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THE NATIONS
LEADING
EDUCATION
LED DESIGN
&
INSTALLATION
TEAM

Qualifications to Certify Qualified Arkansas Energy Performance Contracting Program Proposal



December 18, 2020

EXCEL

Excel Energy Group, Inc.

3003 East 17th Russellville, AR 72802 Phone 479-280-1928 Fax 877-320-4399

December 18, 2020

Department of Energy and Environment Arkansas Department of Environmental Quaility -Arkansas Energy Office 5301 Northshore Drive North Little Rock, Arkansas 72118-5317 501-682-0744

To whom it may concern,

Please find the attached RFQ for the Arkansas Energy Performance Contracting Program for Excel Energy Group, Inc.

Best Regards,

April Nason

Business Manager Excel Energy Group (479) 280-1928 office





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Exhibits

- A. 2019 Reviewed Financial Statements for Excel Energy Group, Inc.
- B. 2017 &2018 Financial Statements for Excel Energy Group, Inc.
- C. Letter of Bonding from Hudson Insurance Company
- D. Statement of Equal Opportunity Employment
- E. Electronic IGA included on USB
- G. Redacted version for public viewing included on USB





Excel Energy Group, Inc. Statement of Qualifications

1. Executive Summary

Established in 1992, Excel Energy Group, Inc. provides turnkey energy efficient lighting and facility upgrades to educational, commercial, industrial and retail facilities with no geographical limits in the United States. Excel specializes in retrofitting or replacing inefficient lighting systems without subcontracting to third parties. Our Certified Energy Auditor ensures each project complies with the State of Arkansas standards for measurement and verification from start to finish. Our experts work with each client to provide education about the process of identifying inefficient lighting; analyzing energy usage; designing a customized energy efficient lighting project and securing guaranteed no-out-of-pocket financing, as well as grants and incentives. Excel provides a written guarantee to each client that payments will not exceed energy savings. Our professionals take care of product warranty, proper disposal of old fixtures and bulbs and leave "par stock" on hand at each project.

Our 28 years of experience in energy efficient lighting has taught us the importance of training for our staff, which is why our projects are designed by one of our licensed Certified Energy Auditors. Our experience in energy auditing, design, implementation, financing and performance-based contracting has led to fortified bonds within the energy industry. We are TIPS/TAPS approved, which has led to the completion of more than 91 projects. Our business relationship as a Trade Ally with Entergy/CLEAResult has led to the design of over 50 projects within the past five years on the CitySmart program. Our LED program provides clients with the best technology in the country and generates a direct reduction in both electric bills and lamp and ballast maintenance expense. While savings are a great proponent of each proposal, improved lighting in areas with inadequate lighting adds to the overall incentive to upgrade inefficient lighting.

Excel specializes in Energy Savings Performance Contracting—meaning we guarantee that the savings generated by the upgrade will outweigh the payments for the new system. Excel is so sure of our ability to deliver on that promise that we contractually guarantee it. If we enter into an ESPC with you and your new system does not save more money than your payments for that system, we will refund the difference. As such, we have the highest possible motivation to ensure your project is completed on budget.

Excel's commitment to excellence is reflected in our lengthy list of references from past projects, which vary in size and include government, education, industry and retail. Excel was formed with the idea that energy efficient products should be affordable to any business entity interested in saving money, while providing the best available working/learning environment possible and also be easily understood. In order for AEPC to grow, agencies must trust that quality ESCOs are providing quality work and that partnerships can be forged to continue to grow the area of energy efficient building and upgrades. Understanding industry terms and jargon, is a key component of building a trusting relationship with clients and the AEO.

Excel gladly agrees to share our SOQ publicly and acknowledges that our SOQ may be used by Agencies to help select which ESCOs to interview for EPC projects.





2. Company Overview

Scotty Caroom founded Excel Lighting and Maintenance in 1992, which expanded into the formation of Volunteer Lighting based in Tennessee, with one goal- to improve the learning environments for students. His passion for improved education led to more than 300 upgraded lighting projects that improved light quality and reduced energy costs in eight states. In 2007 the companies combined, forming Excel Energy Group Inc. to provide a singular brand that reflected the company's growth and expansion. Today, Excel leads the industry in LED project design and turn-key installation. The company remains committed to providing professional, quality, and guaranteed service to projects of all sizes. Excel prides itself on our ability to attract and retain experienced professionals who oversee design, installation, financing and customer service for all projects and are always available to answer customer questions.

We are in our 28th year of providing energy efficient lighting upgrades for facilities in Arkansas, Missouri, Tennessee, Kansas, Texas, Oklahoma, Louisiana, Mississippi, Georgia, Iowa, Colorado, Wyoming, North Carolina, and other various States and regions. We have upgraded more than 1,800 facilities in the US at a dollar value of more than \$260 million. We began performing lighting upgrades in Arkansas and have upgraded 90% of all Arkansas school systems. Excel then expanded regionally and has since completed more than 550 lighting projects across the country. Excel best combines the service and speed of a small firm with the professionalism of a large corporation.

Excel is an S-Corporation that employs over 40 individuals. Excel maintains offices in Little Rock, AR; Russellville, AR; Hot Springs, AR; Fayetteville, AR; Dallas, TX; EL Paso, TX; and Nashville, TN. We readily mobilize from any office to best serve the needs of our various clientele.

In the past five years, Excel completed 148 public energy efficiency projects:

132 under \$1 Million in cost and 16 more than \$1 Million.

Industry Accreditations and Memberships

National Association of Energy Service Companies (NAESCO)

TIPS/TAPS

Buy Board

Trade Ally with CLEAResult

Arkansas Rural Education Association

Arkansas Association of Educational Administrators

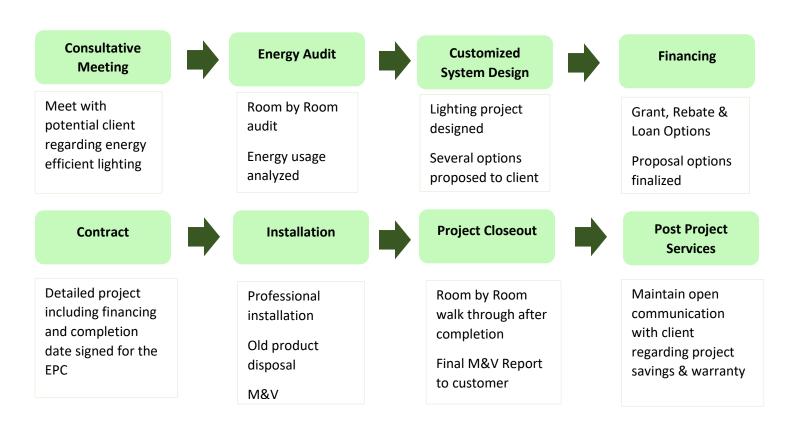
Arkansas School Plant Managers Association





3. Management and Staffing

At Excel, we don't take a cookie cutter approach to lighting design. Instead, we create a customized lighting design for each project based on the energy usage data compiled after the IGA. Through our extensive history, we have pinpointed the technologies and products that best balance value and energy efficiency to provide the shortest possible payback period. We evaluate lighting levels, aesthetics, cost, and energy efficiency to design the best possible system for your specific facility. Finally, we calculate the total wattage that the proposed system will burn to give you a full and accurate picture of the benefits a lighting upgrade can provide to your facility. Throughout the process, we take the time to educate our clients on industry terms, help the customer weigh the benefits to the cost and assist with financing. We personally search for every possible grant or incentive dollar available for each project so that the payback period is kept short and benefits realized as soon as possible. Our experienced staff assists step-by-step with the process and coordinates with local, state and federal agencies to ensure every funding source available is utilized.







Staff Member	Title	Responsibilities	Location
Scotty Caroom	President, C.E.O	Consult; Financing; Contracts;	Little Rock, AR
		Guarantee; Project Performance	Nashville, TN
David Dale	Chief Operating Officer	Financing; Contracts; Guarantee;	Russellville, AR
		Installation; Closeout	
Colton Churchill,	VP Design/Development	Consult; IGA; Project Design	Fayetteville, AR
C.E.A.			
Del Heck	Design/Development	Energy Audits; Project Design	Eureka Springs, AR
Jay Baggett	Design/Development	Energy Audits; Project Design	Russellville, AR
Paul Lovelady	Design/Development	Energy Audits; Project Design	Little Rock, AR
April Nason	Business Office Manager	Licensing; OSHA; Financials; Project	Russellville, AR
		Closeout	
Joshua Reeves	Project/Cost Analyst	Energy Analysis; Project Cost Analysis;	Russellville, AR
		Secure Financing; Project Closeout	
Greg Wilson,	Director of Electrical	Installation; Closeout	Russellville, AR
Master Electrician	Services		
Kevin Lee	Director of Installation	Installation; Closeout	Jonesboro, AR
Jerry Moon	Installation Supervisor	Installation; Closeout	Eureka Springs, AR
John Krentz, P.E.	Engineer	Project Design	Russellville, AR

Excel is a full-service lighting efficiency firm. We maintain relationships directly with manufacturers so that we can pass on savings to our customers. Our expertise includes Certified Energy Auditors and accounting staff with experience in energy efficiency project management that translates to detailed audit reports, findings and savings.

When situations arise for subcontracting to include additional energy efficiency savings components along with lighting, Excel works with companies vetted by our vendor approval process, which ensures quality control.

Excel is a licensed electrical contractor in several states including Arkansas. We are careful to follow the guidelines set forth by the Arkansas State licensing and labor boards. Our installation and electrical teams maintain all industry safety standards, OSHA certification and licensure. We employ two master electricians to ensure our projects are consistent with the National Electrical Code (NEC).





Resume Corresponding with Section 11. Project References

Scotty Caroom - President, Chief Executive Officer, and Founder

Scotty achieved his undergraduate degree from Centenary College, which he attended on a tennis and academic scholarship. He went on to pursue and achieve his J.D. from the University Of Arkansas School Of Law. Scotty has 28 years of comprehensive lighting experience, including work as an installer, manager, designer, performer, financier, and guarantor of performance contracts. Scotty assumes responsibility for sales and customer interactions on the majority of new projects. Furthermore, Scotty assists all other sales representatives. Scotty takes an active role in the community, volunteering as a board member of the Little Rock Boys and Girls Club of America as well as coaching football, basketball, and soccer.

David Dale, M.B.A. - Chief Operating Officer

David graduated Arkansas Tech University with a Bachelor of Science in Accounting. Subsequently, David attended Webster University and earned a Master's in Business Administration. David joined Excel in 2000 and has twenty (20) years of lighting experience. His primary role is to oversee all aspects of the business, including supporting Excel's sales staff, project presentations, staff training, managing office support staff, engineering, designing, contract review, material procurement, energy calculations, and measurement reporting.

Colton Churchill. C.E.A - VP Design/Development

Colton graduated from the University of Arkansas at Fayetteville, AR with a Bachelor of Science in International Business and Finance with minors in Economics and Spanish. Colton was promoted to Vice President of Design and Development in 2015 after gaining experience with energy audits, working in the office with the accounting department to gain a better understanding of energy efficiency accounting and now helps with a project from the initial contact through the project closeout.

Del Heck – Design/Development

Del began with Excel 16 years ago. He started as an Installation Technician and learned the trade from the ground up. He worked on one of Excel's installation crews for four years and has been designing and supervising installations for Excel for 12 years. Del's primary areas of sales responsibilities include the Missouri, Kansas, and Colorado regions, but he is available in other regions as needed. Furthermore, he assists in auditing, monitoring, and project follow-up.

April Nason, - Business Manager

April graduated from Arkansas Tech University with a Bachelor of Science in Accounting. She has more than 17 years of accounting and management experience. She joined Excel in 2006 to focus on calculating energy savings and constructing energy audit analyses for energy efficient lighting systems. She supervises the entire back-office operation, including accounts payable and receivable, purchasing orders, grant and loan applications, all internal and external reporting, as well as other assorted duties.

Joshua Reeves- Project/Cost Analyst

Joshua Reeves graduated from Arkansas Tech University with a Bachelor of Science in Accounting. Josh works in the back office to prepare and estimate upcoming projects. He is also involved in procuring and maintaining licensing for Excel.





Greg Wilson, M.E. - Master Electrician

Greg joined the Excel team in February of 2012 to help oversee installation of Excel lighting projects. He also completes our quality control team through installation-minded responsibilities to match Trent Ford's surveying and energy auditing focuses. As a licensed Master Electrician, Greg ensures all installations are performed to code and in as safe a manner as is humanly possible.

Kevin Lee – Director of Installation Operations

Kevin has been active in the installation of energy efficient lighting upgrades for more than 18 years. He has been promoted over the last 10 years from within the Excel Technician program to the Director of Installation Operations based on quality of work and management skills.

Jerry Moon – Installation Supervisor

Jerry has been active in the installation of energy efficient lighting upgrades for almost 15 years. He began in Excel's Technician Program and was promoted to the position of Installation Supervisor based on management aptitude and quality of work produced.

John T Krentz, P.E., LEED AP - Quality Control

John graduated from the University of Arkansas with a Bachelor of Science in Civil Engineering. He currently holds Professional Engineering registrations in Arkansas and Louisiana, and is a LEED AP (Leadership in Energy and Environmental Design Accredited Professional). John has 15 years of experience in engineering design and construction management and coordination. John's primary role as professional engineer is to oversee and perform quality control on all energy audits and surveys. He ensures all surveys and audits are performed to code and done in the most correct and beneficial manner possible for our clients.

4. Company Financial Status

Excel Energy Group, Inc. is an energy services company specializing in energy efficient lighting and control upgrades since 1992. We are in our 28th year of providing energy efficient lighting upgrades for facilities across the country. We have upgraded over 1,800 facilities in the US at a dollar value of over \$260 million. Over the past five years we have averaged annual sales of over \$12 million, and we are on track to exceed that in 2021 and beyond.

Excel has been in the lighting retrofit business for more than 28 years. Much of our success can be attributed to installing a superior lighting system while keeping costs low. We have excellent relationships with our material vendors, and we have been able to negotiate competitive pricing based on volume. Another factor in our favor is minimal overhead costs. Rather than warehousing large quantities of material, our vendors ship directly to the job site. We also employ a small, efficient professional staff that helps us to minimize our overhead costs.

Please see Exhibit A for Excel's 2019 Reviewed Financial Statement. Also included in Exhibit B are our 2017 and 2018 Financial Statements, which can be used to show company profitability.

Excel utilizes Hudson Insurance Company for bonding on our projects. Currently we have \$7,500,000 of available bond capacity





	A letter of bonding from Hudson Insurance Company is attached within the proposal, as
Exhibit C.	

5. Marketing Approach

At Excel we believe the most influential form of advertising comes from endorsements from our satisfied customers and referrals from our partners in energy and associations. We've found that personal endorsements, such as the one from Dr. Richard Abernathy, executive director for Arkansas Association of Educational Administrators, stating that "Excel is hands down, the best turnkey LED lighting company in Arkansas," speaks to the heart of why we strive to constantly stay up to date with industry standards and why we understand that there is no such thing a "cookie cutter" approach to project development. It's through strong partnerships that Excel has been able to continue to grow, attract the best professionals and maintain lasting relationships with customers that often make them repeat customers when there is improvement in the lighting industry.

We would bring that same type of successful partnership marketing to the AEPC program. Referrals from AEO and qualified ESCOs are vital to ensure the success of the AEPC and to ensure Arkansas continues to follow energy efficient building trends. Website linking to our firm on the AEO website would be beneficial, as well as having an assigned webpage on our site for the AEPC program for potential and current clients to gather information about the processes involved in EPC.

After each project is completed, Excel works with the customer to prepare a detailed case study and press release for our customer to be utilized for internal and external marketing purposes. Often times, we work jointly with other agencies to promote energy savings projects throughout the state, highlighting our team's work as well as the work of other ESCOs and energy incentive programs.

6. Reporting Approach

Excel's approach to EPC is such that we know the results immediately upon final installation at a project. Our IGA includes input wattages that are used to calculate usage and suggest the most energy efficient lighting alternative or upgrade. Our initial report to the client includes the quantity of each type of existing fixture, the proposed fixture (even no action items), current watt usage and what the proposed watt usage is and current versus future savings.

After a final inspection is performed and data gathered, Excel provides the Final M&V Report to the customer as part of the closeout process. Our staff understands the importance of providing prompt, detailed reports to our customers to ensure the terms set forth in the EPC are met. Excel is available for customer meetings, question and answer sessions, or any other attendance that is beneficial for the customer.

Reviews between the AEO, Agency and the ESCO are vital to ensure understanding and are the foundations of a strong project that not only meets the needs for an EPC, but exceeds the customer's expectations. When projects are well designed, documented and joint decisions made throughout, ESCOs and clients both win. When Excel provides the energy efficient lighting upgrade for another ESCO, our staff works toward meeting our standard level of guarantee, plus working within timelines set forth by the ESCO holding the contract with the agency. We understand the importance of meeting deadlines, providing timely reports and maintaining professional standards throughout the entire EPC.





7. Technical Approach

Excel specializes in Energy Savings Performance Contracting—meaning we guarantee that the savings generated by the upgrade will outweigh the payments for the new system. If our installed lighting design fails to meet the specified savings in our EPC, the difference is refunded. As such, we have the highest possible motivation to ensure each project is completed on budget.

Excel guarantees every area outlined within the IGA will adhere to at least the minimum IES standards, which are often times exceeded to meet the customer's specific needs. The measure specific method used to calculate proposed savings for existing fixtures and proposed fixtures are clearly outline in the EPC.

The Baseline Year and Measuring Year against which savings are compared are outlined for each type of fixture in our guarantee letter in the EPC. The current wattages and energy output are verified by the customer and our design team in the field. The initial measurements are gathered from factory specifications. The process for determining wattages, hours of operation and the rate of electricity are also explained in our guarantee letter, so that any questions the customer has about the authenticity of the projected savings can be answered quickly so that the project progresses in a timely manner.

Final measurements are obtained through a measurement and verification process in the field after installation. Our commitment to the customer doesn't end upon completion of installation. After the initial risk and responsibilities and measuring and verification reports are agreed upon during the EPC, Excel maintains contact with our client to ensure satisfaction. Our guarantee includes monitoring and any maintenance that might arise.

In the construction phase of a project, we are acutely aware of the customer's need to use the building during the construction period. For this reason, the majority of our work is performed at nights and weekends or otherwise at times when the building is unoccupied. Excel maintains a large, specialized work force which we believe to be especially efficient and professional. Every technician has been trained in our system. Excel's philosophy is to provide a consistent quality product that we feel is difficult to achieve without technicians that are held to a consistent standard of excellence.

Excel internally employs two on-site Installation Managers (IM), each with more than 15 years of experience. At least one of these IMs would be on-site at all times during the construction phase. This IM would tour the facilities in advance and notate all hazards on our internal "Hazard Assessment Form". He would also relay the findings of that tour to all crewmembers before they enter the facility. The IM also leads the daily toolbox talks with the crew. Our IM would coordinate all on-site activities with the appropriate customer representatives. They would also provide all necessary training of customer staff in operating and maintaining the upgraded lighting system.

Excel's IM will coordinate with the maintenance staff and will start work at the agreed upon time. Our installation technicians clean up after themselves each day. This includes removing all ladders, tools, fixtures, ballasts, bulbs, and trash. We vacuum each room as we complete it and leave it ready for the next day's business. We bring an appropriately sized crew (20-30 workmen) to finish an installation quickly and efficiently. The on-site IM also tours the facility upon completion and randomly selects fixtures for quality control testing.





8. Company Scope of Services

Excel offers complete energy upgrades for:

• Lighting systems: indoor and outdoor and lighting control to reduce wasted energy expenditures.

Excel mission is to save our customers money and give them better light. Our philosophy is to provide the appropriate light levels to customers, standardize the equipment to prevent stocking and future maintenance problems, to use the absolute least possible amount of wattage to achieve a minimum of the IES lighting standards, to lower electric and maintenance bills to the maximum extent. We offer state of the art energy efficient lighting upgrades and lighting control through sensor installation.

