Insurance
Vacation, Sick leave, Holiday, Management Compensatory Time		Vehicle Charges
Individual Training Accounts		Office Supplies
Wellness benefit		Equipment rental
Auto Allowance		Meeting/Project Expenses

Exhibit B Att B-4c-SubCostsCalc

		Travel and conferences

*Subcontractor profit is not allowed on Sub-subcontractor invoices.

**Exhibit B
Att B-5-ProjOperExp**

Pre-approved Travel List *						
Task No.	Trip Number	Trip Purpose	Destination	Who	Amount	
					ARRA Funds	Leverage Funds
1.1	Ecology Action	Trip to Sacramento for Kickoff Meeting	Sacramento	EA Team	\$500	
1.1	MIG	Trip to Sacramento for Kickoff Meeting	Sacramento	MIG Team	\$50	
1.1	Renewable Funding	Trip to Sacramento for Kickoff Meeting	Sacramento	RF Team	\$150	
1.5	Ecology Action	Trips to Sacramento for CPR Meetings	Sacramento	EA Team	\$1,700	
1.5	Renewable Funding	Trips to Sacramento for CPR Meetings	Sacramento	RF Team	\$600	
1.7	Ecology Action	Trips to Sacramento for the Final Meeting	Sacramento	EA Team	\$800	
1.7	Renewable Funding	Trips to Sacramento for the Final Meeting	Sacramento	RF Team	\$150	
1.11	Ecology Action	Trips for EA attendance at PAC Meetings	Multiple sites across the state	EA Team	\$2,000	
1.11	MIG	Trips for MIG attendance at PAC Meetings	Multiple sites across the state	MIG Team	\$900	
1.11	Renewable Funding	Trips for RF attendance at PAC Meetings	Multiple sites across the state	RF Team	\$1,080	
2.1-1	Ecology Action	Trips to attend Implementation Planning Meetings	Multiple sites across the state	EA Team	\$1,500	
2.1-2	Renewable Funding	Trips to attend Implementation Planning Meetings	Multiple sites across the state	RF Team	\$240	
2.1-2	Ecology Action	Trips required to finalize Program Implementation Plan	Multiple sites across the state	EA Team	\$800	
2.1-4	Renewable Funding	Trips to Walnut Creek for Clearinghouse and Finance Subsidy Design	Walnut Creek	RF Team	\$720	
2.1-6	Renewable Funding	Trips to Walnut Creek for Administration of Clearinghouse and Finance Subsidy	Walnut Creek	RF Team	\$360	
2.1-7	Renewable Funding	Trips to Walnut Creek for Design and Implement Web Portal	Walnut Creek	RF Team	\$480	
2.1-10	Ecology Action	Trips to attend WIB meetings, EDD Meetings and meeting with Community Colleges with Green Training Programs	Multiple sites across the state	EA Team	\$22,080	
2.1-11	Ecology Action	Travel to statistically significant 3 of project sites to assure QA. 23 regional staff x 16 months x 250 miles	Project sites	EA Team	\$92,000	
2.1-12	Ecology Action	Travel to outreach activates including fairs and tradeshows and/or training meetings as well as to potential project sites to provide customer support	Project sites, outreach activities	EA Team	\$74,500	
2.1-12	MIG	Travel to outreach activates including fairs and tradeshows and/or training meetings as well as to potential project sites to provide customer support	Multiple sites across the state	MIG Team	\$3,000	
2.2-1	Ecology Action	Travel to potential projects sites, meetings with contractors, city/county staff, Travel to attend LGAC and TAC Meeting (s)	Project sites, Trainings, Meetings	EA Team	\$127,400	

Exhibit B Att B-5-ProjOperExp

Total:	\$331,010	\$0
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* Travel is reimbursed at state rates.
Although travel details are not sufficient for all trips to be preapproved, explanations are provided here

Equipment						
Task No.	Contractor / Sub Name	Name of Equip.	Description	Purpose	Amount	
					ARRA Funds	Leverage Funds
2.2-1	EA	n/a	Cell phones and Laptops	Communication with Program Team, outreach, tracking of program metrics	\$64,000	
Total:					\$64,000	\$0

Material(s)				
Task No.	Contractor / Sub Name	Description of Material(s)	Amount	
			ARRA Funds	Leverage Funds
1.6	EA	Printing and binding costs, paper, ink	\$500	
1.11	EA	Printing costs and paper for support materials, agendas and hand-outs	\$500	
2.1-12	MIG	Printing and other materials costs for production of videos, advertisements, print materials, and similar tools for partners and contractors	\$12,000	
Total:			\$12,500	\$0

