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**Bid for Solicitation 463-11684
Energy Efficient Garage Lighting
City of Fort Lauderdale**

Bid By:

**ECO Lighting Solutions
8730 Corporation Dr.
Indianapolis, IN 46256
www.ecolightingsolutions.com**

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Executive Summary

ECO Lighting Solutions (ECO) is an engineering based US manufacturer and distributor of LED and Remote Phosphor LED lighting products, featuring light engines produced by CREE and Bridgelux. We recognize that no single technology or product can fulfill the multitude of lighting applications that exist, and therefore we have chosen to build our Company upon diversity and flexibility gained through the use of multiple proven technologies. Furthermore, by providing our advanced energy efficient lighting solutions in either "new" fixtures or as "retrofit" kits into qualified existing housings, we gain the greatest opportunity to economically and efficiently match the right lighting technology with the mission at hand. ECO Lighting Solutions currently employs six team members, and has one office location in Indianapolis, IN.

The aim of the included proposal for these two parking garage relight projects is to provide an energy efficient lighting system using current technology to provide a cost efficient solution for the city's two specified parking garages. The key elements of the proposal include the total project cost for the proposed lighting system and installation, recommendations for lighting controls and technology, lighting fixture descriptions, and available options for the financing of the project.

Experience and Qualifications

Since 2009, ECO Lighting Solutions has been helping clients across the country achieve long term goals for energy efficiency, energy savings and reducing energy and maintenance costs through the supply and installation of energy efficient lighting products. In 2015 alone, ECO Lighting Solutions completed projects in more than 100 parking garages across the United States, working with a wide variety of clients including private parking management firms, municipalities, universities, and airports. As a company, ECO Lighting Solutions has been very successful at providing both service and equipment that exceeds the standards in all of its applications and meets the specific needs of every client.

ECO Lighting Solutions is a proud member of the Green Parking Council, demonstrating our commitment to conservation and sustainable business practices and helping advance the goals of greener buildings and communities across the United States.

A partial list of parking lighting experiences completed by ECO Lighting Solutions in 2015 is included on the following page in order to showcase the wide range of industry understanding and expertise that ECO provides to its clients.

ECO LIGHTING SOLUTIONS
Partial List of Advanced Parking Lighting Experiences
2015

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Selected Client List 2015

Academic

Bradley University
Cincinnati State University
Emory University
IUPUI
Ohio State University
Texas A&M
UNCC
UVA
VCA

Agency/Municipality

Air National Guard
Annapolis, MD
Argos, IN
Bloomington, IN
Chicago, IL
Dept. of Defense
Downers Grove, IL
Fishers, IN
Fredrick, MD
Ft. Lauderdale, FL
Greenup, IL
Indianapolis, IN
Metropolis, IL
Peoria, IL
Yellow Springs, OH
Veterans Administration

Airports

Charlotte Douglas, Intl
Indianapolis, Intl
Richmond, VA

Auto Dealerships

Asbury Automotive
Hendrick Automotive Grp
NASCAR
Ricart Automotive Grp

Commercial

Hilton Hotels
Intercontinental
McDonalds Restaurant

ESCO

Energy Systems Group
Facility Services Group
Johnson Melloh Services
Siemens
SLS

Financial Institutions

Capital One
M&I Banks
SunTrust

Healthcare

Clarian Health
Eli Lilly
IU Health
Johns Hopkins Medical
Roche Pharmaceutical

Parking Garages

ABM
Colonial Parking
Denison Parking
Impark
Landmark
LAZ Parking
Skypark
SP+
The Parking Spot
Townpark
Winpark/Hines

Property Dvlp/Mgr

CBRE
Duke Realty
Flaherty Collins
Guggenheim Real Estate
Hines
Jones Lang LaSalle
Landmark
Lillibridge
MRP Properties
REI
Simon Properties
Stiles Corporation

Utilities

AEP
AES
BG&E
Commonwealth Edison
Duke Energy
Exelon
Hoosier Energy
IMPA
IPL
Kenergy
REMC
TXU

Approach to Scope of Work

The City of Fort Lauderdale has stated that the goal of this project is to “provide an energy efficient lighting system using current technology to provide the most cost efficient system.” With this understanding, ECO Lighting Solutions has proposed the replacement of the specified existing lighting system with new LED lighting technology. It has also been requested by the City of Fort Lauderdale that the new lighting system be equipped with a control system with web-enabled interfaces that will allow the city to review a host of different reports and processes. ECO has proposed an industry leading solution for both the LED lighting fixtures and the equipped control system.

Without additional drawings available with fixture locations, ECO has provided a proposal for the most cost-efficient lighting design that will meet the current specs that the city has provided. It should be noted that upon the availability of lighting system drawings, ECO may be able to suggest and provide different options to the city to enable a more attractive return on investment.

Regarding an installation timeline, ECO will be able to begin installation approximately 12 weeks after the bid award from the city. Upon the initiation of installation, the project installation will be completed within an estimated window of 8 weeks.



Proposal-Energy Efficient Lighting

June 8, 2016

Prepared For:
City of Fort Lauderdale
Bid 463-11684

Project Name:
City Hall Garage
200 NE 2nd St.
Ft. Lauderdale, FL

Delivery Terms:
FOB: destination

Payment Terms:
Net 45 days upon delivery

Project Summary:

We are pleased to present the following proposal for your review. This proposal covers the supply and installation of ECO Lighting Solution's energy efficient lighting products as a replacement for the existing high-energy lighting system. The replacement of the existing fixtures is quoted on a one-for-one basis, where (475) 150W HPS canopy fixtures, (20) rooftop area lights and (30) T8 fluorescent lamps will be replaced as specified in this proposal with new ECO LED lighting products.

Financial Summary:

Gross CAPEX	Estimated Shipping and Handling	Net CAPEX	10 Yr. Energy Savings	10 Yr. Maintenance Savings	10 Yr. Cashflow	IRR%	ROI (months)
\$305,770.00	\$4,965.00	\$310,735.00	\$559,298.00	\$95,724.00	\$344,287.00	16.0%	59

Price (Gross CAPEX) includes all product installed with installation services described below.

