



# San Ramon Valley Unified School District



## TYPE OF SALE FOR NEW CLEAN RENEWABLE ENERGY BONDS

OCTOBER 6, 2015



STIFEL



# Options for Sale of CREBs to Investors



- CREBs and other forms of federal qualified tax credit bonds are typically sold to investors through a public offering or private placement
- Public Offering:
  - Bonds are made available for sale by an underwriter to all interested retail and institutional investors, with the underwriter seeking to sell the bonds at the lowest interest rate acceptable to investors
  - Public offerings are required to conform to regulations of the IRS and SEC governing municipal securities, including continuing disclosure to investors
  - All of the District's general obligation bonds have been structured as public offerings
  - The District's 2010 Qualified School Construction Bonds (QSCBs) were structured as a public offering
- Private Placement:
  - Bonds are sold to a single investor, such as a bank, usually after a comparison of bids from similar lenders regarding interest rates and financing terms
  - Private placements are not subject to SEC continuing disclosure requirements, though it may be an investor requirement
  - The District's capital leases for the purchase of computers and office equipment are typically accomplished using private placements

# Summary of Options



Sale Type	Pros	Cons
Public Offering	<ul style="list-style-type: none"><li>• Flexibility on longer maturity terms available</li><li>• Broad market of potential investors</li><li>• High credit rating reflects security of bonds</li><li>• Comparable rates are easily accessible</li></ul>	<ul style="list-style-type: none"><li>• Higher costs of issuance</li><li>• Official Statement and rating required</li><li>• Timing is extended due to additional steps (rating / POS)</li><li>• Continuing disclosure required by SEC</li><li>• Interest rates not finalized until date of sale</li></ul>
Private Placement	<ul style="list-style-type: none"><li>• Does not require rating or official statement</li><li>• Lower costs of issuance</li><li>• Transaction can be completed in shorter time</li><li>• Fixed rate lock may be available in advance of sale</li></ul>	<ul style="list-style-type: none"><li>• Often require shorter maturity term</li><li>• Limited availability of comparable rates</li><li>• Prepayment terms may be less attractive to issuer</li><li>• Market participation subject to frequent change</li></ul>

**Summary Analysis -- Public Offering vs. Private Placement**

<u>Financing Options</u>	<u>Par Amount<sup>1</sup></u>	<u>Costs of Issuance<sup>2</sup></u>	<u>True Interest Cost (TIC)</u>	<u>Net Effective Rate (Net of UST Subsidy)<sup>3</sup></u>	<u>Average Annual Net Positive Cashflow</u>	<u>Call Feature/ Prepayment</u>
<b>Public Offering</b>						
15 Year Term	\$13,244,082	\$295,290	4.25%	1.18%	\$18,268	10 Year Par Call
17 Year Term	\$13,244,082	\$295,290	4.46%	1.39%	\$126,903	10 Year Par Call
20 Year Term	\$13,244,082	\$295,290	4.69%	1.62%	\$255,819	10 Year Par Call
<b>Private Placement (Hannon Armstrong)</b>						
15 Year Term	\$13,244,082	\$210,000	3.74%	0.67%	\$54,830	10 Year Par Call
17 Year Term	\$13,244,082	\$210,000	3.97%	0.90%	\$162,974	10 Year Par Call
20 Year Term	\$13,244,082	\$210,000	4.22%	1.15%	\$292,396	10 Year Par Call

**Assumptions:**

Structure: Level Annual Net Positive Cashflow  
 Closing Date: December 15, 2015  
 Deposit to Project Fund: Based on Sage Renewables "Expected Project Costs" of \$12,651,129 (Inclusive of EPC Build Costs and Soft Costs Including Contingency)  
 Costs of Issuance: Determined By Financing Structure

Interest & Subsidy Rates as of: September 28, 2015

1. Includes Deposit to Project Fund, Costs of Issuance, Capitalized Interest, and Contingency up to the full CREBs Allocation
2. Public Offering Costs of Issuance Exceeds the 2% Limitation and Would Require an Equity Contribution of \$30,408.81 (Estimated)
3. UST Subsidy as of 9/28/2015, net of Federal Sequestration for Fiscal Year 2016, is 3.07%

**Summary Analysis -- Public Offering vs. Private Placement**

<u>Financing Options</u>	<u>Par Amount</u> <sup>1</sup>	<u>Costs of Issuance</u> <sup>2</sup>	<u>True Interest Cost (TIC)</u>	<u>Net Effective Rate (Net of UST Subsidy)</u> <sup>3</sup>	<u>Average Annual Net Positive Cashflow</u>	<u>Call Feature/Prepayment</u>
<b>Public Offering</b>						
15 Year Term	\$13,244,082	\$295,290	4.25%	1.18%	\$18,268	10 Year Par Call
17 Year Term	\$13,244,082	\$295,290	4.46%	1.39%	\$126,903	10 Year Par Call
20 Year Term	\$13,244,082	\$295,290	4.69%	1.62%	\$255,819	10 Year Par Call
<b>Private Placement (Bank of America)</b>						
15 Year Term	\$13,244,082	\$210,000	4.29%	1.22%	\$14,753	Callable Anytime at 102%
17 Year Term	\$13,244,082	\$210,000	4.54%	1.47%	\$120,141	Callable Anytime at 102%
20 Year Term	\$13,244,082	\$210,000	4.79%	1.72%	\$247,444	Callable Anytime at 102%

**Assumptions:**

Structure: Level Annual Net Positive Cashflow  
 Closing Date: December 15, 2015  
 Deposit to Project Fund: Based on Sage Renewables "Expected Project Costs" of \$12,651,129 (Inclusive of EPC Build Costs and Soft Costs Including Contingency)  
 Costs of Issuance: Determined By Financing Structure

