



Energy Savings As-a-Service Proposal

Date Prepared: **November 26, 2019** Valid Until: **December 15, 2019**
 Prepared For:

Produce

Onsite Utility Services (OUS) Capital is pleased to present you with the following proposal to upgrade your facility's existing energy/energy management systems with state-of-the-art technologies the easy, as-a-service way. OUS Capital utilized the results of an onsite facility audit to gather existing technologies, operational data, and electric rate information to arrive at this proposed energy efficiency, cost saving solution. OUS Capital offers this retrofit/upgrade on an As-a-Service basis, meaning that you will:

- Acquire State-of-the-Art Upgrades with ***No Investment*** and ***No Debt***
- Reduce Energy Consumption, Paying Less Than You Currently Spend
- Enjoy Worry-Free, ***ZERO COST***, Equipment Maintenance During the Service Term
- Achieve Off-Balance Sheet Flexibility
- Receive ***Guaranteed*** Technology Performance and Improved Operating Environment

Your Complete ESaaS Project

In addition to all of the above:

ESaaS Economic Snapshot-Annual Average Over Service Term and 10 Year Total

Service Term	Up Front Capital Cost	AVG. Total Monthly Savings	Fixed As-a-Service Monthly Payment	Your AVG. NET Monthly Savings**	Your 10 Year Project Savings	Utility Rebate*
60 Months	\$0.00	\$ 2,723	\$ 1,584	\$ 1,139	\$ 248,708	\$46,829

**NOTE: The Utility Rebate amount for this project has been used to reduce the upfront capital cost and to lower the As-a-Service Monthly Payment.*

***NOTE: Your projected Savings have been calculated using certain survey and other input data provided directly by you.*

OUS Capital cannot warrant this certain data used to prepare this proposal or guarantee the projected savings amounts calculated herein.

(See Page 4 for complete Project Scope)

Acknowledgement and Acceptance of Proposal

By signing below you acknowledge the information presented herein is fair and complete, that you accept the Project Scope and savings projections, and that you are authorizing OUS to prepare and deliver "As-a-Service" contract documents for your review and acceptance.

Sign: _____ Title: _____

Print: _____ Date: _____

Installation Yr.	Year	Annual Electric Savings	Annual Maintenance Savings	Total Annual Gross Savings	Customer Annual Net Savings <i>After</i> Service Payments
Year 1*	2020	\$31,394	\$0	\$31,394	\$12,385
Year 2*	2021	\$32,022	\$0	\$32,022	\$13,012
Year 3*	2022	\$32,662	\$0	\$32,662	\$13,653
Year 4*	2023	\$33,316	\$0	\$33,316	\$14,306
Year 5*	2024	\$33,982	\$0	\$33,982	\$14,972
Year 6**	2025	\$34,661	\$0	\$34,661	\$34,661
Year 7**	2026	\$35,355	\$0	\$35,355	\$35,355
Year 8**	2027	\$36,062	\$0	\$36,062	\$36,062
Year 9**	2028	\$36,783	\$0	\$36,783	\$36,783
Year 10**	2029	\$37,519	\$0	\$37,519	\$37,519
Total Project Savings:		\$343,755	\$0		\$248,708

