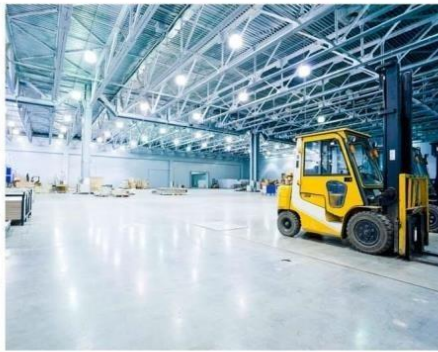




"AN ENERGY & LIGHTING COMPANY"



LED Lighting Proposal
January 2018



Executive Summary

Project Overview

Cost of Project

Total Project Cost	\$112,003
Less Rebates and Incentives	\$(6,915)
Net Cost of Project	\$105,088

Annual Operating Savings

Total Energy Savings	\$26,383
Payback Period (years)	4.0

PG&E Recognized Energy Savings for OBF **\$14,446**

PG&E OBF Payback Period in Months **87 Months**

Municipality On Bill Finance Requirements:

- ✓ 10 Year Return on Investment
- ✓ \$250,000 Maximum Per Meter

Energy Usage and Costs

The following set of information evaluates your current energy usages and costs and compares that to the projected energy usage and costs your facility will see after the proposed lighting upgrade.

Annual Energy Usage Reduction

Current Usage (kWh)	Projected Usage (kWh)	Reduction (kWh)	Reduction
272,379	76,945	195,434	72%

Lighting Wattage Comparison

Area	Space	Existing Fixture	Qty	Watts	Lighting Solution	Qty	Watts
Exterior	Can Lights	70w Metal Halide	6	95.0	8" can	6	12.0
Exterior	Pole Lights	70w Metal Halide	20	95.0	Pole Retro 51w	20	45.0
Exterior	Pole Lights	250w Metal Halide	20	285.0	Pole Retro 71w	20	71.7
Exterior	Wall Packs	42w 4 pin CFL	12	42.0	CFL LED Horizontal	12	13.0
Exterior	Wall Scones	42w 4 pin CFL	6	42.0	CFL LED Horizontal	12	13.0
Interior	2ft LED Lamps	2FT, F17 T8 2 Lamp Strip	10	33.0	2ft led	20	9.0
Interior	2x4 Troffers	2x4, 2 Lamp, F32 T8 Prismatic	51	64.0	2x4	51	25.0
Interior	2x4 Troffers EM	2x4, 2 Lamp, F32 T8 Prismatic	4	64.0	2x4 with em	4	25.0
Interior	Bathroom Cans	42w 4 pin CFL	41	42.0	8" can	41	12.0
Interior	Front Bathroom	3ft, F25 T8 2 Lamp Strip	4	44.0	3ft led tube	8	12.0
Interior	Front Bathroom	4ft, F32 T8 2 Lamp Strip	2	64.0	4ft led	4	12.0
Interior	Hallway 2x2's	2x2, 2 Lamp U Tube F32 Prismatic	19	64.0	2x2	19	25.0
Interior	Hallway Deco Cans	42w 4 pin CFL	70	42.0	CFL LED Down Light	70	11.5
Interior	Hallway Skylights	50w MR16 Halogen	12	50.0	mr16	12	8.5
Interior	Hallway Skylights	42w 4 pin CFL	36	42.0	CFL LED Horizontal	36	13.0
Interior	Kitchen 2x4 Hard Ceiling	2x4, 3 Lamp, F32 T8 Prismatic	3	96.0	4ft led	3	12.0
Interior	Lock Room Strips	4ft, F32 T8 2 Lamp Strip	12	64.0	4ft strip	12	46.0

