

Project Summary
Sample Proposal - MLC Company
Santa Rosa, CA 95407



Quantities

Fixtures Surveyed	378
Fixtures to be Upgraded by ECMs*	378
<i>* Energy Conservation Measures</i>	

Energy Comparison and Annual Savings

Existing Energy Consumption: kWh		221,660
Lighting Energy Cost:	<i>0.155 per kWh</i>	\$ 34,357
Proposed Energy Consumption: kWh		108,316
Lighting Energy Cost:	<i>0.155 per kWh</i>	\$ 16,789
Annual Energy Savings: kWh		113,345
Annual Savings		
Lighting Energy Savings		\$ 17,568
Air Conditioning Savings*		\$ 1,366
Maintenance Savings*		\$ 972
Total Annual Savings		\$ 19,906
Energy Avoidance %		51.13%

Project Cost

Project Cost	\$32,809
SBEA Rebate	\$14,735
Net Project Cost	\$18,074
Potential Fed Tax Deduction (EPACT 2005)	\$13,068

Cash Flow Analyses

	1-Year	5-Year	7-Year	10-Year
Additional Cash Flow - Lease-Purchase Option A	\$ 25,897	\$ 76,401	\$ 122,903	\$ 197,796
Additional Cash Flow - Lease-Purchase Option B	\$ 15,089	\$ 81,300	\$ 127,802	\$ 202,695
Additional Cash Flow - Lump-Sum Purchase Option C	\$ 1,832	\$ 87,310	\$ 133,812	\$ 208,704

Environmental Impact

Reduced Air Pollution	1-Year	5-Year	7-Year	10-Year
Pounds of Carbon Dioxide Emissions	181,351	906,756	1,269,459	1,813,513
Pounds of Sulphur Dioxide Emissions	1,323	6,616	9,262	13,232
Pounds of Nitrogen Oxides Emissions	699	3,495	4,893	6,990

* Estimated

Sample Proposal - MLC Company

Cash Flow and ROI Analysis: Lease-Purchase Option A. (Finance Gross Amount)



	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Total
Lighting Energy Savings (\$)/Year*	\$ 17,568	\$ 18,095	\$ 18,638	\$ 19,197	\$ 19,773	\$ 20,367	\$ 20,978	\$ 21,607	\$ 22,255	\$ 22,923	\$ 201,402
Air Conditioning Savings (\$)/Year	\$ 1,366	\$ 1,407	\$ 1,449	\$ 1,492	\$ 1,537	\$ 1,583	\$ 1,631	\$ 1,680	\$ 1,730	\$ 1,782	\$ 15,657
Maintenance Savings (\$)/Year	\$ 972	\$ 972	\$ 972	\$ 972	\$ 972	\$ 972	\$ 972	\$ 972	\$ 972	\$ 972	\$ 9,720
Annual Savings	\$ 19,906	\$ 20,474	\$ 21,059	\$ 21,662	\$ 22,283	\$ 22,922	\$ 23,580	\$ 24,259	\$ 24,957	\$ 25,677	\$ 226,779
Rebate Amount	\$ 14,735										
Annual Lease Purchase Payment	\$ 8,744	\$ 8,744	\$ 8,744	\$ 8,744	\$ 8,744		\$ -	\$ -	\$ -	\$ -	\$ 43,718
Cumulative Cash Flow	\$ 25,897	\$ 37,628	\$ 49,944	\$ 62,862	\$ 76,401	\$ 99,323	\$ 122,903	\$ 147,162	\$ 172,119	\$ 197,796	\$ 197,796

