

To be completed by Participant and Trade Ally Contractor

Program Use Only		2016 v03
Project ID	ETELPS1534075052	PT ID
Eligible to Self-direct?	No	
Currently using EE Self-direct credits?	No	

Section A: Participant Information

Legal Business Name	City of Salem			(the "Participant")				
Assumed Business Name	City of Salem							
Contact Name	Paul Beals		Title	Management Analyst II				
Mailing Address	555 Libery Street SE		City	Salem	State	OR	Zip	97301
Telephone	(503) 588-6211		Cell Phone	(503) 302-0132		Fax	(503) 588-6095	
Email	pbeals@cityofsalem.net		Website	WWW.Cityofsalem.net				
Project Name (if different)	City of Salem - LED Street Lighting							
Site Address	See site detail		City	Salem	State	OR	Zip	97301

Section B: Electric Utility

Pacific Power Account Number	<input type="text"/>	Rate Schedule	<input type="text"/>
Portland General Electric (PGE) Account Number	<input type="text"/>	Rate Schedule	<input type="text"/>
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Section C: Proposed Savings Summary (to be completed by program representative)

Based on our review of the following information regarding the energy-efficiency measures' design intent, equipment and operation assumptions, we have identified certain measures that may be eligible for Energy Trust incentives (the Measures). Estimated incentives have been calculated in accordance with current Program requirements and incentive levels. Actual incentive amounts paid may differ from estimated amounts depending on actual Measures installed and final project cost documentation.

Lighting Analysis	Performed by	Charlotte Morrow	Date	02/23/17
Estimated Annual Cost Savings	\$0	Estimated Energy Savings	2,671,864 kWh per year	
Estimated Incentive Amount	\$390,630		610.0 kW demand savings	
Estimated Installed Measure Cost	\$1,646,303			

Section D: Incentive Application Submittal Deadline

To reserve the estimated incentive amounts for the Measure(s) identified, Participant must complete, sign and return this application to Energy Trust by the following deadline:

5/12/17 Submittal Deadline

Time is of the essence to submit this application. Incentives are subject to change and funding availability. Estimated incentive amounts are not reserved until Participant signs and returns this completed application (see **Section E** below). Measure equipment or installation services contracted for or purchased prior to Participant signing and returning this incentive agreement to Energy Trust are done at-risk and can result in a Measure being ineligible for Energy Trust incentives.

Section E: Incentive Reservation Period and Installation Commitment

Provided that Participant signs and returns this application by the Submittal Deadline, Energy Trust will reserve the estimated amount for Participant's identified Measure(s) until the Incentive Reservation Expiration Date indicated below, so long as Participant complies with the terms and conditions of this agreement and continues to make progress to complete timely installation of the Measure(s).

3/13/18 Incentive Reservation Expiration Date

Participant will (1) take actions to complete timely installation of the Measure(s) and provide, if requested, copies of Measure equipment purchase orders demonstrating progress; and (2) deliver all required project completion documentation to request payment within **90 days** from the project installation completion date and before the Incentive Reservation Expiration Date.

Any request for an extension beyond the Incentive Reservation Expiration Date must be submitted to Energy Trust in writing and in advance for review and consideration. Energy Trust retains the right to withdraw an incentive reservation at any point during the reservation period if we determine that Participant is not progressing appropriately and in good faith to perform timely completion of project work. Changes during the incentive reservation period that affect Measure eligibility, costs or energy savings may result in a revised incentive estimate. Funds that have been reserved are not transferable to other projects or properties.

