

I. EQUIPMENT REPLACEMENT

Year Built

A. TOTAL COST OF MECHANICAL SYSTEM

1. Enter installed cost from prospect or contractor records. If not available, use one of the following formulas. → I-A
2. X = → I-A
 Total Building Construction Cost ¹ (10-15% Heating and Cooling; 10% Heating only)

INFLATION ADJUSTMENT SINCE YEAR BUILT Use only if A-1 or A-2 above was used to determine system cost.

X + 100% = 1.00
² Inflation Rate/Year (3-4%/Year) Equipment Age I-A-I

3. X = → I-A
 Total Tons of Cooling ³ Use Current Average for your area (Nat'l Avg \$1800/ton)
4. X = → I-A
 Total BTUs ³ Use Current Average for your area (Nat'l Avg \$.01 to \$.02/BTU)
5. X = → I-A
 Total Building Square Feet ¹ (4.71 - 9.65) Office Building

B. ADJUSTMENT FOR NON-MOVING, NON-MAINTAINABLE PARTS

³ (Built-Up = 75%; Package and Rooftop = 80%) ³ (75 - 80%) I-B

C. EQUIPMENT REMAINING USEFUL LIFE

- = → I-C
 Equipment's Original Useful Life Equipment's Current Age

⁴ Built-Up = 20 yrs; Package and Rooftop = 15 yrs; Heat Pumps: Air to Air = 15 yrs; Water to Air = 19 yrs

D. CURRENT ANNUALIZED COST FOR EQUIPMENT REPLACEMENT

X 1.00 X / = → I-D
 Total Mechanical Equipment Cost (I-A) Inflation Adjustment (I-A-I) Non-Moving Parts Adjustment (I-B) Remaining Useful Life (I-C)

1- Means Building Construction Cost Data 2002
 2- United States Department of Labor, Bureau of Labor Statistics 2000
 3- National Average 2000
 4- American Society of Heating, Refrigeration and Air Conditioning Engineers (ASHRAE) 2000

Obtain Information From Customer

II. ENERGY COST FOR MECHANICAL SYSTEM

A. TOTAL MECHANICAL SYSTEM ENERGY COSTS FOR LAST 12 MONTHS

1. X = II-A

Total Building Electric Costs (Last 12 Months) ⁵ Used by Mechanical System* (Ofc. Bld: 30 - 70%)

2. Fuel Oil

3. Natural Gas

4. Purchased Steam

5. Purchased Chilled Water

TOTAL OF LINES 1 through 5

B. POTENTIAL ENERGY SAVINGS WITH OUR SERVICE

X = II-B

Total Energy Used by Mechanical System (II-A) ⁶ (10 - 30%)

C. REMAINING ENERGY REQUIRED

- = II-C

Total Energy Used by Mechanical System (II-A) Potential Savings (II-B)

⁷

Other Markets	Percentages
Hotel	70
Retail Store	25
Convenience Store	30
Supermarket	30
Restaurant	33

5- Energy Information Administration; U.S. Department of Energy, 1999

6- Louisiana Cooperative Extension Service 1995

7- Edison Electric Institute 1997

III. CONTRACTED SERVICES

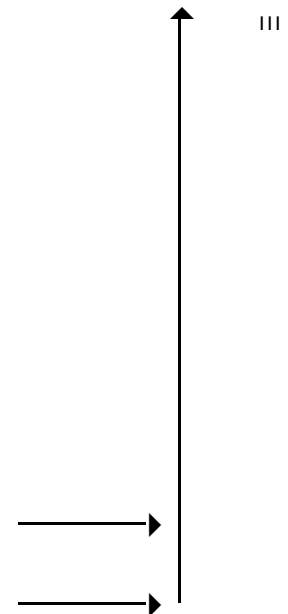
A. AVERAGE ANNUAL COSTS FOR CONTRACTED SERVICES

