

COMMISSIONER
Jared S. Chicoine



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

Tel. (603) 271-3670

FAX No. 271-1526

Website:
www.energy.nh.gov

DEPUTY COMMISSIONER
Christopher J. Ellms, Jr.

DEPARTMENT OF ENERGY
21 S. Fruit St., Suite 10
Concord, N.H. 03301-2429

December 20, 2023

His Excellency, Governor Christopher T. Sununu
and the Honorable Council
State House
Concord, NH 03301

REQUESTED ACTION

Pursuant to RSA 365:37, authorize the New Hampshire Department of Energy (Department) to enter into a contract with Skumatz Economic Research Associates, Inc. (SERA), of Silverthorne, Colorado, Vendor #288376, for an amount not to exceed \$299,826, to assist and advise the Department in their evaluation of energy efficiency programs. The contract is to be effective upon the date of Governor and Council approval through December 20, 2026. **Funding is 100% Other (Utility Special Assessment).**

Funding will be available pursuant to RSA 365:37 in the account, General Consultants, as follows, with the authority to adjust encumbrances in each of the State fiscal years through the Budget Office if needed and justified:

02-52-52-520010-13820000-046-500464:	<u>FY 24</u>	<u>FY 25</u>	<u>FY26</u>	<u>FY27</u>	<u>Total</u>
	\$49,971	\$99,942	\$99,942	\$49,971	\$299,826

EXPLANATION

The Department respectfully requests authority to enter into a contract in an amount not to exceed \$299,826 with SERA, a consulting firm specializing in the evaluation of energy efficiency programs and projects.

In Order No. 25,932, the Public Utilities Commission (Commission) found that rigorous evaluation, monitoring, and verification (EM&V) is required to ensure that utility energy efficiency programs actually achieve planned savings in a cost-effective manner. An independent expert consultant has been hired to assist the EM&V Working Group members and the Department in the oversight and review of evaluation studies of the energy efficiency programs. Activities that will be undertaken by SERA include scope for EM&V studies, methods for EM&V study and results, how EM&V results inform program improvement, ISO-

His Excellency, Governor Christopher T. Sununu
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Page 2 of 2

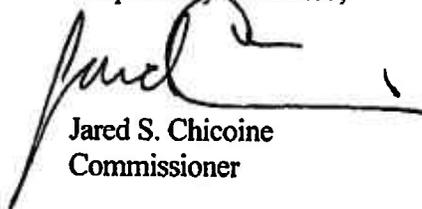
NE's forward capacity market evaluation requirements, and updating of the Technical Resource Manual, which includes saving assumptions for the energy efficiency programs.

The Department issued a Request for Proposals (RFP) on September 22, 2023. The notice of the RFP was published in the Union Leader for three days, posted on the Department's website and posted on the procurement website of the NH Department of Administrative Services. The Department received five responses to its RFP. An evaluation team made up of the Regulatory Division Director, the Electric Director, and one Hearings Examiner reviewed the five RFP responses. SERA was determined to be the highest scoring qualified proposal.

No General Funds are requested for this contract. Funds will be assessed pursuant to RSA 365:37 which permits the Department to obtain experts and assess the costs to the utilities who are parties to the proceeding.

Your consideration of this request is appreciated.

