

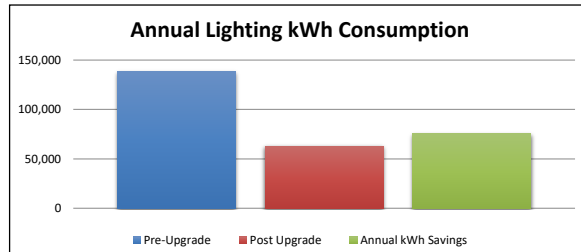


Lighting Upgrade and Energy Savings Analysis

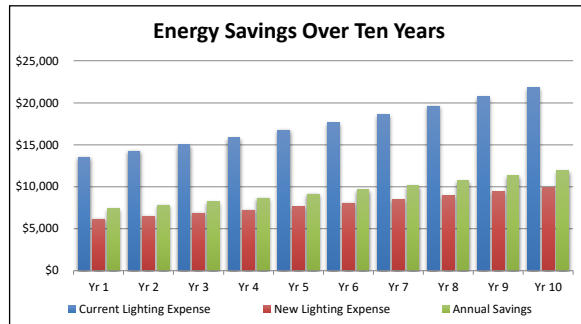
YMCA of Central Florida

YMCA-Dr Phillips Gym Only
 Mr. Dan Ickes
 7000 Dr Phillips Blvd
 Orlando, FL 32819

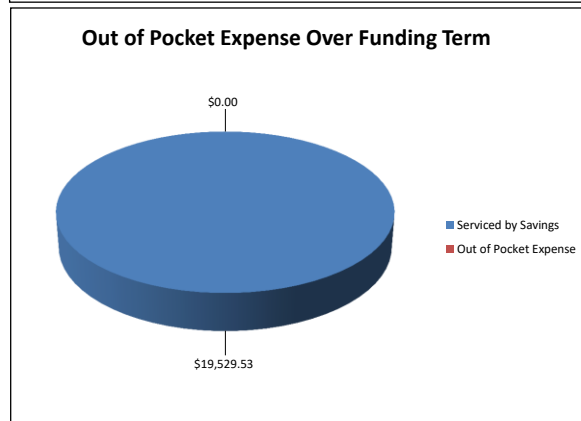
Energy Savings Summary	
Current Electrical Usage (Lighting):	138,378 kWh
Usage After Lighting Upgrade:	62,899 kWh
Annual kWh Savings:	75,479 kWh
Percent Reduction:	54.5%



Annual Savings Summary	
1st Year Savings:	\$7,621.66
2nd Year Savings:	\$8,032.75
3rd Year Savings:	\$8,466.25
4th Year Savings:	\$8,923.38
5th Year Savings:	\$9,405.45
6th Year Savings:	\$9,913.80
7th Year Savings:	\$10,449.90
8th Year Savings:	\$11,015.25
9th Year Savings:	\$11,611.46
10th Year Savings:	\$12,240.22
Cumulative 10 Year Savings:	\$97,680.12
Average Annual Savings per Sq.Ft:	\$0.20 Sq.Ft.



Net Zero USA Leasing Option	
Total Project Cost:	\$16,632.20
<u>Assigned Utility Rebate:</u>	<u>\$0.00</u>
Amount Financed:	\$16,632.20
Sales/Use Tax:	\$0.00
Finance/Lease Cost:	\$2,897.33
Unassigned Utility Rebate:	\$0.00
Adjusted Project Cost:	\$19,529.53
10 Year Savings:	\$97,680.12
Percent of Project Paid for by Savings:	100.0%
Out of Pocket Expense Over 5 Yrs:	\$0.00
Funding Term:	5 Yrs
AMOUNT OF CAPITAL NEEDED:	\$0.00



Net Zero USA Cash Option	
Total Project Cost:	\$16,632.20
Sales/Use Tax:	\$0.00
Assigned Utility Rebate:	\$0.00
Adjusted Project Cost:	\$16,632.20

* Utility Provider Incentives are Estimated. NZUSA in no way guarantees the amount of the Utility Provider Rebate or the Customers eligibility for any rebate. Ultimately, it is the Customers responsibility to apply for any Utility Rebates. NZUSA may assist with the application process, but assumes no responsibility for the receipt of the Utility Provider Rebate.

* Federal and State Tax Benefit eligibility and availability are not guaranteed. Please consult your tax professional.

* Depreciation is based upon the Cost Basis equal to the GRAND TOTAL of the project cost (including any finance costs) multiplied by the assumed Corporate Tax Rate of 34%. Please consult your tax professional.

* Warranty 10 yrs. on LED Diodes, 7 yrs. on LED Drivers (Under prescribed operating usage, temperatures and power quality conditions).



Customer: YMCA of Central Florida
 Attention: Mr. Dan Ickes
 Phone: 407-896-9220
 Email: danickes@cfymca.org

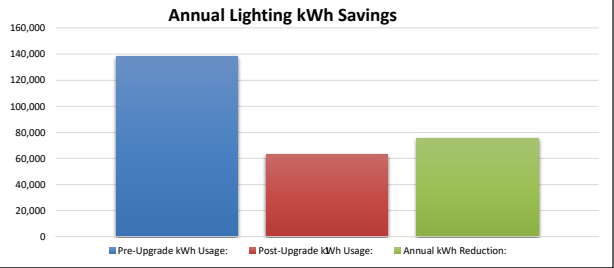
Facility: YMCA-Dr Phillips Gym Only
 Facility Sq.Ft: 50,000 Sq.Ft. Conditioned 50,000
 Address: 7000 Dr Phillips Blvd
 Orlando, FL 32819

