



**FINANCIAL PRO FORMA**  
CONFIDENTIAL & PROPRIETARY



| Energy Efficiency, Electrification and Solar Renewable Energy Generation |                          |            |   |                              |                                  |                     |                         |
|--|--------------------------|------------|---|------------------------------|----------------------------------|---------------------|-------------------------|
| Year   | Annual ECAA Loan Payment | O&M & PeGu | Maintenance Savings & Avoided Capital Expenditure | Grants, Rebates & Incentives | Projected Utility Cost Reduction | Annual Cost Savings | Cumulative Cost Savings |
| 0  | \$ -                     | \$ -       | \$ -  | \$ -                         | \$ 46,770                        | \$ 46,770           | \$ 46,770               |
| 1  | \$ 203,834               | \$ 11,196  | \$ -  | \$ 589,331                   | \$ 198,306                       | \$ 572,607          | \$ 619,377              |
| 2  | \$ 203,834               | \$ 11,532  | \$ -  | \$ -                         | \$ 210,204                       | \$ (5,162)          | \$ 614,216              |
| 3  | \$ 203,834               | \$ 11,878  | \$ -  | \$ -                         | \$ 222,816                       | \$ 7,105            | \$ 621,320              |
| 4  | \$ 203,834               | \$ 12,234  | \$ -  | \$ -                         | \$ 236,185                       | \$ 20,117           | \$ 641,437              |
| 5  | \$ 203,834               | \$ 12,601  | \$ -  | \$ -                         | \$ 250,357                       | \$ 33,921           | \$ 675,359              |
| 6  | \$ 203,834               | \$ 12,980  | \$ -  | \$ -                         | \$ 265,378                       | \$ 48,565           | \$ 723,923              |
| 7  | \$ 203,834               | \$ 13,369  | \$ -  | \$ -                         | \$ 281,301                       | \$ 64,098           | \$ 788,021              |
| 8  | \$ 203,834               | \$ 13,770  | \$ -  | \$ -                         | \$ 298,179                       | \$ 80,575           | \$ 868,596              |
| 9  | \$ 203,834               | \$ 14,183  | \$ -  | \$ -                         | \$ 316,069                       | \$ 98,053           | \$ 966,649              |
| 10   | \$ 203,834               | \$ 14,609  | \$ -  | \$ -                         | \$ 335,034                       | \$ 116,591          | \$ 1,083,240            |
| 11   | \$ 203,834               | \$ 15,047  | \$ -  | \$ -                         | \$ 355,136                       | \$ 136,255          | \$ 1,219,495            |
| 12   | \$ 203,834               | \$ 15,498  | \$ -  | \$ -                         | \$ 376,444                       | \$ 157,112          | \$ 1,376,607            |
| 13   | \$ 203,834               | \$ 15,963  | \$ -  | \$ -                         | \$ 399,030                       | \$ 179,233          | \$ 1,555,840            |
| 14   | \$ 203,834               | \$ 16,442  | \$ -  | \$ -                         | \$ 422,972                       | \$ 202,696          | \$ 1,758,536            |
| 15   | \$ 203,834               | \$ 16,935  | \$ -  | \$ -                         | \$ 448,351                       | \$ 227,581          | \$ 1,986,118            |
| 16   | \$ 203,834               | \$ 17,443  | \$ -  | \$ -                         | \$ 475,252                       | \$ 253,974          | \$ 2,240,092            |
| 17   | \$ -                     | \$ 17,967  | \$ -  | \$ -                         | \$ 503,767                       | \$ 485,800          | \$ 2,725,892            |
| 18   | \$ -                     | \$ 18,506  | \$ -  | \$ -                         | \$ 533,993                       | \$ 515,487          | \$ 3,241,379            |
| 19   | \$ -                     | \$ 19,061  | \$ -  | \$ -                         | \$ 566,032                       | \$ 546,971          | \$ 3,788,350            |
| 20   | \$ -                     | \$ 287,871 | \$ -  | \$ -                         | \$ 599,994                       | \$ 312,123          | \$ 4,100,474            |
| 21   | \$ -                     | \$ 20,222  | \$ -  | \$ -                         | \$ 635,994                       | \$ 615,772          | \$ 4,716,246            |
| 22   | \$ -                     | \$ 20,828  | \$ -  | \$ -                         | \$ 674,153                       | \$ 653,325          | \$ 5,369,571            |
| 23   | \$ -                     | \$ 21,453  | \$ -  | \$ -                         | \$ 714,603                       | \$ 693,149          | \$ 6,062,720            |
| 24   | \$ -                     | \$ 22,097  | \$ -  | \$ -                         | \$ 757,479                       | \$ 735,382          | \$ 6,798,102            |
| 25   | \$ -                     | \$ 22,760  | \$ -  | \$ -                         | \$ 802,927                       | \$ 780,168          | \$ 7,578,270            |
| 26   | \$ -                     | \$ 23,442  | \$ -  | \$ -                         | \$ 851,103                       | \$ 827,661          | \$ 8,405,931            |
| 27   | \$ -                     | \$ 24,146  | \$ -  | \$ -                         | \$ 902,169                       | \$ 878,024          | \$ 9,283,954            |
| 28   | \$ -                     | \$ 24,870  | \$ -  | \$ -                         | \$ 956,299                       | \$ 931,429          | \$ 10,215,384           |
| 29   | \$ -                     | \$ 25,616  | \$ -  | \$ -                         | \$ 1,013,677                     | \$ 988,061          | \$ 11,203,445           |
| 30   | \$ -                     | \$ 26,385  | \$ -  | \$ -                         | \$ 1,074,498                     | \$ 1,048,113        | \$ 12,251,558           |
| Totals   | \$ 3,261,341             | \$ 800,904 | \$ -  | \$ 589,331                   | \$ 15,724,472                    | \$ 12,251,558       | \$ 12,251,558           |