Section F: Program Pre-Authorization Signature

Authorized Energy Representative	Name	Aaron Leatherwood	Signature	Aaron Leatherwood	Date	3/13/17
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Section G: Additional Terms and Conditions

1. ELIGIBILITY/APPLICATION: To apply, Participant must be (i) a commercial, multifamily (2+ units), industrial, agricultural, municipal or institutional electric service customer of Portland General Electric or Pacific Power, and (ii) installing the Measures in such electric service territory. Additional eligibility restrictions may apply and final determination of eligibility for Energy Trust incentives rests solely with Energy Trust. This incentive application must be filled out completely, truthfully and accurately. Providing false representations to Energy Trust of Oregon, Inc. (Energy Trust) constitutes an act of fraud. If any information is found to be false, Energy Trust reserves the right to require reimbursement of any incentives provided. Participants are advised to retain a copy of this application and any accompanying documentation submitted to Energy Trust. Applications will be processed in accordance with Commercial & Industrial Lighting program (Program) requirements. Energy Trust may require Participant to submit additional application documentation for certain Measures. Energy Trust will not be responsible for lost documentation pertaining to this application request.

2. INCENTIVES: Funds for incentives are limited and subject to budget availability. Details of the Program, including incentive levels, are subject to change. Estimated incentives listed have been calculated in accordance with current incentive levels and Program requirements. Actual incentive amounts paid may differ from estimated amounts depending on the actual Measures installed and final project cost documentation. In no event will the incentive payment exceed the documented total final project cost or a maximum of \$499,999. The Program also limits the total amount of incentives that any Participant can receive on a per site, per year basis. If any bonus amounts are available for qualifying Measure equipment, the base incentive plus the bonus incentive will never exceed the total documented Measure cost. Measure equipment that has already received an Energy Trust incentive at the time of purchase is not eligible to apply for or receive incentives under this agreement.

3. MEASURE INSTALLATION: Participant represents that: (i) it has the right to install the Measure equipment on the property on which the equipment is installed and that any necessary consents have been obtained, and (ii) that all Measure equipment installed and work performed complies with all laws, regulations and safety, building, environmental and permitting codes, and any manufacturer instructions. Participant agrees to notify Energy Trust during the incentive reservation period of any changes or change orders issued to contractors or installers that will materially affect the installation costs or the anticipated savings of the Measures.

4. VERIFICATION: Reviews of technical work before, during, and after Measure installation are a critical part of Energy Trust's verification process and Participant agrees to provide Energy Trust and its representatives with reasonable access to (i) the project site, and (ii) all technical documentation related to the Measures. Satisfactory completion of a post-installation verification review of the Measures must occur before any incentive payment will be issued. This verification is for program purposes only and no warranty is implied.

5. PAYMENT: For approved applications, incentive funds will be paid upon (i) completion of the identified Measures as verified by an Energy Trust post-installation verification review, and (ii) submission of a **Form 140L: Completion Certification** along with all required final cost documentation (see Project Cost Documentation below) for the completed Measures, including an **IRS Form W-9 (request for Taxpayer Identification Number and Certification)** for the incentive Payee. Failure to provide all required information may result in delay or withholding of

payment. Please allow 60 days from Energy Trust's receipt of all required information for delivery of the incentive payment. Participant agrees and acknowledges that its acceptance of any Energy Trust incentive funding for Measures identified in this application constitutes representation and warranty to Energy Trust that Participant needed and used such funding for the purpose of implementing the Measures as described herein.

6. ASSIGNMENT OF INCENTIVE PAYMENT BY PARTICIPANT: Participant may assign its right, title and interest in the incentive to which Participant may become entitled to another party in accordance with the terms and conditions set forth in the **Form 140L: Completion Certificate**. Notwithstanding such assignment, responsibility for complying with all terms and conditions of this agreement shall continue to rest solely with Participant, and Energy Trust's sole obligation under this agreement shall be to Participant.

