

**REQUEST FOR PROPOSAL (RFP)  
FOR AN  
ENERGY PERFORMANCE CONTRACTING PROJECT**

**Issued by:** *Shelbyville CUSD #4*

*Shelbyville CUSD #4* (hereinafter referred to as District) is seeking specific proposals from interested Energy Services Companies (ESCOs) which are capable of providing comprehensive infrastructure and energy-related capital improvement services.

**PROJECT OVERVIEW**

District is interested in contracting for Heating, Ventilation, & Air Conditioning and energy-related capital improvements at the Shelbyville High School, High Schools (hereinafter referred to as project). These services and improvements are to be delivered on a performance contracting basis.

The District's objective in issuing this Request for Proposals is to provide a competitive means in which to select a single provider to fulfill all aspects of this project. The Board of Education may elect to implement further improvement measures in phases pursuant to the final contract. The work to be included in the contract may include upgrades to or replacement of equipment included in, but would not be limited to, the following systems: lighting, heating, air conditioning, temperature control, mechanical, Facility Management, domestic water, security, fire alarm, doors, windows and roofs.

**REQUIRED CAPABILITIES**

The ESCO must have the demonstrated technical and managerial capabilities to provide a comprehensive set of energy and water services including, but not limited to design, acquisition, installation, training and commissioning of new and/or existing energy systems as well as project monitoring and savings measurement and verification. Additional services may include operation and maintenance for all improvements and/or training of District's staff on routine maintenance and operation of systems. Monitoring and verification services shall include appropriate measurement and timely reporting of the performance and savings from project.

**OVERVIEW OF TERMS AND CONDITIONS**

**Contract Term.** The duration of the contract will be mutually determined between the ESCO and the District based on authorizing legislation, final project scope and financial factors. No contract shall exceed 20 years in duration.

**Guarantee.** The project must result in a guaranteed minimum **annual** energy, water and O&M savings guarantee, as well as defined levels of occupant comfort; maintenance, monitoring, training or other services.

## **PROCUREMENT PROCESS**

The evaluation and selection of an ESCO, and the negotiation and procurement of services will proceed as follows:

**Site Visit.** Prior to the submission of proposals and upon request, District has arranged for a walk-through inspection tour of the buildings described in this RFP on January 6, 2014 at 9:00am. Knowledgeable representatives will be available to answer questions about the operation of the facilities. To make arrangements for a walk-through inspection tour, please contact the following person:

Scott Rader, Director of Buildings and Grounds  
Shelbyville CUSD #4  
1001 W North 6<sup>th</sup> St. Shelbyville, IL 62565  
email: raders@shelbyville.k12.il.us,  
Phone 217-774-4626 x 3327

**Submission of Written Proposals.** ESCO's interested in providing the services requested, must respond in writing by the date specified below. All submissions become the property of District and will not be returned to the ESCO. All costs associated with submission preparation will be done by the submitting ESCO.

**Proposal Review and Selection of Finalists.** District will establish a Project Evaluation Team to review and evaluate the ESCOs written responses to this RFP in accordance with the evaluation criteria identified in Part II of this document. The Project Evaluation Team will check client references which will also be evaluated. District intends to select no more than three (3) ESCOs as finalists.

**District reserves the right to reject any or all submissions and to waive informalities and minor irregularities in submissions received and to accept any submissions if deemed in the best interest of District to do so.**

**ESCO Interviews and Ranking.** Each of the finalist ESCOs may participate in a detailed oral interview to answer questions from the Project Evaluation Team and more fully discuss how its approach to this project satisfies the evaluation criteria. All persons with major responsibility for the project's technical design, management and contract negotiation should be present at the interview. Each oral interview may be recorded. A more complete description of the interview process and format will be sent to each of the finalist ESCOs.

## **DISCLOSURE**

In accordance to 105 ILCS 5/19b-5, Shelbyville School District discloses that Johnson Controls Inc. has assisted in preparing the specifications listed in the RFP.

**PROPOSED PROJECT SCHEDULE**

The following is the proposed project schedule and may be adjusted as necessary during the procurement of services.

