

Johnson Controls Example Cash Flow

for

City of Milwaukee

Total Project Cost:	\$ 2,605,746		
Customer Provided Capital Funds:	\$ 805,746	Non-Guaranteed Construction Period Savings	\$34,511.00
Total Cash Required From Financing:	\$ 1,800,000	Installation Months	10
Rate of Financing:	5.00%	Termination Premium	3.0%
Term of Financing (Years):	20		
Net Positive Cash Flow:	\$802,620.70		

Sample Business Case Analysis

	Measured Utility Savings	Operational Savings	Non-Measured Utility Savings	Rebates/Grants (Not Guaranteed)	Gross Savings	Ongoing Services	Debt Service Payments	Total Annual Costs	Customer Excess Cash Flow
Install									
1	\$86,027	\$2,427	\$30,233	\$50,533	\$169,220	\$21,649	\$143,082	\$164,731	\$39,000
2	\$88,230	\$2,524	\$31,027	\$0	\$121,782	\$22,298	\$60,484	\$82,782	\$39,000
3	\$90,491	\$2,625	\$31,843	\$530,203	\$655,162	\$0	\$616,162	\$616,162	\$39,000
4	\$92,809	\$2,730	\$32,679	\$0	\$128,219	\$0	\$89,219	\$89,219	\$39,000
5	\$95,188	\$2,840	\$33,538	\$0	\$131,566	\$0	\$92,566	\$92,566	\$39,000
6	\$97,627	\$2,953	\$34,420	\$0	\$135,001	\$0	\$96,001	\$96,001	\$39,000
7	\$100,130	\$3,071	\$35,325	\$0	\$138,527	\$0	\$99,527	\$99,527	\$39,000
8	\$102,697	\$3,194	\$36,254	\$0	\$142,145	\$0	\$103,145	\$103,145	\$39,000
9	\$105,330	\$3,322	\$37,208	\$0	\$145,860	\$0	\$106,860	\$106,860	\$39,000
10	\$108,031	\$3,455	\$38,187	\$0	\$149,673	\$0	\$110,673	\$110,673	\$39,000
11	\$110,801	\$3,593	\$39,192	\$0	\$153,587	\$0	\$114,587	\$114,587	\$39,000
12	\$113,644	\$3,737	\$40,224	\$0	\$157,604	\$0	\$118,604	\$118,604	\$39,000
13	\$116,559	\$3,886	\$41,283	\$0	\$161,728	\$0	\$122,728	\$122,728	\$39,000
14	\$119,549	\$4,042	\$42,370	\$0	\$165,961	\$0	\$126,961	\$126,961	\$39,000
15	\$122,617	\$4,203	\$43,486	\$0	\$170,306	\$0	\$131,306	\$131,306	\$39,000
16	\$125,764	\$4,372	\$44,631	\$0	\$174,767	\$0	\$135,767	\$135,767	\$39,000
17	\$128,992	\$0	\$45,807	\$0	\$174,799	\$0	\$135,799	\$135,799	\$39,000
18	\$132,303	\$0	\$47,014	\$0	\$179,317	\$0	\$140,317	\$140,317	\$39,000
19	\$135,700	\$0	\$48,254	\$0	\$183,953	\$0	\$144,953	\$144,953	\$39,000
20	\$139,184	\$0	\$49,526	\$0	\$188,710	\$0	\$127,089	\$127,089	\$61,621
	\$2,211,672	\$52,976	\$782,503	\$580,736	\$3,627,887	\$43,947	\$2,815,830	\$2,859,777	\$802,621

Notes:

FIM Selector	Selected FIMs
PD17 LED Lighting Retrofit	Yes
PD 19 Solar PV - 120 kW	Yes
CRG 10a Solar PV - 250 kW	Yes
CRG 11 LED Lighting Retrofit	No
DPW 6 RTU-2 and RTU-3 Replacement	Yes
DPW 8a Solar PV - 200 kW	Yes
DPW 16 EV Charging Station	No
OBEIM-1	Yes