

Energy Efficiency Proposal for (SBC) Administration Building



Ray Espinosa
(SBC) Administration Building
481 4TH ST
HOLLISTER, CA 95023

Greetings,

As an environmental leader in your community, your business is a great example of doing what's right. Participating in this utility-sponsored program is just another way for you to continue to be recognized for running a sustainable and earth-friendly business. In simple language, the following personalized proposal shows the value that an energy retrofit brings to you, to your business, and to the planet.

My job is to make sure that business owners like you get the energy efficiency guidance they need in a way that makes being energy efficient easy for them. I'm available at your convenience to review the details of this proposal and to answer any questions you might have. I'm looking forward to your approval to begin work on this project immediately.

Sincerely,

AJ Marquez
Energy Efficiency Specialist



AJ Marquez
Energy Efficiency Specialist
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Sean Rubens
Installation Manger
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Opportunity At-A-Glance for (SBC) Administration Building



Your new, average monthly savings **after upgrades**

\$414/month

(SBC) Administration Building Cost Summary

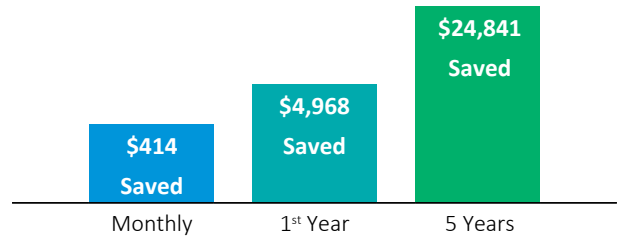
Installation Cost (labor, materials and recycling)	\$27,670.29
Project Management Fee	Waived
Rebate	-\$3,969.08
% of Project Covered by Rebate	14%
Net Project Cost	\$23,701.21
Simple Payback	4.77 Years
Simple Payback without Rebate	5.57 Years

Project Summary Page for (SBC) Administration Building



Your Long-term Savings

Timeframe	Estimated Savings	kWh
Monthly	\$414.02	1,358.76
1 st Year	\$4,968.20	16,305.06
5 Years	\$24,841.00	81,525



Your Energy Efficient Measures

Work Order	Materials	Labor	Fees	Rebate	Customer Cost
(SBC) Administration Building MLTG	\$16,356.69	\$11,313.60	\$0.00	\$3,969.08	\$23,701.21
TOTAL	\$16,356.69	\$11,313.60	\$0.00	\$3,969.08	\$23,701.21

Environmental Benefits

By implementing the measures outlined in this proposal, you will save enough energy to achieve one of the following:



2.16

Greenhouse Gas Emissions

The removal of passenger vehicles from the road



21,600.83 kWh

Carbon Dioxide Emissions

The reduction of home energy use for a year



31.75

Carbon Sequestration

Additional acres of pine or fir trees (over 10 year lifespan)

The project cost is based on current equipment prices and rebate levels and is valid for a period of 14 days from the date presented.

*Note - Savings are estimated using standard engineering calculations and are based on the hours of operation as described to the surveyor. Depending on actual usage as well as changes in your electric utility rate, your savings may be higher or lower. The savings indicated above are NOT guaranteed. Construction costs may vary slightly depending on fixture quantities and unforeseen conditions.

**Note - Based on DEER property type and measure savings values from the CPUC, this project is deemed to deliver 16305.06 kWh and 4.532kW. The rebate offered for the project is calculated based on the deemed savings values.

(SBC) Administration Building Project Agreement Page



Your Project Schedule

Through this energy efficiency program, the entire process is managed for you including the assessment, installation and rebate processing. *It really is that simple.*



