

## AMENDATORY AGREEMENT

**THIS AMENDATORY AGREEMENT** is made between the **CITY AND COUNTY OF DENVER**, a municipal corporation of the State of Colorado (the “City”) and **GRID ALTERNATIVES COLORADO, INC.**, a foreign nonprofit corporation, with a principal office address at 4845 Oakland Street, Denver, Colorado 80239 (the “Contractor”), individually a “Party” and jointly the “Parties.”

### RECITALS

**WHEREAS**, the Parties entered into an Agreement executed on April 24, 2025, (the “Agreement”) to perform, and complete all of the services and produce all the deliverables set forth in **Exhibit A**, the Scope of Work, to the City’s satisfaction.

**WHEREAS**, the Parties wish to amend the Agreement to increase the maximum contract amount and extend the term.

**NOW THEREFORE**, in consideration of the premises and the Parties’ mutual covenants and obligations, the Parties agree as follows:

1. Section 3 of the Agreement titled **TERM**, is hereby deleted in its entirety and replaced with:

“**3. TERM**: The Term of this Agreement (“Term”) shall commence on April 1, 2025, and expire, unless sooner terminated, on December 31, 2026. Subject to the Director’s prior written authorization, the Contractor shall complete any work in progress as of the expiration date and the Term will extend until the work is completed or earlier terminated by the Director.”

2. Subsection **4.4.1** of the Agreement titled **COMPENSATION AND PAYMENT: Maximum Contract Amount**, is hereby amended to read as follows:

“**4.4 Maximum Contract Amount:**

**4.4.1.** Notwithstanding any other provision of the Agreement, the City’s maximum payment obligation will not exceed **SIX HUNDRED THIRTY-THREE THOUSAND SIX HUNDRED FORTY DOLLARS AND ZERO CENTS (\$633,640.00)** (the “Maximum Contract Amount”). The City is not obligated to execute an Agreement or any amendments for any further services, including any services performed by the Contractor beyond that specifically described in **Exhibit A-1**. Any services performed beyond those in **Exhibit A-1**, or as directed by Executive Director

in writing, are performed at the Contractor's risk and without authorization under the Agreement.”

3. Effective upon execution, all references to “**Exhibit A**” in the existing Agreement shall be amended to read “**Exhibit A and A-1**” as applicable. The Scope of Work marked as **Exhibit A-1** is attached hereto and incorporated herein by this reference.

4. As herein amended, the Agreement is affirmed and ratified in each and every particular.

5. This Amendatory Agreement will not be effective or binding on the City until it has been fully executed by all required signatories of the City and County of Denver, and if required by Charter, approved by the City Council.

**EXHIBITS:**

Exhibit A-1: Scope of Work

[SIGNATURE PAGES TO FOLLOW]  
[REMAINDER OF PAGE LEFT INTENTIONALLY BLANK]

**Contract Control Number:** HRCRS-202582031-01; HRCRS-202578665-01  
**Contractor Name:** GRID ALTERNATIVES COLORADO INC

IN WITNESS WHEREOF, the parties have set their hands and affixed their seals at Denver, Colorado as of:

**SEAL**

**CITY AND COUNTY OF DENVER:**

**ATTEST:**

By:

\_\_\_\_\_

\_\_\_\_\_

**APPROVED AS TO FORM:**

**REGISTERED AND COUNTERSIGNED:**

Attorney for the City and County of Denver

By:

By:

\_\_\_\_\_

\_\_\_\_\_

By:

\_\_\_\_\_

**Contract Control Number:**  
**Contractor Name:**

HRCRS-202582031-01; HRCRS-202578665-01  
GRID ALTERNATIVES COLORADO INC

By: DocuSigned by:  
Margaret Kral  
219AA5D1DD1A4FA...

Name: Margaret Kral  
(please print)

Title: Executive Director  
(please print)

ATTEST: [if required]

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

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

Title: \_\_\_\_\_  
(please print)

# GRID ALTERNATIVES COLORADO SCOPE OF WORK

## OVERVIEW

Vendor Information	
Organization Name:	GRID Alternatives Colorado
Contact Person:	Margaret Kral
Physical Address:	4845 Oakland St., Denver, CO 80239
Phone:	720-943-5170
Email:	<a href="mailto:mkral@gridalternatives.org">mkral@gridalternatives.org</a>

**Contract Term:** 4/1/2025 - 12/31/2026

**Current Request Amount:** \$316,820

**Previous Total Amount:** \$316,820

**New Total if Executed:** \$633,640

**Project/Program/Work Narrative:**

With the support of this funding, GRID will launch an Energy for All Campaign for Accessible Solar and Energy Efficiency Program through three primary avenues:

