



February 17, 2021

Mr. Anderson,

See the financial summary for the combined LED Lighting upgrade at Stonington High School, Middle School and District Office.

These projects are combined on this summary into a single project.

Combined Project Details:

Payback Electric Savings:	4.48 years
Payback <u>with</u> Maintenance Savings:	3.85 years
Annual Electric Savings:	(\$131,877.06) – Estimated Electric Cost Savings
Annual Maint. Savings:	(\$ 21,640.00) – x 5-years based on Warranty
	<i>(Estimated Maintenance Savings Calc used is \$5.00 x 4328 fixtures. Standard calc is \$20.00 per fixture)</i>
<u>Total Combined Savings:</u>	(\$153,517.06) - Annual Electric & Maintenance
Combined Project Cost:	\$842,486.88 – Includes Prevailing Wage on High School
Approved Incentive:	(\$251,150.23) – All 3 projects combined
Net Balance after Incentive:	\$591,336.65 – Financed on Electric Bills at 0%
Monthly Payments:	\$ 12,319.51 – 48 months
Monthly Electric Savings:	(\$10,989.76) - Average monthly savings for 12 months
Monthly Maint Savings:	(\$ 1,803.33) - Average monthly savings over 12 months
Combined Monthly Savings:	(\$12,793.09) - Mthly Estimated Electric / Maintenance

Earthlight Technologies, LLC
92 West Rd
Ellington, CT 06029

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f: (860) 871-9439
earthlighttech.com

***The average combined monthly savings EXCEEDS the 4-year monthly payment by \$473.58 per month for all 4 years. This is all income or a decrease in monthly costs.**

That equals \$5,682.96 per year, or \$22,731.84 for 4 years.

Once paid in full in 4 years you will see an additional \$153,517.06 for the 5th year totaling: \$176,248.12 - 5 year Electric and Maintenance savings

***The Warranty for these 3 projects is 5 years 100% Material and Labor which includes lifts, transportation and all material needed to make repairs.**

***Lifetime Calculations of LED Fixtures and components is 13+ years.**

***Expected Life span of LED Fixtures & components is 50,000 – 100,000 hours or 15 – 25 years in a school application.**



John A. Smith
e.jsmith@earthlighttech.com

[w. www.earthlighttech.com](http://www.earthlighttech.com)

a. 92 West Road, Ellington, CT 06029

o. 860.871.9700 ext: 133

c. 860.428.9828

January 26, 2021

Eversource Energy Efficiency Rebate Program ROI Calculator

	Total Cost	incentive	Cost to SPS	Kwh	Kwh saved	Savings per yr	payback yrs	if SPS gives	net cost	yrs payback	Annual 4 yr 0% loan	Annual Net Cash Flow for 1st 4 years	Annual Net Savings For Succeeding Years
SHS	\$ 668,574.00	\$ 205,555.00	\$ 463,019.00	\$ 0.1679	513,887.00	\$ 86,281.63	5.36636842	\$ 110,000.00	\$ 353,019.00	4.0914736	\$ 88,254.75	\$ (1,973.12)	\$ 86,281.63
SMS	\$ 74,025.00	\$ 21,832.00	\$ 52,193.00	\$ 0.1679	44,587.00	\$ 7,486.16	6.97193472		\$ 52,193.00	6.9719347	\$ 13,048.25	\$ (5,562.09)	\$ 7,486.16
District Office	\$ 99,884.00	\$ 23,764.00	\$ 76,120.00	\$ 0.1679	59,409.00	\$ 9,974.77	7.63125281		\$ 76,120.00	7.6312528	\$ 19,030.00	\$ (9,055.23)	\$ 9,974.77
Softball field lights	\$ 57,808.00	\$ 11,447.00	\$ 46,361.00	\$ 0.1450	28,617.00	\$ 4,149.47	11.1727656		\$ 46,361.00	11.172766	\$ 11,590.25	\$ (7,440.79)	\$ 4,149.47
	<u>\$ 900,291.00</u>	<u>\$ 262,598.00</u>	<u>\$ 637,693.00</u>		<u>\$ 646,500.00</u>	<u>\$ 107,892.02</u>		<u>\$ 110,000.00</u>	<u>\$ 527,693.00</u>		<u>\$ 131,923.25</u>	<u>\$ (24,031.23)</u>	<u>\$ 103,742.56</u>
											X 4yrs	X 4yrs	
											<u>\$ 527,693.00</u>	<u>\$ (96,124.92)</u>	

MUNICIPAL LOAN AGREEMENT

Name of Borrower:	
Principal Place of Business:	
Project Name:	
Project Number:	

Section 1 Loan Agreement

THIS LOAN AGREEMENT: (the 'Agreement') is by and between the Connecticut Light and Power Company, doing business as Eversource Energy ('Eversource'), 107 Selden Street, Berlin, Connecticut 06037, in its capacity as manager of the Connecticut Energy Efficiency Fund ('CEEF') and ('Borrower'). Eversource and Borrower are each individually referred to as a 'Party' or collectively as 'Parties' in this Agreement. This Agreement consists of a customer application, a loan agreement, executive summary letter, and a customer assessment.