During the Project Development and Implementation phase, Excel offers the following to our customers:

- Investment Grade Energy auditing (ASHRAE Level 3 audit) performed by our Certified Energy Auditor
- Financial Assistance: Upon customer request, Excel will refer customers to a recommended financial institution with energy efficient design and financing, or to one of the Agency's choosing
- Identification and application for utility rebates
- Commissioning of projects and retro-commissioning of existing buildings
- Indoor/Outdoor lighting and control design
- Project management
- Procurement, Bidding, Cost estimating
- Project Installation

As a full-service lighting ESCO we offer the following Support Services to our clients:

- Measurement and verification of savings for lighting
 Equipment warranties for installed products and work
- Calculation and reporting wattage use and energy savings
- Marketing and promotion of a State or Federal EPC Program
- Performance guarantee for every year of the financing term for the lighting project
- Insurance per contract requirements for each project
- Application for an Energy Star Label Application for LEED certification
- Training of maintenance staff and occupants before project completion
- Hazardous material handling and proper disposal in accordance with EPA guidelines
- Long-term maintenance services of energy systems





9. Project History

Owner/Project Name	Facility Type	Contractor	City/Sta	te	Project	Total Energy	Timeline	Assigned Staff
			_		Cost	Savings \$		_
Moffat County School District	Educational	Excel Energy Group	Craig	CO	\$535,000	\$67,100.00	2020	EEG
Arkansas Tech University	Educational	PSI	Russellville	AR	\$2,167,000	\$437,000.00	2019	EEG
Cleveland County	Educational	Excel Energy Group	Rison	AR	\$243,000	\$48,700.00	2019	EEG
Conway Christian School	Educational	Excel Energy Group	Conway	AR	\$140,000	\$21,700.00	2019	EEG
Dawson Co-Op	Educational	Excel Energy Group	Arkadelphia	AR	\$53,000	\$8,900.00	2019	EEG
DeWitt Public Schools	Educational	Excel Energy Group	DeWitt	AR	\$218,000	\$48,400.00	2019	EEG
FBC - Walnut Ridge	Organization	Excel Energy Group	Walnut Ridge	AR	\$43,000	\$8,600.00	2019	EEG
Garland County Fairgrounds	Municipal	Excel Energy Group	Hot Springs	AR	\$38,000	\$31,100.00	2019	EEG
Lake Hamilton Schools	Educational	Excel Energy Group	Pearcy	AR	\$804,000	\$125,300.00	2019	EEG
LRSD Maintenance & Operations	Educational	PSI	Little Rock	AR	\$111,000	\$34,200.00	2019	EEG
Pope County	Municipal	Excel Energy Group	Russellville	AR	\$148,000	\$42,100.00	2019	EEG
Poyen Public Schools	Educational	Excel Energy Group	Poyen	AR	\$119,000	\$22,300.00	2019	EEG
Shirley School District	Educational	Excel Energy Group	Shirley	AR	\$98,000	\$28,500.00	2019	EEG
Southern AR University	Educational	PSI	Magnolia	AR	\$30,000	\$22,400.00	2019	EEG
Axis Steel	Business	Excel Energy Group	Craig	CO	\$4,000	\$1,300.00	2019	EEG
Big Sandy Schools	Educational	Excel Energy Group	Simla	CO	\$90,000	\$13,600.00	2019	EEG
Calhan School District	Educational	Excel Energy Group	Calhan	CO	\$117,000	\$17,000.00	2019	EEG
Cotopaxi School District	Educational	Excel Energy Group	Cotopaxi	CO	\$115,000	\$23,000.00	2019	EEG
Elbert school	Educational	Excel Energy Group	Elbert	CO	\$75,000	\$11,900.00	2019	EEG
Genoa-Hugo School District	Educational	Excel Energy Group	Limon	CO	\$16,000	\$2,500.00	2019	EEG
Miami-Yoder School District	Educational	Excel Energy Group	Rush	CO	\$103,000	\$14,100.00	2019	EEG
Peyton School District	Educational	Excel Energy Group	Peyton	CO	\$193,000	\$27,100.00	2019	EEG
Primero RE-2	Educational	Excel Energy Group	Weston	CO	\$47,000	\$9,700.00	2019	EEG
Swink School District	Educational	Excel Energy Group	Swink	СО	\$154,000	\$26,000.00	2019	EEG
Garden City Public Schools	Educational	Excel Energy Group	Garden City	KS	\$53,000	\$19,800.00	2019	EEG
Liberal USD 480	Educational	ESP	Liberal	KS	\$478,000	\$128,000.00	2019	EEG
Liberal R-II	Educational	Excel Energy Group	Liberal	MO	\$101,000	\$14,000.00	2019	EEG





Muldrow School District	Educational	Excel Energy Group	Muldrow	ОК	\$305,000	\$58,800.00	2019	EEG
Benton County School District	Educational	Trane	Benton County	TN	\$492,000	\$83,800.00	2019	EEG
Clarksville Montgomery Co. (CMCSS)	Educational	Excel Energy Group	Clarksville	TN	\$2,163,000	\$723,700.00	2019	EEG
Gibson County School District	Educational	Excel Energy Group	Gibson County	TN	\$787,000	\$123,200.00	2019	EEG
Grainger County Schools	Educational	Trane	Granger County	TN	\$969,000	\$175,400.00	2019	EEG
Union City Schools	Educational	Trane	Union City	TN	\$399,000	\$88,700.00	2019	EEG
Galveston ISD	Educational	Excel Energy Group	Galveston	TX	\$1,746,000	\$276,900.00	2019	EEG
Hood County, TX	Municipal	Excel Energy Group	Granbury	TX	\$283,000	\$68,400.00	2019	EEG
Meadow ISD	Educational	Excel Energy Group	Meadow	TX	\$81,000	\$13,900.00	2019	EEG
Seagraves ISD	Educational	Excel Energy Group	Seagraves	TX	\$270,000	\$47,400.00	2019	EEG
Barton-Lexa School District	Educational	Excel Energy Group	Lexa	AR	\$100,000	\$22,600.00	2018	EEG
Corning School District	Educational	Excel Energy Group	Corning	AR	\$239,000	\$34,000.00	2018	EEG
Cotter School District	Educational	Excel Energy Group	Cotter	AR	\$164,000	\$23,200.00	2018	EEG
County Line Schools	Educational	Excel Energy Group	Branch	AR	\$93,000	\$21,600.00	2018	EEG
East End School District	Educational	Excel Energy Group	Bigelow	AR	\$149,000	\$29,500.00	2018	EEG
Fordyce School District	Educational	Excel Energy Group	Fordyce	AR	\$319,000	\$58,200.00	2018	EEG
Hillcrest School District	Educational	Excel Energy Group	Strawberry	AR	\$138,000	\$30,100.00	2018	EEG
Jonesboro School District	Educational	Excel Energy Group	Jonesboro	AR	\$972,000	\$211,900.00	2018	EEG
Lavaca School District	Educational	Excel Energy Group	Lavaca	AR	\$54,000	\$12,900.00	2018	EEG
Magnet Cove School District	Educational	Excel Energy Group	Malvern	AR	\$224,000	\$44,000.00	2018	EEG
OMAHA SCHOOL DISTRICT	Educational	Excel Energy Group	Omaha	AR	\$78,000	\$24,300.00	2018	EEG
Piggott School District	Educational	Excel Energy Group	Piggott	AR	\$247,000	\$91,000.00	2018	EEG
Prairie Grove School District	Educational	Excel Energy Group	Prairie Grove	AR	\$416,000	\$69,200.00	2018	EEG
Wonderview School District	Educational	Excel Energy Group	Wonderview	AR	\$75,000	\$17,600.00	2018	EEG
Kentucky Wesleyan College	Educational	Siemens	Owensboro	KY	\$440,000	\$95,100.00	2018	EEG
MILLER SCHOOL DIST	Educational	Excel Energy Group	Miller	MO	\$144,000	\$21,600.00	2018	EEG
MONETT SCHOOL DISTRICT	Educational	Excel Energy Group	Monett	MO	\$570,000	\$129,900.00	2018	EEG
Cumberland University	Educational	Excel Energy Group	Lebanon	TN	\$337,000	\$61,400.00	2018	EEG
Dyersburg School District	Educational	Excel Energy Group	Dyersburg	TN	\$760,000	\$142,900.00	2018	EEG





Giles School District	Educational	Excel Energy Group	Giles County	TN	\$1,026,000	\$220,900.00	2018	EEG
Haywood County	Educational	Trane	Haywood County	TN	\$564,000	\$131,800.00	2018	EEG
MARYVILLE SCHOOL DISTRICT	Educational	Excel Energy Group	Maryville	TN	\$1,237,000	\$222,100.00	2018	EEG
Putnam Schools	Educational	Excel Energy Group	Putnam County	TN	\$2,498,000	\$480,800.00	2018	EEG
Wayne County	Educational	Excel Energy Group	Wayne County	TN	\$840,000	\$178,000.00	2018	EEG
West Carroll School District	Educational	Excel Energy Group	Atwood	TN	\$251,000	\$49,500.00	2018	EEG
Blanket ISD	Educational	Excel Energy Group	Blanket	TX	\$146,000	\$30,500.00	2018	EEG
Hermleigh ISD	Educational	Excel Energy Group	Hermleigh	TX	\$113,000	\$20,100.00	2018	EEG
NEW HOME ISD	Educational	Excel Energy Group	New Home	TX	\$119,000	\$14,800.00	2018	EEG
Pine Tree ISD	Educational	Excel Energy Group	Longview	TX	\$1,261,000	\$257,900.00	2018	EEG
Rising Star School District	Educational	Excel Energy Group	Rising Star	TX	\$84,000	\$18,300.00	2018	EEG
TAHOKA ISD	Educational	Excel Energy Group	Tahoka	TX	\$151,000	\$22,600.00	2018	EEG
Alpena School District	Educational	Excel Energy Group	Alpena	AR	\$142,000	\$22,600.00	2017	EEG
Atkins School District	Educational	Excel Energy Group	Atkins	AR	\$253,000	\$78,500.00	2017	EEG
Carlisle School District	Educational	Excel Energy Group	Carlisle	AR	\$264,000	\$48,400.00	2017	EEG
Crossett School District	Educational	Excel Energy Group	Crossett	AR	\$212,000	\$49,000.00	2017	EEG
Deer School district	Educational	Excel Energy Group	Deer	AR	\$103,000	\$27,400.00	2017	EEG
Eureka Springs School District	Educational	Excel Energy Group	Eureka Springs	AR	\$192,000	\$31,000.00	2017	EEG
Hector School District	Educational	Excel Energy Group	Hector	AR	\$170,000	\$28,700.00	2017	EEG
Hermitage School District	Educational	Excel Energy Group	Hermitage	AR	\$182,000	\$26,000.00	2017	EEG
Hot Springs School District	Educational	Excel Energy Group	Hot Springs	AR	\$921,000	\$185,800.00	2017	EEG
Lincoln Consolidated	Educational	Excel Energy Group	Lincoln	AR	\$409,000	\$58,200.00	2017	EEG
Little Rock Christian	Educational	Excel Energy Group	Little Rock	AR	\$275,000	\$57,500.00	2017	EEG
Little Rock School District	Educational	PSI	Little Rock	AR	\$1,836,000	\$276,600.00	2017	EEG
Marion School District	Educational	Excel Energy Group	Marion	AR	\$642,000	\$175,100.00	2017	EEG
Perryville School District	Educational	Excel Energy Group	Perryville	AR	\$123,000	\$25,100.00	2017	EEG
Pottsville School District	Educational	Excel Energy Group	Pottsville	AR	\$313,000	\$95,100.00	2017	EEG
UAPB	Educational	PSI	Pine Bluff	AR	\$2,090,000	\$344,000.00	2017	EEG





			ī					
University City	Educational	Excel Energy Group	University City	МО	\$801,000	\$69,400.00	2017	EEG
City of Paris, TN	Educational	Trane	Paris	TN	\$76,000	\$14,100.00	2017	EEG
Franklin Special School District	Educational	Excel Energy Group	Franklin	TN	\$1,521,000	\$199,000.00	2017	EEG
Hickman School District	Educational	Excel Energy Group	Centerville	TN	\$1,052,000	\$215,900.00	2017	EEG
Edna School District	Educational	Excel Energy Group	Edna	TX	\$460,000	\$88,500.00	2017	EEG
Ark Baptist College	Educational	Excel Energy Group	Little Rock	AR	\$26,000	\$1,900.00	2016	EEG
Benton Harmony Grove	Educational	Excel Energy Group	Haskell	AR	\$312,000	\$55,800.00	2016	EEG
Blevins School District	Educational	Excel Energy Group	Blevins	AR	\$224,000	\$29,200.00	2016	EEG
Calhoun County (OECC)	Municipal	Excel Energy Group	Hampton	AR	\$107,000	\$18,500.00	2016	EEG
CenterPoint School District	Educational	Excel Energy Group	Amity	AR	\$171,000	\$35,100.00	2016	EEG
City Corp	Municipal	Excel Energy Group	Russellville	AR	\$116,000	\$18,700.00	2016	EEG
Clinton School District	Educational	Excel Energy Group	Clinton	AR	\$357,000	\$63,600.00	2016	EEG
Cross County School District	Educational	Excel Energy Group	Cherry Valley	AR	\$211,000	\$24,200.00	2016	EEG
Danville	Educational	Excel Energy Group	Danville	AR	\$248,000	\$44,700.00	2016	EEG
Dierks School District	Educational	Excel Energy Group	Dierks	AR	\$95,000	\$17,000.00	2016	EEG
Drew Central	Educational	Excel Energy Group	Monticello	AR	\$268,000	\$67,200.00	2016	EEG
Dumas School District	Educational	Excel Energy Group	Dumas	AR	\$577,000	\$85,500.00	2016	EEG
El Dorado School District	Educational	Excel Energy Group	El Dorado	AR	\$361,000	\$52,000.00	2016	EEG
Flippin School District	Educational	Excel Energy Group	Flippin	AR	\$263,000	\$41,300.00	2016	EEG
Harrisburg School District	Educational	Excel Energy Group	Harrisburg	AR	\$445,000	\$67,200.00	2016	EEG
Kirby	Educational	Excel Energy Group	Kirby	AR	\$149,000	\$24,600.00	2016	EEG
Lawrence County (Walnut Ridge)	Educational	Excel Energy Group	Walnut Ridge	AR	\$332,000	\$38,200.00	2016	EEG
MAGAZINE SCHOOL DIST	Educational	Excel Energy Group	Magazine	AR	\$196,000	\$29,000.00	2016	EEG
McCrory School District	Educational	Excel Energy Group	McCrory	AR	\$222,000	\$41,300.00	2016	EEG
McGehee School District	Educational	Excel Energy Group	McGehee	AR	\$293,000	\$44,100.00	2016	EEG
Mountain Pine	Educational	Excel Energy Group	Mountain Pine	AR	\$172,000	\$30,700.00	2016	EEG
Ouachita River	Educational	Excel Energy Group	Mena	AR	\$243,000	\$44,200.00	2016	EEG
Ouachita School District	Educational	Excel Energy Group	Donaldson	AR	\$156,000	\$27,700.00	2016	EEG
Ozark Mountain School Dist	Educational	Excel Energy Group	St. Joe	AR	\$252,000	\$51,100.00	2016	EEG





Quitman School District	Educational	Excel Energy Group	Quitman	AR	\$124,000	\$37,000.00	2016	EEG
Rivercrest	Educational	Excel Energy Group	Wilson	AR	\$302,000	\$37,500.00	2016	EEG
Russellville School District	Educational	Excel Energy Group	Russellville	AR	\$1,587,000	\$283,600.00	2016	EEG
Star City School Dist	Educational	Excel Energy Group	Star City	AR	\$352,000	\$68,000.00	2016	EEG
Warren DHS	Municipal	Excel Energy Group	Warren	AR	\$195,000	\$32,500.00	2016	EEG
Warren School District	Educational	Excel Energy Group	Warren	AR	\$408,000	\$63,000.00	2016	EEG
Western Yell	Educational	Excel Energy Group	Havana	AR	\$141,000	\$19,900.00	2016	EEG
White Hall	Educational	Excel Energy Group	Whitehall	AR	\$1,217,000	\$155,100.00	2016	EEG
Desoto Regional Health	Educational	Excel Energy Group	Mansfield	LA	\$177,000	\$40,600.00	2016	EEG
Springhill Medical Center	Business	Excel Energy Group	Springhill	LA	\$151,000	\$26,000.00	2016	EEG
NKC School District	Educational	Navitas	Kansas City	MO	\$3,783,000	\$479,000.00	2016	EEG
Osage County R-1 School District	Educational	Excel Energy Group	Chamois	MO	\$51,000	\$6,500.00	2016	EEG
Pierce City	Educational	Excel Energy Group	Pierce City	MO	\$237,000	\$27,700.00	2016	EEG
Platte School District	Educational	ESP	Platte City	MO	\$1,062,000	\$118,900.00	2016	EEG
Truman State University - ESP	Educational	ESP	Kirksville	MO	\$971,000	\$143,100.00	2016	EEG
Camden Fairview	Educational	Excel Energy Group	Camden	AR	\$1,021,000	\$116,100.00	2015	EEG
Emerson Taylor Bradley Schools	Educational	Excel Energy Group	Emerson	AR	\$417,000	\$47,800.00	2015	EEG
Henderson State University	Educational	Schnieder Electric	Arkadelphia	AR	\$325,000	\$58,400.00	2015	EEG
Lafayette County School District	Educational	Excel Energy Group	Lewisville	AR	\$569,000	\$74,100.00	2015	EEG
Prescott School District	Educational	Excel Energy Group	Prescott	AR	\$318,000	\$53,500.00	2015	EEG
Spring Hill Schools	Educational	Excel Energy Group	Норе	AR	\$173,000	\$32,800.00	2015	EEG
Watson Chapel	Organization	Excel Energy Group	Pine Bluff	AR	\$661,000	\$68,900.00	2015	EEG
Bethany College	Educational	ESP	Lindsborg	KS	\$442,000	\$78,100.00	2015	EEG
Wamego	Educational	Excel Energy Group	Wamego	KS	\$642,000	\$74,400.00	2015	EEG

10. Project References

Reference: Jonesboro Schools (K-12 School District)

Contact Information: Monroe Pointer, Director of Facilities (870) 933-5800

Project Size: 15 Buildings upgraded

Project Dollar Amount: \$971,785

Source of Funding: Excel Energy Group provided the financing of the project.

Project Dates:

Audit – February, 2017

Project Start – December, 2017

Project Completion – January, 2018

Contract Terms: Contract is an Energy Agreement between Excel Energy Group and Customer. Project cost is to be financed for a term of 6 years with semi-annual payments.

Project Personnel: See resumes included under Management and Staffing.

Project Schedule: Project was completed on schedule

List of Improvements: All existing incandescent, fluorescent and HID lighting technology was retrofitted with new LED lighting. Occupancy sensors were installed to gain additional energy efficiency.

Project Performance: The projected and guaranteed savings is \$211,883

Measurement and Verification: A sample of the Energy Conservation Measures (ECMs) were taken in field during and after installation. This data is analyzed and included in the project close-out documents.

Performance Guarantee: Excel guarantees the savings generated by the upgrade will outweigh the payments for the new system. A base line year is compared to a post-project year to determine the actual savings.

Project Status: Closed

Additional Comments:

Our expertly trained staff members were able to work during non-school ours to minimize distractions from the student's education. In doing so we were able to help the school save thousands on electric usage while getting a nice clean look that LED fixtures can provide.

Reference: Hot Springs School District (K-12 School District)

Contact Information: Dr. Stephanie Nehus, Superintendent (501)624-3372

Project Size: 12 Buildings upgraded

Project Dollar Amount: \$899,249 Total Cost; \$724,704 Net Cost after \$174,545 in Entergy incentives that Excel

assisted in securing.

Source of Funding: Excel Energy Group provided the financing of the project.

Project Dates:

Audit – June, 2016 Project Start – October, 2017 Project Completion – November, 2017

Contract Terms: Contract is an Energy Agreement between Excel Energy Group and Customer. Project cost is to be financed for a term of 5 years with annual payments.

Project Personnel: See resumes included under Management and Staffing.

Project Schedule: Project was completed on schedule

List of Improvements: All existing incandescent, fluorescent and HID lighting technology was retrofitted with new LED lighting. Occupancy sensors were installed to gain additional energy efficiency.