<b>ACTIVITY</b>	<b>DATE</b>
Issue RFP	December 5, 2013
Building Walk thru *	December 19 , 2013, 9 am
Proposals Due	January 31, 2014, 2 pm
Proposal Review and Selection of Finalist	February 3 – Feb 21, 2014
ESCo Interviews and Ranking <i>(optional, at the district's discretion)</i>	TBD
ESCo Selection (includes negotiation and signing LOI)	March 28, 2014
Preferred Project Completion	August 10, 2015

## **EVALUATION CRITERIA**

**Evaluation of Proposals:** Responses will be evaluated based on the quality and completeness of the information provided. Failure to provide any of the requested information may result in disqualification. The criteria listed below will be used in the evaluation of the written proposals, client references and responses of the finalist ESCOs during oral interviews, as appropriate.

### **A. Business and Financial Qualifications (25% maximum)**

1. Business unit dedicated to providing guaranteed energy savings programs.
2. Business unit dedicated to ensuring project performance
3. Five years minimum experience working with Illinois School Districts
4. Demonstrable ability to bond savings through a third party surety
5. Financial viability of entity proposed to provide technical and financial guarantees

### **B. Personnel Qualifications (20% maximum)**

1. Quality of personnel assigned to this project and degree of pertinent experience.
2. Qualified Provider shall provide evidence that they have at least one full-time employee on this project, is a LEED® AP (LEED® Accredited Professional), and a licensed professional engineer, licensed in the State of Illinois and provide documentation to this fact.

### **C. Project Management Plan (15% maximum)**

1. Comprehensiveness and rationale of project management plan, based on:
  - Approach to project management, including staffing and contractor-oversight
  - Ability to successfully complete projects on time and to customer satisfaction.
  - Willingness to consider multiple phases to District's Infrastructure Improvements.
2. Indicate the plan to complete all phases of the project on schedule and in a manner that does not unnecessarily interrupt the educational process. Fall classes will start August 15, 2015.
3. Method employed to establish baseline energy use in individual buildings and facility-wide
4. Method of measurement and verification used to demonstrate energy use reduction and cost savings as guaranteed
5. Describe your company's ability to support grants, rebates and other project supporting financial resources.

**D. Prior Project Performance (25% maximum)**

1. Experience with energy conservation projects of Illinois Districts and projects to those proposed for Shelbyville CUSD #4
2. Experience taking responsibility for the full range of roles contemplated for this project (e.g. identification and analysis of ECMs, design, installation, operation, training, financing, savings verification, etc.)
3. Performance on prior projects, including data on projecting, achieving, documenting, and verifying energy savings in order to ascertain accuracy of projections.
4. Minimum of five (5) Performance Contracting Illinois School District References.

**E. Financial Consideration and Net Economic Impact (15% maximum)**

1. Preferences will be given to the proposals that responsibly maximize the net economic benefit to the District and that responsibly minimize the risk to the District.
2. Total, turnkey project cost. Guarantee Maximum Pricing is required.
  - Principal turnkey construction costs
  - On-going services
  - Training
  - Identification of contractor team to be utilized, by trade
3. The annual costs for annual Measurement & Verification and any on-going proposed maintenance services must be revealed within the RFP with an explanation of district's ability to restructure or terminate the services if so desired by the district.
4. Cash flow analysis must include both costs and identified savings
5. Financing arrangements and assumptions clearly identified

## **CONTRACT TERMS AND CONDITIONS**

The minimum contract terms and conditions District will accept from the selected ESCO include:

### **1. Technical Requirements**

**Standards of Comfort and Service.** The ESCO will be responsible for maintaining the levels of comfort and service for each building as specified by the District.

**Professional Engineer Involvement.** (For large projects) A registered professional engineer must, at a minimum, review and approve design work done under this contract.

**Guaranteed Savings.** District requires a minimum **annual** guaranteed level of savings approach to the project. If the project does not generate the guaranteed level of savings in any given year, the ESCO will be responsible for reimbursing District the amount of any shortfall.

**Construction Management.** The ESCO will be required to work with current building management and maintenance personnel in order to coordinate construction and provide appropriate training in operations and maintenance of all installed improvements. The District requires a on-site Construction Superintendent during the summer construction. No equipment or other improvements will be installed that would require District to hire additional personnel unless contract negotiations produce an explicit exemption for a specific installation. Maintenance responsibilities shall be retained by the District, but at their discretion they can negotiate for maintenance services with the selected ESCo.

**O & M Manuals.** At least three operation and maintenance manuals for each site will be provided for all equipment replacements and/or upgrades. Manuals are subject to approval of District.

