



May 5, 2026

Martin Cervantes  
Director of Maintenance, Operations and Transportation  
Redwood City School District  
750 Bradford St., Redwood City, CA 94063

Dear Martin,

Please accept this letter as a commitment offer for the incentive quotes on behalf of PG&E Government/K-12 program as administered by Willdan Energy Solutions.

The table following this cover letter presents the project financials for each site that we assessed. This table also includes the incentive funds that PG&E, through Willdan as Program Administrator, has committed to this project. This letter reserves those funds on a **first come first served basis**. Please let me know if there is an expected delay in signature approval as funding is limited.

The GK12 program will be managing your work across 10 different projects – to be reported to PG&E on completion. The enclosed Program Participation Agreement governs each of those projects individually.

GK12 is funded by the California Ratepayer and has limited funding for your project to keep it **no/low cost**. By accepting this project the signing agency (Participant) acknowledges and agrees to the following:

1. *Participant, as applicable, will support navigating the permitting process.*
2. *Participant will, as applicable, facilitate setting permitting expectations for the GK12 program scopes made part of this Program Participation Agreement.*
3. *GK12 has budgeted \$500.00 per permit. Should per project permitting costs exceed \$500.00, the program reserves the right to (a) cover the cost or (b) pass the cost back to your agency should the total cost of the install exceed our program budget for the work.*
4. *Participant agrees that changes in permitting requirements and expectations, from permit issuance to permit closure will not occur. Should they occur, Participant agrees to waive or cover any additional permitting costs associated with special inspections or after-the-fact engineering expectations that exceed the budgeted \$500.00 noted in item 3 above.*
5. *Participant understands that clear expectations regarding permitting, as applicable, prior to installation, will mitigate challenges during permit closures.*
6. *Participant understands that the project scopes are limited to actions that must be taken to install a Heat Pump Water Heater.*
7. *Participant understands that upstream or downstream plumbing issues may arise due to the temporary shut-off of hot-water. Examples include but are not limited to failing o-ring and gasket failures.*
8. *The program will in good faith, support the resolution of such issues noted in item 6 and 7 above; additional funding to address upstream and downstream issues not associated with the scope will be considered on a case-by-case basis.*


9. *The agency has reviewed the scope and understands the recommendations by the GK12 program, has informed Willdan of potential changes in facility functional use or forecasted changes in occupancy, and that the presented scope is acceptable for current and forecasted use.*
10. *GK12 will not be responsible for a lack of hot water should the space's functional use change or should occupancy levels increase after the installation.*
11. *For on-demand units, participant understands that recirculation pumps need to move water at greater than 0.5 gallons/minute (gpm) to turn on the water heater. If there is an existing recirculation pump that is less than 0.5 gpm, the participant needs to inform Willdan if the pump should be bypassed, left in place, or if participant will be replacing with a higher flow pump..*
12. *For on-demand units, participant has the option to install a timer on the recirculation pump under the PGE GK-12 program at no additional cost. This must be done at the time of installation for the incentives to cover the cost.*
13. *The Participant, will in good faith, promptly communicate with GK12 staff should any concerns arise to ensure the program can rapidly resolve the stated issue.*
14. *Allow PG&E to perform a post-installation inspection, if they request it.*

Should you agree to move the project forward, our subcontractor will be responsible for the pulling and closing of building permits. A Willdan representative may periodically be onsite to oversee our subcontractor.

If there are any questions, please contact me.

Thank you in advance for participating in the PG&E Government K-12 Program.

Sincerely,

A handwritten signature in blue ink that reads "Lou Jacobson". The signature is written in a cursive, slightly slanted style.

Lou Jacobson  
Willdan Energy Solutions

cc: Tom Kouris





# Program Participation Agreement

**Thank you for participating in Willdan’s Government and K-12 Schools Program. Follow the 3 steps below to get started.**

**Step 1:** Submit this PPA and pre-installation application to Willdan before commencing installation of energy efficiency measures

**Step 2:** Willdan (“Implementer”) will review the application and issue a Notice to Proceed (NTP)

**Step 3:** After receiving a NTP, proceed with the installation of measures and then submit the post-installation application (includes Project Certification Form, invoices, calculations, photos, cut sheets, and W-9 form)

## Site Information

Site or Building Name: Site Contact Name: Site Contact Phone: Site Contact Email:

Site Address (if multiple, provide full list in an attachment): Mailing Address:

## PG&E Account Information

Account Holder Name: Interval Meter? (Y/N):

Electric Service ID#: Gas Service ID#:

## Project Estimates

Estimated Total Project Cost: Estimated Total Incentive<sup>1</sup>:

