



ICP EARLY ADOPTERS PROGRAM TERMS OF USE

Spring, 2018

The Investor Confidence Project (ICP) is introducing its certification framework to the Canadian market to improve transparency, consistency and trust-worthiness of energy efficiency retrofit projects. The Early Adopters Program, is designed to introduce ICP and its certification, recognize leadership in the field of energy efficiency, and inform the development of protocols and pathways to accelerate market transformation. Led by the Advanced Energy Centre at MaRS, with support from the Province in Ontario, the program will assist the Canadian Green Building Council (CaGBC) and Green Business Certification Inc. (GBCI) to identify opportunities that broaden adoption of ICP in Canada.

PROGRAM ELIGIBILITY

This program will help guide participants as they apply for the Investor Ready Energy Efficiency™ (IREE) certification that has been adapted to the Canadian retrofit market.

To be eligible for participation, program participants must be:

- A building owner, project developer, investor, or property manager;
- Planning a retrofit in a multifamily or commercial building in Canada;
- Committed to pursuing ICP's IREE certification;
- In possession of verifiable energy and cost baselines for the building (i.e. minimum of 14 months of utility data) that can be used to benchmark retrofit project savings; and
- At the beginning of the project development or design phase (i.e. prior to beginning installation).

BENEFITS FOR PARTICIPANTS

The ICP Early Adopters Program aims to assist a limited number of energy efficiency retrofit projects through the IREE certification process, to demonstrate the ability of ICP to improve project outcomes and increase access to financing. To this end, participants will access the following benefits:

- Opportunity to be first-to-market for IREE certification in Canada;
- Technical assistance with interpretation of the ICP protocols and IREE requirements, which can include:
 - Gap analysis of previous participant projects to identify required process alterations;
 - Report on recommendations required to align past projects with IREE certification;
 - Online training session to become an ICP Project Developer;
 - Accompaniment to complete first IREE certification process; and
 - Review of required documentation for certification.
- Opportunity to connect with peers who are participating in the Early Adopters Program to share challenges, opportunities and solutions regarding retrofit project assessment;
- Opportunity to have participant projects highlighted as industry leaders via multiple platforms;
- Access to the Early Adopters Program research findings and aggregate participant results to aid in future decision-making regarding retrofit investments (e.g. final report, case studies, lessons learned reporting);
- Complimentary CaGBC national conference pass for each project (estimated value is \$1,000); and
- Discount on registration, training, quality assurance and certification fees.



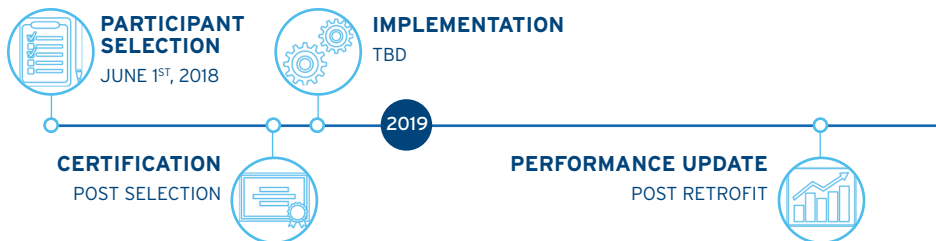
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COMMITMENT FROM PARTICIPANTS

Program participants are expected to:

- Sign a Memorandum of Understanding (MOU) that establishes a commitment to pursue IREE certification;
- Participate in meetings for project kick-off and at checkpoints throughout the project to share feedback and project outcomes;
- Provide input in response to technical, logistical, and financial questions at key milestones during the project (e.g. feedback on protocol requirements, provision of key metrics); and
- Provide performance data (e.g. 12-months of utility billing data, as well as a log of scheduling, equipment or building uses changes over the period) for the participating project one-year post-retrofit, to update the project-specific case-study created at certification.



APPLICATION PROCESS

Parties interested in participating are asked to email (investorconfidence@marsdd.com) before April 30th at 5pm EST with a short description of their project (e.g. building type, building location, proposed retrofit measures). Shortly afterwards, a call will be set up to discuss the opportunity and a survey provided to be completed by interested participants by May 28th at 5pm EST. Since there is limited space for projects, we encourage interested parties to reach out to MaRS as soon as possible



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