Annual Inflation Rate Used: 2.0%

*** Maintenance, including Parts & Labor Warranties, at No Extra Cost.**

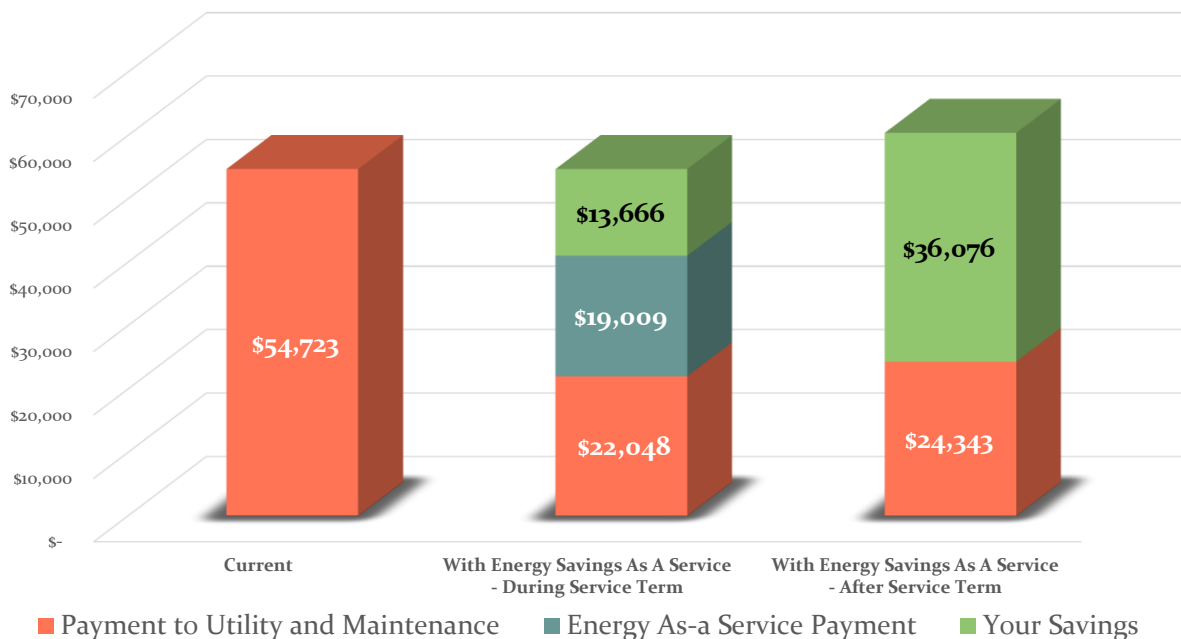
NOTE : Maintenance Savings (est.) will be reduced after the Service Term as Customer provides its own maintenance.

**** Service Term ends and Customer owns Equipment and 100% of Savings.**

Customer's ESaaS Monthly Snapshot - Year 1 Only	
Monthly Electric Savings	\$ 2,616.17
Monthly Maintenance Savings	\$ -
Total Monthly Expenses Saved	\$ 2,616.17
Monthly ESaaS Payment	\$ 1,584.12
Net Monthly Expenses Saved	\$ 1,032.05

% of Expense Savings Retained by Customer 39%
5-Year Average Retained 43%

10-Year Average Annual Performance Illustration



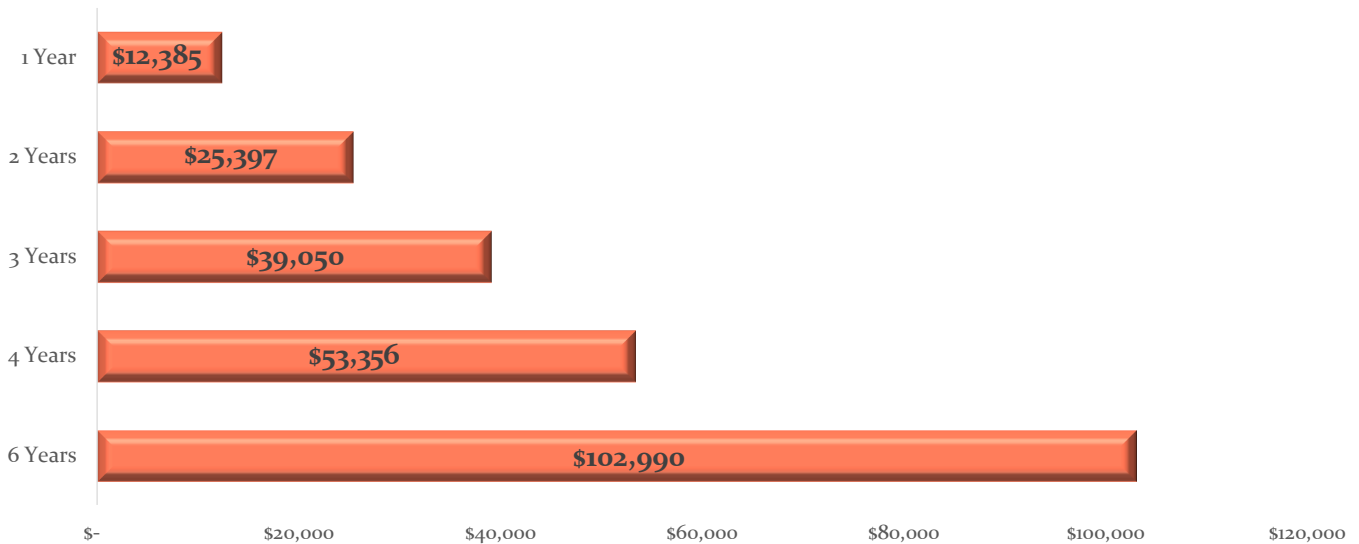
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The Cost of Waiting