WHEREAS:

- a. Borrower desires to participate in the Municipal ('Municipal') Program offered by Eversource;
- b. Borrower desires to receive an incentive from the Municipal Program ('Municipal Program Incentive') to assist with the cost of installation of energy efficiency products or services at Borrower's facility as more fully described in the Customer Application Agreement;
- c. Borrower has selected a contractor to perform the installation of the Energy Efficiency Project from Eversource's list of pre-approved contractors ('Contractor');
- d. Borrower desires to obtain financing for the Energy Efficiency Project; and
- e. Eversource agrees to provide financing to the Borrower in accordance with this Agreement.

THEREFORE, in consideration of the foregoing and the mutual benefits and detriments described herein, the Parties acknowledge their understandings as follows:

1. Loan:

- a. Borrower agrees to install the Energy Efficiency Project in accordance with the Customer Application Agreement, Executive Summary Letter, and Customer Assessment.
- b. Borrower or Borrower's Contractor will provide Eversource with written notification of the completion of installation of the Energy Efficiency Project.
- c. Eversource may perform a post-installation inspection and verification of the Energy Efficiency Project.
- d. Upon completion of Section 1 (a) through (c) and execution of this Agreement, Eversource agrees to advance to the Borrower's Contractor, the full amount agreed upon by the Borrower and the Contractor for completion of the Energy Efficiency Project ('Total Energy Efficiency Project Cost').
- e. Borrower agrees to pay to Eversource the Total Energy Efficiency Project Cost minus the Municipal Program Incentive ('Loan Amount') as set forth in Section 2.

2. Payment:

- a. Borrower promises to pay to the order of Eversource in accordance with the terms of this Agreement (see Section 2).
- b. Borrower agrees and understands that the Loan Amount and the Monthly Payment will appear on either Borrower's monthly electric bill as a separate line item or a separate bill from the utility company entitled 'C&LM Loan Monthly Fee'.
- c. Borrower agrees and understands the Monthly Payment is payable according to the terms stated on Borrower's bill, which includes a one (1%) percent late fee if the Monthly Payment is not paid in full by the specified due date.
- d. Borrower agrees and understands that the first Monthly Payment will be due on the first bill upon which it appears following the execution of this Agreement.

3. Interest: Borrower understands that interest will not be applied under this Agreement.

4. Default: Borrower agrees and understands that the occurrence of any of the following events shall be a "Default".

- a. The nonpayment when due of any payment hereunder.
- b. Borrower becomes insolvent or shall suffer or consent to or apply for the appointment of a receiver, trustee, custodian or liquidator of itself or any of its property or shall fail to pay its debts when they become due, or shall make a general assignment for the benefit of creditors or any petition be filed by or against the Borrower under any provision or any bankruptcy or insolvency statute.
- c. The reorganization, dissolution, merger, consolidation, liquidation, sale of assets or equity interests in Borrower.
- d. Any statement or document (including Customer Application Agreement, Executive Summary Letter or Customer Assessment) provided by Borrower or its Contractor to Eversource in connection with this Agreement or any representation or warranty made by Borrower or its Contractor under this Agreement shall prove to be incorrect, false, or misleading in any material respect when furnished or made.
- e. The death of any individual Borrower or guarantor.

5. Cure for Default for Borrower's Failure to Make Timely Payments: In case of Default due solely to Borrower's failure to make timely payment as called for in this Agreement, Borrower may cure said Default by making full payment of any Monthly Payments overdue under this Agreement, including any fees, as described in Section 6 below.

Customer Name:

Project Name:

6. Late Payment Fees: Borrower agrees and understands that if the Monthly Payment stated on Borrower's bill is not paid in full by the specified due date, a one percent late fee will be applied.