Miscellaneous Expenditures				
Task No.	Contractor / Sub Name	Description of Expenditures	Amount	
			ARRA Funds	Leverage Funds
1.6	EA	Consultants will be hired to assist with the drafting and completion of the final report	\$3,000	
1.11	EA	Room rentals for the PAC meeting	\$2,000	
2.1-1	EA	Printing and binding costs, paper, ink	\$400	
2.1-2	EA	Printing and binding costs, paper, ink	\$800	

Exhibit B
Att B-5-ProjOperExp

2.1-6	RF	Direct subsidies for Energy Upgrade finance costs	\$4,000,000	
2.1-9	RF	Hosting, Hardware and Software Costs	\$73,500	
2.1-10	EA	Incentives, Scholarships, Rebates	\$3,000,000	
2.1-12	EA	Retention of Miller-Maxfield as a consultant to assist with political communication	\$35,000	
2.1-12	MIG	Production of videos, advertisements, print materials, and similar tools for partners and contractors	\$925,000	
2.1-13	EA	Development, testing, maintaince, hosting of the project managmeent and reporting system	\$290,000	
2.2-1	EA	\$5,400 for web conferencing @ \$300/month + \$100/ month x 36 program staff for cell phone service	\$70,200	
Total:			\$8,399,900	\$0

Exhibit B Att B-6-LeverageFunding

Contractor / Subcontractor Name:		CSCDA	Ecology Action	Renewable Funding	Program Wide Third Party Financing	Property Owner Financing	EECBG (Multiple Jurisdictions)	Other Grant / Funding Contributions (Any Entity)	Rebates & Incentives (CSI, FTC, Utilities, etc.)	In-Kind Partner Match (Multiple Entities)	Total Task Leverage Funds
Project Administration Activities											
1.1	Kick-off Meeting										0
1.2	Invoices										0
1.3	Subcontractors										0
1.4	Monthly Progress Reports										0
1.5	Critical Program Review (CPRs)										0
1.6	Final Report	0	0		0		0	0	0	0	0
	Final Report Outline										0
	Final Report										0
1.7	Final Meeting										0
1.8	Leveraged Funds										0
1.9	Permits and CEQA Review										
1.10	Deliverables										0
	Administration Activities Subtotals	0	0	0	0	0	0	0	0	0	0
Project Technical Activities (Delete rows as necessary)											0
2.0	Technical Tasks/Program Delivery										0
2.1	Statewide Services										0
2.1-1	Draft Implementation Plan										0
2.1-2	Final Implementation Plan										0
2.1-3	Sustainability Plan										0
2.1-4	Design Clearinghouse and Finance Subsidy										0

Exhibit B Att B-6-LeverageFunding

Contractor / Subcontractor Name:		CSCDA	Ecology Action	Renewable Funding	Program Wide Third Party Financing	Property Owner Financing	EECBG (Multiple Jurisdictions)	Other Grant / Funding Contributions (Any Entity)	Rebates & Incentives (CSI, FTC, Utilities, etc.)	In-Kind Partner Match (Multiple Entities)	Total Task Leverage Funds
2.1-5	Establish Clearinghouse and Finance Subsidy										0
2.1-6	Administration of Clearinghouse and Finance Subsidy				50,000,000					19,500,000	69,500,000
2.1-7	Design and Implement Web Portal										0
2.1-8	Customize Web Portal										0
2.1-9	Maintain Web Portal										0
2.1-10	Workforce Development										0
2.1-11	Quality Assurance, Energy Audits and Energy Savings Verification										0
2.1-12	Outreach, Marketing and Customer Support										0
2.1-13	Tracking and Reporting										0
2.2	Additional Services										0
2.2-1	Regional Coordination and Development									1,008,000	1,008,000
2.3	Regional Pilot Programs										0
2.3-1	Residential PACE Program										0
2.3-2	Commercial PACE Program										0
0.0											0
Technical Activities Subtotals		0	0	0	50,000,000	0	0	0	0	20,508,000	70,508,000
Leverage Funds Totals		0	0	0	50,000,000	0	0	0	0	20,508,000	70,508,000
Percent of the Total		0%	0%	0%	71%	0%	0%	0%	0%	29%	100%

