Wilton-Lyndeborough Cooperative School District
School Administrative Unit #63

192 Forest Road Lyndeborough, NH 03082
603-732-9227

Bryan K. Lane
Superintendent of Schools

Ned Pratt
Director of Student Support Services

Robert Mullin
Business Administrator

TO: The WLC School Board
FROM: Bryan Lane
DATE: 5/7/21
RE: Proposal for lighting project at WLC

I have received a proposal from World Energy Efficiency Services about a lighting project for WLC that will lower our operational costs. The proposal, which is attached, has Eversource paying for 60% of the project directly to the vendor.

The total cost of the project, including installation, is $122,105.95. Eversource will pay for 60% of this, $ 74,484.83 that will be paid directly to World Energy Efficiency Services. The District would be responsible for $47,621 that to be paid prior to June 30 so that the work would be done over the summer. It is estimated that the District would see monthly savings in electrical costs of about $2,000. At that rate, the district would recoup its' initial investment of $47,621 over a two year period and subsequently see potential annual savings after that of over $20,000.

This offer is good through the month of May. The 60% direct payment by Eversource is a higher incentive than could have been realized in recent years. With 50 days left in the fiscal calendar, the unexpended fund balance is estimated to be in excess of $500,000. If the board approved this project to move forward, a purchase order would be created to take the funds from the following accounts:

04.2620.430.03	Repairs and Maint. Svcs. HS	$26,191.55
04.2620.430.02	Repairs and Maint. Svcs. MS	$21,429.45

If we used the current encumbrances, the accounts would be overspent by

04.2620.430.03	$17,301.55
04.2620.430.02	$14,367.87
Total	$31,699.42

As of May 7, with the heating season virtually ended, there are encumbrances in the Oil Accounts for all buildings are $34,957.36. If these funds were designated for this purpose, it would not affect the unexpended fund balance.

Gmail

Robert Erb <r.erb@sau63.org>

Lighting Project WLC

1 message

Mark Wrona <mark.wrona@worldenergyes.com> Wed, May 5, 2021 at 2:22 PM
To: "r.erb@sau63.org" <r.erb@sau63.org>

Buddy,

Thanks for having me out recently to look at the high school, like I said it was a blast from the past for me, and I am really excited to hopefully be able to help with some upgrades.

I have put together a project that I believe to be right on target for what we talked about, it will save you over $2000 per month, will have under a 2 year pay back, and Eversource has agreed to pay over 60% of this project.

Here are a few more highlights:

- Retrofitting your existing fixtures to accept LED by removing the old bulbs and ballasts and replacing them with new LED bulbs and LED drivers
- In the gym we will replace all the old fixtures with new LED high bays that will have occupancy sensors on each fixture also each fixture will have a wire cage for additional safety
- 18 exterior fixtures will be replaced with new LED fixtures
- We will recycle the old bulbs and ballasts and neatly stack any scrap metal (old gym fixtures, and exterior fixtures) for you to call a scrap company to pick up
- Eversource will pay World Energy directly for over 60% meaning you **only** pay your portion, **not** the entire amount and have wait for a check back
- We can install this project this summer while the kids are on school break if this contract is signed in the next month (we book out about 2 months)
- 5 year manufacturer warranty on parts and 2 year labor warranty

Like I mentioned Eversource has given special approval for this project as they are kicking in more then what is typical for a project like this, so if you are interested let's try to get this moving ASAP.

Attached is the proposal, if the powers that be want to move forward they can sign this PDF or I can send them an E-sign document I just need the persons email address that is going to sign.

Thanks!

Mark Wrona / Energy Specialist
Mark.Wrona@WorldEnergyES.com / +1.508.713.5661

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SAU#63 Wilton-Lyndeborough Public Schools - 57 School Rd_Proposal_2021-05-05.pdf
726K

WORLD
ENERGY · EFFICIENCY · SERVICES

ENERGY EFFICIENCY PROPOSAL

SAU#63 Wilton-
Lyndeborough Public
Schools - 57 School Rd

WILTON-LYNDEBOROUGH COOPERATIVE SCHOOL DISTRICT

PREPARED BY

Mark Wrona
5087135661
Mark.Wrona@WorldenergyES.com

DEVELOPED FOR

Buddy Erb
57 School Rd
Wilton, NH 03086

May 5, 2021

PROJECT SUMMARY

World Energy Efficiency Services ("World Energy") conducted an efficiency assessment of your facility to identify measures to help conserve energy at your facility. As a result of our findings, we recommend the below energy efficiency measures. The estimated energy savings were determined based on the customer's reporting of operational characteristics and the assumption that the facilities mechanical equipment was operating without significant faults.

The work proposed is turnkey and includes installation, material, sales tax (if applicable), electrical permit and recycling of the existing lamps and ballasts. World Energy also provides a two-year warranty on parts and labor. Additional manufacturer warranty applies after the World Energy warranty. Any changes in the scope of work and costs will be provided to the customer in writing and approved by the customer before any work is performed.

World Energy is not responsible for certain conditions that are unforeseen during the proposal and/or installation process. Unforeseen conditions may cause a delay in the completion of the services until such unforeseen condition are remedied.

PROPOSED MEASURES

- LED Lighting

PROJECT HIGHLIGHTS

This project includes retrofitting your existing fixtures to accept LED by removing the old bulbs and ballasts and replacing them with new LED bulbs and LED drivers. In the gym we will replace all the old fixtures with new LED highbays that will have occupancy sensors on each fixture also each fixture will have a wire cage for additional safety. There are about 18 exterior fixtures that will be replaced with new LED fixtures. We will recycle the old bulbs and ballasts and neatly stack any scrap metal (old gym fixtures, and exterior fixtures) for you to call a scrap company to pick up.

ENERGY EFFICIENCY MEASURES

LED – SCREW INS

Screw based LEDs are offered in a variety of shapes and sizes to fit all existing sockets and many different applications.

Key Benefits Compared to Halogen Bulbs

80% — **80% Less Energy**

30 — **Lasts up up to 30 Times Longer**

LED LINEAR TUBES

LED tubes are an effective, energy saving replacement for your existing fluorescent tubes. Offering in a variety of lengths, this is a low cost replacement option to retrofit your existing fixtures.

