

Method 1 Worksheet

Expense Description	CleaResults	Annual Quantities	Annual Expense	ConSol	Annual Quantities	Annual Expense	Firm Proposal Page Number
Online Assessment Qty 4000	\$ 107.00	2000					Pg 80 Table 21
Online Assessment Qty 5000	\$ 78.00		\$ 214,000.00				Pg 80 Table 21
Online Assessment Qty 6000 (Co-Pay)	\$ 71.00						Pg 80 Table 21
HERS II Lite Qty 4000	\$ 500.00	1200					Pg 80 Table 21
HERS II Lite Qty 5000	\$ 425.00		\$ 600,000.00				Pg 80 Table 21
HERS II Lite Qty (Co-Pay) 6000	\$ 300.00						Pg 80 Table 21
HERS II Qty 4000	\$ 600.00	800					Pg 80 Table 21
HERS II Qty 5000	\$ 475.00		\$ 480,000.00				Pg 80 Table 21
HERS II Qty 6000 (Co-Pay)	\$ 350.00						Pg 80 Table 21
Opportunity Assessment	\$ 2,000.00						Pg 80 Table 22
ASHRAE Level 1 (Less than 50,000 sqft)	\$ 3,400.00	68	\$ 231,200.00				Pg 80 Table 22
ASHRAE Level 1 (Less than 100,000 sqft)	\$ 6,400.00	13	\$ 83,200.00				Pg 80 Table 22
ASHRAE Level 1 (Less than 150,000 sqft)	\$ 7,100.00	5	\$ 35,500.00				Pg 80 Table 22
ASHRAE Level 1 (Less than 200,000 sqft)	\$ 8,400.00	4	\$ 33,600.00				Pg 80 Table 22
ASHRAE Level 2 (Less than 50,000 sqft)	\$ 5,900.00	23	\$ 135,700.00				Pg 80 Table 22
ASHRAE Level 2 (Less than 100,000 sqft)	\$ 9,900.00	4	\$ 39,600.00				Pg 80 Table 22
ASHRAE Level 2 (Less than 150,000 sqft)	\$ 11,900.00	2	\$ 23,800.00				Pg 80 Table 22
ASHRAE Level 2 (Less than 200,000 sqft)	\$ 13,900.00	1	\$ 13,900.00				Pg 80 Table 22
One Time Start Up Cost	\$ 166,000.00	1	\$ 166,000.00				Pg 79 2nd Paragraph
Monthly Services Fee	\$ 56,953.00	12	\$ 683,436.00				Pg 79 3rd Paragraph
Home Energy Profile (Less than 2000 sqft)				\$ 10.00	4315		Pg 69 Bottom Table
Home Energy Profile (2000 to 3000 sqft)				\$ 10.00		\$ 43,150.00	Pg 69 Bottom Table
Home Energy Profile (Over 3000 sqft)				\$ 10.00			Pg 69 Bottom Table
Phone Consultation (Less than 2000 sqft)				\$ 65.00	215		Pg 69 Bottom Table
Phone Consultation (2000 to 3000 sqft)				\$ 65.00		\$ 13,975.00	Pg 69 Bottom Table
Phone Consultation (Over 3000 sqft)				\$ 65.00			Pg 69 Bottom Table
HETU Lite (Less than 2000 sqft)				\$ 275.00	4015		Pg 70 Top Table
HETU Lite (2000 to 3000 sqft)				\$ 300.00		\$ 1,204,500.00	Pg 70 Top Table
HETU Lite (Over 3000 sqft)				\$ 325.00			Pg 70 Top Table
HERS II (Less than 2000 sqft)				\$ 450.00	85		Pg 70 Top Table
HERS II (2000 to 3000 sqft)				\$ 550.00		\$ 46,750.00	Pg 70 Top Table
HERS II (Over 3000sqft)				\$ 650.00			Pg 70 Top Table
HETU Lite (Report Only)				\$ 69.00			Pg 70 Middle Table
HERS II (Report Only)				\$ 179.00			Pg 70 Middle Table
Report Re-Run (Report Only)				\$ 50.00			Pg 70 Middle Table
HETU Lite (Door to Door Marketing Per Home)				\$ 20.00			Pg 70 Middle Table
HERS II (Door to Door Marketing Per Home)				\$ 20.00			Pg 70 Middle Table
Home Energy Profile (Door to Door Marketing Per Home)				\$ 15.00			Pg 70 Middle Table
Benchmarking Typical Building (One Meter)				\$ 850.00	6	\$ 5,100.00	Pg 74 Table