Recommendations & Savings Checklist for (SBC) Administration Building



Area	Existing Equipment					Recommended Upgrade: Lighting						
	Qty	Description	Watts	AHO	kWh	Qty	Description	Watts	AHO	kWh	Cost without rebate	Estimated Savings
Exterior entrance	2	CFL 95W Fixture Existing	95	3649.8	693	2	LED Fixture Ceiling Can Replacement 53W Lumen Optix	53	3649.8	387	\$947.74	\$70.51
Exterior rear	4	HPS 250w 1L	295	3649.8	4,307	4	LED Fixture Wall Pack 114W Deco	114	3649.8	1,664	\$2,745.09	\$607.76
Exterior rear	1	CFL 95W Fixture Existing	95	3649.8	347	1	LED Fixture Ceiling Can Replacement 53W Lumen Optix	53	3649.8	193	\$473.87	\$35.26
Auditors office	13	T8-4'-32w-1st Gen-2lamp-EI-R S-NLO	60	2346.3	1,830	13	LED Fixture 2x4 Troffer 35W Philips	35	2346.3	1,068	\$2,047.13	\$187.66
Copy room	2	T8-4'-32w-1st Gen-3lamp-EI-R S-NLO	93	2346.3	436	2	LED Fixture 2x4 Troffer 35W Philips	35	2346.3	164	\$316.34	\$66.98
Hall	75	INC 75A	75	2346.3	13,198	75	LED Fixture Ceiling Can Replacement 21W Green Creative	21	2346.3	3,695	\$7,954.53	\$2,338.57
Restroom	3	T8 2' 17w 2L NBF - Existing	33	2346.3	232	3	LED Fixture Wall Sconce 20W FSC	20	2346.3	141	\$531.26	\$22.52
Restroom	1	CFL 26W Fixture Existing	26	2346.3	61	1	LED Fixture Ceiling Can Replacement 14W Green Creative	14	2346.3	33	\$107.06	\$6.93
Auditor #2	8	T8-4'-32w-1st Gen-2lamp-EI-R S-NLO	60	2346.3	1,126	8	LED Fixture 2x4 Troffer 35W Philips	35	2346.3	657	\$1,259.78	\$115.48
Storage	1	T8-4'-32w-1st Gen-2lamp-EI-R S-NLO	60	2346.3	141	1	LED T8 Type C 4' 26W Linmore	26	2346.3	61	\$107.73	\$19.63
Office	7	T8-4'-32w-1st Gen-2lamp-EI-R S-NLO	60	2346.3	985	7	LED Fixture 2x4 Troffer 35W Philips	35	2346.3	575	\$1,102.30	\$101.05
Office	2	T8-4'-32w-1st Gen-3lamp-EI-R S-NLO	93	2346.3	436	2	LED Fixture 2x4 Troffer 35W Philips	35	2346.3	164	\$316.34	\$66.98
Office	4	T8-4'-32w-1st Gen-4lamp-EI-R S-NLO	118	2346.3	1,107	4	LED Fixture 2x4 Troffer 35W Philips	35	2346.3	328	\$635.49	\$191.71

County counsel	4	T8-4'-32w-1st Gen-2lamp-EI-R S-NLO	60	2346.3	563	4	LED Fixture 2x4 Troffer 35W Philips	35	2346.3	328	\$629.89	\$57.74
Open office	21	T8-4'-32w-1st Gen-2lamp-EI-R S-NLO	60	2346.3	2,956	21	LED Fixture 2x4 Troffer 35W Philips	35	2346.3	1,725	\$3,306.91	\$303.15
Conference	4	T8-4'-32w-1st Gen-4lamp-EI-R S-NLO	118	2346.3	1,107	4	LED Fixture 2x4 Troffer 35W Philips	35	2346.3	328	\$635.49	\$191.71
Break room	2	T8-4'-32w-1st Gen-2lamp-EI-R S-NLO	60	2346.3	282	2	LED Fixture 2x4 Troffer 35W Philips	35	2346.3	164	\$314.94	\$28.87
Mechanical	2	T8-4'-32w-1st Gen-2lamp-EI-R S-NLO	60	2346.3	282	2	LED T8 Type C 4' 26W Linmore	26	2346.3	122	\$215.46	\$39.26
Melinda office	1	T8-4'-32w-1st Gen-2lamp-EI-R S-NLO	60	2346.3	141	1	LED Fixture 2x4 Troffer 35W Philips	35	2346.3	82	\$157.47	\$14.44
Ray office	2	T8-4'-32w-1st Gen-2lamp-EI-R S-NLO	60	2346.3	282	2	LED Fixture 2x4 Troffer 35W Philips	35	2346.3	164	\$314.94	\$28.87
Louie office	1	T8-4'-32w-1st Gen-2lamp-EI-R S-NLO	60	2346.3	141	1	LED Fixture 2x4 Troffer 35W Philips	35	2346.3	82	\$157.47	\$14.44
Chase office	1	T8-4'-32w-1st Gen-2lamp-EI-R S-NLO	60	2346.3	141	1	LED Fixture 2x4 Troffer 35W Philips	35	2346.3	82	\$157.47	\$14.44
Steve office	1	T8-4'-32w-1st Gen-2lamp-EI-R S-NLO	60	2346.3	141	1	LED Fixture 2x4 Troffer 35W Philips	35	2346.3	82	\$157.47	\$14.44
Server room	1	T8-4'-32w-1st Gen-2lamp-EI-R S-NLO	60	2346.3	141	1	LED T8 Type C 4' 26W Linmore	26	2346.3	61	\$107.73	\$19.63
Lobby	1	CFL 26W Fixture Existing	26	2346.3	61	1	LED Fixture Ceiling Can Replacement 14W Green Creative	14	2346.3	33	\$107.06	\$6.93
Lobby restroom man	1	T8-4'-32w-1st Gen-2lamp-EI-R S-NLO	60	2085.6	125	1	LED Fixture 2x4 Troffer 27W Philips	27	2085.6	56	\$157.47	\$16.94
Lobby restroom man	1	T8 2' 17w 2L NBF - Existing	33	2346.3	77	1	LED Fixture Wall Sconce 20W FSC	20	2346.3	47	\$177.09	\$7.51
Lobby restroom women	1	T8-4'-32w-1st Gen-2lamp-EI-R S-NLO	60	2346	141	1	LED Fixture 2x4 Troffer 27W Philips	27	2346	63	\$157.47	\$19.05
Lobby restroom women	1	T8 2' 17w 2L NBF - Existing	33	2346.3	77	1	LED Fixture Wall Sconce 20W FSC	20	2346.3	47	\$177.09	\$7.51
Janitor	1	T8-4'-32w-1st Gen-2lamp-EI-R S-NLO	60	2346.3	141	1	LED T8 Type C 4' 26W Linmore	26	2346.3	61	\$107.73	\$19.63
Chambers room	12	T8-4'-32w-1st Gen-3lamp-EI-R S-NLO	93	2346.3	2,618	12	LED Retrofit Strips 4ft 2pc 44w 4100K 5500L Linmore	45	2346.3	1,267	\$2,086.48	\$332.60