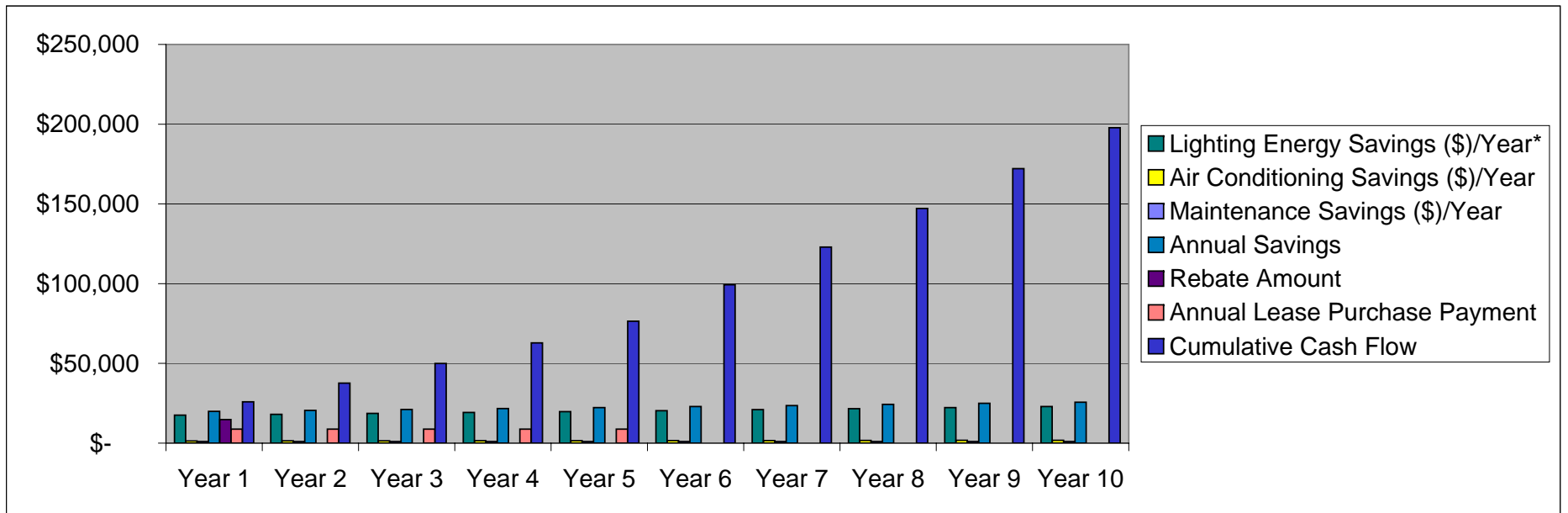
Total Lease Purchase Payments (Total Cost) **	\$ 43,718
Monthly Lease/Purchase Payment - (60 payments)	\$ 729
Additional Cash Flow (10 years)	\$ 197,796
ROI (Lighting Only)	360.69%
ROI (Lighting, Maintenance, HVAC)	418.73%

Notes:

* Assumes energy costs rise 3%/yr.

** Total Lease Purchase Payments (Total Cost)

1. Amount to be Financed (Gross Project Cost)	\$ 32,809
2. Term - Number of Years	5
3. Interest Rate	10.40%



Sample Proposal - MLC Company

Cash Flow and ROI Analysis: Lease-Purchase Option B. (Finance Net Amount)