Finance/Lease Proposal

Cumulative Ten Year Energy and Equipment Cost Savings:			Additional Savings:																																																																																																																																																																																																												
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Sensors 15.0%</p>	Annual Energy Savings from Occ. 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Proposal Assumptions:						
Days	"A"	"B"	"C"	"D"	"E"	"F"
Mon.	24.00	0.00	0.00	0.00	0.00	0.00
Tues.	24.00	0.00	0.00	0.00	0.00	0.00
Wed.	24.00	0.00	0.00	0.00	0.00	0.00
Thurs.	24.00	0.00	0.00	0.00	0.00	0.00
Fri.	24.00	0.00	0.00	0.00	0.00	0.00
Sat.	24.00	0.00	0.00	0.00	0.00	0.00
Sun.	24.00	0.00	0.00	0.00	0.00	0.00
Per Wk	168.00	0.00	0.00	0.00	0.00	0.00
Wk/Yr:	52	52	52	52	52	52
Total Hrs:	8,736	0	0	0	0	0
Utility Rate:		\$0.0974				

Average Monthly Savings over 10 Years:	\$814.00
Cumulative Net Cash Flow over 10 Years:	\$78,150.59
Financing Term:	60 Months
10 Year Return on Investment (ROI):	469.9%



Pre and Post Upgrade Comparison	
Pre-Upgrade kWh Usage:	138,378
Annual Pre-Upgrade Cost:	\$13,478.04
Post-Upgrade kWh Usage:	62,899
Annual Post-Upgrade Cost:	\$6,126.38
First Year Energy Savings:	\$7,352
Annual kWh Reduction:	75,479
Percentage Reduction:	54.5%
Lighting Power Density:	0.14 W/SqFt
% below ASHRAE 90.1-2001:	90.4%




Project Cost	
Lighting Product:	\$12,052.80
Installation:	\$2,700.00
Sales/Use Tax:	\$0.00
Material and Equipment:	\$1,100.00
Lamps/Ballast Disposal Fee:	\$779.40
TOTAL PROJECT COST:	\$16,632.20
ADJUSTED PROJECT COST:	\$16,632.20

Effective Project Cost	
Adjusted Project Cost:	\$16,632.20
Utility Provider Incentive:	\$0.00
Fed/State Tax Deduction/Credit:	\$0.00
Depreciation:	\$0.00
Finance/Lease Cost:	\$2,897.33
EFFECTIVE COST:	\$19,529.53

NOTES: - Utility Provider Incentives are Estimated.
 - Federal and State Tax Benefit eligibility and availability are not guaranteed. Please consult your tax professional.
 - Depreciation is based upon the Cost Basis equal to the GRAND TOTAL of the project cost (including any finance costs) multiplied by the assumed Corporate Tax Rate of 34%. Please consult your tax professional.

This Quote is good for 60 days from the date it is presented to the Customer.

Equipment Finance/Lease Cash Flow Analysis

Project Detail				10 Year Cumulative Savings				Notes																																																																				
 <p>GRAND TOTAL Project Cost: \$16,632.20 Assignment of Utility Rebate: \$0.00 Amount Financed: \$16,632.20</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th>Financing Options</th> <th>Months</th> <th>Factor</th> <th>Monthly Payment</th> </tr> </thead> <tbody> <tr> <td></td> <td style="text-align: center;">60</td> <td style="text-align: center;">0.01957</td> <td style="text-align: center;">\$325.49</td> </tr> </tbody> </table>				Financing Options	Months	Factor	Monthly Payment		60	0.01957	\$325.49	<p>10 Year kWh Reduction 754,790</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <tbody> <tr> <td>Utility Savings</td> <td style="text-align: right;">\$94,655.20</td> <td></td> <td></td> <td></td> </tr> <tr> <td>Fed/State Tax Deduction or Tax</td> <td style="text-align: right;">\$0.00</td> <td></td> <td></td> <td></td> </tr> <tr> <td>100% Expensing Election</td> <td style="text-align: right;">\$0.00</td> <td></td> <td></td> <td></td> </tr> <tr> <td>Depreciation</td> <td style="text-align: right;">\$0.00</td> <td></td> <td>(includes Year 6 balance)</td> <td></td> </tr> <tr> <td>Utility Provider Rebate</td> <td style="text-align: right;">\$0.00</td> <td></td> <td></td> <td></td> </tr> <tr> <td>Equipment Replacement Savings</td> <td style="text-align: right;">\$3,024.91</td> <td></td> <td></td> <td></td> </tr> <tr> <td>Reduction in HVAC Costs</td> <td style="text-align: right;">\$0.00</td> <td></td> <td>(Omitted from Calculation)</td> <td></td> </tr> <tr> <td><u>Occupancy Sensor Savings</u></td> <td style="text-align: right;"><u>\$0.00</u></td> <td></td> <td></td> <td></td> </tr> <tr> <td>Total 10 Year Savings</td> <td style="text-align: right;">\$97,680.12</td> <td></td> <td></td> <td></td> </tr> </tbody> </table>				Utility Savings	\$94,655.20				Fed/State Tax Deduction or Tax	\$0.00				100% Expensing Election	\$0.00				Depreciation	\$0.00		(includes Year 6 balance)		Utility Provider Rebate	\$0.00				Equipment Replacement Savings	\$3,024.91				Reduction in HVAC Costs	\$0.00		(Omitted from Calculation)		<u>Occupancy Sensor Savings</u>	<u>\$0.00</u>				Total 10 Year Savings	\$97,680.12				<p>1. A 5.5% annual cost per kWh increases is assumed. 2. 100% Expensing Election capped @ a basis of \$500k. 3. Depreciation is as follows:</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th>Recovery Year</th> <th>5 Year Property</th> </tr> </thead> <tbody> <tr> <td style="text-align: center;">1</td> <td style="text-align: center;">20.00%</td> </tr> <tr> <td style="text-align: center;">2</td> <td style="text-align: center;">32.00%</td> </tr> <tr> <td style="text-align: center;">3</td> <td style="text-align: center;">19.20%</td> </tr> <tr> <td style="text-align: center;">4</td> <td style="text-align: center;">11.50%</td> </tr> <tr> <td style="text-align: center;">5</td> <td style="text-align: center;">11.50%</td> </tr> <tr> <td style="text-align: center;">6</td> <td style="text-align: center;">5.80%</td> </tr> </tbody> </table>		Recovery Year	5 Year Property	1	20.00%	2	32.00%	3	19.20%	4	11.50%	5	11.50%	6	5.80%
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The finance rate represented in this proposal is for demonstration purposes only. It represents a rate that is based on one that could be obtained by a company or organization with a good credit history and repayment ability. NZUSA in no way guarantees a specific rate or acceptance by any Financial Institution.

