

Sample Contract – Not for legal contracting purposes.

**Exhibit A
PROJECT PROPOSALS, ENERGY SAVINGS, AND PROJECT BUDGETS**

Project «#»: Expanded Standard Offer for Commercial & Industrial Lighting

A. Project «#» Description

1. This Expanded Standard Offer (ESO) provides rebates for retrofits of lighting in commercial and industrial facilities. The measures eligible for payment under this ESO include only those listed in the Lighting Rebate Verification Report. In addition, a 30 percent watt reduction of the affected lighting load for each project is required to receive the rebate. «Utility» shall ensure that all materials, including PCB ballasts, are disposed of or recycled in accordance with current environmental laws.
2. «Utility» shall implement a commercial and industrial sector lighting retrofit program designed to install the measures listed in the Lighting Rebate Verification Report below. «Utility» may implement the program using «Utility»'s staff or contractors to provide the services necessary to install the measures.
3. «Utility» shall provide a work plan to Bonneville within 120 days of the execution of this Project «#». The Plan shall include: (1) a brief description of «Utility»'s program, (2) method for determining eligible facilities, and (3) qualifications required for auditors, installers and inspectors.
4. Bonneville shall review this work plan and upon acceptance, send «Utility» written notification to proceed.
5. Should the level of program implementation fall substantially below the activity level identified in the work plan, Bonneville reserves the right to adjust the implementation budget pursuant to section I below.
6. In order to accommodate the addition of new technologies and revised specifications, Bonneville may annually revise this Project «#».

B. Implementation Period

This ESO is available from the Execution Date of this Project «#» through September 30, 2006.

C. Energy Savings Verification

1. «Utility» shall inspect all installations to ensure measures are installed correctly and that the measures meet the specifications listed in sections K and L of this Project «#». «Utility» shall:

- a) complete a signed and dated Lighting Rebate Verification Report for each project,
 - b) attach the Wattage Reduction Summary Sheet for each facility showing the wattage reductions and energy savings,
 - c) attach any cut sheets or equipment descriptions for the installed equipment,
 - d) submit the above with an invoice as described in section D below.
2. «Utility» shall retain all supporting documents for each project that include, but are not limited to; purchase orders, subcontractor invoices, pre-project estimates, or other related project documents. Bonneville may review these records as provided for in this Agreement.

D. Bonneville Payment and Invoicing Requirements

1. Bonneville shall provide «###» dollars for implementation of this proposal. «Utility» may invoice Bonneville up to this total Implementation Budget for this ESO through September 30, 2006. If «Utility» expends this Implementation Budget amount prior to September 30, 2006, «Utility» may request additional Implementation Budget. Bonneville shall review the request and may add additional funds to the Implementation Budget by modification to this Agreement.
2. «Utility» may invoice Bonneville when projects are complete, but no more often than once a month. Bonneville shall review and upon acceptance pay the reimbursements for measures installed. «Utility» shall, if requested by Bonneville, arrange for an on-site inspection by Bonneville of the measures installed.

E. Technical Interpretations

«Utility» may submit technical questions in writing, including E-mail, to Bonneville regarding the specifications and the rebate list.

F. Consideration of Non-Standard Measures

The intent of the ESO rebate list is to provide standard incentives for common lighting efficiency measures. «Utility» may request, on a case-by-case basis, Bonneville consideration of lighting measures that are not included in the Lighting Rebate Verification Report. Such measures must be determined by Bonneville to be cost-effective measures and meet general Conservation Augmentation program requirements. Bonneville reserves the right to approve or disapprove use of such non-standard measures.

G. Program Requirements

1. The facility shall be non-residential and served by «Utility».

2. Rebates are available for replacement of existing equipment in existing facilities only.
3. The total rebate for each project shall not exceed 70 percent of the total project cost.
4. All projects must reduce the affected lighting wattage by 30 percent or greater, where: $\text{Percent Watt Reduction} = 100 \times (\text{Input Watts of Removed Lighting} - \text{Input Watts of Installed Lighting}) \div \text{Input Watts of Removed Lighting}$.
5. All payments for savings under this Project «#» must be passed through from Bonneville to the end-user by «Utility».

H. Measure Life

{Example 1: Project measures are heavily weighted toward 10 years.}

Regardless of the method for determining measure life as described in section 14(e)(1) of the body of this Agreement, the measure life for this project is 10 years for all measures

{End of Example 1.}

{Example 2: When most measures are 10 years but one, such as CFL's has a lesser measure life.}

Regardless of the method for determining measure life as described in section 14(e)(1) of the body of this Agreement, the measure life for this project is 10 years for all measures except for CFL's, which are 3 years.

{End of Example 2.}

{Example 3: Multiple measures with different measure lives.}

Regardless of the method for determining measure life as described in section 14(e)(1) of the body of this Agreement, the measure life for this project is:

1. «Title of measure 1»: 10 years; and,
2. «Title of measure 2»: 3 years.

