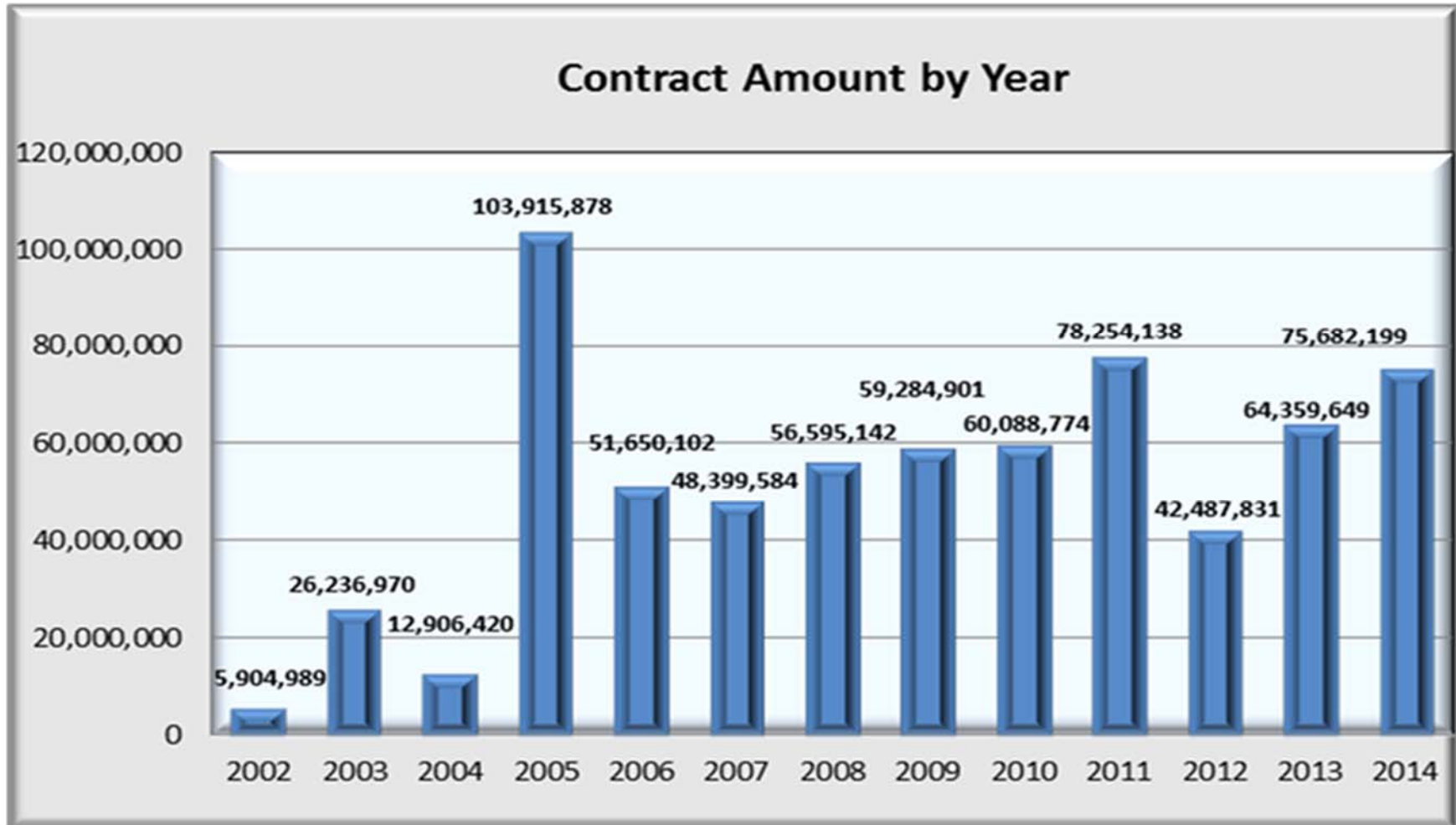