Pricing Overview:

Pricing is on a per project costing basis – installation is included in the TOTAL to ECO amount. Sales tax has been removed from this proposal, based on the provided EIN and state sales tax exemption numbers provided in the solicitation to bid. Furthermore, the Owner may elect to have the installation completed by Others in which case ECO will remove this corresponding amount and responsibility from this proposal.



Control systems:

The solicitation for bid for this project indicated that the city would like to see a control system that included "web-enabled interfaces and allow the City to be able to review" a list of capabilities. ECO has incorporated the addition of the Limelight twistHDM system into the canopy fixtures in this proposal. The cost of the system is included in the Gross CAPEX. The Limelight system is an advanced wireless light system that enables operators to easily manage their lighting systems.

The Limelight controls system comes purchased with a three year standard support plan. After three years, the contract with Limelight can be extended and/or upgraded to meet the needs of the operator. ECO Lighting Solutions does not provide and will not be responsible for any additional costs of control systems including but not limited to extended support plans, system upgrades, or cost of maintaining service with Limelight.

Warranty Information:

ECO Lighting Solutions offers a standard five-year warranty on all LED lighting fixtures. Per the request of the City, an optional limited 10-year warranty is separately included in this proposal for the cost established below. The terms and conditions of each warranty is included in the Proposal Packet that ECO has submitted for this project. Unlike the majority of extended warranties currently offered for LED products, failed components that are covered under warranty will be replaced without the need to return the entire fixture to ECO. The cost of the extended warranty includes the additional warranty on the Limelight control hardware. All ECO warranties exclude labor.

Cost for additional limited 10-year warranty on all proposed fixtures: \$19,810.00

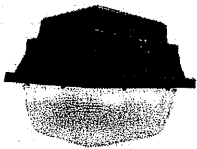
Proposed Funded Financing:

Per the request of the City, ECO Lighting Solutions is including a proposer funded financing option to complete the lighting system upgrade for this project. In order to avoid any upfront capital expense to the City, this project may be financed utilizing the savings in electrical expense from the replacement of existing fixtures with new ECO LED fixtures. The recommended financier is *De Lage Landen Financial Services, Inc.* and a sample quote is attached to this bid packet for evaluation purposes. The estimated dollars financed and energy savings are projections, and should only be used for evaluation of the proposer funded financing option. ECO Lighting Solutions is not a lending institution and will not be providing any of the funds for the financing of any projects. Financing from the recommended financier to the City is subject to application, credit review and approval by *De Lage Landen Financial Services, Inc.*




Lighting Technology Overview:

Garage canopy


13026-545	Unit	Description
	Quantity 475	Canopy- FTSQ 2-LED
		120-277V Universal Driver
		Quick mount bracket with quick disconnect
		100,000 hour nominal rated life
	Type XPG-2-45W	Included components for flush ceiling and/or direct J-box mount
		5 year parts warranty
		Price excludes controls, or transformer required for voltages greater than 277V
		5000K

Rooftop

13525-200	Unit	Description
	Quantity 20	Area - LED ECO
		120-277V Universal Driver
		Mounting bracket included; pole not included
		100,000 hours nominal lamp life
	Type 200W	Price excludes step-down transformer, required for voltages greater than 277V
		5 year parts warranty
		Photocell control included
		5000K



Stairwells

13200-004	Unit	Description
	Quantity	T8 LED-ECO 4'
		120-277V Universal Driver
		Linear lamp replacement
		Line service not to exceed 277V
	Type	Lamp and internal drivers included
		5 year parts warranty
		Fixture lens, guards, mounts and hanging gripper not included
		4000K

Project Criteria:

It is anticipated that all fixtures are to be replaced on a one for one basis; no permitting is required; the electrical service to each fixture does not exceed 277V; that the existing wiring, boxes, circuitry, controls, and other related components of the electrical system, and to each fixture, is adequate, Code compliant and in good working condition; that the pole/fixtures and luminaires considered for retrofit, including their wiring, fuses, connections, housing, lens, reflectors, fasteners, hinges, seals, etc. are in good working condition and acceptable for continued service; that no cutting, patching, painting or other work is necessary; that all fixture securing/attaching mechanisms are adequate; and that all work may be done during normal business hours.

TOTAL to ECO for all quoted items	\$	305,770.00
Estimated Shipping and Handling	\$	4,965.00
Total Projected Project Cost	\$	310,735.00



ECO pricing includes installation allowance, plus single site delivery. Pricing excludes incentives or alternates.

Lead Time: 12-14 weeks (estimated) due to the very long lead-time of certain LED components
Pricing and lead time are valid for 210 days from time of RFP opening

Upon acceptance of this proposal please sign below where indicated. Thank you for the opportunity to work with you on your project!

Respectfully,

Mitchell Otte
Director of Inside Sales
ECO Lighting Solutions
812.569.2660 – Phone
jmotte@ecoparkinglights.com

Accepted by: _____

Signature

Name and Title (printed)

Entity

Date: _____



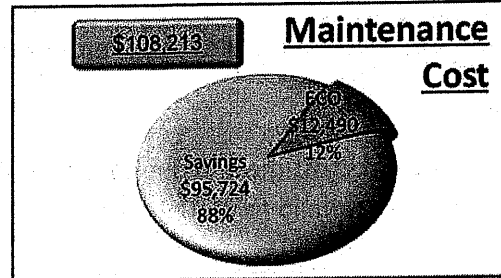
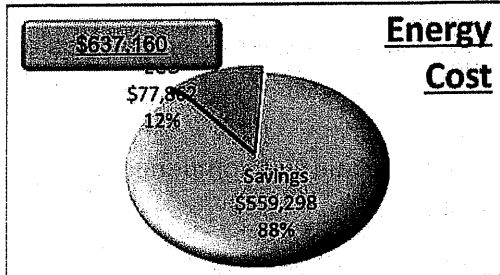
ECO Lighting Solutions
8730 Corporation Dr.
Indianapolis, IN
46256

www.ecolightingsolutions.com
info@ecolightingsolutions.com

City Hall Garage

Project Overview	
Project Name	City Hall Garage
Location	FL. Lauderdale, FL
Prepared For	City of Ft. Lauderdale
Prepared By	Mitchell Otte
Analysis Date	6/8/2016

