

28 *[initials]*

THE STATE OF NEW HAMPSHIRE

CHAIRMAN  
Amy L. Ignatius

COMMISSIONERS  
Robert R. Scott  
Martin P. Honigberg

EXECUTIVE DIRECTOR  
Debra A. Howland



**PUBLIC UTILITIES COMMISSION**  
21 S. Fruit Street, Suite 10  
Concord, N.H. 03301-2429

TDD Access: Relay NH  
1-800-735-2964

Tel. (603) 271-2431

FAX (603) 271-3878

Website:  
www.puc.nh.gov

May 8, 2014

Her Excellency, Governor Margaret Wood Hassan  
and the Honorable Council  
State House  
Concord, NH 03301

Your Excellency and Honorable Councilors:

**REQUESTED ACTION**

Authorize the New Hampshire Public Utilities Commission to amend an award of grant funds to the New Hampshire Retail Association (formerly the Retail Merchants Association of New Hampshire), Vendor #200970, by extending the completion date from June 30, 2014 to December 31, 2014. The original grant in the amount of \$2,000,000.00 subsequent to a Request for Proposals was approved by the Governor and Executive Council on December 8, 2010, Item #71, for the purpose of partnering with The Jordan Institute to expand its 2009 Energy Efficiency program designed for retail businesses. An amendment to extend the completion date from June 30, 2013 to June 30, 2014 was approved by Governor and Executive Council on June 19, 2013, Item #146. No additional funding is involved in this time extension. Funding is 100% Greenhouse Gas Emissions Reduction Fund (GHGERF).

**EXPLANATION**

The New Hampshire Retail Association (NH Retail) has enrolled over 200 businesses in its Energy Efficiency program since the approval of this grant. A six-month extension will allow NH Retail to complete energy efficiency upgrades for up to ten additional projects that otherwise cannot be completed before the June 30 program deadline. In addition, during the requested extension period, NH Retail will complete the measurement and verification of 30 of its energy efficiency projects to demonstrate the effectiveness of the Energy Efficiency program. NH Retail will continue its Energy Efficiency consulting for project oversight, public education, and civic leadership throughout the extension period. All other provisions of the contract remain in effect.

Your consideration of this request is appreciated.

Respectfully submitted,

*Amy Ignatius*  
Amy L. Ignatius  
Chairman

Attachments: Amendments and copy of original grant

**AMENDMENT NO. 2  
TO GRANT AGREEMENT**

Now comes the New Hampshire Public Utilities Commission (Commission) and the Retail Merchants Association of New Hampshire (RMANH), and, pursuant to a grant agreement (Grant) between the parties approved by the Governor and Executive Council on December 8, 2010, Item #71, and amended on June 19, 2013, hereby agree to modify same as follows:

1. Item 1.6 of said Grant is hereby modified such that the completion date is changed from June 30, 2014, to December 31, 2014.
2. Exhibit B, Item 1 of said Grant is hereby modified such that the completion date of Phase Two is changed from June 30, 2014, to December 31, 2014.
3. Exhibit B, Item 3 of said grant is hereby superseded by the following:

“Effective during the period of July 1, 2014, through December 31, 2014, Grantee will invoice the PUC on a monthly basis.”
4. Exhibit B Item 4 of said grant is hereby modified to add the following:

“Effective during the period of July 1, 2014, through December 31, 2014, approval of monthly invoices for expenses incurred in July and August will not be dependent on the approval of the September quarterly report, and expenses incurred in October and November will not be dependent on the approval of the December quarterly report.”
5. All other provisions of the grant agreement remain in effect.

This modification of an existing agreement is hereby incorporated by reference to the existing agreement by the parties and must be attached to said agreement.

IN WITNESS WHEREOF, the parties hereto have set their hands on this 6<sup>th</sup> day of May, 2014.

THE STATE OF NEW HAMPSHIRE  
Public Utilities Commission

By: Amy Ignatius  
Amy L. Ignatius, Chairman

New Hampshire Retail Association

By: Nancy Kyle  
Nancy Kyle, President/CEO

STATE OF NEW HAMPSHIRE  
County of Merrimack

On this 6<sup>th</sup> day of May, 2014 before me personally appeared, Nancy Kyle, President/CEO of Retail Merchants Association of New Hampshire, who executed the foregoing instrument for the purposes therein contained.

G&C 05/21/14  
Page 1 of 2  
Initials AK  
Date 5/16/14

In witness whereof I hereto set my hand and official seal.



By: [Signature]  
Notary Public/Justice of the Peace

Approved as to form, substance and execution by the Attorney General this 7th day of May, 2014.

By: [Signature]  
Patrick Queenan, Civil Bureau Attorney



Established 1966

Retail Merchants Association of NH

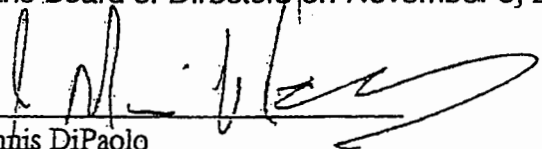
35A South Main Street., Concord, NH 03301  
603-225-9748, rmanh@rmanh.com, www.rmanh.org

Date: 6/17/09

Corporate Resolution Authorization To Execute Contract

The Board of Directors of the Retail Merchants Association of New Hampshire, does authorize and direct Nancy C. Kyle to enter into contract with the New Hampshire Public Utilities Commission for the Retail Merchants Association of New Hampshire's Energy Efficiency Program.

The Board further authorizes and directs Nancy C. Kyle to take such action as necessary in conjunction with the performance of said contract. Authorization was granted through an action of the Board of Directors on November 5, 2008.

  
J. Dennis DiPaolo  
First Vice-Chairperson, Board of Directors

Certificate of Acknowledgement

State of New Hampshire

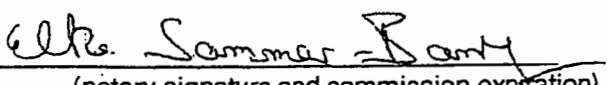
County of Hillsborough

On June 17, 2009, before me, ELKE SOMMER-BARRY

(date) personally appeared, James Dennis DiPaolo (notary)  
(signer)

proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s) or the entity upon behalf of which the person(s) acted, executed the instrument

WITNESS my hand and official seal

  
(notary signature and commission expiration)

10-8-2013

(commission expiration)

(seal)

ELKE SOMMER-BARRY  
NOTARY PUBLIC  
NEW HAMPSHIRE  
MY COMMISSION EXPIRES 10-8-2013

# State of New Hampshire

Recording fee: \$25.00  
Use black print or type.

Form NP-3  
RSA 292:7

## AFFIDAVIT OF AMENDMENT OF

Retail Merchants Association of New Hampshire  
A NEW HAMPSHIRE NONPROFIT CORPORATION

I, Nancy C. Kyle, the undersigned, being the President  
(Note 1) of the above named New Hampshire nonprofit corporation, do hereby certify that a meeting was  
held on November 6, 2013, in Concord, NH (Note 2), for the purpose of  
amending the articles of agreement and the following amendment(s) were approved by a majority vote of  
the corporation's Board of Directors. (Note 3)

To change the name of this corporation to:  
New Hampshire Retail Association

[If more space is needed, attach additional sheet(s).]

A true record, attest:

*Nancy C. Kyle*  
(Signature)

Print or type name:

Nancy C. Kyle

Title:

President

Date signed:

11/19/13

- Notes: 1. Clerk, secretary or other officer.  
2. Town/city and state.  
3. Enter either "Board of Directors" or "Trustees".