{End of Example 3.}

If a termination charge is implemented under section 14(e) of the body of this Agreement, the measure life provided in this section shall be used in the formula provided in section 14(e) of the body of this Agreement.

I. Budget Review and Adjustment

Bonneville shall periodically review «Utility»'s progress to insure that the program is being implemented in a manner that provides assurance that the funds will be utilized by «Utility» during the term of Project «#». Bonneville may, in consultation with the «Utility», and only after providing 3 months notice, reduce the budget. Bonneville shall take into account all issues that «Utility» believes will affect future rates of expenditure. In any case, Bonneville shall not reduce the budget:

1. below the level needed to meet all commitments previously made in writing by «Utility» to any consumers. A list of commitments shall be provided to Bonneville;
2. below the level needed to cover the estimated cost associated with all projects that have been formally presented to «Utility» by any consumers, and that, in the opinion of «Utility» have a high likelihood of gaining utility or Bonneville approval, whichever is needed. A list of projects shall be provided to Bonneville.

J. Consumer Triggered Stranded Conservation Investments

1. If a consumer who received conservation payments under the terms of this exhibit;
 - a) provides notice to «Utility» it will stop placing firm load on «Utility» and,
 - b) that consumer continues to operate the facility with electricity provided by any other entity, including energy the consumer may produce using its own generation resources,
 - c) and the Bonneville payment to «Utility» to achieve that conservation with that consumer was \$100,000 or greater, then «Utility» shall be responsible for repayment for the resulting stranded conservation investment.
2. The amount of the repayment shall be calculated using the formula in section 14(e). The definition of the variables in the formula shall be construed to apply to those projects for which repayment shall be required. The measure life shall be consistent with those provided in section H of Project «#» of this Exhibit A.
3. The repayment shall be made within 60 (sixty) business days from when the business ceases to place firm load on «Utility».

K. General Equipment Requirements

1. All equipment shall be new.
2. All ballasts and luminaires shall be UL rated.
3. Ballast Warranty: All electronic ballasts shall be warranted against defects in material and workmanship for a minimum of 3 years. The warranty shall

include either a \$10.00 replacement labor allowance or complete replacement including labor by an agent of the manufacturer.

4. Lamp Warranty: Lamps shall be warranted against defects in material and workmanship for 2 years. The warranty shall provide for replacement lamps.
5. Compact Fluorescent Warranty: CFL's shall be warranted for at least 1 year, or for the manufacturer's stated life of the CFL.
6. Starting Temperatures: All ballasts shall be capable of starting the lamps at the appropriate ambient (surrounding) temperatures. Examples include indoor heated, indoor non-heated, normal outdoor, and cold climate outdoor.

L. Rebate Item Requirements

1. High Performance T8 Fluorescent Lamps and Electronic Ballasts

- a) Includes fixture retrofits and new fixtures.
- b) This category is primarily intended for 4 foot T8 lamps, but includes T8 and T5 linear fluorescent lamps, 2 foot to 8 foot length, with ballast input watts from 15 to 114 watts, that meet the 95 lumens per watt requirement.
- c) Lamps shall have a CRI equal to or greater than 85, lumen maintenance equal to or greater than 95 percent, and lamp life equal to or greater than 24,000 hours (at 40 percent of rated life, 3-hours per start). Four-foot F32T8 lamps shall have initial output equal to or greater than 3,100 lumens.
- d) Ballasts shall meet the requirements of the Lighting Design Lab T8 & T5 Fluorescent Lamp Electronic Ballast Specifications current at the time of ballast installation.
- e) Lamp/ballast combination shall have an efficacy of equal to or greater than 95 lumens per watt:

Lamp/Ballast Efficacy = (Initial Lamp Lumens × No. of Lamps × Ballast Factor)/Ballast Input Watts.

- f) For this "High Performance" rebate, the application must include either the manufacturer's specification sheet documenting Initial Lamp Lumens, Lamp Lumen Maintenance, Ballast Factor and Ballast Input Watts, or list manufacturer's model numbers and performance.
- g) Alternate Compliance Method: In lieu of Lamp/Ballast Efficacy documentation, lamps and ballast may qualify separately as follows:

Ballast Type			
Lamp Type	Instant Start	Programmed Rapid Start	Lamp Lumens
1-lamp F32T8	-----	BEF \geq 2.75	\geq 3,100
2-lamp F32T8	BEF \geq 1.6	BEF \geq 1.47	\geq 3,100
3-lamp F32T8	BEF \geq 1.06	BEF \geq 0.97	\geq 3,100
4-lamp F32T8	BEF \geq 0.81	BEF \geq 0.75	\geq 3,100
<i>Ballast Efficacy Factor (BEF) = Ballast Factor x 100 ÷ Ballast Input Watts</i>			

