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Energy Solutions for Business offered by Potomac Edison | phone: 1-855-801-5803 | email: EnergySaveMD@clearesult.com

2/3/2026

Emily Weber
Customer: FROSTBURG CITY OF / Project Trade Ally:
37 S Broadway
Frostburg, MD 21532

Subject: Your application for the Energy Solutions for Business Program, EA-0004110371

Dear Emily Weber:

Thank you for your application for an Energy Solutions for Business incentive for your RTF CUSTOM OTHER project. Completed applications are reviewed in the order received, and you will be notified if further information is needed. Please call 1-855-801-5803 if you have any questions about documentation requirements.

A total incentive of **\$26,896.50** based on an estimated annual energy savings of **65,923.00** kWh has been preapproved for your project based on your total project cost of **\$111,455.00**. Incentives are contingent on the installation of equipment as described in your application and will be adjusted to reflect changes to the scope of the project that may occur during implementation. You must notify program representatives in writing if your project implementation takes longer than the timeline listed below to complete. Potomac Edison reserves the right to decline payment of incentive funds above for any project without an approved exception request.

Next Steps:

- 1) Acknowledge the offer letter **within 30 days** via your application portal and upload a wet-signed copy of the offer acceptance. Please note that preapproved incentive funds listed above are NOT reserved until this step is complete.
- 2) Potomac Edison's Energy Solutions for Business program has partnered with Optimus to offer low-interest financing ranging from 0% to 2.99%, with loan amounts up to \$250,000. Approvals can be completed in just a few steps! <https://pe.optimusfinancing.com/>.
- 3) Install Energy Conservation Measures (ECMs) **within 90 days** of offer acceptance. Please notify program representatives of any delay to your implementation timeline. If your Prescriptive project is not complete within 90 days, an approved exception is required.
- 4) After completing the equipment installation, submit a payment request with all required post-install documentation via your application portal dashboard **within 30 days** of project completion
- 5) By submitting a completed payment request, your project may be subject to post-installation inspection. Please review program terms and conditions for more details.

We look forward to working with you on this and future energy efficiency projects. Please contact me if you have any questions.

Sincerely,
John Adelsberger
Senior Program Manager

cc:

Wayne Stevens
GREG GEIGER

EmPOWER Maryland programs are funded by a charge on your energy bill. EmPOWER programs can help you reduce your energy consumption and save you money. To learn more about EmPOWER and how you can participate, go to www.energysaveMD.com.

Disclaimer: FirstEnergy's Maryland utilities provide a Program Ally listing as a courtesy to customers, but does not approve, recommend, endorse or otherwise promote any Program Ally, vendor, manufacturer, distributor, contractor or any other provider of products and services that could potentially qualify for FirstEnergy's Energy Efficiency programs. FirstEnergy's utilities and CLEAResult provide this list of independent contractors as a convenience for customers seeking assistance with energy savings related products and services. Participating contractors are independent and are not affiliated with FirstEnergy, its utilities or CLEAResult. Customers are solely responsible for dealing directly with participating contractors in all aspects of their interaction including, but not limited to definition of scope of work, costs, contractual terms and conditions, and the level of accuracy required when estimating energy savings.



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Business Program Terms and Conditions