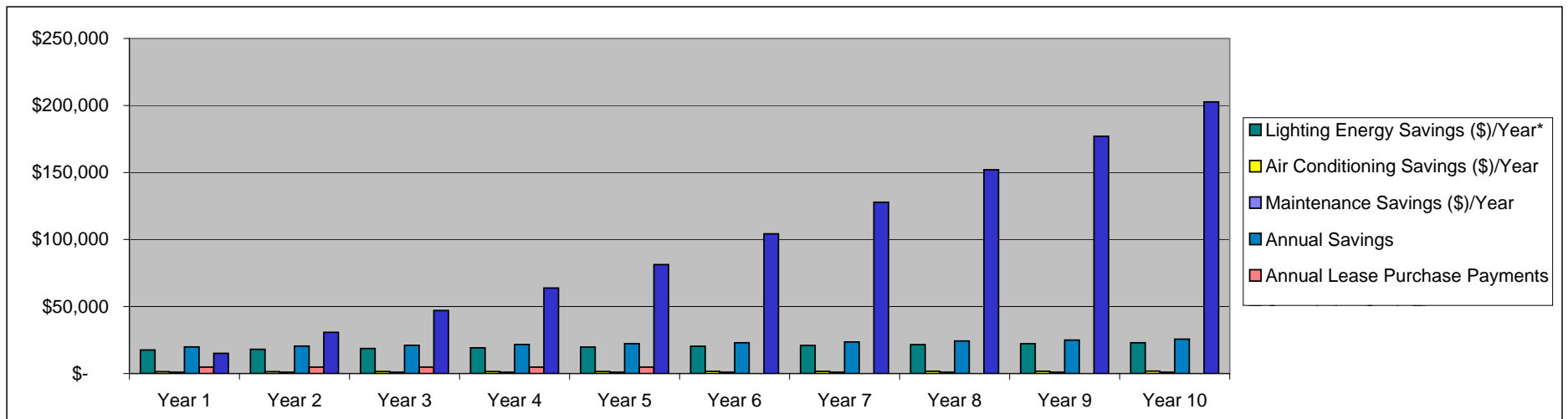
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Total
Lighting Energy Savings (\$)/Year*	\$ 17,568	\$ 18,095	\$ 18,638	\$ 19,197	\$ 19,773	\$ 20,367	\$ 20,978	\$ 21,607	\$ 22,255	\$ 22,923	\$ 201,402
Air Conditioning Savings (\$)/Year	\$ 1,366	\$ 1,407	\$ 1,449	\$ 1,492	\$ 1,537	\$ 1,583	\$ 1,631	\$ 1,680	\$ 1,730	\$ 1,782	\$ 15,657
Maintenance Savings (\$)/Year	\$ 972	\$ 972	\$ 972	\$ 972	\$ 972	\$ 972	\$ 972	\$ 972	\$ 972	\$ 972	\$ 9,720
Annual Savings	\$ 19,906	\$ 20,474	\$ 21,059	\$ 21,662	\$ 22,283	\$ 22,922	\$ 23,580	\$ 24,259	\$ 24,957	\$ 25,677	\$ 226,779
Annual Lease Purchase Payments	\$ 4,817	\$ 4,817	\$ 4,817	\$ 4,817	\$ 4,817	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 24,084
Cumulative Cash Flow	\$ 15,089	\$ 30,747	\$ 46,989	\$ 63,834	\$ 81,300	\$ 104,222	\$ 127,802	\$ 152,061	\$ 177,018	\$ 202,695	\$ 202,695
Total Lease Purchase Payments (Total Cost) **	\$ 24,084										
Monthly Lease/Purchase Payment - (60 payments)	\$ 401										
Additional Cash Flow (10 years)	\$ 202,695										
ROI (Lighting Only)	736.26%										
ROI (Lighting, Maintenance, HVAC)	841.62%										

Notes:

* Assumes energy costs rise 3%/yr.

** Total Lease Purchase Payments (Total Cost)

- 1. Amount to be Financed (Gross Project Cost) \$ 18,074
- 2. Term - Number of Years 5
- 3. Interest Rate 10.40%