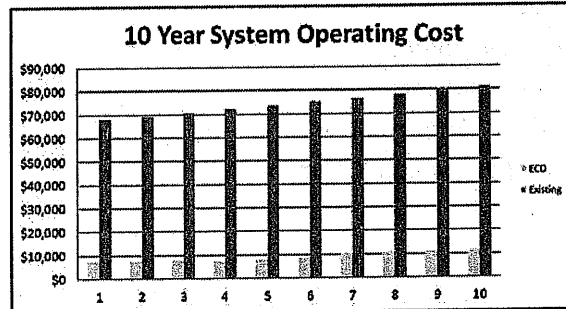
General Inputs	
Power Rate (\$/kWh)	\$0.0700
Labor Rate (\$/hr)	\$65
Electricity Inflation	2%
Labor Inflation	2%
Inventory Inflation	2%



Energy Cost Savings - 10 Years				
Year	Future Energy Cost (\$/kWh)	Existing Energy Cost	ECO Energy Cost	Cumulative Savings
2016	\$0.070	\$58,190	\$7,111	\$51,079
2017	\$0.071	\$59,363	\$7,263	\$103,179
2018	\$0.073	\$60,540	\$7,388	\$158,321
2019	\$0.074	\$61,751	\$7,546	\$210,527
2020	\$0.076	\$62,986	\$7,697	\$265,816
2021	\$0.077	\$64,246	\$7,851	\$322,211
2022	\$0.079	\$65,531	\$8,008	\$379,734
2023	\$0.080	\$66,842	\$8,168	\$438,407
2024	\$0.082	\$68,176	\$8,331	\$498,254
2025	\$0.084	\$69,542	\$8,498	\$559,298
10 Year Totals		\$637,160	\$77,862	\$559,298

Maintenance Cost Savings - 10 Years				
Year	Existing Maintenance Cost	ECO Maintenance Cost		Cumulative Savings
2016	\$9,883	\$336		\$9,547
2017	\$10,080	\$337		\$19,290
2018	\$10,282	\$344		\$29,229
2019	\$10,488	\$109		\$39,607
2020	\$10,697	\$117		\$50,187
2021	\$10,911	\$579		\$60,519
2022	\$11,130	\$2,524		\$69,125
2023	\$11,352	\$2,508		\$77,969
2024	\$11,579	\$2,790		\$86,758
2025	\$11,811	\$2,846		\$95,724
10 Year Totals		\$108,213	\$12,490	\$95,724

Capital Investment	
Project Cost	\$ 310,735.00
EPACT	\$ -
Energy Incentive	\$ -
Fixture Incentive	\$ -
Net Capital Investment	\$ 310,735.00



Return on Investment	
10 Year Cash Flow	\$ 344,287.00
NPV 10 Year Cash Flow	\$145,532
Internal Rate of Return	16.0%
Payback Months	59

Cost of Delay		
Month	Amount	Percent
1	\$5,052	2%
2	\$10,104	3%
3	\$15,156	5%
4	\$20,209	7%
5	\$25,261	8%
6	\$30,313	10%
7	\$35,365	11%
8	\$40,417	13%
9	\$45,469	15%
10	\$50,521	16%
11	\$55,574	18%
12	\$60,626	20%

Energy	Existing	ECO		Savings	Percent
Garage canopy					
	HPS-150	FTSQ-2-45W			
Rated Watts per Lamp	150	45			
Lamps per Fixture	1	1			
System Efficiency	0.798	0.995			
Actual Watts per Fixture	188	45	Reset		
Number of Fixtures	475	475			
Total Watts	89,286	21,482			
Annual Hours of Operation	8,760	3,650			
Annual Energy Use (kWh)	782,143	78,411			
First Year Energy Cost	\$54,750	\$5,489		\$49,261	90%
Rooftop					
	MH-400	ECO Area 200W LED			
Rated Watts per Lamp	400	200			
Lamps per Fixture	1	1			
System Efficiency	0.889	0.950			
Actual Watts per Fixture	450	211	Reset		
Number of Fixtures	20	20			
Total Watts	8,999	4,211			
Annual Hours of Operation	4,380	4,380			
Annual Energy Use (kWh)	39,415	18,442			
First Year Energy Cost	\$2,759	\$1,291		\$1,468	53%
Stairwells					
	T8 4F/US/1Lamp	T8 4K LED Linear			
Rated Watts per Lamp	32	18			
Lamps per Fixture	1	1			
System Efficiency	0.865	1.000			
Actual Watts per Fixture	37	18	Reset		
Number of Fixtures	30	30			
Total Watts	1,110	540			
Annual Hours of Operation	8,760	8,760			
Annual Energy Use (kWh)	9,722	4,730			
First Year Energy Cost	\$681	\$331		\$349	51%
Total First Year Energy Use (kWh)					
	831,280	101,583		729,697	88%
Total First Year Energy Cost					
	\$58,190	\$7,111		\$51,079	
Energy Cost Savings - 10 Years					
Year	Future Energy Cost (\$/kWh)	Annual Energy Cost		Total Energy Cost Savings	
2016	\$0.070	\$58,190	\$7,111	\$51,079	
2017	\$0.071	\$59,353	\$7,253	\$52,100	
2018	\$0.073	\$60,540	\$7,398	\$53,142	
2019	\$0.074	\$61,751	\$7,546	\$54,205	
2020	\$0.076	\$62,986	\$7,697	\$55,289	
2021	\$0.077	\$64,246	\$7,851	\$56,395	
2022	\$0.079	\$65,531	\$8,008	\$57,523	
2023	\$0.080	\$66,842	\$8,168	\$58,673	
2024	\$0.082	\$68,178	\$8,331	\$59,847	
2025	\$0.084	\$69,542	\$8,498	\$61,044	
10 Year Totals		\$637,160	\$77,862	\$559,298	88%

