



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                   | \$ 205,789                       | \$ 580,090          | \$ 626,861              |
| 2                                                                        | \$ 203,834               | \$ 11,532  | \$ -                                              | \$ -                         | \$ 226,368                       | \$ 11,002           | \$ 637,863              |
| 3                                                                        | \$ 203,834               | \$ 11,878  | \$ -                                              | \$ -                         | \$ 249,005                       | \$ 33,293           | \$ 671,156              |
| 4                                                                        | \$ 203,834               | \$ 12,234  | \$ -                                              | \$ -                         | \$ 273,905                       | \$ 57,837           | \$ 728,993              |
| 5                                                                        | \$ 203,834               | \$ 12,601  | \$ -                                              | \$ -                         | \$ 301,296                       | \$ 84,861           | \$ 813,853              |
| 6                                                                        | \$ 203,834               | \$ 12,980  | \$ -                                              | \$ -                         | \$ 331,425                       | \$ 114,612          | \$ 928,465              |
| 7                                                                        | \$ 203,834               | \$ 13,369  | \$ -                                              | \$ -                         | \$ 364,568                       | \$ 147,365          | \$ 1,075,831            |
| 8                                                                        | \$ 203,834               | \$ 13,770  | \$ -                                              | \$ -                         | \$ 401,025                       | \$ 183,421          | \$ 1,259,251            |
| 9                                                                        | \$ 203,834               | \$ 14,183  | \$ -                                              | \$ -                         | \$ 441,127                       | \$ 223,110          | \$ 1,482,362            |
| 10                                                                       | \$ 203,834               | \$ 14,609  | \$ -                                              | \$ -                         | \$ 485,240                       | \$ 266,798          | \$ 1,749,159            |
| 11                                                                       | \$ 203,834               | \$ 15,047  | \$ -                                              | \$ -                         | \$ 533,764                       | \$ 314,883          | \$ 2,064,043            |
| 12                                                                       | \$ 203,834               | \$ 15,498  | \$ -                                              | \$ -                         | \$ 587,140                       | \$ 367,808          | \$ 2,431,851            |
| 13                                                                       | \$ 203,834               | \$ 15,963  | \$ -                                              | \$ -                         | \$ 645,854                       | \$ 426,057          | \$ 2,857,908            |
| 14                                                                       | \$ 203,834               | \$ 16,442  | \$ -                                              | \$ -                         | \$ 710,440                       | \$ 490,164          | \$ 3,348,072            |
| 15                                                                       | \$ 203,834               | \$ 16,935  | \$ -                                              | \$ -                         | \$ 781,484                       | \$ 560,715          | \$ 3,908,787            |
| 16                                                                       | \$ 203,834               | \$ 17,443  | \$ -                                              | \$ -                         | \$ 859,632                       | \$ 638,355          | \$ 4,547,142            |
| 17                                                                       | \$ -                     | \$ 17,967  | \$ -                                              | \$ -                         | \$ 945,595                       | \$ 927,629          | \$ 5,474,771            |
| 18                                                                       | \$ -                     | \$ 18,506  | \$ -                                              | \$ -                         | \$ 1,040,155                     | \$ 1,021,649        | \$ 6,496,420            |
| 19                                                                       | \$ -                     | \$ 19,061  | \$ -                                              | \$ -                         | \$ 1,144,170                     | \$ 1,125,110        | \$ 7,621,529            |
| 20                                                                       | \$ -                     | \$ 287,871 | \$ -                                              | \$ -                         | \$ 1,258,587                     | \$ 970,717          | \$ 8,592,246            |
| 21                                                                       | \$ -                     | \$ 20,222  | \$ -                                              | \$ -                         | \$ 1,384,446                     | \$ 1,364,224        | \$ 9,956,471            |
| 22                                                                       | \$ -                     | \$ 20,828  | \$ -                                              | \$ -                         | \$ 1,522,891                     | \$ 1,502,062        | \$ 11,458,533           |
| 23                                                                       | \$ -                     | \$ 21,453  | \$ -                                              | \$ -                         | \$ 1,675,180                     | \$ 1,653,727        | \$ 13,112,260           |
| 24                                                                       | \$ -                     | \$ 22,097  | \$ -                                              | \$ -                         | \$ 1,842,698                     | \$ 1,820,601        | \$ 14,932,861           |
| 25                                                                       | \$ -                     | \$ 22,760  | \$ -                                              | \$ -                         | \$ 2,026,968                     | \$ 2,004,208        | \$ 16,937,069           |
| 26                                                                       | \$ -                     | \$ 23,442  | \$ -                                              | \$ -                         | \$ 2,229,664                     | \$ 2,206,222        | \$ 19,143,291           |
| 27                                                                       | \$ -                     | \$ 24,146  | \$ -                                              | \$ -                         | \$ 2,452,631                     | \$ 2,428,485        | \$ 21,571,776           |
| 28                                                                       | \$ -                     | \$ 24,870  | \$ -                                              | \$ -                         | \$ 2,697,894                     | \$ 2,673,024        | \$ 24,244,799           |
| 29                                                                       | \$ -                     | \$ 25,616  | \$ -                                              | \$ -                         | \$ 2,967,683                     | \$ 2,942,067        | \$ 27,186,867           |
| 30                                                                       | \$ -                     | \$ 26,385  | \$ -                                              | \$ -                         | \$ 3,264,452                     | \$ 3,238,067        | \$ 30,424,934           |
| Totals                                                                   | \$ 3,261,341             | \$ 800,904 | \$ -                                              | \$ 589,331                   | \$ 33,897,847                    | \$ 30,424,934       | \$ 30,424,934           |