Sample Proposal - MLC Company

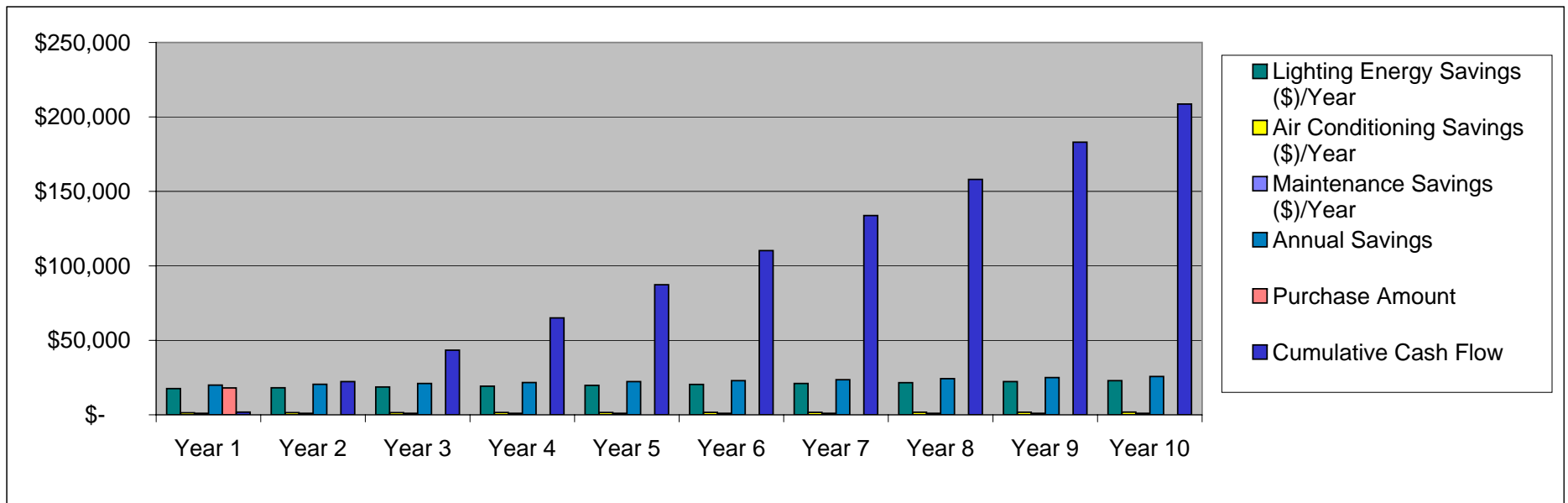
ROI Analysis: 10-Year Lump-Sum Purchase



	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Total
Lighting Energy Savings (\$)/Year	\$ 17,568	\$ 18,095	\$ 18,638	\$ 19,197	\$ 19,773	\$ 20,367	\$ 20,978	\$ 21,607	\$ 22,255	\$ 22,923	\$ 201,402
Air Conditioning Savings (\$)/Year	\$ 1,366	\$ 1,407	\$ 1,449	\$ 1,492	\$ 1,537	\$ 1,583	\$ 1,631	\$ 1,680	\$ 1,730	\$ 1,782	\$ 15,657
Maintenance Savings (\$)/Year	\$ 972	\$ 972	\$ 972	\$ 972	\$ 972	\$ 972	\$ 972	\$ 972	\$ 972	\$ 972	\$ 9,720
Annual Savings	\$ 19,906	\$ 20,474	\$ 21,059	\$ 21,662	\$ 22,283	\$ 22,922	\$ 23,580	\$ 24,259	\$ 24,957	\$ 25,677	\$ 226,779
Purchase Amount	\$ 18,074										
Cumulative Cash Flow	\$ 1,832	\$ 22,306	\$ 43,365	\$ 65,027	\$ 87,310	\$ 110,232	\$ 133,812	\$ 158,070	\$ 183,028	\$ 208,704	\$ 208,704

Total Installation Cost	\$ 18,074
Additional Cash Flow (5 years)	\$ 208,704
Total Savings (10 Years)	\$ 226,779
ROI (Lighting Only)	1014.31%
ROI (Lighting, Maintenance, HVAC)	1154.71%

* Assumes energy costs rise 3%/yr.



