
NYSEG
Energy Saver Program

Energy Efficiency Proposal

Presented to:

North Salem Sewage plant
Warren Lucas (Other)
Town Of North Salem
10 Maple Ln

Brewster, NY, 10509
914-261-2636
Wlucas@northsalemny.org

Presented by:

Robert Juras
Energy Service Representative
WILLDAN

31a Elk Terminal
Buffalo, NY 14204
845-332-8881
rjuras@willdan.com



Contents:

- 2 Scope of Work
- 4 Delivery Plan
- 5 Summary
- 6 Payment Options
- 7 Participation Agreement

Accept this proposal today to join
the many businesses that have
already upgraded and started to
save on their bottom line!

Scope of Work

Building: TOWN OF NORTH SALEM		Existing Measure		Proposed Measure		Est. Energy Savings
Line	Location	Existing Type	Qty	Proposed Type	Qty	by Line Item
1	Floor 1: Offices	ACCESSORIES	1	PERMIT	1	Est. Hours: 3,754
2	Floor 1: Offices	A 1x4, 3-Lamp T8 NP Fluorescent Fixture	8	will be Retrofit with (3) 4' RLED 4100K Lamps.	8	Watts: 454 kWh: 1,549 Est. Hours: 3,754
3	Floor 1: Storage	A 1x4, 2-Lamp T8 NP Fluorescent Fixture	6	will be Retrofit with (2) 4' RLED 4100K Lamps.	6	Watts: 215 kWh: 102 Est. Hours: 521
4	Floor 1: Bathroom	A 1x4, 2-Lamp T8 NP Fluorescent Fixture	1	will be Retrofit with (2) 4' RLED 4100K Lamps.	1	Watts: 36 kWh: 34 Est. Hours: 1,043
5	Floor 1: Plant	A 1x4, 2-Lamp T8 NP Fluorescent Fixture	17	will be Retrofit with (2) 4' RLED 4100K Lamps.	17	Watts: 610 kWh: 2,079 Est. Hours: 3,754
6	Floor 1: Blower, electrical, chemical rooms	A 1x4, 2-Lamp T8 NP Fluorescent Fixture	21	will be Retrofit with (2) 4' RLED 4100K Lamps.	21	Watts: 753 kWh: 2,568 Est. Hours: 3,754
7	Floor 1: Plant	A 400w Mercury Vapor Fixture	12	will be replaced with a LED 129W Susp Highbay, High Voltage, 4000K	12	Watts: 3,895 kWh: 13,284 Est. Hours: 3,754
8	Floor 1: Generator room	A 1x4, 2-Lamp T8 NP Fluorescent Fixture	5	will be Retrofit with (2) 4' RLED 4100K Lamps.	5	Watts: 179 kWh: 611 Est. Hours: 3,754
9	Floor 1: Workshop	A 1x4, 2-Lamp T8 NP Fluorescent Fixture	5	will be Retrofit with (2) 4' RLED 4100K Lamps.	5	Watts: 179 kWh: 611 Est. Hours: 3,754
10	Floor 1: Head works building bulb chemical	A 1x4, 2-Lamp T8 NP Fluorescent Fixture	4	will be Retrofit with (2) 4' RLED 4100K Lamps.	4	Watts: 143 kWh: 489 Est. Hours: 3,754

Scope of Work

	Building: TOWN OF NORTH SALEM	Existing Measure		Proposed Measure		Est. Energy Savings
Line	Location	Existing Type	Qty	Proposed Type	Qty	by Line Item
11	Floor 1: Storage	Lift Required for installation	1	Scissor Lift Rental 2 Day	1	Est. Hours: 0
11	Floor 1: Plant	ACCESSORIES	144	Misc. Materials	144	Est. Hours: 3,754
12	Floor 1: Storage	Lift Required for installation	1	Lift Delivery	1	Est. Hours: 0

Annual Total Est. kW Savings * 6.465

Annual Total Est. kWh Savings 21,327

Est. Hours of Operation 3,750

* 1000 Watts = 1 kW

Your Energy Savings - Simplified

By participating in this program your business has the opportunity to save energy and improve your bottom line. The Small Business Energy Efficiency Program demonstrates NYSEG and RG&E's commitment to affordable and broad reaching solutions that simplify energy efficiency decisions for all customers. Our team's goal is to ensure the process of saving energy is as easy as 1-2-3.

1. Preparation

Once the participation agreement is complete, your project is setup and equipment is ordered. Based on the availability of the new equipment and the size of your project, orders typically arrive within 3-6 weeks.

2. Installation

Once the material arrives, your local installation contractor will call and schedule a convenient installation date. The day prior to your scheduled installation appointment, the installation contractor will contact you to confirm the appointment. On installation day, the contractor will review the scope of work and safety requirements with you, and proceed to perform the installation with as minimal an impact as possible to your operations.

3. Completion

Upon completion of the work, the Contractor will request a signed Project Completion Form to validate that the project was completed per the participation agreement and that you are completely satisfied.

