PERALTA COMMUNITY COLLEGE DISTRICT

Board of Trustees Agenda Report

For the Trustee Meeting Date of November 10, 2015

ITEM TITLE:

Consider *Ratification* of a Chancellor Approved Letter of Intent of an Agreement with Schneider Electric USA Inc. for the Microgrid Project at Laney College.

SPECIFIC BOARD ACTION REQUESTED:

Ratification is requested of a Chancellor approved letter of intent of an Agreement with Schneider Electric USA Inc. for the Microgrid Project at Laney College at no upfront financial obligation to the District.

ITEM SUMMARY:

On October 6, 2015, the Chancellor authorized for Schneider Electric USA Inc. to prepare a proposal, responding to the California Energy Commission's (CEC) grant (GFO-15-308), Reducing Costs for Communities and Businesses Through Integrated Demand-Side Management and Zero Net Energy Demonstrations. If successful, the District has an opportunity to receive about a $5 million grant funding to install a Microgrid system.

This letter of intent agreement is a pre-agreement in a good faith effort for the vendor to undertake and complete the drawings and technical scope of work to enable the District to compete for the CEC grant. The District intends to apply for the grant, that is expected to reduce the Laney College's energy cost approximately $77,000 - $400,000 annually. Also, the District intends to negotiate an agreement with Schneider Electric for the implementation of this fuel cell technology and perform their design and engineering services as outlined in the letter of intent. If the District fails to reach an agreement with the vendor, the administration will then procure the design and engineering for $72,000 and open the project for bidding.

The Chancellor recommends approval.

SOURCE OF FUNDS (AND FISCAL/BUDGETARY IMPACT):

The funding sources for the microgrid system are: (1) California Energy Commission grant; (2) rebates through the self-generation incentive program (SGIP), administered by the California Public Utilities Commission (CPUC) and Pacific Gas & Electric (PG&E) Corporation; and, (3) 20% of project cost contribution from the District energy rebate.

BACKGROUND/ANALYSIS:

The District was in discussion with Schneider Electric Corporation and Doosan Corporation (both make up a collaborative partnership), to install a renewable energy electricity system, on the Laney College campus. A cost-benefit analysis was completed by both companies. The projected cost of the microgrid energy storage system is $5 - $7 million. This projection is based on the preliminary engineering feasibility analysis. A more in-depth engineering analysis is required to obtain more precise estimates. The annual savings are a conservative estimate. The cost of the natural gas, required to run the fuel cell, is estimated at the higher end of the expected range. Potential savings from load shifting and peak demand shaving are excluded from the computation. Peak demand shaving is dependent on campus operations and approval. The California Energy Commission might allow the District to apply a relevant

portion of the cost of its commissioning project, for Laney College, as in-kind contribution, toward the District's 20% cost-share requirement, under the grant. Schneider and Doosan are awaiting the CEC's response to this question. If the response is favorable, it could reduce the District's cost share to $700k - $1.1 million.

Cost Benefit Analysis for Microgrid Fuel Cell and Battery Energy Storage System	
Total Cost:	$5 - $7 million
District Cost Share:	$1 - $1.4 million
Net Annual Savings:	$70,000 - $400,000
Simple Payback Period:	7 - 8 years
10-year Positive Cumulative Cashflow:	$790,000

Since this is an "energy conservation project," the California Government Codes 4217 allow any public agency to sole source and enter into an energy service contract, if the Governing Board of Trustees determines it is in the best interests of the District. A determination will be made at a regularly scheduled public hearing and public notice will be given at least two weeks in advance, and if the governing body finds:

> *"That the anticipated cost to the public agency for… conservation services provided by the energy conservation facility under the contract will be less than the anticipated marginal cost to the public agency of thermal, electrical, or other energy that would have been consumed by the public agency in the absence of those purchases."*

After receiving the grant, a Notice of Public hearing will be posted giving notice of the intention to enter into an energy services contract, in compliance with the Government Code Section 4217. Public comments will be invited and heard at the regular Board of Trustees meeting scheduled.

DELIVERABLES AND SCOPE OF WORK:
Schneider Electric USA Inc. will prepare a grant application responding to the CEC grant.

ANTICIPATED COMPLETION DATE:
The anticipated project completion date is December 30, 2015.