State of New Hampshire  
Form NP 3 - Affidavit of Amendment 1 Page(s)



T1336535019

become public records and will be available for

Division, Department of State, 107 North Main Street,  
3<sup>rd</sup> Floor, Concord, NH 03301.

Business.

Form NP-3 (6/2009)

# State of New Hampshire Department of State

## CERTIFICATE

I, William M. Gardner, Secretary of State of the State of New Hampshire, do hereby certify that New Hampshire Retail Association is a New Hampshire nonprofit corporation formed May 25, 1966. I further certify that it is in good standing as far as this office is concerned, having filed the return(s) and paid the fees required by law.



In TESTIMONY WHEREOF, I hereto  
set my hand and cause to be affixed  
the Seal of the State of New Hampshire,  
this 6<sup>th</sup> day of May A.D. 2014

A handwritten signature in cursive script, appearing to read "William M. Gardner".

William M. Gardner  
Secretary of State



# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)  
5/2/2014

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

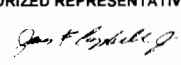
<b>PRODUCER</b> Clark - Mortenson Insurance P.O. Box 606 Keene NH 03431	<b>CONTACT NAME:</b> Jane D. Hill <b>PHONE (A/C, No, Ext):</b> 603-352-2121 <b>E-MAIL ADDRESS:</b> csr24@clark-mortenson.com	<b>FAX (A/C, No):</b> 603-357-8491
	<b>INSURER(S) AFFORDING COVERAGE</b>	
<b>INSURED</b> RETAIL New Hampshire Retail Association 45 Grandview Rd #2 Bow NH 03304	<b>INSURER A :</b> Acadia Insurance <span style="float:right">NAIC # 0</span>	
	<b>INSURER B :</b> Association Members Workers Compens	
	<b>INSURER C :</b>	
	<b>INSURER D :</b>	
	<b>INSURER E :</b>	
	<b>INSURER F :</b>	

**COVERAGES** **CERTIFICATE NUMBER:** 1352341631 **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSR	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<b>GENERAL LIABILITY</b> <input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GENL AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC			BOA001910228	10/1/2013	10/1/2014	EACH OCCURRENCE \$1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$50,000 MED EXP (Any one person) \$5,000 PERSONAL & ADV INJURY \$1,000,000 GENERAL AGGREGATE \$2,000,000 PRODUCTS - COMP/OP AGG \$2,000,000 \$
	<b>AUTOMOBILE LIABILITY</b> <input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> HIRED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> NON-OWNED AUTOS						COMBINED SINGLE LIMIT (Ea accident) \$ BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
	<b>UMBRELLA LIAB</b> <input type="checkbox"/> OCCUR <b>EXCESS LIAB</b> <input type="checkbox"/> CLAIMS-MADE DED <input type="checkbox"/> RETENTION \$						EACH OCCURRENCE \$ AGGREGATE \$ \$
B	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N Y	N/A	030009100051114	1/1/2014	1/1/2015	<input checked="" type="checkbox"/> WC STATUTORY LIMITS <input type="checkbox"/> OTHER E.L. EACH ACCIDENT \$100,000 E.L. DISEASE - EA EMPLOYEE \$100,000 E.L. DISEASE - POLICY LIMIT \$500,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)

<b>CERTIFICATE HOLDER</b> Public Utilities Commission 21 South Fruit Street Suite 10 Concord NH 03301-2429	<b>CANCELLATION</b> SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE 
--	--

CHAIRMAN  
Amy L. Ignatius

COMMISSIONERS  
Michael D. Harrington  
Robert R. Booth

EXECUTIVE DIRECTOR  
Debra A. Howland



PUBLIC UTILITIES COMMISSION  
21 S. Fruit Street, Suite 10  
Concord, N.H. 03301-2429

PO Address: Retail NH  
1-800-775-2464  
Tel: (603) 271-2431  
Fax: (603) 271-1379  
Website:  
www.puc.nh.gov

June 6, 2013

G & C Date 6/19/13  
Item Number # 146  
Approved \_\_\_\_\_

Her Excellency, Governor Margaret Wood Hassan  
and the Honorable Council  
State House  
Concord, NH 03301

Your Excellency and Honorable Councilors:

**REQUESTED ACTION**

Authorize the New Hampshire Public Utilities Commission to amend an award of grant funds to the Retail Merchants Association of New Hampshire, Vendor #200970, by extending the completion date from June 30, 2013 to June 30, 2014. The original grant in the amount of \$2,000,000.00 was approved by the Governor and Executive Council on December 8, 2010, Item #71, for the purpose of partnering with Jordan Institute to expand its 2009 Energy Efficiency program designed for retail businesses. No additional funding is involved in this time extension. Funding is 100% Greenhouse Gas Emissions Reduction Fund (GHGERF).

**EXPLANATION**

The Retail Merchants Association of NH (RMANH) has enrolled 156 businesses in its Energy Efficiency program since the approval of this grant. The twelve-month extension will allow RMA to continue to enroll 15 new businesses. During the requested extension period, RMANH will analyze up to twenty completed projects to gather information that will enable it to enhance the reach and effectiveness of its current program. Also during this time, RMA will replace its current two-step process for energy evaluation and audits and implement a single comprehensive audit for new enrollees with the program, thus reducing audit costs. RMANH will continue its Energy Efficiency consulting for project oversight, public education, marketing and civic leadership throughout the extension period. All other provisions of the contract remain in effect.

Your consideration of this request is appreciated.

Respectfully submitted,

Amy L. Ignatius  
Chairman

Attachments: Amendment and copy of original grant



**AMENDMENT NO. 1  
TO GRANT AGREEMENT**

Now comes the New Hampshire Public Utilities Commission (Commission) and the Retail Merchants Association of New Hampshire (RMANH), and pursuant to a grant agreement between the parties which was approved by the Governor and Executive Council on December 8, 2010, Item #71, hereby agree to modify same as follows:

1. Item 1.6 of said grant agreement is hereby modified such that the completion date is changed from June 30, 2013 to June 30, 2014.
2. All other provisions of the grant agreement remain in effect.

This modification of an existing agreement is hereby incorporated by reference to the existing agreement by the parties and must be attached to said agreement.

IN WITNESS WHEREOF, the parties hereto have set their hands on this 29 day of May, 2013.

THE STATE OF NEW HAMPSHIRE  
Public Utilities Commission

By: *Amy Ignatius*  
Amy L. Ignatius, Chairman

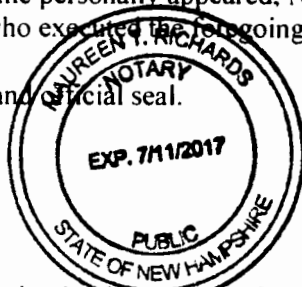
Retail Merchants Association of New Hampshire

By: *Nancy Kyle*  
Nancy Kyle, President/CEO

STATE OF NEW HAMPSHIRE  
County of Merrimack

On this 29th day of May, 2013 before me personally appeared, Nancy Kyle, President/CEO of Retail Merchants Association of New Hampshire, who executed the foregoing instrument for the purposes therein contained.

In witness whereof I hereto set my hand and



By: *Laureen Richards*  
Notary Public/Justice of the Peace

Approved as to form, substance and execution by the Attorney General this 31 day of May, 2013.