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Date: Special Instructions

Existing Conditions										Energy Efficient Solution							Annual Savings		
ECM #	AREA	Count	Fixture Code	MO	Fixture Type	Fixture Description	AHO	Watts Fixture	Existing kWh	Count	ECM Measure	Measure Description	Watts Fixture	O/S % On	AHO	ECM kWh	Annual Savings KWh	Annual Savings \$\$\$	Annual Savings KW
1	Main Restroom	6	ES41W	L	4' Wrap	1 Lamp F40 T12.4' 34 Watt	2350	48	677	6	MD25	Remove 1 - 4' Lamp & Install 1 - MaxLite F032T8 841 Lamp & MaxLite 120 volt Low Power Ballast	28	1.00	2350	395	282	43.71	0.120
2	Hallway	1	ES41W	L	4' Wrap	1 Lamp F40 T12.4' 34 Watt	3620	48	174	1	MD25	Remove 1 - 4' Lamp & Install 1 - MaxLite F032T8 841 Lamp & MaxLite 120 volt Low Power Ballast	28	1.00	3620	101	72	11.22	0.020
3	Large Office #1	10	ES243T	R	2'X4' Trof	3 Lamp F40 T12.4' 34 Watt	3620	122	4,416	10	MD40	Remove 3 - 4' Lamps & Install 2 - MaxLite F032T8 841 Lamps & MaxLite 120 volt Low Power Ballast & White Powdercoat Reflector	52	1.00	3620	1,882	2,534	392.77	0.700
4	Lobby	3	ES242T	L	2'X4' Trof	2 Lamp F40 T12.4' 34 Watt	3620	82	891	3	MD28	Remove 2 - 4' Lamps & Install 2 - MaxLite F032T8 841 Lamps & MaxLite 120 volt Low Power Ballast	52	1.00	3620	565	326	50.50	0.090
5	Reception Area	2	ES243T	R	2'X4' Trof	3 Lamp F40 T12.4' 34 Watt	3620	122	883	2	MD40	Remove 3 - 4' Lamps & Install 2 - MaxLite F032T8 841 Lamps & MaxLite 120 volt Low Power Ballast & White Powdercoat Reflector	52	1.00	3620	376	507	78.55	0.140
6	General Office Space	12	ES243T	R	2'X4' Trof	3 Lamp F40 T12.4' 34 Watt	3620	122	5,300	12	MD40	Remove 3 - 4' Lamps & Install 2 - MaxLite F032T8 841 Lamps & MaxLite 120 volt Low Power Ballast & White Powdercoat Reflector	52	1.00	3620	2,259	3,041	471.32	0.840
7	Office #2	3	ES243TDS	L	2'X4' Trof	3 Lamp F40 T12.4' 34 Watt	2600	122	952	3	MD34	Remove 3 - 4' Lamps & Install 3 - MaxLite F032T8 841 Lamps & 2 - MaxLite 120 volt Low Power Ballasts	79	1.00	2600	616	335	51.99	0.129
8	Office #2	2	ES42W	L	4' Wrap	2 Lamp F40 T12.4' 34 Watt	2600	82	426	2	MD28	Remove 2 - 4' Lamps & Install 2 - MaxLite F032T8 841 Lamps & MaxLite 120 volt Low Power Ballast	52	1.00	2600	270	156	24.18	0.060
9	Office #3	4	ES243TDS	L	2'X4' Trof	3 Lamp F40 T12.4' 34 Watt	2600	122	1,269	4	MD34	Remove 3 - 4' Lamps & Install 3 - MaxLite F032T8 841 Lamps & 2 - MaxLite 120 volt Low Power Ballasts	79	1.00	2600	822	447	69.32	0.172
10	Office #4	9	ES243T	R	2'X4' Trof	3 Lamp F40 T12.4' 34 Watt	2600	122	2,855	9	MD40	Remove 3 - 4' Lamps & Install 2 - MaxLite F032T8 841 Lamps & MaxLite 120 volt Low Power Ballast & White Powdercoat Reflector	52	1.00	2600	1,217	1,638	253.89	0.630
11	Office #4	4	ES242T	L	2'X4' Trof	2 Lamp F40 T12.4' 34 Watt	2600	82	853	4	MD28	Remove 2 - 4' Lamps & Install 2 - MaxLite F032T8 841 Lamps & MaxLite 120 volt Low Power Ballast	52	1.00	2600	541	312	48.36	0.120
12	Office #5	4	ES243TDS	L	2'X4' Trof	3 Lamp F40 T12.4' 34 Watt	2600	122	1,269	4	MD34	Remove 3 - 4' Lamps & Install 3 - MaxLite F032T8 841 Lamps & 2 - MaxLite 120 volt Low Power Ballasts	79	1.00	2600	822	447	69.32	0.172
13	Storage Area	4	ES43W	R	4' Wrap	3 Lamp F40 T12.4' 34 Watt	2600	122	1,269	4	MD40	Remove 3 - 4' Lamps & Install 2 - MaxLite F032T8 841 Lamps & MaxLite 120 volt Low Power Ballast & White Powdercoat Reflector	52	1.00	2600	541	728	112.84	0.280