ALTERNATIVES/OPTIONS:
NA

EVALUATION AND RECOMMENDED ACTION:
The administration recommends the *ratification* of this Chancellor Approved Letter of Intent of Agreement with Schneider Electric USA Inc. to prepare a CEC grant application.

OTHER DEPARTMENTS IMPACTED BY THIS ACTION (E.G. INFORMATION TECHNOLOGY):
YES _____ **NO** ____X____

COMMENTS

WHO WILL BE PRESENTING THIS ITEM AT THE BOARD MEETING? Vice Chancellor Ikharo

(*****Board contract approval is subject to negotiation and execution by the Chancellor.)

DOCUMENT PREPARED BY:

Prepared by: *Dr. Sadiq B. Ikharo* Date: October 28, 2015

Vice Chancellor of General Services

DOCUMENT PRESENTED AND APPROVED BY:

Presented and approved by: *Dr. Sadiq B. Ikharo* Date: October 28, 2015

Vice Chancellor of General Services

FINANCE DEPARTMENT REVIEW

__X__ Finance review required _____ Finance review *not* required

If Finance review is required, determination is: __X__ Approved ____ Not Approved

If not approved, please give reason: _____

Signature: *Ronald D. Little II*

Ronald D. Little II, Vice Chancellor for Finance and Administration

GENERAL COUNSEL (Legality and Format/adherence to Education Codes):

__X__ Legal review required _____ Legal review *not* required

If Legal review is required, determination is: __X__ Approved ____ Not Approved

Signature: *Nitasha Sawhney*

Nitasha Sawhney, Acting General Counsel

CHANCELLOR'S OFFICE APPROVAL

__X__ Approved, and Place on Agenda ____ Not Approved, but Place on Agenda

Signature: *Jowel C. Laguerre*

Dr. Jowel C. Laguerre, Chancellor

October 6, 2015

Dr. Jowel C. Laguerre
Chancellor
Peralta Community College District
Chancellor Office
333 East 8th Street, Oakland, CA 94606

Re: Microgrid Project / Letter of Intent Agreement

Dear Dr. Laguerre,

It is mutually understood that your organization is interested in the development of a microgrid /distributed energy resource project at their facility. This letter is to authorize Schneider Electric to proceed with Detailed Design, Engineering & Development of this proposed project at no upfront financial obligation to the customer.

It is the present intent of Peralta Community College District ("Customer"), to award a contract for the detailed design, engineering and construction (Development) of such a facility located at Laney College, 900 Fallon St., Oakland, CA ("Project") to Schneider Electric USA, Inc. ("Schneider"). Pending execution of the definitive contract ("Definitive Contract") for the Project, the relationship between the Customer and Schneider will be governed by the terms of this interim letter of intent agreement ("Letter Agreement"). In consideration of the mutual promises set forth below, Customer and Schneider hereby agree as follows:

1) Schneider will work closely with Customer throughout the development of the design and engineering to accurately define Customer's project requirements. Upon execution of this Letter Agreement, Schneider shall commence performance of the following Development tasks:

   a) Objectives and Requirements Definition
   b) Survey of Existing Assets / Infrastructure
   c) Grant Application
      i) Economic Feasibility
      ii) Technical Feasibility
   d) Stage 3 (25%) Design – Required upgrades and additions – Controls required to meet objectives
   e) Develop project pro forma (technical, budget and schedule)
   f) Complete and submit California Energy Commission (CEC) Grant application
   g) Complete and submit Self Generation Incentive Program (SGIP) Application if necessary (e.g. if CEC grant is not obtained).

2) At such time that the design and engineering for the Project is approximately 25% complete Schneider will provide Customer with a proposal for the construction of the Project (the "Proposal"). The Proposal will include 25% design and engineering documentation for review, along with firm pricing (+/- 10%), and projected CEC and/or SGIP Incentive amounts; as to the cost of the delivering the Project. The price set forth

in this Proposal will include all compensation required by Schneider for the design and construction of Project.

3) Customer and Schneider will commence negotiation of a Definitive Contract based upon the Proposal. Customer and Schneider will use their best efforts to conclude such negotiations and execute the Definitive Contract within ten (10) business days of award/reservation of grant funding. If the Definitive Contract is not executed within this timeframe then the negotiations may be extended by mutual agreement. Schneider will continue development of the Project design and engineering during such negotiations.

