

## Initial Low-Income Subscription Plan Virginia Shared Solar Program

SUBSCRIBER ORGANIZATION INFORMATION	
Company:	
License No:	
Address:	
Phone:	
Email:	

1. **How much total capacity (kW-AC) do you intend to apply for in the Shared Solar program? Select one option.**  
 < 500 kW  
 ≥ 500 kW
  
2. **Do you commit to ensuring at least 30% of your program capacity (if awarded) will be for low-income participants?**  
 Yes
  
3. **How do you plan to recruit low-income customers to be subscribers of your project(s)? Select all that apply.**  
 1. Utilize internal resources and experience to subscribe individual low-income customers  
 2. Utilize internal resources and agreement(s) with low-income service organization(s)  
 3. Agreement with a third-party entity to conduct individual recruitment and/or establish partnerships with low-income service organizations

***By submitting this plan I hereby attest on behalf of the Subscriber Organization that I have read the applicable regulations (20 VAC-5-340 et seq.) and specifically 20 VAC-5-340-40(1) and understand that I will not receive a refund of the \$50/kW-ac deposit for any project which does not have 30% or more of the capacity subscribed by low income subscribers at the time of commercial operation.***

### Definitions

- **“Agreement”** - a written agreement between two or more persons or parties, such as a contract, letter of intent, memorandum of understanding, or other formal arrangement. Note that these agreements may be necessarily flexible and subject to change due to uncertainty in program capacity allocation awards as well as program economics.
- **“Low-income service organization”** - A non-residential customer of an investor-owned utility whose primary purpose is to serve low-income individuals and households.
- **“Third-party entity”** - A for-profit, non-profit, or government entity with demonstrable experience working with or marketing to low-income individuals, communities, or organizations.

(Questions and responses pertaining to trade secrets or with other competitive or privacy implications may be deemed confidential by the Subscriber Organization and clearly noted.)

**4. If you selected one (or both) of the first two options (to utilize internal resources) in Question #3, provide responses to the following questions:**

- *What experience do you have with engaging low-income customers and/or low-income service organizations in Virginia, or elsewhere?*

- *What specific resources do you intend to utilize for meeting your low-income participation commitment in Virginia?*

**5. If you have an agreement with one or more low-income service organization(s) to fulfill the low-income subscription requirement, who is that entity/entities and how will they enable your achievement of the low-income participation requirement? (You may skip this question if you are not under agreement with a low-income service organization)**

- ***Briefly describe the anticipated roles and responsibilities of each party to the agreement.***

- ***Please provide a point-of-contact (and contact information) for the partnered low-income service organization.***

**6. If you selected the third option (to leverage an agreement with a third-party entity for support in meeting your low-income participation commitment) in Question #3, provide answers to the following questions:**

- ***In your third-party agreement, who is the entity and what relevant experience do they bring to the Virginia market?***

- ***Briefly describe the anticipated roles and responsibilities of each party to the agreement.***

- ***Please provide a point-of-contact (and contact information) for the third-party entity.***