Interest & Subsidy Rates as of: September 28, 2015

1. Includes Deposit to Project Fund, Costs of Issuance, Capitalized Interest, and Contingency up to the full CREBs Allocation
2. Public Offering Costs of Issuance Exceeds the 2% Limitation and Would Require an Equity Contribution of \$30,408.81 (Estimated)
3. UST Subsidy as of 9/28/2015, net of Federal Sequestration for Fiscal Year 2016, is 3.07%

# Recommendation for Private Placement



- Currently, private placement investors are actively looking for transactions of the type offered by the District:
  - Highly rated issuer
  - Final maturity of less than 20 years
  - Taxable bonds (CREBs)
  - Bond proceeds used for projects that result in energy savings
- Small sampling of private placement investors identified
  - Buyer with attractive rate expected to remain interested in purchase of District's CREBs (Hannon Armstrong)
- If Private Placement is selected, a formal, broad solicitation will be conducted to ensure the most competitive pricing
- Transaction simplicity suitable to District needs relative to final project costs, sizing and available savings
- Lower costs of issuance may result in additional proceeds available for projects

**Sample Cashflow Schedule (Public Offering -- 15 Year Term)**

Year No.	Payment Date	Annual Gross Savings	Annual O&M Costs	Inverter Sinking Fund	Insurance Costs	Asset Management (Staff) Costs	Annual Net Savings	Annual Financing Payments (after Subsidy)	Net Annual Positive Cashflow
0	8/1/2016	-	-	-	-	-	-	-	-
1	8/1/2017	\$733,538	\$30,543	\$29,368	\$8,040	\$587	\$664,999	\$646,731	\$18,268
2	8/1/2018	\$1,100,884	\$46,264	\$42,757	\$12,178	\$890	\$998,796	\$980,528	\$18,268
3	8/1/2019	\$991,300	\$47,652	\$42,329	\$12,544	\$916	\$887,860	\$869,591	\$18,268
4	8/1/2020	\$1,011,625	\$49,081	\$41,906	\$12,920	\$944	\$906,774	\$888,506	\$18,268
5	8/1/2021	\$1,032,349	\$50,554	\$41,487	\$13,307	\$972	\$926,029	\$907,761	\$18,268
6	8/1/2022	\$1,053,481	\$52,070	\$41,072	\$13,707	\$1,001	\$945,631	\$927,363	\$18,268
7	8/1/2023	\$1,075,028	\$53,632	\$40,661	\$14,118	\$1,031	\$965,585	\$947,317	\$18,268
8	8/1/2024	\$1,096,997	\$55,241	\$40,255	\$14,541	\$1,062	\$985,898	\$967,630	\$18,268
9	8/1/2025	\$1,119,396	\$56,898	\$39,852	\$14,978	\$1,094	\$1,006,574	\$988,306	\$18,268
10	8/1/2026	\$1,142,233	\$58,605	\$39,454	\$15,427	\$1,127	\$1,027,621	\$1,009,352	\$18,268
11	8/1/2027	\$1,165,516	\$60,364	\$39,059	\$15,890	\$1,161	\$1,049,043	\$1,030,775	\$18,268
12	8/1/2028	\$1,189,253	\$62,174	\$38,668	\$16,366	\$1,196	\$1,070,848	\$1,052,580	\$18,268
13	8/1/2029	\$1,213,452	\$64,040	\$38,282	\$16,857	\$1,232	\$1,093,041	\$1,074,773	\$18,268
14	8/1/2030	\$1,238,120	\$65,961	\$37,899	\$17,363	\$1,268	\$1,115,629	\$1,097,361	\$18,268
15	8/1/2031	\$1,263,268	\$67,940	\$37,520	\$17,884	\$1,307	\$1,138,618	\$1,120,349	\$18,268
16	8/1/2032	\$1,288,903	\$69,978	\$37,145	\$18,421	\$1,346	\$1,162,014	-	\$1,162,014
17	8/1/2033	\$1,315,033	\$72,077	\$36,773	\$18,973	\$1,386	\$1,185,823	-	\$1,185,823
18	8/1/2034	\$1,341,669	\$74,240	\$36,406	\$19,542	\$1,428	\$1,210,053	-	\$1,210,053
19	8/1/2035	\$1,368,817	\$76,467	\$36,042	\$20,129	\$1,471	\$1,234,710	-	\$1,234,710
20	8/1/2036	\$1,396,489	\$78,761	\$35,681	\$20,733	\$1,515	\$1,259,800	-	\$1,259,800
21	8/1/2037	\$1,424,692	\$81,124	\$35,324	\$21,355	\$1,560	\$1,285,330	-	\$1,285,330
22	8/1/2038	\$1,453,437	\$83,557	\$34,971	\$21,995	\$1,607	\$1,311,306	-	\$1,311,306
23	8/1/2039	\$1,482,732	\$86,064	\$34,621	\$22,655	\$1,655	\$1,337,736	-	\$1,337,736
24	8/1/2040	\$1,512,587	\$88,646	\$34,275	\$23,335	\$1,705	\$1,364,627	-	\$1,364,627
25	8/1/2041	\$1,543,012	\$91,305	-	\$24,035	\$1,756	\$1,425,916	-	\$1,425,916
		<b>\$30,553,813</b>	<b>\$1,623,237</b>	<b>\$911,806</b>	<b>\$427,292</b>	<b>\$31,216</b>	<b>\$27,560,261</b>	<b>\$14,508,923</b>	<b>\$13,051,337</b>

<b>25 Year Economics</b>	
Nominal Savings	\$13,051,337
PV Savings*	\$8,561,543
* Assumed Discount Rate at 2.0%	

