

Applicant Information

Company name _____

Years in business _____ Years under current ownership _____ Number of employees _____ CCB License # Exp Date _____

Federal Tax ID _____ Business entity type: Individual/Sole Proprietor Corporation
 Partnership, LLC, LLP Other

Contact name _____ Title _____

Site address _____ City _____ State _____ Zip _____

Mailing address _____ City _____ State _____ Zip _____

Telephone _____ Cell phone _____ Fax _____

Email _____ Website _____

Business/Program type (additional insurance requirements for residential only)

Commercial Residential Both Residential and Commercial

Company type (check all that apply)

Architect Distributor Manufacturer Retailer
 Contractor Engineer Manufacturer Rep Builder

Services offered (check all that apply)

Appliances Energy analysis Duct sealing (existing homes, PTCS certified)
 Boilers Energy modeling Duct sealing (new homes, PTCS certified)
 Building design ENERGY STAR builder HVAC Other
 Radiant heat Insulation Food service equip. Water heaters

Utility service area(s) (check all that apply)

Aberdeen Bremerton Longview Northwest - Coastal
 Anacortes Burlington Lynden Sunnyside
 Arlington Camano Island Marysville Walla Walla
 Bellingham Ferndale Moses Lake Wenatchee
 Blaine Kennewick Mount Vernon Whidbey Island
 Yakima

Trade Ally Requirements and Benefits (Terms and Conditions)

Please note: Lockheed Martin (LM) is the program management contractor (PMC) for the Residential and Commercial/Industrial Program.

Trade ally will receive benefits from Cascade Natural Gas Corporation (CNGC) based on their active or inactive status.

Trade Ally Requirements

1. Trade ally is responsible for properly assisting participants in applying for cash incentives for energy efficient equipment under the Cascade Natural Gas Conservation Incentive Program.
2. Trade allies who are Energy Star verifiers, energy raters or PTCS testing contractors shall have the appropriate certification from WSU Energy Program, RESNET or PTCS as applicable.
3. Trade allies must supply a valid Washington Contractors Registration number, comply with laws applicable to them (such as workers compensation and employment laws) and maintain appropriate licenses and certifications for the work they are performing.
 - State required workers' compensation insurance must be maintained as well as acceptable occurrence based general liability, not less than \$1,000,000 and commercial automobile liability insurance not less than \$500,000.
 - Trade ally will provide evidence of insurance to CNGC and PMC in the form of a certificate for each required coverage. Trade ally insurance certificate shall include "Lockheed Martin" and "Cascade Natural Gas Corporation" as additional insured. The insuring agency will notify LM & CNGC if it no longer has any license certification or insurance which may be required to be a trade ally in the program. Self insured builders must provide documentation of their insurance program that confirms their insurance is comparable to the \$1,000,000 and \$500,000 requirements. This document is subject to review prior to the trade ally enrollment and acceptance.
4. Trade ally will indemnify, defend and hold harmless CNGC, LM and their affiliates as well as the directors, officers and employees of each, from any claims of any kind, including attorney fees, arising out of or connected in any way with any act or omission of the trade ally, its employees, agents or subcontractors of any tier, in the performance or nonperformance of services as a part of the conservation program.
5. CNGC's and LM's liability in connection with the conservation program shall be limited to payment of earned monetary incentives. Under no circumstances shall CNGC or LM be liable to trade ally for any further amounts in connection with the conservation program under any legal theory, including any special consequential, incidental or indirect damages.
6. Trade ally understands that there will be random quality control and verification of trade ally work by or on behalf of CNGC so that performance can be evaluated. Trade ally must cooperate with these inspections and verifications and must perform conservation program services at standards set by CNGC in their sole discretion. Inspections will verify the project for program purposes only, and do not represent any inspections to verify safety or building codes.
 - New trade allies will be targeted for inspections until they establish a precedent.
 - All residential incentives in excess of \$2,500 will be inspected.
 - All commercial and industrial incentives in excess of \$5,000 will be inspected.
 - Trade allies who fail one or more inspections will be selected for quality assurance mentoring and possible termination.
7. Trade ally agrees to act and represent its business as an independent contractor and at no time will trade ally or any of the trade ally's employees represent its business as an employee, agent, partner or representative of CNGC or LM. Trade ally has no right or power to bind CNGC or act on its behalf when dealing with customers or third parties. Trade ally, CNGC or LM shall not exercise any control or supervision of one another, nor be responsible for each other in the performance of any service.
8. Trade ally understands that CNGC is not endorsing trade ally's business, or warranting or endorsing any equipment that may be sold by the trade ally. Under no circumstances shall CNGC be liable to the trade ally for any direct or indirect losses, costs or damages arising from or related to any equipment or installation under the program.
9. Trade ally may discontinue participating as a trade ally by notifying CNGC in writing of that decision. CNGC or LM may end trade ally's participation at any time, at their sole discretion, by notifying trade ally in writing of that decision.

