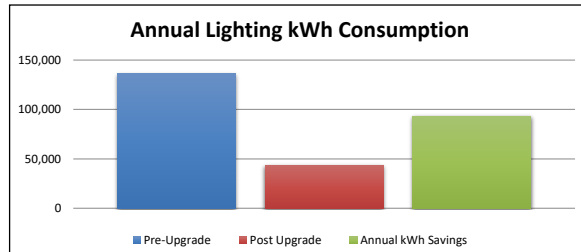




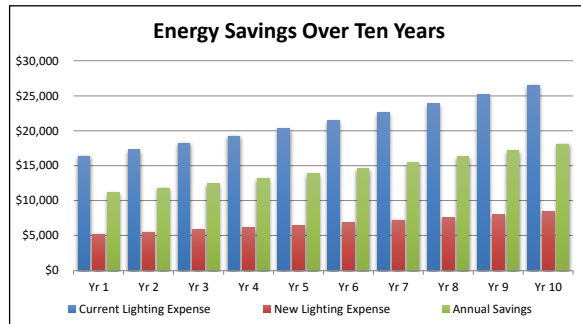
## Lighting Upgrade and Energy Savings Analysis

Enterprise Rent a Car  
 07AB-Poles/Canopy enhanced-contract  
 Ms. Cindy Sherrod  
 8100 Red Cleveland Blvd  
 Sanford, FL 32773

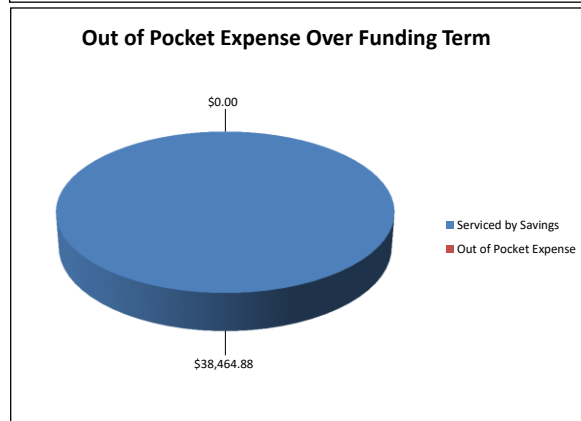
Energy Savings Summary	
Current Electrical Usage (Lighting):	136,456 kWh
Usage After Lighting Upgrade:	43,374 kWh
Annual kWh Savings:	93,082 kWh
Percent Reduction:	68.2%



Annual Savings Summary	
1st Year Savings:	\$11,702.35
2nd Year Savings:	\$12,330.00
3rd Year Savings:	\$12,991.78
4th Year Savings:	\$13,689.54
5th Year Savings:	\$14,425.27
6th Year Savings:	\$15,201.02
7th Year Savings:	\$16,019.00
8th Year Savings:	\$16,881.52
9th Year Savings:	\$17,791.02
10th Year Savings:	\$18,750.06
<b>Cumulative 10 Year Savings:</b>	<b>\$149,781.57</b>
Average Annual Savings per Sq.Ft:	N/A



Net Zero USA Leasing Option	
Total Project Cost:	\$30,615.30
<u>Assigned Utility Rebate:</u>	<u>\$0.00</u>
Amount Financed:	\$30,615.30
Sales/Use Tax:	\$2,516.39
Finance/Lease Cost:	\$5,333.19
Unassigned Utility Rebate:	\$0.00
Adjusted Project Cost:	\$38,464.88
10 Year Savings:	\$149,781.57
Percent of Project Paid for by Savings:	100.0%
Out of Pocket Expense Over 5 Yrs:	\$0.00
Funding Term:	5 Yrs
<b>AMOUNT OF CAPITAL NEEDED:</b>	<b>\$0.00</b>



Net Zero USA Cash Option	
Total Project Cost:	\$30,615.30
Sales/Use Tax:	\$1,514.67
Assigned Utility Rebate:	\$0.00
Adjusted Project Cost:	\$32,129.97

\* 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: Enterprise Rent a Car  
 Attention: Ms. Cindy Sherrod  
 Phone: 321-229-3213  
 Email:

Facility: 07AB-Poles/Canopy enhanced-contract  
 Facility Sq.Ft: Sq.Ft. Conditioned  
 Address: 8100 Red Cleveland Blvd  
 Sanford, FL 32773

Finance/Lease Proposal

**Cumulative Ten Year Energy and Equipment Cost Savings:**

**Additional Savings:**

Annual Energy Savings		
	Cost/kWh	Annual Increase
Year 1	\$0.120	0.0%
Year 2	\$0.127	5.5%
Year 3	\$0.134	5.5%
Year 4	\$0.141	5.5%
Year 5	\$0.149	5.5%
Year 6	\$0.157	5.5%
Year 7	\$0.165	5.5%
Year 8	\$0.175	5.5%
Year 9	\$0.184	5.5%
Year 10	\$0.194	5.5%
<b>TEN YEAR SAVINGS</b>	<b>\$143,816</b>	

