

Project Development Timeline

City of Milwaukee and **JOHNSON CONTROLS**

| Timeline | JCI | Client |
|---|------------|---------------|
| • Introduce Concept | 7/12/02 | |
| • Share Information | | |
| • Present Preliminary Approach | | |
| • Approve Project Development Agreement (PDA) | | |
| • Present Solution | | |
| • Consultation & Approval | | |
| • Project Implementation & Ongoing Service | | |

This timeline will confirm our interest in the concept of the process to identify potential savings and operational business improvement opportunities for the City of Milwaukee, specific to traffic signal retrofits. We understand Johnson Controls, Inc. (JCI) ability to identify opportunity and create financial models is directly linked to having sufficient, complete and accurate information. While we realize we do not have any financial obligation at this time we agree to the following:

Resources To Be Provided by the City:

- | | |
|--------------------------------|--|
| ◆ Operations Budgets – 3 Years | ◆ Existing Contracted Services Information |
| ◆ Capital budgets and plans | ◆ Utility and Infrastructure Information |
| ◆ Improvement “Wish List” | ◆ Financial and Legal Review |

Upon completion of the Preliminary Survey, the City of Milwaukee requests Johnson Controls, Inc. to present their findings at a meeting to be attended by our team and JCI.

City of Milwaukee

Signature: _____

Name:
Title:
Date:

Johnson Controls, Inc.

Signature: _____

Name: Jeremy Schwabe
Account Executive
Date: _____