Materials List for (SBC) Administration Building



The chart below is a summary of materials required for your retrofit. This table shows wattage, quantity, kWh, and price per unit for all involved materials.

Equipment	Qty	Equipment Cost*	Labor Hrs/Cost*
LED Fixture Wall Pack 114W Deco AutoGen	4	\$494.20	1.00/\$120.00
Recycle: Ballast from HID	4	\$0.00	0.00/\$0.00
Recycle: HID Lamps	4	\$2.50	0.00/\$0.00
LED Fixture 2x4 Troffer 27W Philips AutoGen	2	\$88.75	0.50/\$60.00
Recycle: Fluorescent Lamps 4' or Shorter	236	\$0.70	0.00/\$0.00
Recycle: Non-PCB Ballast from 4' or Shorter	100	\$0.00	0.00/\$0.00
LED Fixture 2x4 Troffer 35W Philips AutoGen	73	\$88.75	0.50/\$60.00
LED Fixture Wall Sconce 20W FSC AutoGen	5	\$50.15	1.00/\$120.00
LED Retrofit Strips 4ft 2pc 44w 4100K 5500L Linmore	12	\$122.10	0.33/\$39.60
LED T8 Type C 4' 26W Linmore AutoGen	5	\$42.80	0.50/\$60.00
LED Fixture Ceiling Can Replacement 53W Lumen Optix AutoGen	3	\$368.10	0.50/\$60.00
CFL 95W Fixture Existing	3	\$0.00	0.00/\$0.00
Recycle: CFL Screw-in	5	\$1.00	0.00/\$0.00
LED Fixture Ceiling Can Replacement 21W Green Creative AutoGen	75	\$42.55	0.50/\$60.00
LED Fixture Ceiling Can Replacement 14W Green Creative AutoGen	2	\$42.55	0.50/\$60.00

CFL 26W Fixture Existing	2	\$0.00	0.00/\$0.00
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* Per Item Cost

Customer Work Order Agreement



By signing this Customer Work Order Agreement ("Agreement"), Customer (the business entity listed above) agrees to the following:

Measures and Incentives:

I have reviewed the Energy Efficiency Proposal ("Proposal") provided by Ecology Action ("Implementer"), a copy of which is attached to this Agreement. I agree that to the best of my knowledge the schedule of operations contained in the Proposal accurately describes the hours of operation at the facility listed above. I understand that the energy efficiency measures described in the Proposal represent an estimate of expected energy savings, and that Implementer does not guarantee a specific level of cost savings from the implementation of the proposed energy efficiency measures (collectively, the "Project").