Definitions	<p>FIRSTENERGY COMPANIES (“THE COMPANY” OR “COMPANIES”) – The Potomac Edison Company.</p> <p>PROGRAM or PROGRAMS – Companies’ programs approved by the Public Service Commission of Maryland (“PSC”) for implementation under EmPOWER Maryland legislation. This application relates to the Business programs supporting energy efficiency in the Companies’ Commercial and Industrial customer facilities including, municipal, government and institutional facilities.</p> <p>PROGRAM MANAGER – The party contracted by the Companies for management of the Programs.</p> <p>ENERGY-EFFICIENCY MEASURES – Any equipment or action eligible to receive a Program Incentive payment under the Program.</p> <p>PARTICIPANT (or PARTICIPANTS or PARTICIPATING CUSTOMERS) – Those non-residential retail electric service eligible customers of the Companies who participate in this Program.</p> <p>PROGRAM INCENTIVES – Refers to the monetary incentive, rebate or service that the Program provides to participating customers pursuant to the Program.</p> <p>CREDITS – Refers to the energy, capacity or environmental attributes from Alternative Energy Portfolio Standards (including Energy Efficiency and Demand Response) associated with measures for which incentives were provided, or PJM Capacity Credits.</p>
Eligibility	<p>Participant or Participants as defined above and served by Potomac Edison as defined above. Residential customers are not eligible for incentives through the Commercial and Industrial Programs. Incentives are awarded only to Participants, or their assigned agents, for qualifying equipment (“Energy Efficiency Measures”) that is installed in the State of Maryland at the location identified in this Application, and such Participants are responsible for compliance with the Terms and Conditions set forth herein.</p>
Compliance	<p>The Participant is responsible to comply with all applicable laws, rules and regulations, and to comply with all federal, state, and local codes.</p>
Publicity	<p>With Participant’s written permission, the Companies may publicly recognize participation in the Programs and disclose information relating to the Participant’s participation in the program, including such data as: projected project energy savings, the incentive amount, and other similar information.</p>
Application and Eligibility Process	<p>The Programs provide for payment of incentives after the installation of qualified energy efficiency measures and review of final documentation for compliance with program requirements by the Program Manager. In order to be eligible for incentives, a Participant, or an agent (contractor/vendor) authorized by the Participant, must submit a properly completed pre-installation application package, including an application and technology worksheets, to the Program Manager before the equipment is purchased. If eligible, the Participant will receive an approval letter with the estimated incentive amount and the date by which the equipment must be purchased and installed for the approval to remain in effect.</p> <p>After installation is completed, the Participant must finalize and resubmit the completed equipment application reflecting the “as built” project, along with the invoice, the manufacturer’s equipment performance sheet, and any other required documentation as may be specified on the application or in the program’s initial approval letter. Applications must be filled out completely, truthfully and accurately, and include signatures of the Participant and its authorized agents (as appropriate). Final payment will be based on the “as-built” documentation provided with the final project application.</p>
Dates of Program	<p>Incentives are available for eligible Energy Efficiency Measures for which equipment is purchased and installed after January 1, 2021.</p> <p>Dated Proof of Purchase and complete documentation will be required with final applications for the participant to be eligible for incentive payment. The program is subject to revision or termination at any time by the Company.</p>
Installation Schedule Requirements	<p>Pre-approved projects will receive approval letters defining terms for payment and a commitment expiration date. If the Participant: (1) has not engaged in installation of the pre-approved project; and (2) has not applied to the Program Manager for a project extension within 90 days from the date the Program Manager pre-approves the project, the Program Manager may cancel Participant’s application without liability.</p>