Trade Ally Benefits

1. Trade ally must have active status with the program in order to qualify for full privileges and benefits.
 - Active status requires trade ally to submit ten completed energy-efficiency projects to the CNGC Conservation Incentive Program, in accordance with program requirements, within each calendar year.
 - In addition to the ten incentive threshold, active trade allies must have a 100 percent quality control pass rate following QC inspection recommendations (where deemed necessary by the QC inspector). Quality control history will be evaluated annually during the third quarter of the year by the trade ally coordinator in order to determine continued active status.
 - Conditional Status Trade Allies - Trade allies who have delivered five to nine completed energy-efficiency projects within one year will be included on the list of trade allies on the CNGC website, but will not be eligible for other benefits until ten or more completed energy-efficiency projects are submitted in the calendar year. Conditional status trade allies will be offered assistance to improve participation by the PMC field team.

- Trade allies who have not delivered five or more projects will be considered inactive in the CNGC Conservation Incentive Program and will not be eligible for any benefits. Inactive trade allies will be offered assistance by program staff to improve participation.
 - New trade allies will be considered active on a trial basis and will be given until the end of their first quarter as a trade ally to achieve active status.
2. All trade allies with five or more incentive projects since the start of the program (for the 2011 program year) or for the year (for subsequent program years) will be listed on the CNGC website as a preferred trade ally so that customers know that a trade ally is a contractor who can assist them in measure installation and obtaining CNGC incentives, federal or state tax credits and other benefits offered to participants through the conservation program.
 3. Active trade allies will be eligible to receive customer leads and/or project requests for HVAC and/or insulation products/services.
 4. Active trade allies will be eligible, per customer request and approval, to provide customer with CNGC incentive rebate at point of sale. This transaction must include payment assignment form with customer's signature. Incentive rebate will be received by trade ally pending or following approval of the application.
 5. All active weatherization insulation trade allies may select and attend up to \$1,000 worth of third party trainings relevant to their field and apply for reimbursement from CNGC pending pre-approval by the end of second quarter (June 30th). Trainings will be approved at the Company's discretion and must be relevant to the Conservation Incentive Program. Funds will be provided as a reimbursement to the trade ally for a pre-approved training following the receipt of a paid-in-full invoice from the training facility. The invoice must be received by CNGC within 30 days from the time the training takes place.
 6. All active HVAC/water heating trade allies will receive twenty (20) specialized bonus coupons worth \$50 each to provide their customers towards the purchase of incentive rebate qualified high-efficiency measures. These coupons are for designated, tariff-approved conservation measures. CNGC will only accept one coupon per measure, per customer. Coupon must be attached to incentive rebate invoice and have the trade ally's signature. Funds will be distributed to the customer in the bonus amount following the processing and approval of a measure for which the bonus coupon is qualified. The bonus amount will be included with customer incentive. Coupons are non-transferrable and are for distribution solely by the designated trade ally.
 7. Active trade allies will have access to pre-printed marketing templates such as flyers, postcards, door hangers, pre-printed measure fact sheets and other such items.
 8. An active trade ally is authorized to use the CNGC trade ally logo consistent with the following CNGC usage guidelines:
 - Trade ally must submit all proposed materials using the CNGC logo for review and approval by CNGC. Trade ally shall discontinue all use of CNGC's trade ally logo upon written notice from CNGC or upon trade ally discontinuance as a participant in CNGC's Conservation Incentive Program.
 - Trade ally may use the logo in connection with and solely for the purpose of promoting CNGC's Conservation Incentive Program.
 - Trade ally may use the trade ally logo on material that involves natural gas, and/or natural gas equipment only.
 - The logo must be sized so that all text in the logo is readable.
 - No aspect of the trade ally logo may be changed by the trade ally.
 - CNGC logo may not be used in conjunction with any other utility or company other than the trade ally without authorization from CNGC.

Applicant Signature

By signing this application, I represent that the information I have provided is true and (i) I will notify Cascade Natural Gas Corporation immediately of any changes, and (ii) acknowledge that I have read, understand and consent to the Trade Ally Benefits and Requirements.

Authorized Representative (printed name)	Signature	Date
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Required Paperwork (The following must be attached to completed Trade Ally Application)

Contractor or builder must provide:

- W9
- Proof of General liability insurance (\$1 million min. coverage)
- Proof of Auto insurance (\$500k min. coverage)
- State-required workers' compensation insurance must be maintained (per statutory levels)

Trade Allies must list the following as additionally insured: (Certificate holder needs to be)

Lockheed Martin Energy and Environmental Services
22121 20th Avenue SE, Bothell, WA 98021

Cascade Natural Gas Corporation
1600 Iowa St, Bellingham, WA 98229

Please mail or fax your application to:
 Cascade Natural Gas Corporation Conservation Program
 Attn: Trade Ally Coordinator, Brian Farnsworth
 22121 20th Avenue SE, Bothell, WA 98021
 Phone 866.450.0005 Fax 877.671.2998