2. T8 or T5 Fluorescent Lamps and Electronic Ballast

- a) Includes fixture retrofits and new fixtures. This rebate category is intended only for applications where the requirements of category A above cannot be achieved.
- b) Includes T8 and T5 linear fluorescent lamps, 2-foot to 8-foot length, with ballast input watts from 15 to 114 watts.
- c) Lamps shall have a CRI equal to or greater than 80, lumen maintenance equal to or greater than 90 percent, and lamp life equal to or greater than 18,000 hours (at 40 percent of rated life, 3-hours per start). Four-foot F32T8 lamps shall have initial output equal to or greater than 2,900 lumens. Lamp/ballast combination shall have an efficacy equal to or greater than 80 lumens per watt.
- d) Ballasts shall meet the requirements of the Lighting Design Lab T8 & T5 Fluorescent Lamp Electronic Ballast Specifications current at the time of ballast installation.

3. Hardwired Compact Fluorescent

- a) Includes new hardwired compact fluorescent fixtures and fixture retrofits, 15 to 99 watts.
- b) Must replace existing incandescent or mercury vapor lighting.
- c) Hardwire retrofits must remove screw-in lamp socket. Recessed fixtures must include a reflector designed for the new lamp.
- d) Lamps shall have a CRI equal to or greater than 80, lumen maintenance equal to or greater than 80 percent, and lamp life equal to or greater than 10,000 hours (at 40 percent of rated life, 3-hours per start).
- e) Ballast shall have a power factor equal to or greater than 90 percent, THD less than or equal to 33 percent, Lamp Current Crest Factor less than or equal to 1.7, Class A sound rated, and provide end of life protection.

- f) Lamp/ballast combination shall have a minimum efficacy of 46 lumens per watt for lamps under 30 watts, and 60 lumens per watt for lamps 30 watts or greater.

4. Ceramic Metal Halide

- a) Includes new hardwired fixtures and fixture retrofits, 39 to 250 watts (nominal).
- b) Must replace existing incandescent lighting.
- c) Lamps shall have CRI equal to or greater than 80, lumen maintenance equal to or greater than 80 percent, and maximum color shift over life of lamp less than or equal to 200 degrees Kelvin.

5. Screw-in Compact Fluorescent Lamps

- a) Includes one-piece or modular screw-in compact fluorescent, 3 to 150 watts (nominal).
- b) Must replace existing incandescent lighting.
- c) Installation in recessed fixtures is not recommended. Lamps in recessed fixtures must include a reflector designed for the lamp.
- d) Screw-in compact fluorescents must bear the ENERGY STAR® label and meet the ENERGY STAR® specifications for energy efficiency. Exception: Where ENERGY STAR® specifications do not apply, substitutions may be allowed with prior approval from Bonneville.

6. LED or Cold Cathode Exit Signs

- a) Applies to new LED or Cold Cathode exit signs.
- b) Must retrofit or replace existing incandescent exit signs.
- c) Exit signs must meet the ENERGY STAR® specifications for energy efficiency. Input power must be less than 5 watts per face.

7. Induction Lamp Luminaire

- a) Includes new induction lighting systems.
- b) Must replace existing incandescent or mercury vapor lighting.

8. High Output Fluorescent Luminaire

- a) Includes T8, T5, standard or HO, 4 foot and 8 foot lamps, 85 to 600 input watts.
- b) Must replace T12 fluorescent/magnetic ballasts, mercury vapor, probe-start metal halide, or incandescent.

- c) Lamps shall have a CRI equal to or greater than 80, lumen maintenance equal to or greater than 90 percent, and lamp life equal to or greater than 18,000 hours (at 40 percent of rated life, 3-hours per start).
- d) Lamp/ballast combination shall have an efficacy of greater than 80 lumens per watt.
- e) Ballasts shall meet the requirements of the Lighting Design Lab T8 & T5 Fluorescent Lamp Electronic Ballast Specifications current at the time of ballast installation.

9. Pulse Start Metal Halide

- a) Includes new pulse-start lighting systems. Where possible, high output fluorescents are recommended over metal halide.
- b) Lamps shall have a CRI equal to or greater than 65, lumen maintenance equal to or greater than 75 percent, and lamp life equal to or greater than 20,000 hours (at 40 percent of rated life, 3-hours per start).
- c) Lamp/ballast combination shall have an efficacy equal to or greater than 89 lumens per watt.

10. Occupancy Sensors

- a) Includes infrared, ultrasonic, and dual-technology sensors, and wall, ceiling, and fixture mounts.
- b) Occupancy sensor must be compatible with the controlled lighting equipment and rated for the controlled wattage.
- c) Infrared sensors require an unobstructed view of targeted motion.
- d) All sensors shall be tuned after installation for proper coverage, sensitivity, and time delay.

