



October 28, 2015

George Parker
Director of Facilities, Maintenance & Operations
Davis Joint Unified School District
1919 5th Street,
Davis, CA 95616

Subject: Proposal Prop 39 Services and Pricing for Davis Joint Unified School District

Dear Mr. Parker,

CLEAResult brings a rich history of planning and implementing energy upgrades to California public schools. We are pleased to submit this proposal to the Davis Joint Unified School District (the District) to deliver energy efficiency services related to Prop 39 energy upgrades.

By working with CLEAResult, the District will benefit from the experience of a highly qualified energy efficiency consulting company firm with unparalleled focus on delivering energy efficiency services to the K-12 schools sector, including school districts, county offices of education, and private schools in California and across the country. In fact, our California-based staff has implemented the School Energy Efficiency (SEE) program for Pacific Gas and Electric Company (PG&E) since 2006 and the schools program for Southern California Gas Company (SCG) since 2011. Our past and current work delivering cost-effective school programs for California utilities puts our team in a unique position to leverage Prop 39 funds services with other utility rebate and financing offerings to stretch the District's Prop 39 allocation as far as possible.

Our comprehensive services include benchmarking, energy audits, detailed measure upgrade recommendations and project prioritization that mirror the application requirements required to receive California Energy Commission (CEC) approval of Prop 39 expenditures, utility rebate coordination and processing, and evaluating alternative and financing opportunities.

Services and Pricing

CLEAResult propose the following services and pricing based on our understanding that the District wishes to undertake several individual Prop 39 Services, including audits, benchmarking and energy expenditure development for 1 site, representing a total of 105,260 square feet (sq. ft.). SEE Program (including SEE Prop 39 Bonus), Program for Resource Efficiency in Private and Public Schools (PREPPS—a So Cal Gas program) and Analytics-enabled Retro-Commissioning (ARCx) Program services and incentives will be leveraged wherever possible to minimize financial impact to the District. Any services needed beyond PG&E Energy Efficiency Programs and those listed below will be discussed and pricing (either flat fee, time and materials, or a combination of both) will be determined at a later date based on District needs. The District is eligible for up to a \$20,000 discount for benchmarking, audit, and

energy expenditure plan services through the SEE Prop 39 Bonus. This discount is eligible with a 50% co-pay from the district. As long as the district takes advantage of at least \$40,000 in benchmarking, audit, and energy expenditure plan services through CLEAResult, the \$20,000 discount will apply. The SEE Prop 39 Bonus can be claimed through an instant discount on CLEAResult's invoice resulting in lower out-of-pocket cost to the district.

Pricing for Davis Joint Unified School District

Site	Sq Ft
Emerson Junior H.S.	105,260
Total (1 Site)	105,260
Audit\$12,500.00	
Benchmarking(\$600/site).....\$600.00	
Energy Expenditure Plan (\$700/site).....\$700.00	
SEE Bonus for Tier 3/4 LEA.....(\$6,900.00)	
DJUSD Total..... \$6,900.00	

The information above relates to Davis Joint Unified School District as a Tier 4 LEA. The Da Vinci Charter school will require it's own benchmarking, audit report and EEP in order to access it's Prop 39 Funds. The Da Vinci Charter school will be covered as a Tier 2 LEA under the Prop 39 Bonus Agreement as a standalone LEA and 100% of the fees for Da Vinci Charter School will be covered by the Prop 39 Bonus.

Pricing for Da Vinci Charter School

Flat Amount for: Audit, Benchmarking, & Energy Expenditure Plan	\$15,000.00
SEE Bonus for Tier 1/2 LEA.....	(\$15,000.00)
Da Vinci Charter School Total.....	\$0.00

Will Pearce, Account Manager – School Sector, is our primary point of contact for this opportunity. Please feel free to contact him directly at Will.Pearce@clearesult.com or 650.712.2019 if you have any questions. We look forward to discussing our proposal should you have any questions.

Sincerely,

Lisa Wojicki
Senior VP - West
CLEAResult