**As-Built Drawings.** Where applicable, ESCO must provide mylar, reproducible "as built" and record drawings (or such electronic equivalents as may be agreed to with District) of all existing and modified conditions associated with the project, conforming to typical engineering standards. These should include architectural, mechanical, electrical, structural, and control drawings and operating manuals within 30 days of completed project installation.

**Follow-up Maintenance, Monitoring and Training Services.** The ESCO will be responsible for measurement and verification of implemented measures to ensure optimal performance as well as for ongoing training, however, District has the option to negotiate the extent of any contracted on-going maintenance service contract.

**District Energy Improvement Projects.** District reserves the right to make energy and water improvements to the facility and to negotiate adjustments to the savings measurement and verification methodology to account for such improvements.

## 2. Minimum Contract Provisions

**Proposal Submissions.** The contents of the ESCO's RFP submission will become part of any final agreement between District and the ESCO.

**Project Schedule.** The ESCO must provide a final schedule of project milestones including construction, equipment-service and preventive maintenance provisions that will become part of any final contract. In the event any milestone or service provision is not met as scheduled, without prior approval from District, District reserves the right to consider it a default and withdraw from all contractual obligations without penalty.

**District Inspection.** District retains the right to have its representative visit the site during the audit and implementation phases of the project, and to attend relevant on-site or off-site meetings of the ESCO and/or its subcontractors. District will have the right to inspect, test and approve the materials and work conducted in the facilities during construction and operation.

**Final Approval of District.** District retains final approval over the scope of work and all end-use conditions.

**Ownership of Drawings, Reports and Materials.** All drawings, reports and materials prepared by the ESCO specifically in performance of this contract shall become the property of District and will be delivered to District as needed, requested or upon completion of construction.

**Compliance.** All work completed under this contract must be in compliance with all applicable federal, state and local laws, rules and regulations including all building codes and appropriate accreditation, certification and licensing standards. Work must be in accordance with sound engineering and safety practices, be installed in a workmanlike manner and be in compliance with all District regulations relative to the premises. The ESCO and its subcontractors will be responsible for obtaining any and all required governmental permits, consents and authorizations, and for payment of any and all state and city required taxes and fees which result from this contract.

**Handling of Hazardous Materials.** All work completed under this contract must be in compliance with all applicable federal, state and local laws, rules and regulations regarding waste disposal and treatment/disposal of any hazardous materials that could result from this project. Work must also be in accordance with sound engineering and safety practices, and in compliance with all District rules relative to the premises.

**Methodology to Adjust for Material Changes.** The contract must contain a mutually acceptable clause whereby unanticipated changes in facility use, occupancy, schedule and/or utility rates can be accommodated in a fair manner agreeable to both parties.

**Hiring and Wage Requirements.** If applicable, the ESCO will comply with all requirements for the payment of prevailing wages and minority and women-owned business enterprises.

**Subcontractor Approval.** District retains the right to approve any ESCO selected subcontractor prior to its commencement of work on this project. Names and qualifications of subcontractors must be submitted at least three weeks in advance of subcontractor scheduled start date.

**Bonding Requirements.** *(Note: ESCO bonding requirements should be specified including the types of bonds required, the amount of each bond)*

**Insurance Requirements.** Prior to the commencement of work, the ESCO must provide evidence of insurance for both the construction and operations phases of the project. ***(Note: This should be specified as to type and dollar amount required. If necessary the respondents may be asked to provide this information in a schedule attached to the proposal.)***

**Annual Reconciliation.** Project savings will be verified and reconciled on an annual basis. ESCO will provide timely monthly savings reports to District, unless otherwise agreed to by the parties.

**Contract Term.** No contract shall exceed 20 years in duration and may be subject to annual appropriations.

**Dispute Resolution.** The contract will contain an Alternative Dispute Resolution provision.

**INSTRUCTIONS TO PROPOSERS**

**Failure to complete any question in whole or in part, or any deliberate attempt by the proposer to mislead District, may be used as grounds to find the proposing ESCO ineligible.**

**PROPOSAL SUBMITTAL INFORMATION**

ESCOs who wish to have proposals considered by District must submit one original and seven copies of proposal by 1:00 pm ,January 31, 2014 to the following address:

Mrs Denise Bence, Superintendent  
Shelbyville CUSD #4  
720 W Main  
Shelbyville, IL 62565

**Proposal Format**

Each ESCO is required to fully answer all questions in each category listed below. Provide responses on 8 ½ " x 11" sheets of paper and number and title each answer to the corresponding category. Font size should be no smaller than 10 point. All pages in your response should be numbered sequentially. ESCOs must also include a table of contents which indicates the section and page numbers corresponding to the information included. PROPOSAL MUST BE IN REQUIRED FORMAT or will be disqualified.