Key Benefits Compared to Fluorescent Tubes

80% — **80% More Efficient**

40% — **40% Longer Lifespan**

LED FIXTURES – INTERIOR

Rather than re-lamping your existing fixtures, replacing them with new LED fixtures will provide an updated, clean look while providing maximum energy savings.

Key Benefits

- Up to 20 year lifespan
- Clean, modern look
- Compatible with smart controls

LED FIXTURES – EXTERIOR

Updating your exterior lighting with new LED fixtures provides substantial energy savings, a more uniform, well-lit environment and also lasts 65% longer than traditional sources.

Key Benefits

90% — **Between 60% & 90% More Efficient**

65% — **65% Longer Lifespan**

ENERGY EFFICIENCY MEASURES

EXIT SIGNS

Since exit signs are lit 24/7, switching your sign to LED is an easy, low cost way to increase your energy savings while reducing maintenance costs.

Key Benefits Compared to Incandescent

95% **95% More Efficient**

25 **Lasts up to 25 Times Longer**

LIGHTING CONTROLS

Occupancy Sensors save energy by automatically turning lights off when a space is unoccupied. Most sensors allow users to customize the on/off timing.

Photocell Sensors automatically control your exterior fixtures to turn on at dusk and off at dawn.

Dimming Controls allow the user to customize light levels and maximize energy savings in a given space.

PROJECT FINANCIAL SUMMARY

PROJECT COSTS

TOTAL PROJECT COST	$122,105.95
UTILITY INCENTIVE	$74,484.63
NET PURCHASE PRICE	**$47,621.32**

CASH FLOW

MONTHLY SAVINGS	$2,165.34
MONTHLY CASH FLOW	

SAVINGS SNAPSHOTS

1.8 YEARS	55%	$259,841	45%
SIMPLE PAYBACK	ROI	10 YEAR SAVINGS	% ENERGY REDUCTION

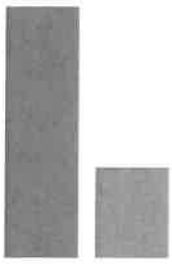
ENVIRONMENTAL ANALYSIS

141
Acres of U.S Forest
Storing Carbon for 1-Year

268,728
Miles Driven

13,811,49
Smartphones
Charged

ANNUAL SAVINGS



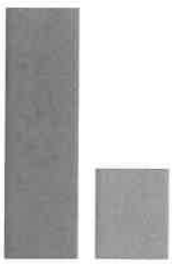
$44,304
Existing Usage

$19,912
Proposed Savings

45%
Reduction

TOTAL ANNUAL SAVINGS	**$19,912**

ENERGY ANALYSIS



340,800 kWh
Existing Usage

153,170 kWh
Proposed Savings

45%
Reduction

TOTAL ANNUAL SAVINGS	**153,170 kWh**

*These 'Existing' numbers are estimated based on the size and hours of your building

PRICE & ESTIMATED SAVINGS TABLES

Financial Economics

EEM #	PROPOSED MEASURES	Total Energy Savings	O&M Savings	Pre-Tax Price	Estimated Incentive	Sales Tax	Net Price	ROI	Simple Payback
		$/yr	$/yr	$	$	$	$	%	yr
1	Lighting & Lighting Controls	$19,912.10	$6,072.00	$122,105.95	$74,484.63	$0.00	$47,621.32	55%	1.83
Total		$19,912.10	$6,072.00	$122,105.95	$74,484.63	$0.00	$47,621.32	55%	1.83

Savings Analysis

EEM #	PROPOSED MEASURES	Electric Savings			Gas Savings		Total Energy Savings	% Electric	Simple Payback
		kW	kWh/yr	$/yr	Therm/yr	$/yr	$/yr	%	yr
1	Lighting & Lighting Controls	58.676	153,170	$19,912.10	0	$0.00	$19,912.10	100.0%	1.83
Total		58.676	153,170	$19,912.10	0	$0.00	$19,912.10	100.0%	1.83