1. Use two or more recent years' history and records, if available. If not, calculate using formula B below.

Temperature Control Service	<input style="width: 100%; height: 20px;" type="text"/>
Heating/Boiler Service	<input style="width: 100%; height: 20px;" type="text"/>
Air Conditioning Service	<input style="width: 100%; height: 20px;" type="text"/>
Plumbing Service	<input style="width: 100%; height: 20px;" type="text"/>
Air/Water Balance	<input style="width: 100%; height: 20px;" type="text"/>
Water Treatment Service.....	<input style="width: 100%; height: 20px;" type="text"/>
Air Filter Service	<input style="width: 100%; height: 20px;" type="text"/>
Other	<input style="width: 100%; height: 20px;" type="text"/>
TOTAL CONTRACTED SERVICES	<input style="width: 100%; height: 20px;" type="text"/>

2. X =

Total Mechanical System Cost (I-A) ² (2 - 5%)



IV. PARTS AND MATERIALS

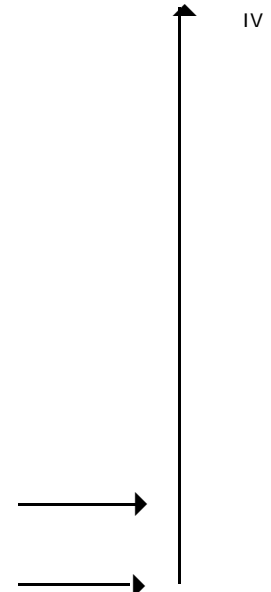
A. AVERAGE ANNUAL COSTS FOR PARTS AND MATERIALS

1. Use two or more recent years' history and records, if available. If not, calculate using formula B below.

Air Filter	<input style="width: 100%; height: 20px;" type="text"/>
Oil and Grease	<input style="width: 100%; height: 20px;" type="text"/>
Refrigerant	<input style="width: 100%; height: 20px;" type="text"/>
Tools	<input style="width: 100%; height: 20px;" type="text"/>
Water Treatment Chemicals	<input style="width: 100%; height: 20px;" type="text"/>
Temperature Controls	<input style="width: 100%; height: 20px;" type="text"/>
Miscellaneous Replacement Parts	<input style="width: 100%; height: 20px;" type="text"/>
Other	<input style="width: 100%; height: 20px;" type="text"/>
TOTAL PARTS AND MATERIALS	<input style="width: 100%; height: 20px;" type="text"/>

2. X =

Total Mechanical System Cost (I-A) ² (2 - 3%)



Your Annualized Owning and Operating Costs

Equipment Replacement	<input type="text"/>
Energy Cost	<input type="text"/>
Contracted Services	<input type="text"/>
Parts and Materials	<input type="text"/>
In-house Staff	<input type="text"/>
Administration Staff	<input type="text"/>
Lost Productivity	<input type="text"/>
Major Repairs	<input type="text"/>
Other	<input type="text"/>
TOTAL	<input type="text" value="\$0"/>

Program Comparison

	Current Estimated Cost	Remaining Useful Life	Life Extension	Our Service Program
Equipment Replacement	<input type="text"/>	<input type="text" value="0"/> yrs	<input type="text" value="00%"/> %	<input type="text" value="0.0"/> yrs
ENERGY {	Energy Cost			<input type="text"/>
	Projected Energy Savings (minus)			<input type="text"/>
	Remaining Energy Required	<input type="text"/>		<input type="text"/>
Contracted Services	<input type="text"/>			<input type="text"/>
Parts and Materials	<input type="text"/>			<input type="text"/>
In-House Staff	<input type="text"/>			<input type="text"/>
Administration	<input type="text"/>			<input type="text"/>
Lost Productivity	<input type="text"/>			<input type="text"/>
Major Repairs	<input type="text"/>			<input type="text"/>
Other	<input type="text"/>			<input type="text"/>
- Service Program				<input type="text"/>
TOTAL	<input type="text"/>			<input type="text"/>
				Difference With - Service Program <input type="text"/>