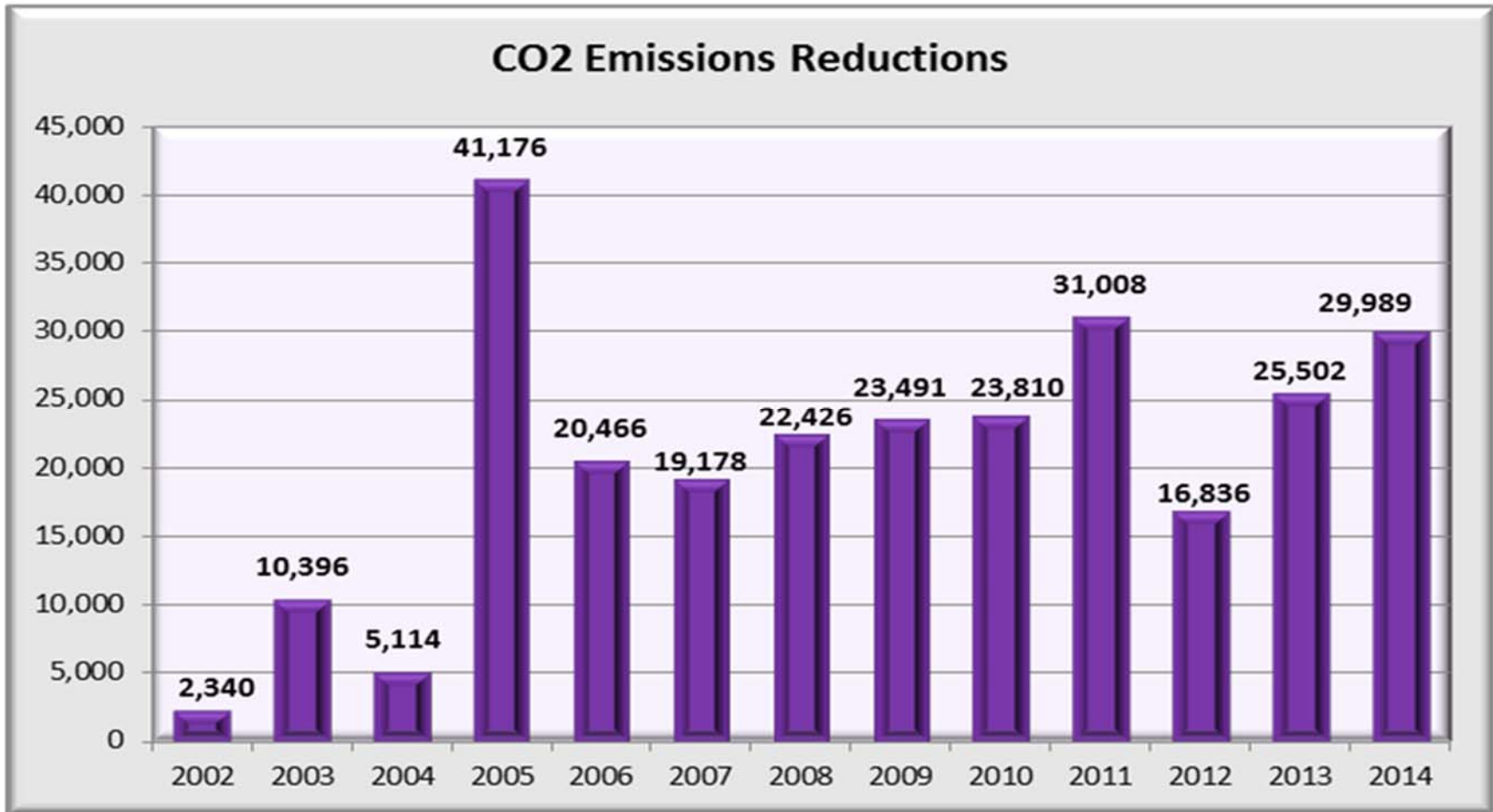