INITIAL_____

LIGHTING AND LIGHTING CONTROLS

FIXTURE LINE BY LINE ANALYSIS

		Existing					Proposed				
Line Item	Location	World Energy Description	Kelvin	Qty	Hours	Watts per Fixture	WorldEnergyDescription	Kelvin	Qty	Hours	System Watts
001	middle school west wing stairwell	1x4 2L T8 w/ NP Electronic Ballast - Wrap	4100	2	2,600	60	1x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	2	2,600	22
002	2nd floor hall	2x4 2L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	18	2,600	60	2x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	18	2,600	22
003	2nd floor hall	2x2 2L T8 U w/ NP Electronic Ballast - Recessed Prismatic	4100	2	2,600	60	2x2 2L 20w T8 Type C w/ D Driver - Troffer Kit	4100	2	2,600	20
004	2nd floor- 202	2x4 3L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	12	2,600	88	2x4 3L 33w T8 Type C w/ D Driver - RLRB	4100	12	2,600	33
005	2nd floor-201	2x4 3L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	16	2,600	88	2x4 3L 33w T8 Type C w/ D Driver - RLRB	4100	16	2,600	33
006	2nd floor-203	2x4 3L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	16	2,600	88	2x4 3L 33w T8 Type C w/ D Driver - RLRB	4100	16	2,600	33
007	2nd floor-204	2x4 3L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	12	2,600	88	2x4 3L 33w T8 Type C w/ D Driver - RLRB	4100	12	2,600	33
008	2nd floor-205	2x4 3L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	8	2,600	88	2x4 3L 33w T8 Type C w/ D Driver - RLRB	4100	8	2,600	33
009	2nd floor-mens room	2x4 2L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	2	2,600	60	2x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	2	2,600	22
010	2nd floor-mens room	1x4 2L T8 w/ NP Electronic Ballast - Wrap	4100	4	2,600	60	1x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	4	2,600	22
011	2nd floor-womens room	2x4 2L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	2	2,600	60	2x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	2	2,600	22
012	2nd floor-womens room	1x4 2L T8 w/ NP Electronic Ballast - Wrap	4100	4	2,600	60	1x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	4	2,600	22
013	2nd floor-208	2x4 3L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	12	2,600	88	2x4 3L 33w T8 Type C w/ D Driver - RLRB	4100	12	2,600	33
014	2nd floor-208	2x2 2L T8 U w/ NP Electronic Ballast - Recessed Prismatic	4100	3	2,600	60	2x2 2L 20w T8 Type C w/ D Driver - Troffer Kit	4100	3	2,600	20
015	2nd floor-210	2x4 3L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	12	2,600	88	2x4 3L 33w T8 Type C w/ D Driver - RLRB	4100	12	2,600	33
016	2nd floor-teacher break	1x4 2L T8 w/ NP Electronic Ballast - Wrap	4100	6	2,600	60	1x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	6	2,600	22
017	2nd floor-electrical room	1x4 1L T8 w/ NP Electronic Ballast - Strip	4100	1	2,600	30	1x4 1L 11w T8 Type C w/ D Driver - RLRB	4100	1	2,600	11
018	2nd floor-Mop	2x4 2L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	2	1,500	60	2x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	2	1,500	22
019	2nd floor-stairwell	1x4 2L T8 w/ NP Electronic Ballast - Wrap	4100	1	2,600	60	1x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	1	2,600	22
020	1st floor middle school- 115	2x4 3L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	9	2,600	88	2x4 3L 33w T8 Type C w/ D Driver - RLRB	4100	9	2,600	33
021	1st floor middle school- elv. machine room	1x4 1L T8 w/ NP Electronic Ballast - Strip	4100	1	500	30	1x4 1L 11w T8 Type C w/ D Driver - RLRB	4100	1	500	11
022	1st floor middle school- electric	1x4 1L T8 w/ NP Electronic Ballast - Strip	4100	2	1,000	30	1x4 1L 11w T8 Type C w/ D Driver - RLRB	4100	2	1,000	11
023	1st floor middle school- 105	2x4 3L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	16	2,600	88	2x4 3L 33w T8 Type C w/ D Driver - RLRB	4100	16	2,600	33
024	1st floor middle school- 103	2x4 3L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	16	2,600	88	2x4 3L 33w T8 Type C w/ D Driver - RLRB	4100	16	2,600	33
025	1st floor middle school- 101	2x4 3L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	16	2,600	88	2x4 3L 33w T8 Type C w/ D Driver - RLRB	4100	16	2,600	33
026	1st floor middle school- 102	2x4 3L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	16	2,600	88	2x4 3L 33w T8 Type C w/ D Driver - RLRB	4100	16	2,600	33
027	1st floor middle school- 104	2x4 3L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	16	2,600	88	2x4 3L 33w T8 Type C w/ D Driver - RLRB	4100	16	2,600	33
028	1st floor middle school- boys	2x4 2L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	2	2,600	60	2x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	2	2,600	22
029	1st floor middle school- boys	1x4 2L T8 w/ NP Electronic Ballast - Wrap	4100	4	2,600	60	1x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	4	2,600	22
030	1st floor middle school- womens	2x4 2L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	2	2,600	60	2x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	2	2,600	22

INITIAL_____

LIGHTING AND LIGHTING CONTROLS

FIXTURE LINE BY LINE ANALYSIS

		Existing					Proposed				
Line Item	Location	World Energy Description	Kelvin	Qty	Hours	Watts per Fixture	WorldEnergyDescription	Kelvin	Qty	Hours	System Watts
031	1st floor middle school- womens	1x4 2L T8 w/ NP Electronic Ballast - Wrap	4100	4	2,600	60	1x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	4	2,600	22
032	1st floor middle school- custodian	2x4 2L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	2	1,500	60	2x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	2	1,500	22
033	1st floor middle school- hall way till the turn	2x4 2L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	34	2,600	60	2x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	34	2,600	22
034	1st floor middle school- hall way till the turn	2x2 2L T8 U w/ NP Electronic Ballast - Recessed Prismatic	4100	2	2,600	60	2x2 2L 20w T8 Type C w/ D Driver - Troffer Kit	4100	2	2,600	20
035	1st floor middle school- 108	2x4 3L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	18	2,600	88	2x4 3L 33w T8 Type C w/ D Driver - RLRB	4100	18	2,600	33
036	1st floor middle school- vice principal	2x4 2L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	4	2,400	60	2x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	4	2,400	22
037	1st floor middle school- vice principal	2x2 2L T8 U w/ NP Electronic Ballast - Recessed Prismatic	4100	1	2,400	60	2x2 2L 20w T8 Type C w/ D Driver - Troffer Kit	4100	1	2,400	20
038	1st floor middle school- 109 share room	2x4 2L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	3	2,400	60	2x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	3	2,400	22
039	1st floor middle school- 109 share room	2x2 2L T8 U w/ NP Electronic Ballast - Recessed Prismatic	4100	1	2,400	60	2x2 2L 20w T8 Type C w/ D Driver - Troffer Kit	4100	1	2,400	20
040	1st floor middle school- supply closet	2x4 2L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	2	2,400	60	2x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	2	2,400	22
041	1st floor middle school- 114	2x4 2L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	2	2,600	60	2x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	2	2,600	22
042	1st floor middle school- staff bathroom	2x4 2L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	2	1,500	60	2x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	2	1,500	22
043	1st floor middle school- bathroom closet DON'T DO	0	0	0	-	0	No Recommendation	4100	0	-	0
044	1st floor middle school- 116 office	2x4 2L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	2	2,600	60	2x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	2	2,600	22
045	1st floor middle school- middle school conf	2x4 3L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	4	2,000	88	2x4 3L 33w T8 Type C w/ D Driver - RLRB	4100	4	2,000	33
046	1st floor middle school- 171	2x4 3L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	24	2,600	88	2x4 3L 33w T8 Type C w/ D Driver - RLRB	4100	24	2,600	33
047	1st floor middle school- 171 closet	2x4 2L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	2	2,600	60	2x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	2	2,600	22
048	1st floor- art room 170	2x4 3L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	24	2,600	88	2x4 3L 33w T8 Type C w/ D Driver - RLRB	4100	24	2,600	33
049	1st floor- art closet	2x4 2L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	4	2,600	60	2x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	4	2,600	22
050	1st floor- industrial arts	2x4 2L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	28	2,600	60	2x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	28	2,600	22
051	1st floor- weight room	2x4 2L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	18	2,600	60	2x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	18	2,600	22
052	1st floor- custodian	1x4 1L T8 w/ NP Electronic Ballast - Strip	4100	1	1,500	30	1x4 1L 11w T8 Type C w/ D Driver - RLRB	4100	1	1,500	11
053	1st floor- electric room	2x4 2L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	2	1,500	60	2x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	2	1,500	22
054	1st floor- hall industrial arts	2x4 2L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	12	2,600	60	2x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	12	2,600	22
055	1st floor- mens room faculty	2x4 2L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	1	2,000	60	2x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	1	1,600	22
056	1st floor- womens room faculty	2x4 2L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	1	2,000	60	2x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	1	1,600	22
057	1st floor- art storage	2x4 2L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	2	2,000	60	2x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	2	1,600	22
058	1st floor- school supply	2x4 2L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	2	2,000	60	2x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	2	1,600	22
059	1st floor- speech therapy	2x4 3L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	1	2,400	88	2x4 3L 33w T8 Type C w/ D Driver - RLRB	4100	1	2,400	33
060	1st floor- 120a	2x4 3L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	2	2,400	88	2x4 3L 33w T8 Type C w/ D Driver - RLRB	4100	2	2,400	33
061	1st floor- 120	2x4 3L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	9	2,600	88	2x4 3L 33w T8 Type C w/ D Driver - RLRB	4100	9	2,600	33
062	1st floor- 120	2x4 3L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	6	2,600	88	2x4 3L 33w T8 Type C w/ D Driver - RLRB	4100	6	2,600	33
063	1st floor- 120	2x4 3L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	9	2,600	88	2x4 3L 33w T8 Type C w/ D Driver - RLRB	4100	9	2,600	33
064	1st floor- Av storage	2x4 2L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	3	2,000	60	2x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	3	2,000	22
065	1st floor- store	2x4 2L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	2	2,000	60	2x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	2	2,000	22