Estimated Project Completion Date:

## Measures - From Project Feasibility Study

| EEM NO. | Measure Description | Electricity Savings (kWh) | Demand Savings (kW) | Gas Savings (Therms) |
|---------|---------------------|---------------------------|---------------------|----------------------|
|---------|---------------------|---------------------------|---------------------|----------------------|

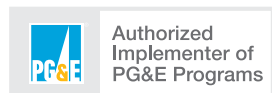
*Program representatives have developed detailed calculations for proposed measures using industry standard tools, including building modeling software as required. All measures included as part of this program participation have been screened for cost-effectiveness eligibility through a TRC analysis.*

## Incentive Payment - If Incentives Apply. Payee Must Have W-9 On File With The Program.

Make Incentive Payable To: Payee Type: Notes (Attention To, etc.):

Incentive Mailing Address: State: Zip Code: Telephone:

<sup>1</sup> See terms & conditions sections 9 & 11: funds are subject to change, first-come, first-served and are not guaranteed.



**Customer agrees to implement its Project at the designated property (Site) in accordance with these Program Participation Agreement (Agreement) terms and conditions (Terms).**

1. **AUTHORITY.** Customer represents and warrants it has the Project Site owner's permission to implement the Project and comply with these Agreement Terms.
2. **ELIGIBILITY.** Projects for a custom, deemed, retro-commissioning, or NMEC project must be implemented at a non-residential site that is considered a local government, local educational agency, or federal agency. Services outside of these sectors must be approved in writing by the PG&E Program Manager. The project's meter must be charged the public purpose fund surcharge, and the Project measure(s) must not have been replaced within the last 5 years and must meet all other eligibility requirements as may be required by PG&E.
3. **PROGRAM REGULATORY AND MANUAL RULES.** Project implementation is subject to all applicable California Public Utility Commission (CPUC) regulatory mandates and the Program's rules and policies, which may change without notice. Rules include: all relevant CPUC actions including but not limited to decisions, dispositions and advice letters, GK12's program implementation plan and, PG&E policies, procedures and Platform Rulebook. Individually and collectively, these are referred to as the Program Manual rules.
4. **PROJECT WRITTEN APPROVAL.** Projects that require Implementer's or PG&E prior written approval as required in the Program Manual Rules, require Customer to not remove any existing equipment/systems, pre-order, purchase, or install any measures or equipment for their Project, until receiving such written approval to avoid disqualification.
5. **INSTALLER AND MEASURE INSTALLATION.** Customer is solely responsible to obtain all qualifying measure equipment required to implement their Project, to select, contract with, and pay (which Customer can assign their qualifying incentive) an appropriately licensed Installer to install and make operational the Project measure(s). PG&E and Implementer: (a) will not supervise, oversee, perform any background checks, or have any control over the Installer performing the Project measure installation; (b) will not acquire or purchase any qualifying measures for the Project or provide any such related equipment or product warranties of any kind; (c) will not solicit installation bids, prepare or evaluate the Project's design or engineering needs and (d) and will not be responsible for any other Installer or measure fees or costs for the Project. The liability related to these issues is solely between the Installer and the Customer. Customer must contract separately with an Installer to perform as required under this Agreement, any installation or construction for their Project measures approved to be eligible to receive any Program Customer Incentive.
6. **MEASURE INSTALLATION LAW COMPLIANCE.** All Project measure installations to qualify must comply with federal, state, and local laws, safety requirements and applicable manufacturer and product instructions to be eligible for incentives.
7. **MEASURE QUALIFICATION.** Equipment leased, rebuilt, resale products, received from warranty or insurance, exchanged, or won as a prize; new parts installed in existing equipment, are not eligible to be used for project measure qualification. Qualified product must meet GK12's minimum qualification standards and governing custom or statewide workpaper requirements.
