

**Energy Efficiency Financial Analysis**  
**Financing Options w/ Estimated Cash Flow**

**Johnson Controls Inc. Financed**  
 10 yr Lease/Purchase (4.62%, \$2,423,485)

Year	Annual Energy Savings	Annual Operational Savings	Energy Rebate/ Incentives	Total Annual Savings	Lease Payments	Annual Service Contract Costs	Total Costs	Annual Cash Flow	Cumulative Cash Flow
<b>Installation</b>	\$ -	\$ -	\$ 225,445	\$ 225,445	\$ 73,731	\$ -	\$ 73,731	\$ 151,714	\$ 151,714
1	\$ 256,990	\$ 13,680	\$ 33,681	\$ 304,351	\$ 274,851	\$ 24,500	\$ 299,351	\$ 5,000	\$ 156,714
2	\$ 264,764	\$ 14,227	\$ 33,681	\$ 312,672	\$ 282,192	\$ 25,480	\$ 307,672	\$ 5,000	\$ 161,714
3	\$ 272,773	\$ 14,796	\$ 33,681	\$ 321,250	\$ 289,751	\$ 26,499	\$ 316,250	\$ 5,000	\$ 166,714
4	\$ 281,024	\$ 15,388	\$ 33,681	\$ 330,093	\$ 297,534	\$ 27,559	\$ 325,093	\$ 5,000	\$ 171,714
5	\$ 289,525	\$ 16,004	\$ 33,681	\$ 339,210	\$ 305,548	\$ 28,662	\$ 334,210	\$ 5,000	\$ 176,714
6	\$ 298,283	\$ 16,644	\$ 33,681	\$ 348,608	\$ 314,402	\$ 29,808	\$ 344,210	\$ 4,397	\$ 181,112
7	\$ 307,306	\$ 17,310	\$ 33,681	\$ 358,296	\$ 324,402	\$ 31,000	\$ 355,403	\$ 2,894	\$ 184,005
8	\$ 316,602	\$ 18,002	\$ 33,681	\$ 368,285	\$ 332,402	\$ 32,240	\$ 364,643	\$ 3,642	\$ 187,647
9	\$ 326,179	\$ 18,722	\$ 33,681	\$ 378,582	\$ 341,402	\$ 33,530	\$ 374,932	\$ 3,649	\$ 191,296
10	\$ 336,045	\$ 19,471	\$ 33,681	\$ 389,197	\$ 351,402	\$ 34,871	\$ 386,274	\$ 2,924	\$ 194,220
11	\$ 345,912	\$ 20,220	\$ -	\$ 366,132	\$ -	\$ 36,000	\$ 36,000	\$ 330,132	\$ 524,352
<b>Totals</b>	\$ 3,295,403	\$ 184,463	\$ 562,255	\$ 4,042,121	\$ 3,187,620	\$ 330,150	\$ 3,517,769	\$ 524,352	\$ 524,352

This cashflow is indicative of the current financing conditions, assumptions and savings and is subject to adjustment.

**City of Dover, NH Self Financed**  
 10 yr Bond (4.2%, \$2,423,485)

Year	Annual Energy Savings	Annual Operational Savings	Energy Rebate/ Incentives	Total Annual Savings	Debt Service Payments	Annual Service Contract Costs	Total Costs	Annual Cash Flow	Cumulative Cash Flow
<b>Installation</b>	\$ -	\$ -	\$ 225,445	\$ 225,445	\$ 101,786	\$ -	\$ 101,786	\$ 123,659	\$ 123,659
1	\$ 256,990	\$ 13,680	\$ 33,681	\$ 304,351	\$ 344,135	\$ 24,500	\$ 368,635	\$ (64,284)	\$ 59,375
2	\$ 264,764	\$ 14,227	\$ 33,681	\$ 312,672	\$ 333,957	\$ 25,480	\$ 359,437	\$ (46,765)	\$ 12,610
3	\$ 272,773	\$ 14,796	\$ 33,681	\$ 321,250	\$ 323,778	\$ 26,499	\$ 350,277	\$ (29,027)	\$ (16,417)
4	\$ 281,024	\$ 15,388	\$ 33,681	\$ 330,093	\$ 313,599	\$ 27,559	\$ 341,158	\$ (11,065)	\$ (27,481)
5	\$ 289,525	\$ 16,004	\$ 33,681	\$ 339,210	\$ 303,421	\$ 28,662	\$ 332,083	\$ 7,127	\$ (20,354)
6	\$ 298,283	\$ 16,644	\$ 33,681	\$ 348,608	\$ 293,242	\$ 29,808	\$ 323,050	\$ 25,558	\$ 5,203
7	\$ 307,306	\$ 17,310	\$ 33,681	\$ 358,296	\$ 283,063	\$ 31,000	\$ 314,063	\$ 44,233	\$ 49,437
8	\$ 316,602	\$ 18,002	\$ 33,681	\$ 368,285	\$ 272,885	\$ 32,240	\$ 305,125	\$ 63,159	\$ 112,596
9	\$ 326,179	\$ 18,722	\$ 33,681	\$ 378,582	\$ 262,706	\$ 33,530	\$ 296,236	\$ 82,346	\$ 194,942
10	\$ 336,045	\$ 19,471	\$ 33,681	\$ 389,197	\$ 252,522	\$ 34,871	\$ 287,393	\$ 101,804	\$ 296,746
11	\$ 345,912	\$ 20,220	\$ -	\$ 366,132	\$ -	\$ 36,000	\$ 36,000	\$ 330,132	\$ 626,878
<b>Totals</b>	\$ 3,295,403	\$ 184,463	\$ 562,255	\$ 4,042,121	\$ 3,085,094	\$ 330,150	\$ 3,415,244	\$ 626,878	\$ 626,878

This cashflow is indicative of the current financing conditions, assumptions and savings and is subject to adjustment.