4) If a Definitive Contract is executed by Customer and Schneider, it shall be the sole and exclusive contract with respect to Project and shall fully supersede and replace this Letter Agreement, which shall have no further force or effect.

5) If the Definitive Contract is not reached and the parties do not agree to extend negotiations, Customer will have two options:
   a) If the grant proposal that is submitted is not awarded/reserved by the funding body (CEC or SGIP program), then the Customer may terminate this Letter Agreement with no further obligation to Schneider, and in such event Schneider will retain all right, title and ownership in and to the Project design and engineering (including all documents and designs delivered to Customer as of such date) and Customer will have no right to use such design and engineering for the Project or any other purpose; or
   b) Customer may purchase the design and engineering for the Project from Schneider for the sum of $72,000, payable in cash immediately upon receipt of Schneider's invoice, and Customer will thereafter have the unlimited, non-exclusive right to use such design and Engineering in order to complete the development of the Project.

This Letter Agreement shall be governed by the laws of the State of California.
If the terms of this Letter Agreement accurately reflect your agreement with us, please sign where indicated below and return one original to me for my files. We look forward to a successful and rewarding project.

SEEN AND AGREED:

Schneider Electric USA, Inc	Peralta Community College District
By: Ma P. l	By:
Name: MARINA PEROSI	Name: Dr. Jowel C. Laguerre
Title: ACCOUNT MANAGER	Title: Chancellor

Sincerely,

David Reed
Solutions Development Leader
Schneider Electric
(857)600-1120
david.reed@schneider-electric.com

Microgrid & Distributed Energy Generation

Peralta CCD Microgrid System Project

Energy & Sustainability Services

The Power of Partnership

Agenda

- Microgrid…What is it?
- Alliance Partners
- Grant Objectives
- Solution Overview
- Financial Summary
- District Benefits
- District Commitment
- Next Steps?

Our Microgrid Performance

- 20 years experience
- 300+ successful control and microgrid projects completed
- Ranked #1 in low and medium voltage distribution worldwide
- 99.999% onsite reliability performance without redundancies and reserves
- 490 US-based employees, including 250 degreed electrical and power system engineers

Schneider Electric… Global Reach, Award-Winning Expertise

- 185,000 employees focused on energy and sustainability
- Offices in more than 100 countries
- Award-winning industry steward
- Energy expertise from supply to demand
- #9 on the 2014 Global 100 ranking of Most Sustainable Companies