Support and Warranty

We are here to help every step of the way. To check in on the status of your project or request equipment warranty support, please call the Small Business Energy Efficiency Program Team anytime at:

(877) 359-9814

The Small Business Energy Efficiency Program team is committed to 100% customer satisfaction. We will send you a satisfaction survey to collect information on your overall experience. We are always seeking to improve the program and your feedback is very important to us.

Thank you for your participation in the program and for your commitment to saving energy!

Summary

Your business could spend up to **\$2,795** less on energy per year if you take advantage of our energy efficiency upgrades we are proposing.

VALUE ADDED BENEFITS	EST. INCOME EXPECTED FROM YOUR ENERGY EFFICIENCY INVESTMENT*
✓ Reduce Maintenance Costs	\$ Savings after 1 Month..... \$232.93
✓ Enhance Employee Productivity	\$ Savings after 1 Year..... \$2,795.12
✓ Increase Customer Comfort to Improve Sales	\$ Savings after 5 Years..... \$13,975.58
✓ Improve Workplace Safety and Reduce Potential Hazards	
✓ Help the Environment	

Total Upgrade Cost	\$13,562.51
Utility Incentive (39%)	\$5,331.75
Your Cost (61%)	\$8,230.76
Est. Annual Savings*	\$2,795.12/yr
Est. Investment Payback**	35 Months
Est. 1st Yr Return on Investment	34%

* Estimated savings in dollars is based on a rate of \$0.131 per kWh applied to projected kWh savings amounts. Actual per kWh costs may vary. See Scope of Work for a detailed breakdown of kWh energy savings.

** Estimated Investment Payback is the amount of time it is expected to take to recover the project's investment through energy savings, dividing initial installed cost by the estimated annual energy cost savings.

Payment Options

Option 1: Lump Sum Payment

Est. Investment Payback *	35
Est. 1st year return on investment	34%
Deposit (0%)	\$0.00
Total Payment	\$8,230.76

* Estimated Investment Payback is the amount of time it is expected to take to recover the project's investment through energy savings, dividing initial installed cost by the annual energy cost savings.

Option 2: Payment Plans

Term	12 Months	18 Months
Monthly Savings	\$232.93	\$232.93
Monthly Payment	\$767.24	\$511.49
Monthly Cash Flow	(\$534.31)	(\$278.56)
Total Payment	\$9,206.88	\$9,206.82

Payment plans are offered through Lime (the "Lender").

Participation Agreement

Doing Business As: North Salem Sewage plant
Contact: Warren Lucas
Title: Other
Company: Town Of North Salem

Account#: 10046677737
Address: 10 Maple Ln
Brewster, NY, 10509
Phone: 914-261-2636
Email: Wlucas@northsalemny.org

I, **Warren Lucas** (Contact Name),
a representative of **Town Of North Salem** (Customer) am duly authorized to sign this Customer Authorization Form on behalf of Customer.

Customer hereby authorizes "Willdan Energy Co." (Willdan) - Program Manager and its "Contractor" to perform the following work (the "Work"): Provide material and labor to replace and/or retrofit certain lighting and/or refrigeration equipment with the new, energy efficient lighting and/or refrigeration equipment at the Service Address set forth above and specified on the Energy Savings Opportunities Report (attached hereto) prepared by Willdan for Customer's Facility. Customer acknowledges that Contractor has been authorized by the New York State Electric & Gas and Rochester Gas and Electric Corporations ("NYSEG and RG&E" or "Utility") to contact Customer only with regard to performing the Work, and that any other services, installations, improvements or equipment provided to Customer by Contractor have not been authorized by NYSEG and RG&E, and NYSEG and RG&E assume no responsibility therefore.

Customer hereby agrees that NYSEG and RG&E make no warranty, expressed or implied, with respect to the Work, including without limitation the implied warranties of merchantability and fitness for a particular purpose. Customer hereby agrees to hold harmless NYSEG and RG&E, its officers, directors, and employees, from and against any and all liability, damages, losses, claims, demands, actions, costs, including attorneys' fees and expenses, and all court or arbitration or other dispute resolution costs, or any of them, resulting from arising out of, or in any way directly connected with Work performed by Contractor. Customer hereby agrees to hold the Contractor solely responsible for any and all claims, losses, liabilities, damages and expenses, including attorneys' fees and costs, which Customer may incur as a result of the Work.

Customer acknowledges that connected load at Customer's Facility may increase if the Work involves replacing burned out or missing lamps.

Customer understands that any materials removed (i.e. old ballast, lamps, and motors) will be taken by the installation contractor and staged for pickup and disposal by a licensed hazardous disposal contractor. Customer understands that Utility may inspect and verify that the Work was performed, and hereby permits NYSEG and RG&E reasonable access to Customer's Facility for such purpose. Customer also understands that they may be contacted regarding program evaluation and agrees to cooperate in providing needed information for the purpose of evaluation.

