

Response to the Standing Request for Qualifications: Arkansas Energy Performance Contracting Program

1. Executive summary

This document contains all the information and data required for the application for Future Energy Solutions (FES) to be considered by the Arkansas Energy Office (AEO) as a qualified Energy Service Company (ESCO).

FES has considered the Arkansas Energy Performance Contracting Program Manual and finds no fault with any of the requirements or terms outlined. FES has completed projects for hundreds of clients across 42 states and 9 countries in western Europe through the FES UK office and therefore has experience in aligning with responsibilities and requirements of different legislative bodies and regions. FES is satisfied to commit to the ESCO requirements of the qualification process in Section '3' and the procedural requirements of any AEO RFB project in Section '4'.

In regards to the minimum qualifications required to be considered for the qualified list of ESCOs:

- FES has an electrical contractor's license – EC13009737 and is registered to perform business in the state of Arkansas, having completed multiple projects there in the past several years.
- The purpose of this document is to become certified by AEO.
- FES has over a decade of experience auditing, designing and installing energy efficient LED lighting solutions including post installation measurement and verification to ensure customers are incurring the correct savings.
- FES' value proposition provides a fully funded LED lighting upgrade. This means the customer does not have to commit to any capital expenditure. FES has a revolving facility with Deutsche Bank, allowing it to finance the M&V, procurement, installation and maintenance of the LED lighting upgrade project.
- FES has a broad and trusted network of contractor affiliates to perform M&V, installation and maintenance across the 42 operational states. In some cases, FES will partner with a project site's onsite maintenance team if they have the required capabilities. Furthermore, FES contractor affiliates will be representing FES during the 15 years' maintenance guarantee, and therefore FES are more than willing to partner with contractors already trusted by the customer.

FES' unique Lighting as a Service offering will provide AEO projects with financial and environmental benefits that are unattainable via a traditional lighting upgrade and procurement methods. As our customers don't provide any capital outlay for the lighting upgrade, our future Arkansas municipality customers will not be investing in depreciating assets and will be generating instant savings from the energy efficient upgrades relating to the lighting portion of energy costs. Furthermore, FES provides maintenance and replacement on all FES light fixtures for a 15-year period – at no extra cost to the customer. In this instance, AEO won't have to deal with changing an FES light bulb for 15 years.

FES grants AEO permission to share our SOQ (financially redacted edition) with the public in order to be considered for EPC projects.

2. Company Overview

Future Energy Solutions was founded in 2009 and is based out of Fort Lauderdale, Florida. The firm has grown dramatically since its conception and has now completed the installation of over 2000 projects across 42 states and even has a UK office based in London that has so far completed large scale projects in 9 Western European countries. FES has been in the energy efficiency business since 2009, providing the same Lighting as a Service model it does today. In more recent years, FES has begun to undertake municipal projects, including county jails, schools and street lighting projects. None of these projects have had direct costs of above \$1M and 33 have project costs below \$1M. FES are currently in the process of becoming a US Department of Energy qualified ESCO.

3. Management and Staffing

Listed below is the FES methodology in regard to resourcing and performing a project.

- **Objective Setting:** Clarification of the exact requirements of the customer, conditions under which the project needs to be executed, local conditions and laws, risks, and opportunities. This will provide clarity of understanding between the two organizations from which a set of performance and stage metrics can be established that can control the project and ensure successful execution.
- **Program Management & Resource Planning:** Establish a detailed Program, by area, to identify key milestones and sub-activities to prove the timetable and where necessary, accelerate it. This controlling document is at the heart of the Program and will provide the day-to-day control as well as the communication to all the key stakeholders. Again, FES has considerable experience in this area with a practical understanding of how long activities should take together with in-house personnel experience of these disciplines.
- **Project Management:** Having undertaken major scaled projects, FES has a team of experienced project managers to coordinate all activities efficiently. This position will be key for the success of the project, and FES' bench depth means that contingency resources to deal with any eventuality.
- **Internal Processes & Control:** The site requirements associated with the above processes are complemented by a strong back-of-house operational team and function. FES has developed a fully proprietary end-to-end operating platform named **Atria**. This is at the heart of all FES operations and controls all processes from order through to installation completion, commissioning, and maintenance. This means that all of its activities are coordinated and communicated, such that at any point in time, FES has a clear sight of project status and where the individual elements lie. It is therefore an easily auditable process facilitating control and accurate project.
- **Finance:** A project of this scale means that only a company of financial and operational substance can undertake the works. FES has a forward income book of \$150m affording financial security, complemented with blue-chip funding from Deutsche Bank. Implementing large scale projects, specifically in lighting and their funding, means FES has a unique combination of providing a system with confidence as well as the executive financing making it an attractive proposition. This ensures that the energy and carbon savings are achieved in practice.

- **Subcontractors & Labor:** A key element of FES' service excellence lies in its long-standing collaborations with its partner electrical installation teams. All staff have requisite experience and electrical qualifications. FES will work to utilize local labor to deliver the installation, thereby benefitting the local business community and supporting local job creation and maintenance.

In executing this, FES has a number of processes that it goes through in order to bring to bear a positive result for its customers. Elements include:

- The gathering of all lighting fixture quantities, current existing wattages, burning hours and current kWh rate to serve as the benchmark to derive the energy savings.
- The lighting objective that needs to be achieved post-upgrade, with a detailed review of a wide range of products that maximize the energy reduction and carbon savings. FES' in-house Engineering team will be tasked with specifying the appropriate replacements to achieve the utmost energy savings without sacrificing lighting levels.
- The programming and sourcing of such lights to achieve an optimal rollout Program, with reduction in energy through an accelerated Program and associated green credentials.
- FES equipment and processes at both home office and on-site are geared towards achieving carbon neutrality and operational excellence, and so the culture is ingrained throughout the business and translated into the Customer site. This manifests itself via a Project Management team's commitment to having a finger on the pulse with the on-site electrical contractors, as well as shielding the client from concerns of the day to day activities required to complete the project in a professional and satisfactory manner.
- Adaptable to Customer protocol post-install to streamline an effective maintenance process to maintain a well-lit City

The FES solution is scalable and can be easily incorporated into a wide-ranging number of potential sites, if included in a project scope, meaning that further energy reduction and ecological benefits can be realized. FES' extensive experience means that it could cover gyms, police stations, detention facilities, street lights and administration buildings to name a few.

The successful implementation of the project requires close coordination with the customer. The FES resource plan above sets out a number of building blocks that will ensure the project is successful. These are as follows:

- Initial Discovery – identify if there is a mutual fit between customer and FES
- Commercial Verification – ensuring client viability
- Soft Audit – information gathering
- Pre-Plan – ensure no hurdles as it relates to replacement goods, and local contractor partner
- Custom Lighting Solution – specification of LED light replacement
- Hard Audit – verification of Soft Audit data via neutral 3rd party contractor
- Installation

The utilization of these tools with the requisite discovery meetings to uncover will allow both organizations to identify any key items that need to be overcome and/or can be anticipated.

As it relates to any needed resource from the customer to ensure a seamless operational partnership, by having the correct Program and liaison with the customer, FES will be able to work around any issues and/or mitigate them if they occur. The allocation of at least one manager who will coordinate with FES, in addition to understanding the structure and pivoting with us on the customer's side will enable FES to create a meshed team. This transparency of role will allow FES to communicate effectively and directly with those people who can assist FES and/or need to be informed.

As this is a true turn-key solution, once we receive the information required, such as lighting schedules, available dates/times to install, local jurisdiction requirements for lighting needs, FES personnel undertake the entire scope, so that customer's personnel may focus on their respective jobs on hand.

Peter Hawksworth – CEO, London, UK

Peter Hawksworth is CEO of FES' global operations. His wealth of commercial leadership experience has been instrumental in establishing FES as the leading funded lighting solution in the US and UK markets. Prior to joining FES, he spent 10 years as Global CEO of Siemens' Electronic Security Division and the previous 10 years building the UK's largest Electronic Security Rental Integrator and leading it to acquisition

Diane Craig – CFO, FL, USA

Diane Craig is FES USA's CFO with over 25 years of accounting and finance leadership, starting in public accounting at KPMG and then moving on to large public companies in the Electronics, Industrial Products, Contract Manufacturing and Aerospace industries, such as National Semiconductor, Roper Industries and Precision Castparts. Her financial business knowledge, strong ethics and experience in rapidly growing companies make her a great addition to FES leadership team. Her main responsibilities include financial stewardship, treasury and growth funding.

Marcus Brodin – COO, FL, USA

Marcus Brodin, COO of FES global operations, started the FES European business from scratch, and has been instrumental in the growth of and management of FES US. Following the success of FES Europe (which operated in over 8 different countries), Marcus has taken charge of US sales, marketing and operations. He has a proven track record in successful large scale LaaS transactions and leading growth strategies.

Wayne Burrell – Vice President of Sales, FL, USA

As FES' National Sales Director, Wayne Burrell is responsible for implementing and guiding the company's overall sales strategies to advance revenue growth and increase market share throughout the U.S. With a versatile sales and operations background, Burrell provides the balance to ensure solid execution of FES' processes with an upward growth mentality. He brings 20 years of experience in various sales and operations leadership roles.

Operations

- FES employs Auditors with over 6 years' experience to gather customer lighting inventory to ascertain an initial pre-install lighting cost baseline.
- FES employs Lighting Specifiers with 5 years' experience to undertake the task of custom-building the appropriate energy efficient lighting replacement, so as to meet the local jurisdiction requirements, as it relates to solutions such as reduced wattage while improving lighting levels, foot candle measurements and color temperature.

- FES employed Procurement Director with over 8 years' experience to collaborate with our manufacturing partners to ensure the accuracy in specifications and on-time delivery of materials.
- FES employed Project Management team with over 6 years' experience to oversee the day to day installation, with the specific daily goal of meeting set timelines, and ensuring minimal interruption on the City's operations. This team will serve as the liaison between the customer and the local certified electrical contractor retained by FES to execute the installation to ensure a smooth, seamless and on-time delivery.

FES employed Maintenance and Customer Service team with over 5 years' experience to personally handle all customer service and maintenance matters post-installation. Fully responsible for receipt of maintenance claim, shipment of materials, and dispatch of contractor with little involvement from customer's staff.

FES uses contractors for the following only:

- Audits of the customers' existing lighting setup. This information provides the FES engineers with the current fixtures to be upgraded to a more energy efficient LED alternative. The audits also provide insight into the condition of the lighting infrastructure on the site (wiring condition, safety, fixture and pole condition etc...). FES engineers also perform audits if necessary.
- Installation – FES always relies on contractors to install and upgrade a customer's lighting system.
- Maintenance – FES has in house staff to perform maintenance for local (Florida) projects but again relies on contractors to carry out maintenance of any FES lights across the other 41 states.

As FES relies on contractors for the essential activities of its operation, it has developed excellent relationships with contractor partners and has dedicated personnel who deal with contractor relationship and affiliate programs. FES is always seeking new contractor affiliates to join the FES network and will always be willing to work with a customer's preferred contractor. FES understands that the contractor is representing FES to the customer and therefore the quality of the FES – contractor relationship is paramount.

4. Company Financial Status

- a) This information has been redacted for the public copy of this document
- b) As FES provides fully funded lighting upgrades, the customer's capital expenditure is \$0. This would mean a bond as a percentage of the customer investment would always be valued at \$0. Furthermore, FES incurs all the risk on every project so historically does not require bonding. If a situation were to arise where a surety bond is required, our license provider, Coral Electric, would define our bond capacity and bond.

5. Marketing Approach

FES markets its services using multiple channels. Said channels include LinkedIn, trade shows and emailers. Most of FES's projects however, come through self-generated leads from in house Sales staff and referrals. FES would gladly collaborate with AOE on any future marketing proposals to spread sustainable environmental development and LaaS offerings across the state of Arkansas.

6. Reporting Approach

FES would assign a dedicated point of contact to AEO. In regards to contracts, these would all be provided by the senior sales representatives overseeing a specific project. The signed contracts are stored in FES' in house software, Atria. The senior sales representative would also present the Custom Lighting Solution (CLS) that is created by FES. The CLS contains the results from any M&V and audits. If M&V concludes discrepancies alongside the initial CLS, an addendum will be issued to the customer with revised numbers – this is then reviewed and signed by the customer.

7. Technical Approach

- a) FES performs a lighting audit on the existing lighting system of a given site. The audit must catalogue every light fixture to be upgraded by FES and requires details such as;
- Bulb type: CFL, Incandescent, Metal Halide, LED etc...
 - Bulb wattage
 - Fixture type: Tube, flood, recess can etc...
 - Mounting: Wall mounted, bracket, cord and bracket etc...
 - Lighting controls
 - Quantity of lights that are not working
 - Emergency lights
 - Quantity

Every fixture will be recorded in every room/area that FES will upgrade. The auditors will then check the condition of the site's lighting infrastructure, light control rooms, power supplies and timers. Sample is appendix item '7. On site Audit Record'.

- b) Generally, factors that affect the effectiveness of illumination are quantity and quality of light, amount of flicker, amount of glare, contrast and shadows. Each factor must be adjusted differently to optimize illumination in emergency, safety, operations, and security situations. Industrial Lighting Standards serve to address these concerns, in addition to the plethora of other concerns associated with the design, placement, installation, and energy requirements of illumination in industrial workplaces. We are able to accommodate certain lighting requests or needs of the public entity after a thorough review of the impact the requested lighting will have on the above-mentioned factors.
- c) We dissect the lighting energy consumption of each project based on their current utility bills which varies with each industry. We take hours of operation and the average price of electricity (cents per kWh based on current utility bills) into account, and perform a thorough lighting survey to confirm all existing system wattages and consumption. The public entity reviews the calculated baseline before and during signing the agreement to ensure validity.
- d) Typical factors that can impact the baseline include but are not limited to, current lighting outages, existing LED lighting, and non-existing lighting. When one of these factors are present, we are able to calculate the assumed/proposed consumption versus the true consumption by comparing the current electricity bills to our calculated baseline. We then generate a separate document, which to be presented to the public entity and signed if approved, that will have an exact breakdown of consumption difference, and the direct impact of these particular items will have on the electricity bill and agreement.