7. PROJECT COST DOCUMENTATION: Participant will provide Energy Trust with a final "as-installed" **Form 103L: Lighting Analysis and Incentives Estimates** itemizing installed labor and materials costs for the Measure(s). Participant additionally agrees to provide Energy Trust with copies of invoices and such additional supporting cost documentation as may be necessary for Energy Trust (i) to determine whether certain Measure(s) qualify for incentive funding, or (ii) to calculate total eligible Measure costs and actual incentives. To be eligible for inclusion in final eligible Measure costs used by Energy Trust for incentive calculation purposes, Participant must submit documentation, satisfactory to Energy Trust, of internal labor costs for Measure installations. If Participant is leveraging external funding sources to directly reduce all or a portion of the final project costs incurred by Participant for the purchase and installation of the specified Measure equipment (for example, state/federal funding, grants, discounts, rebates, incentives or other similar types of consideration) then Participant is required to notify Energy Trust in writing when submitting the final project cost documentation and Energy Trust's incentive will not exceed an amount equal to the total project costs minus such external funds. Energy Trust reserves the right to request additional documentation as necessary for it to determine incentive eligibility and payment amount. Participant agrees to retain, and Energy Trust reserves the right to review, any project completion documentation related to the Measures for a period of 18 months following payment of any incentive funds.

8. ACCESS/EVALUATION: Energy Trust and its representatives may request access to the property where the Measures are installed and may review and evaluate the project during and after completion. Participant agrees to provide Energy Trust and its representatives with such access and will cooperate in Energy Trust's evaluation efforts.

9. INFORMATION RELEASE: Participant agrees that Energy Trust may include some or all of the following information in reports or other documentation submitted to the Energy Trust Board of Directors, the Oregon Public Utility Commission (OPUC), Oregon Department of Energy (ODOE), Oregon Housing & Community Services, Bonneville Power Administration the Oregon Legislature or other state agencies as necessary to meet Energy Trust responsibilities: Participant's name, city or county of business, a description of any Energy Trust services or incentives provided, and resulting energy-savings or generation. Energy Trust will treat all other information gathered as confidential and report it only in the aggregate.

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10. TAX LIABILITY: Energy Trust is not responsible for any tax liability imposed on Participant as a result of any incentive payment. Energy Trust is not providing tax advice, and any communication by Energy Trust is not intended or written to be used, and cannot be used, for the purpose of avoiding penalties under the Internal Revenue Code.

11. NO ENDORSEMENT: Energy Trust does not endorse any particular manufacturer, contractor or product in promoting this Program. The fact that the names of particular manufacturers, contractors, products or systems may appear on this application or elsewhere in the program does not constitute an endorsement. Manufacturers, contractors, products or systems not mentioned are not implied to be unsuitable or defective in any way.

12. ENERGY INFORMATION RELEASE: Participant authorizes Energy Trust to access energy usage data for the project's utility accounts at the physical address of the project as listed and will provide other reasonable assistance to Energy Trust to obtain such information.

13. ASSIGNMENT/TERMINATION: Energy Trust may, at any time, assign its rights under this agreement to a third party when requested to do so by the OPUC under its grant agreement with Energy Trust (Grant Agreement). Upon 60 days' written notice, Energy Trust may terminate this agreement in the event that the Grant Agreement is terminated. Unless stated otherwise in this document, regardless of whether or not this application is approved, the terms and conditions shall survive the completion of any incentive payments provided to Participant hereunder.

14. DISCLAIMER / NO LIABILITY: Participant understands that, while Energy Trust may provide the funding for an incentive payment to Participant, Energy Trust is not supervising work performed for Participant, nor is Energy Trust responsible in any way for proper completion of that work or proper performance of any equipment purchased. **Neither Energy Trust nor its representatives make any warranties whether express or implied with respect to any equipment purchased or installed, including but not limited to any warranty of merchantability or fitness for a particular purpose.**

Participant shall independently evaluate any information provided by Energy Trust or its representatives related to the Measures. Energy Trust simply provides incentive funding to assist Participants in implementing energy-efficiency measures.

Participant assumes the risk of any loss or damage(s) that Participant may suffer in connection with the installation or operation of the Measures. Energy Trust does not guarantee any particular energy savings results by its approval of this application, or by any other of its actions. Energy Trust's liability is limited to the amount of any incentive owed for the Measure(s) pursuant to this agreement. In no event will Energy Trust or its representatives be liable, in connection with this agreement, to Participant or any third party for any other damages, whether characterized as general, special,

direct, indirect, punitive, consequential or otherwise.