**A. EXECUTIVE SUMMARY**

**B. ESCO PROFILE**

**All questions must be addressed by the ESCO in order for this application form to be properly completed. Failure to answer any question, or comply with any directive contained in this form may be used by District as grounds to find the ESCO ineligible. If a question or directive does not pertain to your firm in any way, please indicate with the symbol N/A.**

**B-1 Firm Name \_\_\_\_\_**

Business Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_

County \_\_\_\_\_ Zip Code \_\_\_\_\_

**B-2 Names and Titles of Two Contact People**

1) \_\_\_\_\_ Phone ( \_\_\_\_\_ ) \_\_\_\_\_

2) \_\_\_\_\_ Phone ( \_\_\_\_\_ ) \_\_\_\_\_

**B-3 Submittal is for:**

- Parent Company (List any Division or Branch Offices to be involved in this project)
- Division (attach separate list if more than one is to be included)
- Subsidiary

- Branch Office

Name of Entity: \_\_\_\_\_

Address: \_\_\_\_\_  
\_\_\_\_\_

**B-4 Type of Firm:**

- Corporation
- Partnership
- Sole Ownership
- Joint Venture

**B-5 Federal Employer Identification Number** \_\_\_\_\_

**B-6 Year Firm was Established** \_\_\_\_\_

**B-7 Name and Address of Parent Company: (if applicable)** \_\_\_\_\_

**B-8 Minority Business Information** *(If applicable to your agency's policies or requirements)*

**Recognized MWBE.** Is your firm a recognized Minority or Woman-owned Business Enterprise

**Category.** If yes, please indicate the appropriate category.

- |                      |                     |
|----------------------|---------------------|
| ___ American Indian  | ___ Spanish Surname |
| ___ Asian-American   | ___ Woman-Owned     |
| ___ African-American | ___ Other           |

**Certifying Agencies.** If yes, indicate which jurisdictions or certifying agencies recognize your firm's MWBE status.

**Accommodation.** If no, please summarize how you will accommodate MWBE **preferences.**

**B-9 Five Year Summary** of Contract Values for Energy Performance Contracting Projects where your firm was the prime contractor with a first party written savings guarantee to the District: (Note: If you are a branch office of a larger firm indicate only those contract values associated with that specific branch.)

2012: \$ \_\_\_\_\_  
2011: \$ \_\_\_\_\_  
2010: \$ \_\_\_\_\_  
2009: \$ \_\_\_\_\_  
2008: \$ \_\_\_\_\_

**B-10 Corporate Background/Historical Data**

a. How many years has your firm been in the business under its present business name?

\_\_\_\_\_ Years

b. Please identify all states in which your firm is legally qualified to do business.

c. Indicate all other names by which your organization has been known and the length of time known by each name.

d. Certify that your company does not owe the State of Illinois any taxes.

e. Certify that your company is not currently under suspension or debarment by the State of Illinois.

f. Identify your firm's legal counsel for this project. Give the name and address of the primary individual responsible for contract negotiation.

g. Has your company or subsidiaries of the parent had a bankruptcy petition filed in its name? If yes, please explain in detail

h. Respondents must be a member of the National Association of Energy Service Companies (NAESCO) Accrediation, Respondents MUST be accredited by NAESCO or will be disqualified for consideration for this RFP. Provide a copy of your current accreditation certificate

**B-11 Technical Qualifications And Personnel Information**

Indicate the number of all guaranteed energy savings contracting projects currently under contract with your firm. **Limit your response to ONLY those projects that have been managed directly by the specific branch, division, office, or any individual in such branch, division or office who will be specifically assigned to this project.** Indicate the installed project cost value, and identify all projects currently in repayment. Attach additional sheets as necessary.

