



**Exhibit B**

Redline Base Pricing (Tiers)	Price	Unit Notes
(Domestic Content) Enphase (Domestic Content) Solar Edge Tesla Inverter	\$0.05 -\$0.05 -\$0.05	Per Watt Per Watt Per Watt
Enphase Internet Cell Card	\$366	Passthrough to the Homeowner on every job.
Solar Insure	\$0.10 \$0.12 \$0.15	Per Watt PV only Per Watt Hour, Battery PLUS PV Per Watt Hour, Battery ONLY
<b>Other Project Adds</b>	<b>Price</b>	<b>Unit Notes</b>
Site Survey (on-site)	\$300	Sales Joint Venturer shall be responsible for collecting all site survey Per Project information such as photos and customer signatures. Sales Joint Venturer may choose to have RACK dispatch a site surveyor to complete a physical site survey.
Tile Roof (S/W/Flat Tile)	\$0.15	Per Watt Any project with a qualified tile roof
Metal Tile Roof	\$0.25	Per Watt Any project with a qualified tile roof
Clay Tile Roof	\$0.75	Per Watt Any project with a qualified tile roof

Territory Adder: Miami-Dade County, Monroe County, or Broward County	\$.05	Includes required MDC and Broward additional racking Per Watt hardware, additional waterproofing materials, additional installation methods/practices, and additional inspection schedules outside of normal install scope.
Projects under 6kW DC	\$1,500	Per Project
System Add On	\$0.25	Per Watt Projects with existing Solar PV systems, that are expanding to a larger PV system. CANNOT be paired with another leased Solar PV system.
Code Required Electrical Upgrades	\$1000-\$4000	Per Project When required by code, Qualifier shall pass costs along to the sales Joint Venturer. Sales Joint Venturer reserves the right to identify in advance and charge the homeowner via proposal software.
Electric Panel 3-foot clearance	\$250	Per Project Sales rep shall be responsible for informing clients of a 3-foot required clearance around the clients electrical panel(s).
Ground Mount + Trenching	\$0.95	Includes all labor and materials required to install a Per Watt ground-mounted PV system. Trenching is billed at \$10/foot (distance from the array to electrical interconnection).
Black Rail Skirt	\$0.25 \$1500	Per Watt Installed, if around three sides of all arrays  Per Project All-black rail skirt system improves the aesthetic appearance of solar panels. Only installed on the "front" side of an array.
Critter Guard	\$8	Per Linear Foot Solar panel protection system - protects wiring and all components under a rooftop solar panel installation.
<b>Permitting &amp; Utility Adders</b> Permit Fee	<b>Price</b> Passthrough	<b>Unit Notes</b> Sales Joint Venturer shall pay any AHJ permitting fees above \$500 via a commission Per Project deduction. RACK shall provide receipts upon request.
Existing Solar Permit	Pass through	Per Project, plus \$500 for Administrative time. Will add time to the expected turnaround time of this project.
Utility Interconnection fee(s)	\$400	Per Project RACK will provide receipts per project for interconnection fees and will deduct those fees from Joint Venturers' final payment.
Utility Tier 2 Insurance Requirement	\$600	Per Project RACK will provide receipts per project for Tier 2 insurance fees and will deduct those fees from Joint Venturers' final payment.
<b>Battery Options</b>	<b>Price</b>	<b>Unit Notes</b>
(1) Enphase Encharge5P Battery		Installation of Enphase Encharge5P Battery, required Enphase components, (Excludes Critical Load Panel), commissioning and turn-over to the homeowner.
(2) Enphase Encharge5P Battery		
(3) Enphase Encharge5P Battery		
(4) Enphase Encharge5P Battery		

