

**AMBAG**



## Energy Efficiency Proposal

### Upgrade Recommendations for County of Monterey Department of Public Works

**Project Name:**

County of Monterey Department of Public Works

**Project Location:**

855 E Laurel Street  
Salinas, CA 93905

**Presented To:**

Robert K Murdoch

**Presented By:**

Bill Robinson  
Phone: (831) 535-8996  
Mobile: (831) 535-8996  
Fax: (831) 427-1368

Email: [brobinson@ecoact.org](mailto:brobinson@ecoact.org)

For questions during your installation, please  
contact your Installation Manager:

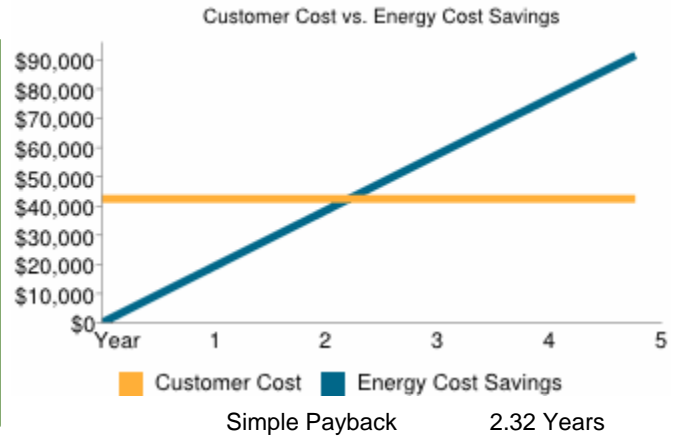
Lore James  
Ecology Action

Phone: 831-515-1346  
Mobile: +1 8312346906

Email: [ljames@ecoact.org](mailto:ljames@ecoact.org)

## Savings Summary

Installed Cost Before Rebate	\$64,838.62
<b>Total Rebate</b>	<b>\$22,414.20 **</b>
<b>Your Final Cost After Rebate</b>	<b>\$42,424.42</b>
Rebate % of Total Cost	34%
Estimated Monthly Savings	\$1,525.52
Estimated 1st Year Savings	\$18,306.22*
Estimated 5 Year Savings	\$91,531.10*



## Environmental Benefits

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

Estimated Energy Savings	99,059.49 kWh
Estimated Power Savings	28.24 kW



Removal of 13.37 passenger vehicles from the road.



Addition of 145.62 acres of pine or fir trees (over a 10 year life span).

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

\*\*Note - Based on DEER property type and measure savings values from the CPUC, this project is deemed to deliver 113260.34 kWh and 3.54 kW. The rebate offered for the project is calculated based on the deemed savings values.

Below is a summary of work to be performed. The first table shows total costs for all work to be performed in this proposal. The second table shows a list of individual work orders referenced by this proposal. To authorize the job initial next to each work order in the section provided. Not initialing may delay when installation will commence.

### **Work Order Cost Breakdown Summary**

Disposal	\$315.00
Material	\$50,672.73
Labor (weekdays Rate)	
Base Labor Cost	\$8,505.00
Access Difficulty Cost Adjustment	\$0.00
Ceiling Height Cost Adjustment	\$0.00
Labor Total	\$8,505.00
Other Fees (Permits, Inspections, Lifts, etc.)	\$1,292.06
Estimated Taxes	\$4,053.83
<b>Total</b>	<b>\$64,838.62</b>

### **Work Order List Summary**

Work Order	Installation cost	Rebate	Customer cost	Initials
County of Monterey Department of Public Works (2015) Revised 3.11.15	\$64,838.62	\$22,414.20	\$42,424.42	x _____



County of Monterey Department of Public Works  
855 E Laurel Street  
Salinas, CA 93905

## Customer Work Order Agreement

---

---

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

### Measures and Incentives:

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

AMBAG Energy Watch is implementing the Project on the Customer's behalf. Incentives for energy savings are calculated using the appropriate baseline to exceed California Title 20 and Title 24 standards. New products ordered, purchased or installed prior to 1/1/13 or after 12/15/15 do not qualify for an incentive. Resale products, products leased, rebuilt, rented, received from warranty of insurance claims, exchanged, won as a prize or new parts installed in existing products do not qualify for Incentives. PG&E is not responsible for the economic and technical feasibility, operational capability, and reliability of the Project.