Maintenance - Average (Excluding Warranty)		Existing	ECO	Savings	%
Garage canopy		HPS-150	FTSQ-2-45W		
Daily Hours of Operation		24	10		
Number of Fixtures		475	475		
System Life		24,000	105,000		
Lamp					
Changes (quantity)		139	7		
Changes (%)		29%	1.47%		
Ballast					
Changes (quantity)		70	14.00		
Changes (%)		15%	2.95%		
System Cost					
Lamp Parts		\$1,347	\$280	\$1,067	79%
Lamp Labor		\$2,259	\$114	\$2,145	95%
Ballast Parts		\$3,030	\$560	\$2,470	82%
Ballast Labor		\$2,259	\$228	\$2,031	90%
Average Annual Cost		\$8,895	\$1,181	\$7,713	87%
Rooftop		MH-400	ECO Area 200W LED		
Daily Hours of Operation		12	12		
Number of Fixtures		20	20		
System Life		15,000	100,000		
Lamp					
Changes (quantity)		5.30	1		
Changes (%)		27%	5.00%		
Ballast					
Changes (quantity)		2.65	1.00		
Changes (%)		13%	5.00%		
System Cost					
Lamp Parts		\$199	\$75	\$124	62%
Lamp Labor		\$172	\$16	\$156	91%
Ballast Parts		\$139	\$75	\$64	46%
Ballast Labor		\$172	\$16	\$156	91%
Average Annual Cost		\$682	\$183	\$500	73%
Stairwells		T8 4Ft/5/1Lamp	T8 4K LED Linear		
Daily Hours of Operation		24	24		
Number of Fixtures		30	30		
System Life		36,000	50,000		
Lamp					
Changes (quantity)		7	4		
Changes (%)		24%	13.33%		
Ballast					
Changes (quantity)		4	4.00		
Changes (%)		12%	13.33%		
System Cost					
Lamp Parts		\$22	\$94	-\$72	-335%
Lamp Labor		\$117	\$22	\$95	81%
Ballast Parts		\$50		\$50	100%
Ballast Labor		\$117		\$117	100%
Average Annual Cost		\$306	\$116	\$190	62%
Maintenance Cost Savings (Including Warranty) - 10 Years					
<u>Year</u>		<u>Annual Maintenance Cost</u>		<u>Total Cost Savings</u>	<u>Savings Percent</u>
2016		\$9,883	\$336	\$9,547	97%
2017		\$10,080	\$337	\$9,743	97%
2018		\$10,282	\$344	\$9,938	97%
2019		\$10,488	\$109	\$10,378	99%
2020		\$10,697	\$117	\$10,580	99%
2021		\$10,911	\$579	\$10,332	95%
2022		\$11,130	\$2,524	\$8,606	77%
2023		\$11,352	\$2,508	\$8,844	78%
2024		\$11,579	\$2,790	\$8,789	76%
2025		\$11,811	\$2,846	\$8,965	76%
10 Year Totals		\$108,213	\$12,490	\$95,724	88%



Proposal-Energy Efficient Lighting

June 8, 2016

Prepared For:

City of Fort Lauderdale
Bid 463-11684

Project Name:

Art & Science District garage
525 SW 2nd St.
Ft. Lauderdale, FL

Delivery Terms:

FOB: destination

Payment Terms:

Net 45 days upon delivery

Project Summary:

We are pleased to present the following proposal for your review. This proposal covers the supply and installation of ECO Lighting Solution's energy efficient lighting products as a replacement for the existing high-energy lighting system. The replacement of the existing fixtures is quoted on a one-for-one basis, where (186) 150W HPS canopy fixtures, (31) 250W rooftop area lights and (22) T8 fluorescent lamps will be replaced as specified in this proposal with new ECO LED lighting products.

Financial Summary:

Gross CAPEX	Estimated Shipping and Handling	Net CAPEX	10 Yr. Energy Savings	10 Yr. Maintenance Savings	10 Yr. Cashflow	IRR%	ROI (months)
\$153,259.00	\$2,181.00	\$155,440.00	\$209,919.20	\$39,352.81	\$93,833.00	9.5%	76.1

Price (Gross CAPEX) includes all product installed with installation services described below.

Pricing Overview:

Pricing is on a per project costing basis – installation is included in the TOTAL to ECO amount. Sales tax has been removed from this proposal, based on the provided EIN and state sales tax exemption numbers provided in the solicitation to bid. Furthermore, the Owner may elect to have the installation completed by Others in which case ECO will remove this corresponding amount and responsibility from this proposal.



Control systems:

The solicitation for bid for this project indicated that the city would like to see a control system that included "web-enabled interfaces and allow the City to be able to review" a list of capabilities. ECO has incorporated the addition of the Limelight twistHDM system into the canopy fixtures in this proposal. The cost of the system is included in the Gross CAPEX. The Limelight system is an advanced wireless light system that enables operators to easily manage their lighting systems.

The Limelight controls system comes purchased with a three year standard support plan. After three years, the contract with Limelight can be extended and/or upgraded to meet the needs of the operator. ECO Lighting Solutions does not provide and will not be responsible for any additional costs of control systems including but not limited to extended support plans, system upgrades, or cost of maintaining service with Limelight.

Warranty Information:

ECO Lighting Solutions offers a standard five-year warranty on all LED lighting fixtures. Per the request of the City, an optional limited 10-year warranty is separately included in this proposal for the cost established below. The terms and conditions of each warranty is included in the Proposal Packet that ECO has submitted for this project. Unlike the majority of extended warranties currently offered for LED products, failed components that are covered under warranty will be replaced without the need to return the entire fixture to ECO. The cost of the extended warranty includes the additional warranty on the Limelight control hardware. All ECO warranties exclude labor.