8. **PROJECT PERMITS.** Customer is responsible to obtain and pay for any required permits to implement their Project when using internal labor or a non-program installer. Customer will support and guide permitting for projects utilizing program implementing parties (contractors).
9. **PROJECT OPERATIONAL DUE DATE.** Projects must be completed and fully operational no later than one (1) year from the execution of the Program Participation Agreement. Projects that are delayed beyond the one-year threshold must receive a written extension by the GK12 Program Manager.
10. **PROJECT OR SITE CHANGES.** Any material change during or after the Project implementation or to the Site impacting the Project's energy saving benefits due to occurrences of non-routine events (i.e., required use of additional heating and cooling loads, modified operating hours), Customer will promptly provide Implementer written description of these circumstances.
11. **PROJECT DESIGN AND FEASIBILITY.** PG&E may review but has no responsibility or accountability for the Project's design, construction, installation, or maintenance nor does such review constitute any PG&E guarantee or representation as to the Project's economic, technical, or operational capability for any of the measures installed.
12. **PROJECT SITE ACCESS.** Customer agrees to provide or procure for the Implementer, PG&E, the CPUC, and their representatives Project Site access to perform Project administration and/or implementation requirements to include, but not limited to, inspection of pre and post measure installation, calculation and verification of Project baseline and actual performance energy saving measurements, etc.
13. **SAFETY.** If at any time during the Customer's participation in the Program and/or implementation of their Project, PG&E or Implementer, in their sole discretion, determines any Site conditions, Project implementation, or Program participation creates or may potentially create an unsafe situation or may adversely impact the reliability to provide electric or gas service to the Site, PG&E or Implementer shall have the right to suspend Customer's Project implementation until such time as PG&E or Implementer determines, these unsafe conditions are satisfactorily resolved and safety restored.
14. **CUSTOMER INCENTIVES.** Incentives come from California ratepayers funding and is made available under the Program on a first-come, first-served basis until such funding is depleted or as otherwise directed by the CPUC. Incentives may not exceed Project costs or the energy savings that exceed the actual annual amount of the electricity usage recorded at the Project's meter.
15. **CALCULATION OF THE PROJECT INCENTIVE.** Project incentives are paid based on the Project's completed and actual verified energy savings. Stated Project incentives, energy savings projections and installation costs on the Custom Project application are estimates only and may vary when verified. Implementer and PG&E will validate the Project's baseline energy measurements, verify the actual energy savings, and determine the Project's incentive payment to align and comply with the Program Manual Rules and these terms.
16. **WORKFORCE STANDARDS AND INCENTIVES FOR HVAC AND LIGHTING CONTROL MEASURES.** Projects that receive an incentive for non-residential heating, ventilation, and air conditioning (HVAC) measure exceeding \$3,000 and/or for lighting control (LC) measure exceeding \$2,000, prior to these measures being installed, modified, or maintained, each technician rendering such work is required to provide their applicable qualification documentation and must have for at least one of the following: (a) Completed an accredited HVAC apprenticeship. (b) Is enrolled in an accredited HVAC apprenticeship. (c) Completed at least five years of work experience at the journey level according to the Department of Industrial Relations definition, Title 8, Section 205, of the CA Code of Regulations, passed a practical and written HVAC system installation competency test, and received credentialed training specific to the installation of the technology being installed. (d) Has a C-20 HVAC contractor license issued by the CA Contractors State Licensing Board; and for LC Measures the person doing the work must produce an installer certification from the CA Advanced Lighting Controls Training Program.
17. **CUSTOMERS WITH SELF GENERATION CAPABILITIES.** Customers with existing co-generation or self-generation system at the Project Site, the Project incentive is limited to the previous 12-month energy usage (kW, kWh and Therms) purchased from or delivered by the utility