INITIAL_____

LIGHTING AND LIGHTING CONTROLS

FIXTURE LINE BY LINE ANALYSIS

		Existing					Proposed				
Line Item	Location	World Energy Description	Kelvin	Qty	Hours	Watts per Fixture	WorldEnergyDescription	Kelvin	Qty	Hours	System Watts
066	1st floor- bean bag storage	2x4 2L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	1	2,000	60	2x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	1	2,000	22
067	1st floor- café	2x4 2L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	45	2,600	60	2x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	45	2,600	22
068	1st floor- café	2x2 2L T8 U w/ NP Electronic Ballast - Recessed Prismatic	4100	3	2,600	60	2x2 2L 20w T8 Type C w/ D Driver - Troffer Kit	4100	3	2,600	20
069	1st floor- kitchen	1x4 1L T8 w/ NP Electronic Ballast - Strip	4100	13	2,600	30	1x4 1L 11w T8 Type C w/ D Driver - RLRB	4100	13	2,600	11
070	1st floor- kitchen office	2x2 2L T8 U w/ NP Electronic Ballast - Recessed Prismatic	4100	4	2,600	60	2x2 2L 20w T8 Type C w/ D Driver - Troffer Kit	4100	4	2,600	20
071	1st floor- bathroom DON'T DO	0	0	0	-	0	No Recommendation	4100	0	-	0
072	1st floor- dishwashing	1x4 1L T8 w/ NP Electronic Ballast - Strip	4100	3	2,600	30	1x4 1L 11w T8 Type C w/ D Driver - RLRB	4100	3	2,600	11
073	1st floor- drama closet	2x4 2L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	2	1,500	60	2x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	2	1,500	22
074	1st floor- library	2x4 3L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	30	2,600	88	2x4 3L 33w T8 Type C w/ D Driver - RLRB	4100	30	2,600	33
075	1st floor- work room	2x4 2L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	3	2,600	60	2x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	3	2,600	22
076	1st floor- hall display	1x3 1L T8 w/ NP Electronic Ballast - Strip	4100	8	2,600	24	1x3 1L 12w T8 Type C w/ D Driver - RLRB	4100	8	2,600	12
077	1st floor- stage entrance	2x4 3L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	2	2,600	88	2x4 3L 33w T8 Type C w/ D Driver - RLRB	4100	2	2,600	33
078	1st floor- faculty	2x4 2L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	3	2,600	60	2x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	3	2,600	22
079	1st floor- faculty	2x2 2L T8 U w/ NP Electronic Ballast - Recessed Prismatic	4100	1	2,600	60	2x2 2L 20w T8 Type C w/ D Driver - Troffer Kit	4100	1	2,600	20
080	1st floor- faculty bathrooms	1x2 2L T8 w/ NP Electronic Ballast - Wrap	4100	2	2,000	37	1x2 2L 20w T8 Type C w/ D Driver - RLRB	4100	2	1,600	20
081	1st floor- gym	2x4 4L T5 w/ High Output Ballast - High Bay	5000	24	2,600	234	1x2 90w LED High Bay	5000	24	2,080	90
082	1st floor- stage	1x8 4L T8 w/ NP Electronic Ballast - Strip	4100	6	2,000	112	1x8 4L 44w T8 Type C w/ D Driver - RLRB	4100	6	2,000	44
083	1st floor- stage mezz	1x4 2L T8 w/ NP Electronic Ballast - Wrap	4100	4	2,000	60	1x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	4	2,000	22
084	1st floor- chair storage	2x4 2L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	2	1,500	60	2x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	2	1,200	22
085	1st floor- music stage exit	2x4 2L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	2	1,500	60	2x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	2	1,500	22
086	1st floor- music room	2x4 3L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	16	2,600	88	2x4 3L 33w T8 Type C w/ D Driver - RLRB	4100	16	2,600	33
087	1st floor- music office	2x4 3L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	4	2,600	88	2x4 3L 33w T8 Type C w/ D Driver - RLRB	4100	4	2,600	33
088	1st floor- music room	2x4 2L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	1	2,600	60	2x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	1	2,600	22
089	1st floor- boys locker room hallway	2x4 2L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	3	2,600	60	2x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	3	2,600	22
090	1st floor- boys locker room	2x2 2L T8 U w/ NP Electronic Ballast - Recessed Prismatic	4100	2	2,600	60	2x2 2L 20w T8 Type C w/ D Driver - Troffer Kit	4100	2	2,600	20
091	1st floor- boys locker room	2x4 2L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	12	2,600	60	2x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	12	2,600	22
092	1st floor- boys shower	1x4 2L T8 w/ NP Electronic Ballast - Wrap	4100	2	2,600	60	1x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	2	2,600	22
093	1st floor- ski storage	2x4 2L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	2	2,000	60	2x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	2	1,600	22
094	1st floor- fridge in locker room	2x4 2L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	2	2,000	60	2x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	2	1,600	22
095	1st floor- storage in locker	1x4 1L T8 w/ NP Electronic Ballast - Strip	4100	1	2,000	30	1x4 1L 11w T8 Type C w/ D Driver - RLRB	4100	1	2,000	11
096	1st floor- girls locker room	2x4 2L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	10	2,600	60	2x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	10	2,600	22
097	1st floor- girls shower	65w Inc/Halogen/Quartz - BR30 Screw In	4100	8	2,600	65	6" 13w LED Recessed Can	4100	8	2,600	13
098	1st floor- offices in girls room	2x4 2L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	4	2,600	60	2x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	4	2,080	22
099	1st floor- office bathrooms in both locker rooms	65w Inc/Halogen/Quartz - BR30 Screw In	4100	2	2,600	65	6" 13w LED Recessed Can	4100	2	2,600	13
100	1st floor- gym storage balls	2x4 2L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	4	2,600	60	2x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	4	2,600	22

