



It is with pleasure that we at Midstate Energy submit the attached Executive Summary to Mammoth-San Manuel Unified School District (MSMUSD). We wish to thank all involved for their assistance in helping us accumulate the necessary information.

Energy Conservation Measures

Our professional engineers, operations managers, technicians and subcontractors inspected the current condition of the facilities and the conditions and operating requirements of the facilities. The energy conservation measures (ECMs) developed will:

- 🍃 Provide the greatest energy cost reduction opportunities
- 🍃 Address numerous aging infrastructure needed updates
- 🍃 Provide Mammoth-San Manuel staff with the technology to operate facilities more efficiently
- 🍃 Provide a Sustainability Program for your school

Project Results

This **self-funded program** that Midstate Energy proposes provides the following:

- 🍃 Total Estimated Project Cost of \$369,840.00
- 🍃 Estimated Annual Savings of \$26,700.00
- 🍃 Total Estimated Savings over 15 years of \$544,259.00

Midstate Energy's *Clear Choice*™

Here are a few of the characteristics that differentiate us from our competitors:

- 🍃 ***Clear Choice*™** Turnkey Project, One Company = Cost Savings
- 🍃 ***Clear Choice*™** Manufacturer Neutral = Customer's choice
- 🍃 ***Clear Choice*™** Menu Approach = You select the Energy Measures
- 🍃 ***Clear Choice*™** Implementation Plan = Dedicated team to ensure project results
- 🍃 ***Clear Choice*™** Guarantee = Conformity to regulatory statute ARS 15-213.01



The *Clear Choice*™ Advantage

ENERGY STAR Recognition

Midstate Energy will create an ENERGY STAR Portfolio Manager account for the school. The benefit of using ENERGY STAR is the many opportunities provided to obtain recognition both locally and nationally for your school including earning the ENERGY STAR Label for Buildings. Midstate will support the school in applying for the ENERGY STAR Label for Buildings when a given campus qualifies.

Energy Behavior Management Program

Midstate Energy will work with the school to create a comprehensive Energy Behavior Management Program. The Program utilizes a system that has successfully supported school communities throughout the country in changing behaviors regarding energy conservation. Teams of students, staff and community work together on each campus to create and implement plans designed to build awareness resulting in sustainable energy savings.

Manufacturer Neutral

We will always protect the customer's investments in equipment by specifying their preferred HVAC equipment, controls systems, lighting manufacturer, etc. As we are manufacturer neutral, our customers have their choice of manufacturer for any of the energy conservation measures that are proposed and implemented by Midstate Energy.

Pursuit of Rebates and Grants

Midstate Energy provides a value-added service to customers by researching grants and rebates from federal and state government programs, charitable foundations and utilities to help fund large projects. After researching all applicable funding opportunities, Midstate Energy's rebates and grants team will work with the school to apply for the identified grants and rebates.

Please feel free to call our office at any time should you need additional information, or have questions regarding this proposal. Thank you for your interest in Midstate Energy.

Sincerely,

Randy Falconer
Sales Executive
Midstate Energy
1850 East Riverview Drive
Phoenix, AZ 85034



Executive Summary

What is a Performance Based Project?

The Performance Contracting concept is simple: money saved on energy and operating costs pay for the building improvements. If the project fails to produce the projected savings as guaranteed, Midstate Energy makes up the financial shortfall.

Any savings above the guarantee is Mammoth-San Manuel USD's to keep.

Capital improvements without raising taxes!

Who is Midstate Energy?

Midstate Energy is a solutions-driven expert in design, implementation and financing of energy efficiency projects. Its key personnel have participated in successful performance contracts nationwide over the past 25 years.

Midstate Energy's *Clear Choice*[™] Business Approach

Our unique approach benefits Mammoth-San Manuel USD by leveraging our team members according to your needs. You get all of the expertise, experience and state-of-the art technology, without the overhead costs associated with other energy services companies. Simply stated, the school only pays for the services they need, stretching your budget and resulting in a positive return on your project dollars.

Midstate Energy's *Clear Choice*[™] Process

Midstate Energy has developed a unique design process that ensures Mammoth-San Manuel USD understands the technology choices that have been selected and how to deploy them.





Understanding Mammoth-San Manuel Unified School District Challenges

Midstate Energy understands the importance of reducing cost in energy usage and cost avoidance, while at the same time improving the comfort and function of learning environments. We also know that creative applications of the latest technologies, policy procedures and best practices, along with a strong Operations and Maintenance program, play key roles in conserving energy.

