



### Direct Job Impact for ESPC Projects

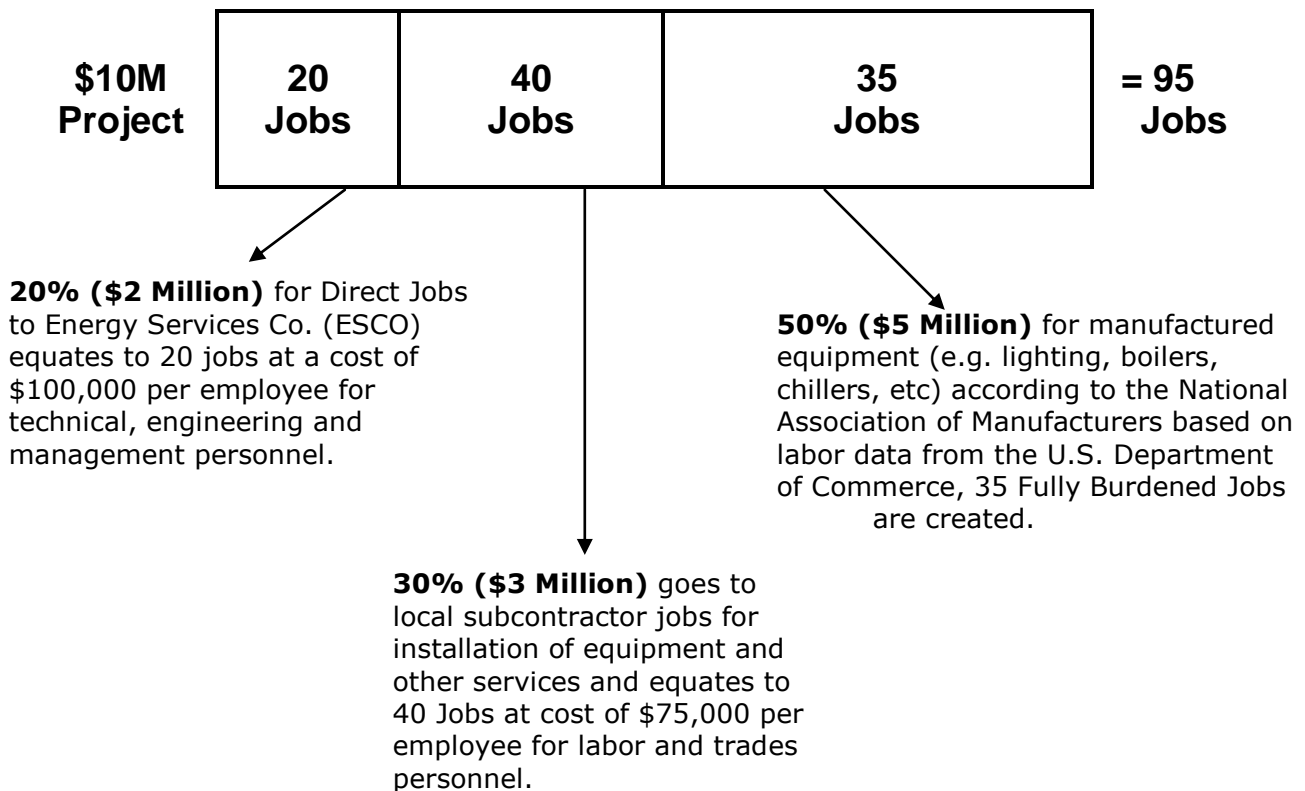
Assuming a typical \$10 million ESPC project, there is a direct job impact to the ESCo of approximately 20% or \$2 million of the total project. This \$2 million equates to 20 jobs for the ESCo, based on a \$100,000 fully burdened cost per employee<sup>1</sup>.

Approximately 30% (\$3 million) of the ESPC project represents the associated subcontracted installation work. Using a \$75,000 fully burdened cost per employee<sup>2</sup>, there are 40 jobs created for the subcontracted work.

Finally, 50% of the project cost (\$5 million) is represented by the equipment purchased create an additional 35 jobs according to the US Department of Commerce and the National Association of Manufacturers.

The total project job impact for a typical \$10 million ESPC is 95 jobs.

#### A Typical \$10 Million Energy Savings Performance Contract



<sup>1</sup> \$100,000 per employee cost for technical, engineering and management personnel (fully burdened).

<sup>2</sup> \$75,000 per employee cost is for labor and trades personnel (fully burdened).