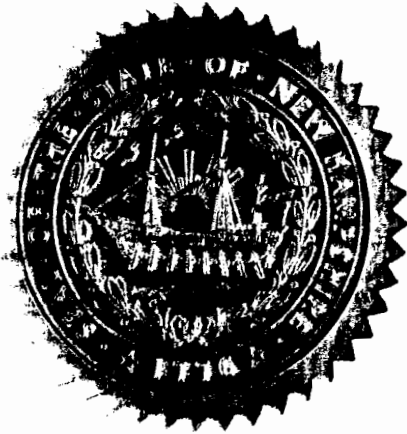
By: *Patrick Queenan*  
Patrick Queenan, Civil Bureau Attorney

# State of New Hampshire

## Department of State

### CERTIFICATE

I, William M. Gardner, Secretary of State of the State of New Hampshire, do hereby certify that RETAIL MERCHANTS ASSOCIATION OF NEW HAMPSHIRE is a New Hampshire nonprofit corporation formed May 25, 1966. I further certify that it is in good standing as far as this office is concerned, having filed the return(s) and paid the fees required by law.



In TESTIMONY WHEREOF, I hereto set my hand and cause to be affixed the Seal of the State of New Hampshire, this 28<sup>th</sup> day of May A.D. 2013

A handwritten signature in cursive script, appearing to read "William M. Gardner".

William M. Gardner  
Secretary of State

**RMANH**

Retail Merchants Association of NH

*Established 1966*

35A South Main Street, Concord, NH 03301

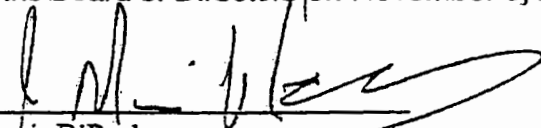
603-225-9748, rmanh@rmanh.com, www.rmanh.org

Date: 6/17/09

**Corporate Resolution Authorization To Execute Contract**

The Board of Directors of the Retail Merchants Association of New Hampshire, does authorize and direct Nancy C. Kyle to enter into contract with the New Hampshire Public Utilities Commission for the Retail Merchants Association of New Hampshire's Energy Efficiency Program.

The Board further authorizes and directs Nancy C. Kyle to take such action as necessary in conjunction with the performance of said contract. Authorization was granted through an action of the Board of Directors on November 5, 2008.

  
J. Dennis DiPaolo  
First Vice-Chairperson, Board of Directors

**Certificate of Acknowledgement**

State of New Hampshire

County of Hillsborough

On June 17, 2009, before me, ELKE SOMMER-BARRY

personally appeared, James Dennis DiPaolo  
(date) (notary) (signer)

proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s) or the entity upon behalf of which the person(s) acted, executed the instrument

WITNESS my hand and official seal

Elke Sommer-Barry  
(notary signature and commission expiration)

10-8-2013

(commission expiration)

(seal)

ELKE SOMMER-BARRY  
NOTARY PUBLIC  
NEW HAMPSHIRE  
MY COMMISSION EXPIRES 10-8-2013



# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)  
5/28/2013

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

<b>PRODUCER</b> Clark - Mortenson Insurance P.O. Box 606 Keene NH 03431		<b>CONTACT NAME:</b> PHONE (A/C, No, Ext): 603-352-2121      FAX (A/C, No) 603-357-8491 E-MAIL: csr24@clark-mortenson.com ADDRESS: csr24@clark-mortenson.com	
<b>INSURED</b> RETAIL Retail Merchants Association of NH 35A South Main St. Concord NH 03301		<b>INSURER(S) AFFORDING COVERAGE</b> NAIC # INSURER A: Acadia Insurance      0 INSURER B: Association Members Workers Compens INSURER C: INSURER D: INSURER E: INSURER F:	

**COVERAGES**

CERTIFICATE NUMBER: 1716857471

REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL SUBR INSR   WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
A	<b>GENERAL LIABILITY</b> <input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN L AGGREGATE LIMIT APPLIES PER <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PROJECT <input type="checkbox"/> LOC		BOA001910227	10/1/2012	10/1/2013	EACH OCCURRENCE	\$1,000,000
						DAMAGE TO RENTED PREMSES (Ea occurrence)	\$50,000
						VED EXP (Any one person)	\$5,000
						PERSONAL & ADV INJURY	\$1,000,000
						GENERAL AGGREGATE	\$2,000,000
						PRODUCTS - COMP/OP AGG	\$2,000,000
							\$
	<b>AUTOMOBILE LIABILITY</b> <input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> RENTED AUTOS <input type="checkbox"/> NON-OWNED AUTOS					COMBINED SINGLE LIMIT (Ea accident)	\$
						BODILY INJURY (Per person)	\$
						BODILY INJURY (Per accident)	\$
						PROPERTY DAMAGE (Per accident)	\$
							\$
	<b>UMBRELLA LIAB</b> <input type="checkbox"/> OCCUR <b>EXCESS LIAB</b> <input type="checkbox"/> CLAIMS-MADE DED    RETENTION \$					EACH OCCURRENCE	\$
						AGGREGATE	\$
							\$
B	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) *yes, describe under DESCRIPTION OF OPERATIONS below Y/N    N/A		030009100051113	1/1/2013	1/1/2014	<input checked="" type="checkbox"/> WC STATUTORY LIMITS <input type="checkbox"/> OTHER EL: EACH ACCIDENT    \$100000 EL: DISEASE - EA EMPLOYEE    \$100000 EL: DISEASE - POLICY LIMIT    \$500000	

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)

**CERTIFICATE HOLDER****CANCELLATION**

Public Utilities Commission 21 South Fruit Street Suite 10 Concord NH 03301-2429	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.  AUTHORIZED REPRESENTATIVE <i>R. West - fountain</i>
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CHAIRMAN  
Thomas B. Getz

COMMISSIONERS  
Clifton C. Below  
Amy L. Ignatius

EXECUTIVE DIRECTOR  
AND SECRETARY  
Debra A. Howland



PUBLIC UTILITIES COMMISSION  
21 S. Fruit Street, Suite 10  
Concord, N.H. 03301-2429

Tel. (603) 271-2431

FAX (603) 271-3878

TDD Access: Relay N  
1-800-735-2964

Website:  
www.puc.nh.gov

November 24, 2010

His Excellency, Governor John H. Lynch  
and the Honorable Council  
State House  
Concord, NH 03301

G & C Date 12/8/10  
Item Number 71  
Approved

**REQUESTED ACTION**

1. Authorize the New Hampshire Public Utilities Commission to award grant funds in the amount of \$2,000,000.00 to the New Hampshire Retail Merchants Association, Vendor #200970, to expand the energy efficiency program for commercial buildings, from Governor and Council approval through June 30, 2013. Funding is 100% Greenhouse Gas Emissions Reduction Fund (GHGERF), a nonlapsing special fund continually appropriated to the commission pursuant to RSA 125-O:23, I.

2. Further authorize the New Hampshire Public Utilities Commission (PUC) to make an advance payment of \$250,000.00, approximately 12.5% of the total grant award, upon Governor and Council approval.

