

# Johnson Controls Example Cash Flow

for

## City of Milwaukee

<b>Total Project Cost:</b>	\$ 2,605,746		
<b>Customer Provided Capital Funds:</b>	\$ 805,746	<b>Non-Guaranteed Construction Period Savings</b>	\$34,511.00
<b>Total Cash Required From Financing:</b>	\$ 1,800,000	<b>Installation Months</b>	10
<b>Rate of Financing:</b>	5.00%	<b>Termination Premium</b>	3.0%
<b>Term of Financing (Years):</b>	20		
<b>Net Positive Cash Flow:</b>	\$89,843.96		

### 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
<b>Install</b>									
1	\$86,027	\$2,427	\$30,233	\$50,533	\$169,220	\$21,649	\$182,082	\$203,731	\$0
2	\$88,230	\$2,524	\$31,027	\$0	\$121,782	\$22,298	\$99,484	\$121,782	\$0
3	\$90,491	\$2,625	\$31,843	\$0	\$124,959	\$0	\$124,959	\$124,959	\$0
4	\$92,809	\$2,730	\$32,679	\$0	\$128,219	\$0	\$128,219	\$128,219	\$0
5	\$95,188	\$2,840	\$33,538	\$0	\$131,566	\$0	\$131,566	\$131,566	\$0
6	\$97,627	\$2,953	\$34,420	\$0	\$135,001	\$0	\$135,001	\$135,001	\$0
7	\$100,130	\$3,071	\$35,325	\$0	\$138,527	\$0	\$138,527	\$138,527	\$0
8	\$102,697	\$3,194	\$36,254	\$0	\$142,145	\$0	\$142,145	\$142,145	\$0
9	\$105,330	\$3,322	\$37,208	\$0	\$145,860	\$0	\$145,860	\$145,860	\$0
10	\$108,031	\$3,455	\$38,187	\$0	\$149,673	\$0	\$149,673	\$149,673	\$0
11	\$110,801	\$3,593	\$39,192	\$0	\$153,587	\$0	\$153,587	\$153,587	\$0
12	\$113,644	\$3,737	\$40,224	\$0	\$157,604	\$0	\$157,604	\$157,604	\$0
13	\$116,559	\$3,886	\$41,283	\$0	\$161,728	\$0	\$161,728	\$161,728	\$0
14	\$119,549	\$4,042	\$42,370	\$0	\$165,961	\$0	\$165,961	\$165,961	\$0
15	\$122,617	\$4,203	\$43,486	\$0	\$170,306	\$0	\$170,306	\$170,306	\$0
16	\$125,764	\$4,372	\$44,631	\$0	\$174,767	\$0	\$174,767	\$174,767	\$0
17	\$128,992	\$0	\$45,807	\$0	\$174,799	\$0	\$174,799	\$174,799	\$0
18	\$132,303	\$0	\$47,014	\$0	\$179,317	\$0	\$179,317	\$179,317	\$0
19	\$135,700	\$0	\$48,254	\$0	\$183,953	\$0	\$183,953	\$183,953	\$0
20	\$139,184	\$0	\$49,526	\$0	\$188,710	\$0	\$98,867	\$98,867	\$89,843
	\$2,211,672	\$52,976	\$782,503	\$50,533	\$3,097,684	\$43,947	\$2,998,404	\$3,042,351	\$89,844

#### 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
OBEM-1	Yes