

## 2010 Sustainability Report

This sustainability report is compiled as a requirement of Green Core Certification. You may learn more at: <http://www.green-core-company.org/>

Bluepoint Environmental seeks certification in Spring 2011. The following are checklist items that are included in Sustainability Reports.

### B49 – Financial and Environmental Benefits associated with a Paper Reduction Program

Based on a random week in the year of 2011, Bluepoint Environmental saves about 7850 pages a year. This amounts to about \$77 of savings on paper costs per year based on \$48.99 per case of 5000 sheets of paper.

### C30 – Measurement of environmental and cost reduction (if any immediately perceivable) from paper purchasing, elimination of bottled water, and purchasing 100% recycled file folders.

Better Paper Purchasing:

Copier/printer paper is at least 30% post-consumer recycled content, resulting in an estimation of at least 2355 printed pages of post-consumer recycled content.

Elimination of Bottled Water:

If every employee purchased a bottle of water for each working day of the year, 1060 bottles of water would be bought per year.

That's 1060 bottles eliminated from the waste or recycle stream and \$1060 saved per year at \$1 per bottle of water.

100% Recycled File Folders:

336 such file folders are estimated to be used each year based on a random month in 2010.

### D23 Performance of Two Pollution Prevention Actions

Twenty plastic grocery bags were reused as trash bags, preventing the pollution associated with producing and transporting unnecessary trash bags. There are currently multiple employees using this practice. Others will be urged to practice this as well.

Fifty percent less CO<sub>2</sub> is produced by Alvin Chan when on qualifying jobs. He rents a more efficient vehicle, usually a Toyota Camry, instead of using his own Sport Utility Vehicle (SUV). The SUV uses approximately twice as much fuel as the Camry, producing twice as much CO<sub>2</sub>

(<http://www.epa.gov/oms/climate/420f05004.htm>).

### E47 Obtain a walk-through energy audit for basic and low-cost energy savings

Attached.

### E49 Carbon Footprint

Total Building Footprint = 10.4 Metric Tons of CO<sub>2</sub>  
(<http://www.carbonfootprint.com/businesscalculator.aspx>)

### G30 2010 Survey of Commuting Habits

Total Commuting Miles  
14087

Company Travel Miles based on month of October  
35712 miles

### G31 Greenhouse gas emissions reduction from reduced car or airplane travel

The nature of our field work usually requires everyone to have their own car on demand. However, we carpool when it makes sense. Carpooling in 2010 reduced CO<sub>2</sub> production by 2.3 pounds.

<b>Customer Name:</b>	BLUEPOINT ENVIRONMENTAL LLC	<b>Application Number :</b>	783721
<b>DBA Name:</b>	BLUE POINT ENVIRONMENTAL LLC	<b>Account Number:</b>	05000-29023
<b>City :</b>	706 N SALINA ST STE 204, SYRACUSE	<b>Telephone :</b>	315-299-2467
<b>State and Zip :</b>	NY 13208	<b>Contact Name :</b>	MATT DARIN
<b>Facility Square Footage :</b>	2000	<b>Auditor Name :</b>	TIMOTHY LUCERO
		<b>Audit Date :</b>	

**Save money on your electric bill by using energy more efficiently. And, through the power of action, you reduce greenhouse gases (CO2) annually by 4,962 pounds.**

Estimated Annual Savings ( KWH)
4,510.49

Estimated Annual Savings in Dollars
\$501.57

Estimated Job Cost
\$1,114.47

Prevailing Wage
--

Estimated Customer Contribution
\$334.34

Estimated National Grid Contribution
\$780.13

Payback Period in Months
8

**No upfront cost to you - finance your contribution on your monthly electric bill.  
Choose from 3 convenient payment options.**

Lump Sum Payment ( Additional 15% Discount)
\$284.19

12 Monthly Payments ( Interest Free)
\$27.86

24 Monthly Payments ( Interest Free)
\$13.93

National Grid Small Business Lighting Energy Efficiency Program

**Room by Room Energy Lighting Plan**

Line	Location Description	# of BL Fixtures	Baseline Fixture Code	Mount HT'	# of Prop Fixtures	Proposed Fixture Code	Motion Control	Lift Required (scissors or boom)
1	204	4	W4/4F40/M	8	4	RLRB/4F32/L	-	0
2	204	2	W4/2F40/M	8	2	RLRB/2F32/L	-	0
3	File Room	2	W4/4F40/M	8	2	NW4/2F28/L	-	0
4	File Room	1	S4/1F40/M	8	1	RLRB/1F32/L	-	0
5	203	4	W4/4F40/M	8	4	RLRB/4F32/L	-	0
6	201	3	W4/4F40/M	8	3	RLRB/4F32/L	-	0
7	201	1	W4/4F40/M	8	1	RLRB/4F32/L	-	0
8	201	1	W4/4F40/M	8	1	RLRB/4F32/L	-	0