We are pleased to provide solutions that maximize energy savings while enhancing the classroom environment for MSMUSD. Midstate is committed to establishing a long-term relationship with our customers, which benefits all parties. Other unique benefits include our extensive experience in performance contracting and our cooperative approach to project management that has been refined and proven effective with you, our valued customer.

How Midstate Energy's Business Approach Benefits MSMUSD

One of Midstate Energy's strengths is our flexibility in the scope of the project which allows the school to meet their short and long-term goals. Our list of Energy Conservation Measures is put into a shopping list form. This format allows the school to pick and choose energy conservation measures to be implemented based on the school's needs as well as the cost, savings, and payback associated with each measure.

Midstate Energy's Unique Business Approach:

- 🍃 All of the expertise, experience and state-of-the-art technology, without the overhead costs – Midstate Energy leverages its team members according to client needs without having to carry (and pass on) ongoing overhead costs
- 🍃 Has no pressure from Wall Street to produce maximum profits
- 🍃 Is an Arizona-based organization committed to keeping profits in Arizona
- 🍃 Enables greater attention to detail
- 🍃 Is vendor and manufacturer neutral – We are not bound by any specific vendor or brand



Project Management Plan and Schedule

Project Management Plan

Every aspect of our performance contracting business is continuing to improve by implementing best practices utilized by Midstate Energy and the energy conservation industry in which we play a leading role in Arizona. As a process driven company, Midstate Energy will document and implement a quality assurance program for the energy savings measures for MSMUSD.

To ensure the best project results, we plan to use a combination of Midstate Energy and mutually agreed upon subcontractors to complete each scope item for this project.

Project Schedule

The project schedule will be completely and clearly defined to MSMUSD before any construction begins. Midstate Energy will ensure that the schedule will meet all required deadlines and constraints so that the school receives its desired results within the time frame required.

Midstate Energy will be sensitive to the unique construction environment a school presents. Midstate will coordinate the installation closely with the school and will make all efforts not to disrupt academic or student activities during construction. To do so, Midstate will utilize holidays, non-school days, and after school hours to execute the majority of work.



Energy Conservation Measures

- 🍃 Upgrade HVAC systems – (30) Units
- 🍃 Upgrade Lighting – High School Gym
- 🍃 Integrate Occupancy Sensors for Gym Lighting
- 🍃 Energy Behavior Management Program
- 🍃 Integrate and program Energy Reduction Sequences aligned with school policy
- 🍃 Program and implement Sequences for Utility Demand Usage Control
- 🍃 Retro-Commission the Energy Management System



A. Building HVAC

Overview

HVAC systems for the schools at Mammoth-San Manuel Unified School District consist of water cooled chillers and/or packaged rooftop units including variable volume rooftop units. The chillers throughout the district were acquired prior to the year 2000. The equipment recommended for replacement must have energy savings sufficient to pay for the replacement in a reasonable time. In addition, the repair costs and headaches of dealing with old units can be minimized which allows for those dollars to be allocated to other pressing issues.

The rooftop units consist of packaged units from different manufacturers including Trane, Carrier. Most of the packaged units have manual outside air dampers and only a few of the units have motorized outside air dampers or economizers.

Energy Conservation Measures

- 🍃 Replace (30) packaged units that are older than year 2002 with higher efficiency units of minimum 16 SEER/ 12.5 EER
 - (20) 4 ton units- 17.2 SEER
 - (9) 5 ton units-17.2 SEER
 - (1) 12 ton unit- 12.5 EER
- 🍃 Add Demand Control Strategies
- 🍃 Retro-Commission Controls
- 🍃 Remove, Reconnect, Reprogram encompassed controls

Resulting Benefits

- 🍃 Reduction in electrical consumption
- 🍃 Decreased electricity costs
- 🍃 Decreased repair cost
- 🍃 Decreased utility Demand charges
- 🍃 Controls Inspection Tune up
- 🍃 Increased indoor air quality
- 🍃 **16 SEER / 12.5 EER minimum to receive Utility rebates - \$17,575.00**
Controls and 12 ton rebate would be an additional to listed rebate