We Are the Partner of Choice for Business Across All Industries

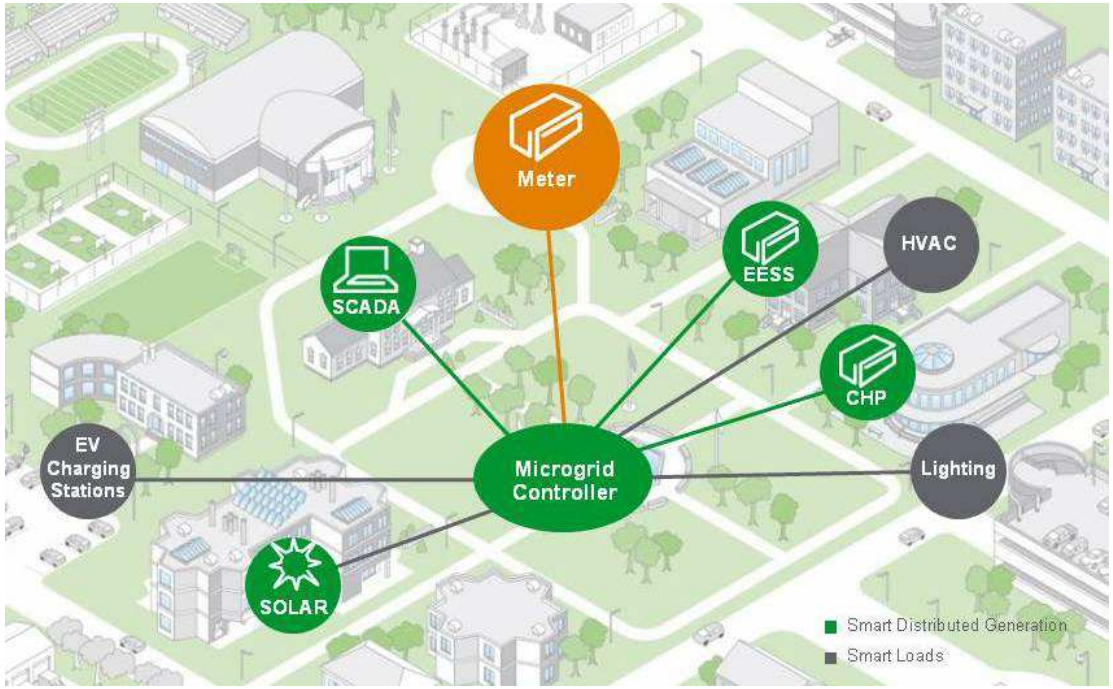
Our Customers

Education | Commercial & Industry | Government | Data Center | Healthcare

Microgrid?

US DOE: Definition of a MicroGrid

A group of interconnected loads and distributed energy resources (DER) with clearly defined electrical boundaries that acts as a single controllable entity with respect to the grid [and can] connect and disconnect from the grid to enable it to operate in both grid connected or island mode."



Microgrid Benefits

- Reduce Dependence on PGE
- Increased Resiliency and Reliability
- Efficiency & Cost Optimization
- Ability to Island Critical Load

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Alliance Partners

- Global specialist in energy management
- Worlds largest supplier
  - Low & medium voltage equipment
  - Industrial Automation
- 2014 Revenues $32.0 billion
- 170,000 Employees

- 50 years of fuel cell experience
- 110 MW Installed
- 12 million hours of fleet field operation
- 98% Availability
- 2014 Revenues $22 billion
- 42,000 Employees

CEC Grant Objectives

- Demonstrate Zero Net Energy Technologies
  - Majority funds slated for disadvantage communities
  - Reduced dependency from PG&E
  - Demonstrate path to ZNE via Advanced technologies
    - Onsite generation
    - Microgrid Controls / HVAC Controls
    - Energy Storage

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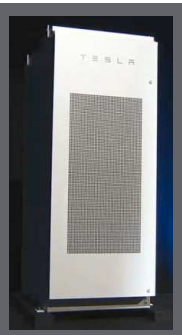
Solution Overview

Doosan Fuel Cell



Tesla Gen 2 Battery Pack

1. Build Microgrid that meets Grant funding requirements
2. Utilize new and existing Distributed Energy Resources
3. Include Cost effective & Commercially available advanced technologies
4. Provide all required electrical, metering and controls infrastructure to allow for control of DERs during grid-connected and grid-independent operation of the campus

Distributed Energy Resource	New/ Existing	Purpose
(2) Doosan Model 400 Fuel Cells	New	Provide baseload, clean power generation
(1) Tesla Generation 2 stationary battery energy storage system	New	Provide peak shaving to reduce demand charges
Schneider Electric StruxureWare DSO software/hardware	New	Control of all Distributed Energy Resources to optimize usage for cost savings
Schneider Electric Microgrid Controller	New	Control of all Distributed Energy Resources to achieve stable operation during grid outage
Solar PV	Existing	Provide renewable solar power to campus
“Shedable” and “Shiftable” electric loads (typically HVAC loads and non-critical buildings)	Existing	Provide cost savings by reducing demand charges and/or provide stability during island mode by reducing load when necessary

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Preliminary Financial Summary

Current PG&E Consumption

- $1,050,000 Current Energy Spend
  - 6,500,000 kWh/YR
  - 260,000 therms Natural Gas / YR
- Total Cost of Project: $5-7M
- Cost Share Required from PCCD: $1-2M
  - Cash or Financed
  - "In-kind" work (e.g. Metering project)
- Net Savings from the Project: $70-400k / YR (including Fuel Cell Gas)

Future PG&E Consumption

- $65,000 Future Energy Spend
  - Net zero or near net zero kWh/YR
  - 110,000 therms Natural Gas / YR
- Fuel Cell Gas: Natural Gas or Directed Bio Gas
  - 655,000 therms /YR
- Simple Payback: 7-8 Years
- ROI: 5-7%

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District Benefits

- Path to Zero Net Energy
  - A goal in the California Strategic Plan
  - Consistent with AB 32 – GHG Reduction
- Energy cost reduction
  - No high peak rates and demand charges from PG&E
- GHG reduction
  - Cleaner fuel sources than grid produced power
- Water savings
  - Realized at power generation source
- Reduce maintenance on Pool Heater
  - Will use Fuel Cell waste heat instead
- Reduced reliance/dependence from PG&E
  - Laney will have the ability to be grid independent
- Community Center operates when PG&E grid is down

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State of California Energy Policy

> Assembly Bill (AB) 32, is a California State Law that fights climate change by establishing a comprehensive program to reduce greenhouse gas emissions from all sources throughout the state.