**Sample Cashflow Schedule (Public Offering -- 17 Year Term)**

Year No.	Payment Date	Annual Gross Savings	Annual O&M Costs	Inverter Sinking Fund	Insurance Costs	Asset Management (Staff) Costs	Annual Net Savings	Annual Financing Payments (after Subsidy)	Net Annual Positive Cashflow
0	8/1/2016	-	-	-	-	-	-	-	-
1	8/1/2017	\$733,538	\$30,543	\$29,368	\$8,040	\$587	\$664,999	\$538,096	\$126,903
2	8/1/2018	\$1,100,884	\$46,264	\$42,757	\$12,178	\$890	\$998,796	\$871,893	\$126,903
3	8/1/2019	\$991,300	\$47,652	\$42,329	\$12,544	\$916	\$887,860	\$760,957	\$126,903
4	8/1/2020	\$1,011,625	\$49,081	\$41,906	\$12,920	\$944	\$906,774	\$779,871	\$126,903
5	8/1/2021	\$1,032,349	\$50,554	\$41,487	\$13,307	\$972	\$926,029	\$799,126	\$126,903
6	8/1/2022	\$1,053,481	\$52,070	\$41,072	\$13,707	\$1,001	\$945,631	\$818,728	\$126,903
7	8/1/2023	\$1,075,028	\$53,632	\$40,661	\$14,118	\$1,031	\$965,585	\$838,682	\$126,903
8	8/1/2024	\$1,096,997	\$55,241	\$40,255	\$14,541	\$1,062	\$985,898	\$858,995	\$126,903
9	8/1/2025	\$1,119,396	\$56,898	\$39,852	\$14,978	\$1,094	\$1,006,574	\$879,671	\$126,903
10	8/1/2026	\$1,142,233	\$58,605	\$39,454	\$15,427	\$1,127	\$1,027,621	\$900,718	\$126,903
11	8/1/2027	\$1,165,516	\$60,364	\$39,059	\$15,890	\$1,161	\$1,049,043	\$922,140	\$126,903
12	8/1/2028	\$1,189,253	\$62,174	\$38,668	\$16,366	\$1,196	\$1,070,848	\$943,945	\$126,903
13	8/1/2029	\$1,213,452	\$64,040	\$38,282	\$16,857	\$1,232	\$1,093,041	\$966,138	\$126,903
14	8/1/2030	\$1,238,120	\$65,961	\$37,899	\$17,363	\$1,268	\$1,115,629	\$988,726	\$126,903
15	8/1/2031	\$1,263,268	\$67,940	\$37,520	\$17,884	\$1,307	\$1,138,618	\$1,011,715	\$126,903
16	8/1/2032	\$1,288,903	\$69,978	\$37,145	\$18,421	\$1,346	\$1,162,014	\$1,035,111	\$126,903
17	8/1/2033	\$1,315,033	\$72,077	\$36,773	\$18,973	\$1,386	\$1,185,823	\$1,058,920	\$126,903
18	8/1/2034	\$1,341,669	\$74,240	\$36,406	\$19,542	\$1,428	\$1,210,053	-	\$1,210,053
19	8/1/2035	\$1,368,817	\$76,467	\$36,042	\$20,129	\$1,471	\$1,234,710	-	\$1,234,710
20	8/1/2036	\$1,396,489	\$78,761	\$35,681	\$20,733	\$1,515	\$1,259,800	-	\$1,259,800
21	8/1/2037	\$1,424,692	\$81,124	\$35,324	\$21,355	\$1,560	\$1,285,330	-	\$1,285,330
22	8/1/2038	\$1,453,437	\$83,557	\$34,971	\$21,995	\$1,607	\$1,311,306	-	\$1,311,306
23	8/1/2039	\$1,482,732	\$86,064	\$34,621	\$22,655	\$1,655	\$1,337,736	-	\$1,337,736
24	8/1/2040	\$1,512,587	\$88,646	\$34,275	\$23,335	\$1,705	\$1,364,627	-	\$1,364,627
25	8/1/2041	\$1,543,012	\$91,305	-	\$24,035	\$1,756	\$1,425,916	-	\$1,425,916
		<b>\$30,553,813</b>	<b>\$1,623,237</b>	<b>\$911,806</b>	<b>\$427,292</b>	<b>\$31,216</b>	<b>\$27,560,261</b>	<b>\$14,973,432</b>	<b>\$12,586,829</b>

<b>25 Year Economics</b>	
Nominal Savings	\$12,586,829
PV Savings*	\$8,449,400
* Assumed Discount Rate at 2.0%	