Project Performance: The projected and guaranteed savings is \$185,785

Measurement and Verification: A sample of the Energy Conservation Measures (ECMs) were taken in field during and after installation. This data is analyzed and included in the project close-out documents.

Performance Guarantee: Excel guarantees the savings generated by the upgrade will outweigh the payments for the new system. A base line year is compared to a post-project year to determine the actual savings.

Project Status: Closed

Reference: Russellville School District, Russellville, AR (K-12 School District)

Contact Information: Chris Campbell, Maintenance Manager 479-968-1650

Project Size: 16 Buildings upgraded

Project Dollar Amount: \$1,539,064 Total Cost; \$1,204,261 Net Cost after \$334,803 in Entergy incentives that

Excel assisted in securing.

Source of Funding: Excel Energy Group provided the financing of the project.

Project Dates:

Audit – June, 2015 Project Start – September, 2016 Project Completion – November, 2016

Contract Terms: Contract is an Energy Agreement between Excel Energy Group and Customer. Project cost is to be financed for a term of 7 years with annual payments.

Project Personnel: See resumes included under Management and Staffing.

Project Schedule: Project was completed on schedule

List of Improvements: All interior incandescent, fluorescent and HID lighting technology was retrofitted with new energy efficient fluorescent lighting. Exterior lighting was upgraded with new LED technology. Occupancy sensors were installed to gain additional energy efficiency.

Project Performance: The projected and guaranteed savings is \$288,268.

Measurement and Verification: A sample of the Energy Conservation Measures (ECMs) were taken in field during and after installation. This data is analyzed and included in the project close-out documents.

Performance Guarantee: Excel guarantees the savings generated by the upgrade will outweigh the payments for the new system. A base line year is compared to a post-project year to determine the actual savings.

Project Status: Closed

11. Cost and Pricing

Excel is committed to ensuring that our energy efficiency lighting projects follow the standards set forth by the State of the Arkansas regarding fees for the IGA, Administration and offer open book pricing. The cost of the IGA is based on cost per square foot and can be negotiated if special situations arise.

Excel will use the will use the formula set forth by AEO:

IGA Pricing per SF	Under 250 k SF	250-500 k SF	501 k + SF
	\$0.20	\$0.18	\$0.15

If special circumstances required a change in the above formula, Excel understands negotiation for price between us and the Agency would be approved by AEO. Administration fees, agreed upon in the EPC, can be financed as part of the total overall project cost.

To keep project costs down, Excel utilizes in-house staff to complete every aspect of the job when feasible. Saving on fuel, shipping and labor allows Excel to remain competitive. Our relationships with our manufactures and bulk ordering, allow Excel to utilize free "drop shipping" of material often times with our projects. When shipping charges are incurred, Excel works to find the best available and cost-efficient method.

When additional equipment, labor or contractors are required, Excel asks for three bids to ensure a competitive cost, yet competent job is done and looks to save the agency money whenever possible. When an established relationship with a company is already vetted, the request for three bids may be waived.

Excel wants to maintain transparency throughout the project with an Agency. As such, are method for determining unit price is made available to the customer. Our 28 years of experience in the lighting industry helped to establish a consistent formula for estimating project costs. It varies by project scope, but below is the basic method for calculation:

• Our unit costs are comprised of actual material cost, labor cost, estimated overhead, profit and project scope (size and payback).

We maintain records associated with labor and material costs for each project that are readily available to the customer upon request. Excel understands the definition of EPC to translate into a savings and performance-based guarantee that basically means our reputation is on the line from start to finish of a project. We work to establish and maintain relationships with manufacturers, contractors, etc. so that our project costs contain the most added value at a reasonable price for our customers.



Surety Letter of Reference

December 17, 2020

To Whom It May Concern

Re: Excel Energy Group, Inc.

Dear Sir/Madam

The Hudson Insurance Company provides contract bonds on the behalf of Excel Energy Group. We have found Excel Energy Group to be an outstanding firm, with a good reputation in the contracting industry. We highly recommend Excel Energy Group and would consider any project submitted by them for bond purposes. They are a well experienced company with a strong financial position and excellent reputation. We would entertain bonds on their behalf in the range of 6 to 8 million single job and 16,000,000 aggregate programs. We, will though, underwrite each job on its own merits. A decision on any particular bond would, of course, be a matter between the contractor and ourselves and would depend upon favorable review of all of the underwriting factors pertinent to the project in question. Our bond forms and those written for Excel Energy are 100% performance and payment bonds. Excel's current rate is \$14.40 per thousand for the first \$500,000 of the contract price, \$8.70 per thousand for the \$2,000,000 and \$6.90 per thousand for the next \$2,500,000.

The Hudson Insurance Company is licensed in Arkansas has a current A+ A.M. Best rating in the most recent report. Their bond capacity is \$45,787.00 in the latest Federal Trade Register.

Sincerely,

Miki J. Rogers,

BancorpSouth Insurance Services, Inc.

Cc: Excel Energy Group

Mit is Kage



Excel Energy Group, Inc. 3003 East 17th St (Airways Park) Russellville, AR 72801 P.O. Box 1281 Russellville, AR 72811 Phone 479-280-1928, Fax 877-320-4399

EQUAL OPPORTUNITY EMPLOYER

Excel Energy Group, Inc. provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, sex, national origin, age, disability or genetics. In addition to federal law requirements, Excel Energy Group, Inc. complies with applicable state and local laws governing nondiscrimination in employment in every location in which the company has facilities. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation and training.

Excel Energy Group, Inc. expressly prohibits any form of workplace harassment based on race, color, religion, gender, sexual orientation, gender identity or expression, national origin, age, genetic information, disability, or veteran status. Improper interference with the ability of Excel Energy Group Inc.'s employees to perform their job duties may result in discipline up to and including discharge.

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				<u>Existing</u>	<u>Proposed</u>	<u>Lower</u>	<u>Sports</u>	<u>Upper</u>	<u>Project</u>
<u>Item</u>	ECM Code	Existing Fixture Description	Proposed Fixture Description	<u>Wattage</u>	<u>Wattage</u>	<u>Grades</u>	<u>Complex</u>	<u>Grades</u>	<u>Total</u>
1	RK1	2x4 432IS-N-4F32T8 , Recessed	2x4 2x20w LED Linear Retrofit w/ Bracket	118	40	2	31	193	226
2	RK2	2x2 232-N-2FU32T8U , Recessed	2x2 2x15w LED Linear Retrofit w/ Bracket	59	30			2	2
3	RK3	2x2 232-N-2FU32T8U , Recessed	2x2 3x15w LED Linear Retrofit w/ Bracket	59	45	13			13
4	LB1	2x4 232IS-N-2F32T8 , Parabolic	2x4 2x15w LED Linear Retrofit	59	30	9			9
5	LB2	2x4 232IS-N-2F32T8 , Recessed	2x4 2x15w LED Linear Retrofit	59	30	2			2
6	LB3	2x4 332IS-N-3F32T8 , Recessed	2x4 3x15w LED Linear Retrofit	87	45	409		95	504
7	LB4	2x4 332IS-N-3F32T8 , Recessed	2x4 3x20w LED Linear Retrofit	87	60	4		12	16
8	LB5	2x4 432IS-N-4F32T8 , Recessed	2x4 4x15w LED Linear Retrofit	118	60			34	34
9	LB6	4' 232IS-N-2F32T8 , Strip	4' 2x15w LED Linear Retrofit	59	30	5	3	17	25
10	LB7	4' 232IS-N-2F32T8 , Vanity	4' 2x15w LED Linear Retrofit	59	30			10	10
11	LB8	4' 232IS-N-2F32T8 , Vaportight	4' 2x15w LED Linear Retrofit	59	30			2	2
12	LB9	2' 232IS-N-2F17T8 , Strip	2' 2x15w LED Linear Retrofit	33	30	1			1
13	BP1	8' MG-2F60T12 , Strip	8' 4x15w LED Linear Retrofit w/ Bellypan Kit	125	60			4	4
14	X1	2ECF7, Exit w/ Eyes	NEW LED Exit Sign w/ Emergency Lighting	14	3			4	4
15	LED1	1CFL23, Architectural	9w LED A19	23	9	1			1
16	LED2	1CFL32, Sconce	9w LED A19	32	9			2	2
17	LED3	1INC40, Architectural	9w LED A19	40	9	2			2
18	LED4	1INC60, Socket Fixture	9w LED A19	60	9			4	4
19	LED5	3CFL23, Architectural	3x9w LED A19	69	27	1		5	6
20	LED6	1INC60, Can	12w LED BR30	60	12		4	15	19
21	BY1	1CF-PL18, Can	12w LED BR30 w/ Socket Adapter	18	12	42			42
22	BY2	1HID70, Can	12w LED BR30, Bypass	95	12	10		8	18
23	BY3	1HID70, Can	17w LED PAR38, Bypass	95	17			3	3
24	CAN1	2CF-PL26, Can	2x9.5w LED Plug-n-Play Lamp, Horizontal	52	19			18	18
25	LED7	No Existing Fixture	12w LED PAR30 Shortneck	0	12			8	8
26	LED8	1INC40, Track Light	12w LED PAR30 Shortneck	40	12			4	4
27	LED9	1INC60, Track Light	12w LED PAR30 Shortneck	60	12	4			4
28	LED10	3INC40, Sconce	3x5w LED B11	120	15	2			2
29	HB1	2x4 3x232IS-H-6F32T8 , High Bay	NEW 165w LED High Bay	226	165			40	40
30	TR1	No Existing Fixture	NEW 2x4 4x15w LED Linear Troffer	0	60			2	2
31	CPY1	1HID70, Canopy	NEW 16w LED Canopy 1x1	95	16		6		6
32	WP1	1CFL42, Wall Pack	NEW 17w LED Mini Wallpack	42	17	•		1	1
33	WP2	No Existing Fixture	NEW 45w LED Wallpack	0	45			1	1
34	WP3	1HID125, Wall Pack	NEW 45w LED Wallpack	150	45		12		12
35	WP4	1HID250, Wall Pack	NEW 45w LED Wallpack	290		9		1	10
36	WP5	1HID400, Wall Pack	NEW 45w LED Wallpack	455	45			4	4
37	WP6	1HID250, Wall Pack	NEW 70w LED Wallpack	290	70		3		3
38	WP7	1HID400, Wall Pack	NEW 70w LED Wallpack	455	70	9		4	13
39	FLD1	2H75, Flood	NEW 45w LED Wallpack w/ Sensor	150	45			2	2
40	FLD2		NEW 90w LED Floodlight, Bronze w/ U-Bracket	250	90	9			9
41	POL1	1HID400, Shoebox	NEW 120w LED Parking Lot Light, Bronze w/ Slip Fitt		120	6			6
42	POL2	1HID400, Shoebox	NEW 120w LED Parking Lot Light, Bronze w/ Straight	455	120			4	4
43	NA1	0LED10, Architectural	No Action	10		3			3
		,							

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				Existing	Proposed	Lower	Snorts	Unnor	Broject
la a una	ECNA Code	Fuistina Fintura Description	Dunmand Finture Description			<u>Lower</u> Grades	Sports Complex	<u>Upper</u> Grades	<u>Project</u> Total
<u>Item</u> 44	ECM Code NA2	Existing Fixture Description OLED40, Recessed	Proposed Fixture Description No Action	Wattage 40	Wattage 40		complex	Grades	<u>IOIAI</u>
	NA3	0LED5, Architectural	No Action	40				10	10
45 46	NA3 NA4	1INC40, Filament Chandelier	No Action	40	5 40			10 12	10 12
46	NA4	TinC40, Filament Chandeller	NO ACTION	40	40			12	12
47			Additional Materials and Labor						
49	HT	High Fixture	High Time	0	0	13	3	19	35
50		Additional Material and Labor	NEW 2x4 Lens	0	0		3	10	16
51	MAT	Additional Material and Labor	Additional Material and Labor	0	0	_	3	2	6
52	RC	Additional Material and Labor	Remove and Cap Fixture	0	0	-			Ū
53	DIM	Additional Material and Labor	Dimmer Switch	0	0				
54	EL	Additional Material and Labor	NEW Emergency Light	0	0			2	2
55	VM	Vending Machine	Vending Sensor	400	400			1	_
56	LIFT	Additional Material and Labor	Lift Needed	0	0			2	3
57						_		_	
58			Total Proposed Lighting Units			568	65	556	1189
59									
60	<u>Code</u>	Sensor Type							
61	OSC20	Dual Technology Ceiling Mounted Occupancy S	OSC20			27	1	20	48
62	OSW-12	Dual Technology Wall Mounted Occupancy Ser	OSW-12			11		8	19
63	SCWireless 1	Wireless Wall Mounted Occupancy Sensor and	OSCWireless						
64	OSS-MT	Dual Technology, Single Pole Occupancy Senso	OSS-MT			3	1		4
65	OSS-MD	Dual Technology, Double Pole Occupancy Sens	OSS-MD					2	2
66	ODS-10	Infared, Single Pole Occupancy Sensor Switch	ODS-10						
67	OSFHU	Fixture Mounted Occupancy Sensor	OSFHU						
68	Vend	Vending Machine Sensor	Vend						
69	Snack	Snack Machine Sensor	Snack						
70	Photo	Exterior Fixture Photocell	Photo						
71	ES	Existing Sensor	ES			9		9	18
72	NONE	No Sensor	NONE						
			Total Proposed Sensors			50	2	39	91