### Program Dates:

To be eligible for incentives, all projects must be installed and completed before December 14, 2015. Funding of incentives is distributed on a first-come first-served basis. AMBAG Energy Watch is funded by California ratepayers under the auspices of the California Public Utilities Commission ("CPUC"). I have received information about other programs offering rebates or services for measures covered by the AMBAG Energy Watch Program.

### Project Commitment and Installation Completion Process:

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

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

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

## General Terms and Conditions

**1. Funding:** Implementer is receiving funds from Pacific Gas and Electric (PG&E) for this Project, but the Parties agree that PG&E is not liable to either Party for any losses or damages, including incidental or consequential damages, arising from this Agreement. PG&E makes no representation or warranty, and assumes no liability with respect to quality, safety, performance, or other aspect of any design, system or appliance installed pursuant to this Agreement, and expressly disclaims any such representation, warranty or liability.

**2. Incidental and Consequential Damages:** BOTH PARTIES AGREE NEITHER PARTY SHALL BE LIABLE TO THE OTHER FOR ANY INCIDENTAL, SPECIAL OR CONSEQUENTIAL DAMAGES.

**3. Life of Product:** Customer understands Incentive payments are based on related energy benefits over the life of the product. Customer agrees if 1) Customer does not provide PG&E with 100% of the related benefits for the life of the product or a period of 5 years, whichever is less, or 2) Customer ceases to be a distribution Customer of PG&E during said time period, Customer shall refund a prorated amount of Incentive payment(s) to PG&E based on the actual period of time for which Customer provided the related energy benefits as an electric Customer of PG&E.

**4. Customers with self generation capabilities:** If Customer has existing onsite cogeneration or self-generation, Implementer shall not pay Incentives for energy savings that exceed Customer's annual energy usage from PG&E. KW, kWh and therm savings are limited to the previous 12 months quantity of kW, kWh, and/or therms purchased from or delivered by the utility on the meter(s), serving the equipment to be installed, for which the utility collects the Public Purpose Programs (PPP) surcharge. The previous 12 months are defined as the calendar year prior to the date the Customer submitted and signed this Program Participation Agreement (including usage from Standby Service and less savings associated with pending energy efficiency applications). This policy is subject to change with 30 day written notice to Customer.

**5. Incentive may not exceed Project cost:** Customer must submit Project invoice(s) which include: vendor name/address/phone, itemized listing of product(s) including quantity, product description(s), manufacturer, model #, and other identifying information as appropriate, Project cost, date invoice paid or payment terms, and installation date.

**6. If Tenant:** If a tenant, Customer is responsible for obtaining the property owner's permission to install the Measure(s) for which Customer is applying for an Incentive payment. Customer's signature on this Program Participation Agreement indicates Customer has obtained this permission.

**7. Access :** Customer will allow, if requested, a representative from PG&E, CPUC, Implementer, or any authorized subcontractor reasonable access to Facility to verify the installed product.

**8. Compliance with Laws:** Implementer shall comply with all federal, state, and municipal laws, ordinances, rules, orders, and regulations, which apply to its actions at the Facility or to the Project.

**9. Advertising:** Implementer agrees not to use the names or identifying characteristics of the Customer's Facility for published Project reports (except to fulfill reporting requirements to PG&E and/or the CPUC), advertising, sales promotion or other publicity without the Customer's written approval. In addition, Customer agrees not to use the names or identifying characteristics of Implementer for published Project reports, advertising, sales promotion, or other publicity without Implementer's written approval.

**10. No Double-Dipping:** Customer understands that Customer cannot receive Incentives for the same product, equipment or service from more than one California investor-owned utility or third party Energy Efficiency program offering Incentives for the same product, equipment, or service funded with CPUC Public Goods Charge funds. Customer understands this prohibition applies to future applications and for three years prior to receiving the Incentives for the same product, equipment or service.