Cash Flow

Month	Payment - Principle, Interest & Sales Tax	Energy Savings	Equipment Replacement Savings	Energy Savings from Occupancy Sensors	Fed/State Tax Deduction or Tax	100% Expensing Election	Depreciation	Utility Provider Rebate	Monthly Cash Flow	Cumulative Net Cash Flow
1	(\$325.49)	\$612.64	\$22.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$309.65	\$309.65
2	(\$325.49)	\$612.64	\$22.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$309.65	\$619.29
3	(\$325.49)	\$612.64	\$22.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$309.65	\$928.94
4	(\$325.49)	\$612.64	\$22.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$309.65	\$1,238.58
5	(\$325.49)	\$612.64	\$22.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$309.65	\$1,548.23
6	(\$325.49)	\$612.64	\$22.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$309.65	\$1,857.88
7	(\$325.49)	\$612.64	\$22.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$309.65	\$2,167.52
8	(\$325.49)	\$612.64	\$22.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$309.65	\$2,477.17
9	(\$325.49)	\$612.64	\$22.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$309.65	\$2,786.81
10	(\$325.49)	\$612.64	\$22.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$309.65	\$3,096.46
11	(\$325.49)	\$612.64	\$22.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$309.65	\$3,406.11
12	(\$325.49)	\$612.64	\$22.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$309.65	\$3,715.75
13	(\$325.49)	\$646.33	\$23.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$343.90	\$4,059.66
14	(\$325.49)	\$646.33	\$23.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$343.90	\$4,403.56
15	(\$325.49)	\$646.33	\$23.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$343.90	\$4,747.46
16	(\$325.49)	\$646.33	\$23.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$343.90	\$5,091.37
17	(\$325.49)	\$646.33	\$23.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$343.90	\$5,435.27
18	(\$325.49)	\$646.33	\$23.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$343.90	\$5,779.17
19	(\$325.49)	\$646.33	\$23.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$343.90	\$6,123.08
20	(\$325.49)	\$646.33	\$23.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$343.90	\$6,466.98
21	(\$325.49)	\$646.33	\$23.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$343.90	\$6,810.89
22	(\$325.49)	\$646.33	\$23.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$343.90	\$7,154.79
23	(\$325.49)	\$646.33	\$23.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$343.90	\$7,498.69
24	(\$325.49)	\$646.33	\$23.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$343.90	\$7,842.60
25	(\$325.49)	\$681.88	\$23.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$380.03	\$8,222.63
26	(\$325.49)	\$681.88	\$23.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$380.03	\$8,602.65
27	(\$325.49)	\$681.88	\$23.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$380.03	\$8,982.68
28	(\$325.49)	\$681.88	\$23.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$380.03	\$9,362.71
29	(\$325.49)	\$681.88	\$23.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$380.03	\$9,742.74
30	(\$325.49)	\$681.88	\$23.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$380.03	\$10,122.77
31	(\$325.49)	\$681.88	\$23.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$380.03	\$10,502.80
32	(\$325.49)	\$681.88	\$23.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$380.03	\$10,882.82
33	(\$325.49)	\$681.88	\$23.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$380.03	\$11,262.85
34	(\$325.49)	\$681.88	\$23.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$380.03	\$11,642.88
35	(\$325.49)	\$681.88	\$23.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$380.03	\$12,022.91
36	(\$325.49)	\$681.88	\$23.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$380.03	\$12,402.94
37	(\$325.49)	\$719.39	\$24.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$418.12	\$12,821.06
38	(\$325.49)	\$719.39	\$24.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$418.12	\$13,239.19
39	(\$325.49)	\$719.39	\$24.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$418.12	\$13,657.31
40	(\$325.49)	\$719.39	\$24.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$418.12	\$14,075.43
41	(\$325.49)	\$719.39	\$24.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$418.12	\$14,493.55
42	(\$325.49)	\$719.39	\$24.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$418.12	\$14,911.68
43	(\$325.49)	\$719.39	\$24.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$418.12	\$15,329.80
44	(\$325.49)	\$719.39	\$24.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$418.12	\$15,747.92
45	(\$325.49)	\$719.39	\$24.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$418.12	\$16,166.05
46	(\$325.49)	\$719.39	\$24.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$418.12	\$16,584.17
47	(\$325.49)	\$719.39	\$24.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$418.12	\$17,002.29
48	(\$325.49)	\$719.39	\$24.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$418.12	\$17,420.42