Respectfully submitted,



Jared S. Chicoine
Commissioner

RFP #2023-017 – Evaluation, Monitoring and Verification Consultant			Date of Review: November 8, 2023		
Scoring Team Member: Tom Frantz, Regulatory Director; Molly Lynch, Hearings Examiner; Elizabeth Nixon, Electric Director					
Bidder:	McHale & Associates, Inc.	H. Gil Peach & Associates, LLC	SERA	Johnson Consulting	GDS Associates, Inc.
Employee and Subcontractor Qualifications: Qualifications, technical expertise, certifications, and knowledge and practical experience that the organization or individual possesses, including that of the staff and any subcontractors proposed to be assigned to the engagement, providing services directly relevant to the specified scope of services. (Maximum Point Score: 25)	10	19	25	23	23
Proposed Scope of Work: Clarity and appropriateness of proposed general approaches and demonstrated knowledge of relevant subject matter, including proposed allocation of resources and time for critical tasks, proposed scope of work, and detailed project schedule. (Maximum Point Score: 20)	12	15	19	18	20
Experience: Experience and qualifications in providing similar services, including communication strategy, marketing and development and implementation of statewide or broad-based public education campaigns, in New Hampshire as well as other states, and the ability to perform all major disciplines necessary to develop and implement the scope of work. Demonstrated knowledge of and experience with program development, communication, marketing, and relevant subject matter. General experience providing similar services. (Maximum Point Score: 25)	11	17	25	23	22
Cost of Consulting Services: Costs of consulting services and expenses, including the competitiveness of the proposed budget, hourly rates, number of hours allocated to the project, any proposed discounts or other benefits and an understanding of available project funds. (Maximum Point Score: 20)	20	19	19	20	19
Responsiveness to RFP: Overall responsiveness to the requirements of the RFP, including completeness, clarity, and quality of proposal. (Maximum Point Score: 10)	7	8	9	9	8
Total Score	60	78	97	93	92
Total Price (\$/3 years)	\$296,600	\$300,000	\$299,826	\$291,027	\$298,560

FORM NUMBER P-37 (version 2/23/2023)

Notice: This agreement and all of its attachments shall become public upon submission to Governor and Executive Council for approval. Any information that is private, confidential or proprietary must be clearly identified to the agency and agreed to in writing prior to signing the contract.

AGREEMENT

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

GENERAL PROVISIONS

I. IDENTIFICATION.

1.1 State Agency Name Department of Energy		1.2 State Agency Address 21 S. Fruit St., Ste. 10, Concord, NH 03301	
1.3 Contractor Name Skumatz Economic Research Associates, Inc.		1.4 Contractor Address 1577 Legend Lake Cir., PO Box 1486, Silverthorne, CO 80498	
1.5 Contractor Phone Number 360-261-3069	1.6 Account Unit and Class 13820000-500464	1.7 Completion Date 12/20/2026	1.8 Price Limitation \$299,826
1.9 Contracting Officer for State Agency Elizabeth Nixon		1.10 State Agency Telephone Number 603-271-6018	
1.11 Contractor Signature  Date: 11/6/23		1.12 Name and Title of Contractor Signatory Lisa A. Skumatz, Ph.D., Project Manager	
1.13 State Agency Signature  Date: 11/17/23		1.14 Name and Title of State Agency Signatory Jared S. Chicoine, Commissioner	
1.15 Approval by the N.H. Department of Administration, Division of Personnel (if applicable) By: _____ Director. On: _____			
1.16 Approval by the Attorney General (Form, Substance and Execution) (if applicable) By:  On: 12/6/2023			
1.17 Approval by the Governor and Executive Council (if applicable) G&C Item number: _____ G&C Meeting Date: _____			

Contractor Initials: JAS
 Date: 11/6/23

2. SERVICES TO BE PERFORMED. The State of New Hampshire, acting through the agency identified in block 1.1 ("State"), engages contractor identified in block 1.3 ("Contractor") to perform, and the Contractor shall perform, the work or sale of goods, or both, identified and more particularly described in the attached EXHIBIT B which is incorporated herein by reference ("Services").

3. EFFECTIVE DATE/COMPLETION OF SERVICES.

3.1 Notwithstanding any provision of this Agreement to the contrary, and subject to the approval of the Governor and Executive Council of the State of New Hampshire, if applicable, this Agreement, and all obligations of the parties hereunder, shall become effective on the date the Governor and Executive Council approve this Agreement, unless no such approval is required, in which case the Agreement shall become effective on the date the Agreement is signed by the State Agency as shown in block 1.13 ("Effective Date").

3.2 If the Contractor commences the Services prior to the Effective Date, all Services performed by the Contractor prior to the Effective Date shall be performed at the sole risk of the Contractor, and in the event that this Agreement does not become effective, the State shall have no liability to the Contractor, including without limitation, any obligation to pay the Contractor for any costs incurred or Services performed.