INITIAL_____

LIGHTING AND LIGHTING CONTROLS

FIXTURE LINE BY LINE ANALYSIS

		Existing					Proposed				
Line Item	Location	World Energy Description	Kelvin	Qty	Hours	Watts per Fixture	WorldEnergyDescription	Kelvin	Qty	Hours	System Watts
101	1st floor- big hallway	2x4 2L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	35	2,600	60	2x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	35	2,600	22
102	1st floor- 125	2x4 2L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	4	2,600	60	2x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	4	2,600	22
103	1st floor- womens room	2x2 2L T8 U w/ NP Electronic Ballast - Recessed Prismatic	4100	1	2,600	60	2x2 2L 20w T8 Type C w/ D Driver - Troffer Kit	4100	1	2,600	20
104	1st floor- womens room	2x4 2L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	2	2,600	60	2x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	2	2,600	22
105	1st floor- womens room	1x4 2L T8 w/ NP Electronic Ballast - Wrap	4100	2	2,600	60	1x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	2	2,600	22
106	1st floor- men	2x2 2L T8 U w/ NP Electronic Ballast - Recessed Prismatic	4100	1	2,600	60	2x2 2L 20w T8 Type C w/ D Driver - Troffer Kit	4100	1	2,600	20
107	1st floor- men	1x4 2L T8 w/ NP Electronic Ballast - Wrap	4100	2	2,600	60	1x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	2	2,600	22
108	1st floor- men	2x4 2L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	2	2,600	60	2x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	2	2,600	22
109	1st floor- mop	2x2 2L T8 U w/ NP Electronic Ballast - Recessed Prismatic	4100	1	1,500	60	2x2 2L 20w T8 Type C w/ D Driver - Troffer Kit	4100	1	1,500	20
110	1st floor Highschool - robotics 131	2x4 3L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	16	2,600	88	2x4 3L 33w T8 Type C w/ D Driver - RLRB	4100	16	2,600	33
111	1st floor Highschool - computer lab 133	2x4 3L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	16	2,600	88	2x4 3L 33w T8 Type C w/ D Driver - RLRB	4100	16	2,600	33
112	1st floor Highschool - 135	2x4 3L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	12	2,600	88	2x4 3L 33w T8 Type C w/ D Driver - RLRB	4100	12	2,600	33
113	1st floor Highschool - storage room	2x4 3L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	2	2,600	88	2x4 3L 33w T8 Type C w/ D Driver - RLRB	4100	2	2,600	33
114	1st floor Highschool - 137	2x4 3L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	11	2,600	88	2x4 3L 33w T8 Type C w/ D Driver - RLRB	4100	11	2,600	33
115	1st floor Highschool - 139	2x4 3L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	12	2,600	88	2x4 3L 33w T8 Type C w/ D Driver - RLRB	4100	12	2,600	33
116	1st floor Highschool - women	2x4 2L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	3	2,600	60	2x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	3	2,600	22
117	1st floor Highschool - women	1x4 2L T8 w/ NP Electronic Ballast - Wrap	4100	2	2,600	60	1x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	2	2,600	22
118	1st floor Highschool - vestibule	2x4 4L T5 w/ High Output Ballast - High Bay	5000	1	2,600	234	1x2 90w LED High Bay	5000	1	2,600	90
119	1st floor Highschool - mr kline IT	2x4 2L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	2	2,600	60	2x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	2	2,600	22
120	1st floor Highschool - boys	2x4 2L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	3	2,600	60	2x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	3	2,600	22
121	1st floor Highschool - boys	1x4 2L T8 w/ NP Electronic Ballast - Wrap	4100	1	2,600	60	1x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	1	2,600	22
122	1st floor Highschool - 145 krot	2x4 3L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	12	2,600	88	2x4 3L 33w T8 Type C w/ D Driver - RLRB	4100	12	2,600	33
123	1st floor Highschool - 146	2x4 3L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	12	2,600	88	2x4 3L 33w T8 Type C w/ D Driver - RLRB	4100	12	2,600	33
124	1st floor Highschool - 148	2x4 3L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	12	2,600	88	2x4 3L 33w T8 Type C w/ D Driver - RLRB	4100	12	2,600	33
125	1st floor Highschool - 151	1x4 3L T8 w/ NP Electronic Ballast - Wrap	4100	27	2,600	88	1x4 3L 33w T8 Type C w/ D Driver - RLRB	4100	27	2,600	33
126	1st floor Highschool - 151	2x4 2L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	5	2,600	60	2x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	5	2,600	22
127	1st floor Highschool - 150	1x4 3L T8 w/ NP Electronic Ballast - Wrap	4100	27	2,600	88	1x4 3L 33w T8 Type C w/ D Driver - RLRB	4100	27	2,600	33
128	1st floor Highschool - 150	2x4 2L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	5	2,600	60	2x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	5	2,600	22
129	1st floor Highschool - middle room	2x4 2L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	4	2,600	60	2x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	4	2,600	22
130	1st floor Highschool - 149	2x4 3L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	12	2,600	88	2x4 3L 33w T8 Type C w/ D Driver - RLRB	4100	12	2,600	33
131	1st floor Highschool - custodian	1x4 1L T8 w/ NP Electronic Ballast - Strip	4100	1	2,600	30	1x4 1L 11w T8 Type C w/ D Driver - RLRB	4100	1	2,600	11
132	1st floor Highschool - 147	2x4 3L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	12	2,600	88	2x4 3L 33w T8 Type C w/ D Driver - RLRB	4100	12	2,600	33
133	1st floor Highschool - Highschool science hall	2x4 2L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	13	2,600	60	2x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	13	2,600	22
134	1st floor Highschool - highschool long hall	2x4 2L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	25	2,600	60	2x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	25	2,600	22
135	1st floor Highschool - hall	2x2 2L T8 U w/ NP Electronic Ballast - Recessed Prismatic	4100	1	2,600	60	2x2 2L 20w T8 Type C w/ D Driver - Troffer Kit	4100	1	2,600	20