LIN E ID Lower Grades	ROOM DESCRIPTION TYPE	ECM AUDIT	HT LENS MAT FI		ROP 2TY ECM	SENSOR SENSOR	R EXIST PRO			T PROP	INNUAL ANNUAL SAN	DAL TOTAL ED EXIST PRO	P FIXT	TOTAL SAVED OS KWH	ANNUAL EXIST	ANNUAL PROP ANNUAL KW SAVINGS	EXIST KWH \$	TOTAL PROP	FIXT KWH SAVINGS \$	OS KWH SAVINGS \$	TOTAL KWH SAVINGS			TOTAL
1 Lower Grades	Hallway - entry HW	BY2 LB3		4 1HID70, Can	5 12w LED BR30, Bypass	NONE	95 1 87 4	12 2777	2777 31	80 60	4.56 0.72 3 2.088 1.08 1	84 1055.3 166.	62 888.64	0 888.64	ş -	\$ \$	\$ 91.74	\$ 14.49	\$ 77.26	\$ -	\$ 77.26	\$ 14.98 \$		92.24 23.77
2 Lower Grades 3 Lower Grades	Hallway - HW	LED1		2 2x4 332/S-N-3F32T8 , Recessed 1 1CFL23, Architectural	2 2x4 3x15w LED Linear Retrofit 1 9w LED A19	NONE	23	9 2777	2777	23 9	0.276 0.108 0.	68 63.871 24.9	93 38.878	0 233.27 0 38.878	ş -	5 - 5 -	\$ 42.01 \$ 5.55	\$ 2.17	\$ 3.38	s -	\$ 20.28 \$ 3.38	\$ 1.05 \$	- \$	4.43
4 Lower Grades	A123 HW	LB3		2 2x4 332/S-N-3F32T8 , Recessed	2 2x4 3x15w LED Linear Retrofit		87 4 87 4	45 2777	2777 13	.74 90	2.088 1.08 1. 2.088 1.08 1.			0 233.27	\$ -	5 - 5 -	\$ 42.01 \$ 42.01				\$ 20.28		- \$	23.77
5 Lower Grades 6 Lower Grades	Office - a124 OF Office - a125 OF	LB3 LB3		2 2x4 332/S-N-3F32T8 , Recessed 2 2x4 332/S-N-3F32T8 , Recessed	2 2x4 3x15w LED Linear Retrofit 2 2x4 3x15w LED Linear Retrofit			45 2777			2.088 1.08 1. 2.088 1.08 1.			0 233.27 0 233.27	\$ -	5 - 5 -	\$ 42.01			\$.	\$ 20.28 \$ 20.28	\$ 3.49 \$	- \$	23.77
7 Lower Grades 8 Lower Grades	Office - a126 OF Classroom - media center CR	LB3 LB3		2 2x4 332I5-N-3F32T8 , Recessed 13 2x4 332I5-N-3F32T8 , Recessed	2 2x4 3x15w LED Linear Retrofit	NONE	87 4	45 2777	2777 1	74 90	2.088 1.08 1. 13.572 7.02 6.	08 483.2 249.	93 233.27	0 233.27	ş -	5 - 5 -	\$ 42.01 \$ 273.05				\$ 20.28 \$ 174.18		2.95 \$	23.77 199.79
8 Lower Grades 9 Lower Grades	Classroom - media center CR Closet SR	LB3 LB9		13 2X4 332IS-N-3F3218 , Recessed 1 2' 232IS-N-2F17T8 , Strip	13 2x4 3x15w LED Linear Retrofit 1 2' 2x15w LED Linear Retrofit	1 USC20 NONE	33 3	30 2777	2777	33 30	0.396 0.36 0.	36 91.641 83.	31 8.331	0 8.331	\$ -	5 - 5 -	\$ 7.97				\$ 0.72		- \$	2.61
10 Lower Grades 11 Lower Grades	Media center SR Office - OF	NA1 LB3		3 OLED10, Architectural 2 2x4 332/5-N-3F32T8 , Recessed	No Action 2 2x4 3x15w LED Linear Retrofit	NONE	10 1	10 2777	2777	30 30	0.36 0.36 2.088 1.08 1	0 83.31 83.	31 0	0 0 0	ş .	5 - 5 -	\$ 7.24 \$ 42.01			s .	\$. \$ 20.28	S - S S 3.49 S	- \$	23.77
12 Lower Grades	Hallway - HW	LB3		3 2x4 332IS-N-3F32T8 , Recessed	3 2x4 3x15w LED Linear Retrofit	2 OSW-12	2 87 4	45 2777	1944 26	61 135	3.132 1.62 1.	12 724.8 262.	44 349.9	112.46 462.36	\$.	\$ - \$ -	\$ 63.01	\$ 22.82	\$ 30.42	\$ 9.78	\$ 40.20	\$ 5.23 \$	0.68 \$	46.11
13 Lower Grades 14 Lower Grades	Hallway - HW Hallway - HW	BY1 LB4	2	8 1CF-PL18, Can 2 2x4 332IS-N-3F32T8 , Recessed	8 12w LED BR30 w/ Socket Adapter 2 2x4 3x20w LED Linear Retrofit	NONE	18 1	12 2777	1944 1	.44 96	1.728 1.152 0. 2.088 1.44 0.	76 399.89 186.	62 133.3	79.968 213.26	s -	\$ - S -	\$ 34.77 \$ 42.01						4.26 \$ 0.45 \$	51.63 25.67
15 Lower Grades	Hallway - e HW	LB3	2	5 2x4 332/S-N-3F32T8 , Recessed	5 2x4 3x15w LED Linear Retrofit	1 OSW-12	2 87 4	45 2777	1944 43	35 225	5.22 2.7 2	.52 1208 43	7.4 583.17	7 187.43 770.6	ş .	5 . 5 .	\$ 105.02	\$ 38.03	\$ 50.70	\$ 16.29	\$ 66.99	\$ 8.71 \$	1.14 \$	76.84
16 Lower Grades 17 Lower Grades	Classroom - e111 CR Hallway - HW	LB3 BY1		12 2x4 332/S-N-3F32T8 , Recessed 2 1CF-PL18, Can	12 2x4 3x15w LED Linear Retrofit 2 12w LED BR30 w/ Socket Adapter	1 OSC20	87 4 18 1	45 2777	1944 104	144 540 1	12.528 6.48 6. 0.432 0.288 0.	48 2899.2 1049	9.8 1399.6	5 449.82 1849.4 0 33.324	s -	\$ - S -	\$ 252.05 \$ 8.69	\$ 91.26	\$ 121.68		\$ 160.78 \$ 2.90		2.73 \$	184.42
18 Lower Grades	E113 CR	LB3		7 2x4 332/5-N-3F32T8 , Recessed	7 2x4 3x15w LED Linear Retrofit	1 OSC20	87 4		1944 60	09 315	7.308 3.78 3.	28 1691.2 612.	36 816.44	262.4 1078.8	\$.	s · s ·	\$ 147.03			\$ 22.81			1.59 \$	107.58
19 Lower Grades 20 Lower Grades	Restroom - RR E115 CR	LB3 LB3		1 2x4 332IS-N-3F32T8 , Recessed 7 2x4 332IS-N-3F32T8 , Recessed	1 2x4 3x15w LED Linear Retrofit 7 2x4 3x15w LED Linear Retrofit	NONE 1 OSCIO	87 4	45 2777	2777 1	87 45	1.044 0.54 0.	04 241.6 124.	97 116.63	0 116.63	s -	\$ - S - '	\$ 21.00 \$ 147.03	\$ 10.86 \$ 53.24	\$ 10.14 \$ 70.98	\$. \$ 22.81	\$ 10.14 \$ 93.79	\$ 1.74 \$ \$ 12.20 \$	- \$ 1.59 \$	11.80
21 Lower Grades	Restroom - RR	LB3		1 2x4 332/5-N-3F32T8 , Recessed	1 2x4 3x15w LED Linear Retrofit	NONE	87 4	45 2777	2777 1	87 45	1.044 0.54 0.	04 241.6 124	97 116.63	262.4 1078.8 0 116.63	\$.	s s	\$ 21.00	\$ 10.86	\$ 10.14	\$.	\$ 10.14	\$ 1.74 \$	- \$	11.88
22 Lower Grades 23 Lower Grades	Hallway - e HW E117 CR	LB3		3 2x4 332/5-N-3F32T8 , Recessed 7 2x4 332/5-N-3F32T8 , Recessed	3 2x4 3x15w LED Linear Retrofit 7 2x4 3x15w LED Linear Retrofit	NONE	87 4	45 2777	2777 26	61 135	3.132 1.62 1. 7.308 3.78 3.	12 724.8 374	1.9 349.9	0 349.9	s -	5 - 5 -	\$ 63.01 \$ 147.03				\$ 30.42 \$ 93.79		- \$ 1.59 \$	
24 Lower Grades	Restroom - RR	LB3		1 2x4 332/5-N-3F32T8 , Recessed	1 2x4 3x15w LED Linear Retrofit	NONE	87 4	45 2777	2777 1	87 45	1.044 0.54 0.	04 241.6 124.	97 116.63	0 116.63	ş .	s - s -	\$ 21.00	\$ 10.86	\$ 10.14	s -	\$ 10.14	\$ 1.74 \$	- \$	11.8
25 Lower Grades 26 Lower Grades	E116 CR Restroom - RR	LB3		7 2x4 332IS-N-3F32T8 , Recessed 1 2x4 332IS-N-3F32T8 , Recessed	7 2x4 3x15w LED Linear Retrofit 1 2x4 3x15w LED Linear Retrofit	1 0SC20	87 4	45 2777	1944 60	09 315	7.308 3.78 3. 1.044 0.54 0.	28 1691.2 612.	36 816.44	262.4 1078.8 0 116.63	s -	5 - 5 -	\$ 147.03 \$ 21.00				\$ 93.79 \$ 10.14		1.59 \$	107.51
27 Lower Grades	E114 CR	LB3		7 2x4 332IS-N-3F32T8 , Recessed	7 2x4 3x15w LED Linear Retrofit	1 OSC20	87 4	45 2777	1944 60	09 315	7.308 3.78 3.	28 1691.2 612.	36 816.44	262.4 1078.8	\$ -	s · s ·	\$ 147.03	\$ 53.24	\$ 70.98	\$ 22.81	\$ 93.79	\$ 12.20 \$	1.59 \$	107.51
28 Lower Grades 29 Lower Grades	Restroom - RR E112 CR	LB3		1 2x4 332/5-N-3F32T8 , Recessed 7 2x4 332/5-N-3F32T8 , Recessed	1 2x4 3x15w LED Linear Retrofit 7 2x4 3x15w LED Linear Retrofit	NONE 1 OSCIO	87 4	45 2777	2777 1	87 45	1.044 0.54 0.	04 241.6 124.	97 116.63	0 116.63 262.4 1078.8	s -	\$ - S - '	\$ 21.00 \$ 147.03		\$ 10.14 \$ 70.98		\$ 10.14 \$ 93.79	\$ 1.74 \$ \$ 12.20 \$	1.59 \$	11.8
30 Lower Grades	Restroom - RR	LB3		1 2x4 332/S-N-3F32T8 , Recessed	1 2x4 3x15w LED Linear Retrofit	NONE	87 4	45 2777	2777 1	87 45	7.308 3.78 3. 1.044 0.54 0.	04 241.6 124.	97 116.63	0 116.63	\$.	s s	\$ 21.00	\$ 10.86	\$ 10.14	\$ -	\$ 10.14	\$ 1.74 \$	- \$	11.8
31 Lower Grades 32 Lower Grades	E110 CR E108b CR	LB3 LB3		12 2x4 332/5-N-3F32T8 , Recessed 4 2x4 332/5-N-3F32T8 , Recessed	12 2x4 3x15w LED Linear Retrofit 4 2x4 3x15w LED Linear Retrofit	1 05020	87 4	45 2777	1944 104	144 540 1	12.528 6.48 6. 4.176 2.16 3	148 2899.2 1049	9.8 1399.6	449.82 1849.4 149.94 616.48	ş .	\$ - S -	\$ 252.05 \$ 84.02	\$ 91.26 \$ 30.42	\$ 121.68 \$ 40.56	\$ 39.11 \$ 13.04			2.73 \$ 0.91 \$	184.4
33 Lower Grades	E108a CR	LB3		6 2x4 332IS-N-3F32T8 , Recessed	6 2x4 3x15w LED Linear Retrofit	1 OSS-MT	87 4	45 2777	1944 52	22 270	6.264 3.24 3.	24 1449.6 524.	88 699.8	3 224.91 924.71	\$.	s s	\$ 126.02	\$ 45.63	\$ 60.84	\$ 19.55	\$ 80.39	\$ 10.46 \$	1.36 \$	92.2
34 Lower Grades 35 Lower Grades	Restroom - RR Restroom - RR	LB3 RK3		3 2x4 332I5-N-3F32T8 , Recessed 3 2x2 232-N-2FU32T8U , Recessed	3 2x4 3x15w LED Linear Retrofit 3 2x2 3x15w LED Linear Retrofit w/ Bracket	ES	87 4	45 1944	1944 26	61 135	3.132 1.62 1. 2.124 1.62 0.	12 507.38 262.	44 244.94	0 244.94	ş -	\$ - \$ -	\$ 44.11 \$ 29.91				\$ 21.29 \$ 7.10		- \$	25.6 11.2
36 Lower Grades	Hallway - HW	LB3		4 2x4 332/S-N-3F32T8 , Recessed	4 2x4 3x15w LED Linear Retrofit	1 OSW-12	2 87 4	45 2777	1944 34	48 180	4.176 2.16 2.	16 966.4 349.	92 466.54	149.94 616.48	\$.	\$ S	\$ 84.02	\$ 30.42	\$ 40.56	\$ 13.04	\$ 53.59	\$ 6.97 \$	0.91 \$	61.4
37 Lower Grades 38 Lower Grades	Mech Closet ME Hallway - HW	LB3 BY1		2 2x4 332I5-N-3F32T8 , Recessed 2 1CF-PL18, Can	2 2x4 3x15w LED Linear Retrofit 2 12w LED BR30 w/ Socket Adapter	NONE	87 4 18 1	45 2777	2777 17	.74 90	2.088 1.08 1. 0.432 0.288 0.	08 483.2 249.	93 233.27		ş .	\$ S	\$ 42.01 \$ 8.69	\$ 21.73	\$ 20.28		\$ 20.28 \$ 2.90		. \$	23.7 10.1
39 Lower Grades	E104 CR	LB3		12 2x4 332/5-N-3F32T8 , Recessed	12 2x4 3x15w LED Linear Retrofit		18 1 87 4	45 2777	1944 104	144 540 1	12.528 6.48 6.	48 2899.2 1049	9.8 1399.6	449.82 1849.4	ş .	\$ \$	\$ 252.05	\$ 91.26	\$ 121.68	\$ 39.11	\$ 160.78	\$ 20.91 \$	2.73 \$	184.4
40 Lower Grades 41 Lower Grades	E102 CR Hallway - HW	LB3 LB3			12 2x4 3x15w LED Linear Retrofit 6 2x4 3x15w LED Linear Retrofit		87 4 2 87 4	45 2777	1944 104	144 540 1	12.528 6.48 6. 6.264 3.24 3.	48 2899.2 1049	9.8 1399.6	449.82 1849.4	ş -	5 - 5 -	\$ 252.05 \$ 126.02	\$ 91.26	\$ 121.68	\$ 39.11	\$ 160.78 \$ 80.39	\$ 20.91 \$	2.73 \$	184.4 92.2
42 Lower Grades		LB3		9 2x4 232IS-N-3F3218 , Recessed 9 2x4 232IS-N-2F32T8 , Parabolic	9 2x4 2x15w LED Linear Retrofit	1 05C20		30 2777	1944 5	31 270	6.372 3.24 3.	32 1474.6 524.	88 599.8 88 724.8	3 224.91 949.71 3 224.91 949.71	ş -	5 - 5 -	\$ 128.20	\$ 45.63	\$ 63.01	\$ 19.55	\$ 82.56		1.36 \$	96.7
43 Lower Grades	Classroom - e100 CR E100 CR	LED9 LB3		4 1INC60, Track Light 6 2x4 332IS-N-3F3ZTB . Recessed	4 12w LED PAR30 Shortneck 6 2x4 3x15w LED Linear Retrofit	NONE	60 1	12 2777	2777 24	40 48	6.372 3.24 3. 2.88 0.576 2. 6.264 3.24 3.	04 666.48 13	3.3 533.18	0 533.18 0 699.8	ş -	5 - 5 -	\$ 57.94 \$ 126.02			\$.	\$ 46.35 \$ 60.84		- \$	51.15 71.30
45 Lower Grades	Mech Closet janitor ME	LB2		2 2x4 232/S-N-2F32T8 , Recessed	2 2x4 2x15w LED Linear Retrofit	NONE	59 3	30 2777	2777 1	.18 60	1.416 0.72 0.	96 327.69 166.	62 161.07	0 161.07	\$ -	s s	\$ 28.49	\$ 14.49	\$ 14.00	\$ -	\$ 14.00	\$ 2.86 \$	- \$	16.8
46 Lower Grades 47 Lower Grades	Hallway - HW			8 1CF-PL18, Can 2 2x4 332/5-N-3F32TB . Recessed	8 12w LED BR30 w/ Socket Adapter 2 2x4 3x20w LED Linear Retrofit	NONE	18 1	12 2777	2777 14	.44 96	1.728 1.152 0. 2.088 1.44 0.	76 399.89 266.	59 133.3	0 133.3	s -	s - s -	\$ 34.77 \$ 42.01	\$ 23.18	\$ 11.59	\$ -	\$ 11.59 \$ 13.04	\$ 28.82 \$	- \$	40.4
48 Lower Grades	Restroom - RR	LB3	4	3 2x4 332/S-N-3F32T8 , Recessed	3 2x4 3x15w LED Linear Retrofit	ES	87 4	45 1944	1944 26	61 135	3.132 1.62 1.	12 507.38 262.	44 244.94	0 244.94	\$ -	s s	\$ 44.11	\$ 22.82	\$ 21.29	\$ -	\$ 21.29	\$ 4.38 \$	- \$	25.67
49 Lower Grades 50 Lower Grades	Restroom - RR Hallway - HW	RK3 LB3		3 2x2 232-N-2FU32TBU , Recessed 4 2x4 332IS-N-3F32TB , Recessed	3 2v2 3v15w LFD Linear Retrofit w/ Bracket	1 OSW-1	59 4	45 1944	1944 1	77 135	2.124 1.62 0. 4.176 2.16 2.	04 344.09 262	44 81.648	0 81.648 1 149.94 616.48	ş -	5 S	\$ 29.91	\$ 22.82	\$ 7.10	\$ -	\$ 7.10 \$ 53.59	\$ 4.14 \$	0.91 \$	11.24 61.47
51 Lower Grades	Hallway - HW Office - 123 OF	LB3		2 2x4 332/S-N-3F32T8 , Recessed	4 2x4 3x15w LED Linear Retrofit 2 2x4 3x15w LED Linear Retrofit	1 USW-11	87 4	45 2777	2777 1	74 90	4.176 2.16 2 2.088 1.08 1 2.088 1.08 1	08 483.2 249.	93 233.27	0 233.27	\$.	s s	\$ 42.01	\$ 21.73	\$ 20.28	\$ -	\$ 20.28	\$ 3.49 \$	0.91 \$	23.77
52 Lower Grades 53 Lower Grades	Office - OF	LB3 LB3		2 2x4 332IS-N-3F32TB , Recessed 11 2x4 332IS-N-3F32TB , Recessed	2 2x4 3x15w LED Linear Retrofit 11 2x4 3x15w LED Linear Retrofit	NONE	87 4	45 2777	2777 1	74 90	2.088 1.08 1. 11.484 5.94 5.	08 483.2 249.	93 233.27	0 233.27 3 412.34 1695.3	ş -	5 - 5	\$ 42.01 \$ 231.04	\$ 21.73	\$ 20.28	\$ -	\$ 20.28	\$ 3.49 \$. \$ 2.50 \$	23.77 169.06
54 Lower Grades	117 CR	LB3		12 2x4 332IS-N-3F32T8 , Recessed	12 2x4 3x15w LED Linear Retrofit	1 USC20	87 4	45 2777	1944 104	144 540 1	12.528 6.48 6.	48 2899.2 1049	9.8 1399.6		\$.	\$ S	\$ 252.05	\$ 91.26	\$ 121.68		\$ 160.78	\$ 20.91 \$	2.50 \$	184.42
SS Lower Grades S6 Lower Grades	Hallway - HW 116 CR	LB3 LB3		2 2x4 332I5-N-3F32T8 , Recessed 12 2x4 332I5-N-3F32T8 , Recessed	2 2x4 3x15w LED Linear Retrofit 12 2x4 3x15w LED Linear Retrofit	NONE	87 4	45 2777	2777 1	74 90	2.088 1.08 1.	08 483.2 249.	93 233.27	0 233.27	s -	5 - 5 -	\$ 42.01 \$ 252.05			\$. \$ 39.11	\$ 20.28 \$ 160.78		- \$ 2.73 \$	23.77