Benchmarking Typical Building (Two Meters)				\$ 1,000.00	1	\$ 1,000.00	Pg 74 Table
Benchmarking Typical Building (Three Meters)				\$ 1,200.00	1	\$ 1,200.00	Pg 74 Table
Web Based Small Commercial Buildings				\$ 1,700.00	1	\$ 1,700.00	Pg 74 Table
Web Based Medium Office Buildings				\$ 2,700.00	1	\$ 2,700.00	Pg 74 Table
Web Based Large Office Buildings Or Industrial Process Facilities				\$ 4,000.00	1	\$ 4,000.00	Pg 74 Table
BOMA Lighting Audit				\$ 2,900.00	8	\$ 23,200.00	Pg 74 Table
ASHRAE Level 1 Small Commercial Buildings				\$ 2,400.00	6	\$ 14,400.00	Pg 74 Table
ASHRAE Level 1 Medium Commercial Buildings				\$ 3,800.00	39	\$ 148,200.00	Pg 74 Table
ASHRAE Level 1 Large Office Buildings Or Industrial Process Facilities				\$ 5,700.00	30	\$ 171,000.00	Pg 74 Table
ASHRAE Level 2 Audit				\$ 8,000.00	6	\$ 48,000.00	Pg 74 Table
ASHRAE Level 2 Lighting Audit Only				\$ 2,800.00	1	\$ 2,800.00	Pg 74 Table
ASHRAE Level 2 HVAC Audit Only				\$ 5,200.00	1	\$ 5,200.00	Pg 74 Table
ASHRAE Level 2 HVAC And Lighting Only				\$ 8,000.00	1	\$ 8,000.00	Pg 74 Table
ASHRAE Level 2 Chiller ECM Or Similar				\$ 8,000.00	1	\$ 8,000.00	Pg 74 Table
HETU Support Services (Not To Exceed Annual \$120,160)				\$ 10,000.00		\$ 120,160.00	Pg 71 2nd Paragraph
Rater Direct HETU Marketing				\$ 77,066.00		\$ 77,066.00	Pg 70 3rd Table
HETU Project Management				\$ 120,589.00		\$ 120,589.00	Pg 72 Table
BETU Marketing Not To Exceed 6% Of Commercial Budget				\$ 36,000.00		\$ 36,000.00	Pg 75 Table
BETU project Mngt, Cord & Adm NTE 20% of Comercial budget				\$ 119,500.00		\$ 119,500.00	Pg 75 Table
Annual Proposal Total				\$2,739,936.00		\$ 2,226,190.00	

Difference Between Contractor Firms

\$ 513,746.00

Notes;

This review was based on the proposals provided by each firm, in some areas options/assumptions were selected which would be more inline with our current program.

ClearResults review notes;

Option on Page 80 table 22 selected based on most comparable to our programs process.

Energy Advisor, Marketing, Outreach Delivery, Administration and program management included in monthly service fee.

BETU estimate on 120 reports, estimated expense for reports is \$596,500 for 120 reports, this equates to an average cost of \$4,970.83 per report.

ConSol review notes;

HETU cost per audit was based on average of audit type. The estimated cost are highlighted in red font.

BETU estimate based on 104 reports, estimated expense for reports is \$444,500 for 104 reports, this equates to an average cost of \$4,274.04 per report.