Residential Energy Efficiency Services – GRID will leverage the funding to install no cost solar systems supporting the at-risk communities that we serve. The outcomes include:

- 20 Residential Solar Audits to Income-Qualified Households
- 20 Residential No-Cost Solar Installations x 5.3kw x 3.30 = \$349,800
- 20 customized client interactions with cross-referrals, where clients learn about and are referred to other energy efficiency programs
- Reporting on client’s payback, long term energy savings

## Exhibit A-1

Energy Education Navigation and Assistance Efforts – GRID will execute the important work of promoting energy justice by expanding our outreach, engagement and education efforts to communities under-engaged by existing energy efficiency campaigns. To reach these communities, GRID will partner with faith-based organizations, local CBOs, and community health clinics to achieve the following outcomes:

- 8 Solar and Energy Efficiency Community Workshops in person and virtually with the goal of reaching 200 unique individuals
- 30 households indicate in post-surveys that they plan to register for LEAP when the application opens in November
- Multilingual and accessible outreach materials developed in partnership with local MWBE's including the Colorado Language Cooperative (flyers, PowerPoints, applications, list of resources, contracts and social media posts, etc.) targeted and designed for low-income communities
- Tracking around community engagement, workshop attendees, individuals referred to energy efficiency programs through surveys

### **Payment/Invoicing Schedule:**

Invoices should be submitted for payment no later the 15th of every month, for the prior month's billing.

Every invoice should provide adequate and detailed information about services/goods received (description of services/goods, quantity, rate, dates of services).

Invoices should be sent directly to the program/project manager overseeing the project.

Wherever and whenever possible, backup/supporting invoice documentation will be provided including but not limited to: sales invoices or receipt, query results, cash register tapes (to show totals), bank deposit slips, credit card settlement reports, payroll records, reports, spreadsheets; and/or email or memo explaining in detail the transaction.

**Council District Served** (See map: <https://www.denvergov.org/maps/map/councildistricts>):

OR

**Check if Citywide**

### **Program Description:**

GRID envisions a rapid, equitable transition to a world powered by renewable energy that benefits everyone. Our mission is to build community-powered solutions to advance economic and environmental justice through renewable energy.

Through its Energy for All program, GRID has engaged in community outreach and the installation of residential solar installations within the greater Denver metro area for 12 years. Over these years, GRID has installed over 600 residential systems for income-qualified homeowners, saving them thousands of dollars in utility costs over the life of their system, while advancing the shift to renewable energy. GRID has also worked with a variety of partners to install commercial systems on non-profit and human service providers' facilities as well as on

Exhibit A-1

different housing types. GRID was instrumental in working with the Colorado Energy Office to lobby for policy change within the Department of Energy to allow solar to be an allowed weatherization measure. We then helped the Colorado Energy Office and Colorado weatherization agencies to implement ongoing solar programs for their clients.

With the support of this funding, we will launch an Energy for All Campaign for Accessible Solar and Energy Efficiency Program through three primary avenues:

1. Residential Energy Efficiency Services that connect low-income households and communities to no-cost solar installations.
2. Energy Education Navigation through a solar and energy efficiency education and outreach program for low-income communities.

**Budget/Budget Narrative:**

<b><u>Residential Solar Installs</u></b> - 20 Residential Solar Installations	\$174,900
<b><u>Consulting (MWEB) 15%</u></b>	\$47,523
<b><u>Supplies/Materials and Events</u></b>	\$4,081
<b><u>Outreach Personnel</u></b>	\$85,316
<b><u>Other Indirect Costs</u></b>	\$5,000
<b><u>Total:</u></b>	\$316,820

**Budget Narrative:**

**Residential Solar Installs:** The \$174,900 budget line item is based on a \$3.30/w cost for an average solar system installation of 5.3Kw. This amount covers 50% of the total cost of the installation of 20 solar systems, with the other half matched by state, other philanthropic sources and GRID itself. dollars. The costs include construction personnel and fringe costs, construction materials including panels, inverters and racking, and other direct costs such as procurement, inventory, payroll and accounting.

**MWBE:** In 2025, GRID worked alongside Colorado Language Cooperative to provide language translation services and Empowercom to support upgrading main electrical panels for our solar installations. GRID will explore working with both these organizations again in 2026, but will also be open to working with other certified MWBE's as needed or as new opportunities arise.

