

## EXHIBIT-A

**To Agreement by and between  
County of Monterey, hereinafter referred to as “County”**

**AND**

**Commercial Air and Refrigeration LLC DBA Enovative Mechanical, hereinafter referred  
to as “CONTRACTOR”**

### Scope of Services / Payment Provisions

#### A. SCOPE OF SERVICES

**A.1** CONTRACTOR shall provide services and staff, and otherwise do all things necessary for or incidental to the performance of work, as set forth below:

CONTRACTOR shall furnish and install highly efficient heat pump hot water heaters in several County facilities as the designated implementor assigned by Pacific Gas and Electric Company’s Government and K-12 program as detailed in the table below.

County of Monterey	Government Center 168 W Alisal	Government Center 1441 Schilling North 1st Floor	Government Center 1441 Schilling South 2nd Floor	Government Center 1441 Schilling South 3rd Floor	Day Care 1494 Schilling	Corp Yard 855 E Laurel Building A	Corp Yard B	Corp Yard 855 E Laurel Building C	Corp Yard Building D	Corp Yard Building E	Corp Yard Building F	Total
Existing Gas WH	(1) 100 gallons	(2) 100 gallons	(1) 50 gallons	(1) 96 gallon	(1) 50 gallons	(1) 75 gallons	(1) 29 gallons	(1) 40 gallons	(2) 50 gallons	(1) 29 + (1) 40 gal	(1) 30 gallons	
Proposed HPWH	(2) 120 gallons	(2) 120 gallons	(1) 50 gallons	(2) 120 gallon	(1) 50 gallons	(1) 80 gallon galk	(1) 50 gallons	(1) 50 gallons	(2) 50 gallons	(2) 50 Gallons	(1) 50 gallons	
<b>COSTS</b>												
Base Cost	\$39,072.80	\$39,072.80	\$6,992.00	\$39,072.80	\$6,992.00	\$8,590.00	\$6,992.00	\$6,992.00	\$13,984.00	\$13,984.00	\$6,992.00	<b>\$188,736.40</b>
Add On: Electric Run	\$330.00	\$0.00	\$240.00	\$550.00	\$0.00	\$840.00	\$960.00	\$600.00	\$1,140.00	\$840.00	\$360.00	<b>\$5,860.00</b>
Add-On: Stair Lift	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$500.00	\$500.00	\$500.00	\$500.00	\$0.00	\$0.00	<b>\$2,000.00</b>
Add On: Manual Haul	\$0.00	\$0.00	\$0.00	\$0.00	\$940.00	\$0.00	\$0.00	\$0.00	\$0.00	\$940.00	\$940.00	<b>\$2,820.00</b>
Add On: Condensate Pump	\$0.00	\$274.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	<b>\$274.00</b>
Add On: Crane	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	<b>\$0.00</b>
Option: Prevailing Wage	\$4,800.00	\$4,800.00	\$2,400.00	\$4,800.00	\$2,400.00	\$2,400.00	\$2,400.00	\$2,400.00	\$4,800.00	\$4,800.00	\$2,400.00	<b>\$38,400.00</b>
<b>Total Cost</b>	<b>\$44,202.80</b>	<b>\$44,146.80</b>	<b>\$9,632.00</b>	<b>\$44,422.80</b>	<b>\$10,332.00</b>	<b>\$12,330.00</b>	<b>\$10,852.00</b>	<b>\$10,492.00</b>	<b>\$20,424.00</b>	<b>\$20,564.00</b>	<b>\$10,692.00</b>	<b>\$238,090.40</b>
PG&E Incentive	\$44,202.80	\$44,146.80	\$9,632.00	\$44,422.80	\$10,332.00	\$12,330.00	\$10,852.00	\$10,492.00	\$20,424.00	\$20,564.00	\$10,692.00	<b>\$238,090.40</b>
<b>Net Cost</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>

#### B. PAYMENT PROVISIONS

##### B.1 COMPENSATION/ PAYMENT

County shall pay an amount not to exceed \$0 for the performance of all things necessary for or incidental to the performance of work as set forth in the Scope of Work. CONTRACTOR'S compensation for services rendered shall be based between CONTRACTOR and Pacific Gas and Electric Company.

There shall be no travel reimbursement allowed during this Agreement.

##### B.2 CONTRACTORS BILLING PROCEDURES

NOTE: Payment may be based upon satisfactory acceptance of each deliverable, payment after completion of each major part of the Agreement, payment at conclusion of the Agreement, etc.

County may, in its sole discretion, terminate the contract or withhold payments claimed by CONTRACTOR for services rendered if CONTRACTOR fails to satisfactorily comply with any term or condition of this Agreement.

No payments in advance or in anticipation of services or supplies to be provided under this Agreement shall be made by County.

County shall not pay any claims for payment for services submitted more than twelve (12) months after the calendar month in which the services were completed.

DISALLOWED COSTS: CONTRACTOR is responsible for any audit exceptions or disallowed costs incurred by its own organization or that of its subcontractors.