



# Project Statement

## SECTION 1: PROJECT DETAILS

|                                       |   |
|---------------------------------------|---|
| <b>Consultant</b>                     | Centrica Business Solutions Services Inc. (CBSS) – Formerly SmartWatt Energy, Inc.  |
| <b>National Grid Entity</b>           | Niagara Mohawk Power Corporation  |
| <b>Project ID</b>                     | 20230411  |
| <b>Project Name</b>                   | Albany County Energy Conservation Project Implementation – MVP Arena  |
| <b>Start Date</b>                     | December 10, 2024   |
| <b>End Date</b>                       | December 10, 2026   |
| <b>Total Approximate Cost [USD\$]</b> | \$7,921,747.00  |
| <b>Master Services Agreement</b>      | Master Services Agreement between National Grid and Centrica Business Solutions Services Inc. (CBSS) – Formerly SmartWatt Energy, Inc. effective August 5, 2015 |

## SECTION 2: PROJECT AUTHORIZATION

National Grid and Service Firm hereby acknowledge and agree to the terms of this Project Statement and to the performance of the Services and provision of the Deliverables specified in this Project Statement by Consultant for and on behalf of National Grid in accordance with the terms and conditions of the Master Services Agreement.

Attached Herein:

- National Grid and Centrica Business Solutions Services Inc. Proposal No. 20241114 submitted to the Albany County, NY
- Albany County IGA Acceptance Letter dated November 14, 2024

### Authorizations:

|   |           |      |
|---|-----------|------|
| Becky Badalato<br>UESC Project Administrator, National Grid |           | Date |
|   | Signature | Date |

**Proposal for an Energy Conservation Project Implementation at**

**Albany County, NY**

National Grid Proposal Number: **20241114**

**SUBMITTED TO**

**Albany County**  
112 State St  
Albany, NY 12207

**PROPOSAL SUBMITTED BY**



[www.nationalgridus.com](http://www.nationalgridus.com)

and



**National Grid USA Service Co. on behalf of the  
Niagara Mohawk d.b.a. National Grid  
1125 Broadway  
Albany, NY 12204**

**November 14, 2024**

1. INTRODUCTION

National Grid is pleased to offer this proposal for the energy conversation project implementation for the Albany County through the Utility Energy Services Contract (UESC) Program. The UESC Program gives municipalities the opportunity to meet energy conservation goals by expeditiously implementing economically viable energy efficiency projects that reduce energy and water consumption.

National Grid selected a Sub-Contractor, Centrica Business Solutions Services Inc. (CBSS) Formerly SmartWatt Energy, Inc. (“SmartWatt”), per the direction of the County. CBSS performed an Investment Grade Audit (IGA) that was completed on November 11, 2024. The findings of the IGA indicate that Albany County facility located at 100 Beaver St Albany, NY 12207 is an ideal candidate for an energy conservation project. The IGA has identified first year energy cost savings of \$168,392.

2. PROJECT ORGANIZATION

The proposed IGA may, at the Albany County option, be implemented in accordance with the conditions described in the attached Master Agreement for Energy Conservation and Management Services (“Master Agreement”). All terms and conditions shall be as listed in the Master Agreement unless modified by the Task Order as discussed below. For this project, National Grid intends to subcontract the services described in Attachment A to CBSS (Formerly SmartWatt). CBSS will sub-contract portions of the required services subject to approval of the customer.

3. TECHNICAL PROPOSAL

a. Scope of Service

National Grid proposes to install the three (3) Facility Improvement Measure (FIMs) described in the attached Investment Grade Audit dated 11/11/2024 as Attachment B. The total cost of the project will be \$7,921,747. The scope of services will be performed at the following facility at Albany County:

MVP Arena Parking Garage: 100 Beaver St Albany, NY 12207

The IGA analysis included energy savings projections using accepted calculation methodologies, in-house and subcontractor installation pricing, and FIM specifications and design documentation. The FIMs included in the IGA are summarized in the following table:

| FIM # | Measure                               |
|-------|---------------------------------------|
| 1     | Install Canopy Mounted Solar PV Array |
| 2     | Lighting Improvements                 |

More detail on all proposed FIMs can be found in the IGA under Attachment B.

After evaluation and acceptance of the IGA, Albany County has elected to proceed with the Implementation Phase. Prior to proceeding, the parties shall agree upon a statement of work necessary for the engineering, design, and implementation of FIMs, a time frame for completion of the work, and price or cost cap. Albany County will roll the costs of the IGA into the implementation phase.

#### Overall Program Phases

|                     |   |  |
|---------------------|---|--|
| Phase I (complete)  | Preliminary Audit   | No Cost                                  |
| Phase II (complete) | Investment Grade Audit<br>a) Cost estimating and effectiveness<br>b) Preliminary detailed design. | \$43,000– Included in final project cost |
| Phase III           | Implementation:<br>a) Detailed Engineering & Design<br>b) Procurement<br>c) Construction          | \$7,921,747 (Including IGA cost)         |

#### b. Proposal Costs

|  |                    |
|--|--------------------|
| Estimated sub-contractor costs for Phase III | \$7,710,875        |
| National Grid UESC Administrative Expense    | \$210,872          |
| <b>Total Phase III Cost</b>                  | <b>\$7,921,747</b> |

## 4. OTHER

### a) Task Order or Contract

The Task Order shall be approved by County Legislature after both Albany County and National Grid review and approve the necessary documents for this project. All documents relating to this project can be either e-mailed or mailed to:

**Albany County**  
112 State St  
Albany, NY 12207

Attention: Lucas Rogers  
Economic Development Sustainability Coordinator  
Phone: 518.447.5566  
Email: lucas.rogers@albanycountyny.gov

## **Project Implementation – County of Albany, NY**

**For National Grid:**  
21265 NYS Route 232  
**Watertown, NY 13601**

Attention: Becky Badalato  
Business Development Manager  
E-mail: [becky.badalato@nationalgrid.com](mailto:becky.badalato@nationalgrid.com)  
Phone: (315) 785-7227

### **Payment Terms**

Albany County has selected to fund the project by cash. Once the project statement has been executed, Vendor will begin construction. Vendor bills using percent complete invoicing based on the reflected schedule of completion.