The experienced engineering team then design the Custom Lighting Solution (CLS). The engineers decide what energy efficient LEDs are suitable to replace existing fixtures based on wattage reductions and type of fixture, all while improving brightness and quality of light in the site environment.

8. Company Scope of Services

- a) Lighting systems – FES provides energy efficient LED lighting upgrades for interior and exterior application.
- b) Project Development and Implementation

FES performs IGAs on every project as outlined in section 7 above. FES has extensive finance knowledge, especially regarding the nature of its own LaaS offering which is a fully funded program. FES' project management team identify and apply for any relevant rebates that a customer maybe entitles to as a result of the energy efficiency improvements. FES can install new fixtures if needed and specializes in retro fitting LED lighting fixtures. FES will dispose of all replaced fixtures safely and effectively. FES uses the initial audits to ensure the project is achievable. The FES engineers design the CLS to create the optimal lighting environment for a site's purpose. FES' in house Project Management team liaise directly with electrical subcontractors performing installation. If needed, Project Management will be in direct contact with the customer. FES employees an in house procurement specialist, who calculates all product and shipping costs. However, these costs are never taken on by the customer, who provide no capital outlay.

- c) Support Services

After FES complete the LED lighting upgrade, the new energy consumption in relation to the lighting portion of energy costs is analyzed by engineers. If there are discrepancies between the pre installation CLS and the post installation M&V, an addendum will be issued on the signed ESA which will contain the correct savings incurred. As part of FES' LaaS offering, a 15-year maintenance warrantee is included. FES will oversee the maintenance and replacement of any FES fixtures for the duration of this contract. FES will gladly participate in the marketing efforts of a state or Federal EPC program. By upgrading lighting to more energy efficient LEDs, the reduction in energy costs is guaranteed. The only factor that could manipulate the future costs is energy inflation, but as the customer pays a fixed monthly rate across the 15-year period, FES incur the downside of rising utility costs. FES generates an insurance policy per project covering FES and the customer entity. This policy is generated after the ESA is signed. It is to the direction of the state (Arkansas) if they are to be named as a secondary insurer. FES supplies lighting and does not contribute to the construction/overall energy management of a building, it does not participate in the retrieval/application of Energy Star or LEED certifications. As FES oversees the maintenance of its own lighting fixtures, maintenance staff do not need to be trained as maintenance will be performed by FES engineers or licensed subcontractor affiliates.

9. Project History

See appendix item 'AEO Project History'.

10. Project References

1. **Archdioceses of Newark** – Newark, NJ, Private sector, School
 2. S*** B**** – Executive director (Contact info redacted for public edition)
 3. Multiple schools. FES installed 7,579 fixtures overall.
 4. Total Contract Value: \$3,763,310 / Total FES CapEx: \$301,560
 5. Lighting as a Service, fully funded energy efficient Lighting Upgrade. FES paid for the initial replacement and installation of the new LED lights. FES then takes a share in the energy savings incurred by the customer.
 6. 08 March 2019 – 08 March 2024
 7. Energy Savings Agreement. 15 years.
 8. All FES departments contribute to projects.
 9. The project was completed on schedule.
 10. Energy efficient LED lighting retrofit.
 11. Projected % Energy saving (lighting): 66% based on KWh and lighting portion of energy costs.
 12. FES audited the site and calculated current energy usage using customers KWh rate and all the lighting fixtures being used. All savings relate to the lighting portion of energy costs.
 13. Actual % Energy saving (lighting): 75% (314,155 KWh to 80,651 KWh)/year as agreed to by the customer in the ESA.
 14. Project Closed. 15-year maintenance period ongoing.
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1. **Baker County Jail** – Maclenny, FL, Municipal, Jail
 2. M*** R*** C*** (Contact info redacted for public edition)
 3. Jail attached to Sheriff's Office. 1,344 fixtures.
 4. Total Contract Value: \$399,729 / Total FES CapEx: \$60,961
 5. Lighting as a Service, fully funded energy efficient Lighting Upgrade. FES paid for the initial replacement and installation of the new LED lights. FES then takes a share in the energy savings incurred by the customer.
 6. 5th November 2020 – 5th November 2035
 7. Energy Savings Agreement. 15 years.
 8. All FES departments contribute to projects.
 9. The project was completed on schedule.
 10. Energy efficient LED lighting retrofit.
 11. Projected % Energy saving (lighting): 66% based on KWh and lighting portion of energy costs.
 12. FES audited the site and calculated current energy usage using customers KWh rate and all the lighting fixtures being used. All savings relate to the lighting portion of energy costs.
 13. Actual % Energy saving (lighting): 60% (648,134 KWh to 253,339 KWh)/year as agreed to by the customer in the ESA.
 14. Project Closed. 15-year maintenance period ongoing.
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1. **Montgomery County Jail** – Crawfordsville, IN, Municipal, Jail
 2. H*** C*** (Contact info redacted for public edition)
 3. Jail attached to Sheriff's Office. 599 fixtures.
 4. Total Contract Value: \$270,075 / Total FES CapEx: \$65,619
 5. Lighting as a Service, fully funded energy efficient Lighting Upgrade. FES paid for the initial replacement and installation of the new LED lights. FES then takes a share in the energy savings incurred by the customer.
 6. 24th January 2020 – 24th January 2035
 7. Energy Savings Agreement. 15 years.

8. All FES departments contribute to projects.
9. The project was completed on schedule.
10. Energy efficient LED lighting retrofit.
11. Projected % Energy saving (lighting): 66% based on KWh and lighting portion of energy costs.
12. FES audited the site and calculated current energy usage using customers KWh rate and all the lighting fixtures being used. All savings relate to the lighting portion of energy costs.
13. Actual % Energy saving (lighting): 62.5% (433,272 KWh to 166,530 KWh)/year as agreed to by the customer in the ESA.
14. Project Closed. 15-year maintenance period ongoing.

See Appendix items '10.1, 10.2, 10.3'

11. Cost and Pricing

- a) FES audits a customer's existing lighting setup as part of the LaaS offering. The audit will come at no cost to the customer. The costing of the audit will be negotiated between FES' trusted contractor directly or performed by internal FES staff.
- b) FES provides customers with a fixed monthly fee payable for the duration of the 15-year period. The rate is fixed and therefore provides a hedge against fuel inflation for the customer, who keeps the upside of the energy savings.
- c) FES has an existing network of trusted contractors across 42 states who are used based on availability, location and cost. If a contractor is providing a quote that is deemed to high by FES' in house project management team, alternative quotes will be pursued, including outreach to new electrical contractors. Regardless of the equipment and labor costs, the customer will be sharing the monthly savings incurred via the LED lighting upgrade. Therefore, the equipment and labor costs have no effect on the amount of the monthly payments.
- d) FES is more than happy to cooperate with open book requests with the Arkansas Energy Office and any entity seeking an RFB.
- e) FES agrees to the terms set in the RFQ at '11.e'.

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Everything 24/7 except roof fixtures
Shops fixtures per at end may have to remove.

All Tubes 22w

Decor + Shops Pieces < D surface canopy.

| Audit Sheet [Page ___ of ___] | | Business Name / Location: <u>One Parking Garage West Palm Beach</u> | | | | FUTURE ENERGY SOLUTIONS | | | | | | | | |
|--|---------------------------------------|---|---------------------|--|--|-------------------------|---|----------------------------|--|-------|---|--|-------------------------------|--|
| Date: | | Auditor Name: <u>Ryan + Demetri + Alex</u> | | Auditor Telephone: | | Auditing Company: | | | | | | | | |
| Area: <u>Electrical Rm Behind Bldg.</u> Days: <u>7</u> Hours: <u>3</u> | Fixture | Lamp | Mounting | | Placement | Color | Bracket and Pole Information | | | | | | | |
| | Barn Light | Metal Halide: E26 / E39 | Surface | Arm: Length: _____ | Ceiling | Aluminum | Bracket type | | Fixtures per pole | | | | | |
| | Canopy Light | HPS: E26 / E39 | Recessed | Pendant (Length): Chain _____ Stem _____ | Ground | Black | Single | | ① | | | | | |
| | Flood Light | LED | Slip Filter | Threaded Knuckle: 1/2" _____ 3/4" _____ | Pole | Bronze | Double: 90° _____ 180° _____ | | ② | | | | | |
| | Garage Light | Incandescent | Yoke | Hook & Cord _____ Hook & Plug _____ | Pole - Mid mount | Gray | Triple: 90° _____ 120° _____ 180° _____ | | ③ | | | | | |
| | High Bay | Halogen | Control type | | | Roof | White | Quad: 90° _____ 180° _____ | | ④ | | | | |
| | Shoe Box | CFL & PL: E26 / 2P / 4P | Timer: _____ | Motion Sensor: _____ | Soffit | Other: _____ | Other: _____ | | Other | | | | | |
| | Recessed Cans | T5 (T8) / T12 | Photocell: _____ | Dimmable: _____ Type: _____ | Wall | Other: _____ | | Other: _____ | | Other | | | | |
| | Wall Pack | Other: _____ | Voltage | | Fixture dimensions | | Fixture & Pole condition | | Pole Shape | | Pole top & tenon measurement | | Fixture or pole height | |
| | Troffers / Vapor Tight / Strip Lights | Wattage | 120 | | Diameter: _____ Depth: _____ Width: _____ Length: _____ | | Recessed can ceiling hole diameter: _____ | | Good Fair Need to be replaced | | Square Round Tapered | | 10 | |
| ADDITIONAL COMMENTS: <u>Surface mount to brackets</u> | | | | | Total fixture qty.: <u>10</u> | | Total lamp per fixture qty.: <u>2</u> | | Lamp Outages qty.: <u>0</u> Power: Yes / No | | Total emergency fixture qty.: <u>0</u> | | | |

| Area: <u>2nd Floor Freight Elevator</u> Days: <u>7</u> Hours: <u>24</u> | Fixture | Lamp | Mounting | | Placement | Color | Bracket and Pole Information | | | | | | | |
|---|---------------------------------------|-------------------------|---------------------|--|--|--------------|---|----------------------------|--|-------|---|--|-------------------------------|--|
| | Barn Light | Metal Halide: E26 / E39 | Surface | Arm: Length: _____ | Ceiling | Aluminum | Bracket type | | Fixtures per pole | | | | | |
| | Canopy Light | HPS: E26 / E39 | Recessed | Pendant (Length): Chain _____ Stem _____ | Ground | Black | Single | | ① | | | | | |
| | Flood Light | LED | Slip Filter | Threaded Knuckle: 1/2" _____ 3/4" _____ | Pole | Bronze | Double: 90° _____ 180° _____ | | ② | | | | | |
| | Garage Light | Incandescent | Yoke | Hook & Cord _____ Hook & Plug _____ | Pole - Mid mount | Gray | Triple: 90° _____ 120° _____ 180° _____ | | ③ | | | | | |
| | High Bay | Halogen | Control type | | | Roof | White | Quad: 90° _____ 180° _____ | | ④ | | | | |
| | Shoe Box | CFL & PL: E26 / 2P / 4P | Timer: _____ | Motion Sensor: _____ | Soffit | Other: _____ | Other: _____ | | Other | | | | | |
| | Recessed Cans | T5 (T8) / T12 | Photocell: _____ | Dimmable: _____ Type: _____ | Wall | Other: _____ | | Other: _____ | | Other | | | | |
| | Wall Pack | Other: _____ | Voltage | | Fixture dimensions | | Fixture & Pole condition | | Pole Shape | | Pole top & tenon measurement | | Fixture or pole height | |
| | Troffers / Vapor Tight / Strip Lights | Wattage | 120 | | Diameter: _____ Depth: _____ Width: _____ Length: _____ | | Recessed can ceiling hole diameter: _____ | | Good Fair Need to be replaced | | Square Round Tapered | | 10 | |
| ADDITIONAL COMMENTS: | | | | | Total fixture qty.: <u>8</u> | | Total lamp per fixture qty.: <u>2</u> | | Lamp Outages qty.: <u>0</u> Power: Yes / No | | Total emergency fixture qty.: <u>0</u> | | | |

| Area: <u>2nd Floor Freight Elevator</u> Days: <u>7</u> Hours: <u>24</u> | Fixture | Lamp | Mounting | | Placement | Color | Bracket and Pole Information | | | | | | | |
|---|---------------------------------------|-------------------------|---------------------|--|--|--------------|---|----------------------------|--|-------|---|--|-------------------------------|--|
| | Barn Light | Metal Halide: E26 / E39 | Surface | Arm: Length: _____ | Ceiling | Aluminum | Bracket type | | Fixtures per pole | | | | | |
| | Canopy Light | HPS: E26 / E39 | Recessed | Pendant (Length): Chain _____ Stem _____ | Ground | Black | Single | | ① | | | | | |
| | Flood Light | LED | Slip Filter | Threaded Knuckle: 1/2" _____ 3/4" _____ | Pole | Bronze | Double: 90° _____ 180° _____ | | ② | | | | | |
| | Garage Light | Incandescent | Yoke | Hook & Cord _____ Hook & Plug _____ | Pole - Mid mount | Gray | Triple: 90° _____ 120° _____ 180° _____ | | ③ | | | | | |
| | High Bay | Halogen | Control type | | | Roof | White | Quad: 90° _____ 180° _____ | | ④ | | | | |
| | Shoe Box | CFL & PL: E26 / 2P / 4P | Timer: _____ | Motion Sensor: _____ | Soffit | Other: _____ | Other: _____ | | Other | | | | | |
| | Recessed Cans | T5 (T8) / T12 | Photocell: _____ | Dimmable: _____ Type: _____ | Wall | Other: _____ | | Other: _____ | | Other | | | | |
| | Wall Pack | Other: _____ | Voltage | | Fixture dimensions | | Fixture & Pole condition | | Pole Shape | | Pole top & tenon measurement | | Fixture or pole height | |
| | Troffers / Vapor Tight / Strip Lights | Wattage | 120 | | Diameter: _____ Depth: _____ Width: _____ Length: _____ | | Recessed can ceiling hole diameter: _____ | | Good Fair Need to be replaced | | Square Round Tapered | | 10 | |
| ADDITIONAL COMMENTS: | | | | | Total fixture qty.: <u>1</u> | | Total lamp per fixture qty.: <u>2</u> | | Lamp Outages qty.: <u>0</u> Power: Yes / No | | Total emergency fixture qty.: <u>0</u> | | | |