**Sample Cashflow Schedule (Public Offering -- 20 Year Term)**

Year No.	Payment Date	Annual Gross Savings	Annual O&M Costs	Inverter Sinking Fund	Insurance Costs	Asset Management (Staff) Costs	Annual Net Savings	Annual Financing Payments (after Subsidy)	Net Annual Positive Cashflow
0	8/1/2016	-	-	-	-	-	-	-	-
1	8/1/2017	\$733,538	\$30,543	\$29,368	\$8,040	\$587	\$664,999	\$409,180	\$255,819
2	8/1/2018	\$1,100,884	\$46,264	\$42,757	\$12,178	\$890	\$998,796	\$742,977	\$255,819
3	8/1/2019	\$991,300	\$47,652	\$42,329	\$12,544	\$916	\$887,860	\$632,041	\$255,819
4	8/1/2020	\$1,011,625	\$49,081	\$41,906	\$12,920	\$944	\$906,774	\$650,955	\$255,819
5	8/1/2021	\$1,032,349	\$50,554	\$41,487	\$13,307	\$972	\$926,029	\$670,211	\$255,819
6	8/1/2022	\$1,053,481	\$52,070	\$41,072	\$13,707	\$1,001	\$945,631	\$689,812	\$255,819
7	8/1/2023	\$1,075,028	\$53,632	\$40,661	\$14,118	\$1,031	\$965,585	\$709,767	\$255,819
8	8/1/2024	\$1,096,997	\$55,241	\$40,255	\$14,541	\$1,062	\$985,898	\$730,079	\$255,819
9	8/1/2025	\$1,119,396	\$56,898	\$39,852	\$14,978	\$1,094	\$1,006,574	\$750,755	\$255,819
10	8/1/2026	\$1,142,233	\$58,605	\$39,454	\$15,427	\$1,127	\$1,027,621	\$771,802	\$255,819
11	8/1/2027	\$1,165,516	\$60,364	\$39,059	\$15,890	\$1,161	\$1,049,043	\$793,224	\$255,819
12	8/1/2028	\$1,189,253	\$62,174	\$38,668	\$16,366	\$1,196	\$1,070,848	\$815,029	\$255,819
13	8/1/2029	\$1,213,452	\$64,040	\$38,282	\$16,857	\$1,232	\$1,093,041	\$837,222	\$255,819
14	8/1/2030	\$1,238,120	\$65,961	\$37,899	\$17,363	\$1,268	\$1,115,629	\$859,810	\$255,819
15	8/1/2031	\$1,263,268	\$67,940	\$37,520	\$17,884	\$1,307	\$1,138,618	\$882,799	\$255,819
16	8/1/2032	\$1,288,903	\$69,978	\$37,145	\$18,421	\$1,346	\$1,162,014	\$906,195	\$255,819
17	8/1/2033	\$1,315,033	\$72,077	\$36,773	\$18,973	\$1,386	\$1,185,823	\$930,005	\$255,819
18	8/1/2034	\$1,341,669	\$74,240	\$36,406	\$19,542	\$1,428	\$1,210,053	\$954,235	\$255,819
19	8/1/2035	\$1,368,817	\$76,467	\$36,042	\$20,129	\$1,471	\$1,234,710	\$978,891	\$255,819
20	8/1/2036	\$1,396,489	\$78,761	\$35,681	\$20,733	\$1,515	\$1,259,800	\$1,003,981	\$255,819
21	8/1/2037	\$1,424,692	\$81,124	\$35,324	\$21,355	\$1,560	\$1,285,330	-	\$1,285,330
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24	8/1/2040	\$1,512,587	\$88,646	\$34,275	\$23,335	\$1,705	\$1,364,627	-	\$1,364,627
25	8/1/2041	\$1,543,012	\$91,305	-	\$24,035	\$1,756	\$1,425,916	-	\$1,425,916
		<b>\$30,553,813</b>	<b>\$1,623,237</b>	<b>\$911,806</b>	<b>\$427,292</b>	<b>\$31,216</b>	<b>\$27,560,261</b>	<b>\$15,718,971</b>	<b>\$11,841,290</b>

<b>25 Year Economics</b>	
Nominal Savings	\$11,841,290
PV Savings*	\$8,279,537
* Assumed Discount Rate at 2.0%	

**Sample Cashflow Schedule (Private Placement -- Hannon Armstrong -- 15 Year Term)**

Year No.	Payment Date	Annual Gross Savings	Annual O&M Costs	Inverter Sinking Fund	Insurance Costs	Asset Management (Staff) Costs	Annual Net Savings	Annual Financing Payments (after Subsidy)	Net Annual Positive Cashflow
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4	8/1/2020	\$1,011,625	\$49,081	\$41,906	\$12,920	\$944	\$906,774	\$851,944	\$54,830
5	8/1/2021	\$1,032,349	\$50,554	\$41,487	\$13,307	\$972	\$926,029	\$871,199	\$54,830
6	8/1/2022	\$1,053,481	\$52,070	\$41,072	\$13,707	\$1,001	\$945,631	\$890,801	\$54,830
7	8/1/2023	\$1,075,028	\$53,632	\$40,661	\$14,118	\$1,031	\$965,585	\$910,755	\$54,830
8	8/1/2024	\$1,096,997	\$55,241	\$40,255	\$14,541	\$1,062	\$985,898	\$931,067	\$54,830
9	8/1/2025	\$1,119,396	\$56,898	\$39,852	\$14,978	\$1,094	\$1,006,574	\$951,744	\$54,830
10	8/1/2026	\$1,142,233	\$58,605	\$39,454	\$15,427	\$1,127	\$1,027,621	\$972,790	\$54,830
11	8/1/2027	\$1,165,516	\$60,364	\$39,059	\$15,890	\$1,161	\$1,049,043	\$994,213	\$54,830
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17	8/1/2033	\$1,315,033	\$72,077	\$36,773	\$18,973	\$1,386	\$1,185,823	-	\$1,185,823
18	8/1/2034	\$1,341,669	\$74,240	\$36,406	\$19,542	\$1,428	\$1,210,053	-	\$1,210,053
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21	8/1/2037	\$1,424,692	\$81,124	\$35,324	\$21,355	\$1,560	\$1,285,330	-	\$1,285,330
22	8/1/2038	\$1,453,437	\$83,557	\$34,971	\$21,995	\$1,607	\$1,311,306	-	\$1,311,306
23	8/1/2039	\$1,482,732	\$86,064	\$34,621	\$22,655	\$1,655	\$1,337,736	-	\$1,337,736
24	8/1/2040	\$1,512,587	\$88,646	\$34,275	\$23,335	\$1,705	\$1,364,627	-	\$1,364,627
25	8/1/2041	\$1,543,012	\$91,305	-	\$24,035	\$1,756	\$1,425,916	-	\$1,425,916
		<b>\$30,553,813</b>	<b>\$1,623,237</b>	<b>\$911,806</b>	<b>\$427,292</b>	<b>\$31,216</b>	<b>\$27,560,261</b>	<b>\$13,960,491</b>	<b>\$13,599,770</b>