Annual Equipment Savings		
	Cost/Unit	Annual Replacements
Year 1	\$75.00	7.1
Year 2	\$76.88	7.1
Year 3	\$78.80	7.1
Year 4	\$80.77	7.1
Year 5	\$82.79	7.1
Year 6	\$84.86	7.1
Year 7	\$86.98	7.1
Year 8	\$89.15	7.1
Year 9	\$91.38	7.1
Year 10	\$93.66	7.1
<b>TEN YEAR SAVINGS</b>	<b>\$5,966</b>	

Annual Energy Savings from Occ. Sensors		
	Cost/kWh	kWh Reduction
Year 1	\$0.120	0
Year 2	\$0.127	0
Year 3	\$0.134	0
Year 4	\$0.141	0
Year 5	\$0.149	0
Year 6	\$0.157	0
Year 7	\$0.165	0
Year 8	\$0.175	0
Year 9	\$0.184	0
Year 10	\$0.194	0
<b>TEN YEAR SAVINGS</b>	<b>\$0</b>	

Annual Reduction in HVAC Cost		
	Cost/kWh	HVAC kWh
Year 1	\$0.120	0
Year 2	\$0.127	0
Year 3	\$0.134	0
Year 4	\$0.141	0
Year 5	\$0.149	0
Year 6	\$0.157	0
Year 7	\$0.165	0
Year 8	\$0.175	0
Year 9	\$0.184	0
Year 10	\$0.194	0
<b>TEN YEAR SAVINGS</b>	<b>\$0</b>	

Assumed Savings of fixture with Occ. Sensors 15.0%

\* HVAC Savings NOT included in Total 10 year Savings Calculations

**Ten Year Energy and Equipment Cost Savings: \$149,781.57**

**Proposal Assumptions:**

Days	"A"	"B"	"C"	"D"	"E"	"F"
Mon.	12.00	14.00	0.00	0.00	0.00	0.00
Tues.	12.00	14.00	0.00	0.00	0.00	0.00
Wed.	12.00	14.00	0.00	0.00	0.00	0.00
Thurs.	12.00	14.00	0.00	0.00	0.00	0.00
Fri.	12.00	14.00	0.00	0.00	0.00	0.00
Sat.	12.00	14.00	0.00	0.00	0.00	0.00
Sun.	12.00	14.00	0.00	0.00	0.00	0.00
Per Wk	84.00	98.00	0.00	0.00	0.00	0.00
Wk/Yr:	52	52	52	52	52	52
Total Hrs:	4,368	5,096	0	0	0	0

Utility Rate: \$0.1200

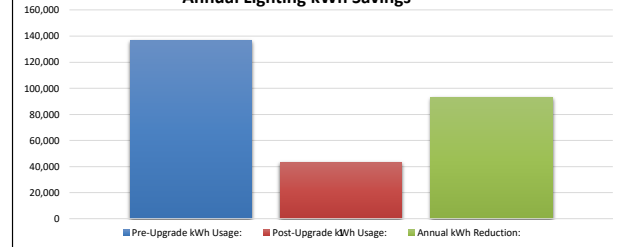
Average Monthly Savings over 10 Years: \$1,248.18

Cumulative Net Cash Flow over 10 Years: \$124,394.75

Financing Term: 60 Months

10 Year Return on Investment (ROI): 406.3%

Annual Lighting kWh Savings



**Pre and Post Upgrade Comparison**

Pre-Upgrade kWh Usage: 136,456  
 Annual Pre-Upgrade Cost: \$16,374.76  
 Post-Upgrade kWh Usage: 43,374  
 Annual Post-Upgrade Cost: \$5,204.91

First Year Energy Savings:	\$11,170
Annual kWh Reduction:	93,082
Percentage Reduction:	68.2%
Lighting Power Density:	N/A
% below ASHRAE 90.1-2001:	N/A

**Project Cost**

Lighting Product: \$21,638.15

Installation: \$6,740.00

Sales/Use Tax: \$2,516.39

Material and Equipment: \$700.00

Lamps/Ballast Disposal Fee: \$1,537.15

**TOTAL PROJECT COST: \$33,131.69**

**ADJUSTED PROJECT COST: \$33,131.69**

**Effective Project Cost**

Adjusted Project Cost: \$33,131.69

Utility Provider Incentive: \$0.00

Fed/State Tax Deduction/Credit: \$0.00

Depreciation: (\$13,078.06)

Finance/Lease Cost: \$5,333.19

**EFFECTIVE COST: \$25,386.82**

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	
<b>GRAND TOTAL Project Cost: \$30,615.30</b> <b>Assignment of Utility Rebate: \$0.00</b> <b>Amount Financed: \$30,615.30</b>				<b>10 Year kWh Reduction</b>		<b>930,821</b>		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:	
				Utility Savings		\$143,815.77			
Fed/State Tax Deduction or Tax		\$0.00							
100% Expensing Election		\$13,078.06		Depreciation		\$0.00 <small>(includes Year 6 balance)</small>			
Utility Provider Rebate		\$0.00		Equipment Replacement Savings		\$5,965.80			
Equipment Replacement Savings		\$5,965.80		Reduction in HVAC Costs		\$0.00 <small>(Omitted from Calculation)</small>			
Reduction in HVAC Costs		\$0.00		<u>Occupancy Sensor Savings</u>		<u>\$0.00</u>			
<u>Occupancy Sensor Savings</u>		<u>\$0.00</u>		<b>Total 10 Year Savings</b>		<b>\$162,859.63</b>			
<b>Total 10 Year Savings</b>		<b>\$162,859.63</b>		Total Project Cost		(\$33,131.69)			
Total Project Cost		(\$33,131.69)		Financing Cost		(\$5,333.19)			
Financing Cost		(\$5,333.19)		<b>TOTAL 10 Year Cash Flow</b>		<b>\$124,394.75</b>			
<b>TOTAL 10 Year Cash Flow</b>		<b>\$124,394.75</b>		Financing and Equipment Leasing Program Provided by: 					
Total 10 Year Cash Flow		\$124,394.75							