Implementer is implementing the Project on the Customer's behalf. Incentives for energy savings are calculated using the appropriate baseline to exceed California Title 20 and Title 24 standards. New products ordered, purchased or installed prior to 1/1/16 or after 12/15/18 do not qualify for an incentive. Resale products, products leased, rebuilt, rented, received from warranty of insurance claims, exchanged, won as a prize or new parts installed in existing products do not qualify for Incentives. PG&E is not responsible for the economic and technical feasibility, operational capability, and reliability of the Project.

Program Dates:

To be eligible for incentives, all projects must be installed and completed before December 14, 2018. Funding of incentives is distributed on a first-come first-served basis. Hospitality is funded by California ratepayers under the auspices of the California Public Utilities Commission ("CPUC"). I have received information about other programs offering rebates or services for measures covered by the Hospitality Program.

Project Commitment and Installation Completion Process:

I understand that I must have a signed Site Access Agreement on File to confirm Program Eligibility and a signed Customer Agreement to initiate installation. For each work order, I agree to have Ecology Action contact (a) participating contractor(s) ("Contractor") who will perform a walk-through inspection, review the scope of the Projects outlined in the Report, and schedule the Project installation at a time that is mutually agreeable to all parties. I understand that the total installed costs for the components of the Project are described in the attached listing of individual work orders. Costs for correcting electrical code violations are not included in the costs quoted above and are not covered by the Program. Any electrical code violations found during the Contractors' inspections or during installation will be cause for the Contractors to stop work on the affected item(s) until such violations are corrected. I understand that the contractor walk-through may result in a Change Order due to specification or electrical code violations and that I will be notified and approve of any cost adjustments before additional work is completed.

I will sign an agreement with each Contractor, which shall be solely between the Contractor and Customer, for the out-of-pocket portion of the Project costs. I understand that Hospitality will provide a rebate, detailed in the work order listing, to offset the cost of the Project installations, and the rebate will be paid directly to the Contractors. I understand that I am responsible for paying the balance of the agreed-to contract price after rebate payment and that payment is due to the Contractor upon completion of the individual work order. At the completion of the project, I agree to sign the Customer Acceptance/Project Completion Form presented by the contractor on Ecology Action's behalf.

The value of Incentives and direct installations is taxable. Implementer will report incentives and direct installations greater than \$600 to the IRS unless you are exempt. Please consult your tax advisor concerning the taxability of incentives. The Customer, not the implementer, is responsible for any taxes imposed as a result of your receipt of Incentives from this Program. Form 1099 will be issued for the Customer, regardless of who the payee is, because the Customer receives the benefits of the Incentives.