providing services on the Project's meter(s).

18. PROJECTS WITH NON-PG&E ENERGY SUPPLY. Non-PG&E supply, i.e., generation or deliveries from another commodity supplier, these Project incentives will be solely determined by PG&E based only on the energy savings reflected on the electric grid or natural gas system.
19. NO DOUBLE DIPPING. Customer represents they have not received within the last five years and will not apply for five years from the date of this Agreement, to acquire any energy saving incentives or rebates offered by PG&E, other California energy saving programs using the Customer's Project or measures implemented under this Agreement.
20. ENERGY BENEFITS AND INCENTIVE DISQUALIFICATION. Project incentives are provided in consideration of PG&E Ratepayers receiving 100 percent of the completed Project's life energy savings benefit or 5 years, whichever is less. For Projects that do not satisfy this energy savings benefit, Customer and the Program implementer shall be responsible to refund PG&E the prorated amount paid for such energy savings benefits not realized. This amount due, if any, will be off set against any incentives or payment due or such amount shall be payable within 30 days of notification.
21. PROJECT CERTIFICATIONS. Customers receiving incentives for Projects that involve receiving Incentives for energy efficiency measures must submit a written certification as required in CA Public Utilities Code Section 399.4 b (1) and (2) which states in relevance; "prior to receiving any Project Incentive payment, the recipient of the Incentive must certify the Project is complete and complied with applicable permitting and licensing requirements, any contractor performing the such work was a licensed contractor". For HVAC Project measures, proof of the HVAC permit closure must also be provided with the required Project Certification.
22. PROJECT COMPLETION DOCUMENTATION. Prior to issuing a Project Incentive payment, all applicable Project documentation required under these Terms and in the Program Manual Rules must be provided by the Customer, i.e., paid invoices, supplier name, address, phone, itemized listing of products, quantity, manufacturer and model number, Project Certifications, HVAC Permit closure evidence, final engineering calculations, schematic drawings, and related documentation as requested by PG&E that substantiates the Project's energy savings result and compliance with these Terms.
23. TERM AND TERMINATION. This Agreement is effective upon the Customer's signature and expires upon PG&E receiving the Project's energy savings benefits as defined in term 20, unless terminated sooner. Customer's breach of its obligations under these Terms, or upon directive by the CPUC, may result in the Agreement's termination. Implementer nor PG&E will be liable for any damages or claims arising from such termination. Except as otherwise expressly stated, Customer or Implementer may terminate this Agreement for any reason upon 15 work days with written notice.
24. CPUC RIGHTS. The CPUC is authorized to modify Program requirements at any time. All Customer Data and Project details, results, reports, energy usage data, or other identifiable information, shall be made available to the CPUC upon request.
25. RELEASE OF CUSTOMER DATA. Customer consents to Implementer and PG&E collecting, using, processing, storing, copying, and making the same available to other California Investor Owned Utilities (IOUs) for Statewide programs, the Customer's personal identifiable information, energy usage data, account number, billing data, documentation, other Project data, collectively (Customer Data), only as required to implement the Customer's Project and comply with the CPUC administrative and compliance requirements, the Program Manual Rules and these Agreement Terms.
- 26. NO WARRANTY AND DISCLAIMER.** PG&E MAKES NO REPRESENTATION OR WARRANTY, AND ASSUMES NO LIABILITY WITH RESPECT TO QUALITY, SAFETY PERFORMANCE, OPERATIONAL CAPABILITY, RELIABILITY OR ANY OTHER ASPECT OF ANY DESIGN, SYSTEM, OR EQUIPMENT INSTALLED RELATED TO THE PROJECT AND EXPRESSLY DISCLAIMS ANY SUCH REPRESENTATION WARRANTY OR LIABILITY, INCLUDING ANY WARRANTIES OF MERCHANTABILITY AND FITNESS FOR ANY PARTICULAR PURPOSES.
27. CUSTOMER PROJECT DATA OWNERSHIP. Customer's Project information, including the Customer Data obtained and developed in accordance with this Agreement shall be owned by PG&E and used for PG&E internal business purposes and no further consideration other than Project incentive will be paid. PG&E will not publish any identifiable Customer Data absent the Customer's written consent.
28. NO OBLIGATION. California consumers are not obligated to purchase any full-fee service or other service not funded by this Program. Program incentives are funded by California utility ratepayers under the auspices of the CPUC. Los consumidores en California no estan obligados a comprar servicios completos o adicionales que no esten cubiertos bajo este programa. Este programa a esta financiado por los usuarios de servicios publicos en California bajo la jurisdicci3n de la Comisi3n de Servicios Publicos de California (CPUC).
29. MISREPRESENTATION. Project information provided must be accurate and if determined fraudulent or misleading the Project Incentive will be disqualified.
30. LIMITATION OF LIABILITY. PG&E shall not be liable for any costs resulting from the Project's estimated versus actual energy savings, savings not materialized, cancellation or cost increase(s), fees, claims, or other charges for any reason arising from or related to a Program's Project implementation. In no event shall Implementer, Customer, or PG&E be eligible for special, incidental, lost profits, or consequential damages because of this Agreement.
31. ADVERTISING AND NAME USAGE. Implementer and Customer agree not to use each other's name, PG&E's name, or Customer's Project Site identifying characteristic in any published materials absent the appropriate written approval.
32. ASSIGNMENT. Customer may not assign their rights or obligations under this Agreement, absent Implementer's written consent.
33. PROJECT SITE SALE/TRANSFER. Customer will seek the necessary permission to enable assignment of this Agreement if the energy benefits are not fully realized, in the event of a sale of the Project Site or transfer to another Site Owner or Customer.
34. TAX LIABILITY. The receipt of any Project incentive or rebate may result in taxable income. Incentive tax reporting is between the Implementer and the Customer.
35. TOXIC MATERIALS. PG&E and Implementer shall have no responsibility for the discovery, exposure, presence, handling, removal, or disposal of hazardous materials of any kind related to implementing the Project, including without limitation, asbestos, PCBs, or other toxic substances.
36. GOVERNING LAW. This Agreement shall be construed in accordance with the laws of the State of California.