7. Acceleration:

a. Borrower agrees and understands that in the instance of Default under Section 4, upon fifteen (15) days written notice to Borrower from Eversource, the entire Loan Amount (including any fees) will be due and payable immediately.

b. Borrower agrees and understands that in the case of Default under section 4(b), acceleration is automatic.

8. Eversource's Legal Remedies:

a. Borrower agrees and understands that upon Default, Eversource will pursue any and all legal remedies, including, but not limited to, collections action.

b. Borrower agrees and understands that in the instance of Default, Borrower is responsible for all collection-related costs, including, but not limited to, attorneys fees and court costs.

9. Joint and Several Liability: Borrower agrees and understands that if there is more than one Borrower, each Borrower shall be jointly and severally liable for the balance.

10. Independent Contractor: Borrower agrees and understands that Contractor is an independent contractor and is not affiliated in any way with Eversource or its affiliates or with the State of Connecticut or any of its regulatory bodies in any capacity.

11. Warranties: Borrower agrees and understands that Eversource is not affiliated with the Contractor, is not involved in the construction or installation of the Energy Efficiency Project makes no warranties, expressed or implied, regarding the Municipal Program Project and any part of the construction or installation thereof.

12. Tax Liability: Borrower agrees and understands that Eversource is not responsible for any tax liability, if any, imposed on Borrower as a result of Borrower's participation in the Municipal Program and that Borrower has consulted with its own tax counsel as to any tax effect.

13. Energy Savings:

a. Borrower agrees and understands that Eversource does not warranty that the Borrower's actual savings will occur at the level projected in the Executive Summary Letter and Customer Assessment prepared by Contractor for Borrower and further agrees that energy efficiency construction involves factors that are impossible to predict such as changes in facility usage, operating hours, equipment, weather, or many other factors which may impact the Borrower's future electric energy use or cost. **BORROWER ACKNOWLEDGES THAT THE ACTUAL ELECTRICAL ENERGY SAVINGS MAY BE LESS THAN THE SUM ADVANCED FOR THE ENERGY EFFICIENCY PROJECT PURSUANT TO THIS AGREEMENT.**

b. Customer, Participant, and Contractor/Arranger acknowledge and agree that any and all payments, benefits and/or credits associated with or applicable to any Eversource customer's participation in the program that is the subject of this Agreement in connection with the ISO New England, Inc. Forward Capacity Market ('FCM') or any currently existing or successor or replacement markets, (including, but not limited to, any and all transitional FCM credits or payments or any and all other capacity-related credits, payments and/or benefits for which such customer is eligible) shall be deemed as and form capacity payments, credits and/or benefits of Eversource as applicable. Customer, Participant, and Contractor/Arranger hereby assign to Eversource, as applicable, all of their right, title and interest in and to any and all such capacity payments, credits and/or benefits and shall take any and all action, including executing and delivering any and all documents and/or instruments, as requested by Eversource, as applicable, to evidence the same. FCM means the market for procuring capacity pursuant to ISO-NE Tariff, FERC Electric Tariff No. 3, Section III, Market Rule 1, Section 13, any modifications to the FCM, or any successor or replacement market/capacity procurement process. In accordance with the Department of Public Utility Control's ('DPUCs') September 29, 2008 decision in Docket No. 05-07-19RE01, DPUC Proceeding to Develop a New Distributed Resources Portfolio Standard (Class III) – 2007 Revisions, (as supplemented by the Department February 11, 2010 decision in Docket No. 05-07-19RE02), neither Customer nor Participant nor Contractor/Arranger is eligible to receive or retain any Class III conservation credits or any and all environmental credits or benefits in connection with the program that is the subject of this Agreement and Contractor hereby acknowledges and agrees to the same. Contractor further acknowledges and agrees that such credits shall be retained by Eversource for the benefit of its customers through the CEEF. The Customer, Participant, and Contractor/Arranger agrees to execute any and all documents and/or instruments as requested by CEEF Manager to evidence such assignment. In the event that the DPUC amends or modifies the allocation of Class III conservation credits as reflected in its September 29, 2008 decision, then the allocation of such credits utilized by Eversource Effective Date of shall be the allocation in effect (per the applicable DPUC decision) on the Agreement and/or Letter of Agreement.

14. Elimination and/or Reduction of CEEF: Eversource Customer agrees and understands that payment under this Agreement derives from the Municipal Program, which while administered by Eversource is funded through a charge on customer bills and other sources. Customer also agrees and understands that Eversource is and shall not be responsible for any costs or damages incurred by Customer in the event that funding for energy efficiency programs, including but not limited to the Municipal Program, is reduced or eliminated by the State of Connecticut, whether by the Governor, the Legislature, the Department of Public Utility Control, or preempted or otherwise affected by the action of the federal government of the United States of America.

