



National Grid's Whole Building Assessment Initiative Memorandum of Understanding

Customer Information

Customer Name: _____ Acct. #: _____
Facility Name: _____ Building Square Feet: _____
Facility Address: _____ City: _____ Zip: _____
Mailing Address (if different): _____ City: _____ Zip: _____
Contact Person: _____ Phone: _____
E-mail Address: _____ Fax: _____

Building Type

- | | | | | |
|--|--|--------------------------------------|--|--------------------------------------|
| <input type="checkbox"/> Commercial Office | <input type="checkbox"/> Grocery | <input type="checkbox"/> Hospital | <input type="checkbox"/> Hospitality Hotel/Motel | <input type="checkbox"/> Retail |
| <input type="checkbox"/> Warehouse | <input type="checkbox"/> Residence Hall | <input type="checkbox"/> Healthcare | <input type="checkbox"/> College/University | <input type="checkbox"/> High School |
| <input type="checkbox"/> Middle School | <input type="checkbox"/> Elementary School | <input type="checkbox"/> Other _____ | | |

Program Description and Process

National Grid understands that the following Utility Customer ("the Owner" or "Authorized Representative"):
_____ has agreed to participate in National Grid's Whole Building Assessment Initiative.

Through this initiative, National Grid will provide a comprehensive facility operation and performance assessment to determine a building's operating characteristics and its overall efficiency in relation to other similar buildings. The goal of this assessment is to help customers optimize their building's performance through implementing no-cost/low-cost operational improvements and other cost-effective equipment enhancements.

By agreeing to the terms outlined in this Memorandum of Understanding (MOU), your organization can realize a number of short and long-term benefits, including:

- Gaining a clear understanding of the energy use throughout your building and how it compares to that of similar facilities;
- Obtaining advise on equipment enhancements, low-cost and no-cost strategies and occupant behavior modifications that can reduce the building's energy use;
- A system to measure and track energy performance over time; and
- Assistance in developing a green/sustainable educational effort.

Step 1. Establishing the Building's Energy Intensity Benchmark

National Grid will work with the Utility Customer to analyze the energy intensity of a building. National Grid will assist the Customer with entering the energy and facility data into EPA's Energy Performance Rating System which is available online through the Portfolio Manager software at <https://www.energystar.gov/istar/pmpam/>. This system will enable the Customer to understand how the actual energy performance of the facility compares to similar buildings around the country. An EPA ENERGY STAR® score is established and a one page benchmarking report is generated.

To analyze a building's energy performance requires the collection of specific data. By agreeing to participate, the Customer agrees to complete a Pre-screening Questionnaire to provide the relevant data listed below. The utility will gather information that is accessible through its electronic database system. The responsibilities are identified in Table 1. below.

Table 1. Data Requirement Responsibilities of National Grid and the Utility Customer

| National Grid will obtain and provide... | The Participating Utility Customer will obtain and provide... |
|--|---|
| <ul style="list-style-type: none"> ✓ 24 consecutive months of electric bill data for the facility ✓ 24 consecutive months of gas bill data for the facility if the provider is a National Grid gas customer ✓ A benchmarking report for the customer's facility | <ul style="list-style-type: none"> ✓ Utility bill data for gas, oil, and any other energy source covering same 24 consecutive months ✓ 12 months or annual data on water consumption at the facility ✓ Building and operating characteristics for the selected building(s) including (but not limited to): <ul style="list-style-type: none"> ○ The year the building was built ○ Building square footage ○ Occupancy ○ Number of PC's ○ Hours of operation ○ % heated and cooled |

The Utility Customer will agree to benchmark that facility for a period of one year, preferably on a monthly basis, but no less frequently than quarterly.

Step 2. Determining Energy Efficiency Program Options

The type of energy efficiency program options available for a building is determined by the building's energy demand (kW), energy intensity (kWh/sq ft.) and ENERGY STAR® score. The program options fall into three categories which are listed below. If the building qualifies under Category 3, it is eligible for a Technical Scoping Study detailed in Step 3.

Table 2. National Grid Energy Efficiency Program Options

| Category | Facility Size | Energy Intensity | Program Options | Financial Offering (Incentive) |
|----------|---------------|---|---|---|
| 1. | <200 kW | Low or High | This size building would be referred to the <i>Small Business Services Program</i> where a utility consultant would conduct a review of the facility to determine lighting and- if appropriate mechanical- opportunities for energy savings. | Incentives for energy-efficient equipment improvements that the customer may undertake. |
| 2. | >200 kW | Low (High ENERGY STAR Portfolio Manager Score and Low kWh/sq ft. usage) | As a lower energy-intensive building , a National Grid representative will provide and review information such as: <ul style="list-style-type: none"> • a list of typical energy conservation opportunities, • a set of energy efficiency best practices for building operation & maintenance, and • energy efficiency program options that may meet the customer's needs now or in the future. | Incentives for energy-efficient equipment improvements that the customer may undertake. |
| 3. | >200 kW | High (Low ENERGY STAR Portfolio Manager Score and high kWh/sq ft. usage) | As a higher energy-intensive building , the building qualifies for a low-cost Technical Scoping Study (\$2-\$3k per building) to assess the efficiency of the building systems. Following the study the Customer and Utility will work together to develop an Action Plan to assist in achieving the desired energy savings. Step 3. below describes this process in more detail. | <ul style="list-style-type: none"> •The cost of the Technical Scoping Study is split 50/50 between the customer and the utility. • For a municipal customer the full cost of the first study will be paid by the utility if a project is undertaken by the customer within one (1) year of the Action Plan Meeting. . |

Step 3 (Optional). Technical Scoping Study

If the Utility Customer qualifies (as detailed in Table 2. above) and requests a Technical Scoping Study, National Grid will arrange to have a consultant tour the facility and evaluate the efficiency of the existing building systems.

The outcome of the technical scoping study is a report that provides:

- An overview of the buildings operation and performance characteristics;
- An inventory of low-cost and no-cost operational improvement strategies;
- A list of other cost-effective and energy-efficient capital improvement measures (addressing mechanical and lighting systems) including costs, savings and simple payback;
- A description of potential utility incentives, and
- Recommendations for longer-term, larger and more complex future energy efficiency opportunities.

Action Plan

National Grid, the contractor (s) and the Utility Customer (“the Team”) will work closely to develop an Action Plan for the building. The Team will:

- Review the customer’s energy usage and billing history;
- Exam the Technical Scoping Study recommendations;
- Assess the utility program offerings;
- Set facility-specific goals;
- Identify activities to cultivate support of facility operations and maintenance staff; and
- Determine how occupant education might play a role in increasing the building’s energy efficiency (e.g. green/sustainable activity, training....).

This Agreement is the entire agreement between the parties concerning the participation in National Grid’s Whole Building Assessment Initiative. No party shall be liable to the others for any indirect, incidental or consequential damages under the Memorandum of Understanding.

Customer Signature:

Date

National Grid Signature:

Date