We help utilities, businesses and individuals make smart energy decisions every day.
Our comprehensive portfolio

<table>
<thead>
<tr>
<th>PROGRAM FILING</th>
<th>PLANNING &amp; DESIGN</th>
<th>IMPLEMENTATION</th>
<th>MEASUREMENT &amp; EVALUATION</th>
<th>PILOTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Residential</td>
<td>Commercial and Industrial</td>
<td>Institutional and Other</td>
<td>Direct to Businesses</td>
<td></td>
</tr>
<tr>
<td>Behavioral</td>
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<td>Agriculture</td>
<td>Design Build</td>
<td></td>
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<tr>
<td>Demand response</td>
<td>Commercial program marketing</td>
<td>Combined heat and power</td>
<td>Grocery</td>
<td></td>
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<tr>
<td>Direct install</td>
<td>Custom &amp; prescriptive</td>
<td>Contact centers</td>
<td>Strategic Energy Management</td>
<td></td>
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<tr>
<td>Electric vehicles</td>
<td>Data centers</td>
<td>Government</td>
<td></td>
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<td>Energy advisor</td>
<td>Demand response</td>
<td>Hospitals</td>
<td></td>
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<tr>
<td>Existing &amp; New homes</td>
<td>Electric vehicles</td>
<td>Manufacturing</td>
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<td>HVAC</td>
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<td>Marketing services</td>
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<td>Low income</td>
<td>HVAC</td>
<td>Oil &amp; gas</td>
<td></td>
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<tr>
<td>Multifamily</td>
<td>Midstream</td>
<td>Renewables</td>
<td></td>
<td></td>
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<tr>
<td>Online audits</td>
<td>Market verticals</td>
<td>Schools &amp; universities</td>
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<tr>
<td>Residential program marketing</td>
<td>New construction</td>
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<td>Retrocommissioning</td>
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<td>School kits</td>
<td>Small business</td>
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<tr>
<td>Solar PV/hot water</td>
<td>Strategic Energy Management</td>
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</table>

Learn more about our solutions at clearesult.com.
SMART Application Process
The timing of SMART launch is dependent the MA Department of Public Utilities (DPU) SMART Tariff proceedings.

Two SMART Program website types under development:

- **www.MASmartSolar.com**
  - General program information & updates
  - Frequently Asked Questions
  - “How To” guides & checklists
  - Links to regulations & electric distribution company (EDC) websites

- **https://MASmartSolar.PowerClerk.com**
  - Online, secure application portals
  - Access is limited by username & password
  - Each user has their own account
  - Can grant access on a project by project basis so employees at same company can share
  - All communication & documentation via portal!
www.MASmartSolar.com

- General program information
- Updates on program dates, processes, etc.
- Frequently Asked Questions
- Links to regulations, etc.
- Links to utility interconnection and related webpages
- Instructions and “How To” guides are being developed
SMART Program Application Portals

There will be three portals: one each for:
- Eversource
- National Grid
- Unitil

Portals will be opened later in 2018 after the DPU SMART Tariff proceedings are completed and the SMART Program fully launches.

https://MASmartSolar.PowerClerk.com
1. Log on to existing account (or create new one)
2. Select “Small” (≤ 25 kW) or “Large” system
3. Complete the online forms
   a. EDC info, copy of electric bill, rate code, & account number
   b. Applicant, System Owner, Customer of Record (with utility), and the Installer contact info
   c. Site information including land use characteristics
   d. PV project details including metering account type
   e. Adder details, if applicable
4. Upload required documents in pdf, jpeg, or similar formats (5 MB limit / document)
5. Electronically sign the certification form
6. Pay application fee via credit card
7. Submit application
8. Receive acknowledgement & Receipt

PowerClerk is the communication tool for all Applications!

You will receive updates via PowerClerk at key milestones.

Applicants can always log on to check Application status.
Key required documentation and information for the Small System SMART Application includes:

**Small Systems  (≤ 25 kW AC)**

- Contact information for:
  - Applicant
  - System Owner
  - Utility Customer of Record
  - Installer / Developer
- Copy of executed contract between installer and customer
- Customer Disclosure Form
- Copy of the electric utility bill & account number
- Input key PV system specifications and quantities
- Certification form regarding terms & conditions
- Application Fee (payable online via credit card)

**IF APPLICABLE:**

- Copy of executed PPA/Lease if the system is third party owned
- Documentation of low income residential utility rate (utility bill)
- Energy storage plans & specifications
SMART Program Application Demo

Applications for Block 1

This website portal will open for applications for Block 1 later this year. After the DPUC establishes the SMART tariff, we will announce the opening date and provide further instructions on the application process. See http://smartmasssolar.com for more info.

Program Links
SMART Program General Information
SMART Program Regulations

<table>
<thead>
<tr>
<th>Block</th>
<th>Distribution Company</th>
<th>Available Capacity (MW)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Eversource - NSTAR</td>
<td>89.614</td>
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<tr>
<td>1</td>
<td>Eversource - WMMECO</td>
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<td>National Grid - MECO</td>
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<td>National Grid - Nantucket</td>
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<tr>
<td>1</td>
<td>Unil - Fitchburg</td>
<td>3.947</td>
</tr>
</tbody>
</table>
Developers are strongly encouraged to have all these documents and signatures ready in advance of the program launch.