Cost for additional limited 10-year warranty on all proposed fixtures: \$8,675.00


Proposer Funded Financing:

Per the request of the City, ECO Lighting Solutions is including a proposer funded financing option to complete the lighting system upgrade for this project. In order to avoid any upfront capital expense to the City, this project may be financed utilizing the savings in electrical expense from the replacement of existing fixtures with new ECO LED fixtures. The recommended financier is *De Lage Landen Financial Services, Inc.* and a sample quote is attached to this bid packet for evaluation purposes. The estimated dollars financed and energy savings are projections, and should only be used for evaluation of the proposer funded financing option. ECO Lighting Solutions is not a lending institution and will not be providing any of the funds for the financing of any projects. Financing from the recommended financier to the City is subject to application, credit review and approval by *De Lage Landen Financial Services, Inc.*




Lighting Technology Overview:

Canopy


13026-580	Unit	Description
	Quantity 186	Canopy- FTSQ 2-LED
		120-277V Universal Driver
		Quick mount bracket with quick disconnect
		100,000 hour nominal rated life
	Type XPL-80W	Included components for flush ceiling and/or direct J-box mount
		5 year parts warranty
		Price excludes transformer required for voltages greater than 277V
		5000K

Stairwells

13200-004	Unit	Description
	Quantity 22	T8 LED-ECO 4'
		120-277V Universal Driver
		Linear lamp replacement
		Line service not to exceed 277V
	Type T8 LED	Lamp and internal driver included
		5 year parts warranty
		Fixture lens, guards, mounts and hanging gripper not included
		4000K



Rooftop

13525-150	Unit	Description
	Quantity 31	Area - LED ECO
		120-277V Universal Driver
		Mounting bracket included; pole not included
		100,000 hours nominal lamp life
	Type 150W	Price excludes step-down transformer, required for voltages greater than 277V
		5 year parts warranty
		Photocell control included
		5000K

Project Criteria:

It is anticipated that all fixtures are to be replaced on a one for one basis; no permitting is required; the electrical service to each fixture does not exceed 277V; that the existing wiring, boxes, circuitry, controls, and other related components of the electrical system, and to each fixture, is adequate, Code compliant and in good working condition; that the pole/fixtures and luminaires considered for retrofit, including their wiring, fuses, connections, housing, lens, reflectors, fasteners, hinges, seals, etc. are in good working condition and acceptable for continued service; that no cutting, patching, painting or other work is necessary; that all fixture securing/attaching mechanisms are adequate; and that all work may be done during normal business hours.

TOTAL to ECO for all quoted items	\$	153,259.00
Estimated Shipping and Handling	\$	2,181.00
Total Projected Project Cost	\$	155,440.00

ECO pricing includes installation allowance, plus single site delivery. Pricing excludes incentives or alternates.



Lead Time: 12-14 weeks (estimated) due to the very long lead-time of certain LED components
Pricing and lead time are valid for 210 days from date of proposal.
Pricing does not include permits, repairs to existing electrical system and infrastructure, or disposal of decommissioned fixtures or components.

Upon acceptance of this proposal please sign below where indicated. Thank you for the opportunity to work with you on your project!

Respectfully,

Mitchell Otte
Director of Inside Sales
ECO Lighting Solutions
812.569.2660 – Phone
jmotte@ecoparkinglights.com

Accepted by:

Signature

Name and Title (printed)

Entity

Date:



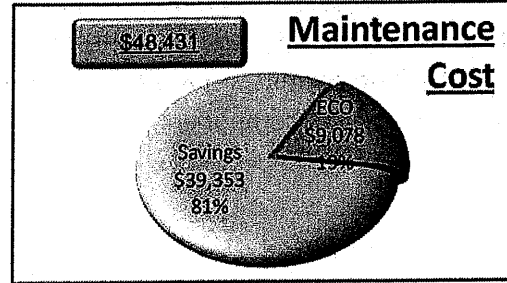
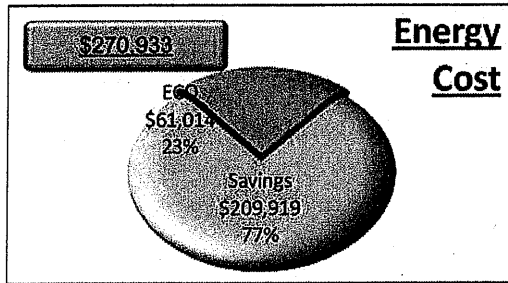
ECO Lighting Solutions
8730 Corporation Dr.
Indianapolis, IN
46256

www.ecolightsolutions.com
info@ecolightsolutions.com

Art & Science District garage

Project Overview	
Project Name	Art & Science District garage
Location	Ft. Lauderdale, FL
Prepared For	City of Ft. Lauderdale
Prepared By	Mitchell Otte
Analysis Date	6/8/2016

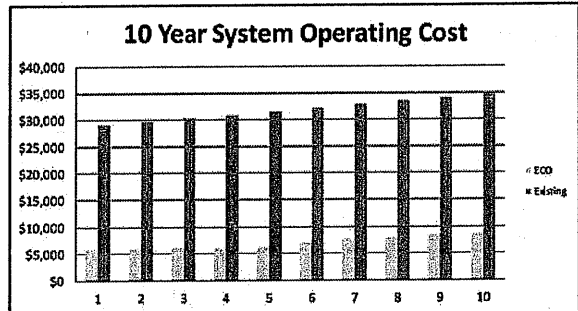
General Inputs	
Power Rate (\$/kWh)	\$0.0700
Labor Rate (\$/hr)	\$65
Electricity Inflation	2%
Labor Inflation	2%
Inventory Inflation	2%



Energy Cost Savings - 10 Years				
Year	Future Energy Cost (\$/kWh)	Existing Energy Cost	ECO Energy Cost	Cumulative Savings
2016	\$0.070	\$24,743	\$5,572	\$19,171
2017	\$0.071	\$25,238	\$5,684	\$38,728
2018	\$0.073	\$26,743	\$5,797	\$58,672
2019	\$0.074	\$28,258	\$5,913	\$79,016
2020	\$0.076	\$28,783	\$6,032	\$99,768
2021	\$0.077	\$27,319	\$6,152	\$120,934
2022	\$0.078	\$27,865	\$6,275	\$142,524
2023	\$0.080	\$28,422	\$6,401	\$164,546
2024	\$0.082	\$28,991	\$6,529	\$187,008
2025	\$0.084	\$29,571	\$6,659	\$209,919
10 Year Totals		\$270,933	\$61,014	\$209,919