INITIAL_____

LIGHTING AND LIGHTING CONTROLS

FIXTURE LINE BY LINE ANALYSIS

		Existing					Proposed				
Line Item	Location	World Energy Description	Kelvin	Qty	Hours	Watts per Fixture	WorldEnergyDescription	Kelvin	Qty	Hours	System Watts
136	1st floor Highschool - 140	2x4 3L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	12	2,600	88	2x4 3L 33w T8 Type C w/ D Driver - RLRB	4100	12	2,600	33
137	1st floor Highschool - storage room	2x4 2L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	2	2,600	60	2x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	2	2,600	22
138	1st floor Highschool - 138	2x4 3L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	11	2,600	88	2x4 3L 33w T8 Type C w/ D Driver - RLRB	4100	11	2,600	33
139	1st floor Highschool - 136	2x4 3L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	11	2,600	88	2x4 3L 33w T8 Type C w/ D Driver - RLRB	4100	11	2,600	33
140	1st floor Highschool - storage room	2x4 2L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	2	2,000	60	2x4 2L 22w T8 Type C w/ D Driver - RLRB	4100	2	2,000	22
141	1st floor Highschool - 134	2x4 3L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	11	2,600	88	2x4 3L 33w T8 Type C w/ D Driver - RLRB	4100	11	2,600	33
142	1st floor Highschool - 132	2x4 3L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	12	2,600	88	2x4 3L 33w T8 Type C w/ D Driver - RLRB	4100	12	2,600	33
143	Front office - nurse	2x4 3L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	5	2,600	88	2x4 3L 33w T8 Type C w/ D Driver - RLRB	4100	5	2,600	33
144	Front office - nurse bathroom	2x2 2L T8 U w/ NP Electronic Ballast - Recessed Prismatic	4100	1	2,000	60	2x2 2L 20w T8 Type C w/ D Driver - Troffer Kit	4100	1	2,000	20
145	Front office -	2x4 3L T8 w/ NP Electronic Ballast - Recessed Prismatic	4100	18	3,000	88	2x4 3L 33w T8 Type C w/ D Driver - RLRB	4100	18	3,000	33
146	Front office -	2x2 2L T8 U w/ NP Electronic Ballast - Recessed Prismatic	4100	2	3,000	60	2x2 2L 20w T8 Type C w/ D Driver - Troffer Kit	4100	2	3,000	20
147	outside- door 156 left side	250w MH/MV/PSMH/HPS - Wallpack	4100	8	2,900	295	50w LED Wallpack - Cut Off	4100	8	2,900	50
148	outside- back	400w MH/MV/PSMH/HPS - Flood	4100	1	2,900	455	80w LED Flood	4100	1	2,900	80
149	outside-back	250w MH/MV/PSMH/HPS - Wallpack	4100	2	2,600	295	50w LED Wallpack - Cut Off	4100	2	2,600	50
150	outside- canopy lights are already done DON'T DO	0	0	0	-	0	No Recommendation	4100	0	-	0
151	outside- middle of building	400w MH/MV/PSMH/HPS - Flood	4100	2	2,600	455	80w LED Flood	4100	2	2,600	80
152	outside- middle of building	250w MH/MV/PSMH/HPS - Wallpack	4100	1	2,600	295	50w LED Wallpack - Cut Off	4100	1	2,600	50
153	outside- front flood	400w MH/MV/PSMH/HPS - Flood	4100	2	2,600	455	80w LED Flood	4100	2	2,600	80
154	outside- front flood	250w MH/MV/PSMH/HPS - Wallpack	4100	2	2,600	295	50w LED Wallpack - Cut Off	4100	2	2,600	50
Total				1104					1104		

INITIAL_____

Statement of Work for
Eversource Small Business Energy Advantage Program

This Statement of Work ('SOW') is entered into between World Energy Efficiency Services, LLC ('World Energy') and SAU#63 Wilton-Lyndeborough Public Schools - 57 School Rd ('Customer') as of the date by which World Energy executes this SOW.

Project Overview:

- Energy Efficiency Measures ("EEMs") per the proposal titled "ENERGY EFFICIENCY PROPOSAL PREPARED FOR : SAU#63 Wilton-Lyndeborough Public Schools - 57 School Rd and dated 05/05/2021 (the "Proposal")
- Non-Prevailing
- Customer will provide World Energy with access to Customer's premises as may be reasonably required in order to permit World Energy to perform the services in a timely manner

Service Exclusions:

- Performance and/or payment bond
- New Tombstones for existing fixtures (Unless otherwise noted)
- Old equipment disposal
- Asbestos abatement
- Painting and patching
- Repair or replacement of unforeseen conditions including but not limited to existing code violations, structural issues, asbestos, lead paint, oil or other hazardous materials, and old or deteriorating wiring
- Non-functioning equipment repair
- Overtime, weekend, or overnight work
  - Pricing is straight time only

Fee:

Project Total	$122,105.95
Less Incentive	$74,484.63
Customer Portion due to World Energy	$47,621.32

Payment Terms (check one):

- 50% upon the initial Invoice*
- 50% upon Certificate of Completion

* Note: If total Customer Portion due to World Energy is less than $1,500 there will be no initial deposit and all funds will be due upon Certificate of Completion.
Deposits are due upon receipt of invoice. Remaining balance is due and payable net thirty (30) days from invoice date. All overdue payments shall bear interest of the lesser of (i) the rate of one and one-half percent (1.5%) per month or (ii) the maximum rate allowed by law, in either case plus World Energy's cost of collection (including reasonable attorney's fees).

Invoices to be sent to:

Customer: Attn:

Address: Email:

Flow Down:

Scope of Work:

- Project # as stated in the summary of the proposed retrofit work ('Executive Summary')
- EEM#(s) 1 - 2 from the Energy Efficiency Proposal to SAU#63 Wilton-Lyndeborough Public Schools - 57 School Rd from World Energy dated 04-29-2021 ('Proposal').