**11. No Obligation:** California consumers are not obligated to purchase any full fee service or other service not funded by this Program. This Program is funded by California utility ratepayers under the auspices of the CPUC.

*Los consumidores en California no están obligados a comprar servicios completos o adicionales que no esten cubiertos bajo este programa. Este programa está financiado por los usuarios de servicios públicos en California bajo la jurisdicción de la Comisión de Servicios Públicos de California (CPUC).*

**12. Availability of Funds:** This program is available on a first-come, first served basis until allocated funds are depleted. This Program may be modified or terminated without notice.

**13. Project Permits:** After energy-saving measures are installed and operable and before incentive or rebates are paid, recipients must comply with the following terms, as applicable, and will be required to certify after installation. For HVAC measures, installation contractors shall certify that appropriate permits have been obtained, if applicable and contractor must document permit number, permitting agency, contractor name, signature and date. For all rebates or incentives offered by PG&E for an energy efficiency improvement or installation of energy efficiency components, equipment or appliances, the recipient must certify that appropriate permits have been obtained and, if a contractor performed the installation or improvement, that the contractor holds the appropriate license for the work performed. In the case of Direct Install measures in which the Third Party Implementer or contractor/installer is the recipient of the rebate or incentive, the Implementer shall certify that permitting requirements have been met.



Customer Cost, after rebates, to execute all work orders presented in this proposal: \$42424.42

I have read and understood the Terms and Conditions. I certify that the information I have provided is true and correct.

IN WITNESS WHEREOF, the parties hereto have caused this Agreement to be executed by their duly authorized representatives as of the date set forth below

**Customer:County of Monterey Department of Public Works**  
Customer Representative:Robert K Murdoch  
168 W Alisal Street / 2nd Floor  
Salinas,CA 93901  
(831) 755-4805  
Email: murdochr@co.monterey.ca.us

**AMBAG Energy Watch**  
Program Representative:Bill Robinson  
Ecology Action  
877 Cedar Street, Suite 240  
Santa Cruz, CA 95060  
Phone: (831) 535-8996  
Mobile: (831) 535-8996  
Fax: (831) 427-1368  
Email:brobinson@ecoact.org

Director of Public Works

Customer Representative's Title

Robert K Murdoch

Customer Representative's Printed Name

Customer Representative's Signature

3.17.15

Date

Bill Robinson

Program Representative's Printed Name

Program Representative's Signature

3.17.15

Date



County of Monterey  
Department of Public  
Works  
855 E Laurel Street  
Salinas, CA 93905

## Appendix A: Recommendations and Savings Checklist

**Solution Key**  
 AHO: Annual Avg. Hours of Operation  
 kWh: Annual kiloWatt Hours  
 kW: kiloWatt Load  
 Watts: Watts as published by the manufacturer