- Doosan PureCell fuel cells are exempt from AB 32 GHG emission requirements

> SB350 the Governor has called for a new set of objectives in clean energy, clean air, and pollution reduction for 2030 and beyond.

- to increase from 33 percent to 50 percent, the procurement of our electricity from renewable sources.
- To double the energy efficiency savings in electricity and natural gas final end uses of retail customers through energy efficiency and conservation.

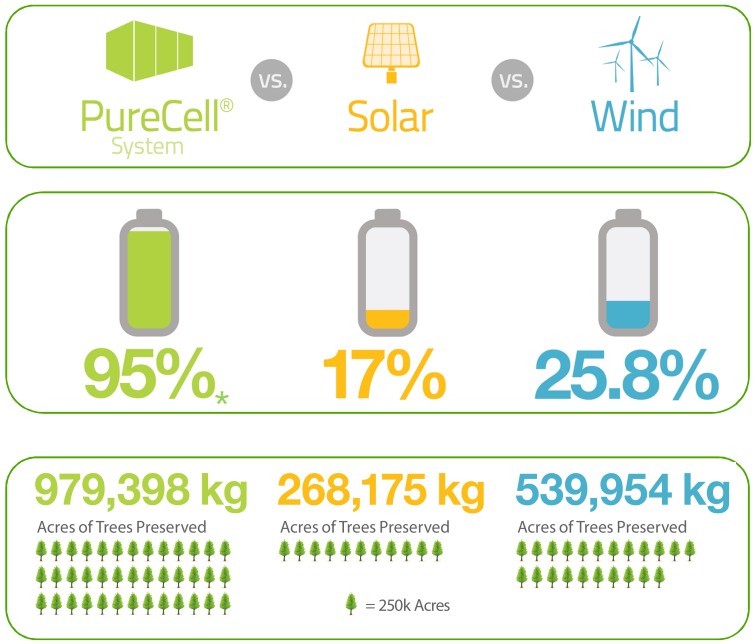
CLEAN ENERGY OPTIONS

CAPACITY FACTOR
(availability)

Annual output divided by the rated AC output for 8760 hours.

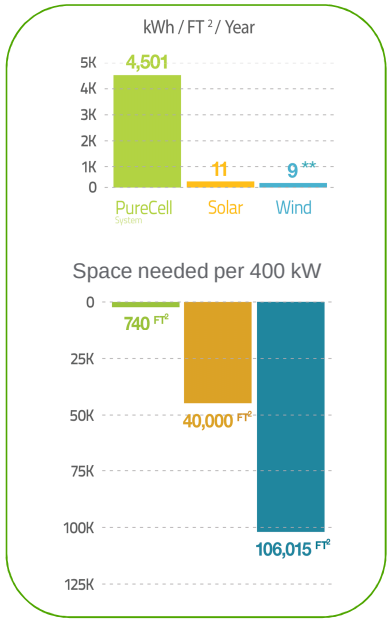
ANNUAL CO_2 REDUCTION

Carbon dioxide (CO_2) saved annually, measured in kilograms, when compared to typical central generation.



* Based on 50% heat use. 554,245 kg/year with no heat use.
**9kWh/ft2/yr (based on setback requirements).

ENERGY DENSITY



District Commitment - CEC Grant

$5 to $7M	Estimated Project Cost
- 20%	Matching Funds Requirement
$1 to $1.6M	Matching Funds

Grant Applications are due Nov 20, 2015 @ 3:00 PM

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Due Diligence

Invitation – US DOE Solar Decathlon
Schneider Electric -Sponsor - since 2009
Come see our Microgrid!

ORANGE COUNTY GREAT PARK,
IRVINE, CALIFORNIA
OCTOBER 8-18, 2015

Invitation – Schneider Electric – CA Office
Come see our Battery Project!