# Energy Savings Plan



DETAIL

Date: 2/7/2011

Application Number: 783721

<b>Customer Name:</b>	BLUEPOINT ENVIRONMENTAL LLC	<b>Application Number :</b>	783721
<b>DBA Name:</b>	BLUE POINT ENVIRONMENTAL LLC	<b>Account Number:</b>	05000-29023
<b>Address :</b>	706 N SALINA ST STE 204,	<b>Telephone :</b>	315-299-2467
<b>City :</b>	SYRACUSE	<b>Contact Name :</b>	MATT DARIN
<b>State and Zip :</b>	NY 13208	<b>Auditor Name :</b>	TIMOTHY LUCERO
<b>Facility Square Footage :</b>	2000	<b>Audit Date :</b>	

ECM Id	Site Location	ECM Code	ECM Description	Kit Type	Quantity	KW Savings	KWH S
699267	1-204	459	Fluor - 4L4 T8/LP	Fluorescent Relamp/Reballast Kit (4 lamps)	4	0.36	1,029
699268	2-204	457	Fluor - 2L4 T8/LP	Fluorescent Relamp/Reballast Kit (1-2-3 lamps)	2	0.08	240
699279	3-file Room	497	Fluor - 2L4 T8/LP 28W	Fluorescent Fixture Installation Kit	2	0.29	835
699280	4-file Room	456	Fluor - 1L4 T8/LP	Fluorescent Relamp/Reballast Kit (1-2-3 lamps)	1	0.03	88.
699281	5-203	459	Fluor - 4L4 T8/LP	Fluorescent Relamp/Reballast Kit (4 lamps)	4	0.36	1,029
699282	6-201	459	Fluor - 4L4 T8/LP	Fluorescent Relamp/Reballast Kit (4 lamps)	3	0.27	772
699283	7-201	459	Fluor - 4L4 T8/LP	Fluorescent Relamp/Reballast Kit (4 lamps)	1	0.09	257
699284	8-201	459	Fluor - 4L4 T8/LP	Fluorescent Relamp/Reballast Kit (4 lamps)	1	0.09	257
<b>Total</b>						<b>1.58</b>	<b>4,510</b>

Customer Name:	LLC	Vendor:	SMARTWATT ENERGY INC
Address:	706 N SALINA ST STE 204,	Audit Date:	
Town, State, and Zip Code:	SYRACUSE, NY 13208	Auditor	TIMOTHY LUCERO
Account Number:	05000-29023	Application No:	783721

National Grid ("Company") is offering an energy conservation program ("Program") to certain commercial and industrial customers ("Customer") that have an average monthly demand less than or equal to 100 kW. Under the Program, the Company is arranging the installation of certain energy efficiency measures ("Measures") at the facilities of eligible customers. Customer agrees to have a contractor hired by the Company for the Program install the Measures and pay a portion of the installation cost as described in Section Six listed below. The following are terms and conditions that govern the Program and the installation of the Measures:

### 1. Measures to be Installed

An independent contractor ("Installation Contractor") hired by the Company will install at Customer's property the conservation Measures described in Section Six below. The Installation Contractor shall permanently disable all lamps replaced pursuant to this Agreement (make them unfit for reuse). The disposal of any lighting equipment which is removed (with exception of fluorescent ballasts and lamps) will be the responsibility of the participating Customer. The disposal of any fluorescent ballasts and lamps will be the responsibility of an outside contractor hired by the Company.

### 2. Installation Date

The Installation Contractor will attempt to install the Measures within thirty (30) days of Customer signing this Agreement.