Required documentation and information for Large System (> 25 kW AC but ≤ 5,000 kW AC) Applications:

The same as Small System requirements, as applicable, PLUS:

- Copy of valid, fully executed Interconnection Services Agreement with the applicable electric utility
- Evidence of site control and/or permission to build from owner
- Customer Disclosure forms are only required for Community Solar projects and will be collected at project completion
- All non-ministerial permits that may be applicable
  - ZBA rulings, Conservation Commission votes, etc.
  - Landfill or Brownfield permits or certifications
  - MA DEP, MA Fish & Game, MA Dept. of Agricultural, etc., permits

Also, IF APPLICABLE the following will be required:

- Any STGU seeking an adder will be required to provide eligibility documentation demonstrating their qualification for the adder
  - Off-Taker agreements & documents; Payment Credit Transfer Form
  - Plans and/or specs documenting Canal, Canopy, Building Mount, etc.
- PURPA Requirements / FERC QF filing, if applicable (≥ 1 MW)
- Land use documentation for ground mounted projects > 500 kW
  - Evidence of local zoning regulation for large ground mounted systems
  - Evidence supporting prior development claims, if applicable
- Energy Storage plans & specifications
Block Management Process

There are 5 EDCs therefore 5 sets of Blocks
Each Block has 20%-35% set-aside for Small Systems

<table>
<thead>
<tr>
<th>Electric Distribution Company (EDC)</th>
<th>Size Group</th>
<th>Current Block</th>
<th>Block/Size Group (MW)(^1)</th>
<th>Allocated Capacity (MW)(^2)</th>
<th>Pending Capacity (MW)(^3)</th>
<th>Accepting Applications for Block(^4):</th>
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</thead>
<tbody>
<tr>
<td>Eversource MA East</td>
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<td>1 of 8</td>
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<td>0.000</td>
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</tbody>
</table>

NOTE 1: The Block/Size Group MW values are estimated using the minimum Small Block set-aside percentage (20%) of the Total Capacity Available for each block, per DOER regulations. Note that up to 35% can be allocated to Small systems in any given block. Therefore, depending upon demand, these values may be adjusted as the Blocks fill independently of each other.

Qualification.

NOTE 3: Pending Capacity (MW) is the total Applications submitted but not yet approved or assigned to a Block. Note that some of this capacity may be moved to the next Block as the current Block fills.

NOTE 4: Assuming that all the Pending Capacity is approved, this is the estimated Block where new applications will be assigned.
Block Management Process (continued)

As Blocks fill: immediately transition to next Block
- The 5 EDC territories fill and transition independently
- Small and Large fill and transition independently

80 MW Tranches for Adders; Independent of Blocks

Special Rules for “Week One”:
- Portal will open Day 1 during normal business hours (EST)
- No timestamps on Week One (1st five business days)
- Only complete, eligible projects will be in the queue
- Large projects: to be ordered by ISA execution date
- Small projects: ordered by contract execution date
- Tiebreaker rules will be applied if necessary
- Program portal will be primary means of communication

There is No Need to Rush on Week One!

Process after “Week One”:
- Portal will remain open 24/7 and all will be time stamped
- Status reports to be posted on PowerClerk homepages
SMART Program

Review and Recommendation Process

- Complete and accurate applications will be processed on a “first come; first served” basis
  - CLEAResult reviews completed applications
  - If upon review, submittal is deemed inaccurate, incomplete, or ineligible, Application may be suspended or denied if necessary
  - Minor irregularities will have a 10 day “cure period” to correct without losing place in queue

- CLEAResult to manage Blocks & Tranches
  - Assignments to Blocks “first come; first served”
  - Regular reporting on status after “Week One”

- Applications & rates recommended to DOER

- DOER issues the preliminary Statement of Qualification (SQ)
  - SQ has 12 month Reservation Period to complete installation and interconnection

- Project changes or extension requests may incur additional fees
SMART Completion and Incentive Claim Process
SMART Program

Project Completion and Incentive Claim Process

- Applicant logs on to PowerClerk
  - Enter completion information data
  - Submit changes, if applicable
  - Update EDC account # / ISA # as applicable
  - Evidence of Generation meter and meter #s
  - Other info as required by EDCs or DOER
- Upload any required documents
  - Civil engineering performance standards compliance
  - Permission to Interconnect (for ≤ 25 kW projects – this is done at project completion)
  - Off-Taker data and documents
  - Tariff Enrollment Form
  - Payment To info: (check or EFT; account #; address; etc.)
  - W-9 / Tax ID information
- DOER issues Final Statement of Qualification
- Completed project data transferred to EDCs
  - Expect monthly payments (subject to DPU ruling)
- Post-Claim requirements
  - Energy Storage results after 12 months
  - Off-Taker membership updates at least annually
  - Agricultural crop production productivity annually
Solar Program Administrator information:

- 888-989-7752
- masmartsolar@clearesult.com
- Sam Nutter, Program Director
- Dana Robert Beale, Program Manager

Thank You