General Comments (If any electrical work needs to be done, please send a quote):

7. On site audit: Performed by FES in house engineers

| Audit Sheet [Page ___ of ___] | | Business Name / Location: | | | | FUTURE ENERGY SOLUTIONS | | | | | |
|---|---------------------------------------|---------------------------|-------------------------|--|---|---|-----------------------------------|---------------------------------|------------------------------|------------------------------|------------------------|
| Date: | | Auditor Name: | | Auditor Telephone: | | Auditing Company: | | | | | |
| Area: 2nd FL Restroom Hallway Days: 7 Hours: 12 | Fixture | Lamp | Mounting | | Placement | Color | Bracket and Pole Information | | | | |
| | Barn Light | Metal Halide: E26 / E39 | Surface | Arm: Length: _____ | Ceiling | Aluminum | Bracket type | | Fixtures per pole | | |
| | Canopy Light | HPS: E26 / E39 | Recessed | Pendant (Length): Chain _____ Stem _____ | Ground | Black | Single | | ① | | |
| | Flood Light | LED | Slip Fitter | Threaded Knuckle: 1/2" ___ 3/4" ___ | Pole | Bronze | Double: 90° ___ 180° ___ | | ② | | |
| | Garage Light | Incandescent | Yoke | Hook & Cord ___ Hook & Plug ___ | Pole - Mid mount | Gray | Triple: 90° ___ 120° ___ 180° ___ | | ③ | | |
| | High Bay | Halogen | Control type | | Roof | White | Quad: 90° ___ 180° ___ | | ④ | | |
| | Shoe Box | CFL & PL: E26 / 2P / 4P | Timer: _____ | Motion Sensor: _____ | Soffit | Other: _____ | Other: _____ | | Other | | |
| | Recessed Cans | T5 / T8 / T12 | Photocell: _____ | Dimmable: _____ Type: _____ | Wall | Fixture & Pole condition | | Pole Shape | Pole top & tenon measurement | Fixture or pole height | |
| | Wall Pack | Other: _____ | Voltage | Fixture dimensions | | Recessed can ceiling hole diameter: _____ | | Pole Shape | | Pole top & tenon measurement | Fixture or pole height |
| | Troffers / Vapor Tight / Strip Lights | Wattage | 120 | Diameter: _____ Depth: _____ | Recessed can ceiling hole diameter: _____ | | Good | Square | | | |
| Other: _____ | | | Width: 6" Length: _____ | | | Fair | Round | | | | |
| ADDITIONAL COMMENTS: 6" Recess Cans | | | | | Total fixture qty.: 26 | Total lamp per fixture qty.: 1 | Lamp Outages qty.: 2 | Total emergency fixture qty.: 0 | | | |

| Area: Garage Entrance Days: 7 Hours: 24 | | Business Name / Location: | | | | FUTURE ENERGY SOLUTIONS | | | | |
|---|-------------------------|---------------------------|--|---|---|-----------------------------------|----------------------|---------------------------------|------------------------------|------------------------|
| Date: | | Auditor Name: | | Auditor Telephone: | | Auditing Company: | | | | |
| Fixture | Lamp | Mounting | | Placement | Color | Bracket and Pole Information | | | | |
| Barn Light | Metal Halide: E26 / E39 | Surface | Arm: Length: _____ | Ceiling | Aluminum | Bracket type | | Fixtures per pole | | |
| Canopy Light | HPS: E26 / E39 | Recessed | Pendant (Length): Chain _____ Stem _____ | Ground | Black | Single | | ① | | |
| Flood Light | LED | Slip Fitter | Threaded Knuckle: 1/2" ___ 3/4" ___ | Pole | Bronze | Double: 90° ___ 180° ___ | | ② | | |
| Garage Light | Incandescent | Yoke | Hook & Cord ___ Hook & Plug ___ | Pole - Mid mount | Gray | Triple: 90° ___ 120° ___ 180° ___ | | ③ | | |
| High Bay | Halogen | Control type | | Roof | White | Quad: 90° ___ 180° ___ | | ④ | | |
| Shoe Box | CFL & PL: E26 / 2P / 4P | Timer: _____ | Motion Sensor: _____ | Soffit | Other: _____ | Other: _____ | | Other | | |
| Recessed Cans | T5 / T8 / T12 | Photocell: _____ | Dimmable: _____ Type: _____ | Wall | Fixture & Pole condition | | Pole Shape | Pole top & tenon measurement | Fixture or pole height | |
| Wall Pack | Other: _____ | Voltage | Fixture dimensions | | Recessed can ceiling hole diameter: _____ | | Pole Shape | | Pole top & tenon measurement | Fixture or pole height |
| Troffers / Vapor Tight / Strip Lights | Wattage | 40w | Diameter: _____ Depth: _____ | Recessed can ceiling hole diameter: _____ | | Good | Square | | | |
| Other: _____ | | 120 | Width: 13" Length: _____ | | | Fair | Round | | | |
| ADDITIONAL COMMENTS: | | | | | Total fixture qty.: 710 | Total lamp per fixture qty.: 1 | Lamp Outages qty.: 0 | Total emergency fixture qty.: 0 | | |

| Area: Entrance to Shop Days: 7 Hours: 24 | | Business Name / Location: | | | | FUTURE ENERGY SOLUTIONS | | | | |
|--|-------------------------|---------------------------|--|---|---|-----------------------------------|----------------------|---------------------------------|------------------------------|------------------------|
| Date: | | Auditor Name: | | Auditor Telephone: | | Auditing Company: | | | | |
| Fixture | Lamp | Mounting | | Placement | Color | Bracket and Pole Information | | | | |
| Barn Light | Metal Halide: E26 / E39 | Surface | Arm: Length: _____ | Ceiling | Aluminum | Bracket type | | Fixtures per pole | | |
| Canopy Light | HPS: E26 / E39 | Recessed | Pendant (Length): Chain _____ Stem _____ | Ground | Black | Single | | ① | | |
| Flood Light | LED | Slip Fitter | Threaded Knuckle: 1/2" ___ 3/4" ___ | Pole | Bronze | Double: 90° ___ 180° ___ | | ② | | |
| Garage Light | Incandescent | Yoke | Hook & Cord ___ Hook & Plug ___ | Pole - Mid mount | Gray | Triple: 90° ___ 120° ___ 180° ___ | | ③ | | |
| High Bay | Halogen | Control type | | Roof | White | Quad: 90° ___ 180° ___ | | ④ | | |
| Shoe Box | CFL & PL: E26 / 2P / 4P | Timer: _____ | Motion Sensor: _____ | Soffit | Other: _____ | Other: _____ | | Other | | |
| Recessed Cans | T5 / T8 / T12 | Photocell: _____ | Dimmable: _____ Type: _____ | Wall | Fixture & Pole condition | | Pole Shape | Pole top & tenon measurement | Fixture or pole height | |
| Wall Pack | Other: _____ | Voltage | Fixture dimensions | | Recessed can ceiling hole diameter: _____ | | Pole Shape | | Pole top & tenon measurement | Fixture or pole height |
| Troffers / Vapor Tight / Strip Lights | Wattage | 20w | Diameter: _____ Depth: _____ | Recessed can ceiling hole diameter: _____ | | Good | Square | | | |
| Other: _____ | | 120 | Width: _____ Length: _____ | | | Fair | Round | | | |
| ADDITIONAL COMMENTS: | | | | | Total fixture qty.: 2 | Total lamp per fixture qty.: 1 | Lamp Outages qty.: 0 | Total emergency fixture qty.: 0 | | |

General Comments (If any electrical work needs to be done, please send a quote):

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| Audit Sheet [Page ___ of ___] | | Business Name / Location: | | | | FUTURE ENERGY SOLUTIONS | | | | | |
|--|----------------------|---------------------------------------|-------------------------|--------------------|--|--------------------------------|---|---------------------------------|------------|------------------------------|------------------------|
| Date: | | Auditor Name: | | Auditor Telephone: | | Auditing Company: | | | | | |
| Area: Entranceway to Shops | Days: 7 Hours: 24 | Fixture | Lamp | Mounting | | Placement | Color | Bracket and Pole Information | | | |
| | | Barn Light | Metal Halide: E26 / E39 | Surface | Arm: Length: _____ | Ceiling | Aluminum | Bracket type | | Fixtures per pole | |
| | | Canopy Light | HPS: E26 / E39 | Recessed | Pendant (Length): Chain _____ Stem _____ | Ground | Black | Single | ① | | |
| | | Flood Light | LED | Slip Fitter | Threaded Knuckle: 1/2" / 3/4" _____ | Pole | Bronze | Double: 90° / 180° _____ | ② | | |
| | | Garage Light | Incandescent | Yoke | Hook & Cord _____ Hook & Plug _____ | Pole - Mid mount | Gray | Triple: 90° / 120° / 180° _____ | ③ | | |
| | | High Bay | Halogen | Control type | | Roof | White | Quad: 90° / 180° _____ | ④ | | |
| | | Shoe Box | CFL & PL: E26 / 2P / 4P | Timer: _____ | Motion Sensor: _____ | Soffit | Other: _____ | Other: _____ | Other | | |
| | | Recessed Cans | T5 / T8 / T12 | Photocell: _____ | Dimmable: _____ Type: _____ | Wall | Fixture & Pole condition | | Pole Shape | Pole top & tenon measurement | Fixture or pole height |
| | | Wall Pack | Other: _____ | Voltage | Fixture dimensions | | Recessed can ceiling hole diameter: _____ | | Square | 15 | |
| | | Troffers / Vapor Tight / Strip Lights | Wattage: 7W | 120 | Diameter: _____ Depth: _____ | Width: _____ Length: _____ | | Good | Round | | |
| Other: _____ | | | | | Need to be replaced | | Tapered | | | | |
| ADDITIONAL COMMENTS: Par 20 * Bulb FL possible replacement | | | | | Total fixture qty.: 1 | Total lamp per fixture qty.: 1 | Lamp Outages qty.: Power: Yes / No 0 | Total emergency fixture qty.: 0 | | | |

| Area: 2nd Floor Ramp | | Business Name / Location: | | | | FUTURE ENERGY SOLUTIONS | | | | | |
|---|----------------------|---------------------------------------|-------------------------|--------------------|--|--------------------------------|---|---------------------------------|------------|------------------------------|------------------------|
| Date: | | Auditor Name: | | Auditor Telephone: | | Auditing Company: | | | | | |
| Area: 2nd Floor Ramp | Days: 7 Hours: 24 | Fixture | Lamp | Mounting | | Placement | Color | Bracket and Pole Information | | | |
| | | Barn Light | Metal Halide: E26 / E39 | Surface | Arm: Length: _____ | Ceiling | Aluminum | Bracket type | | Fixtures per pole | |
| | | Canopy Light | HPS: E26 / E39 | Recessed | Pendant (Length): Chain _____ Stem _____ | Ground | Black | Single | ① | | |
| | | Flood Light | LED | Slip Fitter | Threaded Knuckle: 1/2" / 3/4" _____ | Pole | Bronze | Double: 90° / 180° _____ | ② | | |
| | | Garage Light | Incandescent | Yoke | Hook & Cord _____ Hook & Plug _____ | Pole - Mid mount | Gray | Triple: 90° / 120° / 180° _____ | ③ | | |
| | | High Bay | Halogen | Control type | | Roof | White | Quad: 90° / 180° _____ | ④ | | |
| | | Shoe Box | CFL & PL: E26 / 2P / 4P | Timer: _____ | Motion Sensor: _____ | Soffit | Other: _____ | Other: _____ | Other | | |
| | | Recessed Cans | T5 / T8 / T12 | Photocell: _____ | Dimmable: _____ Type: _____ | Wall | Fixture & Pole condition | | Pole Shape | Pole top & tenon measurement | Fixture or pole height |
| | | Wall Pack | Other: _____ | Voltage | Fixture dimensions | | Recessed can ceiling hole diameter: _____ | | Square | 20 | |
| | | Troffers / Vapor Tight / Strip Lights | Wattage: 250W | 120 | Diameter: _____ Depth: _____ | Width: 13" Length: _____ | | Good | Round | | |
| Other: _____ | | | | | Need to be replaced / | | Tapered | | | | |
| ADDITIONAL COMMENTS: Same replacement as entranceway canopy | | | | | Total fixture qty.: 3 | Total lamp per fixture qty.: 1 | Lamp Outages qty.: Power: Yes / No 3 | Total emergency fixture qty.: 0 | | | |

| Area: 2nd Floor Ramp UP | | Business Name / Location: | | | | FUTURE ENERGY SOLUTIONS | | | | | |
|-------------------------|----------------------|---------------------------------------|-------------------------|--------------------|--|--------------------------------|---|---------------------------------|------------|------------------------------|------------------------|
| Date: | | Auditor Name: | | Auditor Telephone: | | Auditing Company: | | | | | |
| Area: 2nd Floor Ramp UP | Days: 7 Hours: 24 | Fixture | Lamp | Mounting | | Placement | Color | Bracket and Pole Information | | | |
| | | Barn Light | Metal Halide: E26 / E39 | Surface | Arm: Length: _____ | Ceiling | Aluminum | Bracket type | | Fixtures per pole | |
| | | Canopy Light | HPS: E26 / E39 | Recessed | Pendant (Length): Chain _____ Stem _____ | Ground | Black | Single | ① | | |
| | | Flood Light | LED | Slip Fitter | Threaded Knuckle: 1/2" / 3/4" _____ | Pole | Bronze | Double: 90° / 180° _____ | ② | | |
| | | Garage Light | Incandescent | Yoke | Hook & Cord _____ Hook & Plug _____ | Pole - Mid mount | Gray | Triple: 90° / 120° / 180° _____ | ③ | | |
| | | High Bay | Halogen | Control type | | Roof | White | Quad: 90° / 180° _____ | ④ | | |
| | | Shoe Box | CFL & PL: E26 / 2P / 4P | Timer: _____ | Motion Sensor: _____ | Soffit | Other: _____ | Other: _____ | Other | | |
| | | Recessed Cans | T5 / T8 / T12 | Photocell: _____ | Dimmable: _____ Type: _____ | Wall | Fixture & Pole condition | | Pole Shape | Pole top & tenon measurement | Fixture or pole height |
| | | Wall Pack | Other: _____ | Voltage | Fixture dimensions | | Recessed can ceiling hole diameter: _____ | | Square | 20 | |
| | | Troffers / Vapor Tight / Strip Lights | Wattage: 120 | 120 | Diameter: _____ Depth: _____ | Width: _____ Length: _____ | | Good | Round | | |
| Other: _____ | | | | | Need to be replaced / | | Tapered | | | | |
| ADDITIONAL COMMENTS: | | | | | Total fixture qty.: 2 | Total lamp per fixture qty.: 2 | Lamp Outages qty.: Power: Yes / No 2 | Total emergency fixture qty.: 0 | | | |

