## **ATTACHMENT J-5**

**Investor Deal Summary Template**

**IMPORTANT: This form is not to be modified in any way. Please note any clarifications/explanations below.**

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

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

**ESCO:** *[Insert ESCO/Contractor Name]*

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| **1. Project Investment** [*Note: Data to be taken from Schedule 2a.*] |
|  | (a) |  | (b) | (c) | (d)d=[a+b]-c |
| **ECM/WCM Description – Title** | **Cost of Goods and Services ($)** | **Percentage of Total Cost of Goods and Services** **(%)** | **Project Implementation Delivery Charge** **($)** | **Applied Incentives ($)** | **Implementation Price** **($)** |
| Project Development Costs (PDC)\* |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| **Totals:** |  | 100.0% |  |  |  |

\* All project development costs are to be accounted for within this line item, PDC costs are not to be distributed across individual ECM/WCM implementation price values.

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| **2. Key Project Dates** **[***Note: Provide anticipated dates for the milestones listed.*] |
| **Key event** | **Date** |
| a. Period over which to hold firm: (i) offered interest rate premium over interest rate index (ii) financier’s component of financing procurement price |  |
| b. Anticipated TO award |  |
| c. Anticipated financial closing |  |
| d. Project interest rate lock  |  |
| e. Notice to proceed with project implementation a |  |
| f. Project implementation progress milestones a |  |
| 25% completion |  |
| 50% completion |  |
| 75% completion |  |
| 100% completion |  |
| g. Ordering agency acceptance  |  |

a The ECM/WCM Progress Schedule, which is required in the proposal, may be substituted for these items.

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| **3. Payment to Reduce Total Financed Amount** [*Note: For payments such as those 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/WCM financial incentive (i.e., state system benefit fund)  |  |  |

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| **4. ESCO’s Portion of Financing Procurement Price** [*Note: Provide estimate of the ESCO’s portion of the finance procurement price.*] | **Amount** **($)** |
| ESCO's portion of financing procurement price (FPP), (e.g., contractor costs for arranging financing) |  |

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| **5. Summary Risk Analysis on Guaranteed Cost Savings (Payment Stream)** [*Note: In this section, the guaranteed cost savings for Years 1, 2 and 3 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 the ECM/WCM is in place and functioning, and the savings from ECMs/WCMs are verified by M&V Option A. The third category of savings would be guaranteed savings from energy- (or water-) 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.*] |
|  | Year 1\* | Year 2 | Year 3 |
| **Guaranteed annual cost savings** | $ | % | $ | % | $ | % |
| Subject to verification by ongoing measurements |  |  |  |  |  |  |
| Subject to annual verification that ECM/WCM is in place and functioning |  |  |  |  |  |  |
| Guaranteed savings are from energy- (or water-) related O&M |  |  |  |  |  |  |
| Total guaranteed savings |  |  |  |  |  |  |

\* Year 1 cost savings may be escalated from Year 0 based on the anticipated duration of the project implementation period and agreed upon escalation rates.

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| **6. Comparison of estimated and guaranteed cost savings** [*Note: For the total project savings and the level of savings associated that fall into the “****Subject to Verification by Ongoing Measurements****” category, specify amount by which annual estimated cost savings exceed guaranteed cost savings (values for Year 1, escalation for project implementation applied). In addition, calculate the percentage by which the estimated savings exceeds the guaranteed savings.*] |
| **Total project** | $ | % |
| Total estimated savings |  |  |
| Total guaranteed savings |  |  |
| Amount total estimated savings exceeds total guaranteed savings |  |  |
| **Savings in “Subject to Verification by Ongoing Measurements” category** |  |  |
| Estimated savings subject to verification by ongoing measurements |  |  |
| Guaranteed savings subject to verification by ongoing measurements |  |  |
| Amount estimated savings subject to verification by ongoing measurements exceeds guaranteed savings subject to verification by ongoing measurements |  |  |

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| **7. Payments for Post-Acceptance Performance Period Services** [*Note: Specify level of payment for post-acceptance performance period services and the date in which payments are expected to commence.*] |
|  | **Year One Annual Amount** **($)** | **Anticipated payment start date** |
| Total post-acceptance performance period services payment |  |  |

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| **8. Savings Shortfall Required Before Exceeding Payment for ESCO Post-Acceptance Performance Period Services** [*Note: Section 8 presents a savings risk analysis to the financiers. For Years 1, 2 and 3, in the spaces provided, list the level of “****Guaranteed savings subject to verification by ongoing measurements****” and the total payment for post-acceptance performance period services. Calculate the percent difference between the two values and show that percentage in space for “****Percent shortfall in savings subject to verification by ongoing measurements****.” Since the financier is in a position superior to the ESCO, the Trustee has the ability to redirect the post-acceptance performance period payments to the financier should a shortfall exist. This percentage reflects the upper shortfall limit in guaranteed savings that could be “covered” through the redirection of post-acceptance performance period payments.*] |
|  | **Year 1** | **Year 2** | **Year 3** |
| Guaranteed savings subject to verification by ongoing measurements ($) |  |  |  |
| Post-acceptance performance period services payment ($) |  |  |  |
| Percent shortfall in savings subject to verification by ongoing measurements before post-acceptance performance period services payment is exceeded  |  |  |  |

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| **9. Events Required to Trigger Ordering Agency Withholding of Payments and Likelihood of Occurrence** [*Note: Brief narrative describing post-acceptance events required to trigger ordering agency withholding of payments and likelihood of occurrence of those events.*] |
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| **10. Interest Rate Index**  [*Note: The interest rate index shall be based on an interpolated like-term treasury rate. Example: For a performance period contract term of 15 years, an interest rate index would be interpolated from the 10 year and 20 year treasury rates. Based on a 10-year treasury rate of 3.00% and a 20-year treasury rate of 3.50%, the 15-year like-term treasury interest rate index would be interpolated as 3.25%.*] |
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| **11. Risk Assignment Summary: Refer to Completed Risk, Responsibility and Performance Matrix** [*Note: Attach 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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Clarifications/Explanations:

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2.

[END OF ATTACHMENT J-5]