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	(\$641.08)	\$930.82	\$44.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$334.11	\$334.11
2	(\$641.08)	\$930.82	\$44.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$334.11	\$668.23
3	(\$641.08)	\$930.82	\$44.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$334.11	\$1,002.34
4	(\$641.08)	\$930.82	\$44.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$334.11	\$1,336.46
5	(\$641.08)	\$930.82	\$44.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$334.11	\$1,670.57
6	(\$641.08)	\$930.82	\$44.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$334.11	\$2,004.69
7	(\$641.08)	\$930.82	\$44.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$334.11	\$2,338.80
8	(\$641.08)	\$930.82	\$44.38	\$0.00	\$0.00	\$13,078.06	\$0.00	\$0.00	\$13,412.17	\$15,750.97
9	(\$641.08)	\$930.82	\$44.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$334.11	\$16,085.09
10	(\$641.08)	\$930.82	\$44.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$334.11	\$16,419.20
11	(\$641.08)	\$930.82	\$44.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$334.11	\$16,753.32
12	(\$641.08)	\$930.82	\$44.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$334.11	\$17,087.43
13	(\$641.08)	\$982.02	\$45.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$386.42	\$17,473.85
14	(\$641.08)	\$982.02	\$45.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$386.42	\$17,860.27
15	(\$641.08)	\$982.02	\$45.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$386.42	\$18,246.69
16	(\$641.08)	\$982.02	\$45.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$386.42	\$18,633.11
17	(\$641.08)	\$982.02	\$45.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$386.42	\$19,019.53
18	(\$641.08)	\$982.02	\$45.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$386.42	\$19,405.95
19	(\$641.08)	\$982.02	\$45.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$386.42	\$19,792.37
20	(\$641.08)	\$982.02	\$45.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$386.42	\$20,178.78
21	(\$641.08)	\$982.02	\$45.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$386.42	\$20,565.20
22	(\$641.08)	\$982.02	\$45.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$386.42	\$20,951.62
23	(\$641.08)	\$982.02	\$45.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$386.42	\$21,338.04
24	(\$641.08)	\$982.02	\$45.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$386.42	\$21,724.46
25	(\$641.08)	\$1,036.03	\$46.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$441.57	\$22,166.03
26	(\$641.08)	\$1,036.03	\$46.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$441.57	\$22,607.59
27	(\$641.08)	\$1,036.03	\$46.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$441.57	\$23,049.16
28	(\$641.08)	\$1,036.03	\$46.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$441.57	\$23,490.73
29	(\$641.08)	\$1,036.03	\$46.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$441.57	\$23,932.30
30	(\$641.08)	\$1,036.03	\$46.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$441.57	\$24,373.86
31	(\$641.08)	\$1,036.03	\$46.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$441.57	\$24,815.43
32	(\$641.08)	\$1,036.03	\$46.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$441.57	\$25,257.00
33	(\$641.08)	\$1,036.03	\$46.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$441.57	\$25,698.56
34	(\$641.08)	\$1,036.03	\$46.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$441.57	\$26,140.13
35	(\$641.08)	\$1,036.03	\$46.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$441.57	\$26,581.70
36	(\$641.08)	\$1,036.03	\$46.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$441.57	\$27,023.26
37	(\$641.08)	\$1,093.01	\$47.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$499.71	\$27,522.98
38	(\$641.08)	\$1,093.01	\$47.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$499.71	\$28,022.69
39	(\$641.08)	\$1,093.01	\$47.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$499.71	\$28,522.41
40	(\$641.08)	\$1,093.01	\$47.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$499.71	\$29,022.12
41	(\$641.08)	\$1,093.01	\$47.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$499.71	\$29,521.83
42	(\$641.08)	\$1,093.01	\$47.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$499.71	\$30,021.55
43	(\$641.08)	\$1,093.01	\$47.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$499.71	\$30,521.26
44	(\$641.08)	\$1,093.01	\$47.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$499.71	\$31,020.98
45	(\$641.08)	\$1,093.01	\$47.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$499.71	\$31,520.69
46	(\$641.08)	\$1,093.01	\$47.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$499.71	\$32,020.40
47	(\$641.08)	\$1,093.01	\$47.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$499.71	\$32,520.12
48	(\$641.08)	\$1,093.01	\$47.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$499.71	\$33,019.83