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Acceptable Proof of Purchase	Acceptable forms of Proof of Purchase include paid invoices or receipts. The documentation must show item numbers, quantities and descriptions that are of sufficient detail to verify that the installed equipment meets efficiency requirements. Additionally, the post-installation documentation must include manufacturers' specifications ("cut sheets") that list the efficiency ratings of the equipment. The Program Manager may, at its sole discretion, accept other forms of proof of purchase.
Evaluation, Measurement and Verification	The Program Manager may, but is not obligated to, conduct an inspection of the facility to verify pre- and post-installation conditions or verify documentation prior to incentive payment, at any time after receipt of applications and up to 5 years after payment of incentives. In addition, the Public Service Commission of Maryland and the Companies have engaged Evaluation Measurement and Verification ("EM&V") contractors to evaluate program performance which may involve additional visits. The applicant must provide reasonable access to the facility, the equipment, and related documentation and data. The Companies or their agents may install simple/standard metering devices on equipment for program data collection, measurement and verification purposes. The Companies and their agents are not obligated to pay any incentive awards until it has performed a satisfactory post-installation verification, unless it has waived this requirement. If the Program Manager determines that the equipment was not installed in a manner consistent with the approved application, or if non-qualifying equipment was installed, it may require changes before making payment. If qualifying equipment cannot be located at the Participant's facility or is not installed in a manner consistent with the provisions of these Terms and Conditions, the Companies may seek recovery of the incentives paid.
Assignment	The Participant may assign Program Incentives to a specified third party.
Participating Customer's Certification	Participant certifies that he/she purchased and installed the equipment listed in its application at its defined Maryland location listed therein. Participant agrees that all information is true and that he/she has conformed to all of the program's eligibility requirements, terms and conditions.
Incentive Amounts	Program incentives will equal either: a) the approved Program Incentive amount reflecting incentives in effect at the time of pre-approval, or b) the total equipment cost of the Energy-Efficiency Measure excluding taxes, whichever is less, as determined by the Program Manager. If the project is completed after the pre-approval has expired, the Program Incentive amount may be subject to change based on availability of funds and incentive rates in effect at the time of approval. Please allow ninety (90) business days for delivery of the Program Incentive. Applications requiring post-installation inspections and unanticipated high volume of activities may require additional time. If information is missing or incorrect on the application, processing and delivery of the Program Incentive may also require additional time.
Taxes	Incentives received by the Participant under this Application may be taxable by the federal, state, and local government. The Participant is responsible for declaring and paying all such taxes. Companies shall have no liability or obligation for any taxes.
Indemnification and Limits of Liability	The Participant shall protect, indemnify, and hold harmless the Companies and their parents, subsidiaries, affiliates, agents, contractors, employees, officers, and directors from and against all liabilities, losses, claims of death or injury or other damages, judgments, penalties, causes of action, costs and expenses (including, without limitation, attorney's fees and expenses) incurred by or assessed against the Companies or their parents, subsidiaries, affiliates, agents, contractors, employees, officers and directors arising out of or relating to the performance of this Application or arising out of or relating to the installation, use and maintenance of the equipment, designs, practices or methods involved in this Participant's project. In no event shall any indemnified party be liable for any punitive, exemplary, special, indirect, incidental or consequential damages (including, but not limited to, lost profits, lost business opportunities, loss of use or equipment down time, and loss of or corruption to data) arising out of or relating to this Agreement or Program, regardless of the legal theory under which such damages are sought.



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Warranties	<p>The Companies and their parents, subsidiaries, affiliates, agents, contractors, employees, officers, and directors make no express or implied warranties regarding the performance of installed equipment, the quality of any contractor's work, or that the equipment will result in any energy or cost savings.</p> <p>THE COMPANIES AND THEIR PARENTS, SUBSIDIARIES, AFFILIATES, AGENTS, CONTRACTORS, EMPLOYEES, OFFICERS, AND DIRECTORS DO NOT ENDORSE, GUARANTEE, OR WARRANT ANY PARTICULAR MANUFACTURER OR PRODUCT, AND THEY PROVIDE NO WARRANTIES, EXPRESSED OR IMPLIED, INCLUDING ANY IMPLIED WARRANTY OF MERCHANTABILITY OR IMPLIED WARRANTY OF FITNESS FOR ANY PRODUCT OR SERVICES. THE COMPANIES AND THEIR PARENTS, SUBSIDIARIES, AFFILIATES, AGENTS, CONTRACTORS, EMPLOYEES, OFFICERS, AND DIRECTORS ARE NOT LIABLE OR RESPONSIBLE FOR ANY ACT OR OMISSION OF ANY CONTRACTOR (IF ANY). THE CUSTOMER'S WARRANTIES ARE LIMITED TO ANY WARRANTIES THAT MAY BE PROVIDED BY CONTRACTORS, VENDORS OR EQUIPMENT MANUFACTURER. NEITHER THE COMPANIES NOR THEIR PARENTS, SUBSIDIARIES, AFFILIATES, AGENTS, CONTRACTORS, EMPLOYEES, OFFICERS, AND DIRECTORS ARE RESPONSIBLE FOR ASSURING THAT THE DESIGN, ENGINEERING AND CONSTRUCTION OF THE FACILITY OR INSTALLATION OF THE EQUIPMENT IS PROPER OR COMPLIES WITH ANY PARTICULAR LAWS, CODES, OR INDUSTRY STANDARDS. THE COMPANIES AND THEIR PARENTS, SUBSIDIARIES, AFFILIATES, AGENTS, CONTRACTORS, EMPLOYEES, OFFICERS, AND DIRECTORS DO NOT MAKE ANY REPRESENTATIONS OF ANY KIND REGARDING THE RESULTS TO BE ACHIEVED BY THE ENERGY EFFICIENCY MEASURES OR THE ADEQUACY OR SAFETY OF SUCH MEASURES.</p>
Recycling (Proper Disposal of Waste)	<p>The Companies and their parents, subsidiaries, affiliates, agents, contractors, employees, officers, and directors are not responsible for the proper disposal or recycling of any waste generated as a result of this project.</p>
Endorsement (Product/Vendor)	<p>The Companies and their parents, subsidiaries, affiliates, agents, contractors, employees, officers, and directors do not endorse any particular market provider, manufacturer, product, labor or system design by offering this Program.</p>
Termination	<p>Incentives are available for energy efficiency measures on a first-come, first-served basis subject to the availability of funds. Program availability, program terms and equipment eligibility may change without notice at the discretion of the Companies.</p> <p>Submission of any application does not give rise to any obligation to make any incentive payment by the Companies and their parents, subsidiaries, affiliates, agents, contractors, employees, officers, and directors.</p>