This Energy Savings as-a-Service Project saves money... ***immediately***. Improves your workspace environment... ***immediately***. Waiting would cost you this much in:



Next Steps:

- Approve This As-a-Service Proposal
- Complete and Return a Credit Application and Review
- Execute an Onsite Utility Service Agreement
- Schedule Project Installation
- Complete Installation
- Begin Saving!

Project Scope Summary

Fixture Location		Existing Qty	Existing Fixtures	Proposed Qty	Proposed FixtureType
REFRIGERATION	Freezer/Cooler Doors	125	Existing Anti-Sweat System - Doors & Mullions	125	Install GreenWize Anti-Sweat Controls - (23) LT and (1) MT
	Display Cases	317	Single Display Case Motors	317	Install New GreenWize ECM Motors (Replacement)
	Walk-in Freezers/Coolers	26	Coil Motors - No Fan Control	26	Install (5) New GreenWize Fan Motor Controls
	Open Display Cases	272	272 Linear Ft. Display Case-Open	272	Install New Display Case Night Covers - 240' of OEM and 32' of Cassette Cover
LIGHTING	Coolers/Freezers	6	12' Produce 4' T8	3	Retrofit with 4' LED Bar
	Coolers/Freezers	44	88' Produce 4' T8	22	Retrofit with 4' LED Bar
	Coolers/Freezers	6	12' Produce 4' T8	3	Retrofit with 4' LED Bar
	Coolers/Freezers	24	32' Produce 4' T8	8	Retrofit with 4' LED Bar
	Coolers/Freezers	6	12' Meat 4' T8	3	Retrofit with 4' LED Bar
	Coolers/Freezers	9	12' Seafood 4' T8	3	Retrofit with 4' LED Bar
	Coolers/Freezers	9	12' Beverage 4' T8	3	Retrofit with 4' LED Bar
	Coolers/Freezers	24	32' Dairy 4' T8	8	Retrofit with 4' LED Bar
	Coolers/Freezers	15	20' Dairy 4' T8	5	Retrofit with 4' LED Bar
	Coolers/Freezers	6	8' Cheese 4' T8	2	Retrofit with 4' LED Bar
	Coolers/Freezers	27	36' Dairy 4' T8	9	Retrofit with 4' LED Bar
	Coolers/Freezers	6	8' Dairy 4' T8	2	Retrofit with 4' LED Bar

See Attached for Complete Refrigeration and Lighting Usage and Savings Calculations

Performance/Savings Summaries

Performance/Savings Summary w/Anti-Sweat Control System

Cooler/Freezer Anti-Sweat Information

Number of Freezer Doors	109
Number of Cooler Doors	16
Number of LT Anti-Sweat Controllers	23
Number of MT Anti-Sweat Controllers	1
Total Amperage for Freezer Doors	141.9
Total Amperage for Cooler Doors	8.5
Blended kW and kWh Rate	\$0.08
Expected Runtime Reduction on Individually Controlled Freezer Cases	65%
Expected Runtime Reduction on Ganged Freezer Cases	40%
Expected Runtime Reduction on Cooler Doors	85%

Current Operating Expense to Operate Anti-Sweats

Annual Energy Consumption to Heat Doors and Mullions	158,100 Annual kWh
Annual Energy Consumption to Offset Heat Gain	77,343 Annual kWh
Annual Expense of Energy Consumption to Heat Doors and Mullions	\$12,648.04
Annual Expense of Energy Consumption to Offset Heat Gain	\$6,187.42
Total Operating Expense to Operate Anti-Sweats	\$18,835.46