Upon completion of the project:

- a) Vendor shall pay the full National Grid fee of \$210,872
- b) Vendor shall pay National Grid's fee based on schedule of completion in the form of progress payments

## **5. PROPOSER QUALIFICATIONS**

### **Corporate Profiles**

**National Grid** - National Grid is an international energy delivery company. In the U.S., National Grid delivers electricity to approximately 3.3 million customers in Massachusetts, New Hampshire, New York, and Rhode Island, and manages the electricity network on Long Island under an agreement with the Long Island Power Authority (LIPA). It is the largest distributor of natural gas in the northeastern U.S., serving approximately 3.4 million customers in Massachusetts, New Hampshire, New York and Rhode Island. National Grid also owns over 4,000 megawatts of contracted electricity generation that provides power to over one million LIPA customers. National Grid offers nationally recognized energy conservation programs which have been recognized as EPA's Energy Star 2010 partner of the year.

**Centrica Business Solutions Services Inc. (CBSS)** - Formerly SmartWatt Energy Inc. - Is a leading nationwide provider of turnkey energy-efficiency solutions. We are dedicated to lowering businesses' operational costs through demand-side energy reduction strategies. CBSS provides whole building energy assessments and implements renewable energy systems, lighting upgrades, control system enhancements, variable frequency drive (VFD) upgrades, HVAC enhancements and other energy conservation measures to help commercial, industrial, institutional, and government customers and utilities meet their sustainability goals. CBSS also maintains status as a National Grid tier one partner and an approved contractor on National Grid's ProNet program.

### **For National Grid**

Sincerely,

Becky Badalato  
Business Development Manager

## Attachment A

November 14, 2024

Becky Badalato  
National Grid  
21265 NYS Route 232  
Watertown, New York 13601

***Subject: IGA Implementation Proposal for Albany County***

Dear Becky;

On behalf of Centrica Business Solutions Service Inc. (CBSS) - Formerly SmartWatt Energy, Inc., I am pleased to submit herewith our proposal to perform the implementation of the findings within the attached Investment Grade Audit (IGA) at Albany County. The scope of work is based on the IGA presented to Albany County on November 11, 2024. Through discussions with you and County staff we have confirmed the final Facility Improvement Measures (FIMs) to be installed under this implementation phase of work.

***Project Overview:***

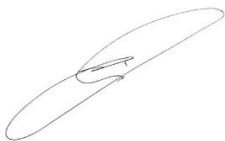
Albany County has authorized National Grid to proceed with implementation of an energy savings project as described in the IGA conducted by Centrica Business Solutions Services Inc. (Formerly SmartWatt) dated November 11, 2024.

CBSS is pleased to submit herewith its formal Firm Fixed Price IGA valued at \$7,710,875 covering implementation as defined under the attached Scope of Work (SOW).

CBSS is pleased to have the opportunity to partner with National Grid, and we eagerly anticipate working with you on this phase of the Albany County Energy Conservation Project. CBSS is looking forward to demonstrating to Albany County and National Grid our depth of experience and expertise in developing comprehensive energy solutions.

CBSS appreciates this opportunity and looks forward to a long and mutually beneficial relationship with National Grid. Please feel free to contact the undersigned should you have any questions concerning the attached.

Sincerely,



Mitch Tombs  
Senior Account Executive  
Centrica Business Solutions Services Inc. (CBSS) - Formerly SmartWatt Energy, Inc.  
Cell: 315.532.7584  
Email: Mitch.Tombs@Centrica.com

## Project Management/Implementation Overview

Geoff Frey, Senior Project Manager, at CBSS will have the overall responsibility for managing and executing the construction phase of this project. The table below lists the major milestones for this project. The dates below are approximate. A detailed WBS will be provided as part of the Project Management Plan presented during the construction phase.

| Task Name                                     | Duration | Start        | Finish       |
|---|----------|--------------|--------------|
| Albany County MVP Arena Solar and EV Charging | 371 days | Mon 9/9/24   | Tue 2/24/26  |
| Contract Issuance                             | 69 days  | Mon 9/9/24   | Mon 12/16/24 |
| Interconnection (Ngrid) Pre-Work              | 329 days | Mon 9/9/24   | Fri 12/26/25 |
| Engineering                                   | 45 days  | Tue 12/17/24 | Thu 2/20/25  |
| Contracts                                     | 60 days  | Tue 12/17/24 | Thu 3/13/25  |
| Submittals                                    | 105 days | Thu 1/30/25  | Fri 6/27/25  |
| Permitting                                    | 60 days  | Thu 1/30/25  | Thu 4/24/25  |
| Major Equipment Procurement                   | 205 days | Fri 2/21/25  | Thu 12/11/25 |
| Construction                                  | 165 days | Fri 5/23/25  | Fri 1/16/26  |
| Interconnection                               | 10 days  | Mon 1/19/26  | Fri 1/30/26  |
| Commission and Billing Setup                  | 10 days  | Mon 2/2/26   | Fri 2/13/26  |
| Close Out                                     | 17 days  | Mon 2/2/26   | Tue 2/24/26  |

## Scope of Work

Please see Attachment B (Albany County – Investment Grade Audit).