## Customer Affidavit for Accelerated Replacement Projects

To be completed if measure application type is Accelerated Replacement (AR)

Per CPUC Resolution E-5515, all AR Projects require the customer or an authorized representative of the customer to sign the below customer affidavit statement.

I, \_\_\_\_\_, hereby certify that I am authorized to make this declaration as the Customer or as an authorized representative of the Customer, \_\_\_\_\_. By signing below, I certify the existing equipment being replaced to the best of my knowledge is in working order. I acknowledge misrepresentation of this claim will result in a rejection of all or part my Project's participation in the Program and may be required to return all or part of the incentive(s) I received according. I understand a misrepresentation may also result in my participation in this Program and/or any California ratepayer future energy savings program participation and projects being disqualified, on probation or suspended.

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### Customer Signature

Customer acknowledges and agrees that Customer is eligible to participate and receive any Program incentives. Customer has reviewed and agrees to be legally bound by the attached Program terms and conditions which includes, but is not limited to, not removing any existing equipment or systems and/or purchasing or installing any Project energy efficiency measures, until Customer receives a written Project Approval.

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Customer Representative (print)

Signature

Date

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The Deemed Customer Affidavit Statement below complies with the CPUC Memorandum dated October 25, 2023, and titled *Preponderance of Evidence Requirements for Accelerated Replacement of Deemed Measures*<sup>1</sup>.

## Deemed Customer Affidavit Statement

I, \_\_\_\_\_ (Enter Name) hereby certify that I am authorized to make this declaration as an authorized representative of the participating Public Agency.

By signing below, I certify the following to the best of my knowledge:

- The existing equipment being replaced is in operating condition and in use.
- Without the program's rebate, incentive, support, and energy savings information, we would have continued to maintain the existing equipment for at least another year.

I acknowledge that misrepresentation will result in a rejection of all, or part of the project and that the Customer may be subject to additional scrutiny that may result in Customer exclusion from current and future incentive programs.

**Agency Name:** \_\_\_\_\_

**Customer Name:** \_\_\_\_\_

**Signature:** \_\_\_\_\_

**Date:** \_\_\_\_\_

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<sup>1</sup> <https://cedars.sound-data.com/deer-resources/deemed-measure-packages/guidance/resource/14/history>



**May 5, 2026**

**To:** GK12 Program Participants  
**From:** Thomas Kouris, Willdan Energy Solutions (PG&E Program Implementor)  
**Subject:** Demand Response

Dear Program Participant,

Thank you for enrolling in the PG&E GK-12 Water Heater Replacement offer. With the installation of a new electric heat pump hot water heater (HPWH), you have switched from gas to an efficient electric heat pump solution which will reduce your carbon and air emissions.

Your enrollment includes substantial incentives to reduce your installation cost. The incentive program asks participants to enroll in a Demand Response (DR) program. We determined based upon your operations, the locations getting the 50-gallon units appear the most conducive to a DR program. Currently this PG&E program is in flux; Willdan will get back with you when a program accepts our devices. Until that time, no decision will need to be made whether you wish to participate or not. This will not impact the installation of the heat pumps.

Here is some general information on the DR Program, which helps you to: reduce your electric bill, reduce greenhouse gas emissions, improve air quality, and support grid stability in California.

On the 50-gallon HPWH, we can install a device allowing it to be controlled remotely. When requested by PG&E or CAISO (grid management for the state), the DR Provider will minimize your water heater energy usage for up to 4 hours, typically between 4pm-9pm (demand response *event*). The events occur on the hottest days of the summer or other grid-stressed times from May 1 through October 31. There are typically 5-15 events/year.

Please consider which buildings are closed in the evenings or have little to no hot water demand in the evening. All of these are excellent candidates for demand response. Conversely, fire and police stations, 24/7 operations requiring hot water in the evening, and recreation centers that rent their hall and kitchens would not be good candidates.

About 45 minutes prior to an event, the DR Provider will assess the temperature of the water in the tank. A signal will be sent to your HPWH to turn *on* to preheat the water to a temperature slightly *higher* than the standard setting. Preheating allows you to comfortably “ride through” the DR event as any temperature difference should not be noticeable. A drop in temperature is typically 1 degree per hour. So, your HPWH may go from about 125 degrees to about 120 degrees during the event. Again, you will save money.

The intent of this letter is to notify you that we will install the demand response controllers during the heat pump installation. When the demand response program for heat pumps resumes, you would then have the option to enroll in the program. Putting the controllers on now gives you the option to participate later. Again, this is something you will decide later. We are just providing a little information.

A handwritten signature in black ink, appearing to read 'TKouris'.

Thomas A Kouris