3.3 Contractor must complete all Services by the Completion Date specified in block 1.7.

4. CONDITIONAL NATURE OF AGREEMENT.

Notwithstanding any provision of this Agreement to the contrary, all obligations of the State hereunder, including, without limitation, the continuance of payments hereunder, are contingent upon the availability and continued appropriation of funds. In no event shall the State be liable for any payments hereunder in excess of such available appropriated funds. In the event of a reduction or termination of appropriated funds by any state or federal legislative or executive action that reduces, eliminates or otherwise modifies the appropriation or availability of funding for this Agreement and the Scope for Services provided in EXHIBIT B, in whole or in part, the State shall have the right to withhold payment until such funds become available, if ever, and shall have the right to reduce or terminate the Services under this Agreement immediately upon giving the Contractor notice of such reduction or termination. The State shall not be required to transfer funds from any other account or source to the Account identified in block 1.6 in the event funds in that Account are reduced or unavailable.

5. CONTRACT PRICE/PRICE LIMITATION/ PAYMENT.

5.1 The contract price, method of payment, and terms of payment are identified and more particularly described in EXHIBIT C which is incorporated herein by reference.

5.2 Notwithstanding any provision 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 Price Limitation set forth in block 1.8. The payment by the State of the contract price shall be the only and the complete reimbursement to the Contractor for all expenses, of whatever nature incurred by the Contractor in the performance

hereof, and shall be the only and the complete compensation to the Contractor for the Services.

5.3 The State reserves the right to offset from any amounts otherwise payable to the Contractor under this Agreement those liquidated amounts required or permitted by N.H. RSA 80:7 through RSA 80:7-c or any other provision of law.

5.4 The State's liability under this Agreement shall be limited to monetary damages not to exceed the total fees paid. The Contractor agrees that it has an adequate remedy at law for any breach of this Agreement by the State and hereby waives any right to specific performance or other equitable remedies against the State.

6. COMPLIANCE BY CONTRACTOR WITH LAWS AND REGULATIONS/EQUAL EMPLOYMENT OPPORTUNITY.

6.1 In connection with the performance of the Services, the Contractor shall comply with all applicable statutes, laws, regulations, and orders of federal, state, county or municipal authorities which impose any obligation or duty upon the Contractor, including, but not limited to, civil rights and equal employment opportunity laws and the Governor's order on Respect and Civility in the Workplace, Executive order 2020-01. In addition, if this Agreement is funded in any part by monies of the United States, the Contractor shall comply with all federal executive orders, rules, regulations and statutes, and with any rules, regulations and guidelines as the State or the United States issue to implement these regulations. The Contractor shall also comply with all applicable intellectual property laws.

6.2 During the term of this Agreement, the Contractor shall not discriminate against employees or applicants for employment because of age, sex, sexual orientation, race, color, marital status, physical or mental disability, religious creed, national origin, gender identity, or gender expression, and will take affirmative action to prevent such discrimination, unless exempt by state or federal law. The Contractor shall ensure any subcontractors comply with these nondiscrimination requirements.

6.3 No payments or transfers of value by Contractor or its representatives in connection with this Agreement have or shall be made which have the purpose or effect of public or commercial bribery, or acceptance of or acquiescence in extortion, kickbacks, or other unlawful or improper means of obtaining business.

6.4 The Contractor agrees to permit the State or United States access to any of the Contractor's books, records and accounts for the purpose of ascertaining compliance with this Agreement and all rules, regulations and orders pertaining to the covenants, terms and conditions of this Agreement.

7. PERSONNEL.

7.1 The Contractor shall at its own expense provide all personnel necessary to perform the Services. The Contractor warrants that all personnel engaged in the Services shall be qualified to perform the Services, and shall be properly licensed and otherwise authorized to do so under all applicable laws.

7.2 The Contracting Officer specified in block 1.9, or any successor, shall be the State's point of contact pertaining to this Agreement.

8. EVENT OF DEFAULT/REMEDIES.

8.1 Any one or more of the following acts or omissions of the Contractor shall constitute an event of default hereunder ("Event of Default"):

8.1.1 failure to perform the Services satisfactorily or on schedule;

8.1.2 failure to submit any report required hereunder; and/or

8.1.3 failure to perform any other covenant, term or condition of this Agreement.

