

Yoder, Judy

From: Kim Peters <PetersK@nxegen.com>
Sent: Friday, May 15, 2015 5:04 PM
To: Yoder, Judy
Cc: Cindy Semrau; William Lee; Loffredo, Vincent; Charles, Patricia
Subject: FW: Follow Up Questions/UIC Energy
Attachments: Town of Middletown Board of Ed Summary.pdf

Judy,

Per our conversation, please see answers to your questions below. Please let me know if you need additional detail or have further questions.

\$20 per month of the estimated \$31 per month savings is charged back to the board on the energy bill. Looks like a shared savings with 2/3 going to Nxegen. The savings are not shared by Nxegen. Nxegen is paid by the Utility for the project once it's installed and the loan is then paid back to the Utility by the Middletown BOE. In the example, the savings will be recognized on the electric bill and you can expect savings of \$369 ANNUALLY. The Utility determines your Loan amount by dividing the project cost minus incentive by 48 (the term of the loan period.) In this case, you need to pay \$20 towards the loan but you can expect \$31 in savings per month on average (more during the school year/less during the summer months.)

1. How long does that last? The loan period is 48 months.
2. Does that charge appear even if there are no savings? Yes, the loan amount is a fixed payment and will not fluxuate. You are going to recognize the majority of your savings during the school year and less savings during the summer months when school is not in session. Please note, that your annual energy saving calculation was based on school year hours (2800 hours/year) so even though loan to savings ratio changes from month to month the annual energy savings calculations is accurate.
3. What cost per kilowatt hour are you using to develop the payback scenario? .16/kWh

From: Cindy Semrau [<mailto:cinsem@uicenergy.com>]
Sent: Wednesday, May 13, 2015 9:24 AM
To: Kim Peters
Subject: RE: Follow Up Questions/UIC Energy

I'll call you around 10:15.. thanks !

From: Kim Peters [<mailto:PetersK@nxegen.com>]
Sent: Tuesday, May 12, 2015 8:01 PM
To: Cindy Semrau
Subject: RE: Follow Up Questions/UIC Energy

Hi Cindy,

I have been slammed, sorry for not getting back to you today. Let's talk tomorrow. I'll be traveling between 10A-11. Call me if you are available at that time. I thought we answered all her questions, I'll happily call her to help clarify.
Kim

From: Cindy Semrau [<mailto:cinsem@uicenergy.com>]
Sent: Tuesday, May 12, 2015 11:32 AM

To: Kim Peters
Subject: FW: Follow Up Questions/UIC Energy

Hi – no need for a conference call – Bill thinks they are looking for the cost per kilo you used. I thought you had answered her questions ...questions 2 and 3 need more clarification ? Thanks – give me a call at your convenience ... thanks !

Cindy

From: William Lee
Sent: Tuesday, May 12, 2015 8:39 AM
To: Cindy Semrau
Subject: FW: Follow Up Questions/UIC Energy

This is what I sent to you and Kim on the April 29. You said she answered it the loan payment stays the same. So call Kim and see what cost per kilo they used.

Bill Lee CEA
National Sales Manager
Tel. 203-774-5653
Cell 203-243-4686
blee@uicenergy.com

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www.uicenergy.com

From: William Lee
Sent: Wednesday, April 29, 2015 8:40 AM
To: Kim Peters; Cindy Semrau
Subject: RE: Follow Up Questions/UIC Energy

Good Morning Kim,
I get it. I think she is looking for the blended cost per KW that was used to calculate the payback.

Bill Lee CEA
National Sales Manager
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From: Kim Peters [PetersK@nxegen.com]
Sent: Wednesday, April 29, 2015 7:42 AM
To: Cindy Semrau; William Lee
Subject: RE: Follow Up Questions/UIC Energy

Cindy,

Read along as see if this helps clarify and forward as appropriate...

The Utility pays Nxegen once the project is installed for labor and materials.

Middletown BOE is then responsible for paying back the installed amount minus incentive with a 4 year term 0% loan from CL&P.

In the Keigwin example, we have calculated the annual estimated energy savings to be \$369. We estimate the energy savings on the # of hours those lights are on annually - in this case 2800 hours/year. If those hours are correct, then you should anticipate that the energy savings are correct. The Utility will divide the project cost minus incentive (\$1,608 minus \$643) by the term of the loan (which in most cases is 48 month term) to set the FIXED loan payment. As the anticipated savings on average are approximately \$31/month (\$369/12), your payment is only \$20/month (\$964.80/48) so your payment will be lower than your anticipated savings.

In the school scenario, you realize a good portion of your energy savings during the school year and less savings during the summer months so you will likely have a higher payment during the summer versus the anticipated savings, but that doesn't change the anticipated annual savings.

Please let me know if that helps clear things up. As my office is in Middletown, I'd happily meet with you in person to review.

Kim

Kim Peters

Director of Sales

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From: Cindy Semrau [cinsem@uicenergy.com]
Sent: Wednesday, April 29, 2015 6:42 AM
To: Kim Peters; William Lee
Subject: Fwd: Follow Up Questions/UIC Energy

Fyi...

Sent from my iPhone
Thank you
Cindy Semrau
203-494-8568

Begin forwarded message:

From: "Yoder, Judy" <yoderj@mpsct.org>
Date: April 29, 2015 at 6:39:38 AM EDT
To: Cindy Semrau <cinsem@uicenergy.com>
Cc: "Loffredo, Vincent" <loffredov@mpsct.org>, "Charles, Patricia" <charlesp@mpsct.org>
Subject: Follow Up Questions/UIC Energy

Cindy,

After further review of your summary I have some questions that I hope you can provide some responses to:

\$20 per month of the estimated \$31 per month savings is charged back to the board on the energy bill. Looks like a shared savings with 2/3 going to Nxegen.

1. How long does that last?
2. Does that charge appear even if there are no savings?
3. What cost per kilowatt hour are you using to develop the payback scenario?

Thanks and I look forward to hearing from you

Judy

Judy Yoder

Director of Facilities/General Manager
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