Change Orders:

Any changes to the scope of work shall be made by the execution of a Change Order between the parties substantially in the form attached hereto as Attachment 1 per the Customer Agreement.

Certificate of Completion:

Upon completion of the Services by World Energy, Customer shall execute the attached Notice of Completion (Attachment 2) and return to World Energy.

IN WITNESS WHEREOF, the parties hereto have caused this Statement of Work to be executed on the date set forth below.

World Energy Efficiency Services, LLC		Customer	
By:	_____	By:	_____
Print Name:	_____	Print Name:	_____
Title:	_____	Title:	_____
Date:	_____	Date:	_____

CHANGE ORDER (Attachment 1)

Attachment 1
World Energy Efficiency Services, LLC
24 Rockdale Street
Worcester, MA 01606
Change Order

Change Order No: _____ Date: _____
Project Name: _____ Utility: _____
Location: _____
Counterparty: _____
Contract: _____
Statement of Work(s) or Purchase Order(s): _____

Scope Change:

_____

Is the change Prescriptive or Custom	☐ PRESCRIPTIVE	☐ CUSTOM
Is Utility Incentive Approval Required	☐ YES	☐ NO
Utility Incentive Approved	☐ YES	☐ NO

Summary of Contract Changes

Original Contract Amount: _____
Previous Approved Change Order(s): _____
Amount of this Change Order: _____
Revised Contract Amount: _____
Original Incentive Amount: _____
Revised Incentive Amount: _____
Revised Customer Portion: _____

This Change Order represents a modification between the parties to the Agreement and any Statements of Work and/or Purchase Orders referenced above. This Change Order supersedes any and all prior negotiations, qualifications and terms for the changes in scope specifically described in this Change Order. Except as modified by this Change Order, the Agreement and any and all Statements of Work and/or Purchase orders remain in full force and effect.

IN WITNESS WHEREOF, the parties hereto have caused this Change Order to be executed on the day and year set forth above.

World Energy Efficiency Services, LLC		Counterparty	
By:	_____	By:	_____
Print Name	_____	Print Name	_____
Title	_____	Title	_____
Date:	_____	Date:	_____

CERTIFICATE OF COMPLETION (Attachment 2)

Attachment 2

CERTIFICATE OF COMPLETION - CUSTOMER

(Customer Name)
(Address 1)
City, State Zip

Reference: {Insert P.O. number or SOW reference} (the "SOW") under the Efficiency Services Agreement (the "Agreement")

This letter certifies that as of the date referenced below ("Acceptance Date"), World Energy Efficiency Services, LLC ("World Energy") has met all of the requirements listed in the above referenced SOW and the Agreement, except any warranty obligations it may have in connection with its performance in accordance with the Agreement. All other obligations stated therein have been satisfied as of the Acceptance Date and World Energy will be paid the amounts owed in accordance with the SOW and the Agreement.

(Customer Name)

By: _____
Print Name: _____
Title: _____
Date: _____

FOR INTERNAL USE ONLY

In connection with the above referenced SOW and the Agreement ("Arrangement") I certify that as of the Acceptance Date, World Energy ("Company") has met all of the requirements except any warranty obligations it may have in connection with its performance in accordance with the Arrangement. I have provided or disclosed to the Finance Department all agreements associated with the above referenced Arrangement. To the best of my knowledge, the Arrangement is not supplemented by undisclosed written or oral

- Side agreements that amend or contradict the Arrangement
- Commitments granting additional discounts, rebates or free product
- Commitments granting right to return, exchange or upgrade
- Other future commitments

I have complied with the Company's Business Code of Ethics and Corporate Governance policy. I understand the Company will use this information to prepare its financial statements for filing with the Securities and Exchange Commission in accordance with applicable laws.

By	_____	By	_____
Print Name	_____	Print Name	_____
Title	_____	Title	_____
Date	_____	Date	_____

Project value greater than $25,000 require V.P. Operations Signature

Customer initials_____

EVERSOURCE

Energy Efficiency Program for Small Business

CUSTOMER INFORMATION

Company Name: SAU#63 Wilton-Lyndeborough Public Schools - 57 School Rd

Phone: (603) 732-9176

Email: r.erb@sau63.org

Contact Person First Name: Buddy

Contact Person Last Name: Erb

Electric Account #: 56681931093

Service Address: 57 School Rd

Project #: 0

City: Wilton

State: NH

Zip: 03086

PRIMARY USE

Business Category: 0

Business Category: 0

MEASURE TYPES

Check All that Apply

- [x] Lighting and Controls
- [ ] HVAC Controls
- [ ] Refrigeration (NRM only)
- [ ] Motors
- [ ] Process
- [ ] Other

PROJECT COST

Total Project Cost: $122,105.95

Eversource Contribution: $74,484.63

Customer Contribution: $47,621.32

Would you like to finance your portion of the project cost?

- [x] No, I will pay the Contractor directly in full.
- [ ] Yes. Choose your preferred terms:

- [ ] 12 months at $ 0.00 /month
- [ ] 24 months at $ 0.00 /month
- [ ] 36 months at $_NA__/month
- [ ] 48 months at $_NA__/month

- [ ] I understand that the financed portion of my project cost will appear on my electric bill

Please initial: _____

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Energy Efficiency Program for Small Business

CUSTOMER ACKNOWLEDGMENT

I certify that all statements made in this application are correct to the best of my knowledge and that I have read and agree to the Terms and Conditions on the back of the form, including those provisions regarding warranties. I further understand and acknowledge that the offer to pay incentives is subject to those Terms and Conditions.

Vendor Name: World Energy Efficiency Services

Auditor Name: Mark Wrona

Customer Name (printed)

Customer Signature

Date

CHANGE AUTHORIZATION

Customer acknowledges that the Total Cost has changed during construction. The revised amounts listed below are satisfactory and hereby accepted . Payment will be made as outline below.

Electric Cost	Eversource Contribution	Customer Contribution
$	$	$

Terms

☐ 12 months at $___/ month ☐ 24 months at $___/ month ☐ 36 months at $___/ month ☐ 48 months at $___/ month

Note: Maximum term is based off payback period plus one year.