Existing Equipment						Recommended Upgrade						Cost w/o rebate	Est. Savings
Qty	Description	Watts	kW per Qty	AHO	kWh	Qty	Description	Watts	kW per Qty	AHO	kWh		
<b>Area: (1) Bldg A</b>													
2	MH 400W 1L	458.0	0.92	3649.8	3343.22	2	LED Flood 158w 5000K Knuckle (Lithonia 350-400w Replacement)	158.0	0.32	3649.8	1153.34	\$2,167.73	\$404.69
14	MH 250W 1L	295.0	4.13	3649.8	15073.67	14	LED Wallpack 75w 5000K (Lithonia 250w Replacement)	75.0	1.05	3649.8	3832.29	\$7,267.94	\$2,077.41
												<b>\$9,435.67</b>	<b>\$2,482.10</b>
<b>Area: (2) Bldg B</b>													
11	MH 250W 1L	295.0	3.24	3649.8	11843.60	11	LED Wallpack 75w 5000K (Lithonia 250w Replacement)	75.0	0.82	3649.8	3011.08	\$5,710.56	\$1,632.25
												<b>\$5,710.56</b>	<b>\$1,632.25</b>
<b>Area: (3) Bldg C</b>													
12	MH 250W 1L	295.0	3.54	3649.8	12920.29	12	LED Wallpack 75w 5000K (Lithonia 250w Replacement)	75.0	0.90	3649.8	3284.82	\$6,229.69	\$1,780.64
												<b>\$6,229.69</b>	<b>\$1,780.64</b>
<b>Area: (4) Bldg D</b>													
12	MH 250W 1L	295.0	3.54	3649.8	12920.29	12	LED Wallpack 75w 5000K (Lithonia 250w Replacement)	75.0	0.90	3649.8	3284.82	\$6,229.69	\$1,780.64
												<b>\$6,229.69</b>	<b>\$1,780.64</b>
<b>Area: (5) Bldg E</b>													
12	MH 250W 1L	295.0	3.54	3649.8	12920.29	12	LED Wallpack 75w 5000K (Lithonia 250w Replacement)	75.0	0.90	3649.8	3284.82	\$6,229.69	\$1,780.64
												<b>\$6,229.69</b>	<b>\$1,780.64</b>
<b>Area: (6) Survey Office</b>													
2	MH 250W 1L	295.0	0.59	3649.8	2153.38	2	LED Wallpack 75w 5000K (Lithonia 250w Replacement)	75.0	0.15	3649.8	547.47	\$1,038.26	\$296.77
												<b>\$1,038.26</b>	<b>\$296.77</b>
<b>Area: (7) Survey Lot</b>													
6	HPS 200w 1L	250.0	1.50	3649.8	5474.70	6	LED Retrofit Global Tech 60w No Optics (type 5) 175-250w Equivalent	59.0	0.35	3649.8	1292.03	\$2,235.18	\$772.96
												<b>\$2,235.18</b>	<b>\$772.96</b>
<b>Area: (9) Gas Station Bldg</b>													
4	HPS 100w 1L	138.0	0.55	3649.8	2014.69	4	LED Canopy 37W 4000K (Lithonia)	37.0	0.15	3649.8	540.17	\$2,021.31	\$272.49
4	MH 250W 1L	295.0	1.18	3649.8	4306.76	4	LED Wallpack 75w 5000K (Lithonia 250w Replacement)	75.0	0.30	3649.8	1094.94	\$2,076.52	\$593.55
												<b>\$4,097.83</b>	<b>\$866.04</b>
<b>Area: (11) Bldg H</b>													
2	MH 150w 1L	190.0	0.38	3649.8	1386.92	2	LED Flood 58w 5000K Knuckle (Lithonia 150-175w Replacement)	57.0	0.11	3649.8	416.08	\$1,238.01	\$179.41
3	MH 100w 1L	128.0	0.38	3649.8	1401.52	3	LED Wallpack 30 Watt Bronze Housing RAB	28.0	0.08	3649.8	306.58	\$1,031.02	\$202.34
												<b>\$2,269.03</b>	<b>\$381.75</b>
<b>Area: (12) Bldg G</b>													
1	MH 150w 1L	190.0	0.19	3649.8	693.46	1	LED Flood 58w 5000K Knuckle (Lithonia 150-175w Replacement)	57.0	0.06	3649.8	208.04	\$618.94	\$89.71
												<b>\$618.94</b>	<b>\$89.71</b>
<b>Area: (13) Upper Lot</b>													
9	HPS 200w 1L	250.0	2.25	3649.8	8212.05	9	LED Retrofit Global Tech 60w No Optics (type 5) 175-250w Equivalent	59.0	0.53	3649.8	1938.04	\$3,352.69	\$1,159.44
												<b>\$3,352.69</b>	<b>\$1,159.44</b>
<b>Area: (14) Main Driveway</b>													
10	MH 400W 1L	458.0	4.58	3649.8	16716.08	10	LED Retrofit Global Tech 130w No Optics (type 5) 400w Equivalent	129.0	1.29	3649.8	4708.24	\$5,600.78	\$2,219.05
												<b>\$5,600.78</b>	<b>\$2,219.05</b>
<b>Area: (15) Grounds Bldg</b>													
1	MH 100w 1L	128.0	0.13	3649.8	467.17	1	LED Wallpack 30 Watt Bronze Housing RAB	28.0	0.03	3649.8	102.19	\$343.54	\$67.45
												<b>\$343.54</b>	<b>\$67.45</b>
<b>Area: (16) Parking Lots &amp; Driveway</b>													