8.2 Upon the occurrence of any Event of Default, the State may take any one, or more, or all, of the following actions:

8.2.1 give the Contractor 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) calendar days from the date of the notice; and if the Event of Default is not timely cured, terminate this Agreement, effective two (2) calendar days after giving the Contractor notice of termination;

8.2.2 give the Contractor 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 contract price which would otherwise accrue to the Contractor during the period from the date of such notice until such time as the State determines that the Contractor has cured the Event of Default shall never be paid to the Contractor;

8.2.3 give the Contractor a written notice specifying the Event of Default and set off against any other obligations the State may owe to the Contractor any damages the State suffers by reason of any Event of Default; and/or

8.2.4 give the Contractor a written notice specifying the Event of Default, treat the Agreement as breached, terminate the Agreement and pursue any of its remedies at law or in equity, or both.

9. TERMINATION.

9.1 Notwithstanding paragraph 8, the State may, at its sole discretion, terminate the Agreement for any reason, in whole or in part, by thirty (30) calendar days written notice to the Contractor that the State is exercising its option to terminate the Agreement.

9.2 In the event of an early termination of this Agreement for any reason other than the completion of the Services, the Contractor shall, at the State's discretion, deliver to the Contracting Officer, not later than fifteen (15) calendar days after the date of termination, a report ("Termination Report") describing in detail all Services performed, and the contract price earned, to and including the date of termination. In addition, at the State's discretion, the Contractor shall, within fifteen (15) calendar days of notice of early termination, develop and submit to the State a transition plan for Services under the Agreement.

10. PROPERTY OWNERSHIP/DISCLOSURE.

10.1 As used in this Agreement, the word "Property" shall mean all data, 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, computer printouts, notes, letters, memoranda, papers, and documents, all whether finished or unfinished.

10.2 All data and any Property which has been received from the State, or purchased with funds provided for that purpose under this Agreement, shall be the property of the State, and shall be returned to the State upon demand or upon termination of this Agreement for any reason.

10.3 Disclosure of data, information and other records shall be governed by N.H. RSA chapter 91-A and/or other applicable law. Disclosure requires prior written approval of the State.

11. **CONTRACTOR'S RELATION TO THE STATE.** In the performance of this Agreement the Contractor is in all respects an independent contractor, and is neither an agent nor an employee of the State. Neither the Contractor nor any of its officers, employees, agents or members shall have authority to bind the State or receive any benefits, workers' compensation or other emoluments provided by the State to its employees.

12. ASSIGNMENT/DELEGATION/SUBCONTRACTS.

12.1 Contractor shall provide the State written notice at least fifteen (15) calendar days before any proposed assignment, delegation, or other transfer of any interest in this Agreement. No such assignment, delegation, or other transfer shall be effective without the written consent of the State.

12.2 For purposes of paragraph 12, a Change of Control shall constitute assignment. "Change of Control" means (a) merger, consolidation, or a transaction or series of related transactions in which a third party, together with its affiliates, becomes the direct or indirect owner of fifty percent (50%) or more of the voting shares or similar equity interests, or combined voting power of the Contractor, or (b) the sale of all or substantially all of the assets of the Contractor.

12.3 None of the Services shall be subcontracted by the Contractor without prior written notice and consent of the State.

12.4 The State is entitled to copies of all subcontracts and assignment agreements and shall not be bound by any provisions contained in a subcontract or an assignment agreement to which it is not a party.

13. **INDEMNIFICATION.** The Contractor shall indemnify, defend, and hold harmless the State, its officers, and employees from and against all actions, claims, damages, demands, judgments, fines, liabilities, losses, and other expenses, including, without limitation, reasonable attorneys' fees, arising out of or relating to this Agreement directly or indirectly arising from death, personal injury, property damage, intellectual property infringement, or other claims asserted against the State, its officers, or employees caused by the acts or omissions of negligence, reckless or willful misconduct, or fraud by the Contractor, its employees, agents, or subcontractors. The State shall not be liable for any costs incurred by the Contractor arising under this paragraph 13. Notwithstanding the foregoing, nothing herein contained shall be deemed to constitute a waiver of the State's sovereign immunity, which immunity is hereby reserved to the State. This covenant in paragraph 13 shall survive the termination of this Agreement.