<b>25 Year Economics</b>	
Nominal Savings	\$13,599,770
PV Savings*	\$9,022,128
* Assumed Discount Rate at 2.0%	

**Sample Cashflow Schedule (Private Placement -- Hannon Armstrong -- 17 Year Term)**

Year No.	Payment Date	Annual Gross Savings	Annual O&M Costs	Inverter Sinking Fund	Insurance Costs	Asset Management (Staff) Costs	Annual Net Savings	Annual Financing Payments (after Subsidy)	Net Annual Positive Cashflow
0	8/1/2016	-	-	-	-	-	-	-	-
1	8/1/2017	\$733,538	\$30,543	\$29,368	\$8,040	\$587	\$664,999	\$502,025	\$162,974
2	8/1/2018	\$1,100,884	\$46,264	\$42,757	\$12,178	\$890	\$998,796	\$835,821	\$162,974
3	8/1/2019	\$991,300	\$47,652	\$42,329	\$12,544	\$916	\$887,860	\$724,885	\$162,974
4	8/1/2020	\$1,011,625	\$49,081	\$41,906	\$12,920	\$944	\$906,774	\$743,800	\$162,974
5	8/1/2021	\$1,032,349	\$50,554	\$41,487	\$13,307	\$972	\$926,029	\$763,055	\$162,974
6	8/1/2022	\$1,053,481	\$52,070	\$41,072	\$13,707	\$1,001	\$945,631	\$782,657	\$162,974
7	8/1/2023	\$1,075,028	\$53,632	\$40,661	\$14,118	\$1,031	\$965,585	\$802,611	\$162,974
8	8/1/2024	\$1,096,997	\$55,241	\$40,255	\$14,541	\$1,062	\$985,898	\$822,923	\$162,974
9	8/1/2025	\$1,119,396	\$56,898	\$39,852	\$14,978	\$1,094	\$1,006,574	\$843,600	\$162,974
10	8/1/2026	\$1,142,233	\$58,605	\$39,454	\$15,427	\$1,127	\$1,027,621	\$864,646	\$162,974
11	8/1/2027	\$1,165,516	\$60,364	\$39,059	\$15,890	\$1,161	\$1,049,043	\$886,069	\$162,974
12	8/1/2028	\$1,189,253	\$62,174	\$38,668	\$16,366	\$1,196	\$1,070,848	\$907,873	\$162,974
13	8/1/2029	\$1,213,452	\$64,040	\$38,282	\$16,857	\$1,232	\$1,093,041	\$930,067	\$162,974
14	8/1/2030	\$1,238,120	\$65,961	\$37,899	\$17,363	\$1,268	\$1,115,629	\$952,654	\$162,974
15	8/1/2031	\$1,263,268	\$67,940	\$37,520	\$17,884	\$1,307	\$1,138,618	\$975,643	\$162,974
16	8/1/2032	\$1,288,903	\$69,978	\$37,145	\$18,421	\$1,346	\$1,162,014	\$999,039	\$162,974
17	8/1/2033	\$1,315,033	\$72,077	\$36,773	\$18,973	\$1,386	\$1,185,823	\$1,022,849	\$162,974
18	8/1/2034	\$1,341,669	\$74,240	\$36,406	\$19,542	\$1,428	\$1,210,053	-	\$1,210,053
19	8/1/2035	\$1,368,817	\$76,467	\$36,042	\$20,129	\$1,471	\$1,234,710	-	\$1,234,710
20	8/1/2036	\$1,396,489	\$78,761	\$35,681	\$20,733	\$1,515	\$1,259,800	-	\$1,259,800
21	8/1/2037	\$1,424,692	\$81,124	\$35,324	\$21,355	\$1,560	\$1,285,330	-	\$1,285,330
22	8/1/2038	\$1,453,437	\$83,557	\$34,971	\$21,995	\$1,607	\$1,311,306	-	\$1,311,306
23	8/1/2039	\$1,482,732	\$86,064	\$34,621	\$22,655	\$1,655	\$1,337,736	-	\$1,337,736
24	8/1/2040	\$1,512,587	\$88,646	\$34,275	\$23,335	\$1,705	\$1,364,627	-	\$1,364,627
25	8/1/2041	\$1,543,012	\$91,305	-	\$24,035	\$1,756	\$1,425,916	-	\$1,425,916
		<b>\$30,553,813</b>	<b>\$1,623,237</b>	<b>\$911,806</b>	<b>\$427,292</b>	<b>\$31,216</b>	<b>\$27,560,261</b>	<b>\$14,360,217</b>	<b>\$13,200,044</b>

<b>25 Year Economics</b>	
Nominal Savings	\$13,200,044
PV Savings*	\$8,954,820
* Assumed Discount Rate at 2.0%	