Funding is authorized from the account, Grants to Institutions - State, as follows with the authority to adjust encumbrances in each of the State fiscal years through the Budget Office if needed and justified:

02-81-81-811010-54530000 Greenhouse Gas 125-O:23			
	FY 2011	FY2012	FY 2013
010-081-54530000-073-500579 Grants to Institutions - State	\$586,677.00	\$1,130,721.00	\$282,602.00

**EXPLANATION**

Pursuant to RSA 125-O:23, the PUC is charged with administering the Greenhouse Gas Emissions Reduction Fund (GHGERF), the purpose of which is to reduce greenhouse gas emissions resulting from energy use in New Hampshire. On May 5, 2009, the PUC issued the second of a series of Requests for Proposals (RFP) for programs to be funded by GHGERF grants.

The RFP specified three program areas:

- I) continued funding for entities that received a 2009 GHGERF grant, applied for multi-year program budgets in their 2009 proposal, and had success in implementing their proposal;
- II) new programs that will establish a portfolio of energy efficiency projects at large energy user sites to produce significant energy savings and greenhouse gas reductions; and

III) new programs that will improve energy efficiency and reduce greenhouse gas emissions in the affordable housing sector.

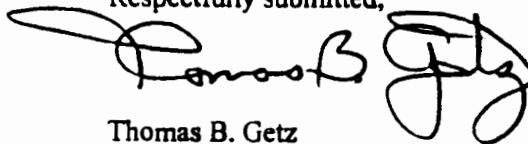
The PUC received 29 proposals to this RFP, requesting over \$78 million in grant funds. The New Hampshire Retail Merchants Association (RMA) proposal and five others have been selected to receive a total of \$13.4 million in this funding round. Three of those proposals, including RMA's, fall within Category I, Program Continuation. Attachment A provides additional information on the grant review and award process.

With these funds, RMA, in partnership with the Jordan Institute, will expand its 2009 Energy Efficiency program designed for retail businesses. It plans to enroll 100 new businesses in 2011, up from 25 in 2009-2010 and increase participation to approximately 200 new businesses in 2012. The program will continue to include a three-phase process in which enrolled businesses undertake initial evaluations, proceed into a subsidized comprehensive energy audit and financial analysis and, for those who wish to proceed, deep energy retrofits. The program is also building important civic leadership tools including success stories and best practices as well as the development of retail market champions who are promoting energy efficiency.

The RMA proposal was the third highest ranked proposal in the Program Continuation category, and received high marks from the grant review committee across many of the eighteen evaluation criteria. In its first year of operation, the program exceeded its own goals for recruiting businesses for the first two phases of its energy efficiency program. The program will continue to aid businesses in a critical sector of the economy and therefore will promote economic development. By employing new technologies and demonstrating the efficacy of energy efficiency improvements for retail businesses, the RMA program will promote market transformation. The program promotes collaboration and expanded its reach by recruiting the New Hampshire Lodging and Restaurant Association as a program partner for year two of the program.

The grant is contingent on sufficient GHGERF funds being available within 12 months of the effective date of the grant agreement. In the event that GHGERF funds are insufficient or are no longer available, General Funds will not be requested to support this program.

Respectfully submitted,



Thomas B. Getz  
Chairman

## ATTACHMENT A - GRANT REVIEW PROCESS

The PUC issued a Request for Proposals (RFP) on May 5, 2010 for the second round of Greenhouse Gas Emissions Reduction Fund programs. The RFP was developed in consultation with the state's Energy Efficiency and Sustainable Energy Board, created by the legislature in 2008 "to promote and coordinate energy efficiency, demand response, and sustainable energy programs in the state" and its specific statutory charge to "[p]rovide recommendations at least annually to the public utilities commission on the administration and allocation of energy efficiency and renewable energy funds under the commission's jurisdiction." RSA 125-O:5-a, I.

The May 5, 2010 RFP requested proposals in three categories:

- Category I was for continuation of programs by entities that applied for multi-year programs in response to the 2009 RFP; received a grant for initial or first year funding from the GHGERF fund in 2009; and, demonstrated successful implementation of the first stage of their proposal.
- Category II requested proposals for programs that will establish a portfolio of energy efficiency projects at large energy user sites to produce significant energy savings and greenhouse gas (GHG) reductions.
- Category III requested proposals for programs that will significantly improve energy efficiency and reduce GHG emissions in low-income residential housing.

The RFP was circulated electronically to a list of more than 950 individuals and organizations known to have an interest in energy policy and programs, as well as to members of the Energy Efficiency and Sustainable Energy Board (EESE Board) and over 100 interested parties. The RFP was also posted on the PUC and Office of Energy and Planning websites. Twenty-nine proposals requesting a total of \$78 million in funds were received in response to the RFP.

The PUC employed a two-tier grant review process to evaluate the proposals. The initial review team consisted of four members including Rebecca Ohler (Air Resources Division, DES), Joanne Morin and Eric Steltzer (Office of Energy and Planning), and Jack Ruderman and Barbara Bernstein (Sustainable Energy Division, PUC). The second tier review team consisted of the three-member Commission, Chairman Thomas Getz and Commissioners Clifton Below and Amy Ignatius.

The review team evaluated all proposals using the 14 criteria set forth in RSA 125-O: 23, VII and NH Code of Administrative Rules Puc 2604.03 and 4 general conditions set forth in the RFP (e.g., completeness and clarity of proposal content). Following an initial round of screening, the team interviewed ten applicants. The team scored all proposals using a range of 1 to 10 points for each of the 18 criteria and general conditions, and provided written comments highlighting the pros and cons of each proposal. The evaluations also provided a recommendation to the Commission as to whether each program should receive funding.

The initial review team met with the Commissioners to brief them on the committee's recommendations. The Commissioners were provided with copies of the written evaluation forms and had an opportunity to ask questions of members of the initial review team. Subsequently, the Commissioners met on



several occasions to deliberate on the review team's recommendations and their own assessment of the proposals.

The overall funding level – \$13.4 million – was determined based on the balance currently available in the Greenhouse Gas Emissions Reduction Fund plus a reasonable estimate of likely RGGI auction proceeds through early December, 2011. (RSA 125-O:23, VIII provides that the “commission may enter into agreements for the implementation of programs under this section that are contingent, in whole or in part, on future proceeds from budget allowance auctions held within 12 months of the date such agreements become effective.” ) Within this budget, the Commission selected six winning proposals among the three categories and established funding levels for each of them. In Category I (program continuation), three entities, the Business Finance Authority, the Retail Merchants Association, and the New Hampshire Department of Resources and Economic Development, were selected for funding totaling \$4,400,000. A single entity, TRC Energy Services, was selected for Category II (energy efficient projects at large energy user sites) for a grant amount of \$5,000,000. Finally, two entities, the New Hampshire Housing Finance Authority and the New Hampshire Community Loan Fund, Inc., were selected for Category III (programs for low-income residential housing) for funding totaling \$4,000,000.