Proposed Mechanical Equipment Upgrades

HIGH SCHOOL A/C				
LOCATION	MODEL #	SERIAL #	TONNAGE	Replace Decision
20	YCP048F3HOAA	*	4	YES
21	YCP048F3HOAA	*	4	YES
22	YCP048F3HOAA	*	4	YES
23	YCP048F3HOAA	*	4	YES
24	YCP060F3HOAA	*	5	YES
25	YCP048F3HOAA	*	4	YES
35	YCP048F3HOAA	*	4	YES
36	YCP048F3HOAA	*	4	YES
37	YCP060F3HOAA	*	5	YES
38	YCP060F3HOAA	*	5	YES
50	YCP060F3HOAA	*	5	YES
51	YCP060F3HOAA	*	5	YES
52	YCP048F3HOAA	*	4	YES
53	YCP060F3HOAA	*	5	YES
54	YCP048F3HOAA	*	4	YES
55	YCP048F3HOAA	*	4	YES
56	YCP060F3HOAA	*	5	YES
57	YCP060F3HOAA	*	5	YES
58	YCP048F3HOAA	*	4	YES
60	YCP048F3HOAA	*	4	YES
61	YCP048F3HOAA		4	NO
62	YCP048F3HOAA		4	NO
63	YCP048F3HOAA	***	4	YES
64	YCP048F3HOAA	*	4	YES
65	YCP048F3HOAA	*	4	YES
66	YCP048F3HOAA	*	4	YES
70	YCP060F3HOAA		5	NO
71	YCP048F3HOAA		4	NO
72	YCP048F3HOAA	***	4	YES
73	YCP048F3HOAA		4	NO
74	YCP048F3HOAA		4	NO
75	YCP048F3HOAA		4	NO
80	YCP048F3HOAA		4	NO
81	YCP048F3HOAA		4	NO
82	YCP048F3HOAA		4	NO
83	YCP048F3HOAA		4	NO
84	YCP048F3HOAA		4	NO
85	YCP048F3HOAA		4	NO
86	YCP048F3HOAA		4	NO
OFFICE	2 UNITS		5	NO
COUNSELOR	FILTER IN CEILING		3	NO
DRAFTING	YCP060F3HOAA	***	5	YES
DRAFTING	YCP048F3HOAA	***	4	YES
LIBRARY	2 UNITS		5	NO
LOUNGE	YCP048F3HOAA		4	NO
OH	YCP048F3HOAA	***	4	YES
PUBLICATION	YCP060F3HOAA		5	NO
PUBLICATION	YCP048F3HOAA		4	NO
CAFETERIA	YCP060F3HOAA		5	NO
CAFETERIA	YCP060F3HOAA		5	NO
CAF. OFFICE	YCP060F3HOAA		5	NO
KITCHEN	YCH150C3LOBB	***	12.5	YES
STORAGE	YCP036F3MOAA		3	NO
LAUNDRY	YCP036F3MOAA		3	NO

*District Request for Replacement
*** Failed or Repaired Equipment



B. Lighting Upgrade

Overview

The technical staff at Midstate Energy has been involved with numerous lighting upgrades targeting energy reduction and increased illumination both in the quantity and quality of light for our customers. Our approach includes replacement of antiquated fixtures, cleaning of fixtures, replacement of damaged fixtures, and retrofitting of energy inefficient fixtures. We also provide the appropriate disposal of the fixtures, fluorescent tubes, and magnetic ballasts. The upgrades that Midstate provides have extended warranties provided by the product manufacturer on lamps and ballasts.

Midstate Energy uses high quality fluorescent tubes, which deliver a high color rendering index (close to natural light) and reduced lumen depreciation. Lighting can be controlled by occupancy sensors and or photo eyes and allow operation whenever someone is within the area being scanned. When motion can no longer be detected, the lights shut off. Passive infrared sensors react to changes in heat, such as the pattern created by a moving person.

Lighting Upgrades Overview

- Generally the existing lighting system is efficient

Energy Conservation Measures

- Replace inefficient Lighting at San Manuel HS Gym to high efficiency lighting. Metal Halide to 6 bulb T-5 with heat / motion sensors

Resulting Benefits

- Reduction in electrical consumption
- Decreased electricity costs
- Decreased heat generated from inefficient lighting
- Higher quality of lighting
- Rebate \$2,289.00**



San Manuel High School Existing

Building	Exterior	Location	Fixture Type	Existing Lamp Material	Total Fixtures	Annual Hours
SAN MANUEL HIGH SCHOOL	NO	GYM	HIGH BAY	400W MH	25	2100

San Manuel High School Proposed

Proposed Material	Proposed Input Watts Per	Proposed Sensor	Proposed Total Sensors	TOTAL KWH SAVINGS
NEW 6L 28W T5 HIGH BAY	146	WALL	4	18679.50
				0.00
				0.00
				0.00



C. Energy Behavior Management Program

Overview

The Energy Behavior Management Program utilizes a system that has successfully supported communities throughout the country in changing behaviors regarding energy conservation. Through this program we will reach out to the faculty, student, parents, and entire community and encourage them to participate.