Customer acknowledges that certain data made available through the Energy Savings Opportunities Report may be used for the purpose of evaluating the program and analyzing energy related assets and consumption data at the Service Address set forth above and Customer consents to use of this data for the purpose of this program, and in providing Customer additional information as may be related to other energy efficiency or demand response programs or opportunities. The data will be used only for this purpose and confidentiality will be strictly protected.

Willdan will assess a "returned check charge" on any payment returned by the bank due to non-sufficient funds. The amount now due would be the previous amount owed plus a NSF charge of \$50.00. An immediate remittance of payment will be needed for the non-sufficient funds by cashier's check, money order or credit card including the NSF charge before any further work is performed.

Customer and Willdan acknowledge and agree that if Customer elects the Lime Option, Customer Shall be responsible for all payments to Lender in accordance with the Financing Agreement between Customer and Lender

*Note on **Direct wire (Type B) replacements**: By signing this participation agreement, all parties attest that manufacturers installation and safety precautions will be followed for equipment install. The customer is being made aware of potential fire and shock hazards by inserting fluorescent or non-direct wire (type B) LED tubes for replacement. Additionally, the installer has verified that existing lamp holder sockets (tombstones) at time of install are suitable for direct wire (type B) application and the fixture has been properly labeled to alert of line voltage to lamp holder sockets (tombstones).

Initial: WL

E-Signed

Participation Agreement

PARTICIPATING CUSTOMER

Business Name:	North Salem Sewage plant
Billing Address:	266 Titicus Rd, North Salem, NY, 10560-1708
NYSEG and RG&E Customer Name:	Town Of North Salem
Facility Address	10 Maple Ln, Brewster , NY, 10509
Phone:	914-261-2636
E-Mail Address:	Wlucas@northsalemny.org

This Participation Agreement constitutes a contract between the individual or entity listed below in the box labelled Participating Customer (the Participating Customer) and Willdan Energy Co. (the "Company" and with the Participating Customer, a "Party" and together the "Parties"). By signing below, the Participating Customer agrees to the applicability of the terms and conditions set forth herein. An updated energy assessment may be required if the proposed scope of work is not accepted and this Participation Agreement executed within 30 days.

The Participating Customer authorizes that the hours provided above are accurate for the establishment that this proposal was created for. A Third-Party Evaluator may contact the Participating Customer to verify the provided hours of operation. If it is found that the hours differ, it may impact the incentive given for the project by NYSEG and RG&E.

WILLDAN ENERGY CO.

Name:	Robert Juras
Title:	Energy Service Representative
Address:	31A Elk Terminal Buffalo, NY 14204
Phone:	(845) 332-8881
E-Mail:	rjuras@willdan.com
Project Number	RN16-123134.1

PARTICIPATING CUSTOMER

Signature:

Warren Lucas

jkourakos@northsalemny.org

Date: 02/23/2022

Print Name: Warren Lucas

Title: Other

The Participating Customer pays its cost contribution to Willdan Energy Co. ("Company") by (check one):



Lump Sum Payment. Initial Payment of \$0.00 upon signing this Participation Agreement, with the remaining balance of \$8,230.76 paid upon completion of the Work.



12 Payments. Participating Customer Deposit of \$0.00 upon signing this Participation Agreement, with the remaining balance payable in 12 monthly payments of \$767.24 per month beginning 30 days after completion of the Work, subject to the terms and conditions of the Participation Agreement referenced in Extended Payments and Option hereof. This is a total payment of \$9,206.88



18 Payments. Participating Customer Deposit of \$0.00 upon signing this Participation Agreement, with the remaining balance payable in 18 monthly payments of \$511.49 per month beginning 30 days after completion of the Work, subject to the terms and conditions of the Participation Agreement referenced in Extended Payments and Option hereof. This is a total payment of \$9,206.82



Extended Financing Option. Participating Customer payments over time will be made in accordance with Financing Agreement between Participating Customer and Lender.

CERTIFICATION STATEMENT Participating Customer certifies that the information provided in this Participation Agreement is true and accurate and that they are financially responsible for payment of the NYSEG and RG&E bill for the NYSEG and RG&E Customer Name and Facility Address referenced above. Participating Customer further certifies that the Measures described in this Participation Agreement have or will be installed in the Premises owned by the Participating Customer and the equipment installed will not be removed and resold. The Measures together with all proceeds of the purchase price (as defined in the Extended Payment Terms and Conditions) will be used for commercial and not for consumer household or family purposes. If the Participating Customer does not own the Premises, Participating Customer hereby represents and warrants that it has obtained all necessary consents and authorizations for the Work, including, without limitation, consent from the owner of the Premises. Participating Customer shall solely be liable for the Work done at the Premises, whether or not owned by Participating Customer, and the Company shall look solely to Participating Customer and not the owner of the Premises, for performance of Participating Customer's obligations hereunder. Participating Customer acknowledges that the rights in this Participation Agreement shall be binding upon Participating Customer's successors and permitted assigns. Participating Customer agrees to incorporate this Participation Agreement by reference in leases, sales contracts, or other similar documents relating to the end use and ownership of the Premises.