Equipment Finance/Lease Cash Flow Analysis

Month	Payment	Energy Savings	Equipment Replacement Savings	Energy Savings from Occupancy Sensors	Fed/State Tax Deduction or Tax	100% Expensing Election	Depreciation	Utility Provider Rebate	Monthly Cash Flow	Cumulative Net Cash Flow
49	(\$325.49)	\$758.95	\$24.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$458.29	\$17,878.71
50	(\$325.49)	\$758.95	\$24.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$458.29	\$18,337.01
51	(\$325.49)	\$758.95	\$24.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$458.29	\$18,795.30
52	(\$325.49)	\$758.95	\$24.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$458.29	\$19,253.60
53	(\$325.49)	\$758.95	\$24.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$458.29	\$19,711.89
54	(\$325.49)	\$758.95	\$24.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$458.29	\$20,170.19
55	(\$325.49)	\$758.95	\$24.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$458.29	\$20,628.48
56	(\$325.49)	\$758.95	\$24.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$458.29	\$21,086.77
57	(\$325.49)	\$758.95	\$24.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$458.29	\$21,545.07
58	(\$325.49)	\$758.95	\$24.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$458.29	\$22,003.36
59	(\$325.49)	\$758.95	\$24.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$458.29	\$22,461.66
60	(\$325.49)	\$758.95	\$24.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$458.29	\$22,919.95
61	\$0.00	\$800.69	\$25.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$826.15	\$23,746.11
62	\$0.00	\$800.69	\$25.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$826.15	\$24,572.26
63	\$0.00	\$800.69	\$25.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$826.15	\$25,398.41
64	\$0.00	\$800.69	\$25.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$826.15	\$26,224.56
65	\$0.00	\$800.69	\$25.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$826.15	\$27,050.71
66	\$0.00	\$800.69	\$25.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$826.15	\$27,876.86
67	\$0.00	\$800.69	\$25.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$826.15	\$28,703.01
68	\$0.00	\$800.69	\$25.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$826.15	\$29,529.16
69	\$0.00	\$800.69	\$25.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$826.15	\$30,355.31
70	\$0.00	\$800.69	\$25.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$826.15	\$31,181.46
71	\$0.00	\$800.69	\$25.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$826.15	\$32,007.61
72	\$0.00	\$800.69	\$25.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$826.15	\$32,833.76
73	\$0.00	\$844.73	\$26.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$870.82	\$33,704.58
74	\$0.00	\$844.73	\$26.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$870.82	\$34,575.41
75	\$0.00	\$844.73	\$26.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$870.82	\$35,446.23
76	\$0.00	\$844.73	\$26.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$870.82	\$36,317.06
77	\$0.00	\$844.73	\$26.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$870.82	\$37,187.88
78	\$0.00	\$844.73	\$26.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$870.82	\$38,058.71
79	\$0.00	\$844.73	\$26.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$870.82	\$38,929.53
80	\$0.00	\$844.73	\$26.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$870.82	\$39,800.36
81	\$0.00	\$844.73	\$26.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$870.82	\$40,671.18
82	\$0.00	\$844.73	\$26.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$870.82	\$41,542.01
83	\$0.00	\$844.73	\$26.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$870.82	\$42,412.83
84	\$0.00	\$844.73	\$26.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$870.82	\$43,283.66
85	\$0.00	\$891.19	\$26.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$917.94	\$44,201.59
86	\$0.00	\$891.19	\$26.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$917.94	\$45,119.53
87	\$0.00	\$891.19	\$26.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$917.94	\$46,037.47
88	\$0.00	\$891.19	\$26.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$917.94	\$46,955.41
89	\$0.00	\$891.19	\$26.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$917.94	\$47,873.34
90	\$0.00	\$891.19	\$26.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$917.94	\$48,791.28
91	\$0.00	\$891.19	\$26.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$917.94	\$49,709.22
92	\$0.00	\$891.19	\$26.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$917.94	\$50,627.16
93	\$0.00	\$891.19	\$26.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$917.94	\$51,545.09
94	\$0.00	\$891.19	\$26.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$917.94	\$52,463.03
95	\$0.00	\$891.19	\$26.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$917.94	\$53,380.97
96	\$0.00	\$891.19	\$26.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$917.94	\$54,298.91
97	\$0.00	\$940.21	\$27.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$967.62	\$55,266.53
98	\$0.00	\$940.21	\$27.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$967.62	\$56,234.15
99	\$0.00	\$940.21	\$27.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$967.62	\$57,201.77
100	\$0.00	\$940.21	\$27.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$967.62	\$58,169.39
101	\$0.00	\$940.21	\$27.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$967.62	\$59,137.02
102	\$0.00	\$940.21	\$27.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$967.62	\$60,104.64
103	\$0.00	\$940.21	\$27.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$967.62	\$61,072.26
104	\$0.00	\$940.21	\$27.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$967.62	\$62,039.88
105	\$0.00	\$940.21	\$27.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$967.62	\$63,007.50
106	\$0.00	\$940.21	\$27.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$967.62	\$63,975.12
107	\$0.00	\$940.21	\$27.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$967.62	\$64,942.75
108	\$0.00	\$940.21	\$27.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$967.62	\$65,910.37
109	\$0.00	\$991.92	\$28.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,020.02	\$66,930.39
110	\$0.00	\$991.92	\$28.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,020.02	\$67,950.40
111	\$0.00	\$991.92	\$28.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,020.02	\$68,970.42
112	\$0.00	\$991.92	\$28.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,020.02	\$69,990.44
113	\$0.00	\$991.92	\$28.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,020.02	\$71,010.46
114	\$0.00	\$991.92	\$28.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,020.02	\$72,030.48
115	\$0.00	\$991.92	\$28.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,020.02	\$73,050.50
116	\$0.00	\$991.92	\$28.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,020.02	\$74,070.51
117	\$0.00	\$991.92	\$28.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,020.02	\$75,090.53
118	\$0.00	\$991.92	\$28.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,020.02	\$76,110.55
119	\$0.00	\$991.92	\$28.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,020.02	\$77,130.57
120	\$0.00	\$991.92	\$28.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,020.02	\$78,150.59



Customer: YMCA of Central Florida
 Attention: Mr. Dan Ickes
 Phone: 407-896-9220
 Email: danickes@cfymca.org

