

SCHEDULE D:

COMPENSATION TO ESCO

Total compensation from Customer to ESCO shall be \$10,937,472. Details of the components of this compensation and other program-related fees is provided on the following page. This total is comprised of the total of all "Turnkey Implementation Costs" shown on the table, as well as the IGA Fee shown under "Other Required Program Costs."

1. CHANGES IN THE CONTRACT SUM:

- a) Any overage in the cost of the Scope of Work in SCHEDULE A (EQUIPMENT TO BE INSTALLED BY ESCO) shall be the responsibility of ESCO.
- b) Changes to the contract sum are warranted for, but are not limited to: Hazardous materials, additions or modifications to the Scope of Work, and Differing Site Conditions. All additional costs associated with these items shall be the responsibility of Customer.

2. PAYMENT PROCEDURES

- a) Project Mobilization: The initial Application for Payment shall include all project development and engineering expenses, as well as 10 percent of the remaining total compensation to allow for mobilization of ESCO and subcontractors.
- b) Progress Payments: ESCO shall provide a monthly Application for Payment to Customer for work completed during the previous month. Customer shall make payment in the manner and within the time provided.
- c) Invoice Notification: The Application for Payment will be emailed to the City of Lawrence Sustainability Director at: ehorn@lawrenceks.org. Customer will have 30 days to review and process invoices for work completed.
- d) Retention: Until the Project is complete, as identified as a line item in the Schedule of Values, Customer will pay ninety percent (90%) of the amount due to ESCO on account of progress payments. This 10% retention shall be paid in conjunction with Acceptance of Project Completion for each Project identified in the Schedule of Values, which shall not be unduly withheld.
- e) Schedule of Values: ESCO will prepare and submit a complete schedule of values along with initial Application for Payment. Projects listed as line items in the Schedule of Values will be treated as individual projects for the purposes of Progress Payments, Project Completion, and withholding of retention amounts.
- f) Final payment application: After completing all project closeout requirements, ESCO will submit final Application for Payment with supporting documentation not previously submitted and accepted, including, but not limited, to evidence that each item has been completed or otherwise resolved from the Customer's Punch List. Customer will perform the final inspection as called for after being notified of Project Completion by ESCO.
- g) Failure of Payment: If the Customer does not pay ESCO within seven days after the date established, then ESCO may, upon written notice to the Customer, stop the Work until payment of the amount owing has been received. The Contract Time shall be extended appropriately and the Contract Sum shall be increased by the amount of the ESCO'S reasonable costs of shut-down, delay and start-up, plus interest

3. COMPENSTAION NOTE

- a) The table below outlines the summary of costs to be paid in association with this project. These are definitions of Customer expenditures that may be found elsewhere in this contract or supporting documents.

\$10,873,472	This is the final project pricing of all of the energy saving projects.
\$10,937,472	This is the final project pricing plus the fee for the investment grade audit (\$64,000). This is the amount we are entering into a contract with 360 for.
\$11,033,159	This is the final project pricing plus the fee for the Investment Grade Audit plus the FCIP program fee. This is the amount for which the City will be issuing bonds.
\$11,288,159	This is an estimate of the total project financing amount (\$11,033,159 plus cost of issuance).

Turnkey Implementation Cost	Cost	Energy Savings	Maint. Savings	Total Savings	Payback
Community Health: Replace Chiller with Premium Efficiency Unit	\$209,897	\$18,884	\$18,497	\$37,381	5.6
City Hall: Replace Cabinet Heaters	\$18,488	\$2,949	\$113	\$3,062	6.0
City-Wide: Building LED Retrofits, Replacements & Controls	\$1,457,914	\$165,858	\$35,893	\$201,751	7.2
Lawrence Arts Center: Replace Chiller with Premium-Efficiency Unit	\$185,472	\$8,230	\$10,455	\$18,685	9.9
Public Works: Pole Lighting Upgrades - Downtown, Parking Lots, e	\$381,913	\$30,315	\$3,947	\$34,262	11.1
City-Wide: Building Weatherization	\$145,831	\$13,068	\$0	\$13,068	11.2
City Wide: HVAC Controls Upgrades, Additions and Optimization	\$1,108,567	\$76,766	\$3,771	\$80,537	13.8
Solid Waste Office: Replace Packaged Unit	\$18,637	\$976	\$357	\$1,333	14.0
Airport Terminal: Split System HVAC Replacements	\$30,148	\$970	\$1,064	\$2,034	14.8
Parks and Rec: Area Lighting in Parks	\$299,049	\$16,967	\$2,389	\$19,356	15.4
Community Health: Install Electronic Air Cleaner Filtration	\$96,294	\$5,149	\$804	\$5,953	16.2
Indoor Aquatic Center: Energy & Indoor Air Quality Improvement	\$1,760,249	\$71,070	\$22,805	\$93,875	18.8
Fire Station #5: Solar Power Installation	\$241,308	\$12,583	\$0	\$12,583	19.2
Fire Station #2: Replace Outdated Rooftop Units	\$44,824	\$748	\$696	\$1,444	31.0
Fire Station #3: Replace Aging Rooftop Units	\$58,451	\$738	\$1,081	\$1,819	32.1
East Lawrence Rec Center: Replace Outdated Packaged Units	\$154,399	\$2,138	\$1,978	\$4,116	37.5
City Hall : Replace Windows	\$347,017	\$5,556	\$3,522	\$9,078	38.2
Community Health: Replace Boilers	\$270,409	\$0	\$5,282	\$5,282	-
Holcom Recreation Center: New Packaged HVAC System	\$382,439	\$5,279	\$1,436	\$6,715	-
Community Building: Replace Aging Packaged Units	\$394,559	\$3,051	\$3,634	\$6,685	-
Outdoor Aquatic Center: Boiler Replacement	\$71,566	\$0	\$1,181	\$1,181	-
Parks and Rec: Sports Field Lighting	\$1,288,718	\$6,981	\$6,259	\$13,240	-
Outdoor Aquatic Center: HVAC System Renovations	\$46,716	\$285	\$227	\$512	-
New Hampshire Parking Garage: Replace HVAC Units with Gas H	\$49,923	\$72	\$462	\$534	-
Prairie Park: HVAC System Upgrade	\$159,136	\$0	\$1,419	\$1,419	-
Fire Station #3: Replace Roof	\$129,138	\$276	\$432	\$708	-
Community Health: Replace Roof	\$278,593	\$307	\$0	\$307	-
Holcom Rec Center: Sports Field Lighting and New Poles	\$955,669	\$970	\$0	\$970	-
Community Building: Replace Roof	\$281,462	\$116	\$0	\$116	-
Vehicle Maintenance Office: Add Ductless Mini Split for Server R	\$6,685	\$0	\$0	\$0	-
	\$10,873,472	\$450,302	\$127,704	\$578,006	18.8

Other Required Program Costs	Cost
FCIP Fee	\$95,687
IGA Fee	\$64,000
Anticipated Cost of Financing	\$255,000

Total Project Amount Financed

\$11,288,159

Note: Savings figures depicted on this page differ from those shown in SCHEDULE C: ENERGY SAVINGS GUARANTEE. Figures on this page represent the potential total energy savings calculated for the entire project; approximately 92% of the total calculated savings are guaranteed by the ESCO and shown in SCHEDULE C: ENERGY SAVINGS GUARANTEE. Customer, ESCO and the FCIP agree that the savings in SCHEDULE C: ENERGY SAVINGS GUARANTEE shall be the guaranteed savings, and the figures reflected above are for illustrative purposes only.