14	Hallway	3	ES42W	L	4' Wrap	2 Lamp F40 T12.4' 34 Watt	2850	82	701	3	MD28	Remove 2 - 4' Lamps & Install 2 - MaxLite F032T8 841 Lamps & MaxLite 120 volt Low Power Ballast	52	1.00	2850	445	257	39.76	0.090
15	Office #6	2	ES243TDS	L	2'X4' Trof	3 Lamp F40 T12.4' 34 Watt	2600	122	634	2	MD34	Remove 3 - 4' Lamps & Install 3 - MaxLite F032T8 841 Lamps & 2 - MaxLite 120 volt Low Power Ballasts	79	1.00	2600	411	224	34.66	0.086
16 2nd Floor																			
17	Office #7	2	ES242T	L	2'X4' Trof	2 Lamp F40 T12.4' 34 Watt	2600	82	426	2	MD28	Remove 2 - 4' Lamps & Install 2 - MaxLite F032T8 841 Lamps & MaxLite 120 volt Low Power Ballast	52	1.00	2600	270	156	24.18	0.060
18	Office #8	4	ES42W	L	4' Wrap	2 Lamp F40 T12.4' 34 Watt	2600	82	853	4	MD28	Remove 2 - 4' Lamps & Install 2 - MaxLite F032T8 841 Lamps & MaxLite 120 volt Low Power Ballast	52	1.00	2600	541	312	48.36	0.120
19	Storage Area	4	ES42S	L	4' Strip	2 Lamp F40 T12.4' 34 Watt	3620	82	1,187	4	MD28	Remove 2 - 4' Lamps & Install 2 - MaxLite F032T8 841 Lamps & MaxLite 120 volt Low Power Ballast	52	1.00	3620	753	434	67.33	0.120
20	Exits Signs	5	ESG15	S	Exit Sign	LED	8760	30	1,314	5	EL01	Green LED Retrokit	2	1.00	8760	88	1,226	190.09	0.140
21	Main Floor Front	124	ES82HOS	S	8' Strip	2 Lamp F96 T12 HO 8' 95 Watt	3620	227	101,896	124	MD92	Remove 2 - 8' HO Lamps & Install 4 - MaxLite F032T8 841 Lamps & MaxLite 120 volt Standard Ballast & White Powdercoat Reflector	112	1.00	3620	50,275	51,621	8,001.29	14.260
22	Main Floor Front	2	ES82HOS	S	8' Strip	2 Lamp F96 T12 HO 8' 95 Watt	8760	227	3,977	2	MD92	Remove 2 - 8' HO Lamps & Install 4 - MaxLite F032T8 841 Lamps & MaxLite 120 volt Standard Ballast & White Powdercoat Reflector	112	1.00	8760	1,962	2,015	312.29	0.230
23	Main Floor Rear	47	ES82HOS	S	8' Strip	2 Lamp F96 T12 HO 8' 95 Watt	3620	227	38,622	47	MD92	Remove 2 - 8' HO Lamps & Install 4 - MaxLite F032T8 841 Lamps & MaxLite 120 volt Standard Ballast & White Powdercoat Reflector	112	1.00	3620	19,056	19,566	3,032.75	5.405
24	Rear Exterior Eve	7	ES82HOS	S	8' Strip	2 Lamp F96 T12 HO 8' 95 Watt	1200	227	1,907	7	MD92	Remove 2 - 8' HO Lamps & Install 4 - MaxLite F032T8 841 Lamps & MaxLite 120 volt Standard Ballast & White Powdercoat Reflector	112	1.00	1200	941	966	149.73	0.805
25	Front Exterior Eve	12	100PAR	S	Spot	100 Watt Par Spot	4360	100	5,232	12	CFL14	Remove Incandescent Flood & Replace with Energy-Efficient R40 20 Watt Flood Light	20	1.00	4360	1,046	4,186	648.77	0.960
26	Lumber Building	30	ES82HOS	S	8' Strip	2 Lamp F96 T12 HO 8' 95 Watt	3000	227	20,430	30	MD92	Remove 2 - 8' HO Lamps & Install 4 - MaxLite F032T8 841 Lamps & MaxLite 120 volt Standard Ballast & White Powdercoat Reflector	112	1.00	3000	10,080	10,350	1,604.25	3.450
27	Mill Shed	4	ES42S	L	4' Strip	2 Lamp F40 T12.4' 34 Watt	1200	82	394	4	MD28	Remove 2 - 4' Lamps & Install 2 - MaxLite F032T8 841 Lamps & MaxLite 120 volt Low Power Ballast	52	1.00	1200	250	144	22.32	0.120
28	Mill Shed	14	ES825C4	L	8' Strip	2 Lamp F96 T12 SLIM 8' 60 Watt	1000	128	1,792	14	MD72	Remove 2 - 8' Lamps & Install 4 - MaxLite F032T8 841 Lamps & MaxLite 120 volt Low Power Ballast & White Powdercoat Ballast Cover	102	1.00	1000	1,428	364	56.42	0.364
29	Shop Area	4	ES825C4	L	8' Strip	2 Lamp F96 T12 SLIM 8' 60 Watt	1500	128	768	4	MD72	Remove 2 - 8' Lamps & Install 4 - MaxLite F032T8 841 Lamps & MaxLite 120 volt Low Power Ballast & White Powdercoat Ballast Cover	102	1.00	1500	612	156	24.18	0.104