Area	Space	Existing Fixture	Qty	Watts	Lighting Solution	Qty	Watts
Interior	Lock Room Strips	8ft, F32 T8 4 Lamp Strip	10	128.0	8ft strip	10	40.0
Interior	Lock Room Strips EM	4ft, F32 T8 2 Lamp Strip	2	64.0	4ft strip w em	2	46.0
Interior	Lock Room Strips EM	8ft, F32 T8 4 Lamp Strip	9	128.0	8ft strip with em	9	40.0
Interior	Locker Rooms Dome Fixtures	42w 4 pin CFL	14	42.0	Round Light	14	14.0
Interior	Office 8ft Pendant Strip	8ft, F32 T8 4 Lamp Strip	29	128.0	4ft led	58	12.0
Interior	Pool 8" Can Lights	42w 4 pin CFL	12	42.0	8" can	12	12.0
Interior	Pool Dome Fixtures	42w 4 pin CFL	4	42.0	Round Light	4	14.0
Interior	Pool Down Lights	57w 4 pin CFL	8	57.0	CFL LED Down Light	8	11.5
Interior	Pool HVAC Lighting	8ft, 4 Lamp T5 54HO	45	216.0	Vaportite	45	40.0
Interior	Pool T5 Lights	4ft, FP54 HO T5 2 lamp	110	117.0	4ft t5 LED	110	24.0
Interior	Utility Room Canopy	175w Metal Halide	2	210.0	Vaportite	2	40.0
Interior	Utility Room Strips	8ft, F59 T8 1 Lamp Strip	31	59.0	8ft strip	31	40.0
Interior	Utility Room Strips EM	8ft, F59 T8 1 Lamp Strip	5	59.0	8ft strip with em	5	40.0
Interior	Wrap Fixtures	4ft, 2 Lamp, F32 T8 Wrap	12	64.0	Wrap	12	42.0

General Terms and Conditions

DELAYS: Seller will not be liable for any delay in the performance of orders or contracts, or in the delivery or shipment of goods, or for any damages suffered by Buyer by reason of such delay. Contracts may not be cancelled due to delay once contract is signed or purchase order is made.

SELLER'S RIGHT OF POSSESSION: Until full and final payment is received by Seller, all merchandise delivered by Seller to Buyer shall be the sole property of the Seller and shall not, by reason of any connection to realty, be deemed to be any fixture or appurtenance to realty and shall be severable therefrom. Seller shall have the right, in addition to all others it may possess, at any time, for credit reasons or because of Buyer's default or defaults, to withhold shipments, in whole or in part, to recall goods in transit and retake same, and to repossess and remove all merchandise delivered to Buyer,

ELECTRICAL CONNECTIONS: Post-installation visit(s) related to electrical connectivity will be at the Buyer's specific request and will be conducted at the Buyer's expense. Moreover, it is understood and agreed that Buyer is to furnish all primary electrical service required, connection thereof, and / or switches or other controls at Buyer's own expense. It is understood that final hookup will be completed at the time of installation provided that the circuit(s) is ready. In the event that the connection is not yet available, additional charges related to a return visit for the purpose of completing the hookup will ensue. Buyer further acknowledges that Seller is entitled to payment as per this agreement upon completion of services and/or installation regardless of electrification or connection status and such payment will in no way be withheld or otherwise detained due to a lack of power or other connection.

Authorized Buyer Signature Print Name & Date

Authorized Seller Signature Print Name & Date

Appendix

The appendix outlines the different incentives that are included on your proposal, if any. It also outlines our disclaimer and where to find Terms and Conditions of Sale.

Incentives

Part Number Description	Incentive Description	Est. Receipt Date	Amount
12/19/27watt 8" Can		Immediate	\$914.50
12w round light		Immediate	\$234.00
25w 2x2 Troffer Retrofit Kit		Immediate	\$259.16
25w 2x4 Troffer Retrofit Kit		Immediate	\$841.50
25w 2x4 Troffer Retrofit Kit with EM		Immediate	\$66.00
40w 4' Vapor Tight		Immediate	\$1,175.00
40w 8ft Strip		Immediate	\$1,025.00
40w 8ft Strip w em		Immediate	\$350.00
42w LED Wrap		Immediate	\$300.00
45w Retro kit		Immediate	\$600.00
46w 4ft Strip		Immediate	\$300.00
46w 4ft Strip with EM		Immediate	\$50.00
71w Shoebox Retro Kit, 5000K		Immediate	\$800.00
Total			\$6,915.16