15. Indemnification: Borrower shall indemnify, defend and hold harmless Eversource, its parent, directors, officers, employees and agents (including, but not limited to, its affiliates, contractors, and employees), from and against all liabilities, damages, losses, claims, demands, suits and proceedings of any nature whatsoever for personal injury (including death) or property damages to unaffiliated third parties that arise out of or are in any manner connected with the performance of this Agreement, including, but not limited to the wrongful or negligent acts or omissions of the Contractor.

16. Amendment: This Agreement may be modified or amended only by a writing executed by the Parties.

17. Third Parties: In no event shall this Agreement be deemed to give any rights or entitlements to any third party, including Contractor and that this Agreement is solely for setting forth the understandings and obligations of the Parties.

18. Governing Law: This Agreement shall be governed and construed in accordance with the laws of the State of Connecticut without regard to conflicts of laws principles and shall be subject to all applicable laws governing the subject matter hereof.

19. Counterparts: This Agreement may be executed in counterparts, each of which shall be deemed an original but all of which together shall constitute the same instrument.



Customer Name:

Project Name:

20. Notices: Notices required by this Agreement shall be addressed to the other Party, including the other Party's representative at the addresses noted below:

Eversource Energy Efficiency:

Eversource
107 Selden Street
Berlin, CT 06037
Attn: Energy Efficiency
Consultant _____

With a copy to:

Eversource Service Company
Legal Department
107 Selden Street
Berlin, CT 06037

Any notice, request, consent or other communication required or authorized under this Agreement to be given by one Party to the other Parties shall be in writing. It shall either be personally delivered, or mailed, return receipt requested, or by overnight carrier. Any such notice, request, consent or other communication shall be deemed to be given when delivered. Routine communications concerning the Agreement or other matters as expressly agreed to by the Parties shall be exempt from the requirements of Section 20 and may be made in any manner agreed to by the Parties.

21. Complete Agreement: This Agreement shall constitute the complete agreement between the Parties. All prior communications, whether oral or written, shall be superseded by the Agreement and shall not bind the Parties. No change to the Agreement shall be binding upon the Parties unless made in writing and signed by both Parties.



Customer Name:
Project Name:

Section 2

Project Name			Project Number CT		
Name of Borrower			Principal Place of Business		
Total Project Cost \$	Incentive \$	Loan Amount \$	Monthly Payment \$	No. of Months	Customer Unfinanced Balance / Buydown* \$

Please note: If the Borrower sells the business, and there is a remaining balance on the loan, the Borrower will continue to be responsible for the loan unless this loan is specifically referenced in the purchase and sale agreement, and the purchaser has specifically agreed to assume the remaining balance of this loan. Please contact Eversource for more information.

By my signature below, I certify that I have read, understand and agreed to the terms of this agreement.

Signature of Authorized Representative of Borrower	Signature of Authorized Representative of Contractor
Name of Customer (print)	Name of Signer (print)
Date of Signature	Date of Signature
Customer Title (print)	Title of Signer (print)
Federal Tax ID or Social Security Number	Federal Tax ID or Social Security Number
Service Street Address	Contractor Street Address
Service City, State & Zip Code	City, State & Zip Code
Billing Street Address	Contractor Phone Number
Billing City, State & Zip Code	<input type="checkbox"/> Contractor verified customer's ID Please indicate Billing Preference below (required): <input type="checkbox"/> Include Loan on Monthly Electric Bill <input type="checkbox"/> Bill Separately
Customer Electric Billing Account Number	
Customer Email Address	

Accepted Eversource:

Authorized Eversource Representative Signature	Date
Print Name	Title

*Customer unfinanced balance to be paid at completion of project.

Acceptance Agreement

92 West Road
 Ellington, CT 06029
 860-871-9700

Date: 1/06/2021

Customer ID #: EO19-0640 /
 CT20-167729

Customer Bill To:

Stonington Board of Education (Stonington High School)
 70 Field Street
 Pawcatuck, CT 06379

Prepared by: Earthlight Technologies

Description	Amount
Project Cost	\$ 668,577.64
Prevailing Wages	\$ 77,646.98
Tax (Exempt)	\$ 0.00
Subtotal	\$ 668,577.64
Approved Incentive	\$ 205,554.80
Total Net Cost	\$ 463,022.84

Terms and Conditions

Terms: Customer agrees to assign Eversource LOA incentive to Earthlight Technologies Inc. 92 West Rd Ellington, CT 06029. Customer agrees to authorize required utility documents before, during and after post inspection to ensure prompt release of funds. Customer understands that incentive is based on current agreed scope of work. If scope changes and incentive drops due to reduction in savings, customer be responsible for any balance not covered by the final incentive.