4	MH 250W 1L	295.0	1.18	3649.8	4306.76	4	LED Retrofit Global Tech 60w No Optics (type 5) 175-250w Equivalent	59.0	0.24	3649.8	861.35	\$1,490.12	\$636.71
												<b>\$1,490.12</b>	<b>\$636.71</b>
<b>Area: (17) Building Exteriors</b>													
6	MH 250W 1L	295.0	1.77	3649.8	6460.15	6	LED Wallpack 75w 5000K (Lithonia 250w Replacement)	75.0	0.45	3649.8	1642.41	\$3,114.78	\$890.32
												<b>\$3,114.78</b>	<b>\$890.32</b>
<b>Area: (18) Bldg B Service Bay</b>													
2	MH 400W 1L	458.0	0.92	2346.0	2148.94	2	LED Hi-Bay 160W CREE - Green Valley Corporation	160.0	0.32	2346.0	750.72	\$1,244.03	\$267.23
												<b>\$1,244.03</b>	<b>\$267.23</b>
<b>Area: (19) Bldg D Service Bay</b>													
4	MH 400W 1L	458.0	1.83	2346.0	4297.87	4	LED Hi-Bay 160W CREE - Green Valley Corporation	160.0	0.64	2346.0	1501.44	\$2,488.06	\$534.45
												<b>\$2,488.06</b>	<b>\$534.45</b>
<b>Area: (20) Bldg E Service Bay</b>													
5	MH 400W 1L	458.0	2.29	2346.0	5372.34	5	LED Hi-Bay 160W CREE - Green Valley Corporation	160.0	0.80	2346.0	1876.80	\$3,110.08	\$668.07
												<b>\$3,110.08</b>	<b>\$668.07</b>





County of Monterey  
 Department of Public  
 Works  
 855 E Laurel Street  
 Salinas, CA 93905

## Appendix B: Material List Summary

\* Per Item Cost

Equipment	Quantity	Equipment Cost *	Labor Hrs / Cost *
LED Wallpack 75w 5000K (Lithonia 250w Replacement)- Lithonia - DSXW1 LED 20C 1000 50K T3M MVOLT DDBXD	73.0	\$406.29	0.75 /\$67.50
LED Retrofit Global Tech 60w No Optics (type 5) 175-250w Equivalent- Global Tech - GTSOLM21-GR-SOLY-120/277-HO	19.0	\$273.24	0.75 /\$67.50
LED Flood 58w 5000K Knuckle (Lithonia 150-175w Replacement)- Lithonia - DSXF2 LED 3 A530/50K WFL MVOLT THK PE DD	3.0	\$496.91	0.75 /\$67.50
LED Hi-Bay 160W CREE - Green Valley Corporation- CREE - CXB-AM50K8ULML	11.0	\$499.64	0.75 /\$67.50
Recycle: HID Lamps	126.0	\$2.50	0 /\$0.00
LED Wallpack 30 Watt Bronze Housing RAB- Rab Lighting - WPLED26	4.0	\$247.06	0.75 /\$67.50
Recycle: Ballast from HID	126.0	\$0.00	0 /\$0.00
LED Flood 158w 5000K Knuckle (Lithonia 350-400w Replacement)- Lithonia - DSXF3 LED 8 A530/50K WFL MVOLT THK PE DD	2.0	\$918.79	0.75 /\$67.50
LED Canopy 37W 4000K (Lithonia)- Lithonia - DSXPG LED 10C 1000 40K T5M	4.0	\$393.75	0.75 /\$67.50
LED Retrofit Global Tech 130w No Optics (type 5) 400w Equivalent- Global Tech - GTSOL5498-GR-SOLY-120/277-HO	10.0	\$443.44	0.75 /\$67.50