



## Energy Lease Proposal

Prepared For:

### Woodspring Suites - Andrew Air Force Base

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 through a lease. 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.

### Your Energy Lease Project

In addition to all of the above:

#### Economic Snapshot-Annual Average Over Service Term and 15 Year Total

Term in Months	Up Front Capital Cost	AVG . Total Monthly Savings & Revenue Increase	Fixed Monthly Payment	Your AVG . NET Monthly Savings**	Term Project Savings Totals	Utility Rebate*
<b>84</b> Initial	<b>\$0.00</b>	<b>\$ 1,949</b>	<b>\$ 3,222</b>	<b>\$ (1,273)</b>	<b>\$ (76,389)</b>	<b>\$78,392</b>

\*NOTE: The Utility Rebate amount for this project has been used to reduce the upfront capital cost and to lower the lease payment.

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

(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 a lease contract documents for your review and acceptance.

Sign: \_\_\_\_\_ Title: \_\_\_\_\_

Print: \_\_\_\_\_ Date: \_\_\_\_\_



**Woodspring Suites - Andrew Air Force Base**

		Annual Electric Savings	Annual Maintenance Savings	Total Annual Gross Savings	Additional Revenue From Increase Room Availability	Customer Annual Net Gain <i>After</i> Service Payments
Installation Yr.	2023					
Year 1	2023	\$22,024	\$0	\$22,024	\$0	-\$16,639
Year 2	2024	\$22,685	\$0	\$22,685	\$0	-\$15,979
Year 3	2025	\$23,365	\$0	\$23,365	\$0	-\$15,298
Year 4	2026	\$24,066	\$0	\$24,066	\$0	-\$14,597
Year 5	2027	\$24,788	\$0	\$24,788	\$0	-\$13,875
Year 6	2028	\$25,532	\$0	\$25,532	\$0	-\$13,132
Year 7	2029	\$26,298	\$0	\$26,298	\$0	-\$12,366
Year 8	2030	\$27,087	\$0	\$27,087	\$0	\$27,087
Year 9	2031	\$27,899	\$0	\$27,899	\$0	\$27,899
Year 10	2032	\$28,736	\$0	\$28,736	\$0	\$28,736
<b>Total Project Savings:</b>		<b>\$252,480</b>	<b>\$0</b>	<b>\$252,480</b>	<b>\$0</b>	<b>-\$18,164</b>

Annual Inflation Rate Used: 3.0%

<b>Customer's Lease Monthly Snapshot - <i>Initial Term</i></b>	
Monthly Electric Savings	\$ 2,009.02
Monthly Maintenance Savings	\$ -
<b>Total Monthly Expenses Saved</b>	<b>\$ 2,009.02</b>
<b>Monthly Lease Payment</b>	<b>\$ 3,221.95</b>
Net Monthly Gain (Loss)	\$ (1,212.93)



**Woodspring Suites - Andrew Air Force Base**  
 6010 Allentown Rd, Suitland, MD 20746

**Project Scope**

Fixture Location	Existing Qty	Existing Fixtures	Proposed Qty	Proposed FixtureType
Hotel Rooms	0	No Room Controls	126	VX Wireless EMS Thermostat Kit with built-in Occupancy Sensor in White with Wireless Network Accessibility
Hotel Rooms	126	Existing PTACs	126	New PTAC Units Equipped with Variable Speed Fan, Ceramic Coated Coils and Inspired TEC Air Purification System