

EXHIBIT A

Carbon City Sustainability Management Information System

Scope of Work (2012 Contract Extension, Rev 6) - 9/1/2011

1. BACKGROUND AND OBJECTIVES

Fort Collins Utilities (Utilities) has purchased an enabling technology platform to target, track, quantify and report resource usage for carbon reduction trends, consumption trends and demand-side management program effectiveness. The SIMS (Sustainability Information Mgmt. System) platform provides an interface between the Utilities' account records, geographic information system (GIS) data, tax assessor information and current/historic weather data. Pilot testing of the SIMS query and reporting capabilities suggests that Utilities energy efficiency programs can benefit from improved outreach targeting and program tracking and evaluation. These enhanced efficiency program results would further the City's carbon reduction goals and would improve program efficiency, accountability and data quality.

In response to aggressive goals in adopted City policies (see the *Climate Action Plan*, *Energy Policy* and *Water Conservation Plan* at www.fcgov.com) and those which will be updated in 2010 (*City Plan*, *Transportation Master Plan* and *Green Building*), the City continues to expand and enhance the programs it offers to customers in the areas of energy and water efficiency and other climate protection strategies. The City has a carbon emissions reduction goal of 20% below 2005 levels by 2020 and 80% below by 2050. The Climate Wise program has a goal to increase reported carbon reductions by 10,000 tons annually and a program target of 140,000 avoided tons by 2012; the reductions include savings from energy, water, waste and transportation measures. The Energy Policy includes an overall target for savings from energy efficiency programs of 1.5% of the community's electric use. This is equivalent to 22,000 megawatt-hours of annual savings or greenhouse gas (GHG) emissions reductions of 16,180 metric tons of carbon dioxide equivalent (mt-CO₂e). Total efficiency program savings in 2008 and 2009 were 11,000 and 14,000 MWh, respectively. Reaching the savings goals for 2010 and beyond will require more than a 50% increase in program savings, and thus significant increases in program participation are needed. The objective in ongoing use of the SIMS to provide a comprehensive solution that will:

1. Provide detailed utility customer characterization for enhanced targeting of program marketing to increase participation rates in residential and commercial programs;
2. Provide an outreach tool for Climate Wise program partners and efficiency program participants that will present them with their energy use trends, normative group comparisons, and enable sharing of best practices; and
3. Track the weather normalized energy use changes of efficiency program participants to better quantify program impacts.

2. TASKS AND PROJECT MANAGEMENT

Staff Roles

Initial setup and testing will be coordinated by Utilities with management lead taken by Norm Weaver, Energy Services. The key individual to coordinate data exchange will be Matt Scheetz with the City IT department. The substantive work to set up and maintain the system will be performed by staff with Symbiotic (principally Tim Hillman, Mark Reiner, and Nick Nimmer). The project leads for the target City programs (Climate Wise – Kathy Collier, Business Efficiency Program – Kelley Gonzales, and Home Efficiency – Kaye Mathea) will develop implementation plans to establish targets and metrics in each program area.

2011-2012 Task List

TASK

Estimated Cost

Annual License including Custom Analysis Services: Includes online access to the SIMS platform for 12 months plus 100 hours of available analytical time to consult and report on the full life cycle of residential and commercial program and marketing efforts. License period is to cover 12 months from Oct. 1, 2011 to Sept. 30, 2012.

Including the following software enhancements:

- **Update for program impact summaries by measure**
- **Update to aggregate meters by customer**
- **Update for general weather normalization of energy data**
- **Update for analyzing indoor and outdoor water use**
 - Indoor/outdoor water use disaggregations will be available to expand program evaluations and enhance program targeting in the 2011-2012 license year.
- **Update to include demand data**
 - FCU will be able to utilize a portion of SE's allotted analytical staff time to derive targeting lists of commercial customers, which includes information about customers' demand along with other consumption and building characteristics data.
- **Update to search/filter by program participation (including but not limited to OPower Home Energy Report recipients)**
 - FCU will be able to utilize a portion of SE's allotted analytical staff time to derive targeting lists of commercial customers, which includes information about customers' prior program participation along with other consumption and building characteristics data.
- **Update for premise list from query results**
 - Customer/premise lists will be a part of the SIMS, as well as mapping, in 2011-2012 license year. The lists and maps will be made available as specific to the report from which it is generated, e.g. queries from the Consumption Detail Report will be within the query range of that report.

\$ 40,000

(Optional) Additional Analytical Hours: \$100/hour - Additional staff hours for custom analytical services can be provided on an as-needed basis at \$100/hr. With the help of our analytical staff the utility will be able to evaluate in greater depth their "Measure, Learn, Target, and Implement" cycle leading to more cost effective marketing based on efficiency gains toward program goals.