Maintenance Cost Savings - 10 Years				
Year	Existing Maintenance Cost	ECO Maintenance Cost		Cumulative Savings
2016	\$4,423	\$238		\$4,185
2017	\$4,511	\$238		\$8,459
2018	\$4,602	\$242		\$12,818
2019	\$4,694	\$207		\$17,305
2020	\$4,788	\$217		\$21,875
2021	\$4,883	\$920		\$25,839
2022	\$4,981	\$1,509		\$29,311
2023	\$5,081	\$1,506		\$32,886
2024	\$5,182	\$1,981		\$36,088
2025	\$5,286	\$2,021		\$39,353
10 Year Totals		\$48,431	\$9,078	\$39,353

Capital Investment	
Project Cost	\$ 155,440.00
EPACT	\$ -
Energy Incentive	\$ -
Fixture Incentive	\$ -
Net Capital Investment	\$ 155,440.00



Return on Investment	
10 Year Cash Flow	\$ 93,833.00
NPV 10 Year Cash Flow	\$18,556
Internal Rate of Return	9.5%
Payback Months	76.1

Cost of Delay		
Month	Amount	Percent
1	\$1,946	1%
2	\$3,893	3%
3	\$5,839	4%
4	\$7,785	5%
5	\$9,732	6%
6	\$11,678	8%
7	\$13,624	9%
8	\$15,571	10%
9	\$17,517	11%
10	\$19,463	13%
11	\$21,410	14%
12	\$23,356	15%

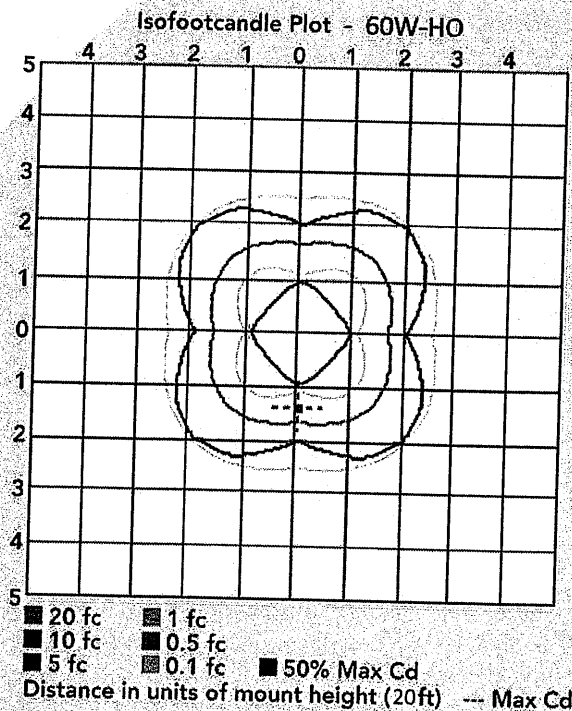
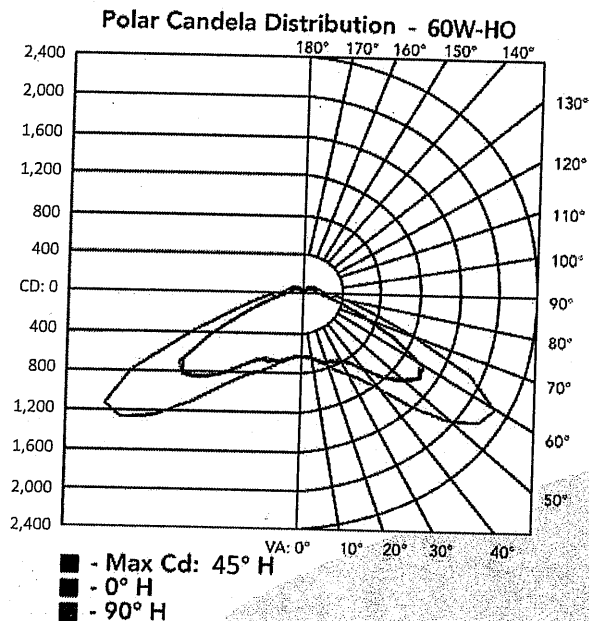
Energy	Existing	ECO	Savings	Percent
Floor 1 canopy				
Rated Watts per Lamp	HPS-150	FTSQ-2L-80W		
Lamps per Fixture	150	80		
System Efficiency	1	1		
Actual Watts per Fixture	0.798	0.993		
Number of Fixtures	188	81	Reset	
Total Watts	94	94		
Annual Hours of Operation	17,669	7,573		
Annual Energy Use (kWh)	8,760	3,650		
First Year Energy Cost	154,782	27,641		
	\$10,835	\$1,935	\$8,900	82%
Floor 2 canopy				
Rated Watts per Lamp	HPS-150	FTSQ-2L-80W		
Lamps per Fixture	150	80		
System Efficiency	1	1		
Actual Watts per Fixture	0.798	0.993		
Number of Fixtures	188	81	Reset	
Total Watts	78	78		
Annual Hours of Operation	14,662	6,284		
Annual Energy Use (kWh)	8,760	3,650		
First Year Energy Cost	128,436	22,937		
	\$8,991	\$1,608	\$7,383	82%
Ramps				
Rated Watts per Lamp	HPS-150	FTSQ-2L-80W		
Lamps per Fixture	150	80		
System Efficiency	1	1		
Actual Watts per Fixture	0.798	0.993		
Number of Fixtures	188	81	Reset	
Total Watts	14	14		
Annual Hours of Operation	2,632	1,128		
Annual Energy Use (kWh)	8,760	3,650		
First Year Energy Cost	23,053	4,117		
	\$1,614	\$288	\$1,326	82%
Stairwells				
Rated Watts per Lamp	T8 4F/8/1 Lamp	T8 4K LED Linear		
Lamps per Fixture	32	18		
System Efficiency	1	1		
Actual Watts per Fixture	0.665	1.000		
Number of Fixtures	37	18	Reset	
Total Watts	22	22		
Annual Hours of Operation	814	396		
Annual Energy Use (kWh)	8,760	8,760		
First Year Energy Cost	7,130	3,469		
	\$499	\$243	\$256	51%
Rooftop				
Rated Watts per Lamp	HPS-250	ECO Area 150W LED		
Lamps per Fixture	250	150		
System Efficiency	1	1		
Actual Watts per Fixture	0.847	0.950		
Number of Fixtures	295	158	Reset	
Total Watts	31	31		
Annual Hours of Operation	9,150	4,895		
Annual Energy Use (kWh)	4,380	4,380		
First Year Energy Cost	40,077	21,439		
	\$2,805	\$1,501	\$1,305	47%
Total First Year Energy Use (kWh)				
	353,477	79,603	273,874	
Total First Year Energy Cost				
	\$24,743	\$5,572	\$19,171	77%
Energy Cost Savings - 10 Years				
Year	Future Energy Cost (\$/kWh)	Annual Energy Cost		Total Energy Cost Savings
2016	\$0.070	\$24,743	\$5,572	\$19,171
2017	\$0.071	\$25,238	\$5,684	\$19,555
2018	\$0.073	\$25,743	\$5,797	\$19,946
2019	\$0.074	\$26,258	\$5,913	\$20,345
2020	\$0.076	\$26,783	\$6,032	\$20,752
2021	\$0.077	\$27,319	\$6,152	\$21,167
2022	\$0.079	\$27,865	\$6,275	\$21,590
2023	\$0.080	\$28,422	\$6,401	\$22,022
2024	\$0.082	\$28,991	\$6,529	\$22,462
2025	\$0.084	\$29,571	\$6,659	\$22,911
10 Year Totals		\$270,933	\$81,014	\$209,919
				77%