14. INSURANCE.

14.1 The Contractor shall, at its sole expense, obtain and continuously maintain in force, and shall require any subcontractor

or assignee to obtain and maintain in force, the following insurance:

14.1.1 commercial general liability insurance against all claims of bodily injury, death or property damage, in amounts of not less than \$1,000,000 per occurrence and \$2,000,000 aggregate or excess; and

14.1.2 special cause of loss coverage form covering all Property subject to subparagraph 10.2 herein, in an amount not less than 80% of the whole replacement value of the Property.

14.2 The policies described in subparagraph 14.1 herein shall be on policy forms and endorsements approved for use in the State of New Hampshire by the N.H. Department of Insurance, and issued by insurers licensed in the State of New Hampshire.

14.3 The Contractor shall furnish to the Contracting Officer identified in block 1.9, or any successor, a certificate(s) of insurance for all insurance required under this Agreement. At the request of the Contracting Officer, or any successor, the Contractor shall provide certificate(s) of insurance for all renewal(s) of insurance required under this Agreement. The certificate(s) of insurance and any renewals thereof shall be attached and are incorporated herein by reference.

15. WORKERS' COMPENSATION.

15.1 By signing this agreement, the Contractor agrees, certifies and warrants that the Contractor is in compliance with or exempt from, the requirements of N.H. RSA chapter 281-A ("*Workers' Compensation*").

15.2 To the extent the Contractor is subject to the requirements of N.H. RSA chapter 281-A, Contractor shall maintain, and require any subcontractor or assignee to secure and maintain, payment of Workers' Compensation in connection with activities which the person proposes to undertake pursuant to this Agreement. The Contractor shall furnish the Contracting Officer identified in block 1.9, or any successor, proof of Workers' Compensation in the manner described in N.H. RSA chapter 281-A and any applicable renewal(s) thereof, which shall be attached and are incorporated herein by reference. The State shall not be responsible for payment of any Workers' Compensation premiums or for any other claim or benefit for Contractor, or any subcontractor or employee of Contractor, which might arise under applicable State of New Hampshire Workers' Compensation laws in connection with the performance of the Services under this Agreement.

16. **WAIVER OF BREACH.** A State's failure to enforce its rights with respect to any single or continuing breach of this Agreement shall not act as a waiver of the right of the State to later enforce any such rights or to enforce any other or any subsequent breach.

17. **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 given in blocks 1.2 and 1.4, herein.

18. **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 Executive Council of the State of New Hampshire unless no such approval is required under the circumstances pursuant to State law, rule or policy.

19. CHOICE OF LAW AND FORUM.

19.1 This Agreement shall be governed, interpreted and construed in accordance with the laws of the State of New Hampshire except where the Federal supremacy clause requires otherwise. The wording used in this Agreement is the wording chosen by the parties to express their mutual intent, and no rule of construction shall be applied against or in favor of any party.

19.2 Any actions arising out of this Agreement, including the breach or alleged breach thereof, may not be submitted to binding arbitration, but must, instead, be brought and maintained in the Merrimack County Superior Court of New Hampshire which shall have exclusive jurisdiction thereof.

20. **CONFLICTING TERMS.** In the event of a conflict between the terms of this P-37 form (as modified in EXHIBIT A) and any other portion of this Agreement including any attachments thereto, the terms of the P-37 (as modified in EXHIBIT A) shall control.

21. **THIRD PARTIES.** This Agreement is being entered into for the sole benefit of the parties hereto, and nothing herein, express or implied, is intended to or will confer any legal or equitable right, benefit, or remedy of any nature upon any other person.

22. **HEADINGS.** The headings throughout the Agreement are for reference purposes only, and the words contained therein shall in no way be held to explain, modify, amplify or aid in the interpretation, construction or meaning of the provisions of this Agreement.