**Sample Cashflow Schedule (Private Placement -- Hannon Armstrong -- 20 Year Term)**

Year No.	Payment Date	Annual Gross Savings	Annual O&M Costs	Inverter Sinking Fund	Insurance Costs	Asset Management (Staff) Costs	Annual Net Savings	Annual Financing Payments (after Subsidy)	Net Annual Positive Cashflow
0	8/1/2016	-	-	-	-	-	-	-	-
1	8/1/2017	\$733,538	\$30,543	\$29,368	\$8,040	\$587	\$664,999	\$372,604	\$292,396
2	8/1/2018	\$1,100,884	\$46,264	\$42,757	\$12,178	\$890	\$998,796	\$706,400	\$292,396
3	8/1/2019	\$991,300	\$47,652	\$42,329	\$12,544	\$916	\$887,860	\$595,464	\$292,396
4	8/1/2020	\$1,011,625	\$49,081	\$41,906	\$12,920	\$944	\$906,774	\$614,378	\$292,396
5	8/1/2021	\$1,032,349	\$50,554	\$41,487	\$13,307	\$972	\$926,029	\$633,634	\$292,396
6	8/1/2022	\$1,053,481	\$52,070	\$41,072	\$13,707	\$1,001	\$945,631	\$653,236	\$292,396
7	8/1/2023	\$1,075,028	\$53,632	\$40,661	\$14,118	\$1,031	\$965,585	\$673,190	\$292,396
8	8/1/2024	\$1,096,997	\$55,241	\$40,255	\$14,541	\$1,062	\$985,898	\$693,502	\$292,396
9	8/1/2025	\$1,119,396	\$56,898	\$39,852	\$14,978	\$1,094	\$1,006,574	\$714,178	\$292,396
10	8/1/2026	\$1,142,233	\$58,605	\$39,454	\$15,427	\$1,127	\$1,027,621	\$735,225	\$292,396
11	8/1/2027	\$1,165,516	\$60,364	\$39,059	\$15,890	\$1,161	\$1,049,043	\$756,647	\$292,396
12	8/1/2028	\$1,189,253	\$62,174	\$38,668	\$16,366	\$1,196	\$1,070,848	\$778,452	\$292,396
13	8/1/2029	\$1,213,452	\$64,040	\$38,282	\$16,857	\$1,232	\$1,093,041	\$800,645	\$292,396
14	8/1/2030	\$1,238,120	\$65,961	\$37,899	\$17,363	\$1,268	\$1,115,629	\$823,233	\$292,396
15	8/1/2031	\$1,263,268	\$67,940	\$37,520	\$17,884	\$1,307	\$1,138,618	\$846,222	\$292,396
16	8/1/2032	\$1,288,903	\$69,978	\$37,145	\$18,421	\$1,346	\$1,162,014	\$869,618	\$292,396
17	8/1/2033	\$1,315,033	\$72,077	\$36,773	\$18,973	\$1,386	\$1,185,823	\$893,428	\$292,396
18	8/1/2034	\$1,341,669	\$74,240	\$36,406	\$19,542	\$1,428	\$1,210,053	\$917,658	\$292,396
19	8/1/2035	\$1,368,817	\$76,467	\$36,042	\$20,129	\$1,471	\$1,234,710	\$942,314	\$292,396
20	8/1/2036	\$1,396,489	\$78,761	\$35,681	\$20,733	\$1,515	\$1,259,800	\$967,404	\$292,396
21	8/1/2037	\$1,424,692	\$81,124	\$35,324	\$21,355	\$1,560	\$1,285,330	-	\$1,285,330
22	8/1/2038	\$1,453,437	\$83,557	\$34,971	\$21,995	\$1,607	\$1,311,306	-	\$1,311,306
23	8/1/2039	\$1,482,732	\$86,064	\$34,621	\$22,655	\$1,655	\$1,337,736	-	\$1,337,736
24	8/1/2040	\$1,512,587	\$88,646	\$34,275	\$23,335	\$1,705	\$1,364,627	-	\$1,364,627
25	8/1/2041	\$1,543,012	\$91,305	-	\$24,035	\$1,756	\$1,425,916	-	\$1,425,916
		<b>\$30,553,813</b>	<b>\$1,623,237</b>	<b>\$911,806</b>	<b>\$427,292</b>	<b>\$31,216</b>	<b>\$27,560,261</b>	<b>\$14,987,433</b>	<b>\$12,572,828</b>

<b>25 Year Economics</b>	
Nominal Savings	\$12,572,828
PV Savings*	\$8,865,894
* Assumed Discount Rate at 2.0%	