General Comments (if any electrical work needs to be done, please send a quote):

7. On site audit: Performed by FES in house engineers

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| Audit Sheet [Page ___ of ___] | | Business Name / Location: | | | | FUTURE ENERGY SOLUTIONS | | | | |
|--|---------------------------------------|---------------------------|----------------------------|--|---|-----------------------------------|---|------------------------------------|------------------------------|------------------------|
| Date: | | Auditor Name: | | | Auditor Telephone: | | | Auditing Company: | | |
| Area: 2nd Floor Ramp Down + Hours: 24 2nd FL Days: 7 | Fixture | Lamp | Mounting | | Placement | Color | Bracket and Pole Information | | | |
| | Barn Light | Metal Halide: E26 / E39 | Surface | Arm: Length _____ | Ceiling | Aluminum | Bracket type | | Fixtures per pole | |
| | Canopy Light | HPS: E26 / E39 | Recessed | Pendant (Length): Chain _____ Stem _____ | Ground | Black | Single | | ① | |
| | Flood Light | LED | Slip Fitter | Threaded Knuckle: 1/2" ___ 3/4" ___ | Pole | Bronze | Double: 90° ___ 180° ___ | | ② | |
| | Garage Light | Incandescent | Yoke | Hook & Cord ___ Hook & Plug ___ | Pole - Mid mount | Gray | Triple: 90° ___ 120° ___ 180° ___ | | ③ | |
| | High Bay | Halogen | Control type | | Roof | White | Quad: 90° ___ 180° ___ | | ④ | |
| | Shoe Box | CFL & PL: E26 / 2P / 4P | Timer: _____ | Motion Sensor: _____ | Soffit | Other: _____ | Other: _____ | | Other | |
| | Recessed Cans | T5 / (18) T12 | Photocell: _____ | Dimmable: _____ Type: _____ | Wall | Fixture & Pole condition | Pole Shape | | Pole top & tenon measurement | Fixture or pole height |
| | Wall Pack | Other: _____ | Voltage | Fixture dimensions | | | Good | Square | | 20 |
| | Troffers / Vapor Tight / Strip Lights | Wattage | 120 | Diameter: _____ Depth: _____ | Recessed can ceiling hole diameter: _____ | Fair | Round | | | |
| Other: _____ | | | Width: _____ Length: _____ | | Need to be replaced / | Tapered | | | | |
| ADDITIONAL COMMENTS: Need Vapor Proof | | | | | Total fixture qty.: 13 | Total lamp per fixture qty.: 2 | Lamp Outages qty.: Power: Yes / No 2 | Total emergency fixture qty.: 0 | | |

| Area: Ramp to Roof Walkway Light Hours: 24 Days: 7 | | Business Name / Location: | | | | FUTURE ENERGY SOLUTIONS | | | | |
|--|---------------------------------------|---------------------------|----------------------------|--|------------------------------|---|---|------------------------------------|------------------------------|------------------------|
| Date: | | Auditor Name: | | | Auditor Telephone: | | | Auditing Company: | | |
| Area: Ramp to Roof Hours: 24 Days: 7 | Fixture | Lamp | Mounting | | Placement | Color | Bracket and Pole Information | | | |
| | Barn Light | Metal Halide: E26 / E39 | Surface | Arm: Length _____ | Ceiling | Aluminum | Bracket type | | Fixtures per pole | |
| | Canopy Light | HPS: E26 / E39 | Recessed | Pendant (Length): Chain _____ Stem _____ | Ground | Black | Single | | ① | |
| | Flood Light | LED | Slip Fitter | Threaded Knuckle: 1/2" ___ 3/4" ___ | Pole | Bronze | Double: 90° ___ 180° ___ | | ② | |
| | Garage Light | Incandescent | Yoke | Hook & Cord ___ Hook & Plug ___ | Pole - Mid mount | Gray | Triple: 90° ___ 120° ___ 180° ___ | | ③ | |
| | High Bay | Halogen | Control type | | Roof | White | Quad: 90° ___ 180° ___ | | ④ | |
| | Shoe Box | CFL & PL: E26 / 2P / 4P | Timer: _____ | Motion Sensor: _____ | Soffit | Other: _____ | Other: _____ | | Other | |
| | Recessed Cans | T5 / T8 / T12 | Photocell: _____ | Dimmable: _____ Type: _____ | Wall | Fixture & Pole condition | Pole Shape | | Pole top & tenon measurement | Fixture or pole height |
| | Wall Pack | Other: _____ | Voltage | Fixture dimensions | | | Good | Square | | 3ft |
| | Troffers / Vapor Tight / Strip Lights | Wattage | 13w | 120 | Diameter: _____ Depth: _____ | Recessed can ceiling hole diameter: _____ | Fair | Round | | |
| Other: _____ | | | Width: _____ Length: _____ | | Need to be replaced | Tapered | | | | |
| ADDITIONAL COMMENTS: Swirly CFL | | | | | Total fixture qty.: 16 | Total lamp per fixture qty.: 1 | Lamp Outages qty.: Power: Yes / No 5 | Total emergency fixture qty.: 0 | | |

| Area: Roof Hours: 12 Days: 7 | | Business Name / Location: | | | | FUTURE ENERGY SOLUTIONS | | | | |
|--|---------------------------------------|---------------------------|----------------------------|--|------------------------------|---|---|------------------------------------|------------------------------|------------------------|
| Date: | | Auditor Name: | | | Auditor Telephone: | | | Auditing Company: | | |
| Area: Roof Hours: 12 Days: 7 | Fixture | Lamp | Mounting | | Placement | Color | Bracket and Pole Information | | | |
| | Barn Light | Metal Halide: E26 / E39 | Surface | Arm: Length _____ | Ceiling | Aluminum | Bracket type | | Fixtures per pole | |
| | Canopy Light | HPS: E26 / E39 | Recessed | Pendant (Length): Chain _____ Stem _____ | Ground | Black | Single | | ① | |
| | Flood Light | LED | Slip Fitter | Threaded Knuckle: 1/2" ___ 3/4" ___ | Pole | Bronze | Double: 90° ___ 180° ___ | | ② | |
| | Garage Light | Incandescent | Yoke | Hook & Cord ___ Hook & Plug ___ | Pole - Mid mount | Gray | Triple: 90° ___ 120° ___ 180° ___ | | ③ | |
| | High Bay | Halogen | Control type | | Roof | White | Quad: 90° ___ 180° ___ | | ④ | |
| | Shoe Box | CFL & PL: E26 / 2P / 4P | Timer: _____ | Motion Sensor: _____ | Soffit | Other: _____ | Other: _____ | | Other | |
| | Recessed Cans | T5 / T8 / T12 | Photocell: _____ | Dimmable: _____ Type: _____ | Wall | Fixture & Pole condition | Pole Shape | | Pole top & tenon measurement | Fixture or pole height |
| | Wall Pack | Other: _____ | Voltage | Fixture dimensions | | | Good | Square | | 3ft |
| | Troffers / Vapor Tight / Strip Lights | Wattage | 18w | 120 | Diameter: _____ Depth: _____ | Recessed can ceiling hole diameter: _____ | Fair | Round | | |
| Other: _____ | | | Width: _____ Length: _____ | | Need to be replaced | Tapered | | | | |
| ADDITIONAL COMMENTS: * WP 1138 replacements. Lights On North Side South Side | | | | | Total fixture qty.: 22 | Total lamp per fixture qty.: 1 | Lamp Outages qty.: Power: Yes / No 0 | Total emergency fixture qty.: 0 | | |

General Comments (If any electrical work needs to be done, please send a quote):

7. On site audit: Performed by FES in house engineers

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| Audit Sheet [Page ___ of ___] | | Business Name / Location: | | | | FUTURE ENERGY SOLUTIONS | | | | |
|---------------------------------------|-------------------------|---------------------------|--|---|------------------------------|---|-------------------------------|-------------------|------------------------------|------------------------|
| Date: | | Auditor Name: | | Auditor Telephone: | | Auditing Company: | | | | |
| Fixture | Lamp | Mounting | | Placement | Color | Bracket and Pole Information | | | | |
| Barn Light | Metal Halide: E26 / E39 | Surface | Arm: Length _____ | Ceiling | Aluminum | Bracket type | | Fixtures per pole | | |
| Canopy Light | HPS: E26 / E39 | Recessed | Pendant (Length): Chain _____ Stem _____ | Ground | Black | Single | | ① | | |
| Flood Light | LED | Slip Fitter | Threaded Knuckle: 1/2" _____ 3/4" _____ | Pole | Bronze | Double: 90° _____ 180° _____ | | ② | | |
| Garage Light | Incandescent | Yoke | Hook & Cord _____ Hook & Plug _____ | Pole - Mid mount | Gray | Triple: 90° _____ 120° _____ 180° _____ | | ③ | | |
| High Bay | Halogen | Control type | | Roof | White | Quad: 90° _____ 180° _____ | | ④ | | |
| Shoe Box | CFL & PL: E26 / 2P / 4P | Timer: _____ | Motion Sensor: _____ | Soffit | Other: _____ | Other: _____ | | Other | | |
| Recessed Cans | T5 / T8 / T12 | Photocell: _____ | Dimmable: _____ Type: _____ | Wall | Fixture & Pole condition | | Pole Shape | | Pole top & tenon measurement | Fixture or pole height |
| Wall Pack | Other: _____ | Voltage | Fixture dimensions | | Good | | Square | | | |
| Troffers / Vapor Tight / Strip Lights | Wattage | | Diameter: _____ Depth: _____ | Recessed can ceiling hole diameter: _____ | Fair | | Round | | | |
| Other: _____ | | | Width: _____ Length: _____ | | Need to be replaced | | Tapered | | | |
| ADDITIONAL COMMENTS: | | | | Total fixture qty.: | Total lamp per fixture qty.: | Lamp Outages qty.: | Total emergency fixture qty.: | | | |
| | | | | | | Power: Yes / No | | | | |

Area: *Roof Storage East North*
Days: *7*
Hours: *12*

| Fixture | Lamp | Mounting | | Placement | Color | Bracket and Pole Information | | | | |
|---------------------------------------|-------------------------|------------------|--|---|------------------------------|---|-------------------------------|-------------------|------------------------------|------------------------|
| Barn Light | Metal Halide: E26 / E39 | Surface | Arm: Length _____ | Ceiling | Aluminum | Bracket type | | Fixtures per pole | | |
| Canopy Light | HPS: E26 / E39 | Recessed | Pendant (Length): Chain _____ Stem _____ | Ground | Black | Single | | ① | | |
| Flood Light | LED | Slip Fitter | Threaded Knuckle: 1/2" _____ 3/4" _____ | Pole | Bronze | Double: 90° _____ 180° _____ | | ② | | |
| Garage Light | Incandescent | Yoke | Hook & Cord _____ Hook & Plug _____ | Pole - Mid mount | Gray | Triple: 90° _____ 120° _____ 180° _____ | | ③ | | |
| High Bay | Halogen | Control type | | Roof | White | Quad: 90° _____ 180° _____ | | ④ | | |
| Shoe Box | CFL & PL: E26 / 2P / 4P | Timer: _____ | Motion Sensor: _____ | Soffit | Other: _____ | Other: _____ | | Other | | |
| Recessed Cans | T5 / T8 / T12 | Photocell: _____ | Dimmable: _____ Type: _____ | Wall | Fixture & Pole condition | | Pole Shape | | Pole top & tenon measurement | Fixture or pole height |
| Wall Pack | Other: _____ | Voltage | Fixture dimensions | | Good | | Square | | | |
| Troffers / Vapor Tight / Strip Lights | Wattage | | Diameter: _____ Depth: _____ | Recessed can ceiling hole diameter: _____ | Fair | | Round | | | |
| Other: _____ | | | Width: <i>10.5"</i> Length: _____ | | Need to be replaced | | Tapered | | | |
| ADDITIONAL COMMENTS: | | | | Total fixture qty.: | Total lamp per fixture qty.: | Lamp Outages qty.: | Total emergency fixture qty.: | | | |
| | | | | | | Power: Yes / No | | | | |