Performance Contracting

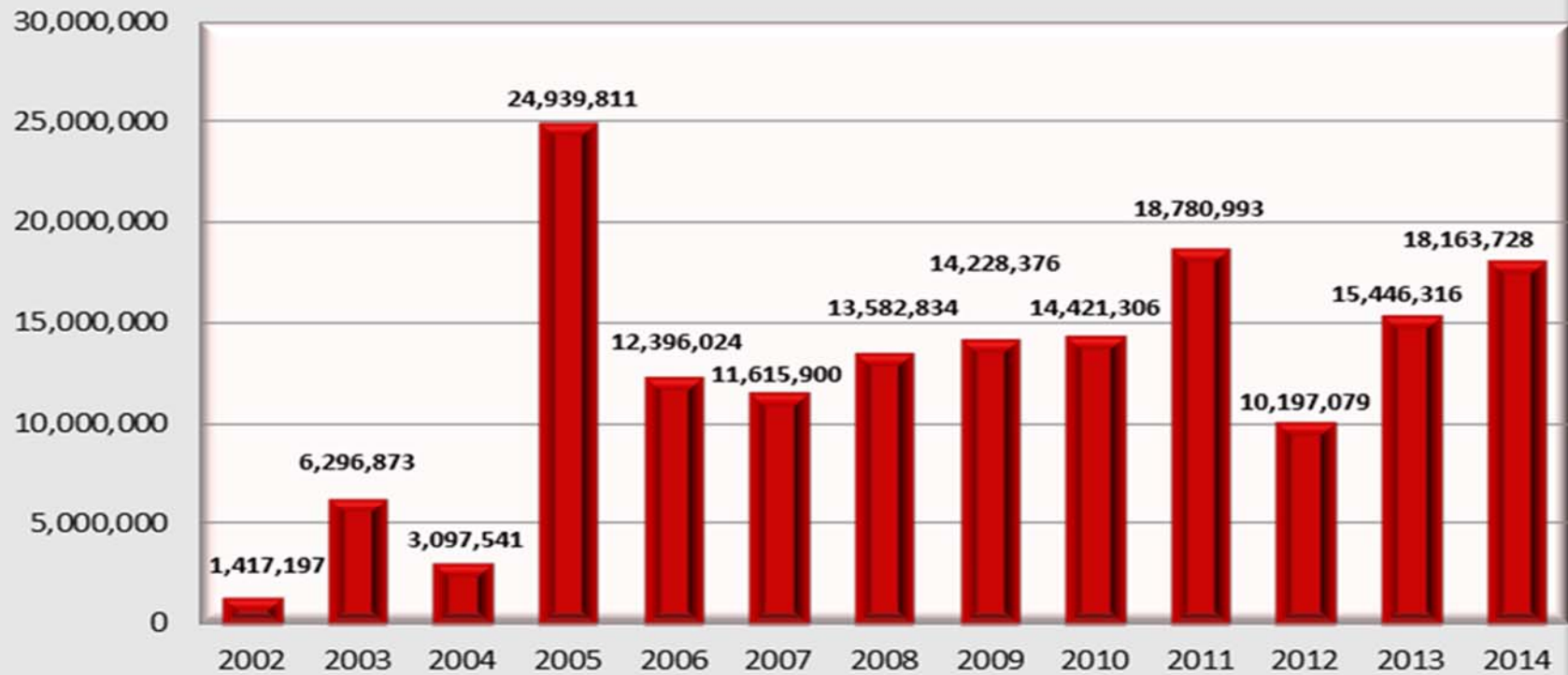


The total annual value of Energy Services Performance Contracts (ESPC) supported by DMME. The cumulative ESPC investment is \$685,766,577.