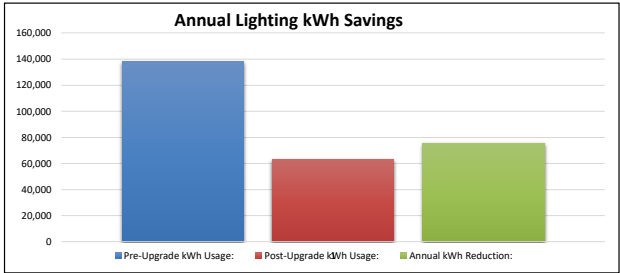
Facility: YMCA-Dr Phillips Gym Only
 Facility Sq.Ft: 50,000
 Address: 7000 Dr Phillips Blvd
 Orlando, FL 32819
 Sq.Ft. Conditioned 50,000

Cash Proposal

Cumulative Ten Year Energy and Equipment Cost Savings:			Additional Savings:																																																																																																																																																																																																												
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Sensors				Cost/kWh	kWh Reduction	Annual Savings	Year 1	\$0.097	0	\$0	Year 2	\$0.103	0	\$0	Year 3	\$0.108	0	\$0	Year 4	\$0.114	0	\$0	Year 5	\$0.121	0	\$0	Year 6	\$0.127	0	\$0	Year 7	\$0.134	0	\$0	Year 8	\$0.142	0	\$0	Year 9	\$0.149	0	\$0	Year 10	\$0.158	0	\$0	TEN YEAR SAVINGS			\$0	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th colspan="3" style="text-align: center;">Annual Reduction in HVAC Cost</th> </tr> <tr> <th></th> <th>Cost/kWh</th> <th>HVAC kWh</th> <th>Annual Savings</th> </tr> </thead> <tr><td>Year 1</td><td>\$0.097</td><td>9,014</td><td>\$878</td></tr> <tr><td>Year 2</td><td>\$0.103</td><td>9,014</td><td>\$926</td></tr> <tr><td>Year 3</td><td>\$0.108</td><td>9,014</td><td>\$977</td></tr> <tr><td>Year 4</td><td>\$0.114</td><td>9,014</td><td>\$1,031</td></tr> <tr><td>Year 5</td><td>\$0.121</td><td>9,014</td><td>\$1,088</td></tr> <tr><td>Year 6</td><td>\$0.127</td><td>9,014</td><td>\$1,147</td></tr> <tr><td>Year 7</td><td>\$0.134</td><td>9,014</td><td>\$1,211</td></tr> <tr><td>Year 8</td><td>\$0.142</td><td>9,014</td><td>\$1,277</td></tr> <tr><td>Year 9</td><td>\$0.149</td><td>9,014</td><td>\$1,347</td></tr> <tr><td>Year 10</td><td>\$0.158</td><td>9,014</td><td>\$1,422</td></tr> <tr> <td colspan="2" style="text-align: center;">TEN YEAR SAVINGS</td> <td></td> <td>\$11,304</td> </tr> </table> <p style="font-size: x-small;">* HVAC Savings NOT included in Total 10 year Savings Calculations</p>	Annual Reduction in HVAC Cost				Cost/kWh	HVAC kWh	Annual Savings	Year 1	\$0.097	9,014	\$878	Year 2	\$0.103	9,014	\$926	Year 3	\$0.108	9,014	\$977	Year 4	\$0.114	9,014	\$1,031	Year 5	\$0.121	9,014	\$1,088	Year 6	\$0.127	9,014	\$1,147	Year 7	\$0.134	9,014	\$1,211	Year 8	\$0.142	9,014	\$1,277	Year 9	\$0.149	9,014	\$1,347	Year 10	\$0.158	9,014	\$1,422	TEN YEAR SAVINGS			\$11,304
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Proposal Assumptions:						
Days	"A"	"B"	"C"	"D"	"E"	"F"
Mon.	24.00	0.00	0.00	0.00	0.00	0.00
Tues.	24.00	0.00	0.00	0.00	0.00	0.00
Wed.	24.00	0.00	0.00	0.00	0.00	0.00
Thurs.	24.00	0.00	0.00	0.00	0.00	0.00
Fri.	24.00	0.00	0.00	0.00	0.00	0.00
Sat.	24.00	0.00	0.00	0.00	0.00	0.00
Sun.	24.00	0.00	0.00	0.00	0.00	0.00
Per Wk	168.00	0.00	0.00	0.00	0.00	0.00
Wk/Yr:	52	52	52	52	52	52
Total Hrs:	8,736	0	0	0	0	0
Utility Rate:		\$0.0974				

Average Monthly Savings over 10 Years:	\$814.00
Cumulative Net Cash Flow over 10 Years:	\$81,047.92
Project Payback:	25.39 Months
10 Year Return on Investment (ROI):	487.3%



Pre and Post Upgrade Comparison	
Pre-Upgrade kWh Usage:	138,378
Annual Pre-Upgrade Cost:	\$13,478.04
Post-Upgrade kWh Usage:	62,899
Annual Post-Upgrade Cost:	\$6,126.38
First Year Energy Savings:	\$7,352
Annual kWh Reduction:	75,479
Percentage Reduction:	54.5%
Lighting Power Density:	0.14 W/SqFt
% below ASHRAE 90.1-2001:	90.4%




Project Cost	
Lighting Product:	\$12,052.80
Installation:	\$2,700.00
Sales/Use Tax:	\$0.00
Material and Equipment:	\$1,100.00
Lamps/Ballast Disposal Fee:	\$779.40
TOTAL PROJECT COST:	\$16,632.20
ADJUSTED PROJECT COST:	\$16,632.20

Effective Project Cost	
Adjusted Project Cost:	\$16,632.20
Utility Provider Incentive:	\$0.00
Fed/State Tax Deduction/Credit:	\$0.00
Depreciation:	\$0.00
EFFECTIVE COST:	\$16,632.20

NOTES: - Utility Provider Incentives are Estimated.
 - Federal and State Tax Benefit eligibility and availability are not guaranteed. Please consult your tax professional.
 - Depreciation is based upon the Cost Basis equal to the GRAND TOTAL of the project cost (including any finance costs) multiplied by the assumed Corporate Tax Rate of 34%. Please consult your tax professional.