Utility incentive will be released to contractor by utility upon completion and /or post inspection of install. Customer to complete and submit financing document at completion of install.

Warranty: All work shall be completed in a workmanlike manner according to standard professional practices. Earthlight warrants their services for a period of (3) year and per manufacturer's warranty on any parts. Products supplied by Earthlight will be per manufacturer's standard warranty terms. Any disputes concerning price, quality or warranty of work performed will be resolved between Customer and Earthlight directly. Any alteration or deviation from specifications above involving extra costs may be executed only upon written orders and will become an extra charge over and above this proposal price. Our workers are fully covered by Workman's Compensation Insurance.

Limitation of Liability: In no event shall Earthlight be liable for damages caused by Customer's failure to perform its obligations under this Proposal Agreement, or for claims, damages, or actions against the Customer by any other party. Earthlight shall have no obligations as to any equipment, which is

subjected to misuse, negligence, accident, or alteration by Customer or any third party. Any costs or repairs outside those specified in this agreement deemed necessary by any third party including but not limited to building codes, trade or industry groups, or regulations imposed by any local, state, or federal regulations including zoning restrictions will be billed separate to this contract. IN NO EVENT SHALL Earthlight BE LIABLE FOR ANY INDIRECT, SPECIAL OR CONSEQUENTIAL DAMAGES, INCLUDING BUT NOT LIMITED TO, CUSTOMER'S LOSS OF USE, REVENUE OR PROFIT.

Indemnity: Customer agrees to release, indemnify, defend and hold harmless Earthlight, their contractors, officers, agents and employees from and against all costs, claims, damages and liability arising out of or relating to products and activities of negligent or intentional acts or omissions of Customer or third parties relating thereto, or injury caused thereby.

Acceptance of Proposal & Service Delivery: We will contact you to arrange for services and complete the project per above prices, specifications and accepted conditions upon your acceptance. Payment will be made as outlined above. This Proposal specifying terms and conditions of this job must be signed prior to the pricing of this proposal taking effect or initiation of services.

Acceptance

You are hereby authorized to furnish all materials and labor required to complete the work mentioned in the above proposal, for which the customer agrees to pay the amount mentioned in said proposal, and according to the terms thereof.

All material is guaranteed to be specific. All work to be completed in a substantial workman-like manner according to specifications submitted, per standard practices. Any alteration or deviation from above specification involving additional cost will be executed only upon additional written orders and will become an additional extra on the project. All agreements contingent upon strikes, accidents or delays beyond our control.

Acceptance of Proposal

The above prices, specifications, and conditions are satisfactory and are hereby accepted. You are authorized to do the work as specified. Payment will be made as outlined.

Signature _____

Print Name _____

Date of Acceptance _____

Acceptance Agreement

92 West Road
Ellington, CT 06029
860-871-9700

Date: 1/06/2021

Customer ID #: EO19-0642 /
CT20P00064983

Customer Bill To:

Stonington Board of Education (Stonington-Pawcatuck Middle School)
40 Field Street
Pawcatuck, CT 06379

Prepared by: Earthlight Technologies

Description	Amount
Project Cost	\$ 74,024.86
Tax (Exempt)	\$ 0.00
Subtotal	<u>\$ 74,024.86</u>
Approved Incentive	\$ 21,831.83
Total Net Cost	\$ 52,193.03

Terms and Conditions

Terms: Customer agrees to assign Eversource LOA incentive to Earthlight Technologies Inc. 92 West Rd Ellington, CT 06029. Customer agrees to authorize required utility documents before, during and after post inspection to ensure prompt release of funds. Customer understands that incentive is based on current agreed scope of work. If scope changes and incentive drops due to reduction in savings, customer be responsible for any balance not covered by the final incentive.

Utility incentive will be released to contractor by utility upon completion and /or post inspection of install. Customer to complete and submit financing document at completion of install.