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Offer Acceptance

EA-0004110371 **A response to this incentive offer is requested within 30 days of receipt:**

- We are proceeding with the installation of the ECM(s) as outlined in the initial Project Application and accept the incentive. Expected installation date: _____
- Undecided. Please indicate if you would like program representatives to contact you about the project(s): Yes No
- We decided not to proceed with the installation of the ECM(s) at this time. Please indicate reason below(optional):

Emily Weber

Customer Name

Public Works Assistant

Title

Customer Signature

Date

Preapproved Incentive Details

#	Energy Conservation Measure	Preapproved Incentive Amount ¹
1.	Custom	\$18,458.38
2.	Bonus	
3.	GNI Adder	\$1,845.84
	Total	\$20,304.22

¹Incentives are contingent on the installation of equipment as described in your application and will be adjusted to reflect changes to the scope of the project that may occur during implementation.



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Incentive Payment Request Form for EA-0004110371

To be submitted by the customer or on behalf of the customer by the contractor upon completion of installation. **Incentive payment requests must be submitted within 30 days of the date the equipment is installed and fully operational or the incentive payment request will not be honored.** This payment request may be submitted via upload through your application portal dashboard.

Supporting documentation must be submitted with this Payment Request and may include, but is not limited to, equipment purchase dates, installation dates, proof that the equipment is operational, manufacturer specifications, warranty information, ECM layout descriptions, metering, data collection, interviews, utility bill data analysis, and final invoices. Documentation must include sufficient detail to separate the labor and equipment cost from the cost of other services such as repairs and building code compliance. Potomac Edison reserves the right to request additional supporting documentation necessary to determine measure eligibility and verify that the expected energy savings will occur.

Preapproved Incentive Details		Required Information for each measure installed			
	Energy Conservation Measure	Preapproved Incentive Amount	Installation Address(s)	Quantity Installed at Each Address	Installation Completed (Month/Day/Year)
1.	Custom	\$18,458.38			
2.	Bonus				
3.	GNI Adder	\$1,845.84			
	Total	\$20,304.22			

Payment Request Checklist:

Use the checklist below to ensure you receive payment in a timely manner:

- Provide Incentive Request Form if entity other than utility customer will receive all or a portion of the incentive.
- Provide a Letter of Attestation signed/dated by customer, on customer's company letterhead.
- Provide updated project documentation for any changes to the scope of work.
- Include supporting documentation such as, but not limited to, equipment purchase dates, installation dates, proof that the equipment is operational, manufacturer specifications, warranty information, ECM layout descriptions, metering, data collection, interviews, utility bill data analysis, and final invoices.
- Documentation includes sufficient detail to separate the labor and equipment cost from the cost of other services such as repairs and building code compliance.