General Terms And Conditions



1. **Project Eligibility and Approval:** PG&E in its sole discretion will determine the eligibility and approval of the energy efficiency of Measures at the Customer's site (Project). Eligibility requirements include and are not limited to, 1) Project site must receive gas and/or electric service from PG&E; 2) Customer must be non-residential; 3) whether Measures to be installed satisfy incentive amounts; 4) inspections of the Project site before and after the installation of Measures; 5) and any additional information or requirements request by PG&E to implement and approve the Customers Project.
2. **Feasibility:** If applicable, PG&E's and/or its consultant's may review the design, construction, operation or maintenance of the Project, Measures, Project documentation to determine eligibility, incentives and approval. PG&E's review does not constitute any representation as to the economic or technical feasibility, operational capability, or reliability of the Project or its Measures. Implementer is solely responsible for the economic, technical feasibility, operational capability and reliability of the Project and its Measures.
3. **Savings:** Implementer is implementing the Project on Customer's behalf and is solely responsible for ensuring Project savings are calculated using the appropriate baseline, installed according to Customer's specifications and is delivering the estimated savings. Customer understands Incentives will be paid only for energy savings that exceed the California Title 20 and Title 24 standards, or industry standards in the absence of applicable local, state or federal standards.
4. **Funding:** Implementer is receiving funds from Pacific Gas and Electric (PG&E) for this Project, but the Parties agree that PG&E is not liable to either Party for any losses or damages, including incidental or consequential damages, arising from this Agreement. PG&E makes no representation or warranty, and assumes no liability with respect to quality, safety, performance, or other aspect of any design, system or appliance installed pursuant to this Agreement, and expressly disclaims any such representation, warranty or liability.
5. **Incidental and Consequential Damages:** BOTH PARTIES AGREE NEITHER PARTY SHALL BE LIABLE TO THE OTHER FOR ANY INCIDENTAL, SPECIAL OR CONSEQUENTIAL DAMAGES.
6. **Life of Product:** Customer understands Incentive payments are based on related energy benefits over the life of the product. Customer agrees if 1) Customer does not provide PG&E with 100% of the related benefits for the life of the product or a period of 5 years, whichever is less, or 2) Customer ceases to be a distribution Customer of PG&E during said time period, Customer shall refund a prorated amount of Incentive payment(s) to PG&E based on the actual period of time for which Customer provided the related energy benefits as an electric Customer of PG&E.
7. **Customers with self-generation capabilities:** If Customer has existing onsite cogeneration or self-generation, Implementer shall not pay Incentives for energy savings that exceed Customer's annual energy usage from PG&E. KW, kWh and therm savings are limited to the previous 12 months quantity of kW, kWh, and/or therms purchased from or delivered by the utility on the meter(s), serving the equipment to be installed, for which the utility collects as directed by the CPUC. The previous 12 months are defined as the calendar year prior to the date the Customer signed this Agreement (including usage from Standby Service and less savings associated with pending energy efficiency applications). This policy is subject to change with 30 day written notice to Customer.
8. **Incentives:** Incentives, energy savings, and installation costs in the Agreement are ESTIMATES only and may vary upon verification and completion of the Project approval process.
9. **Incentive may not exceed Project cost:** Customer must submit Project invoice(s) which include: vendor name/address/phone, itemized listing of product(s) including quantity, product description(s), manufacturer, model #, and other identifying information as appropriate, Project cost, date invoice paid or payment terms, and installation date.
10. **If Tenant:** If Customer is a tenant, Customer represents they have obtained the property owner's permission to install the Measure(s) for which Customer is applying for an Incentive payment..
11. **Access and Verification Inspection:** PG&E requires Project inspections and performance measurements to verify the incentive. These inspections are not to determine any safety issues. Customer will allow, if requested, a representative from PG&E, CPUC, Implementer, or any authorized subcontractor reasonable access to Facility to verify the installed product.
12. **Compliance with Laws:** Implementer shall comply with all federal, state, and municipal laws, ordinances, rules, orders, and regulations, which apply to the implementation of this Project.

13. **Advertising:** Implementer and Customer agree not to use the names or identifying characteristics of the Customer's Facility, Customer's name or Implementers name for published Project reports (except to fulfill reporting requirements to PG&E and/or the CPUC), advertising, sales promotion or other publicity without written approval.
14. **No Double-Dipping:** Customer understands that Customer cannot receive Incentives for the same product, equipment or service from more than one California investor-owned utility or third party Energy Efficiency program offering Incentives for the same product, equipment, or service funded with CPUC. This prohibition applies three years prior to and three years after receiving Incentives for the same product, equipment or service.
15. **No Obligation:** California consumers are not obligated to purchase any full fee service or other service not funded by this Program. This Program is funded by California utility ratepayers under the auspices of the CPUC. *Los consumidores en California no están obligados a comprar servicios completos o adicionales que no esten cubiertos bajo este programa. Este programa está financiado por los usuarios de servicios públicos en California bajo la jurisdicción de la Comisión de Servicios Públicos de California (CPUC).*
16. **Availability of Funds:** This program is available on a first-come, first served basis until allocated funds are depleted. This Program may be modified or terminated without notice.
17. **CPUC Authority:** There terms and conditions can be modified at any time in accordance with any directive of the CPUC and regulation of PG&E. Any information, results and reports regarding this Agreement and Customer's Project shall be made available to the CPUC.
18. **Tax Liability:** PG&E will report incentives greater than \$600 as income on the IRS 1099 unless (1) the "Corporation" or "Exempt" tax status box is marked.

Customer Approval



I have read and understood the Terms and Conditions. I certify that the information I have provided is true and correct.
IN WITNESS WHEREOF, the parties hereto have caused this Agreement to be executed by their duly authorized representatives as of the date set forth below.

As shown on the Opportunity At-A-Glance page, customer Out of Pocket Cost is \$23,701.21.

Customer:

Customer Representative: Ray Espinosa
(SBC) Administration Building
481 4TH ST
HOLLISTER, CA 95023
Email: repinosa@cosb.us

AMBAG Energy Watch

Program Representative: AJ Marquez
Ecology Action
877 Cedar Street, Suite 240
Santa Cruz, CA 95060
Phone: (831) 426-5925
Mobile: (831) 227-0792
Fax: (831) 427-1368
Email: amarquez@ecoact.org

Customer Representative's Title

Customer Representative's Printed Name

Customer Representative's Signature

Date

Program Representative's Printed Name

Program Representative's Signature

Date