Lighting Rebate Verification Report

Project Title:		Project #:	
Facility Address:		Utility:	

Existing Equipment	Measure Description	Rebate Per Unit	Number of Units	\$ Total by Measure
T12 Fluorescent or Incandescent or Mercury Vapor	A. High Performance T8 Fluorescent Lamps and Electronic Ballast <i>Includes T8, 2' to 8' lamps: Ballast: PF ≥ 95%, THD ≤ 20%. Lamp: Lumen Maint. ≥ 95%, CRI ≥ 85, 4' lamp lumens ≥ 3,100, 4' lamp life ≥ 24,000 hrs, Initial Lumens/Watt ≥ 95</i>			
	1. 1 lamp and electronic ballast (15 to 44 input watts)	\$ 15		
	2. 2 to 4 lamps and electronic ballast (45 to 114 input watts)	\$ 30		
	B. T8 or T5 Fluorescent Lamps and Electronic Ballast <i>Includes T8 and T5, 2' to 8' lamps. Ballast: PF ≥ 90%, THD ≤ 20%. Lamp: Lumen Maint. ≥ 90%, CRI ≥ 80, 4' lamp lumens ≥ 2,800, 4' lamp life ≥ 20,000 hrs, Initial Lumens/Watt ≥ 80</i>			
	1. 1 lamp and electronic ballast (15 to 44 input watts)	\$ 8		
	2. 2 to 4 lamps and electronic ballast (45 to 114 input watts)	\$ 15		
Incandescent or Mercury Vapor	C. Hardwired Compact Fluorescent <i>Hardwired ballast and replaceable lamp, CRI ≥ 80, see Specifications for lumens/Watt requirement</i>			
	1. 15 to 49 Watts (Nominal Lamp Watts)	\$ 30		
	2. 50 to 99 Watts	\$ 40		
	D. Ceramic Metal Halide <i>CRI ≥ 80, lumen maintenance = 80%, and maximum color shift over life of lamp = 200K</i>			
	1. 39 to 100 Watts (Nominal Lamp Watts)	\$ 40		
	2. 101 to 250 Watts	\$ 60		
	E. Screw-in Compact Fluorescent Lamps <i>Includes one Piece or Modular, Energy Star® compliant where applicable.</i>			
	1. 3 to 24 Watts (Nominal Lamp Watts)	\$ 3		
	2. 25 to 45 Watts	\$ 6		
	3. over 45 Watts	\$ 12		
	F. LED or Cold Cathode Exit Signs <i>Energy Star compliant where applicable, Input Watts < 5</i>			
	1. Retrofit kit or Replace existing incandescent sign	\$ 30		
G. Induction Lamp Luminaire <i>Lamp Life ≥ 100,000 hours, CRI ≥ 80</i>				
1. 100 Watts or less (Nominal Lamp Watts)	\$ 60			
2. over 100 Watts	\$ 120			
T12 Fluorescent or Mercury Vapor or Probe-Start Metal Halide or Incandescent	H. High Output Fluorescent Luminaire <i>Includes T8, T5, long twin tube T5; 4' and 8'. Ballast: PF ≥ 90%, THD ≤ 20%. Lamp: Lumen Maint. ≥ 90%, CRI ≥ 80, lamp life ≥ 18,000 hrs, Initial Lumens/Watt ≥ 80</i>			
	1. 85 to 129 Watts (Ballast Input Watts)	\$ 60		
	2. 130 to 189 Watts	\$ 100		
	3. 190 to 249 Watts	\$ 120		
	4. 250 to 600 Watts	\$ 180		
	I. Pulse Start Metal Halide <i>Lamp Life ≥ 20,000 hrs., Lumen Maint. ≥ 75%, CRI ≥ 65, Initial Lumens/Watt ≥ 89</i>			
1. 300 to 399 Watts (Nominal Lamp Watts)	\$ 100			
2. 400 to 750 Watts	\$ 150			
Manual Control	J. Occupancy Sensors <i>Includes infrared, ultrasonic and dual-technology sensors</i>			
	1. Wall-switch mount: 100 to 200 Watts controlled	\$ 20		
	2. Wall-switch mount: over 200 Watts controlled	\$ 35		
	3. Ceiling, fixture, or high wall mount: over 200 Watts controlled	\$ 45		

Requirements	A. Unit Total:
1. The installed equipment meets the program requirements and specifications.	B. Total Project Cost: \$
2. The rebate items listed have been installed and are operational.	C. 70% of Project Cost: \$
3. The project has achieved a 30% or greater Watt Reduction.	Customer Rebate (lower of A or C above): \$
	Watt Reduction: %

Inspected By: _____

Date: _____

Annual kWh Savings:

Sample

Sample