Area: *Roof Storage West*
Days: *7*
Hours: *12*

| Fixture | Lamp | Mounting | | Placement | Color | Bracket and Pole Information | | | | |
|---------------------------------------|-------------------------|------------------|--|---|------------------------------|---|-------------------------------|-------------------|------------------------------|------------------------|
| Barn Light | Metal Halide: E26 / E39 | Surface | Arm: Length _____ | Ceiling | Aluminum | Bracket type | | Fixtures per pole | | |
| Canopy Light | HPS: E26 / E39 | Recessed | Pendant (Length): Chain _____ Stem _____ | Ground | Black | Single | | ① | | |
| Flood Light | LED | Slip Fitter | Threaded Knuckle: 1/2" _____ 3/4" _____ | Pole | Bronze | Double: 90° _____ 180° _____ | | ② | | |
| Garage Light | Incandescent | Yoke | Hook & Cord _____ Hook & Plug _____ | Pole - Mid mount | Gray | Triple: 90° _____ 120° _____ 180° _____ | | ③ | | |
| High Bay | Halogen | Control type | | Roof | White | Quad: 90° _____ 180° _____ | | ④ | | |
| Shoe Box | CFL & PL: E26 / 2P / 4P | Timer: _____ | Motion Sensor: _____ | Soffit | Other: _____ | Other: _____ | | Other | | |
| Recessed Cans | T5 / T8 / T12 | Photocell: _____ | Dimmable: _____ Type: _____ | Wall | Fixture & Pole condition | | Pole Shape | | Pole top & tenon measurement | Fixture or pole height |
| Wall Pack | Other: _____ | Voltage | Fixture dimensions | | Good | | Square | | | |
| Troffers / Vapor Tight / Strip Lights | Wattage | | Diameter: _____ Depth: _____ | Recessed can ceiling hole diameter: _____ | Fair | | Round | | | |
| Other: _____ | | | Width: _____ Length: _____ | | Need to be replaced | | Tapered | | | |
| ADDITIONAL COMMENTS: | | | | Total fixture qty.: | Total lamp per fixture qty.: | Lamp Outages qty.: | Total emergency fixture qty.: | | | |
| | | | | <i>1</i> | <i>2</i> | Power: Yes / No <i>0</i> | <i>0</i> | | | |

Area: *Bro Fibre Storage East*
Days: *7*
Hours: *2.4*

General Comments (If any electrical work needs to be done, please send a quote):

7. On site audit: Performed by FES in house engineers

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| | | | | | | | | | | |
|---|---------------------------------------|---------------------------|------------------------|--------------------------------------|---|---------------------------------------|-----------------------------------|--|------------------------------|------------------------|
| Audit Sheet [Page ___ of ___] | | Business Name / Location: | | | | FUTURE ENERGY SOLUTIONS | | | | |
| Date: | | Auditor Name: | | Auditor Telephone: | | Auditing Company: | | | | |
| Area: East Stairway 2nd-8th Landing Days: 7 Hours: 12 | Fixture | Lamp | Mounting | | Placement | Color | Bracket and Pole Information | | | |
| | Barn Light | Metal Halide: E26 / E39 | Surface | Arm: Length ___ | Ceiling | Aluminum | Bracket type | | Fixtures per pole | |
| | Canopy Light | HPS: E26 / E39 | Recessed | Pendant (Length): Chain ___ Stem ___ | Ground | Black | Single | | ① | |
| | Flood Light | LED | Slip Filter | Threaded Knuckle: 1/2" ___ 3/4" ___ | Pole | Bronze | Double: 90° ___ 180° ___ | | ② | |
| | Garage Light | Incandescent | Yoke | Hook & Cord ___ Hook & Plug ___ | Pole - Mid mount | Gray | Triple: 90° ___ 120° ___ 180° ___ | | ③ | |
| | High Bay | Halogen | Control type | | Roof | White | Quad: 90° ___ 180° ___ | | ④ | |
| | Shoe Box | CFL & PL: E26 / 2P / 4P | Timer: ___ | Motion Sensor: ___ | Soffit | Other: ___ | Other: ___ | | Other | |
| | Recessed Cans | T5 / T8 / T12 | Photocell: ___ | Dimmable: ___ Type: ___ | Wall | Fixture & Pole condition | | Pole Shape | Pole top & tenon measurement | Fixture or pole height |
| | Wall Pack | Other: IND | Voltage | Fixture dimensions | | Good | Square | | 25 | |
| | Troffers / Vapor Tight / Strip Lights | Wattage | 120 | Diameter: ___ Depth: ___ | Recessed can ceiling hole diameter: ___ | Fair | Round | | | |
| Other: ___ | | | Width: ___ Length: ___ | | Need to be replaced | Tapered | | | | |
| ADDITIONAL COMMENTS: CD | | | | | Total fixture qty.: 1 | Total lamp per fixture qty.: 1 | Lamp Outages qty.: 0 | Total emergency fixture qty.: 0 | | |

| | | | | | | | | | | |
|---|---------------------------------------|-------------------------|----------------------------------|--------------------------------------|---|---------------------------------------|-----------------------------------|--|------------------------------|------------------------|
| Area: East Elevator Days: 7 Hours: 12 | Fixture | Lamp | Mounting | | Placement | Color | Bracket and Pole Information | | | |
| | Barn Light | Metal Halide: E26 / E39 | Surface | Arm: Length ___ | Ceiling | Aluminum | Bracket type | | Fixtures per pole | |
| | Canopy Light | HPS: E26 / E39 | Recessed | Pendant (Length): Chain ___ Stem ___ | Ground | Black | Single | | ① | |
| | Flood Light | LED | Slip Filter | Threaded Knuckle: 1/2" ___ 3/4" ___ | Pole | Bronze | Double: 90° ___ 180° ___ | | ② | |
| | Garage Light | Incandescent | Yoke | Hook & Cord ___ Hook & Plug ___ | Pole - Mid mount | Gray | Triple: 90° ___ 120° ___ 180° ___ | | ③ | |
| | High Bay | Halogen | Control type | | Roof | White | Quad: 90° ___ 180° ___ | | ④ | |
| | Shoe Box | CFL & PL: E26 / 2P / 4P | Timer: ___ | Motion Sensor: ___ | Soffit | Other: ___ | Other: ___ | | Other | |
| | Recessed Cans | T5 / T8 / T12 | Photocell: ___ | Dimmable: ___ Type: ___ | Wall | Fixture & Pole condition | | Pole Shape | Pole top & tenon measurement | Fixture or pole height |
| | Wall Pack | Other: ___ | Voltage | Fixture dimensions | | Good | Square | | 8 ft | |
| | Troffers / Vapor Tight / Strip Lights | Wattage | 10w | Diameter: ___ Depth: ___ | Recessed can ceiling hole diameter: ___ | Fair | Round | | | |
| Other: ___ | | | Width: 2 1/2" Length: ___ | | Need to be replaced | Tapered | | | | |
| ADDITIONAL COMMENTS: MR16 | | | | | Total fixture qty.: 6 | Total lamp per fixture qty.: 1 | Lamp Outages qty.: 0 | Total emergency fixture qty.: 0 | | |

| | | | | | | | | | | |
|---|---------------------------------------|-------------------------|------------------------|--------------------------------------|---|---------------------------------------|-----------------------------------|--|------------------------------|------------------------|
| Area: West Staircase Roof Days: 7 Hours: 12 | Fixture | Lamp | Mounting | | Placement | Color | Bracket and Pole Information | | | |
| | Barn Light | Metal Halide: E26 / E39 | Surface | Arm: Length ___ | Ceiling | Aluminum | Bracket type | | Fixtures per pole | |
| | Canopy Light | HPS: E26 / E39 | Recessed | Pendant (Length): Chain ___ Stem ___ | Ground | Black | Single | | ① | |
| | Flood Light | LED | Slip Filter | Threaded Knuckle: 1/2" ___ 3/4" ___ | Pole | Bronze | Double: 90° ___ 180° ___ | | ② | |
| | Garage Light | Incandescent | Yoke | Hook & Cord ___ Hook & Plug ___ | Pole - Mid mount | Gray | Triple: 90° ___ 120° ___ 180° ___ | | ③ | |
| | High Bay | Halogen | Control type | | Roof | White | Quad: 90° ___ 180° ___ | | ④ | |
| | Shoe Box | CFL & PL: E26 / 2P / 4P | Timer: ___ | Motion Sensor: ___ | Soffit | Other: ___ | Other: ___ | | Other | |
| | Recessed Cans | T5 / T8 / T12 | Photocell: ___ | Dimmable: ___ Type: ___ | Wall | Fixture & Pole condition | | Pole Shape | Pole top & tenon measurement | Fixture or pole height |
| | Wall Pack | Other: ___ | Voltage | Fixture dimensions | | Good | Square | | 8 ft | |
| | Troffers / Vapor Tight / Strip Lights | Wattage | 22w | Diameter: ___ Depth: ___ | Recessed can ceiling hole diameter: ___ | Fair | Round | | | |
| Other: ___ | | | Width: ___ Length: ___ | | Need to be replaced | Tapered | | | | |
| ADDITIONAL COMMENTS: | | | | | Total fixture qty.: 2 | Total lamp per fixture qty.: 2 | Lamp Outages qty.: 0 | Total emergency fixture qty.: 0 | | |

General Comments (If any electrical work needs to be done, please send a quote):

7. On site audit: Performed by FES in house engineers

1

| Audit Sheet (Page ___ of ___) | | Business Name / Location: | | | | FUTURE ENERGY SOLUTIONS | | | | | | |
|---|-------|---------------------------------------|-------------------------|------------------|--|--------------------------------|---------------------------------------|-----------------------------------|------------------------|-------------------|------------------------------|------------------------|
| Date: | | Auditor Name: | | | Auditor Telephone: | | | Auditing Company: | | | | |
| Area: Deco F. store | Days: | Fixture | Lamp | Mounting | | Placement | Color | Bracket and Pole Information | | | | |
| | | Barn Light | Metal Halide: E26 / E39 | Surface | Arm: Length _____ | Ceiling | Aluminum | Bracket type | | Fixtures per pole | | |
| | | Canopy Light | HPS: E26 / E39 | Recessed | Pendant (Length): Chain _____ Stem _____ | Ground | Black | Single | (1) | | | |
| | | Flood Light | LED | Slip Fitter | Threaded Knuckle: 1/2" ___ 3/4" ___ | Pole | Bronze | Double: 90° ___ 180° ___ | (2) | | | |
| | | Garage Light | Incandescent | Yoke | Hook & Cord ___ Hook & Plug ___ | Pole - Mid mount | Gray | Triple: 90° ___ 120° ___ 180° ___ | (3) | | | |
| | | High Bay | Halogen | Control type | | | Roof | White | Quad: 90° ___ 180° ___ | (4) | | |
| | | Shoe Box | CFL & PL: E26 / 2P / 4P | Timer: _____ | Motion Sensor: _____ | Soffit | Other: _____ | Other: _____ | Other | | | |
| | | Recessed Cans | T5 / T8 / T12 | Photocell: _____ | Dimmable: _____ Type: _____ | Wall | Fixture & Pole condition | | Pole Shape | | Pole top & tenon measurement | Fixture or pole height |
| | | Wall Pack | Other: E12 | Voltage | Fixture dimensions | | | Good | Square | | | |
| | | Troffers / Vapor Tight / Strip Lights | Wattage: 60w | 120 | Diameter: _____ | Depth: _____ | Fair | | Round | | | |
| Other: | | | Width: _____ | Length: _____ | Need to be replaced | Tapered | | | | | | |
| Hours: ADDITIONAL COMMENTS: Deco future bulb swap out | | | | | Total fixture qty.: 27 | Total lamp per fixture qty.: 3 | Lamp Outages qty.: Power: Yes / No 12 | Total emergency fixture qty.: | | | | |

| Area: Shops Canopy 2nd FL | Days: | Fixture | Lamp | Mounting | | Placement | Color | Bracket and Pole Information | | | | |
|---|-------|---------------------------------------|-------------------------|------------------|--|--------------------------------|------------------------------------|-----------------------------------|------------------------|-------------------|------------------------------|------------------------|
| | | Barn Light | Metal Halide: E26 / E39 | Surface | Arm: Length _____ | Ceiling | Aluminum | Bracket type | | Fixtures per pole | | |
| | | Canopy Light | HPS: E26 / E39 | Recessed | Pendant (Length): Chain _____ Stem _____ | Ground | Black | Single | (1) | | | |
| | | Flood Light | LED | Slip Fitter | Threaded Knuckle: 1/2" ___ 3/4" ___ | Pole | Bronze | Double: 90° ___ 180° ___ | (2) | | | |
| | | Garage Light | Incandescent | Yoke | Hook & Cord ___ Hook & Plug ___ | Pole - Mid mount | Gray | Triple: 90° ___ 120° ___ 180° ___ | (3) | | | |
| | | High Bay | Halogen | Control type | | | Roof | White | Quad: 90° ___ 180° ___ | (4) | | |
| | | Shoe Box | CFL & PL: E26 / 2P / 4P | Timer: _____ | Motion Sensor: _____ | Soffit | Other: _____ | Other: _____ | Other | | | |
| | | Recessed Cans | T5 / T8 / T12 | Photocell: _____ | Dimmable: _____ Type: _____ | Wall | Fixture & Pole condition | | Pole Shape | | Pole top & tenon measurement | Fixture or pole height |
| | | Wall Pack | Other: _____ | Voltage | Fixture dimensions | | | Good | Square | | | 15ft |
| | | Troffers / Vapor Tight / Strip Lights | Wattage: 15w | | Diameter: _____ | Depth: _____ | Fair | | Round | | | |
| Other: | | | Width: 13" | Length: _____ | Need to be replaced | Tapered | | | | | | |
| Hours: ADDITIONAL COMMENTS: GD 1053 Replacement | | | | | Total fixture qty.: 6 | Total lamp per fixture qty.: 1 | Lamp Outages qty.: Power: Yes / No | Total emergency fixture qty.: | | | | |

| Area: Shops Canopy 2nd FL | Days: | Fixture | Lamp | Mounting | | Placement | Color | Bracket and Pole Information | | | | |
|-----------------------------|-------|---------------------------------------|-------------------------|------------------|--|--------------------------------|---------------------------------------|-----------------------------------|------------------------|-------------------|------------------------------|------------------------|
| | | Barn Light | Metal Halide: E26 / E39 | Surface | Arm: Length _____ | Ceiling | Aluminum | Bracket type | | Fixtures per pole | | |
| | | Canopy Light | HPS: E26 / E39 | Recessed | Pendant (Length): Chain _____ Stem _____ | Ground | Black | Single | (1) | | | |
| | | Flood Light | LED | Slip Fitter | Threaded Knuckle: 1/2" ___ 3/4" ___ | Pole | Bronze | Double: 90° ___ 180° ___ | (2) | | | |
| | | Garage Light | Incandescent | Yoke | Hook & Cord ___ Hook & Plug ___ | Pole - Mid mount | Gray | Triple: 90° ___ 120° ___ 180° ___ | (3) | | | |
| | | High Bay | Halogen | Control type | | | Roof | White | Quad: 90° ___ 180° ___ | (4) | | |
| | | Shoe Box | CFL & PL: E26 / 2P / 4P | Timer: _____ | Motion Sensor: _____ | Soffit | Other: _____ | Other: _____ | Other | | | |
| | | Recessed Cans | T5 / T8 / T12 | Photocell: _____ | Dimmable: _____ Type: _____ | Wall | Fixture & Pole condition | | Pole Shape | | Pole top & tenon measurement | Fixture or pole height |
| | | Wall Pack | Other: _____ | Voltage | Fixture dimensions | | | Good | Square | | | 15 |
| | | Troffers / Vapor Tight / Strip Lights | Wattage: 23w | 120 | Diameter: _____ | Depth: 19" | Fair | | Round | | | |
| Other: | | | Width: 6" | Length: _____ | Need to be replaced | Tapered | | | | | | |
| Hours: ADDITIONAL COMMENTS: | | | | | Total fixture qty.: 15 | Total lamp per fixture qty.: 1 | Lamp Outages qty.: Power: Yes / No 13 | Total emergency fixture qty.: 0 | | | | |

