



Woodspring Suites - Andrew Airforce Base Savings Analysis

| | | Project Cost | Annual Electric Savings | Net Cash Flow | Cumulative Cash Flow |
|-------------------------------|------|--------------|-------------------------|-----------------|----------------------|
| Purchase Yr. | 2023 | (176,178.15) | \$22,024 | -\$154,154 | -\$154,154 |
| Year 2 | 2024 | | \$22,685 | \$22,685 | -\$131,469 |
| Year 3 | 2025 | | \$23,365 | \$23,365 | -\$108,104 |
| Year 4 | 2026 | | \$24,066 | \$24,066 | -\$84,038 |
| Year 5 | 2027 | | \$24,788 | \$24,788 | -\$59,250 |
| Year 6 | 2028 | | \$25,532 | \$25,532 | -\$33,718 |
| Year 7 | 2029 | | \$26,298 | \$26,298 | -\$7,420 |
| Year 8 | 2030 | | \$27,087 | \$27,087 | \$19,666 |
| Year 9 | 2031 | | \$27,899 | \$27,899 | \$47,566 |
| Year 10 | 2032 | | \$28,736 | \$28,736 | \$76,302 |
| Total Project Savings: | | | \$252,480 | \$76,302 | |

Annual Inflation Rate Used: 3.0%

| Project Snapshot | |
|--------------------------|-----------------|
| Total Purchase Price | \$ (176,178.15) |
| Payback Period (Years) | 8 |
| Average Annual Savings | \$ 25,248 |
| Total Savings (10 Years) | \$ 252,480 |
| Net Savings (10Years) | \$ 76,302 |



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

Sale Price Quote

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 |

| PURCHASE OPTION: | |
|-------------------------|---|
| Turnkey Price: | \$253,283.15 |
| Less Utility Incentive: | <u>(\$77,105.00)</u> |
| *Net Sale Price: | <input type="text" value="\$176,178.15"/> |

**Plus sales tax.*

Acknowledgement and Acceptance of Sale Price Quote

By signing below you acknowledge the information presented herein is fair and complete, and that you accept the Project Scope. You are authorizing OUS to prepare and deliver Sale Contract documents for your review and acceptance.

Sign: _____ Title: _____

Print: _____ Date: _____

PURCHASE OPTION:

| | |
|-------------------------|-------------------------------------|
| Turnkey Price: | \$0.00 |
| Less Utility Incentive: | \$0.00 |
| Net Sale Price: | <input type="text" value="\$0.00"/> |

Note: Includes 60,000 hour manufacturer's warranty and 2-year labor warranty.

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