This Quote is good for 60 days from the date it is presented to the Customer.

Cash Flow Analysis for Cash Payment Project

Project Detail				10 Year Cumulative Savings				Notes															
 <p>GRAND TOTAL Project Cost: \$16,632.20 Assignment of Utility Rebate: \$0.00 Adjusted Project Cost: \$16,632.20</p>				10 Year kWh Reduction		754,790		1. A 5.5% annual cost per kWh increases is assumed. 2. 100% Expensing Election capped @ a basis of \$500k. 3. Depreciation is as follows: <table style="margin-top: 10px; width: 100%;"> <thead> <tr> <th style="text-align: left;">Recovery Year</th> <th style="text-align: left;">5 Year Property</th> </tr> </thead> <tbody> <tr><td>1</td><td>20.00%</td></tr> <tr><td>2</td><td>32.00%</td></tr> <tr><td>3</td><td>19.20%</td></tr> <tr><td>4</td><td>11.50%</td></tr> <tr><td>5</td><td>11.50%</td></tr> <tr><td>6</td><td>5.80%</td></tr> </tbody> </table>		Recovery Year	5 Year Property	1	20.00%	2	32.00%	3	19.20%	4	11.50%	5	11.50%	6	5.80%
				Recovery Year	5 Year Property																		
1	20.00%																						
2	32.00%																						
3	19.20%																						
4	11.50%																						
5	11.50%																						
6	5.80%																						
				Utility Savings	\$94,655.20																		
				Fed/State Tax Deduction or Tax	\$0.00																		
				100% Expensing Election	\$0.00																		
				Depreciation	\$0.00	<small>(includes Year 6 balance)</small>																	
				Utility Provider Rebate	\$0.00																		
				Equipment Replacement Savings	\$3,024.91																		
				Reduction in HVAC Costs	\$0.00	<small>(Omitted from Calculation)</small>																	
				<u>Occupancy Sensor Savings</u>	<u>\$0.00</u>																		
				Total 10 Year Savings	\$97,680.12																		
Lighting Hours Square Footage																							
TOTAL HOURS	8,736	50,000	Sq/Ft																				
				Total Project Cost	(\$16,632.20)			Financing and Equipment Leasing Program Provided by: <div style="display: flex; justify-content: space-around; align-items: center; margin-top: 10px;">   </div>															
				Financing Cost	\$0.00																		
				TOTAL 10 Year Cash Flow	\$81,047.92																		

Cash Flow

Month	Payment	Energy Savings	Equipment Replacement Savings	Energy Savings from Occupancy Sensors	Fed/State Tax Deduction or Tax	100% Expensing Election	Depreciation	Utility Provider Rebate	Monthly Cash Flow	Cumulative Net Cash Flow
1	(\$16,632.20)	\$612.64	\$22.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	(\$15,997.06)	(\$15,997.06)
2	\$0.00	\$612.64	\$22.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$635.14	(\$15,361.92)
3	\$0.00	\$612.64	\$22.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$635.14	(\$14,726.79)
4	\$0.00	\$612.64	\$22.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$635.14	(\$14,091.65)
5	\$0.00	\$612.64	\$22.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$635.14	(\$13,456.51)
6	\$0.00	\$612.64	\$22.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$635.14	(\$12,821.37)
7	\$0.00	\$612.64	\$22.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$635.14	(\$12,186.23)
8	\$0.00	\$612.64	\$22.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$635.14	(\$11,551.09)
9	\$0.00	\$612.64	\$22.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$635.14	(\$10,915.96)
10	\$0.00	\$612.64	\$22.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$635.14	(\$10,280.82)
11	\$0.00	\$612.64	\$22.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$635.14	(\$9,645.68)
12	\$0.00	\$612.64	\$22.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$635.14	(\$9,010.54)
13	\$0.00	\$646.33	\$23.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$669.40	(\$8,341.15)
14	\$0.00	\$646.33	\$23.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$669.40	(\$7,671.75)
15	\$0.00	\$646.33	\$23.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$669.40	(\$7,002.35)
16	\$0.00	\$646.33	\$23.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$669.40	(\$6,332.96)
17	\$0.00	\$646.33	\$23.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$669.40	(\$5,663.56)
18	\$0.00	\$646.33	\$23.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$669.40	(\$4,994.17)
19	\$0.00	\$646.33	\$23.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$669.40	(\$4,324.77)
20	\$0.00	\$646.33	\$23.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$669.40	(\$3,655.38)
21	\$0.00	\$646.33	\$23.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$669.40	(\$2,985.98)
22	\$0.00	\$646.33	\$23.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$669.40	(\$2,316.58)
23	\$0.00	\$646.33	\$23.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$669.40	(\$1,647.19)
24	\$0.00	\$646.33	\$23.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$669.40	(\$977.79)
25	\$0.00	\$681.88	\$23.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$705.52	(\$272.27)
26	\$0.00	\$681.88	\$23.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$705.52	\$433.25
27	\$0.00	\$681.88	\$23.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$705.52	\$1,138.77
28	\$0.00	\$681.88	\$23.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$705.52	\$1,844.29
29	\$0.00	\$681.88	\$23.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$705.52	\$2,549.81
30	\$0.00	\$681.88	\$23.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$705.52	\$3,255.33
31	\$0.00	\$681.88	\$23.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$705.52	\$3,960.85
32	\$0.00	\$681.88	\$23.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$705.52	\$4,666.37
33	\$0.00	\$681.88	\$23.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$705.52	\$5,371.89
34	\$0.00	\$681.88	\$23.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$705.52	\$6,077.42
35	\$0.00	\$681.88	\$23.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$705.52	\$6,782.94
36	\$0.00	\$681.88	\$23.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$705.52	\$7,488.46
37	\$0.00	\$719.39	\$24.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$743.62	\$8,232.07
38	\$0.00	\$719.39	\$24.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$743.62	\$8,975.69
39	\$0.00	\$719.39	\$24.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$743.62	\$9,719.30
40	\$0.00	\$719.39	\$24.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$743.62	\$10,462.92
41	\$0.00	\$719.39	\$24.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$743.62	\$11,206.53
42	\$0.00	\$719.39	\$24.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$743.62	\$11,950.15
43	\$0.00	\$719.39	\$24.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$743.62	\$12,693.76
44	\$0.00	\$719.39	\$24.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$743.62	\$13,437.38
45	\$0.00	\$719.39	\$24.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$743.62	\$14,180.99
46	\$0.00	\$719.39	\$24.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$743.62	\$14,924.61
47	\$0.00	\$719.39	\$24.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$743.62	\$15,668.22
48	\$0.00	\$719.39	\$24.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$743.62	\$16,411.84