**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	(\$641.08)	\$1,153.12	\$48.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$561.02	\$33,580.86
50	(\$641.08)	\$1,153.12	\$48.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$561.02	\$34,141.88
51	(\$641.08)	\$1,153.12	\$48.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$561.02	\$34,702.90
52	(\$641.08)	\$1,153.12	\$48.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$561.02	\$35,263.93
53	(\$641.08)	\$1,153.12	\$48.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$561.02	\$35,824.95
54	(\$641.08)	\$1,153.12	\$48.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$561.02	\$36,385.98
55	(\$641.08)	\$1,153.12	\$48.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$561.02	\$36,947.00
56	(\$641.08)	\$1,153.12	\$48.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$561.02	\$37,508.03
57	(\$641.08)	\$1,153.12	\$48.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$561.02	\$38,069.05
58	(\$641.08)	\$1,153.12	\$48.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$561.02	\$38,630.07
59	(\$641.08)	\$1,153.12	\$48.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$561.02	\$39,191.10
60	(\$641.08)	\$1,153.12	\$48.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$561.02	\$39,752.12
61	\$0.00	\$1,216.55	\$50.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,266.75	\$41,018.87
62	\$0.00	\$1,216.55	\$50.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,266.75	\$42,285.63
63	\$0.00	\$1,216.55	\$50.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,266.75	\$43,552.38
64	\$0.00	\$1,216.55	\$50.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,266.75	\$44,819.13
65	\$0.00	\$1,216.55	\$50.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,266.75	\$46,085.88
66	\$0.00	\$1,216.55	\$50.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,266.75	\$47,352.63
67	\$0.00	\$1,216.55	\$50.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,266.75	\$48,619.38
68	\$0.00	\$1,216.55	\$50.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,266.75	\$49,886.14
69	\$0.00	\$1,216.55	\$50.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,266.75	\$51,152.89
70	\$0.00	\$1,216.55	\$50.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,266.75	\$52,419.64
71	\$0.00	\$1,216.55	\$50.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,266.75	\$53,686.39
72	\$0.00	\$1,216.55	\$50.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,266.75	\$54,953.14
73	\$0.00	\$1,283.46	\$51.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,334.92	\$56,288.06
74	\$0.00	\$1,283.46	\$51.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,334.92	\$57,622.98
75	\$0.00	\$1,283.46	\$51.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,334.92	\$58,957.89
76	\$0.00	\$1,283.46	\$51.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,334.92	\$60,292.81
77	\$0.00	\$1,283.46	\$51.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,334.92	\$61,627.73
78	\$0.00	\$1,283.46	\$51.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,334.92	\$62,962.65
79	\$0.00	\$1,283.46	\$51.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,334.92	\$64,297.56
80	\$0.00	\$1,283.46	\$51.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,334.92	\$65,632.48
81	\$0.00	\$1,283.46	\$51.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,334.92	\$66,967.40
82	\$0.00	\$1,283.46	\$51.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,334.92	\$68,302.32
83	\$0.00	\$1,283.46	\$51.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,334.92	\$69,637.23
84	\$0.00	\$1,283.46	\$51.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,334.92	\$70,972.15
85	\$0.00	\$1,354.05	\$52.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,406.79	\$72,378.94
86	\$0.00	\$1,354.05	\$52.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,406.79	\$73,785.73
87	\$0.00	\$1,354.05	\$52.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,406.79	\$75,192.53
88	\$0.00	\$1,354.05	\$52.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,406.79	\$76,599.32
89	\$0.00	\$1,354.05	\$52.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,406.79	\$78,006.11
90	\$0.00	\$1,354.05	\$52.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,406.79	\$79,412.91
91	\$0.00	\$1,354.05	\$52.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,406.79	\$80,819.70
92	\$0.00	\$1,354.05	\$52.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,406.79	\$82,226.50
93	\$0.00	\$1,354.05	\$52.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,406.79	\$83,633.29
94	\$0.00	\$1,354.05	\$52.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,406.79	\$85,040.08
95	\$0.00	\$1,354.05	\$52.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,406.79	\$86,446.88
96	\$0.00	\$1,354.05	\$52.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,406.79	\$87,853.67
97	\$0.00	\$1,428.52	\$54.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,482.58	\$89,336.25
98	\$0.00	\$1,428.52	\$54.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,482.58	\$90,818.84
99	\$0.00	\$1,428.52	\$54.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,482.58	\$92,301.42
100	\$0.00	\$1,428.52	\$54.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,482.58	\$93,784.01
101	\$0.00	\$1,428.52	\$54.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,482.58	\$95,266.59
102	\$0.00	\$1,428.52	\$54.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,482.58	\$96,749.18
103	\$0.00	\$1,428.52	\$54.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,482.58	\$98,231.76
104	\$0.00	\$1,428.52	\$54.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,482.58	\$99,714.35
105	\$0.00	\$1,428.52	\$54.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,482.58	\$101,196.93
106	\$0.00	\$1,428.52	\$54.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,482.58	\$102,679.52
107	\$0.00	\$1,428.52	\$54.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,482.58	\$104,162.10
108	\$0.00	\$1,428.52	\$54.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,482.58	\$105,644.69
109	\$0.00	\$1,507.09	\$55.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,562.50	\$107,207.19
110	\$0.00	\$1,507.09	\$55.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,562.50	\$108,769.70
111	\$0.00	\$1,507.09	\$55.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,562.50	\$110,332.20
112	\$0.00	\$1,507.09	\$55.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,562.50	\$111,894.71
113	\$0.00	\$1,507.09	\$55.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,562.50	\$113,457.21
114	\$0.00	\$1,507.09	\$55.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,562.50	\$115,019.72
115	\$0.00	\$1,507.09	\$55.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,562.50	\$116,582.22
116	\$0.00	\$1,507.09	\$55.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,562.50	\$118,144.73
117	\$0.00	\$1,507.09	\$55.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,562.50	\$119,707.23
118	\$0.00	\$1,507.09	\$55.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,562.50	\$121,269.74
119	\$0.00	\$1,507.09	\$55.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,562.50	\$122,832.24
120	\$0.00	\$1,507.09	\$55.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,562.50	\$124,394.75



