



## 2011 Commercial Solutions<sup>SM</sup> Program Sponsored by AEP Texas North Company

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### LETTER OF INTENT (LOI)

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AEP Texas North Company (AEP TNC) is proud to offer the Commercial Solutions<sup>SM</sup> Program, aimed at improving the energy efficiency of business facilities located within its service territory. AEP TNC has contracted with CLEAResult Consulting, Inc. (CLEAResult) to sponsor, promote, and administer the Program.

Tom Green County (herein referred to as "Partner") recognizes that it is a willing participant of this no cost program designed to help reduce energy bills for their facilities, freeing up operating dollars for other needs AND improving the work environment for their staff. This Letter of Intent reflects the voluntary collaborative between their organization and CLEAResult. It details the commitments of each party in order to improve energy efficiency in the Partner's facilities. *CLEAResult agrees to provide these services at no cost to the Partner with the understanding that the Partner will exert its best efforts to complete the applicable steps below and implement cost-effective energy efficiency recommendations. Projects being submitted to the 2011 Commercial Solutions Program must be completed by November 30, 2011 to allow time for post-installation inspections before the end of the calendar year.*

#### Description of Commitments

CLEAResult will assist the Partner to identify cost effective energy efficiency improvements that can help to make their facilities less costly to operate and more comfortable to use. To achieve potential energy savings and facility improvements CLEAResult and the Partner have agreed to work together to complete some or all of the following tasks according to the specific needs identified for their organization:

- Identify and assess energy efficiency measures,
- Implement energy efficient operations and maintenance practices and procedures identified during walk-through energy assessments of specific facility(s),
- Locate funding sources to enable the Partner to complete capital projects,
- Use utility incentives to offset the capital cost of energy efficient systems.

#### Principles of Agreement

Specific responsibilities of the Partner and CLEAResult are listed below.

- Partner will select a representative from both the Facilities/Energy Management Department and the Business/Finance Department to work with CLEAResult throughout the term of the Partnership.
- AEP TNC will pay to the Partner monetary incentives, as discussed in program materials, for eligible energy efficiency savings achieved by projects that are completed no later than November 30, 2011.
- Partner will make its best effort to complete and submit relevant Project Application Forms, including necessary supporting documentation for each project, in a timely manner. Please note that due to increased participation in the Commercial Solutions Program, the Project Application process is required in order to reserve financial incentives for your projects.

#### Acceptance of Agreement

By endorsing below, your organization acknowledges the terms of the Commercial Solutions<sup>SM</sup> Program. This agreement should be signed by someone in your organization that has authority to enter into such an agreement. This agreement is valid for the length of the 2011 program year.

Partner CLEARresult Consulting, Inc.  
Signature: [Signature]  
Printed Name: Michael D. Brown Signature: \_\_\_\_\_  
Title: County Judge  
Company Name: Tom Green County Commercial Solutions Program Manager  
Address: 122 W. Harris CLEARresult Consulting  
San Angelo, TX 76903 4301 Westbank Dr, Bldg A-Suite 250  
Phone: 325-653-3318 Austin, TX 78746  
Fax: 325-659-3258  
Email: mike.brown@co.tom-green.tx.us Date: \_\_\_\_\_  
Date: 5-3-2011

Please identify one (1) individual from the Facilities/Energy Management Department and one (1) individual from the Business/Finance Department who will be the *main points of contact* while working with the Commercial Solutions Program.

Facilities/Energy Management Point of Contact:

Name (Mr./Ms./Dr.): Don Killam Title: Facility Director  
Organization: Tom Green County Phone: 325-659-6505  
Address: 138 W. Harris Fax: 325-659-6400  
San Angelo, TX 76903 E-Mail: don.killam@co.tom-green.tx.us

Business/Finance Point of Contact:

Name (Mr./Ms./Dr.): Nathan Craddock Title: Auditor  
Organization: Tom Green County Phone: 325-659-6519  
Address: 112 W. Beauregard Fax: 325-658-6703  
San Angelo, TX 76903 E-Mail: nathan.craddock@co.tom-green.tx.us

Please send completed LOI to:

CLEARresult Consulting  
Attn: AEP Texas Team  
4301 Westbank Dr, Bldg A-Suite 250  
Austin, TX 78746  
Fax: (866) 740-7210

The Commercial Solutions<sup>SM</sup> Program is provided by AEP TNC as part of the company's commitment to reduce energy consumption and demand. CLEARresult Consulting, Inc. implements the Commercial Solutions Program as an independent contractor. For more information, visit <http://www.aepefficiency.com/texas.html> or <http://www.eeprograms.net/AEP>

Revision Date: December 7, 2010