Cash Flow Analysis for Cash Payment Project

Month	Payment	Energy Savings	Equipment Replacement Savings	Energy Savings from Occupancy Sensors	Fed/State Tax Deduction or Tax	100% Expensing Election	Depreciation	Utility Provider Rebate	Monthly Cash Flow	Cumulative Net Cash Flow
49	\$0.00	\$758.95	\$24.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$783.79	\$17,195.63
50	\$0.00	\$758.95	\$24.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$783.79	\$17,979.41
51	\$0.00	\$758.95	\$24.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$783.79	\$18,763.20
52	\$0.00	\$758.95	\$24.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$783.79	\$19,546.99
53	\$0.00	\$758.95	\$24.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$783.79	\$20,330.77
54	\$0.00	\$758.95	\$24.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$783.79	\$21,114.56
55	\$0.00	\$758.95	\$24.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$783.79	\$21,898.35
56	\$0.00	\$758.95	\$24.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$783.79	\$22,682.14
57	\$0.00	\$758.95	\$24.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$783.79	\$23,465.92
58	\$0.00	\$758.95	\$24.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$783.79	\$24,249.71
59	\$0.00	\$758.95	\$24.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$783.79	\$25,033.50
60	\$0.00	\$758.95	\$24.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$783.79	\$25,817.28
61	\$0.00	\$800.69	\$25.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$826.15	\$26,643.43
62	\$0.00	\$800.69	\$25.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$826.15	\$27,469.58
63	\$0.00	\$800.69	\$25.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$826.15	\$28,295.73
64	\$0.00	\$800.69	\$25.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$826.15	\$29,121.89
65	\$0.00	\$800.69	\$25.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$826.15	\$29,948.04
66	\$0.00	\$800.69	\$25.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$826.15	\$30,774.19
67	\$0.00	\$800.69	\$25.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$826.15	\$31,600.34
68	\$0.00	\$800.69	\$25.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$826.15	\$32,426.49
69	\$0.00	\$800.69	\$25.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$826.15	\$33,252.64
70	\$0.00	\$800.69	\$25.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$826.15	\$34,078.79
71	\$0.00	\$800.69	\$25.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$826.15	\$34,904.94
72	\$0.00	\$800.69	\$25.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$826.15	\$35,731.09
73	\$0.00	\$844.73	\$26.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$870.82	\$36,601.91
74	\$0.00	\$844.73	\$26.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$870.82	\$37,472.74
75	\$0.00	\$844.73	\$26.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$870.82	\$38,343.56
76	\$0.00	\$844.73	\$26.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$870.82	\$39,214.39
77	\$0.00	\$844.73	\$26.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$870.82	\$40,085.21
78	\$0.00	\$844.73	\$26.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$870.82	\$40,956.04
79	\$0.00	\$844.73	\$26.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$870.82	\$41,826.86
80	\$0.00	\$844.73	\$26.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$870.82	\$42,697.69
81	\$0.00	\$844.73	\$26.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$870.82	\$43,568.51
82	\$0.00	\$844.73	\$26.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$870.82	\$44,439.34
83	\$0.00	\$844.73	\$26.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$870.82	\$45,310.16
84	\$0.00	\$844.73	\$26.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$870.82	\$46,180.99
85	\$0.00	\$891.19	\$26.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$917.94	\$47,098.92
86	\$0.00	\$891.19	\$26.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$917.94	\$48,016.86
87	\$0.00	\$891.19	\$26.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$917.94	\$48,934.80
88	\$0.00	\$891.19	\$26.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$917.94	\$49,852.74
89	\$0.00	\$891.19	\$26.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$917.94	\$50,770.67
90	\$0.00	\$891.19	\$26.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$917.94	\$51,688.61
91	\$0.00	\$891.19	\$26.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$917.94	\$52,606.55
92	\$0.00	\$891.19	\$26.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$917.94	\$53,524.49
93	\$0.00	\$891.19	\$26.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$917.94	\$54,442.42
94	\$0.00	\$891.19	\$26.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$917.94	\$55,360.36
95	\$0.00	\$891.19	\$26.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$917.94	\$56,278.30
96	\$0.00	\$891.19	\$26.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$917.94	\$57,196.24
97	\$0.00	\$940.21	\$27.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$967.62	\$58,163.86
98	\$0.00	\$940.21	\$27.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$967.62	\$59,131.48
99	\$0.00	\$940.21	\$27.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$967.62	\$60,099.10
100	\$0.00	\$940.21	\$27.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$967.62	\$61,066.72
101	\$0.00	\$940.21	\$27.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$967.62	\$62,034.34
102	\$0.00	\$940.21	\$27.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$967.62	\$63,001.97
103	\$0.00	\$940.21	\$27.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$967.62	\$63,969.59
104	\$0.00	\$940.21	\$27.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$967.62	\$64,937.21
105	\$0.00	\$940.21	\$27.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$967.62	\$65,904.83
106	\$0.00	\$940.21	\$27.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$967.62	\$66,872.45
107	\$0.00	\$940.21	\$27.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$967.62	\$67,840.07
108	\$0.00	\$940.21	\$27.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$967.62	\$68,807.70
109	\$0.00	\$991.92	\$28.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,020.02	\$69,827.71
110	\$0.00	\$991.92	\$28.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,020.02	\$70,847.73
111	\$0.00	\$991.92	\$28.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,020.02	\$71,867.75
112	\$0.00	\$991.92	\$28.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,020.02	\$72,887.77
113	\$0.00	\$991.92	\$28.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,020.02	\$73,907.79
114	\$0.00	\$991.92	\$28.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,020.02	\$74,927.81
115	\$0.00	\$991.92	\$28.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,020.02	\$75,947.82
116	\$0.00	\$991.92	\$28.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,020.02	\$76,967.84
117	\$0.00	\$991.92	\$28.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,020.02	\$77,987.86
118	\$0.00	\$991.92	\$28.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,020.02	\$79,007.88
119	\$0.00	\$991.92	\$28.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,020.02	\$80,027.90
120	\$0.00	\$991.92	\$28.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,020.02	\$81,047.92