Customer: Enterprise Rent a Car  
 Attention: Ms. Cindy Sherrod  
 Phone: 321-229-3213  
 Email:

Facility: 07AB-Poles/Canopy enhanced-contract  
 Facility Sq.Ft: Sq.Ft. Conditioned  
 Address: 8100 Red Cleveland Blvd  
 Sanford, FL 32773

Cash Proposal

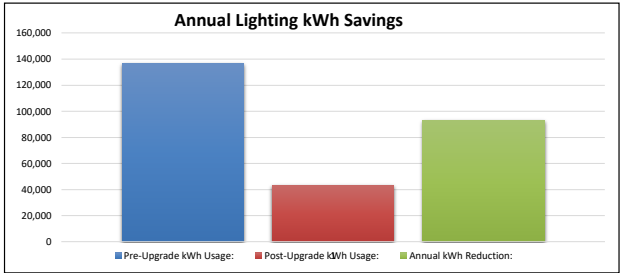
Cumulative Ten Year Energy and Equipment Cost Savings:			Additional Savings:		
<b>Annual Energy Savings</b>	<b>Annual Equipment Savings</b>	<b>Annual Energy Savings from Occ. Sensors</b>	<b>Annual Reduction in HVAC Cost</b>		
Cost/kWh    Annual Increase    Annual Savings	Cost/Unit    Annual Replacements    Annual Savings	Cost/kWh    kWh Reduction    Annual Savings	Cost/kWh    HVAC kWh    Annual Savings		
Year 1    \$0.120    0.0%    \$11,170	Year 1    \$75.00    7.1    \$533	Year 1    \$0.120    0    \$0	Year 1    \$0.120    0    \$0		
Year 2    \$0.127    5.5%    \$11,784	Year 2    \$76.88    7.1    \$546	Year 2    \$0.127    0    \$0	Year 2    \$0.127    0    \$0		
Year 3    \$0.134    5.5%    \$12,432	Year 3    \$78.80    7.1    \$559	Year 3    \$0.134    0    \$0	Year 3    \$0.134    0    \$0		
Year 4    \$0.141    5.5%    \$13,116	Year 4    \$80.77    7.1    \$573	Year 4    \$0.141    0    \$0	Year 4    \$0.141    0    \$0		
Year 5    \$0.149    5.5%    \$13,837	Year 5    \$82.79    7.1    \$588	Year 5    \$0.149    0    \$0	Year 5    \$0.149    0    \$0		
Year 6    \$0.157    5.5%    \$14,599	Year 6    \$84.86    7.1    \$602	Year 6    \$0.157    0    \$0	Year 6    \$0.157    0    \$0		
Year 7    \$0.165    5.5%    \$15,401	Year 7    \$86.98    7.1    \$618	Year 7    \$0.165    0    \$0	Year 7    \$0.165    0    \$0		
Year 8    \$0.175    5.5%    \$16,249	Year 8    \$89.15    7.1    \$633	Year 8    \$0.175    0    \$0	Year 8    \$0.175    0    \$0		
Year 9    \$0.184    5.5%    \$17,142	Year 9    \$91.38    7.1    \$649	Year 9    \$0.184    0    \$0	Year 9    \$0.184    0    \$0		
Year 10    \$0.194    5.5%    \$18,085	Year 10    \$93.66    7.1    \$665	Year 10    \$0.194    0    \$0	Year 10    \$0.194    0    \$0		
<b>TEN YEAR SAVINGS</b>	<b>TEN YEAR SAVINGS</b>	<b>TEN YEAR SAVINGS</b>	<b>TEN YEAR SAVINGS</b>		
	<b>\$143,816</b>	<b>\$5,966</b>	<b>\$0</b>	<b>\$0</b>	
			<small>Assumed Savings of fixture with Occ. Sensors    15.0%</small>		
<b>Ten Year Energy and Equipment Cost Savings:</b>			<b>\$149,781.57</b>		

\* HVAC Savings NOT included in Total 10 year Savings Calculations

Proposal Assumptions:						
Days	"A"	"B"	"C"	"D"	"E"	"F"
Mon.	12.00	14.00	0.00	0.00	0.00	0.00
Tues.	12.00	14.00	0.00	0.00	0.00	0.00
Wed.	12.00	14.00	0.00	0.00	0.00	0.00
Thurs.	12.00	14.00	0.00	0.00	0.00	0.00
Fri.	12.00	14.00	0.00	0.00	0.00	0.00
Sat.	12.00	14.00	0.00	0.00	0.00	0.00
Sun.	12.00	14.00	0.00	0.00	0.00	0.00
Per Wk	84.00	98.00	0.00	0.00	0.00	0.00
Wk/Yr:	52	52	52	52	52	52
Total Hrs:	4,368	5,096	0	0	0	0