**Supplies Materials & Events:** This line item will cover all supplies, materials and event costs for GRID to hold 8 community events.

Supply and Materials costs include:

Exhibit A-1

- Office Supplies (paper, pens, etc.)
- Flyers, brochures, handouts
- Color ink and toner cartridges
- Folders, envelopes, mailing labels
- Promotional Materials
- Postage for Outreach
- Mailings Events Costs Include:
- Rental for community meeting spaces
- Food and refreshments for community meeting

Outreach Personnel: All salaries are based on 12months term of the grant period through the end of 2026

Cam Patterson, Director of Programs and Partnerships: \$92,000 x 15 % of time spent on project = \$13,800 - 50% Matching Funds = \$6,900 (\$8,955 w/ fringe = 28.79%  
 Primary lead on developing and implementing partnerships critical to the successful implementation of the grant. Supports and supervises the Outreach and Workforce Development Programs manager in grant execution. Manages the budgets, audits, compliance, tracking, and reporting, working alongside the grants administrator. Bilingual Spanish

Noe Orgaz, Outreach and Workforce Development Programs Manager: \$70,000 x 50% of time spent on project = \$35,000 - 50% Matching Funds = \$17,500 (\$22,711 w/ fringe 28.79%)  
 Manages and executes single-family solar outreach and workforce development programs. Supervising personnel responsible for key functions in plans and developing effective methods and procedures for program delivery. Leads and supports the team in delivering impactful programs that expand access to clean energy services. Develops procedures, coordinates outreach initiatives, and collaborates with community partners to strengthen engagement. Effectively communicating with diverse communities to promote inclusion and broaden program reach. Bilingual in Spanish

Vanessa Bernal, Sr. Outreach Coordinator \$58,000 x 60 % of time spent on project = \$34,800 - 50% Matching Funds = \$17,400 (\$22,581.72 w/ fringe 29.78%) Bilingual Spanish : Serves as the Outreach Department’s primary point of contact for GRID Alternatives Colorado projects and programs. Work closely with Outreach, Construction, Workforce, and Development teams to plan, coordinate, and carry out all relevant outreach activities. Manages client acquisition process from beginning to end. Responsible for all communication with clients, particularly for our Spanish-speaking clients, focusing on providing an excellent customer experience for all. Initiate, build, and maintain partnerships with community organizations, government agencies, affordable housing entities, places of faith, and other groups that could assist with client acquisition and support educational goals. Attend or present at community events/meetings to generate client leads, increase awareness of services within low-income communities, and convey the importance of renewable energy access for all. Act as

## Exhibit A-1

a communication team member by writing client stories, providing support for marketing materials. Supervised by Noe Orgaz

Gustavo Navaez, Outreach Coordinator \$47,840 6 x 75 % of time spent on project = \$35,880 - 50% Matching Funds = \$17,940 (\$23,282 w/ fringe 29.78%). Bilingual Spanish: Assisting in support of Sr. Outreach Coordinator in community outreach efforts. Assisting in organizing and participating in community meetings and workshops. Gathering feedback from communities and stakeholders to help shape project development. Supervised by Noe Orgaz.

Rosa Cleary, Grant Administrator \$60,008 x 20 % of time spent on project = \$12,000 - 50% Matching Funds = \$6,000 (\$7,787 w/ fringe 29.78%): Administers and tracks the reporting requirements for all grants. Supports the audits and provides compliance and due diligence on grants. Maintains appropriate tracking and reporting mechanisms for all grants. Supervised by Cam Patterson. Total with Fringe: \$83,393

Other Indirect Costs: Includes costs for facilities, payroll, accounting and other support for overhead and outreach activities.

### **MWBE Commitment:**

GRID's Goal Commitment to MWBE participation for this Agreement is 15% as stipulated in the Division of Small Opportunity's ("DSBO") Commitment to MWBE Participation Form submitted by GRID.

### **Reporting:**

- GRID shall ensure its data reporting systems are compatible with City systems and meet City data reporting requirements. GRID shall be responsible for supplying and maintaining all required equipment and software.
- GRID will submit a Monthly Activities Report form to accompany each invoice.
- GRID's end of year report shall be submitted to Jessica Jorgensen by February 1, 2027.

### **Contract Requirements – Agency for Human Rights & Community Partnerships**

- Organization staff may be required to meet with an Agency for Human Rights & Community Partnerships representative to debrief, share lessons learned about the contract/grant process, programming impact, etc.
- All modifications to the services and/or budget that exceeds 5% in change or more to any line item must be preapproved in writing by the Agency for Human Rights & Community Partnerships.