Customer: YMCA of Central Florida
Attention: Mr. Dan Ickes
Phone: 407-896-9220
Email: danickes@cfymca.org

Facility: YMCA-Dr Phillips Gym Only
Address: 7000 Dr Phillips Blvd
 Orlando, FL 32819

Adapter / Fixture Unit Count

Item	Quantity
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NZ 200w LED HID Retrofit 277v	36
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Environmental Impact

EPA Greenhouse Gas Equivalencies



Annual kWh Reduction: 75,479

You are reducing your emissions by:	52.0	Metric Tons of CO2 equivalent
Annual greenhouse emissions from	10.2	Passenger Cars
CO2 emissions from	5,834.5	gallons of gasoline consumed
CO2 emissions from	120.8	barrels of oil consumed
CO2 emissions from	0.7	tanker trucks worth of gasoline
CO ₂ emissions from the <i>electricity</i> use of	6.5	homes for one year
CO ₂ emissions from the <i>energy</i> use of	4.5	homes for one year
Carbon sequestered by	1,336.0	tree seedlings grown for 10 years
Carbon sequestered annually by	11.1	acres of pine or fir forests
Carbon sequestered annually by	0.5	acres of forest preserved from deforestation
CO ₂ emissions from	2,166.2	propane cylinders used for home barbeques
CO ₂ emissions from burning	0.3	railcars' worth of coal
Greenhouse gas emissions avoided by recycling	18.1	tons of waste instead of sending it to the landfill
Annual CO ₂ emissions of	0.0	coal fired power plants

[Source: EPA - http://www.epa.gov/cleanenergy/energy-resources/refs.html](http://www.epa.gov/cleanenergy/energy-resources/refs.html)



Standard Lighting Proposal Assumptions

1. Calculated hours of operation have been provided by customer
2. Energy consumption based on current equipment demand (in kWh) and hours of use
3. Annual energy cost increases based on 3% inflation and 2.5% power increases annually
4. Equipment cost is based on U.S. Department of Energy 20% annual failure rating assuming a 5 year ballast life of existing equipment. We conservatively use a 10% failure rate calculation in the proposal.
5. Depreciation - Your lighting project qualifies for the 100% Expensing Election. This means that the customer can “depreciate” 100% of the project cost, up to \$500,000, immediately. By choosing the 100% Expensing Election, the lighting project will reduce a customer’s taxable income in for the tax year by up to \$500,000. The customer will now pay taxes on up to \$500,000 less income in that tax year. If the total cost of the project exceeded \$500,000, then the balance of project cost in excess of \$500,000 can then be depreciated over the normal 5 year MACRS Depreciation Schedule. Example: Total Project Cost = \$600,000. Year one the total 100% Expensing Election will be \$500,000, at a 34% corporate tax rate, this means the customer will save \$170,000 in tax payments. Additionally, the customer can depreciate the remaining \$100,000 of the balance of the Total Project Cost over the normal 5/6 year depreciation schedule. In this case the first year depreciation would use the balance of \$100,000 @ 20% to further reduce their income by an additional \$20,000. At a corporate tax rate of 34%, this means the customer will save an additional \$6,800. The total tax savings for year number one will be \$176,800.
6. **HVAC Savings** assume 4.18 months of HVAC usage:
 - Pre-upgrade annual kWh (A) – post-upgrade annual kWh (B) = **Retrofit kWh savings (C)**
 - Convert **Retrofit kWh savings (C)** to BTUs by multiplying x 3412.14 (D) | $C \times 3412.14 = D$
 - Convert D to kW assuming HVAC efficiency factor of 6.5 SEER (E) | $D / 10 = \text{BTU @ 6.5 SEER as kW (E)}$ | Convert BTU @ 6.5 SEER (E) to kWh (F) | $E / 1000 = \text{kWh (F)}$
 - Convert annual kWh heat avoidance (F) to seasonal kWh heat avoidance (G) | $F \times .35 = \text{Actual annual avoidance seasonalized (G)}$ | $365 \times .35 = 127.75$ (G)
 - Avg. month has 30.5 days | $127.75 / 30.5 = 4.18$ months of HVAC usage
 - 4.18 months = 4 months and 5 days