



Managed
Green

NO RISK GROWTH FOR YOUR
BOTTOM LINE!

FINANCIAL BENEFITS

REDUCING CONSUMPTION WITH ENERGY MANAGEMENT

Property Management

Anywhere St., Everywhere USA

July 16, 2015

Executive Summary

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Capital Costs		** Smart Building & LED Savings		Key Investment Measures	
Material Total	\$ 115,030.99	Monthly	\$ 8,129.14	Payback (Yrs. - before tax)	1.4
Installation	\$ 33,644.96	Annual	\$ 97,549.68	Payback (Yrs. - after tax)	0.9
eWaste Recycling / Storage	\$ 2,962.01	5 Years	\$ 487,748.38	First Year Return	72%
Rebate Estimate	\$ (16,126.25)			NPV of Investment	\$ 311,237.24
Abatement	\$ -	** No Utility Price Escallation included.			
Net Investment	\$ 135,511.71	** No Labor Cost for Maintenance			
Smart Building Annual Fees	\$ -				
Total Capital Required (Year 1)	\$ 135,511.71				

Project Exclusions

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Not Included in Retrofit Proposal

Fixture	Quantity	Cost	Save	Reason	Maintenance
Bldg 1 Doors/balcony	215	\$ 29,790.58	\$ 2,288.33	Inadaquate Return	\$ 847.53
Bldg 2 Doors/balcony	144	\$ 19,952.76	\$ 1,532.65	Inadaquate Return	\$ 567.65

Financial Summary

Key Financial Facts and Purchase Options

Fact	At Purchase	Year 1	Year 5
Material Cost (Lights and Fixtures)	\$ 115,031		
Installation Cost (Optional Purchase)	\$ 33,645		
eWaste Recycling, Reporting, & Temp Storage (as req.)	\$ 2,962		
Capital Cost	\$ 151,638		
BMS SaaS (Recurring charge - Annual)	Not Quoted		
Capital Required (before Rebates and Credits)	\$ 151,638		
Abandonment (Net after Tax & Fees) (Optional Rebate Estimate)	Not Avail. \$ (16,126)		
Total Credits	\$ (16,126)		
Net Cost	\$ 135,512		
Electrical Cost (before Retrofit)		\$ 132,712	\$ 663,560
Electrical Cost (after Retrofit)		\$ 35,162	\$ 175,811
Operational Savings (Electrical and Maintenance)		\$ 97,550	\$ 487,748
Property Value Increase (Operational Savings / Cap	\$ 1,625,828		
Lease - Amount Financed	\$ 135,512	\$ -	\$ -
Lease Payments @ 0.0558	\$ -	\$ 26,629	\$ 159,772

5 Year - Key Financial Measures

Lease vs. Direct Purchase	Cash	Lease
Payback - Initial Investment (Years)	0.9	-
First Year Return (Operational Savings / Net Cost)	72%	
ROI (Net Benefits/Cost)	229.7%	231.9%
Net Present Value (NPV)	\$ 311,237	\$ 312,133
Internal Rate of Return (IRR)	114.3%	N/A

Investment Assumptions

Expectations	Factor
Amount Financed	\$ 135,512
Lease Term (months)	72
Interest Rate Charged	5.58%
Assumed Electrical Rate / kWh	\$ 0.1800
Closing Cost	\$ 500
BMS Electrical Savings	70.00%
Cap Rate	6%
Tax Rate (assumed Fed + State if applicable)	35%
Cost of Capital	3%

Lease - No Capex Budget Required

Monthly Cost of Lighting	
Electrical Bill for Existing Lights	\$ 11,059.33
Less Electrical Bill for LED Lights	(\$2,930.19)
Less Lease Payment (after tax & rebate estimate)	(\$1,442.38)
Monthly Savings	\$ 6,686.76

	LED Solution						5 Year Total	Existing 5 Year
	Initial	Yr 1	Yr 2	Yr 3	Yr 4	Yr 5		
Investment Cost								
Lights and Fixtures (if any)	\$ 115,031	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 115,031	\$ 49,809
Abandonment (Estimate - in service dt.: Jan-07)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Less: Federal Tax Deduction (if elected)	\$ (52,037)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (52,037)	\$ -
Net	\$ 62,994	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 62,994	\$ 49,809
Installation	\$ 33,645	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 33,645	\$ -
eWaste Recycle (estimate) & Storage	\$ 2,962	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,962	\$ 4,981
BMS SaaS (Recurring charge - Annual)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Rebate Estimate	\$ (16,126)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (16,126)	\$ -
Investment Total	\$ 83,475	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 83,475	\$ 54,789
Cost of Lighting (Electrical Only)	\$ -	\$ 35,162	\$ 35,162	\$ 35,162	\$ 35,162	\$ 35,162	\$ 175,811	\$ 613,751
Maintenance (Material estimate)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 49,809
Total Cash Outlay	\$ 83,475	\$ 35,162	\$ 35,162	\$ 35,162	\$ 35,162	\$ 35,162	\$ 259,286	\$ 718,349

Cash Flow:

Initial Outlay:

Total Initial Investment

\$ 83,475

Add: Tax Deduction

\$ 52,037

Total Initial Outlay

\$ 135,512

\$ 135,512

Annual Cash Flow Savings:

Operating Expense - Smart Building

\$ 35,162

Less: Operating Expense - Existing Building

\$ (132,712)

Benefit Smart over Existing Building

\$ (97,550)

Labor (Marginal Failure at Initial Install)

\$ -

Total Accumulated Savings

\$ (487,748)

Total Cash Flow

\$ (352,237)

Present Value (excluding benefit of tax deduction):

Initial Outlay

\$ (135,512)

Less: Present Value of Annual Savings

\$ 446,749

Total Return

\$ 311,237

Rate of Return on Initial Investment Before Tax

229.68%

Payback (years)

0.9

Estimated Increase in Property Value

\$ 1,625,828

Direct Purchase
Cost, Savings,
and Measures
(worksheet)