General Comments (If any electrical work needs to be done, please send a quote):
 Recess hole + surface grouped together. Recess - 8 - 100w MH
 Surface - 8 - 23 MH surface

8

| | | | | | | | | | | | |
|--|---------|---------------------------------------|-------------------------|--------------------|--------------------------------------|---|--------------------------|-----------------------------------|------------|------------------------------|------------------------|
| Audit Sheet [Page ___ of ___] | | Business Name / Location: | | | | FUTURE ENERGY SOLUTIONS | | | | | |
| Date: | | Auditor Name: | | Auditor Telephone: | | Auditing Company: | | | | | |
| Area: Shops Entrance | Days: 7 | Fixture | Lamp | Mounting | | Placement | Color | Bracket and Pole Information | | | |
| | | Barn Light | Metal Halide: E26 / E39 | Surface | Arm: Length ___ | Ceiling | Aluminum | Bracket type | | Fixtures per pole | |
| | | Canopy Light | HPS: E26 / E39 | Recessed | Pendant (Length): Chain ___ Stem ___ | Ground | Black | Single | ① | | |
| | | Flood Light | LED | Slip Fitter | Threaded Knuckle: 1/2" ___ 3/4" ___ | Pole | Bronze | Double: 90° ___ 180° ___ | ② | | |
| | | Garage Light | Incandescent | Yoke | Hook & Cord ___ Hook & Plug ___ | Pole - Mid mount | Gray | Triple: 90° ___ 120° ___ 180° ___ | ③ | | |
| | | High Bay | Halogen | Control type | | Roof | White | Quad: 90° ___ 180° ___ | ④ | | |
| | | Shoe Box | CFL & PL: E26 / 2P / 4P | Timer: ___ | Motion Sensor: ___ | Soffit | Other: ___ | Other: ___ | Other | | |
| | | Recessed Cans | T5 / T8 / T12 | Photocell: ___ | Dimmable: ___ Type: ___ | Wall | Fixture & Pole condition | | Pole Shape | Pole top & tenon measurement | Fixture or pole height |
| | | Wall Pack | Other: ___ | Voltage | Fixture dimensions | | Good | | Square | | |
| | | Troffers / Vapor Tight / Strip Lights | Wattage: 12w | | Diameter: ___ Depth: ___ | Recessed can ceiling hole diameter: ___ | Fair | Round | | | |
| Other: ___ | | | Width: 8" Length: ___ | | Need to be replaced | Tapered | | | | | |
| ADDITIONAL COMMENTS: For BR Re 38 Lamp. Use 6" | | | | | Total fixture qty.: 8 | Total lamp per fixture qty.: 1 | Lamp Outages qty.: 0 | Total emergency fixture qty.: 0 | | | |
| | | | | | Power: Yes / No 0 | | | | | | |

| | | | | | | | | | | | |
|--|---------|---------------------------------------|-------------------------|----------------|--------------------------------------|---|--------------------------|-----------------------------------|------------|------------------------------|------------------------|
| Area: Basement Offices | Days: 7 | Fixture | Lamp | Mounting | | Placement | Color | Bracket and Pole Information | | | |
| | | Barn Light | Metal Halide: E26 / E39 | Surface | Arm: Length ___ | Ceiling | Aluminum | Bracket type | | Fixtures per pole | |
| | | Canopy Light | HPS: E26 / E39 | Recessed | Pendant (Length): Chain ___ Stem ___ | Ground | Black | Single | ① | | |
| | | Flood Light | LED | Slip Fitter | Threaded Knuckle: 1/2" ___ 3/4" ___ | Pole | Bronze | Double: 90° ___ 180° ___ | ② | | |
| | | Garage Light | Incandescent | Yoke | Hook & Cord ___ Hook & Plug ___ | Pole - Mid mount | Gray | Triple: 90° ___ 120° ___ 180° ___ | ③ | | |
| | | High Bay | Halogen | Control type | | Roof | White | Quad: 90° ___ 180° ___ | ④ | | |
| | | Shoe Box | CFL & PL: E26 / 2P / 4P | Timer: ___ | Motion Sensor: ___ | Soffit | Other: ___ | Other: ___ | Other | | |
| | | Recessed Cans | T5 / T8 / T12 | Photocell: ___ | Dimmable: ___ Type: ___ | Wall | Fixture & Pole condition | | Pole Shape | Pole top & tenon measurement | Fixture or pole height |
| | | Wall Pack | Other: ___ | Voltage | Fixture dimensions | | Good | | Square | | |
| | | Troffers / Vapor Tight / Strip Lights | Wattage: 22w | 120 | Diameter: ___ Depth: ___ | Recessed can ceiling hole diameter: ___ | Fair | Round | | | |
| Other: ___ | | | Width: ___ Length: ___ | | Need to be replaced | Tapered | | | | | |
| ADDITIONAL COMMENTS: 10 Basement 4 hour office | | | | | Total fixture qty.: 10 | Total lamp per fixture qty.: 2 | Lamp Outages qty.: 0 | Total emergency fixture qty.: 0 | | | |
| | | | | | Power: Yes / No 0 | | | | | | |

| | | | | | | | | | | | |
|------------------------------|---------|---------------------------------------|-------------------------|----------------|--------------------------------------|---|--------------------------|-----------------------------------|------------|------------------------------|------------------------|
| Area: Basement Ramp in + out | Days: 7 | Fixture | Lamp | Mounting | | Placement | Color | Bracket and Pole Information | | | |
| | | Barn Light | Metal Halide: E26 / E39 | Surface | Arm: Length ___ | Ceiling | Aluminum | Bracket type | | Fixtures per pole | |
| | | Canopy Light | HPS: E26 / E39 | Recessed | Pendant (Length): Chain ___ Stem ___ | Ground | Black | Single | ① | | |
| | | Flood Light | LED | Slip Fitter | Threaded Knuckle: 1/2" ___ 3/4" ___ | Pole | Bronze | Double: 90° ___ 180° ___ | ② | | |
| | | Garage Light | Incandescent | Yoke | Hook & Cord ___ Hook & Plug ___ | Pole - Mid mount | Gray | Triple: 90° ___ 120° ___ 180° ___ | ③ | | |
| | | High Bay | Halogen | Control type | | Roof | White | Quad: 90° ___ 180° ___ | ④ | | |
| | | Shoe Box | CFL & PL: E26 / 2P / 4P | Timer: ___ | Motion Sensor: ___ | Soffit | Other: ___ | Other: ___ | Other | | |
| | | Recessed Cans | T5 / T8 / T12 | Photocell: ___ | Dimmable: ___ Type: ___ | Wall | Fixture & Pole condition | | Pole Shape | Pole top & tenon measurement | Fixture or pole height |
| | | Wall Pack | Other: ___ | Voltage | Fixture dimensions | | Good | | Square | | |
| | | Troffers / Vapor Tight / Strip Lights | Wattage: ___ | | Diameter: ___ Depth: ___ | Recessed can ceiling hole diameter: ___ | Fair | Round | | | |
| Other: ___ | | | Width: ___ Length: ___ | | Need to be replaced | Tapered | | | | | |
| ADDITIONAL COMMENTS: | | | | | Total fixture qty.: 100 | Total lamp per fixture qty.: 2 | Lamp Outages qty.: 0 | Total emergency fixture qty.: 0 | | | |
| | | | | | Power: Yes / No 0 | | | | | | |

General Comments (If any electrical work needs to be done, please send a quote):

3 Ramp Down

| Audit Sheet [Page ___ of ___] | | Business Name / Location: | | | | FUTURE ENERGY SOLUTIONS | | | | | |
|---|---------------------------------------|----------------------------|----------------------------|--|---|--------------------------------|-----------------------------------|---------------------------------|-------------------|------------------------------|------------------------|
| Date: | | Auditor Name: | | Auditor Telephone: | | Auditing Company: | | | | | |
| Area: Basement Stairway Hours: 2.4 Days: 1 | Fixture | Lamp | Mounting | | Placement | Color | Bracket and Pole Information | | | | |
| | Barn Light | Metal Halide: E26 / E39 | Surface | Arm: Length _____ | Ceiling | Aluminum | Bracket type | | Fixtures per pole | | |
| | Canopy Light | HPS: E26 / E39 | Recessed | Pendant (Length): Chain _____ Stem _____ | Ground | Black | Single | | ① | | |
| | Flood Light | LED | Slip Filler | Threaded Knuckle: 1/2" ___ 3/4" ___ | Pole | Bronze | Double: 90° ___ 180° ___ | | ② | | |
| | Garage Light | Incandescent | Yoke | Hook & Cord ___ Hook & Plug ___ | Pole - Mid mount | Gray | Triple: 90° ___ 120° ___ 180° ___ | | ③ | | |
| | High Bay | Halogen | Control type | | Roof | White | Quad: 90° ___ 180° ___ | | ④ | | |
| | Shoe Box | CFL & PL: E26 / 2P / 4P | Timer: _____ | Motion Sensor: _____ | Soffit | Other: _____ | Other: _____ | | Other | | |
| | Recessed Cans | T5 / T8 / T12 | Photocell: _____ | Dimmable: _____ Type: _____ | Wall | Other: _____ | | Other | | | |
| | Wall Pack | Other: _____ | Voltage | Fixture dimensions | | Fixture & Pole condition | | Pole Shape | | Pole top & tenon measurement | Fixture or pole height |
| | Troffers / Vapor Tight / Strip Lights | Wattage: 22w | | Diameter: _____ Depth: _____ | Recessed can ceiling hole diameter: _____ | Good | Square | | | 8 | |
| Other: _____ | | Width: _____ Length: _____ | | | Fair | Round | | | | | |
| | | | | | Need to be replaced | Tapered | | | | | |
| ADDITIONAL COMMENTS: | | | | | Total fixture qty.: 4 | Total lamp per fixture qty.: 2 | Lamp Outages qty.: 20 | Total emergency fixture qty.: 0 | | | |
| Area: Parking Office Hours: 2.4 Days: 1 | Fixture | Lamp | Mounting | | Placement | Color | Bracket and Pole Information | | | | |
| | Barn Light | Metal Halide: E26 / E39 | Surface | Arm: Length _____ | Ceiling | Aluminum | Bracket type | | Fixtures per pole | | |
| | Canopy Light | HPS: E26 / E39 | Recessed | Pendant (Length): Chain _____ Stem _____ | Ground | Black | Single | | ① | | |
| | Flood Light | LED | Slip Filler | Threaded Knuckle: 1/2" ___ 3/4" ___ | Pole | Bronze | Double: 90° ___ 180° ___ | | ② | | |
| | Garage Light | Incandescent | Yoke | Hook & Cord ___ Hook & Plug ___ | Pole - Mid mount | Gray | Triple: 90° ___ 120° ___ 180° ___ | | ③ | | |
| | High Bay | Halogen | Control type | | Roof | White | Quad: 90° ___ 180° ___ | | ④ | | |
| | Shoe Box | CFL & PL: E26 / 2P / 4P | Timer: _____ | Motion Sensor: _____ | Soffit | Other: _____ | Other: _____ | | Other | | |
| | Recessed Cans | T5 / T8 / T12 | Photocell: _____ | Dimmable: _____ Type: _____ | Wall | Other: _____ | | Other | | | |
| | Wall Pack | Other: _____ | Voltage | Fixture dimensions | | Fixture & Pole condition | | Pole Shape | | Pole top & tenon measurement | Fixture or pole height |
| | Troffers / Vapor Tight / Strip Lights | Wattage: 22w | | Diameter: _____ Depth: _____ | Recessed can ceiling hole diameter: _____ | Good | Square | | | 8 | |
| Other: _____ | | Width: _____ Length: _____ | | | Fair | Round | | | | | |
| | | | | | Need to be replaced | Tapered | | | | | |
| ADDITIONAL COMMENTS: | | | | | Total fixture qty.: 2 | Total lamp per fixture qty.: 2 | Lamp Outages qty.: 0 | Total emergency fixture qty.: 0 | | | |
| Area: Restrooms by East Entrance Hours: 1 Days: 1 | Fixture | Lamp | Mounting | | Placement | Color | Bracket and Pole Information | | | | |
| | Barn Light | Metal Halide: E26 / E39 | Surface | Arm: Length _____ | Ceiling | Aluminum | Bracket type | | Fixtures per pole | | |
| | Canopy Light | HPS: E26 / E39 | Recessed | Pendant (Length): Chain _____ Stem _____ | Ground | Black | Single | | ① | | |
| | Flood Light | LED | Slip Filler | Threaded Knuckle: 1/2" ___ 3/4" ___ | Pole | Bronze | Double: 90° ___ 180° ___ | | ② | | |
| | Garage Light | Incandescent | Yoke | Hook & Cord ___ Hook & Plug ___ | Pole - Mid mount | Gray | Triple: 90° ___ 120° ___ 180° ___ | | ③ | | |
| | High Bay | Halogen | Control type | | Roof | White | Quad: 90° ___ 180° ___ | | ④ | | |
| | Shoe Box | CFL & PL: E26 / 2P / 4P | Timer: _____ | Motion Sensor: _____ | Soffit | Other: _____ | Other: _____ | | Other | | |
| | Recessed Cans | T5 / T8 / T12 | Photocell: _____ | Dimmable: _____ Type: _____ | Wall | Other: _____ | | Other | | | |
| | Wall Pack | Other: _____ | Voltage | Fixture dimensions | | Fixture & Pole condition | | Pole Shape | | Pole top & tenon measurement | Fixture or pole height |
| | Troffers / Vapor Tight / Strip Lights | Wattage: 9w | 120 | Diameter: _____ Depth: _____ | Recessed can ceiling hole diameter: _____ | Good | Square | | | | |
| Other: _____ | | | Width: _____ Length: _____ | | Fair | Round | | | | | |
| | | | | | Need to be replaced | Tapered | | | | | |
| ADDITIONAL COMMENTS: | | | | | Total fixture qty.: 1 | Total lamp per fixture qty.: 4 | Lamp Outages qty.: 0 | Total emergency fixture qty.: 0 | | | |