COSTA MESA, CALIFORNIA
When Convenient

Invitation – Doosan – Fuel Cell
Come see our Fuel Cell Project!

SAN JOSE, CALIFORNIA
When Convenient

Invitation – Tesla – Energy Storage
Come see our Gen I & II Battery!

TESLA
PALO ALTO, CALIFORNIA
When Convenient

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Short Term Next Steps?

1) Client/Board Decision by 10/20/15
2) Sign Letter of Intent – 10/23/15
3) Site Visit / Proceed with Engineering – 11/2/15
4) Adjustments to meet Technical and CEC Grant Requirements
5) Finalize Preliminary Feasibility Study – 11/15/15
6) Client Review Approval of Application – 11/16/15
7) Submit Grant /Incentive Application – 11/20/15

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Make the most of your energy℠

Microgrid Project Examples

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Net Zero - Project Example

US Coast Guard, Puerto Rico

Location: San Juan, Aquadilla, Borinquen PR

Investment :
$49,984,324

Annual savings:
$1,862,504 / year
+ 4M kWh @ 8% < utility

This project was the **first to combine** a Renewable Energy Services Agreement in a federal DOE ESPC.

Scope of Work: Over 300 Coast Guard facilities received the following ECMs:

- Building Automation System optimization
- Improved indoor air quality
- Lighting retrofits and controls
- Water conservation measures
- Variable Refrigerant Flow (VRF) cooling units
- Cool roofing systems
- Solar window tinting
- ~3 MW of solar photovoltaic power was installed onsite, financed and owned by a third party and operated and maintained by Schneider Electric
- 13 months construction timeline met
- **no change orders**

Total Impact: 28% energy reduction + 35% renewable energy production = net zero

Energy Efficiency & Renewable - Project Example

General Services Administration, Region 7

Location:

Multiple sites across Texas

Investment:
$17,934,397

Annual savings:
$1,031,290 / year

Scope of work: A total of 14 federal buildings in eight different Texas cities received the following ECMs:

- 935 kW of solar PV was installed across five sites.
- Building Automation System integration
- Central plant upgrades
- Data center controls upgrades
- Lighting retrofits and controls
- Water conservation
- Irrigation system controls
- ~ 7M feet 2

Energy and Water Savings + Dietributed Generation

Load Preservation Microgrids - Project Example

Chevron Refining

Location: Several locations including California, USA

Investment:
~$4.5 Million

Annual savings:
Tens of million in outages 1999-2013

Scope of work: Design, engineer and construct a load preservation Microgrid for 165 MW co-generating systems serving 185 MW load in initial phase. 90% net zero (gas fired CHP):

- 7 cycle islanding to preserve steam system and cogeneration from tripping offline
- 100 breakers shed at high, medium and low voltage, closed transition
- Export of power to CA Utility
- Integration of sequence of events recording
- Typical of 15 similar projects in chemicals, refining and paper
- Existing CHP retrofits
- Completed 1999, 2012 upgrades , additions ongoing

CUSTOMER PROFILE - EDUCATION

UCONN
UNIVERSITY OF CONNECTICUT

PROJECT DETAILS

- 400 kW fuel cell installed 2012
- Continuous-duty baseload operation
- Heat recovery for space heating, space cooling, domestic hot water

2013 CT DEEP MICROGRID AWARD RECIPIENT

- Electrical gear upgrade to enable isolation of entire campus
- Fuel cell will work with solar PV and back-up gensets to power critical loads across multiple buildings

DOOSAN

CUSTOMER PROFILE – CBS Studios

"We will substantially increase our energy security by being able to continue operations in the event of a grid outage and, equally important, the installation is projected to reduce our impact on the environment and provide significant energy cost savings for our business."

Michael Klausman,
President of CBS Studio Center & Senior VP Operations TV City

CBS STUDIO CENTER

- 1.2 MWs of fuel cells powering 40% of power needs for 18 sound stages and production and office facilities
- Chiller application

CBS TV CITY

- 1.2 MWs of fuel cells powering 60% of power needs for 8 sound stages and office facilities
- Chiller application as well as space and hot water heating

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www.microgrids.schneider-electric.us

Thank you!