Expected Operating Expense with the Anti-Sweat Control System

Annual Energy Consumption to Heat Doors and Mullions	53,548 Annual kWh
Annual Energy Consumption to Offset Heat Gain	26,196 Annual kWh
Annual Expense of Energy Consumption to Heat Doors and Mullions	\$4,283.85
Annual Expense of Energy Consumption to Offset Heat Gain	\$2,095.66
Total Operating Expense to Operate Anti-Sweats	\$6,379.51

Expected Savings with the Anti-Sweat Control System

Annual Energy Consumption to Heat Doors and Mullions	104,552 Annual kWh
Annual Energy Consumption to Offset Heat Gain	51,147 Annual kWh
Annual Expense of Energy Consumption to Heat Doors and Mullions	\$8,364.19
Annual Expense of Energy Consumption to Offset Heat Gain	\$4,091.76
Total Annual Savings with Anti-Sweat Control System	\$12,455.95

Performance/Savings Summary w/Night Covers for Open Display Cases

Variables

Blended kWh Rate	\$0.08
Average Hours of Cover Operation Per Day	10
Total Linear Feet of Cover OEM	240 Feet
Total Linear Feet of Cover Cassette	32 Feet

Savings

Annual kWh Savings	56,818
Annual \$\$ Savings	\$4,545.42

Performance/Savings Summary w/EC Motors

EC Motor Information

Number of Display Case Motors	317
Number of Walk-In Motors	0
Blended kW and kWh Rate	\$0.08

Current Operating Expense to Operate Fan Motors

Annual Energy Consumption to Operate Display Case Motors	127,738 Annual kWh
Annual Energy Consumption to Operate Walk-In Motors	0 Annual kWh
Annual Expense of Energy Consumption to Operate Display Case Motors	\$10,219.07
Annual Expense of Energy Consumption to Operate Walk-In Motors	\$0.00
Total Operating Expense with ECM	\$10,219.07

Expected Operating Expense to Operate Fan Motors

Annual Energy Consumption to Operate ECM	38,877 Annual kWh
Annual Energy Consumption to Operate Walk-In ECM	0 Annual kWh
Annual Expense of Energy Consumption of Display Case ECM	\$3,110.15
Annual Expense of Energy Consumption of Walk-In ECM	\$0.00
Total Operating Expense with ECM	\$3,110.15

Expected Savings with ECM

Annual Energy Consumption to Operate Existing Motors	127,738 Annual kWh
Annual Energy Consumption to Operate EC Motors	38,877 Annual kWh
Annual Expense of Energy Consumption to Operate Existing Motors	\$10,219.07
Annual Expense of Energy Consumption to Operate EC Motors	\$3,110.15
Annual Savings with EC Motors	\$7,108.92

Expected Savings on Increased Compressor Efficiencies

Compressor EER	6.2
Reduction in Fan Energy	10,144 Watts
Reduction in Fan Heat (BTU)	34,613 BTU/Hr
Reduction in Compressor Watts	5,583 Watts
Reduction in Compressor kWh	48,904 Annual kWh
Reduction in Condensor Fan kWh	4,890 Annual kWh
Total Reduction in Refrigeration kWh	53,795 Annual kWh
Annual Compressor Efficiencies Savings w/ECM	\$4,303.59

Total Energy Savings with ECM

Annual Savings with ECM	\$7,108.92
Annual Compressor Efficiencies Savings w/ECM	\$4,303.59
Total Annual Savings w/ECM	\$11,412.51

Performance/Savings Summary w/ECM's and Fan Controls**Evaporator Coil Information**

Total Number of Evaporator Coils	10
Total Number of Fan Motors	26
Total Fan Motor Watts	9,530
Total Number of Fan Controllers	5

Current Operating Expense to Operate Fan Motors

Annual Energy Consumption to Operate Existing Motors	83,483 Annual kWh
Blended kWhRate	\$0.08
Annual Operating Expense of Existing Fan Motors	\$6,678.62