**Sample Cashflow Schedule (Private Placement -- Bank of America -- 15 Year Term)**

Year No.	Payment Date	Annual Gross Savings	Annual O&M Costs	Inverter Sinking Fund	Insurance Costs	Asset Management (Staff) Costs	Annual Net Savings	Annual Financing Payments (after Subsidy)	Net Annual Positive Cashflow
0	8/1/2016	-	-	-	-	-	-	-	-
1	8/1/2017	\$733,538	\$30,543	\$29,368	\$8,040	\$587	\$664,999	\$650,246	\$14,753
2	8/1/2018	\$1,100,884	\$46,264	\$42,757	\$12,178	\$890	\$998,796	\$984,043	\$14,753
3	8/1/2019	\$991,300	\$47,652	\$42,329	\$12,544	\$916	\$887,860	\$873,107	\$14,753
4	8/1/2020	\$1,011,625	\$49,081	\$41,906	\$12,920	\$944	\$906,774	\$892,021	\$14,753
5	8/1/2021	\$1,032,349	\$50,554	\$41,487	\$13,307	\$972	\$926,029	\$911,277	\$14,753
6	8/1/2022	\$1,053,481	\$52,070	\$41,072	\$13,707	\$1,001	\$945,631	\$930,878	\$14,753
7	8/1/2023	\$1,075,028	\$53,632	\$40,661	\$14,118	\$1,031	\$965,585	\$950,833	\$14,753
8	8/1/2024	\$1,096,997	\$55,241	\$40,255	\$14,541	\$1,062	\$985,898	\$971,145	\$14,753
9	8/1/2025	\$1,119,396	\$56,898	\$39,852	\$14,978	\$1,094	\$1,006,574	\$991,821	\$14,753
10	8/1/2026	\$1,142,233	\$58,605	\$39,454	\$15,427	\$1,127	\$1,027,621	\$1,012,868	\$14,753
11	8/1/2027	\$1,165,516	\$60,364	\$39,059	\$15,890	\$1,161	\$1,049,043	\$1,034,290	\$14,753
12	8/1/2028	\$1,189,253	\$62,174	\$38,668	\$16,366	\$1,196	\$1,070,848	\$1,056,095	\$14,753
13	8/1/2029	\$1,213,452	\$64,040	\$38,282	\$16,857	\$1,232	\$1,093,041	\$1,078,288	\$14,753
14	8/1/2030	\$1,238,120	\$65,961	\$37,899	\$17,363	\$1,268	\$1,115,629	\$1,100,876	\$14,753
15	8/1/2031	\$1,263,268	\$67,940	\$37,520	\$17,884	\$1,307	\$1,138,618	\$1,123,865	\$14,753
16	8/1/2032	\$1,288,903	\$69,978	\$37,145	\$18,421	\$1,346	\$1,162,014	-	\$1,162,014
17	8/1/2033	\$1,315,033	\$72,077	\$36,773	\$18,973	\$1,386	\$1,185,823	-	\$1,185,823
18	8/1/2034	\$1,341,669	\$74,240	\$36,406	\$19,542	\$1,428	\$1,210,053	-	\$1,210,053
19	8/1/2035	\$1,368,817	\$76,467	\$36,042	\$20,129	\$1,471	\$1,234,710	-	\$1,234,710
20	8/1/2036	\$1,396,489	\$78,761	\$35,681	\$20,733	\$1,515	\$1,259,800	-	\$1,259,800
21	8/1/2037	\$1,424,692	\$81,124	\$35,324	\$21,355	\$1,560	\$1,285,330	-	\$1,285,330
22	8/1/2038	\$1,453,437	\$83,557	\$34,971	\$21,995	\$1,607	\$1,311,306	-	\$1,311,306
23	8/1/2039	\$1,482,732	\$86,064	\$34,621	\$22,655	\$1,655	\$1,337,736	-	\$1,337,736
24	8/1/2040	\$1,512,587	\$88,646	\$34,275	\$23,335	\$1,705	\$1,364,627	-	\$1,364,627
25	8/1/2041	\$1,543,012	\$91,305	-	\$24,035	\$1,756	\$1,425,916	-	\$1,425,916
		<b>\$30,553,813</b>	<b>\$1,623,237</b>	<b>\$911,806</b>	<b>\$427,292</b>	<b>\$31,216</b>	<b>\$27,560,261</b>	<b>\$14,561,653</b>	<b>\$12,998,608</b>

<b>25 Year Economics</b>	
Nominal Savings	\$12,998,608
PV Savings*	\$8,517,260
* Assumed Discount Rate at 2.0%	

**Sample Cashflow Schedule (Private Placement -- Bank of America -- 17 Year Term)**

Year No.	Payment Date	Annual Gross Savings	Annual O&M Costs	Inverter Sinking Fund	Insurance Costs	Asset Management (Staff) Costs	Annual Net Savings	Annual Financing Payments (after Subsidy)	Net Annual Positive Cashflow
0	8/1/2016	-	-	-	-	-	-	-	-
1	8/1/2017	\$733,538	\$30,543	\$29,368	\$8,040	\$587	\$664,999	\$544,858	\$120,141
2	8/1/2018	\$1,100,884	\$46,264	\$42,757	\$12,178	\$890	\$998,796	\$878,655	\$120,141
3	8/1/2019	\$991,300	\$47,652	\$42,329	\$12,544	\$916	\$887,860	\$767,719	\$120,141
4	8/1/2020	\$1,011,625	\$49,081	\$41,906	\$12,920	\$944	\$906,774	\$786,633	\$120,141
5	8/1/2021	\$1,032,349	\$50,554	\$41,487	\$13,307	\$972	\$926,029	\$805,889	\$120,141
6	8/1/2022	\$1,053,481	\$52,070	\$41,072	\$13,707	\$1,001	\$945,631	\$825,490	\$120,141
7	8/1/2023	\$1,075,028	\$53,632	\$40,661	\$14,118	\$1,031	\$965,585	\$845,445	\$120,141
8	8/1/2024	\$1,096,997	\$55,241	\$40,255	\$14,541	\$1,062	\$985,898	\$865,757	\$120,141
9	8/1/2025	\$1,119,396	\$56,898	\$39,852	\$14,978	\$1,094	\$1,006,574	\$886,433	\$120,141
10	8/1/2026	\$1,142,233	\$58,605	\$39,454	\$15,427	\$1,127	\$1,027,621	\$907,480	\$120,141
11	8/1/2027	\$1,165,516	\$60,364	\$39,059	\$15,890	\$1,161	\$1,049,043	\$928,902	\$120,141
12	8/1/2028	\$1,189,253	\$62,174	\$38,668	\$16,366	\$1,196	\$1,070,848	\$950,707	\$120,141
13	8/1/2029	\$1,213,452	\$64,040	\$38,282	\$16,857	\$1,232	\$1,093,041	\$972,900	\$120,141
14	8/1/2030	\$1,238,120	\$65,961	\$37,899	\$17,363	\$1,268	\$1,115,629	\$995,488	\$120,141
15	8/1/2031	\$1,263,268	\$67,940	\$37,520	\$17,884	\$1,307	\$1,138,618	\$1,018,477	\$120,141
16	8/1/2032	\$1,288,903	\$69,978	\$37,145	\$18,421	\$1,346	\$1,162,014	\$1,041,873	\$120,141
17	8/1/2033	\$1,315,033	\$72,077	\$36,773	\$18,973	\$1,386	\$1,185,823	\$1,065,683	\$120,141
18	8/1/2034	\$1,341,669	\$74,240	\$36,406	\$19,542	\$1,428	\$1,210,053	-	\$1,210,053
19	8/1/2035	\$1,368,817	\$76,467	\$36,042	\$20,129	\$1,471	\$1,234,710	-	\$1,234,710
20	8/1/2036	\$1,396,489	\$78,761	\$35,681	\$20,733	\$1,515	\$1,259,800	-	\$1,259,800
21	8/1/2037	\$1,424,692	\$81,124	\$35,324	\$21,355	\$1,560	\$1,285,330	-	\$1,285,330
22	8/1/2038	\$1,453,437	\$83,557	\$34,971	\$21,995	\$1,607	\$1,311,306	-	\$1,311,306
23	8/1/2039	\$1,482,732	\$86,064	\$34,621	\$22,655	\$1,655	\$1,337,736	-	\$1,337,736
24	8/1/2040	\$1,512,587	\$88,646	\$34,275	\$23,335	\$1,705	\$1,364,627	-	\$1,364,627
25	8/1/2041	\$1,543,012	\$91,305	-	\$24,035	\$1,756	\$1,425,916	-	\$1,425,916
		<b>\$30,553,813</b>	<b>\$1,623,237</b>	<b>\$911,806</b>	<b>\$427,292</b>	<b>\$31,216</b>	<b>\$27,560,261</b>	<b>\$15,088,388</b>	<b>\$12,471,872</b>

