

right this is a quick demo of how I would present the economic analysis to a small business energy advantage client so mr. customer I'm really excited to share with you what we found through our analysis and review with eversource and we've got some great information here and I'll try to cover it really briefly and if you have any detailed questions we've got tons of detail back up here but I'd like to just share with you kind of what we did first and what's happened so far so as you know we went through and we did an audit and we presented that information to eversource and what we did is went room by room through the building and we looked at the existing equipment that you had and how many watts each piece of lighting equipment consumed we factored in the hours of use that each fixture was on through a day and you know through it through a year and we came up with a series of recommendations to upgrade to new LED lighting and this was all submitted to

the utility and this is actually their report where they feedback to us based on our engineering and our design what they agree that the savings are going to be and they also spell out in here how much of an incentive or a rebate they'll pay to help us build this project for you so that's what we've done already and I want to present to you kind of the summary of how this works out so overall the project is going to generate six thousand eight hundred and seventy two kilowatt hours in savings a year so that's a good chunk of electrical energy reduction that you'll have the dollar cost of that is fourteen hundred and thirty-eight dollars so that's your annual savings is a little over 1,400 bucks there's another category of savings called avoided maintenance savings so the idea there is if you're not replacing lamps and ballasts because you got all brand-new stuff and everything's under warranty you're going to be saving some

additional money above and beyond just the electrical energy savings so to be really conservative just put in like 10% of your electrical savings you get a little bit of extra benefit and this comes down to you know like \$12 a month or it's it's like if you had to replace a couple lamps in a couple ballasts in a year that's probably what it would cost you so this is really conservative and I just wanted to let you know that we're not just focusing a hundred percent on energy savings we're also looking to bring in equipment that's going to last longer and save you money on maintenance so if we add these two items up the energy savings and the maintenance savings you're enter your total project savings is fifteen hundred and eighty two dollars a year if we multiply that I'm sorry reset so if we take that number and divide that by twelve months it's a hundred and thirty one dollars a month in savings but the utility only looks at

the electric energy savings so if we factor out the maintenance savings the utility is saying there's about \$120 a month in energy savings from your project so again over a period of a year it's a little north of fourteen hundred dollars and utility also rates this equipment as having a thirteen year life it'll probably actually last longer but the utility also wants to be conservative so if we take 13 years of the equipment lifetime and that annual savings we multiply that we get almost nineteen thousand dollars of lifetime energy savings from these new fixtures and that's versus doing nothing if you just continue to use the lighting you have now you'd actually probably pay a lot more than this to maintain it every year but you would get zero energy savings so this project is going to throw off a lot of energy savings for you one of the greatest parts of these small business projects is the utility has a great financing option that most

of our customers take advantage of for your project the utility is going to give you 48 months they're going to give you zero percent financing so your payments only 121 dollars a month it's also on Bill so we don't have to do additional financing paperwork or applications or credit checks or work with a bank or lender the utility company will pay let you pay for this directly on your bill so basically you're going to get a level of energy savings that's going to cover your monthly payment with a shortfall of about a dollar sixty a month so there's a small amount that you're out of pocket every month to get all brand-new lighting so again there's no money down 0% for 48 months and the project pays for itself out of the savings now if you were to look at this as a capital project some of our clients feel they need to capitalize everything and they don't want to take advantage of the 0% the overall project cost is about \$8,500

with twenty seven hundred dollars of a rebate or an incentive that the utility is going to pay towards doing the project so not only are they subsidizing the financing and buying down your interest rate to 0%

they're also chipping in another you know almost twenty eight hundred dollars of the project cost so your net cost what you owe is the fifty eight hundred dollars that's the difference of the total minus the rebate so that's the loan amount and if we take that divided by forty eight months just straight division without any interest that's how we come up with one hundred and twenty one dollars now if you were to look at this in terms of getting a payback on that investment it's a four year payback which is pretty good and that corresponds with a twenty five percent return on your investment so I don't know a lot of places where you can get twenty five percent on your money while improving your building at the

same time so it's a really great project
it's a really strong project the
utilities already on board they've
already pre approved everything all we
need to do to get you into the schedule
and lock in your rebate is go over some
of the utility paperwork now one of the
things that we counsel our clients at
this point is let's go ahead and get
your name on the utility dollars so if
their program changes you've got your
money set aside for you it gets
grandfathered one of the things we hate
to have happen is that the customer
looks at this and says well you know
this looks like a really great project
let us think about it they don't do the
utility paperwork and then they get back
to us in a couple
and they say well this looks great we've
you know talked to art committees we've
approved it we're good to go
but the utility money is gone because
everybody else took it the utilities
spent their budget so we would recommend

that you go ahead and lock in the the
the rebate and we'll get you into our
schedule and that gives us time if you
have any questions or there's anything
else you need to understand about before
we go go ahead and build the project for
you