The State of New Hampshire and the Grantee hereby mutually agree as follows:

GENERAL PROVISIONS

1. Identification and Definitions.

1.1. State Agency Name <i>Public Utilities Commission</i>		1.2. State Agency Address <i>21 S. Fruit St, Suite 10, Concord, NH 03301</i>	
1.3. Grantee Name <i>Retail Merchants Assoc. of N.H.</i>		1.4. Grantee Address <i>35A South Main St, Concord, NH 03301</i>	
1.5. Effective Date <i>GFC approval</i>	1.6. Completion Date <i>June 30, 2013</i>	1.7. Audit Date	1.8. Grant Limitation <i>\$2,000,000 -</i>
1.9. Grant Officer for State Agency <i>Jack Ruderman</i>		1.10. State Agency Telephone No. <i>603-271-2431</i>	
1.11. Grantee Signature <i>Nancy Kyle</i>		1.12. Name & Title of Grantee Signor <i>Nancy Kyle, President / CEO</i>	
1.13. Acknowledgment: State of <i>New Hampshire</i> , County of <i>Merrimack</i> , on <i>11/5/10</i> Before the undersigned officer, personally appeared the person identified in block 1.11., known to me (or satisfactorily proven) to be the person whose name is signed in block 1.12., and acknowledged that <u>he</u> executed this document in the capacity indicated in block 1.12.			
1.13.1 Signature of Notary Public or Justice of the Peace <i>Curtis J. Barry</i>			
(Seal)			
1.13.2. Name and Title of Notary Public or Justice of the Peace <i>CURTIS J. BARRY</i>			
1.14. State Agency Signature(s) <i>Thomas B. Getz</i>		1.15. Name & Title of State Agency Signor(s) <i>Thomas B. Getz, Chairman NHPUC</i>	
1.16. Approval by Attorney General (Form, Substance and Execution) By: <i>[Signature]</i> Sr. Assistant Attorney General, On: <i>11/12/10</i>			
1.17. Approval by the Governor and Council <i>[Signature]</i> <b>DEPUTY SECRETARY OF STATE</b> <b>DEC 08 2010</b>			

2. SCOPE OF WORK: In exchange for grant funds provided by the State of New Hampshire, acting through the agency identified in block 1.1 (hereinafter referred to as "the State"), the Grantee identified in block 1.3 (hereinafter referred to as "the Grantee"), shall perform that work identified and more particularly described in the scope of work attached hereto as EXHIBIT A (the scope of work being hereinafter referred to as "the Project"). Except as otherwise specifically provided for herein, the Grantee shall perform the Project in the State of New Hampshire.

3. **EFFECTIVE DATE: COMPLETION OF PROJECT.**

- 3.1. This Agreement, and all obligations of the parties hereunder, shall become effective on the date in block 1.5 or on the date of approval of this Agreement by the Governor and Council of the State of New Hampshire whichever is later (hereinafter referred to as "the effective date").
- 3.2. Except as otherwise specifically provided for herein, the Project, including all reports required by this Agreement, shall be completed in its entirety prior to the date in block 1.6 (hereinafter referred to as "the Completion Date").

4. **GRANT AMOUNT: MANNER OF PAYMENT: LIMITATIONS.**

- 4.1. The Grant Amount is identified and more particularly described in EXHIBIT B, attached hereto.
- 4.2. The manner of, and schedule of payment shall be as set forth in EXHIBIT B.
- 4.3. In accordance with the provisions set forth in EXHIBIT B, and in consideration of the satisfactory performance of the Project, as determined by the State, and as limited by subparagraph 4.5 of these general provisions, the State shall pay the Grantee the Grant Amount. The State shall withhold from the amount otherwise payable to the Grantee those sums required, or permitted, to be withheld pursuant to N.H. RSA 80:7 through 7-e.
- 4.4. The payment by the State of the Grant amount shall be the only, and the complete payment to the Grantee for all expenses, of whatever nature, incurred by the Grantee in the performance hereof, and shall be the only, and the complete, compensation to the Grantee for the Project. The State shall have no liabilities to the Grantee other than the Grant Amount.
- 4.5. Notwithstanding anything in this Agreement to the contrary, and notwithstanding unexpected circumstances, in no event shall the total of all payments authorized, or actually made, hereunder exceed the Grant limitation set forth in block 1.8 of these general provisions.

5. **SPECIAL CONDITIONS.** Modifications to these General Conditions and any additional grant conditions shall be set forth in Exhibit C attached hereto.

6. **COMPLIANCE BY GRANTEE WITH LAWS AND REGULATIONS.** In connection with the performance of the Project, the Grantee shall comply with all applicable statutes, regulations, and orders of federal, state, county, or municipal authorities that impose any legal obligations or duty upon the Grantee, including the acquisition of any and all necessary permits.

7. **RECORDS AND ACCOUNTS.**

- 7.1. Between the Effective Date and the date seven (7) years after the Completion Date the Grantee shall keep detailed accounts of all expenses incurred in connection with the Project, including, but not limited to, costs of administration, transportation, insurance, telephone calls, and clerical materials and services. Such accounts shall be supported by receipts, invoices, bills and other similar documents.
- 7.2. Between the Effective Date and the date seven (7) years after the Completion Date, at any time during the Grantee's normal business hours, and as often as the State shall demand, the Grantee shall make available to the State all records pertaining to matters covered by this Agreement. The Grantee shall permit the State to audit, examine, and reproduce such records, and to make audits of all contracts, invoices, materials, payrolls, records of personnel, data (as that term is hereinafter defined), and other information relating to all matters covered by this Agreement. As used in this paragraph, "Grantee" includes all persons, natural or fictional, affiliated with, controlled by, or under common ownership with, the entity identified as the Grantee in block 1.3 of these general provisions.

8. **PERSONNEL.**

- 8.1. The Grantee shall, at its own expense, contract for or provide all personnel necessary to perform the Project. The Grantee warrants that all personnel engaged in the Project shall be qualified to perform such Project, and shall be properly licensed and authorized to perform such Project under all applicable laws.
- 8.2. The Grantee shall not hire, and it shall not permit any subcontractor, subgrantee, or other person, firm or corporation with whom it is engaged in a combined effort to perform the Project, to hire any person who is a State officer or employee, elected or appointed.
- 8.3. The Grant Officer shall be the representative of the State hereunder. In the event of any dispute hereunder, the interpretation of this Agreement by the Grant Officer, and his/her decision on any dispute, shall be final.

9. **DATA: RETENTION OF DATA: ACCESS.**

- 9.1. As used in this Agreement, the word "data" shall mean all information and things developed or obtained during the performance of, or acquired or developed by reason of, this Agreement, including, but not limited to, all studies, reports, files, formulae, surveys, maps, charts, sound recordings, video recordings, pictorial reproductions, drawings, analyses, graphic representations, computer programs or data, computer printouts, notes, letters, memoranda, papers, and documents, all whether finished or unfinished.
- 9.2. Between the Effective Date and the Completion Date the Grantee shall grant to the State, or any person designated by it, unrestricted access to all data for examination, duplication, publication, translation, sale, disposal, or for any other purpose whatsoever.

9.3. No data shall be subject to copyright in the United States or any other country by anyone other than the State, unless otherwise specified in Exhibit C.

10. **CONDITIONAL NATURE OF AGREEMENT.** Notwithstanding anything in this Agreement to the contrary, all obligations of the State hereunder, including, without limitation, the continuance of payments hereunder, are contingent upon the availability or continued appropriation of funds, and in no event shall the State be liable for any payments hereunder in excess of such available or appropriated funds. In the event of a reduction or termination of those funds, the State shall have the right to withhold payment until such funds become available, if ever, and shall have the right to terminate this Agreement immediately upon giving the Grantee notice of such termination.