15. HAZARDOUS MATERIALS: Energy Trust and its representatives shall have no responsibility for the discovery, presence, handling, removal, or disposal of or exposure of persons to hazardous materials of any kind in connection with Participant's site or facility, including without limitation asbestos, asbestos products, PCBs, or other toxic substances.

16. GOVERNING LAW: This agreement shall be exclusively governed by and construed in accordance with the laws of the state of Oregon, without regard to any conflicts of laws rules thereof.

17. SELF-DIRECTION (NOTE: This section is only applicable if Participant is eligible to self-direct portions of their conservation public purpose charge.)

If Participant's site is a large PGE or Pacific Power energy user (8,760,000+ kWh per year), please be aware that whether or not Participant is eligible to self-direct a portion of its conservation public purpose charge through the Oregon Department of Energy as a self-directing entity determines how much incentive funding Energy Trust may initially provide for the Measures. A complete copy of Energy Trust's policy on self-direction is available for review on our website at www.energytrust.org. Contact us if you have questions. Participant agrees that it will not claim self-direction credits for any Measure that receives Energy Trust incentive funding. Participants that are currently applying self-direction credits against their conservation public purpose charge are generally eligible for up to 50% of the incentive amount that a non self-directing entity would be eligible to receive. It is Participant's responsibility to inform Energy Trust when submitting this application if it is or will be self-directing its conservation public purpose charge and is seeking the reduced incentive. If Participant receives the full Energy Trust incentive amount and then uses self-direct credits against the conservation portion of its public purpose charge within 36 months after receiving the Energy Trust incentive funding, Participant agrees to immediately notify Energy Trust and to repay to Energy Trust a pro-rated amount according to the following formula:

Pro Rated Refund Amount = $0.5 \times A \times B$, where

A = total amount of Energy Trust incentives paid.

B = (36 minus the number of months elapsed since payment of the Energy Trust incentive) divided by 36.

Section H: Participant Agreement

By my signature, below, I represent and warrant that Participant has read, understands and agrees to the terms and conditions of this agreement and that I am authorized to sign this agreement on behalf of Participant.

Participant's Authorized Representative (print name)	Signature	Date
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FACSIMILE/SCANNED DOCUMENTS: Original signed documents transmitted via fax or as a scanned attachment via electronic mail shall be the same as delivery of the original signed document. At the request of Energy Trust, Participant shall confirm documents with a facsimile or a scanned signature by providing an original document.

For contact information to submit this application or other questions, call Energy Trust at (800) 326-2917.

To be completed by Participant and Trade Ally

PROJECT INFORMATION

Project ID	ETELPS1534075052	PT ID	
Project Name	City of Salem - LED Street Li	Proposed By	Paul Beals
Contact	Paul Beals	Company	City of Salem
Contact Phone	(503) 588-6211	Prepared On	2/23/17
Business Type	Street Lighting	Annual Hours	4,380

Lighting Analysis and Incentive Estimates

Initial or Final	Date Proposed	Project Coordinator	Lighting Specialist	Date Completed
Initial	1/17/17	Charlotte Morrow	Mike Hughes	

ALL LIGHTING PROJECTS MUST BE SUBMITTED FOR REVIEW AND PRE-QUALIFICATION BY ENERGY TRUST.
This worksheet is an estimate only. All lighting measure factors and potential incentive amounts identified in this worksheet are for estimating purposes only. **This worksheet is NOT an incentive offer, application, or commitment.**

Key Steps in Energy Trust Review/Application Process:

- 1 We will review your submitted lighting analysis
- 2 If we identify lighting measures in this analysis that may be eligible to pre-qualify for an Energy Trust incentive reservation offer, an authorized representative will issue an **Incentive Application – Lighting (Form 120L)**.
- 3 Complete, sign and submit the **Form 120L** to apply for Energy Trust incentives by the deadline indicated. This step must occur before you or your contractor move ahead to purchase any lighting measure equipment or services. Measure equipment purchases or other installation activities occurring before Energy Trust's issuance of a **Form 120L** will not qualify for Energy Trust incentives.