Maintenance - Average (Excluding Warranty)		Existing	ECO	Savings	%
Floor 1 canopy		HPS-150	FTSQ-2L-80W		
Daily Hours of Operation		24	10		
Number of Fixtures		94	94		
System Life		24,000	105,000		
Lamp					
Changes (quantity)		28	2		
Changes (%)		29%	2.13%		
Ballast					
Changes (quantity)		14	4.00		
Changes (%)		15%	4.26%		
System Cost					
Lamp Parts		\$268	\$80	\$188	70%
Lamp Labor		\$450	\$33	\$418	93%
Ballast Parts		\$804	\$160	\$444	74%
Ballast Labor		\$450	\$65	\$385	86%
Average Annual Cost		\$1,773	\$338	\$1,435	81%
Floor 2 canopy		HPS-150	FTSQ-2L-80W		
Daily Hours of Operation		24	10		
Number of Fixtures		78	78		
System Life		24,000	105,000		
Lamp					
Changes (quantity)		24.10	2		
Changes (%)		31%	2.56%		
Ballast					
Changes (quantity)		12.05	4.00		
Changes (%)		15%	5.13%		
System Cost					
Lamp Parts		\$234	\$80	\$154	66%
Lamp Labor		\$392	\$33	\$359	92%
Ballast Parts		\$525	\$180	\$365	70%
Ballast Labor		\$392	\$65	\$327	83%
Average Annual Cost		\$1,542	\$338	\$1,205	78%
Ramps		HPS-150	FTSQ-2L-80W		
Daily Hours of Operation		24	10		
Number of Fixtures		14	14		
System Life		24,000	105,000		
Lamp					
Changes (quantity)		4	1		
Changes (%)		31%	7.14%		
Ballast					
Changes (quantity)		2	2.00		
Changes (%)		15%	14.28%		
System Cost					
Lamp Parts		\$42	\$40	\$2	4%
Lamp Labor		\$70	\$16	\$54	77%
Ballast Parts		\$94	\$80	\$14	15%
Ballast Labor		\$70	\$33	\$37	53%
Average Annual Cost		\$275	\$169	\$106	39%
Stairwells		T8/4FuS/1Lamp	T8 4K LED Linear		
Daily Hours of Operation		24	24		
Number of Fixtures		22	22		
System Life		36,000	50,000		
Lamp					
Changes (quantity)		5	4		
Changes (%)		23%	18%		
Ballast					
Changes (quantity)		3	4.00		
Changes (%)		12%	18.18%		
System Cost					
Lamp Parts		\$15	\$84	\$79	-514%
Lamp Labor		\$83	\$22	\$61	74%
Ballast Parts		\$36		\$36	100%
Ballast Labor		\$83		\$83	100%
Average Annual Cost		\$217	\$116	\$101	47%
Rooftop		HPS-250	ECO Area 150W LED		
Daily Hours of Operation		12	12		
Number of Fixtures		31	31		
System Life		24,000	100,000		
Lamp					
Changes (quantity)		5	1		
Changes (%)		16%	3%		
Ballast					
Changes (quantity)		3	1.00		
Changes (%)		8%	3.23%		
System Cost					
Lamp Parts		\$56	\$75	\$19	-34%
Lamp Labor		\$249	\$16	\$232	93%
Ballast Parts		\$146	\$75	\$71	49%
Ballast Labor		\$166	\$16	\$150	90%
Average Annual Cost		\$617	\$183	\$434	70%
Maintenance Cost Savings (Including Warranty) - 10 Years					
Year	Annual Maintenance Cost		Total Cost Savings	Savings Percent	
2016	\$4,423	\$238	\$4,185	95%	
2017	\$4,511	\$238	\$4,274	95%	
2018	\$4,602	\$242	\$4,359	95%	
2019	\$4,694	\$207	\$4,497	96%	
2020	\$4,786	\$217	\$4,571	95%	
2021	\$4,883	\$920	\$3,963	81%	
2022	\$4,981	\$1,509	\$3,472	70%	
2023	\$5,081	\$1,506	\$3,575	70%	
2024	\$5,182	\$1,981	\$3,201	62%	
2025	\$5,286	\$2,021	\$3,265	62%	
10 Year Totals	\$48,431	\$9,078	\$39,353	81%	