David Reed
857-600-1120
david.reed@schneider-electric.com

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TESLA

STATIONARY ENERGY STORAGE SYSTEM

Based on the powertrain architecture and components of Tesla electric vehicles, Tesla stationary storage systems deliver broad application compatibility and ease of installation by integrating DC batteries, power electronics, thermal management and controls. 100kWh battery blocks are grouped to scale from 500kWh to 10MWh+ for utility scale systems.

APPLICATIONS

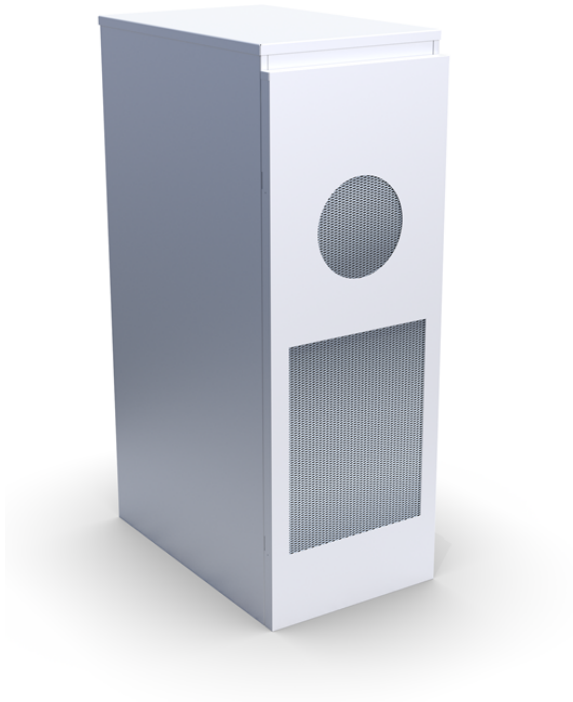
Demand Charge Reduction **Load Shifting** **Demand Response**	**Emergency Backup** **Microgrid**	**Ancillary Services** **Renewable Firming**

Systems are capable of 2hr or 4hr continuous net discharge power. Internal liquid thermal management is coupled with industry leading energy density and combined with bi-directional inverters optimized by application.

Tesla's grid tied inverter provides a high efficiency, modular option for utility scale systems. The inverter utilizes Tesla's high frequency PWM inverter architecture and closed loop control algorithms to ensure reliable operation.

TECHNOLOGY

Small form factor, Tesla-designed cells are arranged into mechanically independent modules, each with monitoring and control systems. An automotive-grade thermal control system automatically adjusts system temperature to optimize performance and lifecycle.



COMMUNICATIONS

An integrated communications gateway supports Cellular GSM and Ethernet connectivity to allow continuous firmware updates and control commands per IEC61850 through a web control interface.

EXPERTISE

Tesla has over 40,000 independently controlled battery systems in vehicles around the world. Collectively, they have powered over 500 million miles of driving.

CONTACT : storage@teslamotors.com

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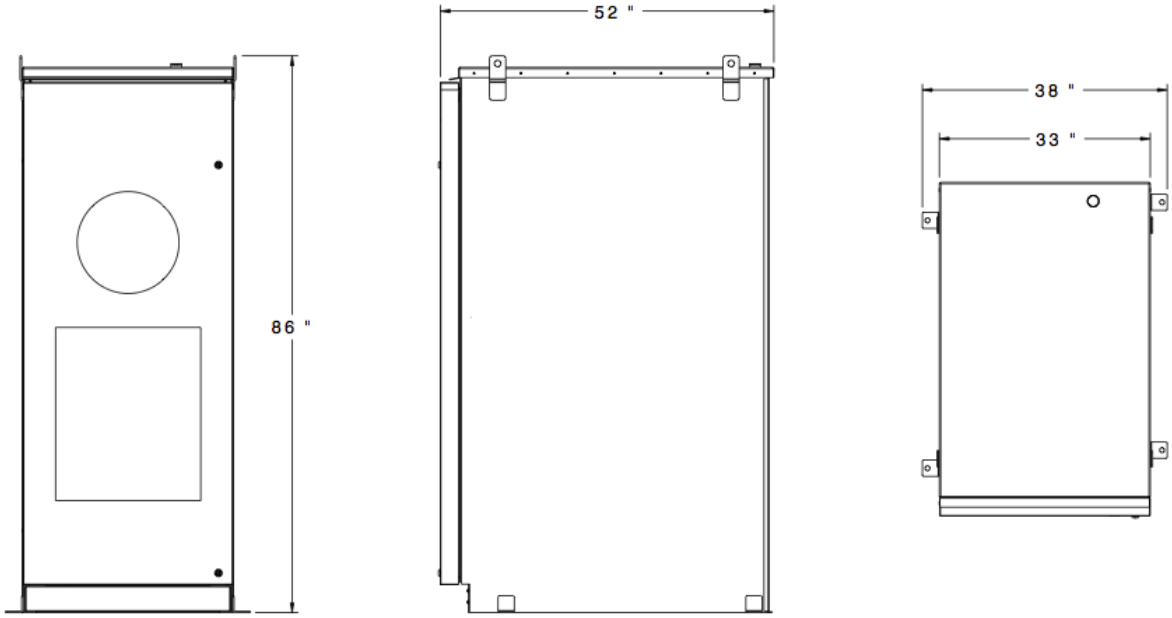
SPECIFICATIONS



