

WYECIP Pre-Qualified Energy Services Company: About the ESCo

Company Name: Johnson Controls, Inc.
 Corporate Address: 5757 North Green Bay Avenue
 P.O. Box 597
 Milwaukee, WI 53201-0591

Address of Regional Office Serving Wyoming (if different than corporate):

Cheyenne Branch Office
 2600 Old Happy Jack Rd.
 Cheyenne, WY 82001

Company web link: <http://www.johnsoncontrols.com/>

Primary Regional Contact: Peter Dutkowsky, Account Executive
 (406)671-2683

Lyle Schumann, Area General Manager
 (763) 585-5148

Years in Energy Business: 132

Energy Performance Contracting Experience:

	Total Number of Projects started from 2015-2016 (2 years) ¹	Range of Total Project Costs (Millions)	Average Annual Utility Bill Savings Guaranteed (%)	Average Finance Term (years)	Number of projects that implemented renewable energy
K-12 School	27	\$.5 - 10.6M	98%	16.3 years	30%
Higher Education – Universities	8	\$1.8 - \$13M	85%	12 years	25-30%
Higher Education – community colleges	2	\$1.8 - \$6.5M	90%	17.5 years	25-30%
Cities (>25,000 population)	4	\$.2 - \$2.2M	95%	17.5 years	105
Towns (<25,000 population)	6	\$1.1 - \$6.0M	98%	18.6 years	10%
Counties	3	\$4.5 - \$6.7M	99%	16.3 years	10%
Other Local Government	n/a	n/a	n/a	n/a	n/a
State Entities	2	\$.5 - \$1.5M	98%	12.5 years	15%
Public Housing Authorities	9	\$.4 - \$20.4M	85%	15.5 years	10%
Federal	3	\$5.4 - \$6.4M	100%	15.6 years	25%
Commercial	5	\$3.1 - \$7.7M	93%	12.6 years	30%
Healthcare	2	\$8.8 - \$12.9M	95%	12.5 years	30%

¹ Johnson Controls has modified this column of the form provided by the state to reflect the two most recent years of project data (rather than data from 2008-2010), per discussion with Sherry Hughes, Energy Efficiency Program Manager.

Notes:

Please note that we have taken the liberty of including four additional project categories – Public Housing, Federal, Commercial, and Healthcare – to better represent the range of markets and facility types we serve.

It is also important to note that among all of our active projects, total project costs range from \$.5 million to greater than \$150 million. Overall, our average project size across all markets served is approximately \$5 million.

Data shown here is for the past two years, showing projects where construction commenced during calendar years 2015 or 2016 only.

Currently, Johnson Controls is managing more than 575 projects with total outstanding savings guarantees of more than \$6.2 billion.

¹ Johnson Controls has modified this column of the form provided by the state to reflect the two most recent years of project data (rather than data from 2008-2010), per discussion with Sherry Hughes, Energy Efficiency Program Manager.

Non EPC Energy Efficiency and Renewable Energy Project Experience:

	Total Number of Projects started from 2008-2010 (3 years)	Range of Total Project Costs (Millions)	Average Annual Utility Bill Savings Guaranteed (%) [*]	Average Finance Term (years)	Number of projects that implemented renewable energy
K-12 School					
Higher Education – Universities					
Higher Education – community colleges					
Cities (>25,000 population)					
Towns (<25,000 population)					
Counties					
Other Local Government					
State Entities					

^{*}If under States Performance Contracts Legislation

Notes: Johnson Controls does not track non-EPC energy efficiency and renewable energy projects in the same manner as EPC work.

We can report that a total of 12,240 non-EPC projects started in 2015 and 2016. Project values for non-EPC work range from just a few hundred dollars to more than \$70 million within the same timeframe. These projects represent energy efficiency retrofits, upgrades and renewable energy installations for a variety of owners across all markets. While Johnson Controls is most often the prime contractor, we also perform work as a subcontracted firm, which makes it difficult to track all projects by market in a consistent manner since the owner type may vary.

Additionally, it is important to note that accounts in non-EPC work are managed and traced by the opportunity. In other words, multiple projects for one customer may exist within our project counts, which explains why we have a significantly higher number of “projects” that are considered non-EPC.

For example, a customer who purchased an energy efficiency chiller may also contract for a renewable energy installation or service in another line of business at the same time. Additionally, one customer may have multiple locations or purchasing scenarios that would lead to multiple contracts. For example, a customer may install a chiller on one site and then, at the completion of the installation or at a later date, decide to purchase similar equipment and/or contract for service of their equipment at other sites. In all cases, each opportunity is tracked and counted as an individual project.

More about the ESCo: (one page or less)

We are Energy Efficiency

As a global leader in the sustainability industry, Johnson Controls delivers solutions, products and services that increase energy efficiency and lower operating costs in buildings for more than one million customers. Operating from 500 branch offices in more than 150 countries, we are a leading provider of equipment, controls and services for heating, ventilating, air-conditioning (HVAC), refrigeration and security systems. We are a strong Fortune 100 corporation with annual revenue of \$30 billion. When working with us you will see firsthand how we are driven by our core belief that a company's character and integrity are just as important its products and services.

Our dedicated Performance Infrastructure team's mission is to understand our customers' needs and find the most efficient ways to achieve the results they expect. Our project teams design flexible solution options. Participating WYECIP agencies will implement the most comprehensive program when partnering with Johnson Controls.

Full range of equipment and service options. Our customers have full control over all equipment and services selected. We are committed to serving your best interest by bringing a vendor neutral approach to our customers' projects. We provide the research while you make final choices. We will leverage our knowledge of existing systems to maximize your return on investment.

A long-term partner for long-term impact. Regardless of what a company says it can do, the project guarantee offered is only as good as the company standing behind it. Our longevity and strength mean you lower your long-term risk with Johnson Controls. For over a century, customers have relied on our team for a variety of needs and will continue to do so because we assist customers for the duration of a partnership, not just while the project is being implemented. We can deliver ongoing measurement and verification (M&V) and equipment servicing using local truck-based technicians to ensure that the systems installed continue to operate at optimum efficiency, which enhances your overall program and delivers maximum comfort reliability and savings for our customers.

Zero risk. Johnson Controls is the largest provider of guaranteed energy savings projects, currently managing more than \$6.2 billion in guaranteed savings among 575 active projects. Our customers will realize the guaranteed savings of their project, or Johnson Controls will write a check to cover any shortfall in savings. Johnson Controls assumes all the risk for the project's performance – guaranteed!

Finding the best financing options. Selecting a financing vehicle is just as important as choosing a partner for a performance infrastructure project. We can assist participating WYECIP agencies in finding the best source of funding for their projects. Our Structured Finance Team has extensive experience

with lease financing, bonds, and other traditional funding sources. In addition to traditional financing vehicles, we offer the Johnson Controls Contingent Payment, our proprietary financing program which allows customers to avoid an unconditional debt service obligation.

In this program, WYECIP agencies would not borrow money from a bank or issue bonds. Instead, Johnson Controls would fund the cost of the project and would allow agencies to pay for the project over time. WYECIP agencies would not make any payments to Johnson Controls until the project is installed. It is important to note that WYECIP agencies would not have an unconditional debt service obligation to Johnson Controls. Instead, the amount paid is *contingent* upon Johnson Controls' delivery of savings. If we do not deliver the savings as expected, WYECIP agencies are able to withhold the shortfall amount from its next payment. Upon selection, we would be happy to discuss the Contingent Payment Program in greater detail.