Certificate Of Completion

Envelope Id: 34A79DCD-7CDD-477D-BB66-CFF73A89D921
 Subject: Offer Letter for - EA-0004110371 - FROSTBURG CITY
 Source Envelope:
 Document Pages: 7
 Certificate Pages: 5
 AutoNav: Enabled
 Envelopeld Stamping: Enabled
 Time Zone: (UTC-08:00) Pacific Time (US & Canada)

Status: Sent

Signatures: 0
 Initials: 1

Envelope Originator:
 #MB EnergySaveMD
 4301 Westbank Dr, BLDG A, STE300,
 Austin, TX 78746
 energysavemd@clearesult.com
 IP Address: 2600:4040:a756:

Record Tracking

Status: Original
 3/9/2026 12:32:07 PM

Holder: #MB EnergySaveMD
 energysavemd@clearesult.com

Location: DocuSign

Signer Events

Amy Lowman
 alowman@firstenergycorp.com
 Security Level: Email, Account Authentication
 (None)

Signature

^{Initial}

Signature Adoption: Pre-selected Style
 Using IP Address: 148.108.101.77

Timestamp

Sent: 3/9/2026 12:33:22 PM
 Viewed: 3/10/2026 6:37:36 AM
 Signed: 3/10/2026 6:37:56 AM

Electronic Record and Signature Disclosure:

Accepted: 3/10/2026 6:37:36 AM
 ID: a4336b37-93f4-4503-b374-51234026bd94

Emily Weber
 eweber@frostburgcity.org
 Public Works Assistant
 Security Level: Email, Account Authentication
 (None)

Sent: 3/10/2026 6:37:57 AM
 Viewed: 3/10/2026 6:44:54 AM

Electronic Record and Signature Disclosure:

Accepted: 3/10/2026 6:44:54 AM
 ID: 5ec34c98-b4e2-4b69-a4dc-2dba2e04f3fa

In Person Signer Events	Signature	Timestamp
Editor Delivery Events	Status	Timestamp
Agent Delivery Events	Status	Timestamp
Intermediary Delivery Events	Status	Timestamp
Certified Delivery Events	Status	Timestamp
Carbon Copy Events	Status	Timestamp

#MB EnergySaveMD
 energysavemd@clearesult.com
 Security Level: Email, Account Authentication
 (None)

Electronic Record and Signature Disclosure:

Accepted: 12/10/2025 8:53:44 AM
 ID: f8acb17d-cbc0-4380-b5e2-29a6b145e867

Carbon Copy Events	Status	Timestamp
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Greg Geiger
greg.geiger@clearesult.com
Security Level: Email, Account Authentication
(None)

Electronic Record and Signature Disclosure:
Not Offered via DocuSign

FRED WILLIAMS
Fred.Williams@clearesult.com
Security Level: Email, Account Authentication
(None)

Electronic Record and Signature Disclosure:
Accepted: 6/3/2025 8:09:47 AM
ID: d3b621e2-c9a5-4642-99eb-c4c3dae50e28

Witness Events	Signature	Timestamp
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Notary Events	Signature	Timestamp
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Envelope Summary Events	Status	Timestamps
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Envelope Sent	Hashed/Encrypted	3/9/2026 12:33:22 PM
Certified Delivered	Security Checked	3/10/2026 6:44:54 AM

Payment Events	Status	Timestamps
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Electronic Record and Signature Disclosure

ELECTRONIC RECORD AND SIGNATURE DISCLOSURE

From time to time, CLEAResult Consulting (we, us or Company) may be required by law to provide to you certain written notices or disclosures. Described below are the terms and conditions for providing to you such notices and disclosures electronically through the DocuSign system. Please read the information below carefully and thoroughly, and if you can access this information electronically to your satisfaction and agree to this Electronic Record and Signature Disclosure (ERSD), please confirm your agreement by selecting the check-box next to 'I agree to use electronic records and signatures' before clicking 'CONTINUE' within the DocuSign system.

Getting paper copies

At any time, you may request from us a paper copy of any record provided or made available electronically to you by us. You will have the ability to download and print documents we send to you through the DocuSign system during and immediately after the signing session and, if you elect to create a DocuSign account, you may access the documents for a limited period of time (usually 30 days) after such documents are first sent to you. After such time, if you wish for us to send you paper copies of any such documents from our office to you, you will be charged a \$0.00 per-page fee. You may request delivery of such paper copies from us by following the procedure described below.