57 Lower Grades	118 CR	LB3		11 2x4 332/S-N-3F32T8 , Recessed	11 2x4 3x15w LED Linear Retrofit	1 OSC20	87 4	45 2777	1944 9	57 495 1	11.484 5.94 5.	44 2657.6 962.	28 1283	3 412.34 1695.3	\$ -	s - s -	\$ 231.04	\$ 83.66	\$ 111.54	\$ 35.85	\$ 147.39		2.73 \$	169.06
58 Lower Grades	Hallway - HW	LB3		1 2x4 332/S-N-3F32T8 , Recessed	1 2x4 3x15w LED Linear Retrofit	NONE	87 4	45 2777	2777 1	87 45	1.044 0.54 0. 0.432 0.288 0.	04 241.6 124.	97 116.63	0 116.63	ş .	5 - S -	\$ 21.00	\$ 10.86	\$ 10.14	\$ -	\$ 10.14	\$ 1.74 \$	- \$	11.8
59 Lower Grades 60 Lower Grades	Hallway - HW 120 CR	BY1 LB3		2 1CF-PL18, Can 12 2x4 332/S-N-3F32T8 , Recessed	2 12w LED BR30 w/ Socket Adapter 12 2x4 3x15w LED Linear Retrofit	1 OSC20	87 4	45 2777	1944 104	144 540 1	12.528 6.48 6.	48 2899.2 1049	9.8 1399.6	449.82 1849.4	\$ -	s - s -	\$ 252.05				\$ 2.90 \$ 160.78			184.4
61 Lower Grades	122 CR	LB3		10 2x4 332IS-N-3F32T8 , Recessed	10 2x4 3x15w LED Linear Retrofit	1 OSC20	87 4	45 2777	1944 87	70 450	10.44 5.4 5	.04 2416 874	1.8 1166.3	374.85 1541.2	ş -	5 - 5 -	\$ 210.04	\$ 76.05	\$ 101.40	\$ 32.59	\$ 133.99	\$ 17.43 \$	2.27 \$	153.69
62 Lower Grades 63 Lower Grades	Hallway - HW Mech Closet ME	LB3 RK3		1 2x4 332/S-N-3F32T8 , Recessed 1 2x2 232-N-2FU32T8U , Recessed	1 2x4 3x15w LED Linear Retrofit 1 2x2 3x15w LED Linear Retrofit w/ Bracket	ES	59 4	45 1944	1944 5	59 45	1.044 0.54 0. 0.708 0.54 0.	68 114.7 87.	48 27.216	0 116.63 0 27.216	\$ -	s - s -	\$ 21.00 \$ 9.97	\$ 10.86 \$ 7.61			\$ 10.14 \$ 2.37	\$ 1.38 \$	- \$	11.8
64 Lower Grades	126 CR	LB3		12 2x4 332IS-N-3F32T8 , Recessed	12 2x4 3x15w LED Linear Retrofit	1 OSC20	87 4	45 2777	1944 104	144 540 1	12.528 6.48 6.	48 2899.2 1049	9.8 1399.6	449.82 1849.4	ş -	5 - 5 -	\$ 252.05	\$ 91.26	\$ 121.68	\$ 39.11	\$ 160.78	\$ 20.91 \$	2.73 \$	184.4
65 Lower Grades 66 Lower Grades	124 CR Hallway - HW	LB3 LB3		11 2x4 332/S-N-3F32T8 , Recessed 4 2x4 332/S-N-3F32T8 , Recessed	11 2x4 3x15w LED Linear Retrofit 4 2x4 3x15w LED Linear Retrofit	1 OSW-12	2 87 4	45 2777	1944 34	48 180		16 966.4 349.	92 466.54	412.34 1695.3 149.94 616.48	\$ -	s - S -	\$ 231.04 \$ 84.02	\$ 30.42	\$ 40.56				0.91 \$	169.0 61.4
67 Lower Grades	128 CR 127 CR	LB3		12 2x4 332/S-N-3F32T8 , Recessed	12 2x4 3x15w LED Linear Retrofit	1 OSC20	87 4	45 2777	1944 104	144 540 1	12.528 6.48 6.	48 2899.2 1049	9.8 1399.6	449.82 1849.4	ş -	s - s -	\$ 252.05	\$ 91.26	\$ 121.68	\$ 39.11	\$ 160.78		2.73 \$	184.4
68 Lower Grades 69 Lower Grades	127 CR 125 CR	LB3 LB3		12 2x4 332/S-N-3F32T8 , Recessed 2 2x4 332/S-N-3F32T8 , Recessed	12 2x4 3x15w LED Linear Retrofit 2 2x4 3x15w LED Linear Retrofit						2.088 1.08 1.			6 449.82 1849.4 7 0 233.27	\$ - \$ -	s - S - :	\$ 252.05 \$ 42.01		\$ 121.68 \$ 20.28		\$ 160.78 \$ 20.28		2.73 \$	184.4 23.7
70 Lower Grades	Office - OF	LB3		2 2x4 332IS-N-3F32T8 , Recessed	2 2x4 3x15w LED Linear Retrofit	NONE	87 4	45 2777	2777 1	.74 90	2.088 1.08 1.	08 483.2 249.	93 233.27	0 233.27	ş -	s - s -	\$ 42.01		\$ 20.28		\$ 20.28	\$ 3.49 \$	- \$	23.7
71 Lower Grades 72 Lower Grades	Restroom - RR Restroom - RR	LB3 RK3		2 2x4 332/S-N-3F32T8 , Recessed 3 2x2 232-N-2FU32T8U , Recessed	2 2x4 3x15w LED Linear Retrofit 3 2x2 3x15w LED Linear Retrofit w/ Bracket	ES	59 4	45 1944	1944 17	.77 135	2.088 1.08 1. 2.124 1.62 0.	04 344.09 262.	44 81.648	0 81.648	\$ -	s - s -	\$ 29.41 \$ 29.91				\$ 14.20 \$ 7.10		- \$	17.1
73 Lower Grades	121 CR	LB3		6 2x4 332IS-N-3F32T8 , Recessed	6 2x4 3x15w LED Linear Retrofit		87 4	45 2777	2777 52	22 270	6.264 3.24 3.	24 1449.6 749.	79 699.8	0 699.8	s -	s - s -	\$ 126.02	\$ 65.18	\$ 60.84	\$ -	\$ 60.84	\$ 10.46 \$		71.3
74 Lower Grades 75 Lower Grades	E101 CR E103 CR	LB3 LB3		12 2x4 332/S-N-3F32T8 , Recessed 12 2x4 332/S-N-3F32T8 , Recessed	12 2x4 3x15w LED Linear Retrofit 12 2x4 3x15w LED Linear Retrofit	1 0SC20 1 0SC20	87 4 87 4	45 2777 45 2777	1944 104	144 540 1 144 540 1	12.528 6.48 6. 12.528 6.48 6.	48 2899.2 1049 48 2899.2 1049	9.8 1399.6 9.8 1399.6	5 449.82 1849.4 5 449.82 1849.4	\$ -	s - S -	\$ 252.05 \$ 252.05		\$ 121.68 \$ 121.68	\$ 39.11 \$ 39.11	\$ 160.78 \$ 160.78		2.73 \$ 2.73 \$	184.4 184.4
76 Lower Grades		LB3 LB3		12 2x4 332/S-N-3F32T8 , Recessed	12 2x4 3x15w LED Linear Retrofit 2 2x4 3x15w LED Linear Retrofit	1 OSC20	87 4	45 2777	1944 104	144 540 1		48 2899.2 1049	9.8 1399.6	449.82 1849.4	\$ -	5 · S ·	\$ 252.05 \$ 42.01	\$ 91.26	\$ 121.68	\$ 39.11	\$ 160.78 \$ 20.28	\$ 20.91 \$	2.73 \$	
77 Lower Grades 78 Lower Grades	E107 OF Attic OF	FLD2		9 1H250, Flood	9 NEW 90w LED Floodlight, Bronze w/ U-Bracket	NONE	250 9	90 2777	2777 225	50 810	27 9.72 17	28 6248.3 224	9.4 3998.9	0 3998.9		s - s -	\$ 543.21	\$ 195.55	\$ 347.65	\$.	\$ 347.65	\$ 44.25 \$		391.9
79 Lower Grades	Attic OF	LB6		5 41 232IS-N-2F32T8 , Strip	5 4' 2x15w LED Linear Retrofit	NONE	59 3	30 2777	2777 29	95 150	3.54 1.8 1	74 819.22 416.	55 402.67	0 402.67	s -	š - S -	\$ 71.22	\$ 36.21	\$ 35.01	s -	\$ 35.01	\$ 7.14 \$	- \$	42.1
80 Lower Grades 81 Lower Grades	Restroom - RR Restroom - RR	RK3 LB3		3 2x2 232-N-2FU32T8U , Recessed 2 2x4 332IS-N-3F32T8 , Recessed	2 2x2 3x15w LED Linear Retrofit w/ Bracket 2 2x4 3x15w LED Linear Retrofit	ES	87 4	45 1944	1944 17	.74 90	2.124 1.62 0. 2.088 1.08 1.	08 338.26 174.	96 163.3	0 163.3	\$ -	s - s -	\$ 29.91 \$ 29.41	\$ 15.21	\$ 14.20	s -	\$ 7.10 \$ 14.20	\$ 2.92 \$	- \$	11.2
82 Lower Grades	Hallway - HW	LB3		4 2x4 332IS-N-3F32T8 , Recessed	4 2x4 3x15w LED Linear Retrofit	1 OSW-12	2 87 4	45 2777	1944 34	48 180	4.176 2.16 2.	16 966.4 349.	92 466.54	149.94 616.48	ş -	5 - 5 -	\$ 84.02	\$ 30.42	\$ 40.56	\$ 13.04	\$ 53.59	\$ 6.97 \$		61.4
83 Lower Grades 84 Lower Grades	Commons HW Commons HW	BY1 LB3		20 1CF-PL18, Can 9 2x4 332IS-N-3F32T8 , Recessed	20 12w LED BR30 w/ Socket Adapter 9 2x4 3x15w LED Linear Retrofit	1 0SC20	87 4	45 2777	1944 78	83 405	9.396 4.86 4.	36 2174.4 787.	32 1049.7	337.37 1387.1	\$ -	s - S -	\$ 86.91 \$ 189.04	\$ 57.94 \$ 68.45	\$ 28.97 \$ 91.26	\$ 29.33	\$ 28.97 \$ 120.59	\$ 72.06 \$ \$ 15.69 \$	2.04 \$	101.0
85 Lower Grades	Lounge HW	LB3		5 2x4 332IS-N-3F32T8 , Recessed	5 2x4 3x15w LED Linear Retrofit	1 OSS-MT	87 4	45 2777	1944 4	35 225	5.22 2.7 3	52 1208 43°	7.4 583 17	7 187.43 770.6	s -	5 · S ·	\$ 105.02 \$ 19.31	\$ 38.03	\$ 50.70	\$ 16.29	\$ 66.99	\$ 8.71 \$	1.14 \$	76.
86 Lower Grades 87 Lower Grades	Lounge HW Hallway - HW	LED3 LB3		2 1INC40, Architectural 9 2x4 332IS-N-3F32T8 , Recessed	2 9w LED A19 9 2x4 3x15w LED Linear Retrofit	2 OSW-13	40 2 87 4				0.96 0.216 0. 9.396 4.86 4.			7 14.994 187.17 7 337.37 1387.1	\$ -	s - S - :	\$ 19.31						2.04 \$	20. 138.
88 Lower Grades	Classroom - a113 CR	LB3		6 2x4 332/S-N-3F32T8 , Recessed	6 2x4 3x15w LED Linear Retrofit	1 OSC20	87 4	45 2777	1944 52	22 270	6.264 3.24 3.	24 1449.6 524.	88 699.8	3 224.91 924.71	ş -	\$. \$.	\$ 126.02	\$ 45.63	\$ 60.84	\$ 19.55	\$ 80.39	\$ 10.46 \$		92.2
90 Lower Grades Lower Grades	Restroom - RR Restroom - RR	RK1 RK1		1 2x4 432/5-N-4F32T8 , Recessed 1 2x4 432/5-N-4F32T8 , Recessed	1 2x4 2x20w LED Linear Retrofit w/ Bracket 1 2x4 2x20w LED Linear Retrofit w/ Bracket	NONE	118 4	40 2777	2777 1	.18 40	1.416 0.48 0. 1.416 0.48 0.	36 327.69 111.	08 216.61	0 216.61	\$ -	s - S - :	\$ 28.49 \$ 28.49	\$ 9.66	\$ 18.83	\$.	\$ 18.83 \$ 18.83	\$ 2.56 \$	- \$	21.
91 Lower Grades	Nurse RR	LB3		2 2x4 332IS-N-3F32T8 , Recessed	2 2x4 3x15w LED Linear Retrofit	NONE	87 4	45 2777	2777 13	.74 90	2.088 1.08 1.	08 483.2 249.	93 233.27	0 233.27	ş .	5 - 5 -	\$ 42.01	\$ 21.73	\$ 20.28	\$ -	\$ 20.28	\$ 3.49 \$	- \$	23.7
92 Lower Grades 93 Lower Grades	Sick room RR Restroom - RR	LB3 LB3	5	3 2x4 332/S-N-3F32T8 , Recessed 1 2x4 332/S-N-3F32T8 , Recessed	3 2x4 3x15w LED Linear Retrofit 1 2x4 3x15w LED Linear Retrofit	NONE NONE	87 4 87 4	45 2777	2777 1	87 45	3.132 1.62 1. 1.044 0.54 0. 4.176 2.16 2.	04 241.6 124.	97 116.63	0 349.9	\$ -	s - s -	\$ 63.01 \$ 21.00		\$ 30.42 \$ 10.14	\$.	\$ 30.42 \$ 10.14		- \$	35.6 11.8
94 Lower Grades	Office - a116 OF	LB3		4 2x4 332/5-N-3F32T8 , Recessed	4 2x4 3x15w LED Linear Retrofit	NONE	87 4	45 2777	2777 34	48 180	4.176 2.16 2.	16 966.4 499.	86 466.54	0 466.54	ş .	5 - S -	\$ 84.02	\$ 43.46	\$ 40.56	\$ -	\$ 40.56	\$ 6.97 \$	- \$	47.5
95 Lower Grades 96 Lower Grades	Office - a115 OF Office - a111 OF	LB3 LB3		1 2x4 332/S-N-3F32T8 , Recessed 2 2x4 332/S-N-3F32T8 , Recessed	2x4 3x15w LED Linear Retrofit 2x4 3x15w LED Linear Retrofit	NONE NONE	87 4 87 4	45 2777 45 2777	2777 1	8/ 45 .74 90	1.044 0.54 0. 2.088 1.08 1.	04 241.6 124. 08 483.2 249.	9/ 116.63 93 233.27	0 116.63 0 233.27	\$ -	s - S -	\$ 21.00 \$ 42.01	\$ 10.86 \$ 21.73	\$ 10.14 \$ 20.28	\$.	\$ 10.14 \$ 20.28	\$ 1.74 \$ \$ 3.49 \$	- \$	23.3
97 Lower Grades	Office - a109 OF	LB3		4 2x4 332IS-N-3F32T8 , Recessed	4 2x4 3x15w LED Linear Retrofit	NONE	87 4	45 2777	2777 34	48 180	2.088 1.08 1 4.176 2.16 2	16 966.4 499.	86 466.54	0 466.54	ş -	\$ \$	\$ 84.02	\$ 43.46	\$ 40.56		\$ 40.56			47.
98 Lower Grades	Office - a110 OF Office - a108 OF	NA2 LB3		4 OLED40, Recessed 2 2x4 332I5-N-3F32T8 , Recessed	4 No Action 2 2x4 3x15w LED Linear Retrofit	NONE	40 4 87 4	45 2777	2777 17	.74 90	1.92 1.92 2.088 1.08 1.	08 483.2 249.	93 233.27	0 0 0	\$ -	s - s -	\$ 38.63 \$ 42.01	\$ 21.73	\$ 20.28		\$ 20.28		- \$	23.
99 Lower Grades	Office - a107 OF	LB3		4 2x4 332IS-N-3F32T8 , Recessed	4 2x4 3x15w LED Linear Retrofit	NONE	87 4	45 2777	2777 34	48 180	4.176 2.16 2.	16 966.4 499.	86 466.54	0 466.54	ş .	5 - 5 -	\$ 84.02	\$ 43.46	\$ 40.56	\$ -	\$ 40.56	\$ 6.97 \$	- \$	47.
99 Lower Grades 100 Lower Grades		LB3 LED5		4 2x4 332/S-N-3F32T8 , Recessed 1 3CFL23, Architectural	4 2x4 3x15w LED Linear Retrofit 1 3x9w LED A19		69 2	27 2777	2777 6	69 27	4.176 2.16 2. 0.828 0.324 0.				\$ - \$ -	s - s -	\$ 84.02 \$ 16.66				\$ 40.56 \$ 10.14		- \$	47.5
99 Lower Grades 100 Lower Grades 101 Lower Grades	Office - a106 OF Office - a107 OF				9 NEW 70w LED Wallpack	NONE	455 7	70 3996	3996 409	95 630	49.14 49.14	0 16364 251	7.5 13846	0 13846	\$.	s - s -	\$ 1,422.61				\$ 1203.75		- \$	1,285.
99 Lower Grades 100 Lower Grades 101 Lower Grades 102 Lower Grades 103 Lower Grades	Office - a107 OF Outside Wall - OSL	WP7	9	9 1HID400, Wali Pack																+				
99 Lower Grades 100 Lower Grades 101 Lower Grades 102 Lower Grades 103 Lower Grades 104 Lower Grades	Office - a107	WP7 WP4	9	9 1HID250, Wall Pack	9 NEW 45w LED Wallpack	NONE	290 4 95 1	45 3996 12 3996	3996 263	10 405	31.32 31.32	0 10430 1613			s -	s - s -	\$ 906.72 \$ 165.02	\$ 140.70 \$ 20.84	\$ 766.02	\$. \$.	\$ 766.02 \$ 144.17	\$ 56.80 \$ \$ 25.76 \$	- \$	822.1 169.5
99 Lower Grades 100 Lower Grades 101 Lower Grades 102 Lower Grades 103 Lower Grades 104 Lower Grades 105 Lower Grades 106 Lower Grades	Office - a107 OF Outside Wall - OSL Outside Wall - OSL Outside Canopy - OSL Outside Wall - OSL	WP7 WP4 BY2 LED10	9	9 1HID250, Wali Pack 5 1HID70, Can 2 3INC40, Sconce	9 NEW 45w LED Wallpack 5 12w LED BR30, Bypass 2 3xSw LED B11	NONE	290 4 95 1	12 3996	3996 263 3996 43	10 405 75 60	31.32 31.32 5.7 5.7 2.88 2.88	0 1898.1 239. 0 959.04 119.	76 1658.3 88 839.16	0 1658.3 0 839.16	\$ - \$ - \$ -	\$ - \$ - \$ - \$ -		\$ 20.84	\$ 766.02 \$ 144.17	\$ -	\$ 766.02 \$ 144.17 \$ 72.95	\$ 25.76 \$	- \$	169.9
99	Office - a107 OF Outside Wall - OSL Outside Wall - OSL Outside Canopy - OSL Outside Wall - OSL Parking Lot - OSL	WP7 WP4 BY2 LED10 LIFT	9 4	9 1HID250, Wall Pack 5 1HID70, Can 2 3mC40, Sconce 1 Additional Material and Labor	9 NEW 45w LED Wallpack 5 12w LED BR30, Bypass	NONE NONE NONE	290 4 95 1 120 1	12 3996 15 3996 0 3996	3996 26: 3996 4: 3996 24 3996 24	10 405 75 60 40 30 0 0	31.32 31.32 5.7 5.7 2.88 2.88 0 0	0 1898.1 239.	76 1658.3 88 839.16 0 0	0 1658.3 0 839.16 0 0 0	\$ - \$ - \$ -	\$ - \$ - \$ - \$ - \$ - \$ -	\$ 165.02	\$ 20.84 \$ 10.42 \$ -	\$ 766.02 \$ 144.17 \$ 72.95 \$	s - s -	\$ 144.17	\$ 25.76 \$ \$ (6.78) \$ \$ - \$	- \$ - \$	822.8 169.5 66.1