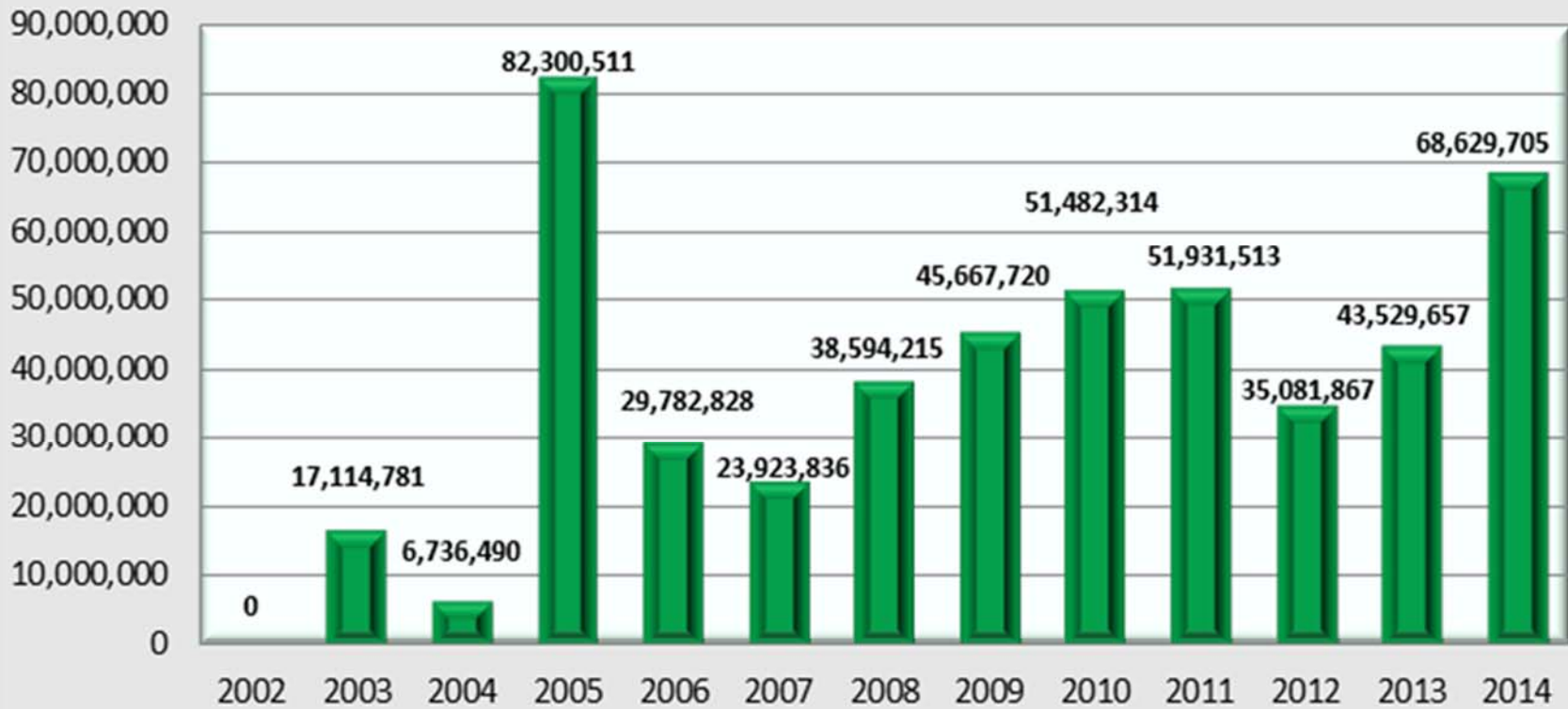
CO2 emissions reductions for the lifetime of EPC-financed improvements. Using detailed data from a subset of projects, a DMME consultant calculated energy savings by fuel per dollar of contract value then converted those energy savings into emission reductions using emission factors published by the EPA. The CO2 factor is 0.00039624 tons of CO2 per dollar of contract value. The cumulative CO2 emissions reductions through calendar year 2014 are 271,732 tons.

Sum of NPV of Net Savings by Year



The value of avoided costs that exceed debt service during and after repayment of the loan. These are cash-flow improvements realized by paying less for the sum of energy/water plus debt service than would have been paid for energy/water alone, had there been no EPC. This value is discounted to a Net Present Value as of the date of investment, using the presumed customer's cost of money as the discount rate, to reflect the fact that it is realized over the lifetimes of the improvements. The cumulative sum of NPV of net savings through the end of calendar year 2014 is \$164,583,979.

Value of Capital Improvements by Year



The value of energy conserving capital improvements made to state and local government buildings and facilities that are to be repaid out of future energy and water savings that ESCOs have guaranteed. This asset value does not include improvements funded by taxpayers, ratepayers, grants or private sources. The cumulative value of capital improvements is \$494,775,436 as of the end of calendar year 2014.