30	Shop Area	12	ES82HOS	S	8' Strip	2 Lamp F96 T12 HO 8' 95 Watt	3000	227	8,172	12	MD92	Remove 2 - 8' HO Lamps & Install 4 - MaxLite F032T8 841 Lamps & MaxLite 120 volt Standard Ballast & White Powdercoat Reflector	112	1.00	3000	4,032	4,140	641.70	1.380
31	Breakroom	7	ES44W	R	4' Wrap	4 Lamp F40 T12 4' 34 Watt	2950	164	3,387	7	MD56	Remove 4 - 4' Lamps & Install 2 - MaxLite F032T8 841 Lamps & MaxLite 120 volt Standard Ballast & White Powdercoat Reflector	59	1.00	2950	1,218	2,168	336.08	0.735
32	Restrooms	3	ES44W	R	4' Wrap	4 Lamp F40 T12 4' 34 Watt	2000	164	984	3	MD56	Remove 4 - 4' Lamps & Install 2 - MaxLite F032T8 841 Lamps & MaxLite 120 volt Standard Ballast & White Powdercoat Reflector	59	1.00	2000	354	630	97.65	0.315
33	Gate Room	4	ES242T	L	2'X4' Trof	2 Lamp F40 T12 4' 34 Watt	3600	82	1,181	4	MD28	Remove 2 - 4' Lamps & Install 2 - MaxLite F032T8 841 Lamps & MaxLite 120 volt Low Power Ballast	52	1.00	3600	749	432	66.96	0.120
34	Interior Supply Room	16	ES42S	L	4' Strip	2 Lamp F40 T12 4' 34 Watt	2850	82	3,739	16	MD28	Remove 2 - 4' Lamps & Install 2 - MaxLite F032T8 841 Lamps & MaxLite 120 volt Low Power Ballast	52	1.00	2850	2,371	1,368	212.04	0.480
35	Tool Storage	2	ES82HOS	S	8' Strip	2 Lamp F96 T12 HO 8' 95 Watt	2650	227	1,203	2	MD92	Remove 2 - 8' HO Lamps & Install 4 - MaxLite F032T8 841 Lamps & MaxLite 120 volt Standard Ballast & White Powdercoat Reflector	112	1.00	2650	594	610	94.47	0.230
36	Bolt Storage Area	6	I75A	S	Incand.	A 75 Watt Bulb	3620	75	1,629	6	CFL04	Remove Incandescent Bulb & Replace with Energy-Efficient 20 Watt CFL	20	1.00	3620	434	1,195	185.16	0.330
		378							221,660	378					108,316	434	113,345	17,568.41	33.38

VARIABLES (KEY)

EXISTING CONDITION

- ECM:** Energy Control Measure per each Existing / Recommended replacement
- AREA:** Location of Existing fixture
- Fixture:** Description of Existing fixture
- Count:** Existing Fixtures
- Watts:** Per IEE published ratings
- AHO:** Average Hours of Operation
- KWh:** Annual Energy Consumed (Fixture Wattage x AHO)

ECM EFFICIENT SOLUTION

- ECM:** Recommended replacement of existing technology
- Count:** Recommended for ECM
- Watts:** Per manufacturers published rating
- O/S % On:** % Occupancy Sensor On
- AHO:** Average Hours of Operation

BENEFITS

Existing KWh:	221,660
Proposed KWh:	108,316
Annual KWh Savings:	113,345
% Energy Saved	51.13%
Existing \$\$\$ Cost:	34,357.33
ECM Efficient \$\$\$ Cost:	16,788.92
Annual \$\$\$ Savings:	17,568.41
Existing KW:	66.80
ECM KW:	33.42
Annual KW Savings:	33.38
Utility:	PG&E
Utility Rate:	0.155
Utility Rebate:	14,734.79

EPACT 2005 TAX DEDUCTION

Square Feet:	24,200.00
ASHRAE Light Power Density Standard:	2.20
Existing Watts/Sq. Ft.:	2.76
Proposed ECM Efficient Watts/Sq. Ft.:	1.38
% Reduction Watt/Sq. Ft.:	49.97%
For \$.30 Fed Tax Deduction Watts/Sq.Ft. must be < than:	1.65
For maximum \$.60 Fed Tax Deduction Watts/Sq.Ft. must be <= to:	1.32
Allowable Square Foot Fed Tax Deduction Based On ECM Measures	\$0.54
Maximum Allowable Tax Deduction is (Sq. Ft. Deduction X Sq. Ft.)	\$13,068.00
Tax Deduction Limited by Net Project Cost if less than maximum allowable:	\$18,074.21