EXCEL ENERGY GROUP, INC.

LIN			ROOM	ECM	AUDIT				E	XISTING		PROP		SENSOR SENSOR	EXIST	PROP EXIST	T PROP	EXIST	PROP WATT ANN	IIAI ANNIIAI	ANNUAL SAVED	TO THE	DTAL BOD FIXT	TOTAL		CIST ANNUAL	ROP ANNUAL	ĸw	TOTAL PRO	P FIXT B	WH OS KWI	TOTAL	KWH FIXT	MAINT (DS MAINT	TOTAL
EID	Sports Complex	ROOM DESCRIPTION	TYPE	CODE	E NOTES H	LENS	MAT	EL DIM	RC	QTY	EXISTING FIXTURE	QTY	ECM	QTY TYPE	WATT	WATT HRS	HRS	LOAD	LOAD EXIST	KW PROP KW	KW I	KWH K	WH KWH OS	KWH KWH	KW \$	KW:	SAVIN	S EXIST KW	\$ KWH \$	SAVIN	S\$ SAVINGS	\$ SAVI	NGS SA	VINGS	SAVINGS	SAVINGS
1	Sports Complex	Ticket booth	CR	LEDS	6					4	1INC60, Can	4	12w LED BR30	NONE	60	12 277	7 2777	240	48	.88 0.576	2.304 6	66.48 1	133.3 533.18	0 533.1	B \$	\$	- \$	- \$ 57	94 \$ 11.5	9 \$	6.35 \$	\$	46.35 \$	4.79 \$		\$ 51.15
2	Sports Complex	Ticket booth	CR	RK1	1					1	2x4 432IS-N-4F32T8 , Recessed	1	2x4 2x20w LED Linear Retrofit w/ Bracket	NONE	118	40 277	7 2777	118	40 1.	116 0.48	0.936 3	27.69 11	11.08 216.61	0 216.6	1 \$	s .	- \$	- \$ 28	49 \$ 9.6	6 \$	8.83 \$	\$	18.83 \$	2.56 \$		\$ 21.39
3	Sports Complex	Concession	CR	RK1	1					7	2x4 432IS-N-4F32T8 , Recessed	7	2x4 2x20w LED Linear Retrofit w/ Bracket	NONE	118	40 277	7 2777	826	280 9.	3.36	6.552 2	293.8 77	77.56 1516.2	0 1516	2 \$	\$	- \$	- \$ 199	42 \$ 67.6	0 \$ 1	1.82 \$	\$:	31.82 \$	17.93 \$		\$ 149.75
4	Sports Complex	Closet	SR	LB6	5					2	4' 232IS-N-2F32T8 , Strip	2	4' 2x15w LED Linear Retrofit	NONE	59	30 277	7 2777	118	60 1.	116 0.72	0.696 3	27.69 16	66.62 161.07	0 161.0	7 \$	s .	- \$	- \$ 28	49 \$ 14.4	9 \$	4.00 \$	\$	14.00 \$	2.86 \$	- 5	\$ 16.86
5	Sports Complex	Locker room	SR	RK1	1	3				6	2x4 432IS-N-4F32T8 , Recessed	6	2x4 2x20w LED Linear Retrofit w/ Bracket	1 OSC20	118	40 277	7 1944	708	240 8.	196 2.88	5.616 1	966.1 46	66.56 1299.6 19	9.92 1499.	5 \$. s	- \$	- \$ 170	93 \$ 40.5	6 \$ 1	2.99 \$ 17	.38 \$:	30.37 \$	15.37 \$	0.91	\$ 146.65
6	Sports Complex	Restroom -	RR	RK1	1					1	2x4 432IS-N-4F32T8 , Recessed	1	2x4 2x20w LED Linear Retrofit w/ Bracket	1 OSS-MT	118	40 277	7 1944	118	40 1.	116 0.48	0.936 3	27.69 7	77.76 216.61 3	3.32 249.9	3 \$	s .	- \$	- \$ 28	49 \$ 6.7	6 \$	8.83 \$ 2	.90 \$	21.73 \$	2.56 \$	0.15	\$ 24.44
7	Sports Complex	Outside Canopy -	OSL	CPY:	1					6	1HID70, Canopy	6	NEW 16w LED Canopy 1x1	NONE	95	16 399	6 3996	570	96 6	.84 6.84	0 2	277.7 38	33.62 1894.1	0 1894	1 \$. s	- \$	- \$ 198	02 \$ 33.3	5 \$ 1	4.67 \$	\$:	64.67 \$	22.28 \$		\$ 186.94
8	Sports Complex	Press box	OSL	RK1	1					2	2x4 432IS-N-4F32T8 , Recessed	2	2x4 2x20w LED Linear Retrofit w/ Bracket	NONE	118	40 399	6 3996	236	80 2.	332 2.832	0 9	43.06 31	19.68 623.38	0 623.3	B \$	\$	- \$	- \$ 81	99 \$ 27.7	9 \$	4.19 \$	\$	54.19 \$	6.67 \$	- 5	\$ 60.87
9	Sports Complex	Restroom -	RR	RK1	1					6	2x4 432IS-N-4F32T8 , Recessed	6	2x4 2x20w LED Linear Retrofit w/ Bracket	NONE	118	40 277	7 2777	708	240 8.	196 2.88	5.616 1	966.1 66	66.48 1299.6	0 1299.	5 \$	s .	- \$	- \$ 170	93 \$ 57.9	4 \$ 1	2.99 \$	\$:	12.99 \$	15.37 \$		\$ 128.36
10	Sports Complex	Closet	SR	RK1	1					1	2x4 432IS-N-4F32T8 , Recessed	1	2x4 2x20w LED Linear Retrofit w/ Bracket	NONE	118	40 277	7 2777	118	40 1.	116 0.48	0.936 3	27.69 11	11.08 216.61	0 216.6	1 \$. s	- \$	- \$ 28	49 \$ 9.6	6 \$	8.83 \$	\$	18.83 \$	2.56 \$		\$ 21.39
11	Sports Complex		SR	RK1	1					1	2x4 432IS-N-4F32T8 , Recessed	1	2x4 2x20w LED Linear Retrofit w/ Bracket	NONE	118	40 277	7 2777	118	40 1.	116 0.48	0.936 3	27.69 11	11.08 216.61	0 216.6	1 \$	s .	- \$	- \$ 28	49 \$ 9.6	6 \$	8.83 \$	\$	18.83 \$	2.56 \$	- 5	\$ 21.39
12	Sports Complex	Restroom -	RR	RK1	1					6	2x4 432IS-N-4F32T8 , Recessed	6	2x4 2x20w LED Linear Retrofit w/ Bracket	NONE	118	40 277	7 2777	708	240 8.	196 2.88	5.616 1	966.1 66	66.48 1299.6	0 1299.	5 \$. s	- \$	- \$ 170	93 \$ 57.9	4 \$ 1	2.99 \$	\$:	12.99 \$	15.37 \$		\$ 128.36
13	Sports Complex	Mech Closet	ME	LB6	5					1	4' 232IS-N-2F32T8 , Strip	1	4' 2x15w LED Linear Retrofit	NONE	59	30 277	7 2777	59	30 0.	708 0.36	0.348 1	63.84 8	33.31 80.533	0 80.53	3 \$	s .	- \$	- \$ 14	24 \$ 7.2	4 \$	7.00 \$	\$	7.00 \$	1.43 \$	- 5	\$ 8.43
14	Sports Complex	Outside Wall -	OSL	WP3	3					12	1HID125, Wall Pack	12	NEW 45w LED Wallpack	NONE	150	45 399	6 3996	1800	540	1.6 21.6	0 7	192.8 21	157.8 5035	0 503	5 \$. s	- \$	- \$ 625	32 \$ 187.6	0 \$ 4	17.73 \$	\$ 4	37.73 \$	63.73 \$		\$ 501.46
15	Sports Complex	Outside Wall -	OSL	WPE	6 3					3	1HID250, Wall Pack	3	NEW 70w LED Wallpack	NONE	290	70 399	6 3996	870	210 10	.44 10.44	0 3	476.5 83	39.16 2637.4	0 2637	4 S	. s	- s	- \$ 302	24 \$ 72.9	5 \$ 2	9.28 \$	\$:	29.28 \$	24.23 \$	- 3	\$ 253.52
										59		59		2				7315	2224 87	.78 57.288	30.492 2	4551 70	071.6 17246 23	3.24 1747	9 \$. s	- \$	 \$ 2,134 	40 \$ 614.7	9 \$ 1,4	19.33 \$ 20	.28 \$ 1,5	19.61 \$	200.29 \$	1.06	\$ 1,720.96