Withdrawing your consent

If you decide to receive notices and disclosures from us electronically, you may at any time change your mind and tell us that thereafter you want to receive required notices and disclosures only in paper format. How you must inform us of your decision to receive future notices and disclosure in paper format and withdraw your consent to receive notices and disclosures electronically is described below.

Consequences of changing your mind

If you elect to receive required notices and disclosures only in paper format, it will slow the speed at which we can complete certain steps in transactions with you and delivering services to you because we will need first to send the required notices or disclosures to you in paper format, and then wait until we receive back from you your acknowledgment of your receipt of such paper notices or disclosures. Further, you will no longer be able to use the DocuSign system to receive required notices and consents electronically from us or to sign electronically documents from us.

All notices and disclosures will be sent to you electronically

Unless you tell us otherwise in accordance with the procedures described herein, we will provide electronically to you through the DocuSign system all required notices, disclosures, authorizations, acknowledgements, and other documents that are required to be provided or made available to you during the course of our relationship with you. To reduce the chance of you inadvertently not receiving any notice or disclosure, we prefer to provide all of the required notices and disclosures to you by the same method and to the same address that you have given us. Thus, you can receive all the disclosures and notices electronically or in paper format through the paper mail delivery system. If you do not agree with this process, please let us know as described below. Please also see the paragraph immediately above that describes the consequences of your electing not to receive delivery of the notices and disclosures electronically from us.

How to contact CLEAResult Consulting:

You may contact us to let us know of your changes as to how we may contact you electronically, to request paper copies of certain information from us, and to withdraw your prior consent to receive notices and disclosures electronically as follows:

To contact us by paper mail, please send correspondence to:

CLEAResult Consulting
6504 Bridge Point Parkway
Suite 425
Austin, TX 78730

To advise CLEAResult Consulting of your new email address

To let us know of a change in your email address where we should send notices and disclosures electronically to you, you must send an email message to us at clear@clearresult.com and in the body of such request you must state: your previous email address, your new email address. We do not require any other information from you to change your email address.

If you created a DocuSign account, you may update it with your new email address through your account preferences.

To request paper copies from CLEAResult Consulting

To request delivery from us of paper copies of the notices and disclosures previously provided by us to you electronically, you must send us an email to clear@clearresult.com and in the body of such request you must state your email address, full name, mailing address, and telephone number. We will bill you for any fees at that time, if any.

To withdraw your consent with CLEAResult Consulting

To inform us that you no longer wish to receive future notices and disclosures in electronic format you may:

- i. decline to sign a document from within your signing session, and on the subsequent page, select the check-box indicating you wish to withdraw your consent, or you may;
- ii. send us an email to and in the body of such request you must state your email, full name, mailing address, and telephone number. We do not need any other information from you to withdraw consent.. The consequences of your withdrawing consent for online documents will be that transactions may take a longer time to process..

Required hardware and software

The minimum system requirements for using the DocuSign system may change over time. The current system requirements are found here: <https://support.docusign.com/guides/signer-guide-signing-system-requirements>.

Acknowledging your access and consent to receive and sign documents electronically

To confirm to us that you can access this information electronically, which will be similar to other electronic notices and disclosures that we will provide to you, please confirm that you have read this ERSD, and (i) that you are able to print on paper or electronically save this ERSD for your future reference and access; or (ii) that you are able to email this ERSD to an email address where you will be able to print on paper or save it for your future reference and access. Further, if you consent to receiving notices and disclosures exclusively in electronic format as described herein, then select the check-box next to ‘I agree to use electronic records and signatures’ before clicking ‘CONTINUE’ within the DocuSign system.

By selecting the check-box next to ‘I agree to use electronic records and signatures’, you confirm that:

- You can access and read this Electronic Record and Signature Disclosure; and
- You can print on paper this Electronic Record and Signature Disclosure, or save or send this Electronic Record and Disclosure to a location where you can print it, for future reference and access; and
- Until or unless you notify CLEAResult Consulting as described above, you consent to receive exclusively through electronic means all notices, disclosures, authorizations, acknowledgements, and other documents that are required to be provided or made available to you by CLEAResult Consulting during the course of your relationship with CLEAResult Consulting.