EXISTING EQUIPMENT							PROPOSED EQUIPMENT							PROJECT COST		kW, kWh SAVINGS + INCENTIVES BY EQUIPMENT						
Interior / Exterior	Location Area/Room	Existing Equipment Category (Choose first)	Existing Equipment Specific fixture, lamp type (Choose from drop-down second)	Measure Description	Watts per Fixture	Fixt Qty	Proposed Equipment Category (Choose first)	Proposed Equipment Specific fixture, lamp type (Choose from drop-down second)	Measure Description	Custom	Watts per Fixture OR per Lamp for Relamping and TLED	Fixt Qty OR Total No. Lamps for Relamping and TLED	Annual Operating Hours	Labor & Material Cost (each)	Total Cost	Ave. kW Saving	kWh Before	kWh After	Proposed kWh Savings	Proposed Equipment Incentive (Each)	Proposed Incentive Amount	
	Exterior	HID	High Pressure Sodium, 70 watts		93	257	LED_Exterior_Fixture s	LED Street Light (City Owned)	Philips RFS-35W16LED3K-T-		38	257	4,380	\$ 223.42	\$57,419	14.1	104,681	42,773	61,908	\$40.00	\$10,280	
2	Exterior	HID	High Pressure Sodium, 100 watts		116	2,542	LED_Exterior_Fixture s	LED Street Light (City Owned)	Philips RFS-54W16LED3K-T-	Y	54	2,542	4,380	\$ 223.42	\$567,934	157.6	1,291,469	601,201	690,268	CustomCalc	\$103,540	
3	Exterior	HID	High Pressure Sodium, 150 watts		173	545	LED_Exterior_Fixture s	LED Street Light (City Owned)	RFM-108W32LED3K-T-	Y	108	545	4,380	\$ 267.30	\$145,679	35.4	412,946	257,793	155,153	CustomCalc	\$23,273	
4	Exterior	HID	Mercury Vapor, 400 watts		450	124	LED_Exterior_Fixture s	LED Street Light (City Owned)	RFM-160W48KED3K-T-		161	124	4,380	\$ 288.08	\$35,722	35.8	244,391	87,438	156,953	\$100.00	\$12,400	
5	Exterior	HID	High Pressure Sodium, 200 watts		240	778	LED_Exterior_Fixture s	LED Street Light (City Owned)	RFM-160W48KED3K-T-	Y	161	778	4,380	\$ 288.08	\$224,126	61.5	817,789	548,600	269,189	CustomCalc	\$40,378	
6	Exterior	HID	High Pressure Sodium, 250 watts		302	696	LED_Exterior_Fixture s	LED Street Light (City Owned)	RFM-160W48LED3K-T-	Y	161	696	4,380	\$ 291.54	\$202,912	98.1	920,591	490,778	429,812	CustomCalc	\$64,472	
7	Exterior	HID	High Pressure Sodium, 400 watts		469	922	LED_Exterior_Fixture s	LED Street Light (City Owned)	RFL-241W112LED3K-T-	Y	244	922	4,380	\$ 447.41	\$412,512	207.5	1,893,887	985,306	908,581	CustomCalc	\$136,287	
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Existing Quantity (this page)						5,864	Proposed Quantity (this page)						5,864	Cost (this page)	\$ 1,646,303	Incentive (this page)						\$ 390,630
														plus Controls	\$ -	plus Controls						\$ -
Existing Quantity (addendum)						0	Quantity (addendum)						0	Cost (addendums)	\$ -	plus Energy Trust Incentive from Addendums						\$ -
Total Existing Quantity						5,864	Total Proposed Quantity						5,864	Total Installed Cost	\$ 1,646,303	Energy Trust Incentive (without LED Case Lighting)						\$ 390,630
Existing Quantity (LED Case)						0	Quantity (LED Case)						0	Cost (LED Case)	-	plus Incentive from LED Case Lighting Tab						\$ -
Total Existing Quantity						5,864	Total Proposed Quantity						5,864	Total Installed Cost	1,646,303	Estimated Energy Trust Incentive						\$ 390,630

OVERALL kWh SAVINGS				
	Before	After	Savings	% Savings
Analysis	5,685,752	3,013,888	2,671,864	47%
Controls	0	0	0	0%
LED Case Lighting			0	
TOTAL			2,671,864	47%

Total Cost and Total Energy Trust Incentive include occupancy sensor costs and incentives when appropriate.