Authorized Signature | Name (printed) | Date

CUSTOMER ACKNOWLEDGMENT OF PROJECT INSTALLATION

I certify that all energy efficiency measures covered by this application have been installed in a satisfactory manner.

Vendor Name

Auditor Name

Customer Name (printed)

Customer Signature

Date

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EVERSOURCE

Energy Efficiency Program for Small Business

TERMS AND CONDITIONS

1. **Customer Eligibility.** The Energy Efficiency Program for Small Business is available to non-residential customers who meet the specific eligibility requirements, in the service territory of either NSTAR Electric Company, Western Massachusetts Electric Company or Public Service Company of New Hampshire (individually, "the Company.") Non-residential customers in Public Service Company of New Hampshire are eligible to finance projects if the Customer is in good standing with the Company and has been a customer receiving service for more than 12 consecutive months. Customer shall not have received a disconnection notice in the previous 12 months.
2. **Rebates.** Subject to these Terms and Conditions ("T&Cs"), the Company will pay directly to the installing contractor a portion of the cost of installation of those electric conservation measures ("ECMs") described within this worksheet. If the customer identified in the Customer information section above ("Customer") elects to finance its portion of the cost of the ECMs (the "Customer Contribution") with the Company, the Company will pay the full cost of installation of those ECMs described in this worksheet directly to the installing contractor.
3. **Customer Contribution.** Customer agrees to pay the Customer Contribution shown in the Section on Project Cost. The Customer has the option of making the Customer Contribution payment directly to the installation contractor, or in equal monthly installments up to forty-eight (48) months directly to the Company. The total Customer Contribution shall be more than $1,500 and not exceed $20,000 for customers of Public Service Company of New Hampshire. No interest will be charged for, but interest will be charged on any payment not made when due from the date of payment was due until payment is received by the Company. The interest rate will be the equivalent to the average rate paid on two-year United States Treasury notes for the twelve (12) months ending December 31st of the program year, as such rates appear in the Federal Reserve Release, plus ten percent (10%). If any payment is more than 45 days late, the Customer will be in default of the payment terms and the Company reserves the right to accelerate the remaining payments and require immediate payment in full. (The Company reserves the right to combine any invoice for extended payment with Customer's electric bill at any time in the future, but the amount of any payment hereunder will be separately identified on such bill.) In the event the Customer closes its electric service account, any remaining portion of the Customer Contribution shall immediately become due and payable, unless a successor customer agrees to assume payment of the Customer Contribution and executes a new agreement covering the ECMs and the remaining Customer Contribution within 30 days of the original account closure.
4. **Eversource Invoice/Financing.** If Customer elects to finance the Customer Contribution of the total cost, the Company will send a monthly invoice separate from the Customer's monthly electric bill for customers in Eversource Electric Territory. The Company will add a line item in the monthly electric bill for customers in Western Massachusetts and Public Service Company of New Hampshire.

- Financing will be available to Customer for up to 48 months with a minimum customer financial commitment of $25/month.

5. **3rd Party Financing.** Pre-approved custom projects are available for 3rd party financing by a 3rd Party Lender.

- Lender to qualify customer
- Invoicing monthly payment will be administered by 3rd Party Lender

6. **Program Changes.** The Energy Efficiency Program for Small Business and these T&Cs may be changed by the Company at any time without notice.
7. **Removal of Equipment.** The Customer agrees, as a condition of participation in the program, to remove and dispose of the equipment being replaced by the ECMs in accordance with all legal requirements. The Customer agrees not to install any of this removed equipment in the service territory of the Company or its affiliates.
8. **Replacement of Failed Equipment.** Customers who install energy-efficient equipment are expected to replace any of the energy-efficient equipment that fails with similar or superior energy savings equipment at the Customer's expense.
9. **Follow-up Visits.** With advance notice, the Company reserves the right (but shall have no obligation) to make a reasonable number of follow-up visits to Customer's facility during the 36 months following the Actual Completion Date noted on page 1 of this application to provide the Company with an opportunity to review the operation of the ECMs for program evaluation purposes.
10. **Limitation of Liability.** Neither the Company nor any of its affiliates shall be liable to the Customer for any direct , indirect, consequential or incidental damages, regardless of the theory of recovery, caused by or arising from any activities associated with this program.

11. **No Warranties.** The Company does not endorse, guarantee, or warrant any particular manufacturer, contractor or product, and the Company EXPRESSLY DISCLAIMS ALL WARRANTIES, EXPRESSED OR IMPLIED, INCLUDING THE WARRANTIES OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE for any product or services. The Customer acknowledges that neither the Company nor any of its consultants are responsible for assuring that the design, engineering and construction or installation of the ECMs is proper or complies with any particular laws (including patent laws), codes, or industry standards. The Company makes no representations or warranties of any kind regarding the results to be achieved by the ECMs or the adequacy or safety of such measures.

1. **Obligations Between the Parties.** The Company shall have no obligation to maintain, remove or perform any work whatsoever on the ECMs installed. The Company shall have no liability for the failure of the ECMs to function, or for any and all damages to property or injury to persons caused by the ECMs. The Customer acknowledges that the installation of the ECMs is performed by an independent contractor selected by the Company, and that the Company does not control or manage the details of the contractor's performance. The Company shall not be liable for the acts or omissions of the contractor.
2. **Miscellaneous.** These T&Cs and this program application constitute the entire agreement between the parties and supersede all other communications and representations. Paragraph headings are for the convenience of the parties only and are not to be construed as part of these T&Cs. If any provision of the T&Cs is deemed invalid by any court or administrative body having jurisdiction, such ruling shall not, invalidate any other provision, and the remaining T&Cs shall remain in full force and effect in accordance with their terms.
3. **Energy Benefits.** The Company is entitled to 100% of the energy benefits associated with the ECMs, excluding the value of energy cost savings realized by the Customer, but including all rights to all associated ISO-NE Energy, Capacity and Reserves Products, and the Customer agrees to provide the Company with such further documentation as the Company may request to confirm the Company's ownership of such benefits and Products.

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World Energy Efficiency Services, LLC. Is focused on assessing, developing, engineering, and managing commercial energy efficiency projects. Specifically, projects include commercial building energy audits, project scope development, equipment specifications and ROI analyses. We work with local utilities on incentive programs, present project analyses and provide turnkey energy efficiency project solutions for our customers. Our focus is on high ROI lighting, mechanical and energy management systems.

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