Expected Annual Operating Expense of Fan Motors with EC Motors and Fan Control

Annual Energy Consumption to Operate EC Motors with Fan Control	20,428 Annual kWh
Blended kWh Rate	\$0.08
Annual Operating Expense of EC Motors and Fan Control	\$1,634.27

Expected Savings with EC Motors and Fan Control

Annual Energy Consumption to Operate Existing Motors	83,483 Annual kWh
Annual Energy Consumption to Operate EC Motors with Fan Control	20,428 Annual kWh
Annual Energy Cost to Operate Existing Motors	\$6,678.62
Annual Energy Cost to Operate EC Motors with Fan Control	\$1,634.27
Annual Savings with EC Motors and Fan Control	\$5,044.36

Total Energy Savings with EC Motors and GreenWize Fan Control

Annual Savings with EC Motors and Fan Control	\$5,044.36
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LIGHTING PERFORMANCE/SAVINGS SUMMARY

GLENDALE HEIGHTS								
CURRENT:	Location	Qty	Type	Watts	Total Watts	Hours	Annual kWh	Annual Cost
	Coolers/Freezers	6	12' Produce 4' T8	35	210	5824	1,223.04	\$ 97.84
	Coolers/Freezers	44	88' Produce 4' T8	35	1540	5824	8,968.96	\$ 717.52
	Coolers/Freezers	6	12' Produce 4' T8	35	210	5824	1,223.04	\$ 97.84
	Coolers/Freezers	24	32' Produce 4' T8	35	840	5824	4,892.16	\$ 391.37
	Coolers/Freezers	6	12' Meat 4' T8	35	210	5824	1,223.04	\$ 97.84
	Coolers/Freezers	9	12' Seafood 4' T8	35	315	5824	1,834.56	\$ 146.76
	Coolers/Freezers	9	12' Beverage 4' T8	35	315	5824	1,834.56	\$ 146.76
	Coolers/Freezers	24	32' Dairy 4' T8	35	840	5824	4,892.16	\$ 391.37
	Coolers/Freezers	15	20' Dairy 4' T8	35	525	5824	3,057.60	\$ 244.61
	Coolers/Freezers	6	8' Cheese 4' T8	35	210	5824	1,223.04	\$ 97.84
	Coolers/Freezers	27	36' Dairy 4' T8	35	945	5824	5,503.68	\$ 440.29
	Coolers/Freezers	6	8' Dairy 4' T8	35	<u>210</u>	5824	<u>1,223.04</u>	<u>\$ 97.84</u>
					6,370.00		37,098.88	\$ 2,967.91
PROPOSED:	Location	Qty	Type	Watts	Total Watts	Hours	Annual kWh	Annual Cost
	Coolers/Freezers	3	Retrofit with 4' LED Bar	22	66	5824	384.38	\$ 30.75
	Coolers/Freezers	22	Retrofit with 4' LED Bar	22	484	5824	2,818.82	\$ 225.51
	Coolers/Freezers	3	Retrofit with 4' LED Bar	22	66	5824	384.38	\$ 30.75
	Coolers/Freezers	8	Retrofit with 4' LED Bar	22	176	5824	1,025.02	\$ 82.00
	Coolers/Freezers	3	Retrofit with 4' LED Bar	22	66	5824	384.38	\$ 30.75
	Coolers/Freezers	3	Retrofit with 4' LED Bar	22	66	5824	384.38	\$ 30.75
	Coolers/Freezers	3	Retrofit with 4' LED Bar	22	66	5824	384.38	\$ 30.75
	Coolers/Freezers	8	Retrofit with 4' LED Bar	22	176	5824	1,025.02	\$ 82.00
	Coolers/Freezers	5	Retrofit with 4' LED Bar	22	110	5824	640.64	\$ 51.25
	Coolers/Freezers	2	Retrofit with 4' LED Bar	22	44	5824	256.26	\$ 20.50
	Coolers/Freezers	9	Retrofit with 4' LED Bar	22	198	5824	1,153.15	\$ 92.25
	Coolers/Freezers	2	Retrofit with 4' LED Bar	22	<u>44</u>	5824	<u>256.26</u>	<u>\$ 20.50</u>
					1,562.00		9,097.09	\$ 727.77