Teams of students, staff, and the surrounding community work together on each campus to create and implement plans designed to build awareness and save energy. Our energy mentors work closely with the energy teams throughout the year to educate and support them in carrying out their plan. The team will learn how to do simple energy surveys, develop strategies to build awareness of energy conservation on campus and strengthen leadership skills and social responsibility as they assist the Mammoth-San Manuel School District in hosting special events focused on energy and sustainability.

Energy Conservation Measures

- 🌱 Energy benchmarking (electric and natural gas) using Energy Star Portfolio Manager
- 🌱 Creating and/or reviewing the District policy addressing energy
- 🌱 Collaborating with the schools on the development of energy standards and goals which will serve as guidelines in managing energy use in buildings
- 🌱 Educating staff, students, and community members on “Best Practices” through the creation of Energy Teams
- 🌱 Working with each Energy Team to conduct energy surveys relevant to their campus such as plug load surveys and waste surveys
- 🌱 Working with each Energy Team to create an energy plan designed to reduce energy use and achieve the energy goal(s)
- 🌱 Assist with planning, monitoring and implementation on each campus

Resulting Benefits

- 🌱 Collaborating with the school district to create an energy report designed to keep staff and students informed on their progress and encourage competition in support of behavior change related to their use of energy
- 🌱 Support student achievement in all areas and particularly as it can strengthen STEM (Science, Technology, Engineering and Mathematics) education
- 🌱 Provide teachers with opportunities to receive professional development and help to bring energy conservation and sustainability into the school curriculum



Warranties and Training Programs

At Midstate Energy, we utilize our sister companies, Midstate Mechanical and BAS Technologies, and strategic partnerships to provide our customers with the most competitive warranties on all major lighting, mechanical and energy management system upgrades. Because of our “one company” approach on all of our offerings, including warranties, we are able to provide The School District unmatched warranties at very competitive pricing.

Provided below is a brief summary of warranties that will be included as part of our energy project offering.

Lighting and Ballast Warranties:

- ✔ Warranty for parts and labor 5 years
- ✔ Ballasts 5 years

Mechanical Equipment (HVAC) Warranties:

- ✔ Warranty for parts and labor 2 years
- ✔ Warranty for compressors 5 years

Energy Management System:

- ✔ Reliable Controls hardware parts for five (5) years
- ✔ Warranty for labor is two (2) years
- ✔ An Extension on Existing Reliable Hardware and parts for (2) years



Equipment Training Program

By partnering with Midstate Energy, The District will have the ability to customize training to meet specific objectives. Our training programs can be comprehensive to increase the self-sufficiency of your staff – or more focused to develop competencies where needed. Training, in conjunction with our service offering, is designed to protect your investment while maximizing the efficiency of your operations. This section will provide an overview of the training capabilities Midstate Energy can bring to The School District. **This program will be at no charge to the district.**

Specific training components already included in our proposal include:

- 🌿 On-site training at the conclusion of the installation of the project
- 🌿 Opportunity for School District staff to observe installation of all improvements made as part of the project, providing opportunities to learn about the systems
- 🌿 Our staff will also provide training as needed and recommendations to district staff on optimal operations of district equipment and facilities.

The development of a comprehensive and sustainable training program is one of the most critical aspects of a business partnership – and it will ultimately determine the overall success of a project. We have found that facilities with highly trained staff are always the most effective. A more effective and efficient workplace reduces the reliance on outside contractors for assistance.

To create a focused learning experience, we carefully tailor our training programs to align with our client's goals and objectives. The design of a client's support initiatives begins even before the contract implementation. We obtain this information by performing a series of interviews and conducting simple testing with representatives from maintenance supervisors, maintenance staff, and facilities engineering. This process will help determine exactly which training will be required for each of these groups. The program steps include the following:

- 🌿 Define current maintenance and operating procedures
- 🌿 Define required maintenance and operating procedures for new equipment
- 🌿 Review training options with plant engineering and maintenance
- 🌿 Determine and organize training programs, based on need and skill level, for functional groups within the facility (e.g. supervisors, maintenance staff, custodial)
- 🌿 Perform training with each group using a mix of theory, hands-on practice, and maintenance manual application



It is critical that training occurs at defined intervals throughout the course of the project and after the project is completed. This facilitates proper communication between the Midstate Energy team and the client's staff regarding how buildings will be operated throughout the installation period and the entire term of our agreement. Regular refresher seminars can be scheduled from year-to-year to maintain the degree of training necessary for staff to perform at a high level of efficiency. Each training session will review the basic practices that remain constant, and introduce new technology and procedures as they become available.