11. **EVENT OF DEFAULT: REMEDIES.**

- 11.1. Any one or more of the following acts or omissions of the Grantee shall constitute an event of default hereunder (hereinafter referred to as "Events of Default"):
  - 11.1.1. failure to perform the Project satisfactorily or on schedule; or
  - 11.1.2. failure to submit any report required hereunder; or
  - 11.1.3. failure to maintain, or permit access to, the records required hereunder; or
  - 11.1.4. failure to perform any of the other covenants and conditions of this Agreement.
- 11.2. Upon the occurrence of any Event of Default, the State may take any one, or more, or all, of the following actions:
  - 11.2.1. give the Grantee a written notice specifying the Event of Default and requiring it to be remedied within, in the absence of a greater or lesser specification of time, thirty (30) days from the date of the notice; and if the Event of Default is not timely remedied, terminate this Agreement, effective two (2) days after giving the Grantee notice of termination; and
  - 11.2.2. give the Grantee a written notice specifying the Event of Default and suspending all payments to be made under this Agreement and ordering that the portion of the Grant Amount which would otherwise accrue to the grantee during the period from the date of such notice until such time as the State determines that the Grantee has cured the Event of Default shall never be paid to the Grantee; and
  - 11.2.3. set off against any other obligation the State may owe to the Grantee any damages the State suffers by reason of any Event of Default; and
  - 11.2.4. treat the agreement as breached and pursue any of its remedies at law or in equity, or both.

12. **TERMINATION.**

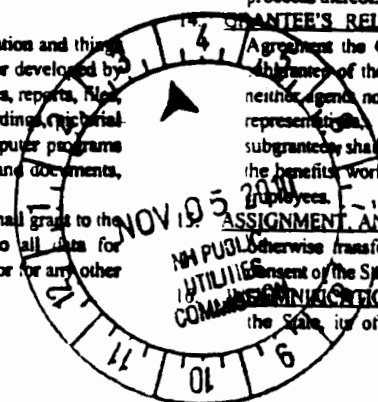
- 12.1. In the event of any early termination of this Agreement for any reason other than the completion of the Project, the Grantee shall deliver to the Grant Officer, not later than fifteen (15) days after the date of termination, a report (hereinafter referred to as the "Termination Report") describing in detail all Project activities performed, and the Grant Amount earned, to and including the date of termination.
- 12.2. In the event of Termination under paragraphs 10 or 12.4 of these general provisions, the approval of such a termination Report by the State shall entitle the Grantee to receive that portion of the Grant amount earned to and including the date of termination.
- 12.3. In the event of Termination under paragraphs 10 or 12.4 of these general provisions, the approval of such a Termination Report by the State shall in no event relieve the Grantee from any and all liability for damages sustained or incurred by the State as a result of the Grantee's breach of its obligations hereunder.
- 12.4. Notwithstanding anything in this Agreement to the contrary, either the State or, except where notice of default has been given to the Grantee hereunder, the Grantee, may terminate this Agreement without cause upon thirty (30) days written notice.

13. **CONFLICT OF INTEREST.** No representative, officer, member or employee of the Grantee, and no representative, officer or employee of the State of New Hampshire or of the governing body of the locality or localities in which the Project is to be performed, who exercises any functions or responsibilities in the review or approval of the undertaking or carrying out of such Project, shall participate in any decision relating to this Agreement which affects his or her personal interest or the interest of any corporation, partnership, or association in which he or she is directly or indirectly interested, nor shall he or she have any personal or pecuniary interest, direct or indirect, in this Agreement or the proceeds thereof.

**GRANTEE'S RELATION TO THE STATE.** In the performance of this Agreement the Grantee, its employees, and any contractor, subcontractor or subgrantee of the Grantee are in all respects independent contractors, and are neither agents nor employees of the State. Neither the Grantee nor any of its representatives, officers, employees, agents, members, subcontractors or subgrantees shall have authority to bind the State nor are they entitled to any of the benefits, worker's compensation or emoluments provided by the State to its employees.

**ASSIGNMENT AND SUBCONTRACTS.** The Grantee shall not assign or otherwise transfer any interest in this Agreement without the prior written consent of the State.

**INDEMNIFICATION.** The Grantee shall defend, indemnify and hold harmless the State, its officers and employees, from and against any and all losses



suffered by the State, its officers and employees, and any and all claims, liabilities or penalties asserted against the State, its officers and employees, by or on behalf of any person, on account of, based on, resulting from, arising out of (or which may be claimed to arise out of) the acts or omissions of the Grantee or its contractors, subcontractor, or subgrantee or other agent of the Grantee in the performance of the Project. Notwithstanding the foregoing, nothing herein contained shall be deemed to constitute a waiver of the sovereign immunity of the State, which immunity is hereby reserved to the State. This covenant shall survive the termination of this agreement.

17. INSURANCE AND BOND.

- 17.1. The Grantee shall, at its sole expense, obtain and maintain in force, or shall require any subcontractor, subgrantee or assignee performing Project work to obtain and maintain in force, both for the benefit of the State, the following insurance:
- 17.1.1 statutory worker's compensation and employees liability insurance for all employees engaged in the performance of the Project, and
- 17.1.2 comprehensive general liability insurance for all claims of bodily injuries, death or property damage, in amounts not less than \$2,000,000 for bodily injury or death any one incident, and \$500,000 for property damage in any one incident; and

17.2 The policies described in subparagraph 17.1 of this paragraph shall be the standard form employed in the State of New Hampshire, issued by underwriters acceptable to the State, and authorized to do business in the State of New Hampshire. Each policy shall contain a clause prohibiting cancellation, modification of the policy earlier than ten (10) days after written notice there has been received by the State. A certificate of insurance demonstrating compliance with subparagraphs 17.1 and 17.2 shall be attached to this Grant Agreement.

18. WAIVER OF BREACH. No failure by the State to enforce any provisions hereafter after any Event of Default shall be deemed a waiver of its rights with regard to that Event, or any subsequent Event. No express waiver of any Event of Default shall be deemed a waiver of any provisions hereof. No such failure or waiver shall be deemed a waiver of the right of the State to enforce each and all of the provisions hereof upon any further or other default on the part of the Grantee.
19. NOTICE. Any notice by a party hereto to the other party shall be deemed to have been duly delivered or given at the time of mailing by certified mail, postage prepaid, in a United States Post Office addressed to the parties at the addresses first above given.
20. AMENDMENT. This Agreement may be amended, waived or discharged only by an instrument in writing signed by the parties hereto and only after approval of such amendment, waiver or discharge by the Governor and Council of the State of New Hampshire.
21. CONSTRUCTION OF AGREEMENT AND TERMS. This Agreement shall be construed in accordance with the law of the State of New Hampshire, and is binding upon and inures to the benefit of the parties and their respective successors and assignees. The captions and contents of the "subject" blank are used only as a matter of convenience, and are not to be considered a part of this Agreement or to be used in determining the intent of the parties hereto.
22. THIRD PARTIES. The parties hereto do not intend to benefit any third parties and this Agreement shall not be construed to confer any such benefit.
23. ENTIRE AGREEMENT. This Agreement, which may be executed in a number of counterparts, each of which shall be deemed an original, constitutes the entire agreement and understanding between the parties, and supersedes all prior agreements and understandings relating hereto.