### 3. Warranty and Disclaimers

- (a) The Company will provide a one-time equipment replacement free of charge for any equipment that fails to operate according to manufacturer's specifications for a period of two years after the date of the original installation. Lamps will be warranted for one year.
- (b) Customer may have other warranty rights that may have been provided by the manufacturer of the devices installed under this Agreement. Customer, however, may exercise such rights only against the manufacturer, and not against the Company or its affiliates.
- (c) OTHER THAN THE REPLACEMENT WARRANTY STATED IN SUBPARAGRAPH 3(a) ABOVE, NEITHER THE COMPANY NOR ITS AFFILIATES MAKE ANY WARRANTIES OF ANY KIND, INCLUDING WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE
- (d) The Company does not guarantee that the Measures will, in fact, save any level of energy or result in a lowering of the customer's electric utility bill.
- (e) Neither the Company nor its affiliates shall be liable to Customer for consequential or incidental damages arising out of the Program, whether in contract, tort (including negligence) or any other theory of recovery.

### 4. Access to Property

- (a) Customer will provide reasonable access to Customer's property during normal business hours for Installation Contractor to perform the installation work.
- (b) In addition, the Customer will allow the Company to make a reasonable number of follow-up visits during the twenty-four months following installation, with advance notice and at a time convenient to the customer. The purpose of the follow-up visits is to provide the Company with an opportunity to review the operation of the Measures for program education purpose. During the follow-up visits, the Company may make suggestions to the Customer regarding operation of the Measures, but the Customer is under no obligation to follow any such suggestions. If the Customer does follow any instructions, the Company will not be liable to the Customer in tort (including negligence) for the Customer's reliance on the suggestions.

### 5. Discretion of Installation Contractor

When undertaking the installation, the Installation Contractor or the Company (at their sole discretion) may choose not to make the installations specified below for reasons related to safety, discovery of unforeseen conditions, or the complete utilization of the Company's program budget.

Initial Here: \_\_\_\_\_

ENVIRONMENTAL LLC  
Address: 706 N SALINA ST STE 204,  
Town, State, and Zip Code: SYRACUSE, NY 13208

**6. Equipment and Customer Contribution**

(a) The Installation Contractor will install the equipment listed on the attached Small Business Energy Savings Plan, incorporated herein by reference. The estimated cost of the installation including the estimated cost of the Customer's contribution is also itemized on this report. The Customer may choose to pay its cost contribution over twelve or twenty-four months or may choose to pay it in one lump sum. If the Customer chooses to pay it in one lump sum, the Company shall discount the Customer's contribution by 15%.

**The Customer opts to pay its cost contribution by (check one):**

- Lump sum payment of \$284.19 includes Customer discount of 15%
- Twelve (12) monthly payments of \$27.86 per month
- Twenty-four (24) monthly payments of \$13.93 per month

(b). The Customer shall pay no more than the estimated cost shown on the report. If the actual cost of the installation is less than the estimated cost or if the Installation Contractor chooses not to make an installation in accordance with Section 5, the Installation Contractor shall adjust the customer's contribution and advise the Customer.

**7. Participation in Other Energy Efficiency Programs**

The installed measures are not eligible for incentives from other energy efficiency programs.

**8. Authorized Signature of Customer**

By signing below, the Customer agrees to the applicability of the terms and conditions described above.

**CUSTOMER ADDRESS WHERE MEASURES WILL BE INSTALLED:**

BLUEPOINT ENVIRONMENTAL LLC  
706 N SALINA ST STE 204,  
SYRACUSE, NY 13208

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

Name(Print): \_\_\_\_\_

Title: \_\_\_\_\_

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

Incorporated

Not Incorporated

If Not Incorporated, Federal ID # \_\_\_\_\_

**Customer Name:** Blue Point Environmental LLC  
**Address:** 706 North Salina Street Suite 204  
**Town, State:** Syracuse  
**Zip Code:** 13208  
**Application Number:** 783721

**General Program Overview and Customer Responsibilities:**

\*\*The National Grid Small Business program provides energy savings incentives for the 1 for 1 replacement and retro-fit of existing fixtures utilizing the existing electrical wiring and mounting hardware present in the customer facility. Any additional wiring and/or labor which has not been presented by the auditor as part of the Price Adjustment Report and Prito install the proposed lighting upgrade will result in additional cost passed along to the customer at the time of installation. This additional cost will be presented to the customer at the time these conditions are discovered, and the customer will have the right to cancel work in which additional cost is presented. If this work is canceled, all cost, savings, and incentives as proposed for the basic actions removed will be eliminated from the National Grid invoice for work completed.