For any **applicable** improvements, the specific training provided by factory authorized technicians will include the following:

Controls

- 🍃 A factory authorized technician will provide an overview of the system; including setting different set points, identifying equipment within the program, and setting user access authorization levels.
- 🍃 Clarify customer's level of control of the system and program writing capabilities.
- 🍃 Identify key components of the control system, including new controllers and/or panels, and recommend spare parts if needed.

Rooftop Units

- 🍃 A factory authorized technician will review operation of new rooftop package units with the customer.
- 🍃 Review regular maintenance schedules, and necessary tasks required per the manufacturer's recommendations to keep the units running optimally.
- 🍃 Identify key components of unit and accessibility to interior components.



Mammoth San Manuel

Mechanical

REPLACE #20 (4) TON UNITS, REPLACE #9 (5) TON UNITS, REPLACE #1 (12) TON UNITS AS FOLLOWS:

Removal of Existing (4) ton unit, Disposal of unit, Purchase New High Efficiency Unit, Wet side Equipment- Disconnect and Reconnect Condensate piping, Controls- Disconnect and Reconnect, Reprogramming Sequence, Sheet metal Ductwork, Field measure existing curbing and Duct drops, Fabricate new Ductwork, Disconnect and install new ductwork, Rig and Install new Unit, Factory approved start-up and flow verification. Supervision, Project Management, Superintendent, Incidentals, Start-up, Equipment Rentals – CRANE, permits, labor, wiring, parts, piping, Fuel / Travel

17 SEER or 12.5 EER requirements for Rebates. All 4/5 ton units 17.2 SEER, 12 ton unit 12.5EER (highest efficiency rating)

Lighting

Gym- # 20 Fixtures, #4 sensors, High Bay 6L 28w T-5 replacing Existing Metal Halide fixtures, sensor integration, programming, wiring, labor, permits, supervision, incidentals, equipment, F/T

Building Energy Management

ADD SOFTWARE/PROGRAMMING/RESEQUENCING, Control Strategy Description Optimize/Initiate, Setback Controls, Setback controls (known as night, unoccupied or time-of-day setback control) save energy by allowing temperatures to drift when buildings are not occupied. Electric Demand, Limiting, Electrical demand costs can be reduced by metering kW consumption and during peak demand, turning off, disabling equipment or sequencing equipment as to not go above a specific demand.

Optimum Start/Stop & Ventilation Delay Installing Optimal Start/Stop & Ventilation Delay Control saves energy by calculating and controlling to the optimal time before occupancy that the fan systems must come on, and how long the fan must stay on before on occupancy ends, to meet occupied temperature set points. Retro Re-commissioning, Repair existing DDC system to make functional and commission to meet original intent, Occupancy Sensors-Detect if a space has been unoccupied for 20 minutes (adj). When this condition occurs, the setup and setback protocol will be initiated, allowing reduced fan operation as well as reduced heating set points and increased cooling set points.

Static Pressure Reset- This control strategy saves energy by decreasing the load on the fan. In addition, less energy is needed to condition lower volumes of air.



Economizer Control-An airside economizer cycle can lower utility costs by using outside air to help satisfy the building cooling load.

Night Purge- Unoccupied ventilation not only enhances the quality of the indoor environment by purging many indoor contaminants from the building, but also offers a means of reducing utility costs by exploiting the thermal capacity of the building.

Ventilation Reset- Bringing in excess outside air due to damper leakage, incorrectly setup controls or un-calibrated controls costs money to condition. ASHRAE guidelines should be followed when considering outside air intake.

Demand Control Ventilation, ASHRAE guidelines allow outside air intake to be regulated based upon demand of a zone that is monitored by a CO2 sensor. Supply

Air Reset-To reduce simultaneous heating and cooling, and fan short cycling supply air reset can be applied.

Energy Behavioral Program

We Optimize Conservation by Leveraging Behavior & ECM's, Behavioral Based Conservation Measures enhance Energy Conservation Measures (ECMs).

Behavior sustains savings through:

Education

Participation

Competition

Behavior – the entire stakeholder ecosystem is engaged & empowered.