Utility Rate: **\$0.1200**

Average Monthly Savings over 10 Years:	<b>\$1,248.18</b>
Cumulative Net Cash Flow over 10 Years:	<b>\$128,575.79</b>
Project Payback:	<b>21.25 Months</b>
10 Year Return on Investment (ROI):	<b>400.2%</b>



Pre and Post Upgrade Comparison	
Pre-Upgrade kWh Usage:	136,456
Annual Pre-Upgrade Cost:	\$16,374.76
Post-Upgrade kWh Usage:	43,374
Annual Post-Upgrade Cost:	\$5,204.91
First Year Energy Savings:	<b>\$11,170</b>
Annual kWh Reduction:	93,082
Percentage Reduction:	68.2%
Lighting Power Density:	N/A
% below ASHRAE 90.1-2001:	N/A


Project Cost	
Lighting Product:	<b>\$21,638.15</b>
Installation:	<b>\$6,740.00</b>
Sales/Use Tax:	<b>\$1,514.67</b>
Material and Equipment:	<b>\$700.00</b>
Lamps/Ballast Disposal Fee:	<b>\$1,537.15</b>
<b>TOTAL PROJECT COST:</b>	<b>\$32,129.97</b>
<b>ADJUSTED PROJECT COST:</b>	<b>\$32,129.97</b>

Effective Project Cost	
Adjusted Project Cost:	<b>\$32,129.97</b>
Utility Provider Incentive:	<b>\$0.00</b>
Fed/State Tax Deduction/Credit:	<b>\$0.00</b>
Depreciation:	<b>(\$10,924.19)</b>
<b>EFFECTIVE COST:</b>	<b>\$21,205.78</b>

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															
	GRAND TOTAL Project Cost:	\$32,129.97	<b>10 Year kWh Reduction</b>		<b>930,821</b>	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:															
	Assignment of Utility Rebate:	\$0.00	Utility Savings		\$143,815.77																
Adjusted Project Cost:	\$32,129.97	Fed/State Tax Deduction or Tax		\$0.00																	
			100% Expensing Election		\$10,924.19	<table border="0" style="width: 100%;"> <tr> <th style="text-align: left;">Recovery Year</th> <th style="text-align: left;">5 Year Property</th> </tr> <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> </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%																				
			Depreciation		\$0.00 <small>(includes Year 6 balance)</small>																
			Utility Provider Rebate		\$0.00																
			Equipment Replacement Savings		\$5,965.80																
			Reduction in HVAC Costs		\$0.00 <small>(Omitted from Calculation)</small>																
			<u>Occupancy Sensor Savings</u>		<u>\$0.00</u>																
			<b>Total 10 Year Savings</b>		<b>\$160,705.76</b>																
Lighting Hours      Square Footage			Total Project Cost		(\$32,129.97)	Financing and Equipment Leasing Program Provided by:															
TOTAL HOURS	9,464	Sq/Ft	Financing Cost		\$0.00																
			<b>TOTAL 10 Year Cash Flow</b>		<b>\$128,575.79</b>																