<b>25 Year Economics</b>	
Nominal Savings	\$12,471,872
PV Savings*	\$8,354,651
* Assumed Discount Rate at 2.0%	

**Sample Cashflow Schedule (Private Placement -- Bank of America -- 20 Year Term)**

Year No.	Payment Date	Annual Gross Savings	Annual O&M Costs	Inverter Sinking Fund	Insurance Costs	Asset Management (Staff) Costs	Annual Net Savings	Annual Financing Payments (after Subsidy)	Net Annual Positive Cashflow
0	8/1/2016	-	-	-	-	-	-	-	-
1	8/1/2017	\$733,538	\$30,543	\$29,368	\$8,040	\$587	\$664,999	\$417,555	\$247,444
2	8/1/2018	\$1,100,884	\$46,264	\$42,757	\$12,178	\$890	\$998,796	\$751,352	\$247,444
3	8/1/2019	\$991,300	\$47,652	\$42,329	\$12,544	\$916	\$887,860	\$640,415	\$247,444
4	8/1/2020	\$1,011,625	\$49,081	\$41,906	\$12,920	\$944	\$906,774	\$659,330	\$247,444
5	8/1/2021	\$1,032,349	\$50,554	\$41,487	\$13,307	\$972	\$926,029	\$678,585	\$247,444
6	8/1/2022	\$1,053,481	\$52,070	\$41,072	\$13,707	\$1,001	\$945,631	\$698,187	\$247,444
7	8/1/2023	\$1,075,028	\$53,632	\$40,661	\$14,118	\$1,031	\$965,585	\$718,141	\$247,444
8	8/1/2024	\$1,096,997	\$55,241	\$40,255	\$14,541	\$1,062	\$985,898	\$738,453	\$247,444
9	8/1/2025	\$1,119,396	\$56,898	\$39,852	\$14,978	\$1,094	\$1,006,574	\$759,130	\$247,444
10	8/1/2026	\$1,142,233	\$58,605	\$39,454	\$15,427	\$1,127	\$1,027,621	\$780,176	\$247,444
11	8/1/2027	\$1,165,516	\$60,364	\$39,059	\$15,890	\$1,161	\$1,049,043	\$801,599	\$247,444
12	8/1/2028	\$1,189,253	\$62,174	\$38,668	\$16,366	\$1,196	\$1,070,848	\$823,403	\$247,444
13	8/1/2029	\$1,213,452	\$64,040	\$38,282	\$16,857	\$1,232	\$1,093,041	\$845,597	\$247,444
14	8/1/2030	\$1,238,120	\$65,961	\$37,899	\$17,363	\$1,268	\$1,115,629	\$868,184	\$247,444
15	8/1/2031	\$1,263,268	\$67,940	\$37,520	\$17,884	\$1,307	\$1,138,618	\$891,173	\$247,444
16	8/1/2032	\$1,288,903	\$69,978	\$37,145	\$18,421	\$1,346	\$1,162,014	\$914,569	\$247,444
17	8/1/2033	\$1,315,033	\$72,077	\$36,773	\$18,973	\$1,386	\$1,185,823	\$938,379	\$247,444
18	8/1/2034	\$1,341,669	\$74,240	\$36,406	\$19,542	\$1,428	\$1,210,053	\$962,609	\$247,444
19	8/1/2035	\$1,368,817	\$76,467	\$36,042	\$20,129	\$1,471	\$1,234,710	\$987,266	\$247,444
20	8/1/2036	\$1,396,489	\$78,761	\$35,681	\$20,733	\$1,515	\$1,259,800	\$1,012,356	\$247,444
21	8/1/2037	\$1,424,692	\$81,124	\$35,324	\$21,355	\$1,560	\$1,285,330	-	\$1,285,330
22	8/1/2038	\$1,453,437	\$83,557	\$34,971	\$21,995	\$1,607	\$1,311,306	-	\$1,311,306
23	8/1/2039	\$1,482,732	\$86,064	\$34,621	\$22,655	\$1,655	\$1,337,736	-	\$1,337,736
24	8/1/2040	\$1,512,587	\$88,646	\$34,275	\$23,335	\$1,705	\$1,364,627	-	\$1,364,627
25	8/1/2041	\$1,543,012	\$91,305	-	\$24,035	\$1,756	\$1,425,916	-	\$1,425,916
		<b>\$30,553,813</b>	<b>\$1,623,237</b>	<b>\$911,806</b>	<b>\$427,292</b>	<b>\$31,216</b>	<b>\$27,560,261</b>	<b>\$15,886,458</b>	<b>\$11,673,803</b>

<b>25 Year Economics</b>	
Nominal Savings	\$11,673,803
PV Savings*	\$8,145,289
* Assumed Discount Rate at 2.0%	