Curriculum items, training, staff and student meetings, awareness, Structure, Lesson plans, ongoing training solutions, support and sustainability

Warranty

- **Lighting and Ballast Warranties:**

Five (5) year warranty by manufacturer

- **Mechanical Equipment Warranties: (Roof Top Units, Valves and Misc items)**

Warranty for labor is two (2) years parts and labor

5 years on compressors

- **Energy Management System:**

Warranty for labor is five (2) years and Reliable Controls hardware parts for five (5) years.

Existing Reliable Controls -Warranty Extended Two years on Parts

Total Project Cost \$369,840.00





Financial Impact, Annual Savings, Cash Flow Analysis & Financing Options

This performance contract proposed by Midstate Energy **guarantees** that savings pays for the project.

Financial Overview:

Interest Rate	3.5%
Utility Inflation.....	3.4%
Term:	10 Years
Project Cost:	\$369,840.00
Estimated Savings:	\$544,259.00
Positive Cash Flow:	\$260,838.00

Procurement:

- S.A.V.E procurement

Labor:

- Local Community Labor Program for Labor and Project Management Assistance



**Financial Projections -
Mammoth San Manuel**

Project Cost	\$369,840
Client Contribution	\$150,000
Total Amount Financed	\$219,840
Annual Guarantee Savings	\$26,700
Annual Operational Savings	\$0
Potential Rebates & Incentives	\$19,500
Finance Term	10.0 Yr.s
Interest Rate	3.50%
Utility Inflation	3.40%
Operational Inflation	0.00%

TOTAL GROSS SAVINGS	\$544,259
TOTAL NET SAVINGS	\$274,188

Year (Year)	Annual Investment			Annual Savings			Cash Flow		Cash Flow
	Principal and Interest Payment	On-going Cost	Total Annual Cost	Annual Energy Savings	Potential Rebate & Incentives *	Total Annual Savings	Net Annual Savings	Net Positive Cash Flow	Cumulative
Implementation (Year)				\$13,350		\$13,350	\$13,350		\$13,350
1	\$26,434	\$500	\$26,934	\$26,700	\$19,500	\$46,200	\$19,266	\$19,266	\$32,616
2	\$26,434	\$515	\$26,949	\$27,608		\$27,608	\$659	\$19,925	\$33,275
3	\$26,434	\$530	\$26,964	\$28,546		\$28,546	\$1,582	\$21,507	\$34,857
4	\$26,434	\$546	\$26,980	\$29,517		\$29,517	\$2,537	\$24,044	\$37,394
5	\$26,434	\$563	\$26,997	\$30,521		\$30,521	\$3,524	\$27,568	\$40,918
6	\$26,434	\$580	\$27,013	\$31,558		\$31,558	\$4,545	\$32,113	\$45,463
7	\$26,434	\$597	\$27,031	\$32,631		\$32,631	\$5,600	\$37,713	\$51,063
8	\$26,434	\$615	\$27,049	\$33,741		\$33,741	\$6,692	\$44,405	\$57,755
9	\$26,434	\$633	\$27,067	\$34,888		\$34,888	\$7,821	\$52,226	\$65,576
10	\$26,434	\$652	\$27,086	\$36,074		\$36,074	\$8,988	\$61,214	\$74,564
11	\$0	\$0	\$0	\$37,301		\$37,301	\$37,301	\$98,515	\$111,865
12	\$0	\$0	\$0	\$38,569		\$38,569	\$38,569	\$137,083	\$150,433
13	\$0	\$0	\$0	\$39,880		\$39,880	\$39,880	\$176,964	\$190,314
14	\$0	\$0	\$0	\$41,236		\$41,236	\$41,236	\$218,200	\$231,550
15	\$0	\$0	\$0	\$42,638		\$42,638	\$42,638	\$260,838	\$274,188
16	\$0	\$0	\$0	\$0		\$0	\$0		\$0
17	\$0	\$0	\$0	\$0		\$0	\$0		\$0
18	\$0	\$0	\$0	\$0		\$0	\$0		\$0
19	\$0	\$0	\$0	\$0		\$0	\$0		\$0
20	\$0	\$0	\$0	\$0		\$0	\$0		\$0
Totals	\$264,339	\$5,732	\$270,071	\$524,759	\$19,500	\$544,259	\$274,188	\$260,838	\$274,188

Notes:

- 1 Budgetary Cash Flow does not include deferred interest or interest earned
- 2 Financial projection numbers are estimates and will not be exact
- 3 Custom Rebate Program available through Utility will be in ADDITION to the listed number



4 On-going cost is for Monitoring and Verification which is required by State statute and may be canceled by customer