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LIN E ID Upper Grades 1 Upper Grades	ROOM DESCRIPTION Hallway			ENS MAT	F EL DIM RC		EXISTING FIXTURE 2x4 432/5-N-4F3278 , Recessed	PROP SEI QTY ECM C 2 2x4 2x20w LED Linear Retrofit w/ Bracket		SENSOR EXIST PROP EXIST PROP WATT TYPE WATT WATT HRS HRS LOAD NONE 118 40 2777 2777 27			SAVED EXIST KW KWH 1.872 655.37	TOTAL PROP FIXT KWH KWH OS KWH 222.16 433.21	TOTAL SAVED KWH 433.21	ANNUAL EXIST ANNUAL PROP	ANNUAL KW SAVINGS		OTAL PROP FIXT KWR KWH \$ SAVINGS 19.31 \$ 37.	SAVINGS		SAVINGS		
2 Upper Grades 3 Upper Grades	Classroom - 113 Hallway -	CR HW	RK1 CAN1			12	2x4 432IS-N-4F32T8 , Recessed 2CF-PL26. Can	12 2x4 2x20w LED Linear Retrofit w/ Bracket 2 2x9.5w LED Plug-n-Play Lamp, Horizontal	1 (OSC20 118 40 2777 1944 141 NONE 52 19 2777 2777 10	480 16.99 38 1.24	2 5.76 : 8 0.456	11.232 3932.2 0.792 288.81	933.12 2599.3 399.8 105.53 183.28	2999.1	s - s - s - s -	s -	\$ 341.86 \$ \$ 25.11 \$	81.12 \$ 225: 9.17 \$ 15:	17 \$ 34. 13 \$ -	76 \$ 260 \$ 15	73 \$ 30.7 93 \$ 11.0	74 \$ 1.8 18 \$ -	\$ 293.30 \$ 27.01
4 Upper Grades 5 Upper Grades	Classroom - 111 Classroom - 111	CR CR	RK1			11	2x4 432IS-N-4F32T8 , Recessed 3CFL23, Architectural	11 2x4 2x20w LED Linear Retrofit w/ Bracket 5 3x9w LED A19	1 (OSC20 118 40 2777 1944 125 NONE 69 27 2777 1944 34				855.36 2382.7 366.5 262.44 583.17 112.4		s · s ·	s -	\$ 313.37 \$ \$ 83.29 \$	74.36 \$ 207. 22.82 \$ 50.		86 \$ 239 78 \$ 60			57 \$ 268.86 10 \$ 82.18
6 Upper Grades	Classroom - 111		LED4			4	1INC60, Socket Fixture	4 9w LED A19		NONE 60 9 2777 1944 24 NONE 87 45 2777 2777 17	36 2.8	0.432	2.448 666.48	69.984 566.51 29.98	596.5	s - s -	\$ -	\$ 57.94 \$ \$ 42.01 \$	6.08 \$ 49.	15 \$ 2.	5 51 5 20	86 \$ 6.5	7 \$ 1.6	
7 Upper Grades 8 Upper Grades	Closet Hallway -	SR				3	2x4 332IS-N-3F32T8 , Recessed 2x4 432IS-N-4F32T8 , Recessed	2 2x4 3x15w LED Linear Retrofit 3 2x4 2x20w LED Linear Retrofit w/ Bracket		NONE 87 45 2777 2777 17 OSW-12 118 40 2777 1944 35					233.27 749.78	\$ - \$ - \$ - \$ -	s -	\$ 42.01 \$	21.73 \$ 20. 20.28 \$ 56.		\$ 20 69 \$ 65		19 S -	
9 Upper Grades 10 Upper Grades	Hallway - Hallway -		CAN1 LBS 2	_		10	2CF-PL26, Can 2x4 432IS-N-4F32T8 , Recessed	10 2x9.5w LED Plug-n-Play Lamp, Horizontal 2 2x4 4x15w LED Linear Retrofit		NONE 52 19 2777 1944 52 NONE 118 60 2777 1944 23							s -	\$ 125.54 \$ \$ 56.98 \$			76 \$ 93 69 \$ 36			66 \$ 155.48 61 \$ 41.42
11 Upper Grades	Restroom -	RR	LB7				4' 232IS-N-2F32T8 , Vanity 2x4 432IS-N-4F32T8 . Recessed	4 4' 2x15w LED Linear Retrofit 5 2x4 2x20w LED Linear Retrofit w/ Bracket	1 0	DSS-MD 59 30 2777 1944 23	120 2.83	2 1.44	1.392 655.37	233.28 322.13 99.9	422.09	\$ - \$ -	\$ -	\$ 56.98 \$ \$ 142.44 \$		1 \$ 8	69 \$ 36 48 \$ 108	70 \$ 5.7	1 \$ 0.6	61 \$ 43.02 76 \$ 122.21
13 Upper Grades	Restroom - Hallway -	RR HW	RK1			4	2x4 432IS-N-4F32T8 , Recessed	4 2x4 2x20w LED Linear Retrofit w/ Bracket	1 0	DSS-MD 118 40 2777 1944 55 DSW-12 118 40 2777 1944 47	200 7.0	4 1.92	4.68 1638.4 3.744 1310.7	388.8 1083 166. 311.04 866.42 133.2	999.7	\$ - \$ - \$ - \$ -	\$ -	\$ 113.95 \$	27.04 \$ 75.	12 \$ 11.	59 \$ 86	91 \$ 10.2	15 \$ 0.6	1 \$ 97.77
14 Upper Grades 15 Upper Grades	Mech Closet Classroom - 108	ME CR	LB3	-		1 12	2x4 332IS-N-3F32T8 , Recessed 2x4 332IS-N-3F32T8 , Recessed	1 2x4 3x15w LED Linear Retrofit 12 2x4 3x15w LED Linear Retrofit	1 (NONE 87 45 2777 2777 8 OSC20 87 45 2777 1944 104	45 1.04	4 0.54 8 6.48	0.504 241.6 6.048 2899.2	124.97 116.63	116.63	s - s -	s -	\$ 21.00 \$ \$ 252.05 \$	10.86 \$ 10. 91.26 \$ 121.		\$ 10 11 \$ 160			\$ 11.88 3 \$ 184.42
16 Upper Grades	Closet		LB3 RK1			2	2x4 432/S-N-4F32T8 , Recessed 2x4 432/S-N-4F32T8 , Recessed	2 2x4 2x20w LED Linear Retrofit w/ Bracket 8 2x4 4x15w LED Linear Retrofit		NONE 118 40 2777 2777 23 NONE 118 60 2777 2777 94	80 2.83	0.96	1.872 655.37	222.16 433.21	433.21 1288.5	s - s -	\$ -	\$ 56.98 \$ \$ 227.91 \$	19.31 \$ 37. 115.88 \$ 112.	6 \$ -	\$ 37 \$ 112	.66 \$ 5.1	2 \$ -	\$ 42.79 \$ 128.48
17 Upper Grades 18 Upper Grades	Portable 120 Portable 120	SR	LB5 TR1			2	No Existing Fixture	2 NEW 2x4 4x15w LED Linear Troffer		NONE 0 60 2777 2777	120	1.44	-1.44 0	333.24 -333.2	-333.2		\$ -	\$ - \$	28.97 \$ (28.	97) \$ -	\$ (28	97) \$ (3.5	i3) \$ -	\$ (32.51)
19 Upper Grades 20 Upper Grades	Portable 120 osl Portable 120		LB8 WP2	+	1	1	4' 232IS-N-2F32T8 , Vaportight No Existing Fixture	1 4' 2x15w LED Linear Retrofit 1 NEW 45w LED Wallpack			30 0.70				80.533	\$ - \$ - \$ - \$ -	s -	\$ 14.24 \$ \$ · \$	7.24 \$ 7. 10.86 \$ (10.	10 \$ - 16) \$ -	\$ 7	00 \$ 1.4 86) \$ (1.6		\$ 8.43
21 Upper Grades 22 Upper Grades	Portable 114 Portable 116	SR CD	RK1 RK1			6	2x4 432IS-N-4F32T8 , Recessed 2x4 432IS-N-4F32T8 , Recessed	6 2x4 2x20w LED Linear Retrofit w/ Bracket 6 2x4 2x20w LED Linear Retrofit w/ Bracket	1 (OSC20 118 40 2777 1944 70 OSC20 118 40 2777 1944 70	240 8.49	5 2.88	5.616 1966.1	466.56 1299.6 199.9	1499.6	\$ - \$ -	s -	\$ 170.93 \$ \$ 170.93 \$	40.56 \$ 112. 40.56 \$ 112.		38 \$ 130 38 \$ 130	37 \$ 15.3	17 \$ 0.9	91 \$ 146.65 91 \$ 146.65
23 Upper Grades	Portable 116 osl	SR	WP1			1	1CFL42, Wall Pack	1 NEW 17w LED Mini Wallpack		NONE 42 17 2777 2777 4	17 0.50	4 0.204	0.3 116.63	47.209 69.425	69.425	s - s -	\$.	\$ 10.14 \$	4.10 \$ 6.	M S -	\$ 6	.04 \$ 2.2	15 \$ -	\$ 8.28
24 Upper Grades 25 Upper Grades	Portable 118 Portable 117	SR SR	RK1	+		6	2x4 432IS-N-4F32T8 , Recessed 2x4 432IS-N-4F32T8 , Recessed	6 2x4 2x20w LED Linear Retrofit w/ Bracket 6 2x4 2x20w LED Linear Retrofit w/ Bracket	1 (OSC20 118 40 2777 1944 70 OSC20 118 40 2777 1944 70	240 8.49	2.88	5.616 1966.1	466.56 1299.6 199.9	1499.6	\$ - \$ - \$ - \$ -	\$ -	\$ 170.93 \$ \$ 170.93 \$	40.56 \$ 112. 40.56 \$ 112.	9 \$ 17.	38 \$ 130 38 \$ 130	37 \$ 15.3	17 \$ 0.9	91 \$ 146.65 91 \$ 146.65
26 Upper Grades 27 Upper Grades	Portable 117 osl Drama storage	SR	LBS RK1		1	1 4	4* 232IS-N-2F32T8 , Vaportight 2x4 432IS-N-4F32T8 , Recessed	1 4' 2x15w LED Linear Retrofit 4 2x4 2x20w LED Linear Retrofit w/ Bracket		NONE 59 30 2777 2777 5 NONE 118 40 2777 2777 47					80.533	\$ · \$ ·	s -	\$ 14.24 \$ \$ 113.95 \$		10 \$ -		00 \$ 1.4 32 \$ 10.2		\$ 8.43 \$ 85.57
28 Upper Grades	Osl portable	SR	FLD1	1		2	2H7S, Flood	2 NEW 45w LED Wallpack w/ Sensor		NONE 150 45 2777 2777 30	90 3.	5 1.08		249.93 583.17	583.17		s -	\$ 72.43 \$	21.73 \$ 50.	os -	\$ 50	70 \$ 8.5	7 \$ -	\$ 59.27
29 Upper Grades 30 Upper Grades	Outside Wall - Outside Wall -	OSL	WP7 WP4			1	1HID400, Wali Pack 1HID250, Wali Pack	4 NEW 70w LED Wallpack 1 NEW 45w LED Wallpack		NONE 290 45 3996 3996 29	45 3.4	3.48	0 1158.8	179.82 979.02	6153.8 979.02		s -	\$ 632.27 \$ \$ 100.75 \$	97.27 \$ 535. 15.63 \$ 85.	11 5 -	\$ 85	11 \$ 6.3	11 S -	\$ 571.31 \$ 91.42
31 Upper Grades 32 Upper Grades	Closet	SR	LB3 LB3	1		2	2x4 332IS-N-3F32T8 , Recessed 2x4 332IS-N-3F32T8 , Recessed	1 2x4 3x15w LED Linear Retrofit 2 2x4 3x15w LED Linear Retrofit		NONE 87 45 2777 2777 8 NONE 87 45 2777 2777 17	45 1.04	4 0.54	0.504 241.6	124.97 116.63 249.93 233.27	116.63	s - s - s - s -	s -	\$ 21.00 \$ \$ 42.01 \$	10.86 \$ 10.	14 S -	\$ 10 \$ 20	14 \$ 1.7	74 S -	\$ 11.88 \$ 23.77
33 Upper Grades 34 Upper Grades	Classroom - 109 Media room		LB3			12	2x4 332/S-N-3F32T8 , Recessed 2x4 332/S-N-3F32T8 , Recessed	12 2x4 3x15w LED Linear Retrofit 18 2x4 3x15w LED Linear Retrofit	1 0	OSC20 87 45 2777 1944 104 OSC20 87 45 2777 1944 156	540 12.52	6.48	6.048 2899.2	1049.8 1399.6 449.8	1849.4	S S	S -	\$ 252.05 \$		8 \$ 39.	11 \$ 160	78 \$ 20.5	1 \$ 2.7	3 \$ 184.42 19 \$ 276.64
35 Upper Grades	Media	CR	NA3			10	OLEDS, Architectural	10 No Action		NONE 5 5 2777 2777 5	50 0.	5 0.6	0 138.85	138.85 0	0	s - s -	s -	\$ 12.07 \$	12.07 \$ -	\$ -	\$	\$ -	\$ -	\$ -
36 Upper Grades 37 Upper Grades	Office - Hallway -	HW				4 5	2x4 432/S-N-4F32T8 , Recessed 2x4 432/S-N-4F32T8 , Recessed	4 2x4 2x20w LED Linear Retrofit w/ Bracket 5 2x4 2x20w LED Linear Retrofit w/ Bracket		NONE 118 40 2777 2777 47 DSW-12 118 40 2777 1944 55	200 7.0	8 2.4	4.68 1638.4	388.8 1083 166.		\$ - \$ - \$ - \$ -	s -	\$ 113.95 \$ \$ 142.44 \$	38.63 \$ 75. 33.80 \$ 94.	12 \$ - 16 \$ 14.	\$ 75 48 \$ 108	32 \$ 10.3 64 \$ 12.8		\$ 85.57 6 \$ 122.21
38 Upper Grades 39 Upper Grades	Hallway - 105	HW	CAN1 LB3			2	2CF-PL26, Can 2x4 332IS-N-3F32T8 , Recessed	2 2x9.5w LED Plug-n-Play Lamp, Horizontal 12 2x4 3x15w LED Linear Retrofit		NONE 52 19 2777 1944 10 OSC20 87 45 2777 1944 104				73.872 183.28 31.65		\$ - \$ -	\$ -	\$ 25.11 \$ \$ 252.05 \$	6.42 \$ 15. 91.26 \$ 121.		75 \$ 18 11 \$ 160	69 \$ 11.0		3 \$ 31.10 3 \$ 184.42
40 Upper Grades	103	CR	LB3			12	2x4 332IS-N-3F32T8 , Recessed	12 2x4 3x15w LED Linear Retrofit	1 (OSC20 87 45 2777 1944 104	540 12.52	6.48	6.048 2899.2	1049.8 1399.6 449.8	1849.4		s -	\$ 252.05 \$	91.26 \$ 121.	8 \$ 39.	11 \$ 160	78 \$ 20.5	1 \$ 2.7	3 \$ 184.42
41 Upper Grades 42 Upper Grades	Hallway - Hallway -	HW	RK1 RK1	+		3	2x4 432IS-N-4F32T8 , Recessed 2x4 432IS-N-4F32T8 , Recessed	2 2x4 2x20w LED Linear Retrofit w/ Bracket 3 2x4 2x20w LED Linear Retrofit w/ Bracket		OSW-12 118 40 2777 1944 23 NONE 118 40 2777 1944 35						s - s - s - s -	s -	\$ 56.98 \$ \$ 85.46 \$	13.52 \$ 37. 20.28 \$ 56.		79 \$ 43 69 \$ 65			10 \$ 48.88 15 \$ 73.32
43 Upper Grades 44 Upper Grades	Restroom -	RR RR	RK1			3	2x4 432/S-N-4F32T8 , Recessed 4' 232/S-N-2F32T8 , Vanity	3 2x4 2x20w LED Linear Retrofit w/ Bracket 2 4' 2x15w LED Linear Retrofit		OSC20 118 40 2777 1944 35 NONE 59 30 2777 1944 11							\$ -	\$ 85.46 \$ \$ 28.49 \$	20.28 \$ 56. 10.14 \$ 14:		69 \$ 65 35 \$ 18		69 \$ 0.4 66 \$ 0.3	15 \$ 73.32 10 \$ 21.51
45 Upper Grades	Restroom -	RR	RK1			2	2x4 432IS-N-4F32T8 , Recessed	2 2x4 2x20w LED Linear Retrofit w/ Bracket		NONE 118 40 2777 1944 23	80 2.83	2 0.96	1.872 655.37	155.52 433.21 66.6	499.85	\$. \$.	\$ -	\$ 56.98 \$	13.52 \$ 37.	6 \$ 5.	79 \$ 43	46 \$ 5.1	12 \$ 0.3	10 \$ 48.88
46 Upper Grades 47 Upper Grades	Restroom - Gym lobby	RR RR	LB5 17	+		22	4' 232IS-N-2F32T8 , Vanity 2x4 432IS-N-4F32T8 , Recessed	2 4' 2x15w LED Linear Retrofit 22 2x4 4x15w LED Linear Retrofit		NONE 59 30 2777 1944 11 NONE 118 60 2777 2777 255						\$ - \$ - \$ - \$ -	s -	\$ 28.49 \$ \$ 626.74 \$	10.14 \$ 14. 318.68 \$ 308.		35 \$ 18 \$ 308			10 \$ 21.51 \$ 353.31
48 Upper Grades 49 Upper Grades	Concession Closet	RR CD	RK1 RK1			6	2x4 432IS-N-4F32T8 , Recessed 2x4 432IS-N-4F32T8 . Recessed	6 2x4 2x20w LED Linear Retrofit w/ Bracket 1 2x4 2x20w LED Linear Retrofit w/ Bracket		NONE 118 40 2777 2777 70 NONE 118 40 2777 2777 11	240 8.49	2.88	5.616 1966.1	666.48 1299.6	1299.6	\$ - \$ -	\$ -	\$ 170.93 \$ \$ 28.49 \$	57.94 \$ 112. 9.66 \$ 18.		\$ 112 \$ 18	99 \$ 15.3 83 \$ 2.5		\$ 128.36 \$ 21.39
50 Upper Grades	Hallway - gym	HW	LB5			2	2x4 432IS-N-4F32T8 , Recessed	2 2x4 4x15w LED Linear Retrofit		NONE 118 60 2777 2777 23	120 2.83	2 1.44	1.392 655.37	333.24 322.13	322.13	š - š -	\$ -	\$ 56.98 \$	28.97 \$ 28.		\$ 28			\$ 32.12
51 Upper Grades 52 Upper Grades	Gym floor Gym floor	GM GM	HB1			40	Additional Material and Labor 2x4 3x232IS-H-6F32T8 , High Bay	1 Lift Needed 40 NEW 165w LED High Bay		NONE 0 0 2777 2777 NONE 226 165 2777 2777 904					6775.9	\$ - \$ - \$ - \$ -	\$ -	\$ 2,182.48 \$	1,593.40 \$ 589.	S -	\$ 589	08 \$ 71.0	S -	\$ 660.11
53 Upper Grades 54 Upper Grades	Gym Office -	EX OF	X1 RK1			4 7	2ECF7, Exit w/ Eyes 2x4 432IS-N-4F32T8 , Recessed	4 NEW LED Exit Sign w/ Emergency Lighting 7 2x4 2x20w LED Linear Retrofit w/ Bracket		NONE 14 3 8760 8760 5 NONE 118 40 2777 2777 82	12 0.67 280 9.91	2 0.144	0.528 490.56	105.12 385.44 F	385.44 1516.2	\$ · \$ ·	s -	\$ 42.65 \$ \$ 199.42 \$	9.14 \$ 33. 67.60 \$ 131.	i1 \$ -	\$ 33 \$ 131	51 \$ 58.0 82 \$ 17.5	15 \$ -	\$ 91.56 \$ 149.75
55 Upper Grades	Stage	OF	LED6 BP1				1/NC60, Can 8' MG-2F60T12 . Strip	8 12w LED BR30		NONE 60 12 2777 2777 48	96 5.7	5 1.152	4.608 1333	266.59 1066.4	1066.4		\$.	\$ 115.88 \$ \$ 60.36 \$	23.18 \$ 92. 28.97 \$ 31.	1 5 -	\$ 92 \$ 31	71 \$ 9.5	i8 \$ -	\$ 102.29 \$ 42.30
57 Upper Grades	Attic Closet	SR	BP1			2	8' MG-2F60T12 , Strip	2 8' 4x15w LED Linear Retrofit w/ Bellypan Kit 2 8' 4x15w LED Linear Retrofit w/ Bellypan Kit		NONE 125 60 2777 2777 25 NONE 125 60 2777 2777 25	120	3 1.44	1.56 694.25	333.24 361.01	361.01	\$ - \$ -	\$ -	\$ 60.36 \$	28.97 \$ 31.	19 \$ -	\$ 31	39 \$ 10.9	91 \$ -	\$ 42.30
58 Upper Grades 59 Upper Grades	Closet	SR SR	RK1 LB6	-		9	2x4 432IS-N-4F32T8 , Recessed 4' 232IS-N-2F32T8 , Strip	1 2x4 2x20w LED Linear Retrofit w/ Bracket 9 4' 2x15w LED Linear Retrofit	-	NONE 118 40 2777 2777 11 NONE 59 30 2777 2777 53	40 1.41	0.48	0.936 327.69 3.132 1474.6	111.08 216.61 749.79 724.8	724.8		s -	\$ 28.49 \$ \$ 128.20 \$	9.66 \$ 18. 65.18 \$ 63.		\$ 18 \$ 63		i6 \$ -	\$ 21.39 \$ 75.87
60 Upper Grades	Attic Attic	SR	LB6 LB6			2	41 232IS-N-2F32T8 , Strip 41 232IS-N-2F32T8 , Strip	2 4' 2x15w LED Linear Retrofit 6 4' 2x15w LED Linear Retrofit		NONE 59 30 2777 2777 11 NONE 59 30 2777 2777 35	60 1.41	5 0.72	0.696 327.69	166.62 161.07	161.07	s - s -	\$.	\$ 28.49 \$ \$ 85.46 \$	14.49 \$ 14. 43.46 \$ 42.	10 S -	\$ 14 \$ 42	.00 \$ 2.8		\$ 16.86 \$ 50.58
61 Upper Grades 62 Upper Grades	Closet	SR	RK1			1	2x4 432IS-N-4F32T8 , Recessed	1 2x4 2x20w LED Linear Retrofit w/ Bracket		NONE 118 40 2777 2777 11	40 1.41	5 0.48	0.936 327.69	111.08 216.61	216.61	\$ - \$ -	\$.	\$ 28.49 \$	9.66 \$ 18.	3 \$ -	\$ 18	83 \$ 2.5	i6 \$ -	\$ 21.39
63 Upper Grades 64 Upper Grades	Hallway - Hallway -	HW	RK1 RK1	+		6	2x4 432/5-N-4F32T8 , Recessed 2x4 432/5-N-4F32T8 , Recessed	1 2x4 2x20w LED Linear Retrofit w/ Bracket 6 2x4 2x20w LED Linear Retrofit w/ Bracket		NONE 118 40 2777 2777 11 OSW-12 118 40 2777 1944 70	40 1.41	5 0.48 5 2.88	0.936 327.69 5.616 1966.1	111.08 216.61 466.56 1299.6 199.9	216.61	\$ - \$ - \$ - \$ -	s -	\$ 28.49 \$ \$ 170.93 \$	9.66 \$ 18. 40.56 \$ 112.	13 \$ - 19 \$ 17.	\$ 18 38 \$ 130	83 \$ 2.5 37 \$ 15.3	i6 \$ -	\$ 21.39
65 Upper Grades 66 Upper Grades	Office - Closet	OF SR	RK1			6	2x4 432IS-N-4F32T8 , Recessed 2x4 432IS-N-4F32T8 , Recessed	6 2x4 2x20w LED Linear Retrofit w/ Bracket 1 2x4 2x20w LED Linear Retrofit w/ Bracket	1 (OSC20 118 40 2777 1944 70 NONE 118 40 2777 2777 11	240 8.49	5 2.88	5.616 1966.1	466.56 1299.6 199.9	1499.6	s - s -	s -	\$ 170.93 \$ \$ 28.49 \$	40.56 \$ 112. 9.66 \$ 18.		38 \$ 130		17 \$ 0.5 i6 \$ -	91 \$ 146.65 \$ 21.39
67 Upper Grades	Locker room	SR	RK1	2		6	2x4 432IS-N-4F32T8 , Recessed	6 2x4 2x20w LED Linear Retrofit w/ Bracket		ES 118 40 1944 1944 70	240 8.49	5 2.88	5.616 1376.4	466.56 909.79	909.79	\$ - \$ -	\$.	\$ 119.66 \$	40.56 \$ 79.	9 \$ -	\$ 79	09 \$ 12.2	10 \$ -	\$ 91.30
68 Upper Grades 69 Upper Grades	Locker room Locker room		RK2 RK1	3		6	2x2 232-N-2FU32T8U , Recessed 2x4 432IS-N-4F32T8 , Recessed	1 2x2 2x15w LED Linear Retrofit w/ Bracket 6 2x4 2x20w LED Linear Retrofit w/ Bracket		ES 59 30 1944 1944 5 ES 118 40 1944 1944 70					909.79		s -	\$ 9.97 \$ \$ 119.66 \$	5.07 \$ 4: 40.56 \$ 79:			90 \$ 1.5		\$ 6.46
70 Upper Grades 71 Upper Grades	Locker room Locker oproom		LED6 RK2			3	1INC60, Can 2x2 232-N-2FU32T8U . Recessed	3 12w LED BR30 1 2x2 2x15w LED Linear Retrofit w/ Bracket		ES 60 12 1944 1944 18 ES 59 30 1944 1944 5					279.94	s - s -	s -	\$ 30.42 \$ \$ 9.97 \$	6.08 \$ 24. 5.07 \$ 4.	14 \$ -	\$ 24	34 \$ 2.5 90 \$ 1.5	2 \$ -	\$ 26.85 \$ 6.46
72 Upper Grades	Locker room	SR	RK1			7	2x4 432IS-N-4F32T8 , Recessed	7 2x4 2x20w LED Linear Retrofit w/ Bracket		ES 118 40 1944 1944 82	280 9.91	3.36	6.552 1605.7	544.32 1061.4	1061.4		\$.	\$ 139.60 \$	47.32 \$ 92.	18 \$ -	\$ 92	28 \$ 14.2	13 \$ -	\$ 106.51
73 Upper Grades 74 Upper Grades	Locker room Locker room	SR SR SR	LED6 RK1			7	1INC60, Can 2x4 432IS-N-4F32T8 , Recessed	2 12w LED BR30 7 2x4 2x20w LED Linear Retrofit w/ Bracket		ES 60 12 1944 1944 12 ES 118 40 1944 1944 82	280 9.91	2 3.36	6.552 1605.7	544.32 1061.4	186.62	\$ · \$ · \$	s -	\$ 20.28 \$ \$ 139.60 \$	4.06 \$ 16. 47.32 \$ 92.		\$ 16 \$ 92	28 \$ 14.2	13 \$ -	\$ 17.90 \$ 106.51
75 Upper Grades 76 Upper Grades	Locker room Weight room		LED6 LB4	4		12	1INC60, Can 2x4 332IS-N-3F32T8 , Recessed	2 12w LED BR30 12 2x4 3x20w LED Linear Retrofit		ES 60 12 1944 1944 12 NONE 87 60 2777 2777 104	720 12 57	4 0.288 8 8.64	1.152 233.28 3.888 2899.7	46.656 186.62 1999.4 899.75	186.62	\$ - \$ - \$ - \$ -	\$ - \$ -	\$ 20.28 \$	4.06 \$ 16. 173.83 \$ 78.	12 \$ -	\$ 16 \$ 78	22 \$ 1.6 22 \$ 20.5		\$ 17.90 \$ 99.14
77 Upper Grades	Classroom - 102	CR	RK1 RK1			12	2x4 432IS-N-4F32T8 , Recessed	12 2x4 2x20w LED Linear Retrofit w/ Bracket		OSC20 118 40 2777 1944 141 OSC20 118 40 2777 1944 141	480 16.99	2 5.76	11.232 3932.2	933.12 2599.3 399.8			\$ -	\$ 341.86 \$	81.12 \$ 225.		76 \$ 260	73 \$ 30.7	4 \$ 1.8	2 \$ 293.30
79 Upper Grades	Classroom - 104 106	CR	RK1			12	2x4 432IS-N-4F32T8 , Recessed 2x4 432IS-N-4F32T8 , Recessed	12 2x4 2x20w LED Linear Retrofit w/ Bracket 12 2x4 2x20w LED Linear Retrofit w/ Bracket	1 (OSC20 118 40 2777 1944 141	480 16.99	2 5.76	11.232 3932.2	933.12 2599.3 399.8	2999.1	s - s -	s .	\$ 341.86 \$ \$ 341.86 \$	81.12 \$ 225. 81.12 \$ 225.	7 \$ 34.	76 \$ 260 76 \$ 260	.73 \$ 30.7	4 \$ 1.8	2 \$ 293.30 2 \$ 293.30
80 Upper Grades 81 Upper Grades	Closet	SR SR	LB3 LB3			1	2x4 332IS-N-3F32T8 , Recessed 2x4 332IS-N-3F32T8 , Recessed	1 2x4 3x15w LED Linear Retrofit 1 2x4 3x15w LED Linear Retrofit		NONE 87 45 2777 2777 8 NONE 87 45 2777 2777 8	45 1.04 45 1.04	4 0.54	0.504 241.6 0.504 241.6	124.97 116.63 124.97 116.63	116.63		s -	\$ 21.00 \$ \$ 21.00 \$	10.86 \$ 10. 10.86 \$ 10.	4 5 -	\$ 10 \$ 10	14 \$ 1.7	74 S -	\$ 11.88 \$ 11.88
82 Upper Grades 83 Upper Grades	Hallway - Restroom -	HW RR	LB3			2	2x4 332IS-N-3F32T8 , Recessed 2x4 432IS-N-4F32T8 . Recessed	2 2x4 3x15w LED Linear Retrofit 1 2x4 2x20w LED Linear Retrofit w/ Bracket		NONE 87 45 2777 2777 17 NONE 118 40 2777 2777 11	90 2.08	1.08	1.008 483.2	249.93 233.27	233.27	\$ - \$ -	s -	\$ 42.01 \$ \$ 28.49 \$	21.73 \$ 20. 9.66 \$ 18.	8 \$ -	\$ 20 \$ 18	28 \$ 3.4	19 S -	\$ 23.77 \$ 21.39
84 Upper Grades	Restroom -	RR	RK1			1	2x4 432IS-N-4F32T8 , Recessed	1 2x4 2x20w LED Linear Retrofit w/ Bracket		NONE 118 40 2777 2777 11	40 1.41	0.48	0.936 327.69	111.08 216.61	216.61		\$ -	\$ 28.49 \$	9.66 \$ 18.	3 \$ -	\$ 18	83 \$ 2.5	i6 \$ -	\$ 21.39
85 Upper Grades 86 Upper Grades	Closet Office - main		RK1			7	2x4 332IS-N-3F32T8 , Recessed 2x4 432IS-N-4F32T8 , Recessed	1 2x4 3x15w LED Linear Retrofit 7 2x4 2x20w LED Linear Retrofit w/ Bracket	2 (NONE 87 45 2777 2777 8 OSC20 118 40 2777 1944 82	280 9.91	3.36	6.552 2293.8	544.32 1516.2 233.2	116.63	\$ - \$ - \$ - \$ -	\$ -	\$ 21.00 \$ \$ 199.42 \$	10.86 \$ 10. 47.32 \$ 131.		\$ 10 28 \$ 152		74 S -	\$ 11.88 16 \$ 171.09
87 Upper Grades 88 Upper Grades	Office -		RK1 RK1			2	2x4 432IS-N-4F32T8 , Recessed 2x4 432IS-N-4F32T8 . Recessed	2 2x4 2x20w LED Linear Retrofit w/ Bracket 2 2x4 2x20w LED Linear Retrofit w/ Bracket		NONE 118 40 2777 2777 23 NONE 118 40 2777 2777 23					433.21	s · s ·	s -	\$ 56.98 \$ \$ 56.98 \$	19.31 \$ 37. 19.31 \$ 37.		\$ 37		12 5 -	\$ 42.79 \$ 42.79
89 Upper Grades	Lounge	OF	LB3			4	2x4 332IS-N-3F32T8 , Recessed	4 2x4 3x15w LED Linear Retrofit		NONE 87 45 2777 2777 34	180 4.17	5 2.16	2.016 966.4	499.86 466.54	466.54		s -	\$ 84.02 \$	43.46 \$ 40.	i6 \$ -	\$ 40	56 \$ 6.9	97 \$ -	\$ 47.53
90 Upper Grades 91 Upper Grades	Office - Hallway - entry	HW				4	2x4 432IS-N-4F32T8 , Recessed 2CF-PL26, Can	2 2x4 2x20w LED Linear Retrofit w/ Bracket 4 2x9.5w LED Plug-n-Play Lamp, Horizontal		NONE 118 40 2777 2777 23 NONE 52 19 2777 2777 20	76 2.49	0.912	1.584 577.62	211.05 366.56	433.21 366.56	\$ - \$ -	s -	\$ 56.98 \$ \$ 50.22 \$	19.31 \$ 37. 18.35 \$ 31.	17 \$ -	\$ 37 \$ 31	87 \$ 22.1	16 \$ -	\$ 42.79 \$ 54.02
92 Upper Grades 93 Upper Grades	Restroom - Restroom -	RR RR	LB3 LB7			4	2x4 332IS-N-3F32T8 , Recessed 4' 232IS-N-2F32T8 , Vanity	4 2x4 3x15w LED Linear Retrofit 2 4' 2x15w LED Linear Retrofit	1 (OSC20 87 45 2777 1944 34 NONE 59 30 2777 1944 11	180 4.17	5 2.16 5 0.72	2.016 966.4 0.696 327.69	349.92 466.54 149.9 116.64 161.07 49.9	616.48	s - s - s - s -	s -	\$ 84.02 \$ \$ 28.49 \$	30.42 \$ 40. 10.14 \$ 14:		04 \$ 53 35 \$ 18		97 \$ 0.9 86 \$ 0.3	91 \$ 61.47 10 \$ 21.51
94 Upper Grades	Classroom - 110	CR	LB3			9	2x4 332IS-N-3F32T8 , Recessed	9 2x4 3x15w LED Linear Retrofit	1 (OSC20 87 45 2777 1944 78	405 9.39	4.86	4.536 2174.4	787.32 1049.7 337.3	1387.1		s -	\$ 189.04 \$	68.45 \$ 91.	l6 \$ 29.	33 \$ 120	59 \$ 15.6	9 \$ 2.0	4 \$ 138.32
96 Upper Grades	110 Closet	SR	LED8			1	1INC40, Track Light 2x4 332IS-N-3F32T8 , Recessed	4 12w LED PAR30 Shortneck 1 2x4 3x15w LED Linear Retrofit		NONE 40 12 2777 2777 16 NONE 87 45 2777 2777 8	45 1.04	4 0.54	0.504 241.6	124.97 116.63	311.02 116.63		s -	\$ 38.63 \$ \$ 21.00 \$	11.59 \$ 27. 10.86 \$ 10.		\$ 27 \$ 10		r9 \$ - r4 \$ -	\$ 31.83 \$ 11.88
97 Upper Grades 98 Upper Grades	110 110	SR CR	NA4 LED7	1			1INC40, Filament Chandelier No Existing Fixture	12 No Action 8 12w LED PAR30 Shortneck		NONE 40 40 2777 2777 48 NONE 0 12 2777 2777				1333 0 266.59 -266.6	0 -266.6	s - s - s - s -	s -	\$ 115.88 \$	115.88 \$ - 23.18 \$ (23.	S -	\$ (23	18) \$ (14.3	\$ - !2) \$ -	\$.
99 Upper Grades	Outside Wall - Parking Lot -	OSL	WPS POL2				1HID400, Wali Pack 1HID400, Shoebox	4 NEW 45w LED Wallpack 4 NEW 120w LED Parking Lot Light, Bronze w/ Straight Arm		NONE 455 45 3996 3996 187 NONE 455 120 3996 3996 187	180 21.8	4 21.84	0 7272.7	719.28 6553.4	6553.4 5354.6	S - S -	s -	\$ 632.27 \$ \$ 632.27 \$	62.53 \$ 569. 166.75 \$ 465.	4 5 -	\$ 569	74 \$ 29.2	14 S -	\$ 598.98 \$ 497.55
100 Upper Grades 101 Upper Grades	Parking Lot -	OSL	LIFT				Additional Material and Labor	1 Lift Needed		NONE 0 0 3996 3996	0	0 0	0 0	0 0	0	\$. \$.	s -	s - s	- s -	\$ -	\$	s -	s -	\$ -
102 Upper Grades 103 Upper Grades	Outside Canopy - Outside Grounds -	OSL	BY3			3	1HID70, Can 1HID70, Can	8 12w LED BR30, Bypass 3 17w LED PAR38, Bypass		NONE 95 12 3996 3996 76 NONE 95 17 3996 3996 28	51 3.4	3.42	0 1138.9	203.8 935.06	2653.3 935.06		s -	\$ 264.03 \$ \$ 99.01 \$	17.72 \$ 81.	19 \$ -	\$ 230 \$ 81	29 \$ 11.1	4 \$ -	\$ 271.88 \$ 92.43
104 Upper Grades	Outside Wall -	OSL					1CFL32, Sconce	2 9w LED A19		NONE 32 9 3996 3996 €					183.82	s - s -	\$ -	\$ 22.23 \$				98 \$ 3.0		\$ 18.99
						523		523	30	5783	25326 693.9	372.42	321.56 166292	62876 95474 7941.	103416	\$ - \$ -	s -	\$ 14,456.96 \$	5,466.26 \$ 8,300.	6 \$ 690.	44 \$ 8,990	70 \$ 1,225.5	iO \$ 55.2	10 \$ 10,271.40

