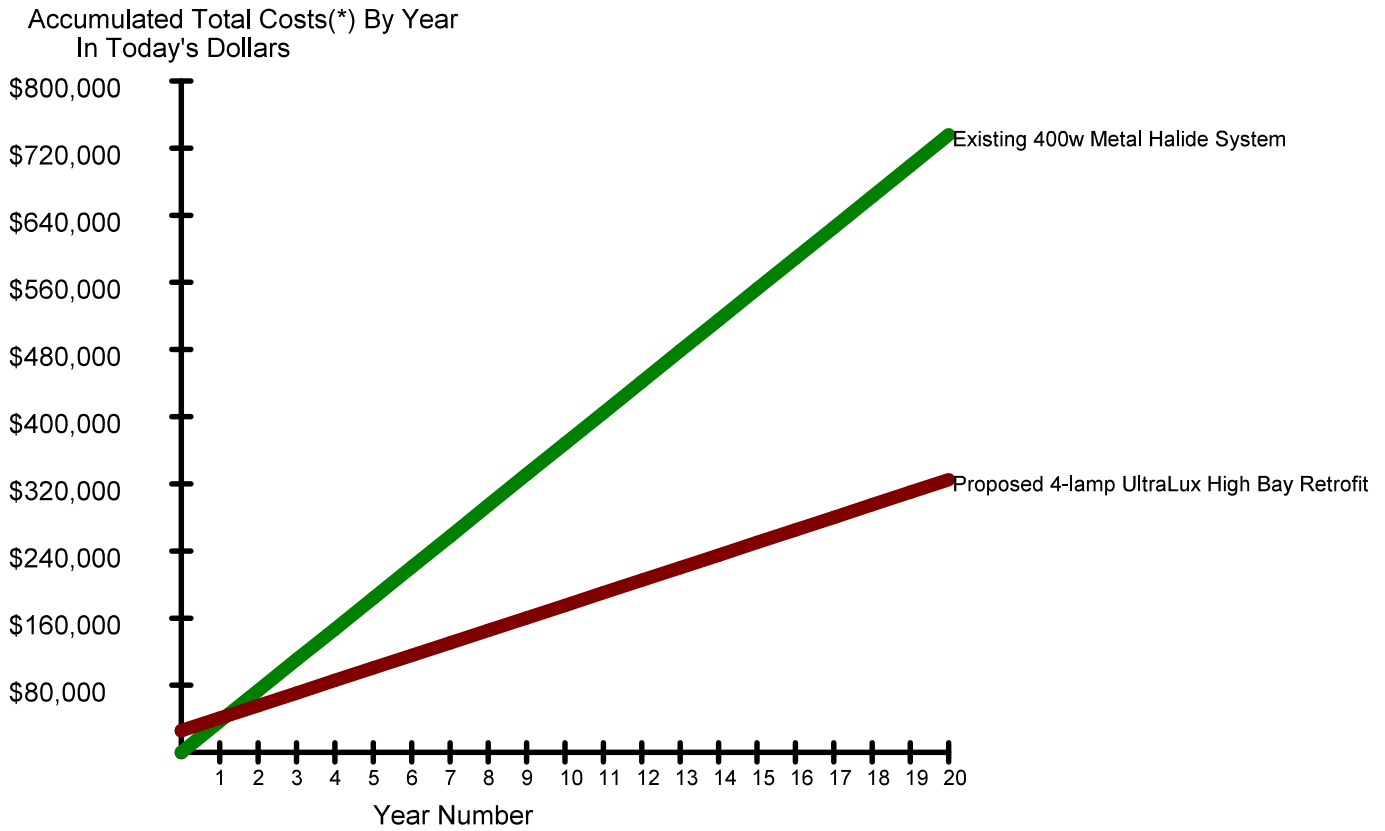


**Sample Retrofit Energy Analysis  
200 Fixtures**

	Existing 400w HID	UltraLux 4-Lamp High Bay Retrofit
<b>Initial Costs</b>		
Luminaires	\$0.00	\$25800.00
Luminaire Installation Costs	\$0.00	\$0.00
KW Load of the Lighting	92.000	37.400
Luminaire Wiring Costs	\$0.00	\$0.00
Compensating A/C (tons)		
Cost of A/C Equipment		
Heating From Lighting (kBTUs/hr)		
Savings in Heating Equipment		
Initial Cost of Lamps	\$0.00	\$0.00
Additional Initial Costs	\$0.00	\$0.00
Sub-total	\$0.00	\$25800.00
Taxes on Initial Costs	\$0.00	\$0.00
<b>TOTAL INITIAL COSTS</b>	<b>\$0.00</b>	<b>\$25,800.00</b>
Relative Initial Costs	0.00	0.00
<b>Average(*) Annual Costs</b>		
Lighting Energy	\$36800.00	\$14960.00
KW Load of the A/C		
A/C Energy		
Maintenance of A/C Equipment		
Heating Hours		
Heat From Lighting (MBTUs)		
Heating Savings		
Savings on Maintaining Heating		
Cost of Replacement Lamps	\$0.00	\$0.00
Cost of Labor for Relamping	\$0.00	\$0.00
Cost of Replacing Ballasts	\$0.00	\$0.00
Cost of Cleaning Luminaires	\$0.00	\$0.00
Additional Annual Costs	\$0.00	\$0.00
Sub-total	\$36800.00	\$14960.00
Insurance	\$0.00	\$0.00
Property Taxes	\$0.00	\$0.00
Reduced Income Tax Liability	\$0.00	\$0.00
<b>TOTAL ANNUAL COSTS</b>	<b>\$36,800.00</b>	<b>\$14,960.00</b>
Relative Annual Costs	1.00	0.41
<b>Analysis</b>		
Simple Payoff (years)	Base Case	1.18
Discounted Payoff (years)	Base Case	1.18
Internal Rate of Return (%)	Base Case	84.7
Total Net Present Value of Costs	\$736,002	\$325,003

(\*) = All annual costs represent an average over the system life.

Sample Retrofit Energy Analysis  
Present Value



(\*) = All annual costs represent an average over the system life.