Critical Load Panel	\$500-\$3000	Per Project In the event a critical load panel is required for a project.
AC Soft Starter Install	\$550	Per AC Unit Lowers start-up amperage of a qualifying AC unit in order to increase compatibility with Enphase Encharge Battery system. Should be added to each AC Unit.
(1) Tesla Powerwall 3	\	Installation of (1) Tesla Powerwall Battery(s), required Tesla Per Project components (Excludes Critical Load Panel), commissioning, and turn-over to the homeowner. Includes 1 Gateway – Up to 200A Main Breaker
(2) Tesla Powerwall 3		Installation of (1) Tesla Powerwall and (1) Expansion Pack, required Tesla Per Project components, whole-home backup (no critical load panel), commissioning, and turn-over to the homeowner. Includes 1 Gateway – Up to 200A Main Breaker
(3) Tesla Powerwall 3		Installation of (2) Tesla Powerwall Battery(s) PLUS (1) Expansion Pack, required Tesla Per Project components, whole-home backup (no critical load panel), commissioning, and turn-over to the homeowner. Includes 1 Gateway – Up to 200A Main Breaker
(4) Tesla Powerwall 3		Installation of (2) Tesla Powerwall Battery(s) and (2) Expansion Packs, required Tesla Per Project components, whole-home backup (no critical load panel), commissioning, and turn-over to the homeowner. Includes 1 Gateway – Up to 200A Main Breaker
(5) Tesla Powerwall 3		Installation of (3) Tesla Powerwall Battery(s) and (2) Expansion Packs, required Tesla Per Project components, whole-home backup (no critical load panel), commissioning, and turn-over to the homeowner. Includes 1 Gateway – Up to 200A Main Breaker
(6) Tesla Powerwall 3		Installation of (3) Tesla Powerwall Battery(s) and (3) Expansion Packs, required Tesla Per Project components, whole-home backup (no critical load panel), commissioning, and turn-over to the homeowner. Includes 1 Gateway – Up to 200A Main Breaker
Additional Gateway	\$2000	Needed if a home has more than a single 200A Main Breaker to be backed up to the Powerwall's
BATTERY ONLY SALES	\$3500	Per Project, if not sold with minimum 7kW Solar PV
Franklin WH 13.6kWh		
Franklin WH 27.2kWh		Installation of Franklin WH battery(s), required Franklin Per Project components, whole-home backup (Excludes Critical Load Panel), commissioning and turn-over to the homeowner.
Franklin WH 40.8kWh		
Franklin Generator Module	\$1000	Per Project
Franklin Smart Circuits	\$1500	Per Project
EV Car Charger (Universal)	\$1,500+	Includes a 5ft run from the electric panel to where the charger will be



Removal / Reinstallation	\$350/ panel + 50/panel tile	installed. Additional run length is charged separately at \$25 per foot. Removal / Reinstall of existing Solar PV system. Excludes engineering or permitting costs.
Removal ONLY	\$75/panel	Removal of existing Solar PV system. Includes disposal of equipment. Excludes engineering or permitting costs.
Retention Team	\$0.20	Per Watt – if our internal team has to get involved to retain a project without the help of the Sales Rep.
<b>Generator Options</b> (BREVARD COUNTY AND SOUTH)	<b>Price</b>	<b>Unit Notes</b>
22kW Natural Gas (Air Cooled) >3000sqft home	\$14,500	MUST have Natural Gas connection to the home. Includes 1 transfer switch, 4 load management modules, natural gas hookup, 1 year maintenance, 1 year monitoring cell connection, and a full startup. Additional years of monitoring via cell connection can be purchased directly with Rack Solar upon expiration.
24kW Natural Gas (Air Cooled) >4000sqft home	\$15,500	MUST have Natural Gas connection to the home. Includes 1 transfer switch, 4 load management modules, natural gas hookup, 1 year maintenance, 1 year monitoring cell connection, and a full startup. Additional years of monitoring via cell connection can be purchased directly with Rack Solar upon expiration.
26kW Natural Gas (Air Cooled) >5000sqft home	\$16,500	MUST have Natural Gas connection to the home. Includes 1 transfer switch, 4 load management modules, natural gas hookup, 1 year maintenance, 1 year monitoring cell connection, and a full startup. Additional years of monitoring via cell connection can be purchased directly with Rack Solar upon expiration.
+ 500gal Propane Tank (in ground)	\$9500	
+ 1000gal Propane Tank (in ground)	\$15,500	
Additional Load Management Modules	\$300 each	

Satic HVAC Chip and Power Conditioner	\$2,000	Energy Efficient Upgrade guarantees an 8% Utility Bill reduction. Also helps protect against EMF, EMP, and Surges. Installed with 2 WEEKS of the Site Survey completion.
Aeroseal		
EcoStella		
Hybrid Water Heaters		

Initials: Qualifier

Joint Venturer \_\_\_\_\_



	Custom Quote	
Air Conditioners		
<b>Other Notes</b>		
Roof Type Exclusions		Slate Tile and Wood Shake

#### Deal Submission Guidelines

Project work shall not begin until ALL of the following requirements are met by the sales Joint Venturer:

- A signed finance Joint Venturer agreement (signed by all parties).
- Proposal displaying client-approved layout (Subcontractor Hub)
- A signed Rack Solar Sales Agreement (signed by RACK, Joint Venturer, and Owner).
- Picture of Title Holder (homeowner) Driver's License
- A Full 2 page PDF copy of the homeowner's most recent Utility (FPL, Duke, TECO, etc.) bill displaying the account number
- A Notice of Commencement executed by the Owner.
- New Roof Information (roofers contact information, contract, and new roof type sold), if applicable.
- Homeowners' HOA information, if applicable.
- A Rack Solar Site Survey form completed in Jotform (Enerflo access provided by RACK) (Site Survey must be scheduled with the Owner and RACK before execution of Sales Agreement).