3

Section Peter Program Progra		Fixture				Exis	sting								Proposed				
Part									Number of								Number of		
Section Product Prod									Ballasts	Rated							Ballasts	Rated	
No. 1945 1	ECM					Lamps per	Cost	per							Lamps per	Cost per	per	Ballast Life	e Cost per
120 25.75 N. PRICESTRO, Recented 22.25 N. PRICESTRO 15.000 1000 2.0 S	Code			Lamp Life	Lamp Life	Luminaire	Lamp)	Luminaire	in Years	Balla	st	Lamp Life	Lamp Life	Luminaire	Lamp	Luminaire	in Years	Ballast
No.	RK1	2x4 432IS-N-4F32T8 , Recessed	2x4 2x20w LED Linear Retrofit w/ Bracket	21000	70%	4	\$	3.00	1	. 2	0 \$	16.00	88000	100%	2	\$ 8.00) () 2	- \$ 0:
No.	RK2	2x2 232-N-2FU32T8U , Recessed	2x2 2x15w LED Linear Retrofit w/ Bracket	15000	70%	2	\$	3.00	1	. 2	0 \$	16.00	88000	100%	2	\$ 8.00	() 2	.0 \$ -
20	RK3		·	15000	70%	2	\$	3.00	1	. 2	0 \$	16.00	88000	100%	3	\$ \$ 8.00	(
2000 79% 3 5 4.00 10 20 5 5.00 8800 100% 3 5 8.00 0 20 5 8.00 10 20 5 8.00 10 20 5 8.00 10 20 5 8.00 10 20 5 8.00 10 20 5 8.00 10 20 5 8.00 10 20 5 8.00 10 20 5 8.00 10 20 5 8.00 10 20 5 8.00 10 20 5 8.00 10 20 5 8.00 10 20 5 8.00 10 20 5 8.00 10 20 5 8.00 10 20 5 8.00 10 20 5 8.00 10	LB1	,		21000	70%	2	\$	3.00	1	. 2	0 \$	16.00	88000	100%	2	\$ 8.00	() 2	.0 \$ -
Mathematics 18	LB2	2x4 232IS-N-2F32T8 , Recessed	2x4 2x15w LED Linear Retrofit	21000	70%	2	\$	3.00	1	. 2	0 \$	16.00	88000	100%	2	\$ 8.00	() 2	.0 \$ -
18 PART AND ALTER PROPERTY SUPPLY 1.00	LB3					3	\$	3.00	1					100%	3	\$ 8.00) (
Section Process Proc	LB4					3	\$	3.00	1			16.00	88000	100%	3	\$ \$ 8.00) () 2	.0 \$ -
22 22 22 23 24 24 24 24	LB5		2x4 4x15w LED Linear Retrofit	21000	70%	4	\$	3.00	1			16.00	88000	100%	4	\$ 8.00) () 2	.0 \$ -
Section Processing Proces	LB6	4' 232IS-N-2F32T8 , Strip	4' 2x15w LED Linear Retrofit	21000	70%	2	\$	3.00	1	. 2	0 \$	16.00	88000	100%	2	\$ 8.00) () 2	- \$ 0:
19 2723 February 178, Strip 2724 february 189 2724 februar	LB7	4' 232IS-N-2F32T8 , Vanity	4' 2x15w LED Linear Retrofit	21000	70%	2	\$	3.00	1	. 2	0 \$	16.00	88000	100%	2	\$ 8.00) () 2	- \$ 0:
Mary	LB8	4' 232IS-N-2F32T8 , Vaportight	4' 2x15w LED Linear Retrofit	21000	70%	2	\$	3.00	1	. 2	0 \$	16.00	88000	100%	2	\$ 8.00) () 2	- \$ 0:
1 2007, February September Septemb	LB9		2' 2x15w LED Linear Retrofit	15000	70%	2	\$	3.00	1	. 2	0 \$	16.00	88000	100%	2	\$ 8.00	() 2	.0 \$ -
100 100	BP1	8' MG-2F60T12 , Strip	8' 4x15w LED Linear Retrofit w/ Bellypan Kit	12000	70%	2	\$	6.00	1	. 1	.0 \$	25.00	88000	100%	4	\$ 8.00	() 2	.0 \$ -
December Part Par	X1								1			18.00	l l		1			_	
ED3 BIRCES, Option Section	LED1	,				1	\$	6.00	0			-	l l	100%	1	\$ 12.00) () 2	.0 \$ -
EDA INCRESS, Societ Pintoure 9x EED A19 1000 70% 1 \$ 0.75 0 10 \$ - 2000 100% 1 \$ 1.00 0 20 \$ 5	LED2			10000			\$	6.00	0			-		100%	1	. \$ 12.00) (-	
1905 2012-3. Architectural 3.09w.ED A19 1000 70% 1 \$ 0.075 0 10 \$ - 25000 100% 3 \$ 1.20 0 0 2 0 \$ 5 \	LED3					_			0			-							
ESS	LED4	,							-			-) (-
VIX IFF-RIS. Cam	LED5								-	_		-							
12 11070_Cam	LED6	1INC60, Can	12w LED BR30	1000	70%	1	\$	0.75	0) 1	.0 \$	-	25000	100%	1	. \$ 16.00) () 2	- \$ 0:
1781 110170. Cam	BY1	1CF-PL18, Can		10000	70%	1	\$	6.00	1		6 \$	18.00	25000	100%	1	. \$ 16.00) () 2	- \$ 0:
AMAI	BY2	1HID70, Can	12w LED BR30, Bypass	13000	70%	1	\$:	13.00	1	. 1	.0 \$	20.00	25000	100%	1	. \$ 16.00) () 2	0 \$ -
EDF No Existing Fixture 129w LED PARISO Shortneck 1000 70% 0 \$ - 0 10 \$ - 25000 100% 1 \$ 15 16.00 0 20 \$ 5	BY3	1HID70, Can	17w LED PAR38, Bypass	13000	70%	1	\$:	13.00	1	. 1	.0 \$	20.00	25000	100%	1	. \$ 25.00) () 2	- \$ 0:
IRINGAL Track Light	CAN1	2CF-PL26, Can	2x9.5w LED Plug-n-Play Lamp, Horizontal	10000	70%	2	\$	6.00	1		6 \$	18.00	50000	100%	2	\$ 20.00) () 2	0 \$ -
EB9 10KEQD, Track Light	LED7	No Existing Fixture	12w LED PAR30 Shortneck	1000	70%	0	\$	-	0) 1	.0 \$	-	25000	100%	1	. \$ 16.00) () 2	0 \$ -
BINCAD Scorce	LED8	1INC40, Track Light	12w LED PAR30 Shortneck	1000	70%	1	\$	0.75	0) 1	.0 \$	-	25000	100%	1	. \$ 16.00) () 2	0 \$ -
181 2x3 3x3 2x3 1x3 x3 x	LED9	1INC60, Track Light	12w LED PAR30 Shortneck	1000	70%	1	\$	0.75	0) 1	.0 \$	-	25000	100%	1	. \$ 16.00) () 2	0 \$ -
NE NE Existing Fixture NEW 244 Art Sw LED Linear Troffer 1000 70% 0 5 - 0 10 5 - 88000 100% 4 5 ALOO 0 20 5	LED10	3INC40, Sconce	3x5w LED B11	1000	70%	1	\$	0.75	0) 1	.0 \$	-	25000	100%	3	\$ 16.00) () 2	.0 \$ -
HIDPOC.Camopy	HB1	2x4 3x232IS-H-6F32T8 , High Bay	NEW 165w LED High Bay	21000	70%	6	\$	3.00	1	. 2	0 \$	18.00	99000	100%	1	. \$ 90.00) () 2	.0 \$ -
NET Additional Material and Labor NEW 324 Lens NEW 179 w LED Mini Wallpack 10000 70% 1 \$ \$ 8.00 0 20 \$ \$ - \$ 150000 100% 1 \$ \$ 50.00 0 20 \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	TR1	No Existing Fixture	NEW 2x4 4x15w LED Linear Troffer	1000	70%	0	\$	-	0) 1	.0 \$	-	88000	100%	4	\$ 14.00) () 2	0 \$ -
NEW Style New	CPY1	1HID70, Canopy	NEW 16w LED Canopy 1x1	13000	70%	1	\$:	13.00	1	. 1	.0 \$	20.00	50000	100%	1	. \$ 50.00) () 2	0 \$ -
NEW 3 IHID 1 IHID 25, Wall Pack NEW 45 w LED Wallpack 14000 70% 1 \$ 14.00 1 10 \$ 2.00 100000 100% 1 \$ 60.00 0 20 \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	WP1	1CFL42, Wall Pack	NEW 17w LED Mini Wallpack	10000	70%	1	\$	8.00	0) 2	0 \$	-	150000	100%	1	. \$ 50.00) () 2	0 \$ -
NPA AltiD250, Wall Pack NEW 45w LED Wallpack 18000 70% 1 \$ 18.00 1 10 \$ 3.000 10000 100% 1 \$ 60.00 0 20 \$ 5	WP2		NEW 45w LED Wallpack	1000	70%	0	\$	-	0) 1	.0 \$	-	100000	100%	1	. \$ 60.00) () 2	- \$ 0:
NEW Second NEW Ask LED Wallpack NEW 70w LED Wallpack NEW 10w 1	WP3	1HID125, Wall Pack	NEW 45w LED Wallpack	14000	70%	1	\$:	14.00	1	. 1	.0 \$	20.00	100000	100%	1	. \$ 60.00) () 2	.0 \$ -
NPF	WP4	1HID250, Wall Pack	NEW 45w LED Wallpack	18000	70%	1	\$:	18.00	1	. 1	.0 \$	30.00	100000	100%	1	. \$ 60.00) () 2	0 \$ -
NEW 70w LED Wallpack NEW 70w LED Wallpack 2000 70% 1 5 20.00 1 10 5 40.00 38000 100% 1 5 60.00 0 20 5 10.00 12 175, Flood NEW 45w LED Wallpack W/ Sensor 1000 70% 2 5 0.75 0 10 5 -	WP5	1HID400, Wall Pack	NEW 45w LED Wallpack	20000	70%	1	\$ 2	20.00	1	. 1	.0 \$	40.00	100000	100%	1	. \$ 60.00) () 2	0 \$ -
ED 2H75, Flood NEW 45w LED Wallpack w/ Sensor 1000 70% 2 \$ 0.75 0 10 \$ - 10000 100% 1 \$ 60.00 0 20 \$ 1.00 1 11000 100% 1 \$ 50.00 0 20 \$ 1.00 1 11000 1 1 1000 1 1	WP6	1HID250, Wall Pack	NEW 70w LED Wallpack	18000	70%	1	\$:	18.00	1	. 1	.0 \$	30.00	380000	100%	1	. \$ 60.00) () 2	0 \$ -
1 1 1 1 1 2 1 2 1 2 2	WP7	1HID400, Wall Pack	NEW 70w LED Wallpack	20000	70%	1	\$ 2	20.00	1	. 1	.0 \$	40.00	380000	100%	1	. \$ 60.00) () 2	- \$ 0:
NEW 120w LED Parking Lot Light, Bronze w/ Slip Fit 2000	FLD1	2H75, Flood	NEW 45w LED Wallpack w/ Sensor	1000	70%	2	\$	0.75	0) 1	.0 \$	-	100000	100%	1	. \$ 60.00) () 2	- \$ 0:
New York New York New York New York New York New York No Action	FLD2	1H250, Flood	NEW 90w LED Floodlight, Bronze w/ U-Bracket	1000	70%	1	\$	1.50	0) 1	.0 \$	-	188000	100%	1	. \$ 70.00) () 2	.0 \$ -
No Action No A	POL1		0 0,			1	\$ 2	20.00	1	. 1	.0 \$	40.00		100%	1	\$ 80.00) (
No Action No A	POL2	1HID400, Shoebox	NEW 120w LED Parking Lot Light, Bronze w/ Straight	20000	70%	1	\$ 2	20.00	1	. 1	.0 \$	40.00	188000	100%	1	\$ 80.00) () 2	.0 \$ -
No Action 6000 70% 1 \$ 5.00 0 20 \$ - 600000 70% 1 \$ 5.00 0 20 \$ - 600000 70% 1 \$ 5.00	NA1	OLED10, Architectural	No Action	60000	70%	1	\$:	10.00	0) 2	0 \$	-	60000	70%	1	\$ 10.00) () 2	.0 \$ -
No Action 1000 70% 1 \$ 0.75 0 10 \$ - 1000 70% 0 \$ 0 \$ 0 \$ 0 \$ 0 \$ 0 \$ 0 \$ 0 \$ 0 \$ 0	NA2	0LED40, Recessed					\$!	50.00	0	_		-		70%	1	. \$ 50.00) (-	
Town	NA3		No Action	60000	70%	1	\$	5.00	0) 2	0 \$	-	60000	70%	1	. \$ 5.00) () 2	.0 \$ -
Additional Materials and Labor 70% 7	NA4	1INC40, Filament Chandelier	No Action	1000	70%	1	\$	0.75	0) 1	.0 \$	-	1000	70%	1	. \$ 0.75) 1	.0 \$ -
High Fixture High Fixture 1000 70% 0 \$ - 0 20 \$ - 1000 100% 0 \$ - 0 10 \$ ENS Additional Material and Labor NEW 2x4 Lens 1000 70% 0 \$ - 0 20 \$ - 1000 100% 0 \$ - 0 10 \$ ENS Additional Material and Labor Additional Material and Labor 1000 70% 0 \$ - 0 20 \$ - 1000 100% 0 \$ - 0 10 \$ ENS ENS Additional Material and Labor 1000 70% 0 \$ - 0 20 \$ - 1000 100% 0 \$ - 0 10 \$ ENS																			
ENS Additional Material and Labor NEW 2x4 Lens 1000 70% 0 \$ -			Additional Materials and Labor		70%								ERROR	100%	ERROR		ERROR	ERROR	ERROR
MAT Additional Material and Labor Additional Material and Labor 1000 70% 0 5 - 0 20 \$ - 1000 100 \$ IC Additional Material and Labor Remove and Cap Fixture 1000 70% 0 \$ - 0 20 \$ - 1000 100% 0 \$ - 0 10 \$ SIM Additional Material and Labor Dimmer Switch 1000 70% 0 \$ - 0 20 \$ - 1000 100% 0 \$ - 0 10 \$ IL Additional Material and Labor NEW Emergency Light 1000 70% 0 \$ - 0 20 \$ - 1000 100% 0 \$ - 0 10 \$ I/M Vending Sensor 1000 70% 0 \$ - 0 20 \$ - 1000 100% 0	HT	High Fixture	High Time	1000	70%	0	\$	-	0) 2	0 \$	-	1000	100%	C) \$ -	() 1	.0 \$ -
Additional Material and Labor Remove and Cap Fixture 1000 70% 0 \$ - 0 20 \$ - 1000 100% 0 \$ - 0 10 \$ -	LENS	Additional Material and Labor	NEW 2x4 Lens	1000	70%	0	\$	-	0) 2	0 \$	-	1000	100%	C) \$ -	() 1	.0 \$ -
Additional Material and Labor Dimmer Switch 1000 70% 0 \$ - 0 20 \$ - 1000 100% 0 \$ - 0 10 \$	MAT	Additional Material and Labor	Additional Material and Labor	1000	70%	0	\$	-	0) 2	0 \$	-	1000	100%	C) \$ -	() 1	.0 \$ -
Additional Material and Labor NEW Emergency Light 1000 70% 0 \$ - 0 20 \$ - 1000 100% 0 \$ - 0 10 \$	RC	Additional Material and Labor	Remove and Cap Fixture	1000	70%	0	\$	-	0) 2	0 \$	-	1000	100%	C) \$ -	() 1	.0 \$ -
Vending Machine	DIM	Additional Material and Labor	Dimmer Switch	1000	70%	0	\$	-	0) 2	0 \$	-	1000	100%	C) \$ -	() 1	.0 \$ -
IFT Additional Material and Labor Lift Needed 1000 70% 0 \$ - 0 20 \$ - 1000 100% 0 \$ - 0 10 \$ -	EL	Additional Material and Labor	NEW Emergency Light	1000	70%	0	\$	-	0) 2	0 \$	-	1000	100%	C) \$ -	() 1	.0 \$ -
	VM	Vending Machine	Vending Sensor	1000	70%	0	\$	-	0) 2	0 \$	-	1000	100%	C) \$ -	() 1	.0 \$ -
1000 70% 0 \$ - 0 20 \$ - 100%	LIFT	Additional Material and Labor	Lift Needed	1000	70%	0	\$	-	0) 2	0 \$	-	1000	100%	C) \$ -	() 1	.0 \$ -
				1000	70%	0	\$	-	0) 2	0 \$	-		100%					
													<u> </u>						



Preliminary Savings EXCEL ENERGY GROUP, INC. ENERGY EFFICIENT LIGHTING UPGRADE

K-12 w/o Summer

			N-12 W/C	Julililei
			Current	Sensored
Room Ratio	Site Codes	Area Type	Hours	Hours
N/A	OSL	Outside Lighting	3996	3996
N/A	EX	Exits	8760	8760
0.90	CR	Classroom	2777	1944
0.90	RM	Room	2777	1944
0.85	GM	Gym/APR	2777	1944
1.00	HW	Hallway/Corridors/Lobby/Entry	2777	1944
0.75	KN	Kitchen/Cafeteria	2777	1944
0.75	RR	Restroom	2777	1944
0.50	CL	Closet	2777	1944
0.50	SR	Storage Room	2777	1944
1.00	SW	Stairwell	2777	1944
0.50	ME	Mech/Elec./Boiler Room	2777	1944
0.90	MR	Meeting/Conf Room	2777	1944
0.90	OF	Office	2777	1944
0.75	ST	Stage/Auditorium	2777	1944
0.85	WR	Work Rm/Break Rm	2777	1944
0.85	BY	Bay	2777	1944
0.90	LB	Library/Media	2777	1944
0.75	LR	Locker Room/Dressing Room/Shower	2777	1944
0.90	DR	Dorm Room	2777	1944
0.10	AR	Arena/Outdoor Sports	500	500
N/A	VM	Vending Machine	8760	5694

Days	Schedule	
190 Days	School Schedule:	
21 Days	Summer School Schedule:	
50 Days	Summer Schedule:	
	Saturday Schedule (If applicable):	
	Sunday Schedule (If applicable):	
	Notes:	
	Annual Hours:	



Preliminary Savings EXCEL ENERGY GROUP, INC. ENERGY EFFICIENT LIGHTING UPGRADE Energy Rate Schedule

Building	Monthly Demand	k۱	Vh Rate	<u>kV</u>	V Rate	Rate Schedule
1 Lower Grades	12	\$	0.0869	\$	-	Small General Service
2 Sports Complex	12	\$	0.0869	\$	-	Small General Service
3 Upper Grades	12	\$	0.0869	\$	-	Small General Service

		Usage			/h Costs	kW Cost		Tax		kW Min	nimum:	
Small General Service Meter #	Building	kWh Usage kW Deman	Non-Energy Charge		<u>Fuel</u> justment	<u>Demand</u> <u>Charge</u>	Energy Riders	<u>Municipal</u> <u>Tax</u>	Franchise Tax	kWh F	Rate	kW Rate
141675440	All Locations	55,650 273.0	\$140.00	\$1,814.19	\$39.34	\$2,457.00		\$416.27	\$111.26	\$ 0 \$	0.0373	\$ 10.07 \$ -
										\$	- :	\$ - \$ -
		<u>I</u>	L	<u> </u>				Small Gene	ral Service	\$ 0.0	0869	\$ -

Large General Service Meter #	Building	Usage kWh Usage kW Demand	Non-Energy Charge	Energy Charge	kWh Costs <u>Fuel</u> <u>Adjustment</u>	kW Cost Demand Charge	Energy Riders	Tax <u>Municipal</u> <u>Tax</u>	res Franchise Tax	kW Mir		kW F	Rate
iviete) #										\$ \$	-	\$ \$ \$	- - -
								Large Gene	ral Service	\$	-	\$	-