Warranty: All work shall be completed in a workmanlike manner according to standard professional practices. Earthlight warrants their services for a period of (3) year and per manufacturer's warranty on any parts. Products supplied by Earthlight will be per manufacturer's standard warranty terms. Any disputes concerning price, quality or warranty of work performed will be resolved between Customer and Earthlight directly. Any alteration or deviation from specifications above involving extra costs may be executed only upon written orders and will become an extra charge over and above this proposal price. Our workers are fully covered by Workman's Compensation Insurance.

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subjected to misuse, negligence, accident, or alteration by Customer or any third party. Any costs or repairs outside those specified in this agreement deemed necessary by any third party including but not limited to building codes, trade or industry groups, or regulations imposed by any local, state, or federal regulations including zoning restrictions will be billed separate to this contract. **IN NO EVENT SHALL Earthlight BE LIABLE FOR ANY INDIRECT, SPECIAL OR CONSEQUENTIAL DAMAGES, INCLUDING BUT NOT LIMITED TO, CUSTOMER'S LOSS OF USE, REVENUE OR PROFIT.**

Indemnity: Customer agrees to release, indemnify, defend and hold harmless Earthlight, their contractors, officers, agents and employees from and against all costs, claims, damages and liability arising out of or relating to products and activities of negligent or intentional acts or omissions of Customer or third parties relating thereto, or injury caused thereby.

Acceptance of Proposal & Service Delivery: We will contact you to arrange for services and complete the project per above prices, specifications and accepted conditions upon your acceptance. Payment will be made as outlined above. This Proposal specifying terms and conditions of this job must be signed prior to the pricing of this proposal taking effect or initiation of services.

Acceptance

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Acceptance of Proposal

The above prices, specifications, and conditions are satisfactory and are hereby accepted. You are authorized to do the work as specified. Payment will be made as outlined.

Signature _____

Print Name _____

Date of Acceptance _____

Acceptance Agreement

92 West Road
Ellington, CT 06029
860-871-9700

Date: 12/11/2020

Customer ID #: EO19-0640 /
CT20-167729

Customer Bill To:

Stonington Board of Education
70 Field Street
Pawcatuck, CT 06379

Prepared by: Earthlight Technologies

Description	Amount
Project Cost	\$ 668,577.64
Prevailing Wages	\$ 77,646.98
Tax (Exempt)	\$ 0.00
Subtotal	<u>\$ 668,577.64</u>
Approved Incentive	\$ 205,554.80
Total Net Cost	\$ 463,022.84

Terms and Conditions

Terms: Customer agrees to assign Eversource LOA to Earthlight Technologies Inc. 92 West Rd Ellington, CT 06029. Customer agrees to authorize required utility documents before, during and after post inspection to ensure prompt release of funds. Customer understands that incentive is based on current agreed scope of work. If scope changes and incentive drops due to reduction in savings, customer be responsible for any balance not covered by the final incentive.

Payment Terms:

- 50% deposit at time of signing - \$231,511.42
- 40% Material on Site - \$185,209.13
- 10% Upon completion of install - \$46,302.28

Warranty: All work shall be completed in a workmanlike manner according to standard professional practices. Earthlight warrants their services for a period of (3) year and per manufacturer's warranty on any parts. Products supplied by Earthlight will be per manufacturer's standard warranty terms. Any disputes concerning price, quality or warranty of work performed will be resolved between Customer and Earthlight directly. Any alteration or deviation from specifications above involving extra costs may be executed only upon written orders and will become an extra charge over and above this proposal price. Our workers are fully covered by Workman's Compensation Insurance.

Limitation of Liability: In no event shall Earthlight be liable for damages caused by Customer's failure to perform its obligations under this Proposal Agreement, or for claims, damages, or actions against the Customer by any other party. Earthlight shall have no obligations as to any equipment, which is

subjected to misuse, negligence, accident, or alteration by Customer or any third party. Any costs or repairs outside those specified in this agreement deemed necessary by any third party including but not limited to building codes, trade or industry groups, or regulations imposed by any local, state, or federal regulations including zoning restrictions will be billed separate to this contract. IN NO EVENT SHALL Earthlight BE LIABLE FOR ANY INDIRECT, SPECIAL OR CONSEQUENTIAL DAMAGES, INCLUDING BUT NOT LIMITED TO, CUSTOMER'S LOSS OF USE, REVENUE OR PROFIT.

Indemnity: Customer agrees to release, indemnify, defend and hold harmless Earthlight, their contractors, officers, agents and employees from and against all costs, claims, damages and liability arising out of or relating to products and activities of negligent or intentional acts or omissions of Customer or third parties relating thereto, or injury caused thereby.