Using the format provided below, briefly describe the relevant experience, qualifications and educational background for **ONLY** those **PRIMARY** team members (no more than 10 individuals) **who will directly be working on this project.** Qualified Provider shall provide evidence that they have at least one full-time employee in their Illinois local office that is a LEED® AP (LEED® Accredited Professional) and a licensed engineer, licensed in Illinois and provide documentation to this fact.

Name of Project Team Member:	
Current Job Title: Job responsibilities: Number of years with ESCO: Primary Office Location:	
Employment History Company Name: Primary job responsibilities: Number of years with firm:	
Educational Background List all academic degrees, certifications, professional affiliations, relevant publications and technical training.	
List all energy performance contracting projects this individual has been involved with during past 5 years. Include project location, type of facilities, year implemented and dollar value of installed project costs.	
Describe the specific role and responsibilities this individual had for each listed project.	
Provide a detailed description of the role and responsibilities this individual will have for the duration of this project.	
Describe any other relevant technical experience.	
Indicate the total years of relevant energy-related experience for this individual.	

**B-12 Energy Performance Contracting Project History And Client References**

Using the form below, list at least **five energy performance contracting projects you have completed in Illinois** that are in repayment by and currently under contract with your firm. **Limit your response to ONLY those projects that have been managed directly by the specific branch, division, office or any individual in such branch, division or office who will be specifically assigned to this project. Projects with installed costs of less than \$400,000.00 or single technology (e.g. lighting only, controls only, etc.) will not be considered.** Attach additional sheets as necessary. Please put an asterisk by those project references involving projects with measures and buildings similar to those proposed for this project.

**PROJECT HISTORY AND CLIENT REFERENCE FORM**

All information requested is required.

Project Name and Location Number of Buildings Primary Use Total square footage	
Project Dollar Amount (installed project costs) Source of Project Financing	
Primary ECMS Installed ESCO Services Provided	
Construction Start & End Dates	
Contract Start & End Dates	
Dollar Value and Type of Annual Operational Cost Savings (if applicable) (e.g., outside maintenance contracts, material savings, etc.)	
Method(s) of Savings Measurement and Verification	
Provide CURRENT and ACCURATE telephone and FAX numbers of the owner(s)' representatives with whom your firm did business on this project. You should ensure that all representatives are familiar with this project.	
Describe the specific roles and responsibilities of ESCO personnel associated with the identified project, limiting your response to only those personnel who will be directly involved in District's project.	
ESCO Notes or Comments	

## **PART C PROPOSED APPROACH TO PROJECT**

### **C-1 Project Overview**

Briefly describe your project. Include a description of your firm's energy conservation measures and provide any detail you feel important for the District to know. Address the means and methods by which your solutions can be introduced to the project, and how new technology can be introduced as it becomes available. Describe your approach to engineering and design of your project.

**In order to be considered a viable proposal by District, each ESCO must respond to concerns listed below.**

High School New Heating & Cooling System , HVAC Improvements , Building automation systems, Lightng, Windows, Doors any additional energy efficiency improvements

Respondent must be Factory trained and Certified to install, commission and service the building automation system. Any proposed control system enhancements a the High School shall be compatible with other existing systems in the district.

### **C-2 Project Management:**

Briefly describe your project management philosophy. Include any specific responsibilities, lines of communication, authority of the Respondent's management to control projects, typical procedures for identifying problems and preventing schedule setbacks and cost overruns. Include a project timeline showing the necessary activities and schedules for implementation of the project. Address the means and methods by which new technology can be introduced to the project team, as it becomes available.

### **C-3 Service and Training:**

Describe the Respondent's approach to operations and maintenance. Include capabilities of the Respondent for servicing HVAC equipment, procedures for handling emergencies, monitoring capabilities, and integration capabilities such as fire and security system, etc. Provide detailed information on training programs available to maintenance staff.

## **PART D FINANCIAL, PERFORMANCE GUARANTEE**

### **D-1 Project Financing and Costs**

Describe your firm's preferred approach to providing or arranging financing for this project. Describe the structure of the financing arrangement including projected interest rate, financing term, repayment schedule, equipment ownership, security interest required, the responsibilities/liabilities of each party, and any special terms and conditions that may be associated with the financing of this project. Describe how construction will be financed.

1. Provide the cost and savings (energy, operational, and capital offset savings) for your project: Include all calculations and assumptions.
2. Include a cash flow analysis with energy, operational and capital offset savings, total cost and net cash flow.
3. Performance Bond: The qualified provider must submit to the District a performance bond in the amount of 100% of the construction costs.