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	(\$32,129.97)	\$930.82	\$44.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	(\$31,154.77)	(\$31,154.77)	
2	\$0.00	\$930.82	\$44.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$975.20	(\$30,179.58)	
3	\$0.00	\$930.82	\$44.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$975.20	(\$29,204.38)	
4	\$0.00	\$930.82	\$44.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$975.20	(\$28,229.19)	
5	\$0.00	\$930.82	\$44.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$975.20	(\$27,253.99)	
6	\$0.00	\$930.82	\$44.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$975.20	(\$26,278.80)	
7	\$0.00	\$930.82	\$44.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$975.20	(\$25,303.60)	
8	\$0.00	\$930.82	\$44.38	\$0.00	\$0.00	\$10,924.19	\$0.00	\$0.00	\$11,899.39	(\$13,404.21)	
9	\$0.00	\$930.82	\$44.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$975.20	(\$12,429.02)	
10	\$0.00	\$930.82	\$44.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$975.20	(\$11,453.82)	
11	\$0.00	\$930.82	\$44.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$975.20	(\$10,478.63)	
12	\$0.00	\$930.82	\$44.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$975.20	(\$9,503.43)	
13	\$0.00	\$982.02	\$45.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,027.50	(\$8,475.93)	
14	\$0.00	\$982.02	\$45.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,027.50	(\$7,448.43)	
15	\$0.00	\$982.02	\$45.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,027.50	(\$6,420.93)	
16	\$0.00	\$982.02	\$45.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,027.50	(\$5,393.43)	
17	\$0.00	\$982.02	\$45.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,027.50	(\$4,365.93)	
18	\$0.00	\$982.02	\$45.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,027.50	(\$3,338.43)	
19	\$0.00	\$982.02	\$45.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,027.50	(\$2,310.93)	
20	\$0.00	\$982.02	\$45.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,027.50	(\$1,283.43)	
21	\$0.00	\$982.02	\$45.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,027.50	(\$255.93)	
22	\$0.00	\$982.02	\$45.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,027.50	\$771.57	
23	\$0.00	\$982.02	\$45.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,027.50	\$1,799.07	
24	\$0.00	\$982.02	\$45.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,027.50	\$2,826.57	
25	\$0.00	\$1,036.03	\$46.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,082.65	\$3,909.22	
26	\$0.00	\$1,036.03	\$46.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,082.65	\$4,991.87	
27	\$0.00	\$1,036.03	\$46.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,082.65	\$6,074.52	
28	\$0.00	\$1,036.03	\$46.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,082.65	\$7,157.17	
29	\$0.00	\$1,036.03	\$46.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,082.65	\$8,239.81	
30	\$0.00	\$1,036.03	\$46.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,082.65	\$9,322.46	
31	\$0.00	\$1,036.03	\$46.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,082.65	\$10,405.11	
32	\$0.00	\$1,036.03	\$46.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,082.65	\$11,487.76	
33	\$0.00	\$1,036.03	\$46.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,082.65	\$12,570.41	
34	\$0.00	\$1,036.03	\$46.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,082.65	\$13,653.06	
35	\$0.00	\$1,036.03	\$46.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,082.65	\$14,735.70	
36	\$0.00	\$1,036.03	\$46.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,082.65	\$15,818.35	
37	\$0.00	\$1,093.01	\$47.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,140.80	\$16,959.15	
38	\$0.00	\$1,093.01	\$47.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,140.80	\$18,099.94	
39	\$0.00	\$1,093.01	\$47.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,140.80	\$19,240.74	
40	\$0.00	\$1,093.01	\$47.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,140.80	\$20,381.53	
41	\$0.00	\$1,093.01	\$47.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,140.80	\$21,522.33	
42	\$0.00	\$1,093.01	\$47.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,140.80	\$22,663.12	
43	\$0.00	\$1,093.01	\$47.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,140.80	\$23,803.92	
44	\$0.00	\$1,093.01	\$47.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,140.80	\$24,944.72	
45	\$0.00	\$1,093.01	\$47.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,140.80	\$26,085.51	
46	\$0.00	\$1,093.01	\$47.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,140.80	\$27,226.31	
47	\$0.00	\$1,093.01	\$47.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,140.80	\$28,367.10	
48	\$0.00	\$1,093.01	\$47.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,140.80	\$29,507.90	