Project Description (please note unusual cost, etc.)				
Mike Hughes worked with engineer to verify the accepted specifications the City confirmed for the submittal process. Project to finish this summer '17. Some lines are custom and subject to cap at \$0.15/kWh saved or 50% of project costs, whichever is lower - CSM.				
	Model Number			Manufacturer
High Performance T8 Lamp				
High Performance T8 Ballast				
office internal use only	method 1	method 2	method 3	method 4
LED QPL verification method	DLC logo on cut sheet			select from drop down at left

LIGHTING POWER DENSITY	
#####	Watts per sq ft
INCENTIVE PER KWH	
0.146	per kWh
INCENTIVE AS % OF COST	
23.7%	

PROJECTED ANNUAL COST SAVINGS			
Utility:	PGE	Rate Schedule:	0
		Rate/kWh	0.000
		Estimated Annual kWh Savings	2,671,864
		Demand Rate/kW	\$ -
		Estimated Monthly kW Demand Savings	610.0
		Estimated Annual Cost Savings	\$ -
		Estimated Rate of Return (Before Energy Trust Incentive)	0%
		Estimated Rate of Return (After Energy Trust Incentive)	0%

PROJECT QUALIFICATIONS			
Are kWh savings greater than:	25%	47%	YES
Are Project incentives greater than:	\$ 100	\$ 390,630	YES

ENERGY SAVINGS ADJUSTED TO FEDERAL MINIMUM BASELINE	
	2,671,864

Estimates Memorandum



DATE: March 13, 2017
TO: Paul Beals
 City of Salem pbeals@cityofsalem.net
PHONE: (503) 588-6211
FAX: (503) 588-6095
FROM: Charlotte Morrow Program Coordinator
 Trade Ally Network - Lighting charlotte.morrow@evergreen-efficiency.com
PHONE: (503) 389-3178
FAX: (503) 389-1544
SUBJECT: **Proposed Lighting Retrofit: City of Salem - LED Street Lighting**
Estimated Energy Savings and Energy Trust of Oregon Incentive Package

Based on the lighting retrofit project proposal that you have submitted, we have estimated the energy savings and the incentives that would be available from Energy Trust of Oregon.

Estimated Annual Energy Savings	2,671,864 kWh
Estimated Annual Cost Savings	\$ - per year
Estimated Energy Trust of Oregon Incentive	\$ 390,630
Additional Estimated Incentive, if applicable	\$ -
Estimated Installation Cost	\$1,646,303

Based on your proposed retrofit and estimated installation cost, we show the following financial analysis:

Estimated Installation Cost	\$1,646,303
<i>minus Energy Trust of Oregon incentive</i>	<u>\$ (390,630)</u>
Net Installation Cost	<u>\$1,255,673</u>
Energy Savings Payback (in years)	#DIV/0!
% of installed cost paid for by incentives	<div style="border: 1px solid black; padding: 2px;">24%</div>
Rate of Return	

This project requires a pre-installation inspection.

This is an estimate only, as actual savings and incentives will vary based on final installed measures and costs, actual area operating hours, energy rates and building usage.

To apply for incentives, please have your customer review the attached incentive application form(s) and sign and submit it by no later than May 12, 2017

to Charlotte Morrow
 14100 SW 117th Ave
 Tigard OR 97224

or fax to (503) 389-1544

Green Project Box: (Estimate for informational purposes only. The carbon footprint from electricity generation is calculated from a regional average, which may be different than the national average.)

This proposed project could offset approximately **1,269** tons of CO₂ generated by fossil fuels, equal to taking more than **179** cars off the road.