## EXHIBIT A

### SCOPE OF SERVICES

In exchange for receiving grant funds in the amount of \$2,000,000 from the New Hampshire Public Utilities Commission (PUC), the Retail Merchants Association of New Hampshire (RMANH or Grantee) agrees to expand its 2009 Energy Efficiency Program to include significantly more business locations, participation by additional trade associations, leveraging of more available public and private resources, and an increased civic leadership role through enhanced market transformation. Except as otherwise provided in this contract, the requirements set forth in the NH Public Utilities Commission Request for Proposal dated May 5, 2010 and Grantee's Proposal dated June 1, 2010, as well as the revised scope of services submitted electronically October 22, 2010 and the revised budget submitted November 01, 2010, are incorporated herein by reference as further defining the services to be rendered. Specifically, RMANH agrees to accomplish the following, and to undertake any additional measures necessary to achieve the program goals set forth in its proposal:

1. Continue program marketing and partnership efforts and leveraging of private and public resources to expand the Energy Efficiency Program. New program members will be comprised of businesses representing the following sectors: RMANH members, other participating trade association partner members, "Better Building" (formerly "Beacon") communities of Nashua, Plymouth, Berlin, as well as the greater Manchester community.
2. Enrollment milestones include a minimum of 50 enrollees in 2011 and a minimum of 100 enrollees in 2012 for Phase 1 of the program.
3. Transition a minimum of 20 businesses to the second phase of the program by the end of 2011 and a minimum of 30 program members to the second phase by the end of 2012.
4. Expand program alliances through an agreement with at least one other trade association.
5. Expand civic leadership efforts beginning in June of 2011 to focus on educating enrolled location management and staff on the benefits of energy efficiency including, but not limited to, a minimum of five civic leadership events throughout the term of the grant.
6. Develop a minimum of five customer education programs to include before and after displays of projects, a demonstration of energy efficiency measures or other energy efficient material used in the project.
7. Implement a minimum of four educational events to promote program expansion.
8. Create a program for merchants and business locations who might not undertake deep energy retrofits but want to address other activities that will reduce greenhouse gas emissions.
9. Develop, print and distribute a minimum of one brochure/guide of the energy efficiency program and additional resource materials.
10. Develop and implement a pledge of energy awareness for business owners and their staffs.
11. Adjust the rebate pool and audit subsidy based on market demand.

Grantee Initials *RCH*  
Date *11/5/11*  
G&C 12/08/10  
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## EXHIBIT B

### GRANT AMOUNT, TERMS AND METHODS OF PAYMENT

1. This is a two phase grant award. Phase One commences upon approval of this grant agreement by Governor and Council and concludes on December 31, 2011. Phase Two begins January 1, 2012 and ends June 30, 2013.
2. In consideration of the satisfactory performance of the Phase One services described in Exhibit A as determined by the State, the State agrees to pay the Retail Merchants Association of New Hampshire (RMANH or Grantee) an amount not to exceed \$1,000,000 for Phase One of this \$2,000,000 grant award.
3. Upon approval of this grant award by Governor and Council, Grantee will invoice the New Hampshire Public Utilities Commission (PUC) in the amount of \$250,000. Thereafter, Grantee will invoice the PUC on a quarterly basis. The first quarterly report will cover the period from the date of Governor & Council approval through March 31, 2011; the quarterly report is due April 30, 2011). All other quarterly reports will cover calendar year quarters.
4. Invoices will be reviewed and measured against the scope of services and approved by the Director of the Sustainable Energy Division or his designee upon approval of the quarterly report. Quarterly reports must be submitted at the same time or before the invoice is submitted. Otherwise the invoice will be held until the report and invoice backup are received. Invoices shall be supported by a summary of activities and a detailed listing and documentation of expenses incurred.
5. Funding for Phase Two is contingent upon approval of the PUC after reviewing the results of Phase One. The PUC reserves the right to withhold funding, in whole or in part, for Phase Two if, at the conclusion of Phase One, the PUC determines that the Grantee has failed to successfully perform the Phase One services described in Exhibit A.
6. In consideration of the satisfactory performance of the Phase Two services described in Exhibit A, as determined by the State, the State agrees to pay the Grantee an amount not to exceed \$1,000,000.
7. Five (5) percent of the total grant funds or \$100,000 will be held back until completion of the project. Payment of this final 5% will be made after Grantee provides a final grant report, no later than 30 days from completion of the project, or from the end date of this grant agreement, June 30, 2013, whichever comes first.
8. Grantee will provide information to both Carbon Solutions New England (CSNE) and the NH PUC through a process involving electronic documents and web-based applications ("the Reporting System"). Expense transactions, including but not limited to, receipts, purchase orders and sales invoices will be the basis for invoices generated to the NH PUC using the Reporting System. Grantee agrees to use the Reporting System provided by CSNE and the NH PUC and Grantee also agrees to accept and use system changes to the Reporting System during the grant term. Invoices, reports and supporting documentation will be submitted using the on-line invoicing and reporting system developed by CSNE.
9. Grantee will document expense transactions with appropriate back up including receipts for all project partners, contractors and subcontractors. This includes expenses incurred by companies employed on construction projects funded through the grant. At a minimum, receipts must be provided documenting labor cost, labor overhead, material cost, material overhead, and capital expenditures for all partners.

Grantee Initials *[Signature]*  
Date 11/5/10  
G&C 12/08/10  
Page 1 of 4

contractors and subcontractors. Expense transactions for the grantee will need to be provided and matched to expense categories listed in the grantee's proposal.

10. Grantee agrees to provide economic data for activity performed during the project and after completion of the project including time records for all employees, contractors and subcontractors who directly work on the project as a result of this contract. This includes workers employed on construction projects funded through the grant.
11. Grantee, through the Reporting System, will report on status of project to include:
  - a. Reporting of all discreet marketing activities by RMANH to include at a minimum, Activity, Activity Date, Estimated Reach, Audience, Distribution Method (Channel), Cost, Activity Goal, and Description.
  - b. Reporting of number of businesses approached for the program on a monthly basis
  - c. Reporting of number of audits and projects (started and completed)
12. Grantee will utilize the Reporting System for every audit and provide at the beginning of each project:
  - a. Summary information including, at a minimum, project contact, project location and a project description including, but not limited to, project timeline, project scope (measures to be installed) and budget;
  - b. Building type, square footage, and year of construction;
  - c. A basic description of the business/organization including (at minimum) the number of employees (students if a school), and 6 digit NAICS code (if applicable);
  - d. A minimum of two years and preferably three years of pre-project energy usage in an Excel format and a signed data release form authorizing CSNE access to three years pre-project energy usage and three years of post-project of energy use. Energy usage data is to include at a minimum, account number, energy provider, energy type, energy units, fill or read dates, and cost. Electric accounts will also include kW demand (if applicable). If the facility has a competitive supplier, data on energy usage and cost, and a signed data release form will also be required;
  - e. If the facility has energy use that varies significantly due to measurable change in activity (such as material produced at a manufacturing facility), the project facility will be required to provide a monthly production/activity factor data for the same period as energy usage. (If the project facility does not wish to provide actual unit output, it can provide an indexed value of production relative to the first measurement month).
  - f. Utilizing the Reporting System, the grantee will notify the NH PUC and CSNE upon completion of each audit; and,
  - g. Electronic copies of audits performed will be submitted upon completion. Confidentiality of participating member will be maintained, however audit results will be available in the aggregate.
13. Grantee will, for each funded project, utilize the Reporting System to provide quarterly updates on the progress of all projects.
14. Grantee will notify the NH PUC and CSNE when the construction phase of each project is complete and provide a complete list of all energy savings measures undertaken and associated.
15. If CSNE, is unable to obtain energy usage data from any energy provider, after the project is completed the Grantee is responsible for providing energy usage for missing periods of time to CSNE in an Excel spreadsheet for that energy provider upon request.
16. The State agrees to make payment to the Grantee within 30 days from the receipt of approved invoices.