\*\*All lamps and ballast which are being replaced must be recycled as part of this program. The customer does not have the option to keep this material for future use.

\*\*All general waste and disposal generated by installation of the proposed project is the responsibility of the customer to dispose of. This includes fixtures housing, scrap metal, new lighting material packaging, etc. SmartWatt Energy Inc. can coordinate the general waste disposal for the project for an additional fee if agreed to and paid for by the customer before such work begins.

\*\*All lifts and staging cost are the responsibility of the customer. If for any reason the auditor has not included additional cost for lifts and/or staging, and it is found that lifts and/or staging is needed to complete the proposed actions by the electrical contractor during installation, the customer must agree to this additional cost before installation of the proposed actions can take place. This additional cost will be presented to the customer at the time these conditions are discovered, and the customer will have the right to cancel work in which additional cost is presented. If this work is canceled, all cost, savings, and incentives as proposed for the basic actions removed will be eliminated from the National Grid invoice for work completed.

\*\*The customer must provide reasonable access to all lighting fixtures and property where work must be completed to install the proposed scope of work. If immovable objects are present which will lengthen the time required to install the proposed scope of work, the cost associated for this additional time is the responsibility of the customers. Any additional cost which has not been presented by the auditor as part of the Price Adjustment Agreement and Price Adjustment report will result in additional cost passed along to the customer at the time of installation. This additional cost will be presented to the customer at the time these conditions are discovered, and the customer will have the right to cancel work in which additional cost is presented. If this work is canceled, all cost, savings, and incentives as proposed for the basic actions removed will be eliminated from the National Grid invoice for work completed.

\*\*The scope of work as proposed will be the scope of work which is installed. Any changes to this scope of work at the request of the customer resulting in additional labor and/or material cost to SmartWatt Energy Inc. will be passed along to the customer at the conclusion of the project. These additional costs will be provided to the customer before additional work begins and the customer will have the right to install these changes to the scope of work with their own sub-contracted labor if requested. These changes include, but are not limited to; changes to the scope of work to increase light levels and the removal of equipment installed as part of the proposed scope of work which is no longer wanted by the customer after installation.

**The below line items represent the Price Adjustment Report which will be invoiced to the customer directly**



Description of Work	Price/Unit	Number of Units	Price Adjustment Cost
<i>No Additional Work quoted on Audit</i>	<b>\$0.00</b>	<b>0.00</b>	<b>\$0.00</b>

<b>Total Price Adjustment Cost:</b>	<b>\$0.00</b>
<b>Tax Rate:</b>	<b>8.00%</b>
<b>Tax:</b>	<b>\$0.00</b>
<b>Total Cost:</b>	<b>\$0.00</b>

**Equipment and Customer Contribution**

(a) SmartWatt will provide the additional work and services as listed on the attached SmartWatt Price Adjustment Report, incorporated herein by reference. These additional items may include wiring costs, fixture relocations, caps offs, permit fees, cost for work performed after normal day work hours, lift equipment, disposal, and other special applications. In addition, the costs involved with updates required to meet electrical codes/standards are the responsibility of the customer.

(b) The Customer is to pay in full \$0.00 after signing the SmartWatt Price Adjustment Agreement and at least 10 days before the start of the work.

(c) SmartWatt has based the lift rental cost and delivery charges on the most common weekly rate. At the end of the project, if it is found that the rental fee has been overstated, SmartWatt will return the unused portion via a return check. If it does become necessary for the rental to be extended longer than the original projection, additional money will be owed. SmartWatt will provide an Invoice for this additional cost and request payment made with 10 days of receipt of Invoice.

***By signing below, the customer agrees to the applicability by the Installation Contractor (SmartWatt Energy) of the terms and conditions for payment of the Price Adjustment and the Customer Responsibilities as described above and the terms and conditions for payment of the Price Adjustment.***

By: \_\_\_\_\_

Title: \_\_\_\_\_

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

NAME (PRINT): \_\_\_\_\_

**Customer Email Address:**

(USED FOR INVOICING ONLY)

\_\_\_\_\_

**Customer Name:** BLUEPOINT ENVIRONMENTAL LLC

**Application Number:** 783721

I certify that I have seen the conservation measure(s) that have been installed, and I am satisfied with their installation.

Customer Signature: \_\_\_\_\_

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

Name (print): \_\_\_\_\_