**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	\$1,153.12	\$48.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,202.11	\$30,710.00
50	\$0.00	\$1,153.12	\$48.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,202.11	\$31,912.11
51	\$0.00	\$1,153.12	\$48.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,202.11	\$33,114.21
52	\$0.00	\$1,153.12	\$48.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,202.11	\$34,316.32
53	\$0.00	\$1,153.12	\$48.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,202.11	\$35,518.42
54	\$0.00	\$1,153.12	\$48.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,202.11	\$36,720.53
55	\$0.00	\$1,153.12	\$48.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,202.11	\$37,922.63
56	\$0.00	\$1,153.12	\$48.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,202.11	\$39,124.74
57	\$0.00	\$1,153.12	\$48.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,202.11	\$40,326.85
58	\$0.00	\$1,153.12	\$48.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,202.11	\$41,528.95
59	\$0.00	\$1,153.12	\$48.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,202.11	\$42,731.06
60	\$0.00	\$1,153.12	\$48.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,202.11	\$43,933.16
61	\$0.00	\$1,216.55	\$50.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,266.75	\$45,199.91
62	\$0.00	\$1,216.55	\$50.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,266.75	\$46,466.67
63	\$0.00	\$1,216.55	\$50.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,266.75	\$47,733.42
64	\$0.00	\$1,216.55	\$50.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,266.75	\$49,000.17
65	\$0.00	\$1,216.55	\$50.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,266.75	\$50,266.92
66	\$0.00	\$1,216.55	\$50.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,266.75	\$51,533.67
67	\$0.00	\$1,216.55	\$50.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,266.75	\$52,800.42
68	\$0.00	\$1,216.55	\$50.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,266.75	\$54,067.18
69	\$0.00	\$1,216.55	\$50.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,266.75	\$55,333.93
70	\$0.00	\$1,216.55	\$50.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,266.75	\$56,600.68
71	\$0.00	\$1,216.55	\$50.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,266.75	\$57,867.43
72	\$0.00	\$1,216.55	\$50.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,266.75	\$59,134.18
73	\$0.00	\$1,283.46	\$51.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,334.92	\$60,469.10
74	\$0.00	\$1,283.46	\$51.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,334.92	\$61,804.02
75	\$0.00	\$1,283.46	\$51.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,334.92	\$63,138.93
76	\$0.00	\$1,283.46	\$51.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,334.92	\$64,473.85
77	\$0.00	\$1,283.46	\$51.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,334.92	\$65,808.77
78	\$0.00	\$1,283.46	\$51.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,334.92	\$67,143.69
79	\$0.00	\$1,283.46	\$51.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,334.92	\$68,478.60
80	\$0.00	\$1,283.46	\$51.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,334.92	\$69,813.52
81	\$0.00	\$1,283.46	\$51.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,334.92	\$71,148.44
82	\$0.00	\$1,283.46	\$51.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,334.92	\$72,483.35
83	\$0.00	\$1,283.46	\$51.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,334.92	\$73,818.27
84	\$0.00	\$1,283.46	\$51.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,334.92	\$75,153.19
85	\$0.00	\$1,354.05	\$52.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,406.79	\$76,559.98
86	\$0.00	\$1,354.05	\$52.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,406.79	\$77,966.77
87	\$0.00	\$1,354.05	\$52.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,406.79	\$79,373.57
88	\$0.00	\$1,354.05	\$52.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,406.79	\$80,780.36
89	\$0.00	\$1,354.05	\$52.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,406.79	\$82,187.15
90	\$0.00	\$1,354.05	\$52.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,406.79	\$83,593.95
91	\$0.00	\$1,354.05	\$52.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,406.79	\$85,000.74
92	\$0.00	\$1,354.05	\$52.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,406.79	\$86,407.54
93	\$0.00	\$1,354.05	\$52.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,406.79	\$87,814.33
94	\$0.00	\$1,354.05	\$52.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,406.79	\$89,221.12
95	\$0.00	\$1,354.05	\$52.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,406.79	\$90,627.92
96	\$0.00	\$1,354.05	\$52.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,406.79	\$92,034.71
97	\$0.00	\$1,428.52	\$54.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,482.58	\$93,517.29
98	\$0.00	\$1,428.52	\$54.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,482.58	\$94,999.88
99	\$0.00	\$1,428.52	\$54.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,482.58	\$96,482.46
100	\$0.00	\$1,428.52	\$54.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,482.58	\$97,965.05
101	\$0.00	\$1,428.52	\$54.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,482.58	\$99,447.63
102	\$0.00	\$1,428.52	\$54.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,482.58	\$100,930.22
103	\$0.00	\$1,428.52	\$54.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,482.58	\$102,412.80
104	\$0.00	\$1,428.52	\$54.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,482.58	\$103,895.39
105	\$0.00	\$1,428.52	\$54.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,482.58	\$105,377.97
106	\$0.00	\$1,428.52	\$54.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,482.58	\$106,860.56
107	\$0.00	\$1,428.52	\$54.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,482.58	\$108,343.14
108	\$0.00	\$1,428.52	\$54.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,482.58	\$109,825.73
109	\$0.00	\$1,507.09	\$55.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,562.50	\$111,388.23
110	\$0.00	\$1,507.09	\$55.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,562.50	\$112,950.74
111	\$0.00	\$1,507.09	\$55.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,562.50	\$114,513.24
112	\$0.00	\$1,507.09	\$55.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,562.50	\$116,075.75
113	\$0.00	\$1,507.09	\$55.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,562.50	\$117,638.25
114	\$0.00	\$1,507.09	\$55.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,562.50	\$119,200.76
115	\$0.00	\$1,507.09	\$55.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,562.50	\$120,763.26
116	\$0.00	\$1,507.09	\$55.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,562.50	\$122,325.77
117	\$0.00	\$1,507.09	\$55.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,562.50	\$123,888.27
118	\$0.00	\$1,507.09	\$55.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,562.50	\$125,450.78
119	\$0.00	\$1,507.09	\$55.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,562.50	\$127,013.28
120	\$0.00	\$1,507.09	\$55.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,562.50	\$128,575.79



**Customer:** Enterprise Rent a Car  
**Attention:** Ms. Cindy Sherrod  
**Phone:** 321-229-3213  
**Email:**

**Facility:** 07AB-Poles/Canopy enhanced-contract  
**Address:** 8100 Red Cleveland Blvd  
 Sanford, FL 32773

### Adapter / Fixture Unit Count

Item	Quantity
NZ 120w HID Retrofit 277v	24
NZ 150w LED HID Retrofit 240v	47
NZ Parallel Surge Suppression 120-347V	47

### Environmental Impact

#### EPA Greenhouse Gas Equivalencies



**Annual kWh Reduction: 93,082**

You are reducing your emissions by:	64.2 Metric Tons of CO2 equivalent
Annual greenhouse emissions from	12.6 Passenger Cars
CO2 emissions from	7,195.2 gallons of gasoline consumed
CO2 emissions from	148.9 barrels of oil consumed
CO2 emissions from	0.8 tanker trucks worth of gasoline
CO <sub>2</sub> emissions from the <i>electricity</i> use of	8.0 homes for one year
CO <sub>2</sub> emissions from the <i>energy</i> use of	5.6 homes for one year
Carbon sequestered by	1,647.6 tree seedlings grown for 10 years
Carbon sequestered annually by	13.7 acres of pine or fir forests
Carbon sequestered annually by	0.7 acres of forest preserved from deforestation
CO <sub>2</sub> emissions from	2,671.5 propane cylinders used for home barbeques
CO <sub>2</sub> emissions from burning	0.4 railcars' worth of coal
Greenhouse gas emissions avoided by recycling	22.3 tons of waste instead of sending it to the landfill
Annual CO <sub>2</sub> emissions of	0.0 coal fired power plants

Source: EPA - <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