

AMENDMENT TO MEMORANDUM OF UNDERSTANDING  
FOR ENERGY SAVINGS ACCOUNT PILOT PROGRAM

This amends the Memorandum of Understanding (“MOU”) dated January 9<sup>th</sup>, 2020 between \_\_\_\_\_ (“Participant”) and Vermont Energy Investment Corporation d/b/a Efficiency Vermont (“Efficiency Vermont”). The MOU outlines the agreement between Efficiency Vermont and Participant related to Participant’s participation in the Energy Savings Account Pilot Program (“ESA Pilot”) and Efficiency Vermont’s provision of ESA Pilot-related services to Participant.

In a December 20, 2019 Order in Case No. 19-0302-INV, the Vermont Public Utility Commission (“PUC”) directed Efficiency Vermont to establish flat-rate screening costs to be charged to ESA Pilot participants, with Efficiency Vermont additionally authorized to direct-bill a participant for screening costs when the work in screening an individual project lies outside the boundary conditions for the flat-rate costs. In accordance with the PUC’s direction, Efficiency Vermont has developed flat rates, as set forth below, to screen measures submitted by each ESA Pilot participant for inclusion in its Energy Management Plan (“EMP”).

Therefore, Participant and Efficiency Vermont agree to modify the MOU as follows:

**Section II.1.a.i** of the MOU is replaced in its entirety with the following:

- i. For all services that Efficiency Vermont is required to provide for Participant’s participation in the ESA Pilot *other than cost-effectiveness screening of potential projects*, Participant will pay Efficiency Vermont standard hourly rates (as may be modified from time to time) and reimbursable expenses for these services. As of the date of this Amendment, Efficiency Vermont standard hourly rates are as follows:

Efficiency Vermont Service Provider	Current Hourly Rate <sup>1</sup>
Energy Consultant	\$75.00
Senior Energy Consultant	\$100.00
Account Manager	\$95.00
Evaluation, Measurement & Verification Staff	\$90.00

*For cost-effectiveness screening of potential projects* Participant will pay Efficiency Vermont at the following rates, which will be administered on a per-Energy Management Plan basis, plus reimbursable expenses for these services:

---

<sup>1</sup> The rates for Energy Consultants, Senior Energy Consultants, and Account Managers are the same as provided in the original MOU. The hourly rate for Evaluation, Measurement, and Verification staff is added as part of this Amendment.

Project Screening Billing Fee	
# of Measures Being Screened	Fee
1 to 3	Flat fee of \$600
4 to 6	Flat fee of \$1,000
7 to 10	Flat fee of \$1,400
11+	Efficiency Vermont standard staff hourly rates as may be amended from time to time (see above table for current rates)

For all services that Efficiency Vermont is required to provide for Participant's participation in the ESA Pilot including cost-effectiveness screening, the following expenses are reimbursable under this agreement at cost plus Efficiency Vermont's indirect rate: mileage which will be reimbursed at the IRS-approved mileage rate for use of a personal automobile; parking; rental car; meals; photocopying; and, in the event of out-of-state travel, lodging, airfare, and other travel expenses.

**Section II.1.a.ii** of the MOU is modified by adding the following text to the end of the second sentence: ", except that invoices for screening services will when appropriate detail the applicable flat rate rather than hours and hourly rates."

**Section II.1.b.i** of the MOU is modified by replacing the hourly rate table with the following:

Efficiency Vermont Service Provider	Current Hourly Rate <sup>2</sup>
Energy Consultant	\$75.00
Senior Energy Consultant	\$100.00
Account Manager	\$95.00
Evaluation, Measurement & Verification Staff	\$90.00

---

<sup>2</sup> The rates for Energy Consultants, Senior Energy Consultants, and Account Managers are the same as provided in the original MOU. The hourly rate for Evaluation, Measurement, and Verification staff is added as part of this Amendment.

IN WITNESS WHEREOF the parties do hereby execute this Amendment as of the \_\_\_\_\_.  
Date

**Efficiency Vermont**

By: \_\_\_\_\_

Name: Rebecca Foster

Title: Director, Efficiency Vermont

\_\_\_\_\_

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_