Ongoing Billing Data Upload

- Quarterly customer elec. and water data update \$ 20,000

Program Evaluation Package License

- o **Residential Programs (HEP) \$4000**
With energy and water measure summaries provided for items listed in Table 1 and as implemented by agreement in the residential program tracking spreadsheet. **

Table 1

Current Residential "Programs" with Tracked Measures

HEP Rebates	Measure Type	Measure Sub-Type	Savings
	Air Sealing and Insulation	...lots...	E
	HVAC	...lots...	E
	Windows	...lots...	E
HEP Audit	Measure Type	Measure Sub-Type	Savings
	Audit	Audit	E
Residential AC Tune-up	Measure Type	Measure Sub-Type	Savings
	AC Tune-up	AC Tune-up	E
Residential Clothes Washer and Dishwasher Rebates	Measure Type	Measure Sub-Type	Savings
	Clothes Washer and Dishwasher	Clothes Washer and Dishwasher	E
Residential Refrigerator and Freezer Recycling Rebates	Measure Type	Measure Sub-Type	Savings
	Refrigerator & Freezer Recycling	Refrigerator & Freezer Recycling	E
Residential Sprinkler Rebates	Measure Type	Measure Sub-Type	Savings
	Rain Sensor	Rain Sensor	W
	Weather-based Controller	Weather-based Controller	W
	High-efficiency Nozzles	High-efficiency nozzles	W
Residential	Measure Type	Measure Sub-Type	Savings

Toilet Rebates	Toilets	Toilets	W
Residential Sprinkler Audit	Measure Type	Measure Sub-Type	Savings
	Audit	Audit	W

- **Commercial Programs (BEP) \$4000**
With energy and water measure summaries provided for items listed in Table 2 and as implemented by agreement in the commercial program tracking spreadsheet. **

Table 2
Current Commercial "Programs" with Tracked Measures

BEP Rebates	Measure Type	Measure Sub-Type	Savings
	Lighting	Lighting	E
	Electric Efficiency	Electric Efficiency	E
	BTU	BTU	E
	SBTU	SBTU	E
BEP Assessment	Measure Type	Measure Sub-Type	Savings
	Assessment	Assessment	E
Small Commercial AC Tune-up	Measure Type	Measure Sub-Type	Savings
	AC Tune-up	AC Tune-up	E
Commercial Custom Water Eff	Measure Type	Measure Sub-Type	Savings
	Custom	Custom	W
Commercial Restroom Rebates	Measure Type	Measure Sub-Type	Savings
	Toilets	Toilets	W
	Urinals	Urinals	W
	Flushometer Toilets	Flushometer Toilets	W
Commercial Sprinkler Rebates	Measure Type	Measure Sub-Type	Savings
	High-efficiency Nozzles	High-efficiency nozzles	W
	Rain Sensor	Rain Sensor	W
	Weather-based Controller	Weather-based Controller	W
	Pressure regulators	Pressure regulators	W
	Assessment	Assessment	W

Commercial Clothes Washer and Dishwasher Rebates	Measure Type	Measure Sub-Type	Savings
	Clothes Washer	Clothes Washer	W
	Dishwasher	Dishwasher	W

Residential Style Refrigerator / Freezer Recycling	Measure Type	Measure Sub-Type	Savings
	Refrigerator & Freezer	Refrigerator & Freezer	E
	Recycling	Recycling	E

Residential Style Clothes Washer and Dishwasher Rebates	Measure Type	Measure Sub-Type	Savings
	Clothes Washer and Dishwasher	Clothes Washer and Dishwasher	E

- **ClimateWise** **\$4000**
- **Ft ZED Tracking and Reporting** **\$4000**

\$ 16,000

New Program Setup

For new program setup, if the program participant data is not sent in the prearranged program tracker file format, SE analytical hours may be applied to fulfill custom formatting and program loading as necessary.

- **HEP Appliance Rebates (J-Codes; Elec & Water)** **\$2500**
- **Residential Sprinkler Audits** **\$2500**
- **Ft ZED Tracking and Reporting** **\$2500**
- **OPower Home Energy Report Tracking** **\$2500**

\$ 10,000

Total \$ 86,000

Custom Support

(Project Addendum, subject to further discussions)

- **ClimateWise RU reports**
- **ClimateWise auto upload to MyClimateWise database**
- **Water efficiency program weather normalization protocol including land use/turf fraction characterization**

** Measure reporting to be handled by update to the tracker file transmitted quarterly (including appliance and water transactions)