

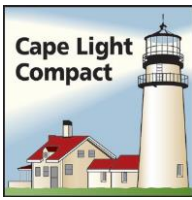
Customer Directed Option (CDO) Initiative



EXTERNAL PROCESS AND INITIATIVE STRUCTURE

Process Description

1. Before starting the application process, check with Cape Light Compact to determine eligibility of the proposed project and to establish requirement for detailed savings projections and cost estimates. Installation should not begin until reviewed and approved by Cape Light Compact.
2. Eligible customers must have an annual electric usage less than 1,500,000 kWh. *(NOTE: Municipal, County, State and Federal Government buildings are not eligible for this initiative).*
3. Application shall include existing, base case scenario, site data, and proposed equipment for installation. Cut sheets and pricing, including labor, must be provided at this time.
4. This application will be submitted to Cape Light Compact's Technical Representative for review and evaluation of potential incentives. The Technical Representative is forbidden from bidding on the same work presented in the proposal.
5. The Technical Representative will conduct a site inspection before work begins of the scope of work, and will develop a proposal for any additional recommended work at the site.
6. After successful review and project approval, Cape Light Compact will notify customer in writing of the project approval, the incentive amount and the terms and conditions required to receive final incentive payment. If additional measures are recommended, customer has 60 days to sign the proposal for these additional measures.
7. A permit must be pulled for every application and a copy provided to Cape Light Compact's Technical Representative.
8. The CDO vendor must complete the proposed scope of work within 90 days of customer's signature.
9. The CDO vendor must receive the customer's signature on a Certificate of Installation, indicating that the work is complete, and the customer is satisfied with the install.
10. CDO vendor alerts Cape Light Compact's Technical Representative that the work is complete and submits required documentation, and the Technical Representative conducts a post-installation site visit.



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Project Data and Information Requirements

General Project Description

General description of facility, its use and typical operation; including hours of operation and occupancy schedules

Existing Materials and Equipment

Detailed description of equipment type, energy consumption and hours of operation per area

Description of any existing controls and sequence of operations

Proposed Materials and Equipment

Detailed description of equipment type, energy consumption and hours of operation per area

Cuts sheets for the materials or performance ratings for equipment being installed

Description of proposed controls and sequence of operations

Energy Savings Calculations

Show all calculations used to determine energy savings.

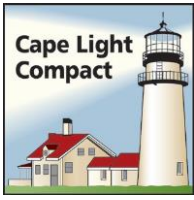
The calculations should clearly show all the details of how the energy savings were estimated. This includes all engineering formulas and documentation of all the factors, values and assumptions used in the formulas.

In cases where energy modeling is used to determine savings, approved modeling software must be used. Input and output data from the model must be provided.

Project Permit

A copy of the permit pulled to support the work in accordance with MA codes and regulations

Certificate of Installation



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Customer sign off that the work is completed and they are satisfied with the installation

Incentive Payments

Incentives will be paid out based on project cost, as determined by Cape Light Compact guidelines.

The CDO incentive offer is only available to retrofit projects and may not be combined with other offers from the Cape Light Compact or any other Mass Save® program (e.g. New Construction, prescriptive applications, etc.)

Any materials purchased for use in a CDO project cannot receive an Upstream incentive. Please ensure that you inform your material supplier that the materials for your CDO project should not be submitted for Upstream incentives.

Any projects found to be in violation of this prohibition will not be eligible to receive incentives via the CDO program. Abuse of this guideline will risk your future participation in the CDO program.

Incentive Structure

Prescriptive	lighting w/o controls	w/lighting controls	w/lighting controls <u>and</u> prescriptive non-lighting*
	70%	72%	75%

Custom	Standalone measure	w/prescriptive lighting + lighting controls	multiple custom measures
	70%	75%	80%

*Excludes direct-install DHW measures such as aerators, showerheads, etc.

Prescriptive Measure Examples	
LED Fixtures	Energy Management System & VSDs
Lighting Controls	Energy Recovery Ventilator
Occupancy Sensor Controls	Envelope & Thermal Shell
Refrigeration Controls, ECMs, Economizers	Heat Recovery Ventilator
Thermostats	Kitchen Hood Controls
Vending Machine Controls	Pool Covers & Pumps
After-market Outdoor Reset Controls	Rack Upgrades
Custom Measure Examples	
Chillers Daylighting HVAC Pool Heaters Rack Heat Recovery	