**INVESTOR DEAL SUMMARY TEMPLATE**

**For Utility Energy Service Contracts**

**Project:***[Insert Project Title]*

**Date:** *[Insert date]*

**Utility:** *[Insert Utility Name]*

**ESCO:** *[Insert ESCO Name]*

**Financing Counterparty:** *[Insert either Utility or ESCO Name]*

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| Project Investment *Note: Data may be taken from eProject Builder Schedule TO-2a Implementation Price by ECM* |
| ECM description | Direct Expense($) | Percentage of totaldirect expense (%) | Indirect Expense ($) | Profit ($) | Implementation price ($) |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| Totals |  | 100 |  |  |  |
|  |
| 1. Key Project Dates

*Note: Provide anticipated dates for the milestones listed* |
| **Key event** | **Date** |
| a. Period over which to hold firm: (i) offered premium over index interest rate (ii) financier’s component of financing procurement price  |  |
| b. Anticipated TO award |  |
| c. Anticipated financial closing |  |
| d. Index rate lock |  |
| e. Notice to proceed w/construction |  |
| f. Construction progress milestones (include the monthly construction draw schedule as an attachment to this document)’ |  |
| 100% completion |  |
| g. Agency acceptance |  |
|  |
| Payment to Reduce Total Financed Amount*Note: For payments listed below, provide dollar amounts and anticipated dates in which payment is expected to be made*. |
| **Type of payment** | **Amount ($)** | **Anticipated date** |
| a. One-time pre-acceptance payments  |  |  |
| b. Utility rebate  |  |  |
| c. Other ECM financial incentive (i.e., state system benefit fund)  |  |  |
|  |
| Utility’s (or ESCO’s) Portion of Financing Procurement Price *Note: Provide estimate of the Utility’s (or ESCO’s) portion of the finance procurement price.* | **Amount ($)** |
| Utility (or ESCO's) portion of financing procurement price (FPP), (e.g., payment and performance bonds, contractor costs for arranging financing, etc.) |  |
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|  *INCLUDE #5 ONLY IF UESC INCLUDES GUARANTEED SAVINGS FOR ONE OR MORE ECMS, OTHERWISE DELETE*5. Summary Risk Analysis on Guaranteed Cost Savings (Payment Stream)*Note: In this section, the guaranteed cost savings shall be “sorted” based upon its level of M&V. The first category of savings would be those savings subject to verification by ongoing measurements such as M&V Options B, C, and D. The second category of savings would be guaranteed savings subject to annual verification that ECM is in place and functioning, and savings from ECMs verified by M&V Option A. The third category of savings would be guaranteed savings from energy-related O&M. The sum of all categories is equal to the total level of guaranteed annual savings specified in TO-1 (final). In addition, the percentage of each listing relative to the total shall be calculated and reported in the space provided.* |
| ***Include the following information for each year of the contract.*** | Year 1 |  |  |
| $ | % | $ | % | $ | % |
| Subject to verification by ongoing measurements |  |  |  |  |  |  |
| Subject to annual verification that ECM is in place and functioning |  |  |  |  |  |  |
| Guaranteed savings are from energy-related O&M |  |  |  |  |  |  |
| Total guaranteed savings |  |  |  |  |  |  |
|  |
| Estimated first year cost savings | $ |
|  |
| Payments for Post-Acceptance Performance Period Services*Note: Specify level of payment each year for post-acceptance performance period services and the date in which payments are expected to commence* |
| **Year** | **Amount** | **Anticipated start date** |
| Year 1 | $ |  |
| *(Add row for each year)* |  |  |
| Total post-acceptance performance period services payment |  |  |
|  |
| 9. Events Required to Trigger Agency Withholding of Payments and Likelihood of Occurrence*Note: Brief narrative describing post-acceptance events required to trigger agency withholding of payments and likelihood of occurrence of those events.* |
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| 10. Applicable Financial Index (i.e., U.S. Treasury, Swap Rate, etc.) *Note: Specify the financial index that the financier shall base their offers upon. The intent is for all offerors to base their proposed project interest rates upon the same financial index to better enable the Utility to perform a selection.* |
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| 11. Risk Assignment Summary: Refer to Performance Assurance Plan (include Risk, Responsibility and Performance Matrix if applicable)*Note: Attach Performance Assurance Plan summary and completed Risk, Responsibility and Performance Matrix.* |
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| 12. Frequency of Government Payments*Note: Specify the frequency (monthly, quarterly, or annually).* |
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