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Acceptance of Proposal

The above prices, specifications, and conditions are satisfactory and are hereby accepted. You are authorized to do the work as specified. Payment will be made as outlined.

Signature _____

Print Name _____

Date of Acceptance _____

Acceptance Agreement

92 West Road
Ellington, CT 06029
860-871-9700

Date: 1/06/2021

Customer ID #: EO19-0641 /
CT20-189307

Customer Bill To:

Stonington Board of Education (Stonington District Office)
40 Field Street
Pawcatuck, CT 06379

Prepared by: Earthlight Technologies

Description	Amount
Project Cost	\$ 99,884.38
Tax (Exempt)	\$ 0.00
Subtotal	<u>\$ 99,884.38</u>
Approved Incentive	\$ 23,763.60
Total Net Cost	\$ 76,120.78

Terms and Conditions

Terms: Customer agrees to assign Eversource LOA incentive to Earthlight Technologies Inc. 92 West Rd Ellington, CT 06029. Customer agrees to authorize required utility documents before, during and after post inspection to ensure prompt release of funds. Customer understands that incentive is based on current agreed scope of work. If scope changes and incentive drops due to reduction in savings, customer be responsible for any balance not covered by the final incentive.

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subjected to misuse, negligence, accident, or alteration by Customer or any third party. Any costs or repairs outside those specified in this agreement deemed necessary by any third party including but not limited to building codes, trade or industry groups, or regulations imposed by any local, state, or federal regulations including zoning restrictions will be billed separate to this contract. IN NO EVENT SHALL Earthlight BE LIABLE FOR ANY INDIRECT, SPECIAL OR CONSEQUENTIAL DAMAGES, INCLUDING BUT NOT LIMITED TO, CUSTOMER'S LOSS OF USE, REVENUE OR PROFIT.

Indemnity: Customer agrees to release, indemnify, defend and hold harmless Earthlight, their contractors, officers, agents and employees from and against all costs, claims, damages and liability arising out of or relating to products and activities of negligent or intentional acts or omissions of Customer or third parties relating thereto, or injury caused thereby.

Acceptance of Proposal & Service Delivery: We will contact you to arrange for services and complete the project per above prices, specifications and accepted conditions upon your acceptance. Payment will be made as outlined above. This Proposal specifying terms and conditions of this job must be signed prior to the pricing of this proposal taking effect or initiation of services.

Acceptance

You are hereby authorized to furnish all materials and labor required to complete the work mentioned in the above proposal, for which the customer agrees to pay the amount mentioned in said proposal, and according to the terms thereof.

All material is guaranteed to be specific. All work to be completed in a substantial workman-like manner according to specifications submitted, per standard practices. Any alteration or deviation from above specification involving additional cost will be executed only upon additional written orders and will become an additional extra on the project. All agreements contingent upon strikes, accidents or delays beyond our control.

Acceptance of Proposal

The above prices, specifications, and conditions are satisfactory and are hereby accepted. You are authorized to do the work as specified. Payment will be made as outlined.

Signature _____

Print Name _____

Date of Acceptance _____



LETTER OF INTENT

March 1, 2021

Town of Stonington - Softball Field Lights
26 Spellman Drive
Southington, CT 06378

Re: Energy Efficiency Project – EO20-0681-0682

Dear Danielle Chesbrough,

Earthlight looks forward to working with you and the Town of Stonington - Softball Field Lights locations on your energy efficiency project. This letter shall confirm our mutual understanding of the general scope of the work. Earthlight will follow up with Energy Efficiency proposal setting forth, the specific terms and conditions of our business relationship.

1. Project Description

Total Project Cost - \$ 57,807.63 Estimated Utility Incentive - \$ 11,446.80 Net Cost - \$ 46,360.83

Earthlight is proposing to install high performance lighting **Terms: Customer agrees to assign the LOA incentive for Town of Southington, Softball Field Lights to Earthlight Technologies Inc. 92 West Rd Ellington Ct. 06029. Customer agrees to complete all Eversource paperwork for financing and incentive to be paid to contractor upon completion of project.**

See attached for more detail specifications and financial summaries.

2. Local Utility Company Energy Efficiency Incentive Program

An important aspect of the project is the dollar amount of energy incentive that may be offered by your local utility company. To qualify, Earthlight will be preparing, on your behalf, certain documents, including engineering data, drawings, descriptions, spreadsheets, and other company-requested documentation. Your input regarding the current and future energy demands of your business is critical, as the utility company will use it for calculating the amount of incentive your projects are eligible for. The utility company will inform us of the amount, if any, by issuing a Letter of Acceptance (LOA). Upon receipt, Earthlight and Town of Stonington - Softball Field Lights will meet to finalize the project's specific energy efficiency measures. This Letter of Intent may be terminated at any time by either party. Further, neither party has any legal obligations to each other until the Purchase Agreement is fully executed.