Grantee Initials WSD  
Date 8/12/08  
8/12/08/10  
Page 2 of 4

17. All obligations of the State, including the continuance of any payments, are contingent on the availability of funds derived from the Greenhouse Gas Emissions Reduction Fund pursuant to RSA 125-O:23.

Grantee Initials *ncg*  
Date *11/5/10*  
G&C 12/08/10  
Page 3 of 4



## DELIVERABLES

1. The Grantee agrees to prepare and submit quarterly reports to the PUC, in a form and manner prescribed by the PUC. The first quarter report will cover activities in December 2010 through March 2011, with the report due April 30, 2011. All reports thereafter will be due one month after the end of the quarter continuing throughout the life of the grant. Reports shall include a detailed summary of all work completed in comparison to the scope of services, including an account of milestones achieved, and a description of any obstacles encountered as well as any planned milestones that were not achieved. Any activities or benefits that occurred as a result of the grant not included in the scope of services should also be noted. In order to receive approval to proceed with Phase Two, Grantee will provide the PUC with a summary of Phase One activities. Within thirty (30) days of the conclusion of the grant award, in lieu of a quarterly report, Grantee shall submit a final report providing a detailed summary of the results of the grant project, obstacles encountered and any work from the Scope of Service that was not completed.
2. The Grantee agrees to carefully collect all data requirements of the project listed in Exhibit A & B and provide such data to Carbon Solutions New England (CSNE) and the NH Public Utilities Commission using the Reporting System described in Exhibit B. Required data for all projects must be complete at the time of invoicing and quarterly reporting.

Grantee Initials *ncr*  
Date *12/15/10*  
G&C 12/08/10  
Page 4 of 4

**EXHIBIT C**  
**SPECIAL PROVISIONS**

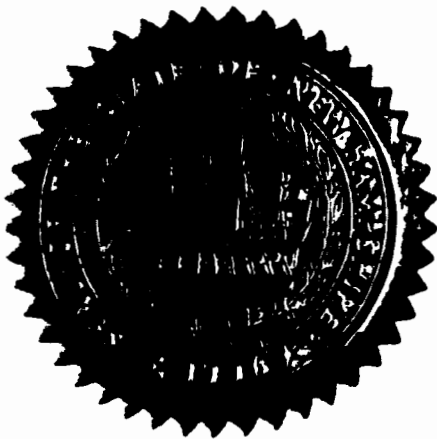
Intentionally left blank.

Grantee Initials *rcj*  
Date *11/5/10*  
G&C 12/08/10  
Page 1 of 1

State of New Hampshire  
Department of State

CERTIFICATE

I, William M. Gardner, Secretary of State of the State of New Hampshire, do hereby certify that RETAIL MERCHANTS ASSOCIATION OF NEW HAMPSHIRE is a New Hampshire nonprofit corporation formed May 25, 1966. I further certify that it is in good standing as far as this office is concerned, having filed the return(s) and paid the fees required by law.



In TESTIMONY WHEREOF, I hereto set my hand and cause to be affixed the Seal of the State of New Hampshire, this 4<sup>th</sup> day of November A.D. 2010

A handwritten signature in cursive script, appearing to read "Wm Gardner".

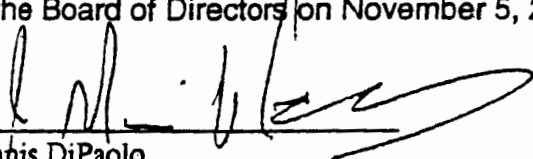
William M. Gardner  
Secretary of State

Date: 6/17/09

### Corporate Resolution Authorization To Execute Contract

The Board of Directors of the Retail Merchants Association of New Hampshire, does authorize and direct Nancy C. Kyle to enter into contract with the New Hampshire Public Utilities Commission for the Retail Merchants Association of New Hampshire's Energy Efficiency Program.

The Board further authorizes and directs Nancy C. Kyle to take such action as necessary in conjunction with the performance of said contract. Authorization was granted through an action of the Board of Directors on November 5, 2008.



J. Dennis DiPaolo  
First Vice-Chairperson, Board of Directors

### Certificate of Acknowledgement

State of New Hampshire

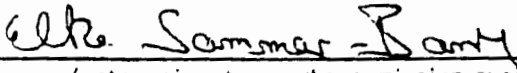
County of Hillsborough

On June 17, 2009, before me, ELKE SOMMER-BARRY,  
(date) (notary)

personally appeared, James Dennis DiPaolo  
(signer)

proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s) or the entity upon behalf of which the person(s) acted, executed the instrument

WITNESS my hand and official seal



(notary signature and commission expiration)

10-8-2013

(commission expiration)

(seal)

ELKE SOMMER-BARRY  
NOTARY PUBLIC  
NEW HAMPSHIRE  
MY COMMISSION EXPIRES 10-8-2013



# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)  
11/3/2010

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

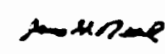
<b>PRODUCER</b> Clark - Mortenson Insurance P.O. Box 606 Keene NH 03431	<b>CONTACT NAME:</b> PHONE (AC No. Ext) 603-352-2121 FAX (AC No.) 603-357-8491 E-MAIL ADDRESS: csr24@clark-mortenson.com PRODUCER CUSTOMER IS: RETAIL
	<b>INSURER(S) AFFORDING COVERAGE</b>
<b>INSURED</b> Retail Merchants Association of NH 35A South Main St. Concord NH 03301	<b>INSURER A:</b> Acadia Insurance 0
	<b>INSURER B:</b> Mass. Retail Merchants
	<b>INSURER C:</b>
	<b>INSURER D:</b>
	<b>INSURER E:</b>

**COVERAGES**      **CERTIFICATE NUMBER:** 692763904      **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDITIONAL SUBS (INSR   WVD)	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<b>GENERAL LIABILITY</b> <input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO. <input type="checkbox"/> LOC		BOA001910225	10/1/2010	10/1/2011	EACH OCCURRENCE \$1000000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$50000 MED EXP (Any one person) \$5000 PERSONAL & ADV INJURY \$1000000 GENERAL AGGREGATE \$2000000 PRODUCTS - COMP/OP AGG \$2000000
	<b>AUTOMOBILE LIABILITY</b> <input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS <input type="checkbox"/> NON-OWNED AUTOS					COMBINED SINGLE LIMIT (Ea accident) \$ BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$ \$
	<b>UMBRELLA LIAB</b> <input type="checkbox"/> OCCUR <b>EXCESS LIAB</b> <input type="checkbox"/> CLAIMS-MADE <b>DEDUCTIBLE</b> <b>RETENTION</b> \$					EACH OCCURRENCE \$ AGGREGATE \$ \$ \$
B	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) if yes, describe under DESCRIPTION OF OPERATIONS below	Y/N <input checked="" type="checkbox"/> N/A	030009100051110	1/1/2010	1/1/2011	WC STATUTORY LIMITS <input type="checkbox"/> OTHER <input type="checkbox"/> E.L. EACH ACCIDENT \$100000 E.L. DISEASE - EA EMPLOYEE \$100000 E.L. DISEASE - POLICY LIMIT \$500000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)

<b>CERTIFICATE HOLDER</b>  Public Utilities Commission 21 South Fruit Street Suite 10 Concord NH 03301-2429	<b>CANCELLATION</b> SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.  AUTHORIZED REPRESENTATIVE 
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