

**ATTACHMENT 2: PROPOSED WORK PLAN**

Provide a detailed workplan attachment as described below. The workplan attachment does not count toward the page limit of the Technical Proposal.

Complete the table below to summarize anticipated annual participation and outcomes.

**Table B: Total Participation, Service, and Outcome Metrics**

	Year 1	Year 2	Year 3
<b>Total Participants</b>			
Total Number of Participant Contractors Accepted into Program			
Total Number of Participant Contractors who secure at least one contract or subcontract through technical assistance			
<b>Total Services Provided</b>			
Number of training sessions provided			
Number of networking events provided			
Number of participant contractors who attend a training session			
Number of consultation hours			
Number of participants receiving technical assistance to apply for low-cost capital or low-interest loan programs (including Equitable Energy Future Grant Program funds)			
Number of participant contractors receiving services to acquire financial assurance (e.g. bonding)			
Number of participant contractors receiving back-office services			
Number of participant contractors receiving permit or insurance planning or business planning assistance			
<b>Outcomes</b>			
Number of contracts secured by participant contractors, alone or in partnership			
Anticipated total dollar value of contracts secured			

Number of bids submitted by participant contractors			
Number of jobs created by participant contractors			
Number of jobs retained by participant contractors			
Number of certifications received by participant contractors <sup>1</sup>			
Number of grants or low-interest loans received by participant contractors			
Percent increase in participant contractors' business revenue			

**Tasks, Deliverables, and Milestones:** Provide a detailed description of the proposed Contractor Incubator and approach. The description should define project tasks, deliverables, and major milestones.

**Timeline:** Provide a timeline table or Gantt chart of major activities for the 3-year program plan, including the anticipated timing of key tasks, deliverables, and milestones.

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<sup>1</sup> Including registration under the Business Enterprise for Minorities, Women, and Persons with Disabilities Act program and other programs intended to certify BIPOC entities