**D-2 Energy Baseline Calculation Methodology**

Describe the methods you expect to use to compute baseline energy use for this project. Describe any computerized modeling programs used by your firm to establish baseline consumption. Describe factors that would necessitate a baseline adjustment. Describe the methods you will use to adjust the guaranteed level of savings from any material changes that occur due to such factors as weather, occupancy, facility use changes, etc.

**D-3 Procedure for Calculating Energy and Cost Savings**

Please summarize procedures, formulas and methodologies including any special metering or equipment, your firm will use to measure and calculate energy savings for this project. Indicate how your firm identifies, documents and measures operational cost savings opportunities. Describe your firm's proposed approach to the treatment of savings achieved during construction and how those savings will be documented and verified. Please provide the Method and option you are using for each energy conservation measure proposed to the district

**D-4 Savings Guarantee Performance**

Energy Guarantee History- Briefly describe all Illinois energy performance contract guarantees that your firm has managed within the last five (5) years. Identify those project guarantees involving buildings similar to the District's type. **Third party guarantees are not acceptable.**

**D-5 Historical Performance**

The Respondent shall describe their policy relative to projects that do not perform as specified. Give a specific example of a payout on a guarantee project. Identify how the costs are calculated. Show the Respondent's past record of projected costs and savings compared to actual performance improvements. Provide at least two references with current phone numbers where projects did not perform as specified.

**D-6 Financing Approach**

Describe the financing mechanisms, including sources and types of financing that could be used to finance improvements and maintenance operations over the term of the contract. Respondents shall be willing and able to facilitate the financing for this project in accordance with all-applicable Federal, State and Local Laws. Proposed financing shall allow early payment of the loan by the District. The District will consider different financing approaches that provide low interest rates and that do not reduce the District's bonding ability. Clearly identify advantages, disadvantages and relative costs associated with each financing method proposed. Provide sample business case analysis for all financing terms proposed by the Respondent using anticipated effective interest rates.

**D-7 Grants and Rebates**

Identify grants and rebates that you have applied for and received for your customers over the last two years

Complete the following information for each of the projects listed.

**ANNUAL ENERGY SAVINGS DATA FORM**

Name of Project: \_\_\_\_\_ Name of ESCo: \_\_\_\_\_

	Projected	Guaranteed	Achieved				
			Year 1	Year 2	Year 3	Year 4	Year 5
KWH							
Therms							
KW							
Water Gallons							
Other (Specify)							

Information for each of the headings listed above MUST be completed using the above format. DO NOT provide savings data in terms of BTU's or dollars. Data should be given in the form of fuel units which appear in the utility bills. Additional forms should be reproduced as needed.

**ANNUAL ENERGY SAVINGS DATA FORM**

Name of Project: \_\_\_\_\_ Name of ESCo: \_\_\_\_\_

	Projected	Guaranteed	Achieved				
			Year 1	Year 2	Year 3	Year 4	Year 5
KWH							
Therms							
KW							
Water Gallons							
Other (Specify)							

**ESCo's PRELIMINARY CASH FLOW ANALYSIS  
ENERGY PERFORMANCE CONTRACTING PROJECT  
( Inset Name of Customer )**

Financed Project Costs: \_\_\_\_\_  
 Finance Term: \_\_\_\_\_  
 Annual Interest Rate : \_\_\_\_\_  
 Construction Months \_\_\_\_\_  
 Annual Payment \_\_\_\_\_

Escalation Rate by Savings Category \*

Electric: \_\_\_\_\_  
 Natural Gas: \_\_\_\_\_  
 Steam: \_\_\_\_\_  
 Water: \_\_\_\_\_  
 Operations & Maintenance costs: \_\_\_\_\_  
 Other (specify): \_\_\_\_\_  
 Escalation Rate for Annual Fees : \_\_\_\_\_

\*Information to be provided by Customer

Year	Electric Cost Savings	Natural Gas Cost Savings	Steam Cost Savings	Water Cost Savings	Other (Please Specify)	Operational Cost Savings	Total Utility Cost Savings	Maintenance, Monitoring, M&V, and Training Fees	Financing Payment	Net Savings
1										
2										
3										
4										
5										
6										
7										
8										
9										
10										
<b>TOTAL</b>										