23. **SPECIAL PROVISIONS.** Additional or modifying provisions set forth in the attached EXHIBIT A are incorporated herein by reference.

24. **FURTHER ASSURANCES.** The Contractor, along with its agents and affiliates, shall, at its own cost and expense, execute any additional documents and take such further actions as may be reasonably required to carry out the provisions of this Agreement and give effect to the transactions contemplated hereby.

25. **SEVERABILITY.** In the event any of the provisions of this Agreement are held by a court of competent jurisdiction to be contrary to any state or federal law, the remaining provisions of this Agreement will remain in full force and effect.

26. **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 with respect to the subject matter hereof.

EXHIBIT A
SPECIAL PROVISIONS

1. In conformity with Paragraph 12 of the General Provisions, the State hereby authorizes the Contractor to utilize Ralph Prah, Peter Jacobs, Robert Wirtshafter and Ryan Kroll as subcontractors, at the rates specified in Exhibit C, at the Contractor's sole expense, and the State will reimburse the Contractor for the cost of its subcontractor's services. The State will not pay any subcontractor directly for its services to the Contractor. The amount to be paid to the Contractor, including the amounts paid for services provided to the Contractor by any permitted subcontractor, shall not exceed the Price Limitation listed in Exhibit C.
2. The Contractor may not substitute or change personnel identified in its Proposal without written notice to and the consent of the Department, such consent not to be unreasonably withheld.
 1. The Contractor agrees to maintain confidential all information to which it has access until such time as it is instructed otherwise by the Department.
 2. In accordance with the provisions of RFP 2023-017, the contract term may be extended for an additional year or three-year period to conduct the same or similar work and the not-to-exceed amount may be increased, all at the sole option of the State, contingent upon satisfactory contractor performance, projected requirements for similar consulting services, and Governor and Executive Council approval.
 3. In accordance with New Hampshire Executive Order No. 2023-05, boycotting Israel shall be grounds for termination of the contract.

EXHIBIT B

SCOPE OF SERVICES

The consultant(s) will be engaged by, and report to the Department and participate in the EM&V working group(s) consisting of the Department, the utilities, and stakeholder representatives.

Among other things, the engagement will include consulting services related to the following:

1. Participation at EM&V regular meetings and EM&V study-specific meetings;
2. Modifications and updates to the Technical Resource Manual;
3. Support and advice to the Department on EM&V, planning, and policies based on its experience with EM&V in New Hampshire and other states;
4. Developing, confirming, and updating a clear and coherent set of recommended EM&V studies for the current triennial period (2024-2026) and future periods; and
5. Review of and comment on EM&V studies and recommended approach for incorporation of study results in New Hampshire's energy efficiency programs and plan.

Specific tasks for the consultant may include, but are not limited to, the following:

1. Enhancing Department EM&V capabilities and acting on behalf of the Department, as needed;
2. Supporting the investigation and development of a consensus on issues related to EM&V studies, study results, and application of results in planning and reporting;
3. Providing recommendations on the selection and hiring of independent third-party evaluators/vendors;
4. Providing recommendations on the review of work products of independent third-party evaluators/vendors;
5. Monitoring contract management and providing recommendations, including the possibility of overseeing contract management, to ensure that studies stay on schedule and within budgetary limits; and communicate status to Department and the EM&V working group as needed.
6. Providing input into planning process and policies based on EM&V and other experience in other states;
7. Determining when impact evaluations should be accompanied by process evaluations, market effects evaluations, and market characterization studies;
8. Recommending if and when New Hampshire should participate in evaluation studies initiated in other jurisdictions in the northeast region;
9. Providing advice on all key terms/definitions related to energy efficiency evaluation, and how to effectively benchmark appropriate metrics;

10. Offering guidance on key evaluation issues and review approval of proposed EM&V methodologies;
11. Informing the EM&V Working Group concerning publicly available energy efficiency evaluation resources;
12. On-going review, modification, updating, and implementation of the Technical Resource Manual;
13. Providing input and recommendation on other studies related to the EERS plan (e.g., Avoided Energy Supply Cost Study, Non-Energy Impact Study, Energy Optimization, etc.);
14. Providing advice and support, including possible testimony before the Commission, regarding EM&V and related policies on behalf of the Department.

