



## 2024 ICSC — Round 3 SCENARIO

**REGARDLESS of what happened in the prior round,  
THIS is the Round 3 scenario that covers what really happened in Round 2.**

Better and better!

Your meeting with Josh Roberts went well. Josh agreed with a lot of what Tori had communicated, plus Josh had some different thoughts that added to the picture.

Regarding the Chile facility, Josh agreed that they want to replace the wood-burning furnace with a new HVAC system, install insulated windows and LED lighting, and they want to install solar panels to power a lot of it. However, he added that the walls and ceiling needed to be insulated as well. This would add \$50,000 to the total, increasing the total project will cost to \$525,000 including installation. Putting this in place will still save them \$10,000 per month in energy costs. Not doing this can't hurt their brand, but doing it could help.

Josh shared some good news. The Chilean government has extended the offer of the one-time tax break for environmental projects like this one. The tax break would still be \$75,000 that Tom James would not have to pay in taxes, but everything can now be in place by the end of 2025, not 2024. Because this is a one-time tax break, it does not matter in which year it happens.

Josh agreed with Tori that Tom James can use help sourcing some of this globally. Tom James wants to keep the costs of this project down, so help sourcing inexpensive but qualified vendors is appreciated. Tom James does not want to save up front on less expensive products, only to have defective products that need to be replaced too soon. Also, if vendors do not deliver on time, Tom James could miss out on savings. Interestingly, this has already helped. Josh let you know that DLL made Tom James aware of a solar manufacturer in Belgium that will provide a \$50,000 rebate if the purchase is made by November 15<sup>th</sup>. Josh appreciated DLL's help finding this vendor, but stressed the need to move very quickly.

At the end of the meeting, Josh wanted to see DLL's rates on the total amount (\$525,000) for a 4- or 5-year term. He did not want an annual payment schedule because that is too much of the cost up front. Josh wanted a rate close to 3%, and you suggested the 4-year loan at the semi-annual payment schedule. He was pleased with the 3% rate you could offer. Josh wanted to run this by the CFO, John (Jane) Hitt. You asked for an introduction and got one. You set up a meeting and researched John (Jane) on LinkedIn: <https://www.linkedin.com/in/worldwidejuan/>.

Note: The rates on DLL's [Interest Rate Schedule](#) are not flexible or negotiable. The rates are the rates and cannot be unjustly lowered just to make a sale, otherwise your sales manager will take you off the account.