General Comments (If any electrical work needs to be done, please send a quote):

7. On site audit: Performed by FES in house engineers

| Audit Sheet [Page ___ of ___] | | Business Name / Location: | | | | | FUTURE ENERGY SOLUTIONS | | | | | | | |
|--|-------|---------------------------------------|--------------------------|-----------------|--|----------------------------|--|----------------------------------|--------------------------------|-------------------|--|------------------------------|---------------------------------|--|
| Date: | | Auditor Name: | | | Auditor Telephone: | | Auditing Company: | | | | | | | |
| Area: Restrooms by East | Days: | Fixture | Lamp | Mounting | | Placement | Color | Bracket and Pole Information | | | | | | |
| | | Barn Light | Metal Halide: E26 / E39 | Surface | Arm: Length_____ | Ceiling | Aluminum | Bracket type | | Fixtures per pole | | | | |
| | | Canopy Light | HPS: E26 / E39 | Recessed | Pendant (Length): Chain_____ Stem_____ | Ground | Black | Single | | ① | | | | |
| | | Flood Light | LED | Slip Fitter | Threaded Knuckle: 1/2" ___ 3/4"___ | Pole | Bronze | Double: 90° ___ 180°___ | | ② | | | | |
| | | Garage Light | Incandescent | Yoke | Hook & Cord ___ Hook & Plug___ | Pole - Mid mount | Gray | Triple: 90° ___ 120° ___ 180°___ | | ③ | | | | |
| | | High Bay | Halogen | Control type | | | Roof | White | Quad: 90° ___ 180°___ | | ④ | | | |
| | | Shoe Box | CFL & PL: E26 / 2P / 4P | Timer:_____ | Motion Sensor:_____ | | Soffit | Other:_____ | Other:_____ | | Other | | | |
| | | Recessed Cans | T5 / T8 / T12 | Photocell:_____ | Dimmable:_____ Type:_____ | | Wall | Fixture & Pole condition | | Pole Shape | | Pole top & tenon measurement | Fixture or pole height | |
| | | Wall Pack | Other:_____ | Voltage | | Fixture dimensions | | Good | | Square | | | 8 | |
| | | Troffers / Vapor Tight / Strip Lights | Wattage | 12W | 120 | Diameter:_____ Depth:_____ | Recessed can ceiling hole diameter:_____ | Fair | | Round | | | | |
| Other:_____ | | | Width: 6" Length:_____ | | Need to be replaced | | Tapered | | | | | | | |
| Hours: | | | | | ADDITIONAL COMMENTS: Recessed cans 6" | | Total fixture qty.: 26 | | Total lamp per fixture qty.: 1 | | Lamp Outages qty.: Power: Yes / No <input checked="" type="checkbox"/> | | Total emergency fixture qty.: 0 | |
| Area: | Days: | Fixture | Lamp | Mounting | | Placement | Color | Bracket and Pole Information | | | | | | |
| | | Barn Light | Metal Halide: E26 / E39 | Surface | Arm: Length_____ | Ceiling | Aluminum | Bracket type | | Fixtures per pole | | | | |
| | | Canopy Light | HPS: E26 / E39 | Recessed | Pendant (Length): Chain_____ Stem_____ | Ground | Black | Single | | ① | | | | |
| | | Flood Light | LED | Slip Fitter | Threaded Knuckle: 1/2" ___ 3/4"___ | Pole | Bronze | Double: 90° ___ 180°___ | | ② | | | | |
| | | Garage Light | Incandescent | Yoke | Hook & Cord ___ Hook & Plug___ | Pole - Mid mount | Gray | Triple: 90° ___ 120° ___ 180°___ | | ③ | | | | |
| | | High Bay | Halogen | Control type | | | Roof | White | Quad: 90° ___ 180°___ | | ④ | | | |
| | | Shoe Box | CFL & PL: E26 / 2P / 4P | Timer:_____ | Motion Sensor:_____ | | Soffit | Other:_____ | Other:_____ | | Other | | | |
| | | Recessed Cans | T5 / T8 / T12 | Photocell:_____ | Dimmable:_____ Type:_____ | | Wall | Fixture & Pole condition | | Pole Shape | | Pole top & tenon measurement | Fixture or pole height | |
| | | Wall Pack | Other:_____ | Voltage | | Fixture dimensions | | Good | | Square | | | | |
| | | Troffers / Vapor Tight / Strip Lights | Wattage | | | Diameter:_____ Depth:_____ | Recessed can ceiling hole diameter:_____ | Fair | | Round | | | | |
| Other:_____ | | | Width:_____ Length:_____ | | Need to be replaced | | Tapered | | | | | | | |
| Hours: | | | | | ADDITIONAL COMMENTS: | | Total fixture qty.: | | Total lamp per fixture qty.: | | Lamp Outages qty.: Power: Yes / No | | Total emergency fixture qty.: | |
| Area: | Days: | Fixture | Lamp | Mounting | | Placement | Color | Bracket and Pole Information | | | | | | |
| | | Barn Light | Metal Halide: E26 / E39 | Surface | Arm: Length_____ | Ceiling | Aluminum | Bracket type | | Fixtures per pole | | | | |
| | | Canopy Light | HPS: E26 / E39 | Recessed | Pendant (Length): Chain_____ Stem_____ | Ground | Black | Single | | ① | | | | |
| | | Flood Light | LED | Slip Fitter | Threaded Knuckle: 1/2" ___ 3/4"___ | Pole | Bronze | Double: 90° ___ 180°___ | | ② | | | | |
| | | Garage Light | Incandescent | Yoke | Hook & Cord ___ Hook & Plug___ | Pole - Mid mount | Gray | Triple: 90° ___ 120° ___ 180°___ | | ③ | | | | |
| | | High Bay | Halogen | Control type | | | Roof | White | Quad: 90° ___ 180°___ | | ④ | | | |
| | | Shoe Box | CFL & PL: E26 / 2P / 4P | Timer:_____ | Motion Sensor:_____ | | Soffit | Other:_____ | Other:_____ | | Other | | | |
| | | Recessed Cans | T5 / T8 / T12 | Photocell:_____ | Dimmable:_____ Type:_____ | | Wall | Fixture & Pole condition | | Pole Shape | | Pole top & tenon measurement | Fixture or pole height | |
| | | Wall Pack | Other:_____ | Voltage | | Fixture dimensions | | Good | | Square | | | | |
| | | Troffers / Vapor Tight / Strip Lights | Wattage | | | Diameter:_____ Depth:_____ | Recessed can ceiling hole diameter:_____ | Fair | | Round | | | | |
| Other:_____ | | | Width:_____ Length:_____ | | Need to be replaced | | Tapered | | | | | | | |
| Hours: | | | | | ADDITIONAL COMMENTS: | | Total fixture qty.: | | Total lamp per fixture qty.: | | Lamp Outages qty.: Power: Yes / No | | Total emergency fixture qty.: | |
| General Comments (If any electrical work needs to be done, please send a quote): | | | | | | | | | | | | | | |

7. On site audit: Performed by FES in house engineers

| Site Name | Facility Type | Entity | City & State | DirectCost | Total Energy Savings (\$) | Total Energy Savings (MMBtu) | Project Timeline | Assigned Staff |
|--|-------------------|--------|----------------------|--------------|---------------------------|------------------------------|------------------|---------------------|
| Boardman Fire Station 74 | Fire Station | FES | Youngstown, OH | \$9,736.87 | \$30,405 | 1.43E+09 | 15 | All FES departments |
| Boardman Fire Station 73 | Fire Station | FES | Youngstown, OH | \$5,694.86 | \$10,275 | 552,152,759 | 15 | All FES departments |
| Montgomery County Sheriff | County Jail | FES | Crawfordsville, IN | \$76,384.61 | \$270,240 | 1.37E+10 | 15 | All FES departments |
| Village of the Branch | Street | FES | Smithtown, NY | \$35,331.58 | \$142,290 | 2.55E+09 | 15 | All FES departments |
| Parke County Jail | County Jail | FES | Rockville, IN | \$33,715.42 | \$80,475 | 5,973,926,389 | 15 | All FES departments |
| Boys & Girls Club of Montgomery County | Youth Center | FES | Crawfordsville, IN | \$20,842.70 | \$86,730 | 4,006,331,977 | 15 | All FES departments |
| Citrus County Detention Facility | County Jail | FES | Lecanto, FL | \$126,922.18 | \$352,590 | 38,339,198,725 | 15 | All FES departments |
| Baker County Jail | County Jail | FES | Maccleny, FL | \$96,791.75 | \$227,475 | 2.02E+10 | 15 | All FES departments |
| Yazoo County Correctional Facility | County Jail | FES | Yazoo City, MS | \$88,112.15 | \$253,125 | 2.30E+10 | 15 | All FES departments |
| Finney County Jail | County Jail | FES | Garden City, KS | \$127,844.30 | \$232,980 | 2.30E+10 | 15 | All FES departments |
| Breckinridge County Jail - KY | County Jail | FES | Hardinsburg, KY | \$25,475.06 | \$99,135 | 8,688,831,001 | 15 | All FES departments |
| Stephens County Law Enforcement Center | Police Station | FES | Breckinridge, TX | \$32,048.45 | \$68,430 | 8,333,985,332 | 15 | All FES departments |
| Stephens County Airport | Airport | FES | Breckinridge, TX | \$794.32 | \$1,305 | 54,355,416 | 15 | All FES departments |
| Stephens County Courthouse | Courthouse | FES | Breckinridge, TX | \$6,634.42 | \$15,315 | 616,846,964 | 15 | All FES departments |
| Stephens County Barn | Community Center | FES | Breckinridge, TX | \$7,367.23 | \$12,360 | 1.33E+09 | 15 | All FES departments |
| Stephens County Annex | Community Center | FES | Breckinridge, TX | \$1,508.80 | \$2,250 | 1.41E+08 | 15 | All FES departments |
| Montcalm County Jail | County Jail | FES | Stanton, MI | \$64,538.09 | \$141,060 | 1.06E+10 | 15 | All FES departments |
| Township offices | Offices | FES | Clinton, PA | \$19,984.11 | \$72,690 | 2.80E+09 | 15 | All FES departments |
| Township of Findlay | Street | FES | Findlay Township, PA | \$33,983.84 | \$141,135 | 6,778,970,025 | 15 | All FES departments |
| Village Of Lowellville | Street | FES | Lowelville, OH | \$8,856.08 | \$33,120 | 1.58E+09 | 15 | All FES departments |
| Austintown Township | Street | FES | Youngstown, OH | \$68,044.04 | \$338,190 | 1.35E+10 | 15 | All FES departments |
| Boardman Township Admin Office | Offices | FES | Youngstown, OH | \$23,907.74 | \$80,835 | 4,118,574,376 | 15 | All FES departments |
| Boardman Township Road Department Building | Offices | FES | Youngstown, OH | \$19,590.24 | \$95,250 | 3.02E+09 | 15 | All FES departments |
| Harrington Park School District | Schools | FES | Harrington Park, NJ | \$149,893.80 | \$451,650 | 1.63E+10 | 15 | All FES departments |
| Geneva Middle School | Schools | FES | Geneva, OH | \$124,685.83 | \$205,995 | 1.35E+10 | 15 | All FES departments |
| Geneva-R. Spencer Platt Elementary | Schools | FES | Geneva, OH | \$47,426.40 | \$89,040 | 5,457,089,296 | 15 | All FES departments |
| Geneva Austinburg Elementary | Schools | FES | Geneva, OH | \$40,289.45 | \$74,550 | 4,691,046,439 | 15 | All FES departments |
| Geneva Cork Elementary School | Schools | FES | Geneva, OH | \$44,029.94 | \$72,375 | 4,889,377,171 | 15 | All FES departments |
| Geneva High School | Schools | FES | Geneva, OH | \$118,326.19 | \$226,995 | 1.60E+10 | 15 | All FES departments |
| Lowellville K-12 School | Schools | FES | Lowelville, OH | \$122,235.34 | \$460,800 | 1.86E+10 | 15 | All FES departments |
| Columbiana High School | Schools | FES | Colombiana, OH | \$67,801.80 | \$229,605 | 5,234,242,326 | 15 | All FES departments |
| Columbiana Bus Garage | Parking/Transport | FES | Colombiana, OH | \$2,874.76 | \$13,950 | 432,335,406 | 15 | All FES departments |

9. AEO Project History



EXHIBIT A

| | | | | | | | | | |
|-----------------|--|--------------------------------------|--------------------------|------------------------------|-------|------------|----------------------------------|------|------------|
| Project Number: | US25707 - Ver1 | Site Name: | One Parking - Palm Beach | Savings Calculation | | | FES Monthly Compensation Payment | | |
| Country: | USA | Cost pkw (X): | 0.12 | Baseline Monthly Energy Cost | (a) | \$1,904.80 | Monthly Savings | 100% | \$1,274.77 |
| Business Name: | ONE PARKING - PALM BEACH | Average Operational Hours (Y): | 18 | New Monthly Energy Cost | (b) | \$630.03 | Allowance to Customer | 25 % | \$318.69 |
| Site Address: | 15 Worth Avenue, Palm Beach, Florida 33480 | Average Yearly Operational Days (Z): | 354 | Monthly Saving | (a-b) | \$1,274.77 | Monthly Compensation | 75 % | \$956.08 |