The consultant will meet with the Department on a quarterly basis or an alternative agreed to frequency to discuss relevant EM&V issues. The consultant will submit an annual report in an agreed to format summarizing EM&V activities by February 1, 2025 and February 1, 2026, or other mutually agreeable dates, and a final such report due by December 15, 2026.

EXHIBIT C

CONTRACT AMOUNT, TERMS AND METHODS OF PAYMENT

1. This contract agreement becomes effective upon the approval of Governor and Executive Council.
2. **Estimated Budget:** Skumatz Economic Research Associates, Inc. (Contractor) will charge for professional consulting services for time involved and expenses incurred for an amount not to exceed \$299,826. Services will be provided as outlined in Exhibit B at the following hourly rates:

*The asterisked names below are those of subcontractors whom the Contractor is permitted to utilize as needed.

Name	Labor Rate (fully loaded) (\$/hour)
Lisa Skumatz	\$203.00
Ralph Prah!*	\$230.00
Peter Jacobs*	\$226.00
Robert Wirtshafter*	\$232.00
Ryan Kroll*	\$203.00

All reasonable related out-of-pocket costs and expenses, including travel, approved by the Department, will be invoiced at cost without mark-up and are subject to the Price Limitation below.

3. **Price Limitation:** The contract shall not exceed \$299,826.
4. **Method of Payment:** Payment to be made on satisfactory completion of the assigned work on the basis of monthly invoices reviewed and approved by the Department. All invoices shall be supported by a summary of activities that have taken place in accordance with the terms of the contract, along with a detailed listing of out-of-pocket expenses incurred and copies of receipts. Invoices shall provide adequate back up including the dates and hours worked per individual during the month and the detailed description of the service provided during those hours. Invoices shall be submitted by email to Elizabeth Nixon at elizabeth.r.nixon@energy.nh.gov or mailed to her attention at: Business Office, New Hampshire Department of Energy, 21 South Fruit Street, Suite 10, Concord, New Hampshire 03301-2429.

Payments hereunder are contingent upon the availability of funds assessed pursuant to RSA 365:37. The Department will assess the costs of the contract to the appropriate party(ies) and upon payment of the assessment, will process payment to the Contractor.

State of New Hampshire

Department of State

CERTIFICATE

I, David M. Scanlan, Secretary of State of the State of New Hampshire, do hereby certify that SKUMATZ ECONOMIC RESEARCH ASSOCIATES INC is a Washington Profit Corporation registered to transact business in New Hampshire on March 28, 2018. I further certify that all fees and documents required by the Secretary of State's office have been received and is in good standing as far as this office is concerned.

Business ID: 791428

Certificate Number: 0006353350



IN TESTIMONY WHEREOF,

I hereto set my hand and cause to be affixed
the Seal of the State of New Hampshire,
this 5th day of December A.D. 2023.

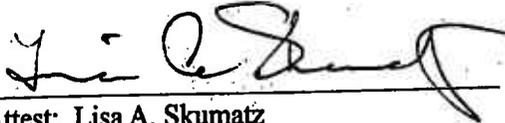
A handwritten signature in black ink, appearing to read "D. Scanlan", is written over a faint circular stamp.

David M. Scanlan
Secretary of State

CERTIFICATE OF AUTHORITY
Sole Shareholder Corporation

I, Lisa A. Skumatz, hereby certify that I am the sole shareholder and individual (sole) governor (officer or director) of Skumatz Economic Research Associates Inc, a Washington Profit Corporation registered to conduct business in the State of New Hampshire.

I certify that I am authorized to enter into any contract or execute and deliver any instrument in the name of, and on behalf of, the corporation, and to bind the corporation. I further certify that it is understood that the State of New Hampshire will rely on this certificate as evidence of my authority to bind the corporation and of the statements made herein.



Attest: Lisa A. Skumatz
Sole Shareholder, Officer, and Director
Skumatz Economic Research Associates Inc

Dated: 12/4/23