Understood & Accepted:	By service provider: <u>Earthlight Technologies LLC</u>
By client: _____	Name: _____
Title: _____	Title: _____
Date: _____	Date: _____
Signed: _____	Signed: _____

Town of Stonington – Softball Field Preliminary

26 Spellman Dr Stonington, CT 06379

March 1, 2021



Prepared for

Danielle Chesbrough
(860) 535-5050

Prepared by

John Smith
Earthlight Technologies LLC
92 West Road
Ellington, CT 06029
(860) 428-9828





Energy Efficiency Project - Project Financial Summary

March 1, 2021

RE: Energy Project

EO20-0681-0682

Stonington Softball Field Lights

EO Program Highlights:

The Energy Opportunity program offers turnkey proposals for materials and labor, eliminating multiple quotes. Clients have access to financial incentives to buy down the cost of energy efficiency projects and financing through Eversource's partners.

Earthlight Technologies offers a 3 year Labor and 5 year Material Warranty.

Cash Flow Analysis

	kWh rate	0.1450
Annual Energy Savings		28,617 kWh
Annual Gas Savings		
Annual Cost Savings		\$4,149.47
Total Annual Cost Savings		\$4,149.47

Key Financials

Incentive Percentage: **20%**

Project Cost Analysis

Project Cost	\$	57,807.63
CT Tax (6.35%)	+	
Total Project Cost	\$	57,807.63
Conservation Incentive	-	\$ 11,446.80
Net Total Customer Cost	\$	46,360.83

Financing Analysis

Financed Amount	\$	46,360.83
Interest Rate		0.00%
Term (Months)		48
Monthly Payment	\$	(965.85)
Monthly Savings	\$	345.79

Net Cashflow per Month \$ (620.06)

Energy Conservation Measures

High-Performance Lighting

- Occupancy Sensors
- High Performance Lighting ✓
- Photocells

Energy -Efficient HVAC

- Tune Up
- Programmable Thermostats
- Heating and AC Upgrades

Energy -Efficient Refrigeration

- Open Refrigeration Night Covers
- Refrigeration Controls
- High Efficiency ECM Motors
- Vending Machine Controls

Additional Energy -Efficient Measures

- Air Compressors
- Premium Motors & VFDs
- Pipe Insulation, Spray Valves, Low-Flow Showerheads, or Aerators

Green Factor

This project is equivalent to:

1,018	Gallons of oil not burned or
26,487	Pounds of CO2 emissions avoided or
12,377	Pounds of coal not burned or
3	Homes provided with power for 1 year or
50,206	Miles driven by an average passenger vehicle per year





Energy Efficiency Project – Project Measures line by line

Date: February 26, 2021

Re: Energy Project EO21-1025



Name: Town of Stonington – Softball Field

26 Spellman Dr Stonington, CT

Earthlight Technologies, LLC
92 West Rd
Ellington, CT 06029

p: (860) 871-9700
f: (860) 871-9439
earthlighttech.com



Stonington High School
Stonington Softball Field Lighting

Fixture Detail

Area	Existing				Proposed Solution				Savings				
	Room	Existing Qty	Watts	Burn	Proposed Qty	% Red.	Burn	kWh	Ctrl Qty	Rebates	Energy	HVAC	Maintenance
Totals		30	48,838		30			20,220			\$0	\$0	\$0
EO2021StoningtonSoftball / New Area													
Tall Poles	MH-MH1500-1/ Flood-Megul-Open - no lens-Turntion	20	1615.0	1,008	20	0	1,008	15,180	0	\$0	\$0	\$0	\$0
Short Poles	MH-MH1500-1/ Flood-Megul-Open - no lens-Turntion	10	1615.0	1,008	10	0	1,008	5,040	0	\$0	\$0	\$0	\$0
Totals		30	48,838		30			20,220		\$0	\$0	\$0	\$0



DRAFT





earthlight
solar & energy solutions

Energy Efficiency Project – Cut Sheets

Date: February 26, 2021

Re: Energy Project EO21-1025

Name: Town of Stonington – Softball Field

26 Spellman Dr Stonington, CT

- New LED lamps and Fixtures