Mechanical and Mounting

Enclosure	NEMA 3R
Weight	1800 kg / 3970 lbs
Dimensions	L: 52” (1321mm) W: 38” (966mm) H: 86” (2185mm)
Installation	Crane Unit ships on removable 130mm tall pallet Removable lifting eyelets
Operating Temperature	-30C to 50C

Regulatory

Lithium-Ion Cells	UL 1642
System (planned)	UL 1973, 9540
Bi-Directional Inverter	UL 1741, IEEE 1547

Electrical

Voltage	+/- 450 VDC
Continuous Charge and Discharge Power	2hr or 4hr
Rated Storage Capacity	100kWh
System Efficiency @ C/2	84% Roundtrip
System Efficiency @ C/4	86% Roundtrip

*Net energy delivered at 480VAC and 25ºC ambient temperature

Communications

Modbus
DNP3

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Preliminary Financial Summary

EXAMPLE Project Financial Performance

Key Inputs:

- PCCD Cost Share: $1.545M
  - Assumes cash investment
- Discount Rate: 3%
- 75% Directed Biogas, CA-supplied

NPV:	$359,132
Simple Payback:	7.9 years
IRR:	6%

Estimates below are shown as an example only, and will change based on:

- PCCD Cost Share amount and type (min. 20% of project, can us “in-kind” work)
  - Assumes cash investment (i.e. No “in-kind” work from metering project, etc.)
- Natural gas vs. Biogas
  - Natural gas is significantly cheaper, but may not meet CEC grant requirements
  - Biogas source: non-California biogas expected to be cheaper
- Actual Construction Scope
  - Highly dependent on existing infrastructure condition, location and accessibility
  - Location/distance to controllable loads, switches, meters, etc.
- Project-specific technical requirements of CEC grant largely drives infrastructure scope

Year:	0	1	2	3	4	5	6	7	8	9	10
Total Electric Costs Savings:	$0	$937,957	$981,117	$1,016,398	$1,055,224	$1,093,070	$1,134,771	$1,178,042	$1,220,095	$1,266,524	$1,311,546
Total Heating Fuel Cost Savings:	$0	$95,410	$96,447	$100,845	$105,032	$109,779	$114,305	$119,004	$124,318	$129,394	$134,664
Service Cost:	$0	($196,000)	($201,880)	($207,936)	($214,174)	($220,600)	($227,218)	($234,034)	($241,055)	($248,287)	($255,736)
Natural Gas Cost:	$0	($81,930)	($83,801)	($86,166)	($88,582)	($91,076)	($93,859)	($96,729)	($99,446)	($102,486)	($105,358)
Biogas Cost:	$0	($688,214)	($683,423)	($682,245)	($680,949)	($679,726)	($680,098)	($680,477)	($679,211)	($679,589)	($678,287)
Project Cashflows:	**($1,545,000)**	**$67,224**	**$108,461**	**$140,896**	**$176,549**	**$211,447**	**$247,901**	**$285,805**	**$324,701**	**$365,556**	**$406,829**
Cumulative Cashflow:	**($1,545,000)**	**($1,477,776)**	**($1,369,316)**	**($1,228,420)**	**($1,051,870)**	**($840,423)**	**($592,523)**	**($306,717)**	**$17,984**	**$383,540**	**$790,369**

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