Exhibit A - Part 1 (Audit)

| | Qty | Watts/Fixture | Total Wattage | KW | Hrs/Day | Days/Year | kWh | Cost P/H | Cost P/D | Cost P/M | | |
|----------------------------------|-----|--|---------------|------------|-----------|-----------|-----------|----------|----------|------------|-----------|--------|
| Customer existing light fixtures | A | B | C = A*B | D = C/1000 | Y | Z | E=(D*Y)*Z | F=D*0.12 | G = F*Y | H = G*Z/12 | | |
| 1 | 4' | T8 32W - 32W-Electrical Room in Back of Bldg - (2) | 10 | 70.40 | 704.00 | 0.70 | 3.0 | 260 | 549 | 0.08 | 0.25 | 5.49 |
| 2 | 4' | T8 32W - 32W-2nd FL Freight Elevator Hallway - (2) | 8 | 70.40 | 563.20 | 0.56 | 24.0 | 365 | 4,934 | 0.07 | 1.62 | 49.34 |
| 3 | 4' | T8 32W - 32W-2nd FL Freight Elevator Hallway Electrical RM - (2) | 1 | 70.40 | 70.40 | 0.07 | 3.0 | 260 | 55 | 0.01 | 0.03 | 0.55 |
| 4 | | Incandescent - 40W-2nd FL Restrooms - (1) | 26 | 40.00 | 1,040.00 | 1.04 | 5.0 | 365 | 1,898 | 0.12 | 0.62 | 18.98 |
| 5 | | MH - Metal Halide - Quartz - 250W-Garage Entrance - (1) | 10 | 285.00 | 2,850.00 | 2.85 | 24.0 | 365 | 24,966 | 0.34 | 8.21 | 249.66 |
| 6 | | MH - Metal Halide - Quartz - 150W-Entrance to Shop - (1) | 2 | 150.00 | 300.00 | 0.30 | 24.0 | 365 | 2,628 | 0.04 | 0.86 | 26.28 |
| 7 | | Par - 65W-Entrance to Shop - (1) | 1 | 65.00 | 65.00 | 0.07 | 24.0 | 365 | 569 | 0.01 | 0.19 | 5.69 |
| 8 | | MH - Metal Halide - Quartz - 250W-Ramp up to 2nd Floor - (1) | 3 | 285.00 | 855.00 | 0.86 | 24.0 | 365 | 7,490 | 0.10 | 2.46 | 74.90 |
| 9 | 4' | T8 32W - 32W-2nd Floor Ramp Up - (2) | 2 | 70.40 | 140.80 | 0.14 | 24.0 | 365 | 1,233 | 0.02 | 0.41 | 12.33 |
| 10 | 4' | T8 32W - 32W-2nd Floor and Ramp Down - (2) | 13 | 70.40 | 915.20 | 0.92 | 24.0 | 365 | 8,017 | 0.11 | 2.64 | 80.17 |
| 11 | | CFL - 13W-Ramp 2nd Floor to Roof Parking Lot - (1) | 13 | 13.00 | 169.00 | 0.17 | 24.0 | 365 | 1,480 | 0.02 | 0.49 | 14.80 |
| 12 | | MH - Metal Halide - Quartz - 100W-Roof Parking Lot Wallpacks - (1) | 22 | 121.00 | 2,662.00 | 2.66 | 12.0 | 365 | 11,660 | 0.32 | 3.83 | 116.60 |
| 13 | | Incandescent - 75W-West Staircase Roof Access - (1) | 1 | 82.50 | 82.50 | 0.08 | 12.0 | 365 | 361 | 0.01 | 0.12 | 3.61 |
| 14 | 4' | T8 32W - 32W-East Staircase 3rd Floor Elevator - (2) | 1 | 70.40 | 70.40 | 0.07 | 24.0 | 365 | 617 | 0.01 | 0.20 | 6.17 |
| 15 | | Induction - 80W-East Staircase 2nd Floor Landing - (1) | 1 | 80.00 | 80.00 | 0.08 | 24.0 | 365 | 701 | 0.01 | 0.23 | 7.01 |
| 16 | | MR-16 - 33W-East Elevator - (1) | 6 | 33.00 | 198.00 | 0.20 | 24.0 | 365 | 1,734 | 0.02 | 0.57 | 17.34 |
| 17 | 4' | T8 32W - 32W-West Staircase 3rd Floor - (2) | 1 | 70.40 | 70.40 | 0.07 | 24.0 | 365 | 617 | 0.01 | 0.20 | 6.17 |
| 18 | 4' | T8 32W - 32W-Basement Office/ Storage / Breakroom - (2) | 20 | 70.40 | 1,408.00 | 1.41 | 3.0 | 260 | 1,098 | 0.17 | 0.51 | 10.98 |
| 19 | 4' | T8 32W - 32W-Basement Ramps and Parking Lot - (2) | 100 | 70.40 | 7,040.00 | 7.04 | 24.0 | 365 | 61,670 | 0.84 | 20.28 | 616.70 |
| 20 | 4' | T8 32W - 32W-Basement Stairway - (2) | 4 | 70.40 | 281.60 | 0.28 | 24.0 | 365 | 2,467 | 0.03 | 0.81 | 24.67 |
| 21 | 4' | T8 32W - 32W-Valet Parking Office - (2) | 2 | 70.40 | 140.80 | 0.14 | 24.0 | 365 | 1,233 | 0.02 | 0.41 | 12.33 |
| 22 | | Incandescent - 65W-Restrooms Hall by Garage Exit - (1) | 1 | 65.00 | 65.00 | 0.07 | 24.0 | 365 | 569 | 0.01 | 0.19 | 5.69 |
| 23 | | Incandescent - 40W-Restrooms by Garage Exit - (1) | 26 | 40.00 | 1,040.00 | 1.04 | 5.0 | 365 | 1,898 | 0.12 | 0.62 | 18.98 |
| 24 | | Candelabra - 60W-Shops Decorative Lantam - (3) | 27 | 180.00 | 4,860.00 | 4.86 | 24.0 | 365 | 42,574 | 0.58 | 14.00 | 425.74 |
| 25 | | CFL - 75W-Shops 2nd Floor - (1) | 6 | 75.00 | 450.00 | 0.45 | 24.0 | 365 | 3,942 | 0.05 | 1.30 | 39.42 |
| 26 | | MH - Metal Halide - Quartz - 50W-Shops 2nd Floor - (1) | 7 | 50.00 | 350.00 | 0.35 | 24.0 | 365 | 3,066 | 0.04 | 1.01 | 30.66 |
| 27 | | CFL - 23W-Shops 2nd Floor - (1) | 8 | 23.00 | 184.00 | 0.18 | 24.0 | 365 | 1,612 | 0.02 | 0.53 | 16.12 |
| 28 | | Par - 12W-Shops Entrance 1st Floor - (1) | 8 | 12.00 | 96.00 | 0.10 | 24.0 | 365 | 841 | 0.01 | 0.28 | 8.41 |
| Baseline Per Month | | | 330 | | 26,751.30 | 26.76 | | | 3.19 | 62.87 | 1,904.80 | (a) |
| Baseline Per Year | | | | | | | | 190,480 | | | 22,857.62 | |

7. Resulting list of customer existing lighting system as recorded during on site audit.








ENERGY SAVINGS SUMMARY

Project Number: US10285 - Rev3 Site Name: Archdiocese Newark Building 0.170
 Country: USA Cost pkw: 0.170
 Business Name: Archdiocese of Newark Average Operational Hours: 11
 Site Address: 171 Clifton Avenue , Newark, NJ 07104 Average Operational Days: 261

| | CURRENT SYSTEM | GOLD INITIATIVE | |
|--|--|---|--|
| Total Number of Light Fixtures | 1,585 FIXTURES | 1,585 FIXTURES | |
| Total Wattage of Light Fixtures | 103.45 KW | 26.80 KW | |
| Total Wattage Consumed Per Year | 314,155 KwH | 80,651 KwH | CALCULATIONS |
| Energy Cost of Light Fixtures Per Year | \$53,406 | \$13,711 | Electricity Savings \$53,406 - \$13,711 = \$39,696 |
| Projected Maintenance Costs | \$15,802 | FREE | Gold Initiative Savings ("GIS") \$39,696 * 25% = \$9,924 |
| Fixtures & Maintenance Payments | Archdiocese of Newark | FES | GIS + Maintenance Savings \$9,924 + \$15,802 = \$25,726 |
| EBITDA Effect | DRAIN | ENHANCEMENT | ↓ |
| Overall Lighting Performance | POOR | EXCELLENT | |
| Annual Totals | Current Annual Expenses \$69,208 | Forecast Annual Expenses \$43,482 | Total Annual Savings \$25,726 |
| Total Over 15 Years | Current Total Cost Over 15 Years \$1,038,122 | Forecast Total Cost Over 15 Years \$652,232 | Total Savings Over 15 Years \$385,890 |

THIS CONTRACT DELIVERS 37.17% ANNUAL SAVINGS AND THE FOLLOWING POSITIVE IMPACT ON ENVIRONMENT

| | | | | |
|---|---|---|--|---|
|  |  |  |  |  |
| 359,596 lbs | 1,411 lbs | 692 lbs | 45 | 32 |
| Annual CO2 emission reduction | Annual SO2 emission reduction | Annual NOx emission reduction | Acres of Forest Added | Cars Removed From the Road |

DATE: 4/30/2019

*Maintenance Savings are estimated based on replacement lamps, ballast and man power.

10.1 Customer savings








ENERGY SAVINGS SUMMARY

Project Number: US20990 - Rev4 Site Name: Baker County Jail
 Country: USA Cost pkw: 0.090
 Business Name: Baker County Corrections Management Corporation Average Operational Hours: 15
 Site Address: 1 Sheriffs Office Drive , Macclenny, FL 32063 Average Operational Days: 312

| | CURRENT SYSTEM | GOLD INITIATIVE | |
|--|--|---|--|
| Total Number of Light Fixtures | 1,344 FIXTURES | 1,344 FIXTURES | |
| Total Wattage of Light Fixtures | 123.55 KW | 47.64 KW | |
| Total Wattage Consumed Per Year | 648,134 KwH | 253,339 KwH | CALCULATIONS |
| Energy Cost of Light Fixtures Per Year | \$58,332 | \$22,801 | Electricity Savings \$58,332 - \$22,801 = \$35,532 |
| Projected Maintenance Costs | \$6,282 | FREE | Gold Initiative Savings ("GIS") \$35,532 * 25% = \$8,883 |
| Fixtures & Maintenance Payments | Baker County Corrections Management Corporation | FES | GIS + Maintenance Savings \$8,883 + \$6,282 = \$15,165 |
| EBITDA Effect | DRAIN | ENHANCEMENT | ↓ |
| Overall Lighting Performance | POOR | EXCELLENT | |
| Annual Totals | Current Annual Expenses \$64,614 | Forecast Annual Expenses \$49,449 | Total Annual Savings \$15,165 |
| Total Over 15 Years | Current Total Cost Over 15 Years \$969,211 | Forecast Total Cost Over 15 Years \$741,736 | Total Savings Over 15 Years \$227,475 |

THIS CONTRACT DELIVERS 23.47% ANNUAL SAVINGS AND THE FOLLOWING POSITIVE IMPACT ON ENVIRONMENT

| | | | | |
|---|---|---|--|---|
|  |  |  |  |  |
| 607,983 lbs | 2,386 lbs | 1,171lbs | 76 | 54 |
| Annual CO2 emission reduction | Annual SO2 emission reduction | Annual NOx emission reduction | Acres of Forest Added | Cars Removed From the Road |

DATE: 11/22/2021

*Maintenance Savings are estimated based on replacement lamps, ballast and man power.

10.2 Customer savings








ENERGY SAVINGS SUMMARY

| | | | |
|-----------------|--|----------------------------|---------------------------|
| Project Number: | US17374 - Rev1 | Site Name: | Montgomery County Sheriff |
| Country: | USA | Cost pkw: | 0.090 |
| Business Name: | Montgomery County | Average Operational Hours: | 15 |
| Site Address: | 600 Memorial Drive , Crawfordsville, IN 47933 | Average Operational Days: | 341 |

| | CURRENT SYSTEM | GOLD INITIATIVE | |
|--|--|---|--|
| Total Number of Light Fixtures | 629 FIXTURES | 629 FIXTURES | |
| Total Wattage of Light Fixtures | 83.14 KW | 31.73 KW | |
| Total Wattage Consumed Per Year | 433,272 KwH | 166,530 KwH | CALCULATIONS |
| Energy Cost of Light Fixtures Per Year | \$38,994 | \$14,988 | Electricity Savings \$38,994 - \$14,988 = \$24,007 |
| Projected Maintenance Costs | \$12,014 | FREE | Gold Initiative Savings ("GIS") \$24,007 * 25% = \$6,002 |
| Fixtures & Maintenance Payments | Montgomery County | FES | GIS + Maintenance Savings \$6,002 + \$12,014 = \$18,016 |
| EBITDA Effect | DRAIN | ENHANCEMENT | ↓ |
| Overall Lighting Performance | POOR | EXCELLENT | |
| Annual Totals | Current Annual Expenses \$51,008 | Forecast Annual Expenses \$32,992 | Total Annual Savings \$18,016 |
| Total Over 15 Years | Current Total Cost Over 15 Years \$765,122 | Forecast Total Cost Over 15 Years \$494,882 | Total Savings Over 15 Years \$270,240 |

THIS CONTRACT DELIVERS 35.31% ANNUAL SAVINGS AND THE FOLLOWING POSITIVE IMPACT ON ENVIRONMENT

| | | | | |
|---|---|---|--|---|
|  |  |  |  |  |
| 410,781 lbs | 1,612 lbs | 791 lbs | 51 | 36 |
| Annual CO2 emission reduction | Annual SO2 emission reduction | Annual NOx emission reduction | Acres of Forest Added | Cars Removed From the Road |

DATE: 11/27/2019

*Maintenance Savings are estimated based on replacement lamps, ballast and man power.

10.3 Customer savings