Tech Specs: ECO FLEXTech

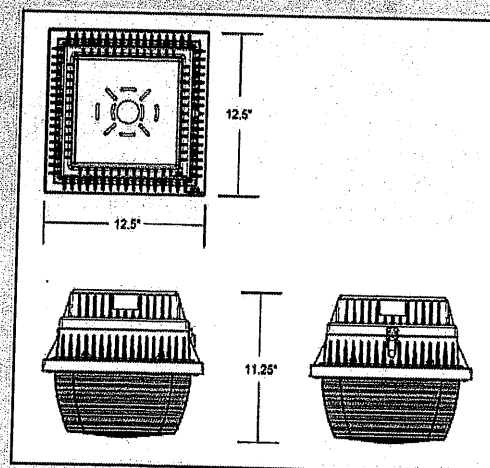
Model	System Watts	Fixture Lumens	B	U	G	Fixture LPW
45W-XPG2	45.2	4,881	3	3	2	108
45W-HO	43.5	5,570	2	3	2	128
45W-HO-C	43.6	5,151	3	3	2	118
64W-XPG2	58.8	5,992	3	3	2	102
60W-HO	57.4	7,026	3	3	2	122
60W-HO-C	56.2	6,447	2	3	2	115
80W-XPG2	80.3	7,342	3	3	3	91
80W-HO	79.0	8,955	3	4	2	113
80W-HO-C	77.0	8,224	3	4	2	107
100W-HO	101.4	10,877	3	4	3	107



ZONAL LUMEN SUMMARY - 60W-HO -

ZONE	% LUMINAIRE
0-30	9.2%
0-40	18.1%
0-60	57.2%
60-90	34.6%
70-100	16.6%
90-120	6.0%
0-90	91.9%
90-180	8.1%
0-180	100%

FlexTech Dimensions



Specifications subject to
change without notice



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MADE IN AMERICA



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CAM # 16-0950

Exhibit # 3

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Tech Specs:
ECO FLEXTech

Housing:

Cast aluminum two-piece construction with secure latching and set screw locking device.

Reflector:

Flat one-piece aluminum painted with high gloss, high heat resistant white TGIC polyester powder over 90 % reflectance.

Driver:

Mean Well electronic, dimming ballast with input voltage of 120V-277V.

LED Module:

Samsung or CREE LED modules.

Lens:

Vandal resistant acrylic refractor mounted with stainless steel screws.

Control Options:

Photocells

Occupancy Sensors

Watt Stopper

Finish:

Chip resistant electrostatic TGIC powder polyester coating, electrostatic applied and baked. Standard color is white.

Labels:

UL/CUL listed suitable for wet location.

Ordering guidelines:

Suitable for operation with line voltages of 120 to 277 +/- 10% VAC. Specify voltage on ordering. Contact factory for other line voltages.

Select mounting type:

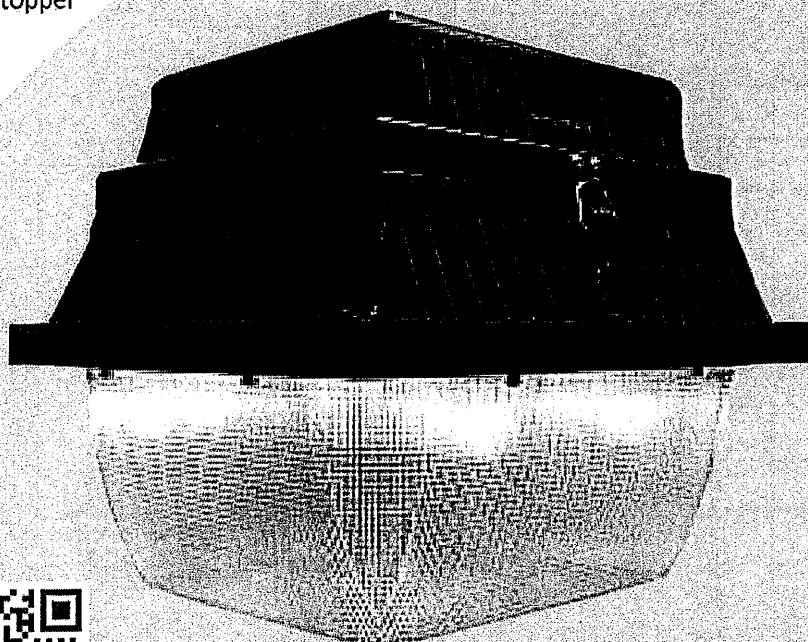
Surface quick-mount or pendant mount

Lamp color temperature:

5000K

(Contact factory for other color temperatures.)

ECO FlexTech
LED



Specifications subject to
change without notice



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CAM # 16-0950

Exhibit # 3

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ECO AREA LIGHT™

Product Data:

Color Temperature:	2700K to 6500K
Beam Angle:	Type 2, 3, 4, or 5 Lens
CRI:	>80
Ambient Operating Temp.:	-30 to 122 F
Efficiency:	115 LpW to 124 LpW
Input Voltage:	100-277 VAC
Frequency:	50/60 Hz
Power Factor:	>0.95
Rated Life:	100,000
Housing:	Aluminium
Warranty:	7 Years
IP class: IP 65	
UL Listed Wet Location	

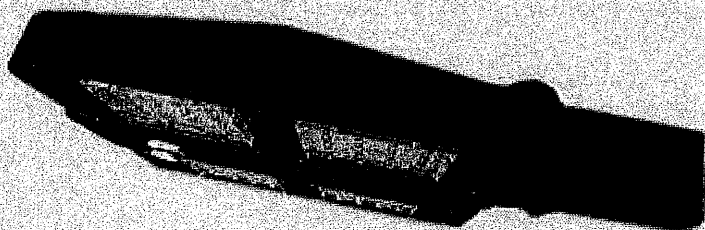
Ordering Guide:

Product	Lumens*	Size (in)
60W (1SB31S)	61.6W, 7,672 lumens - 124.5 LpW	14.1 x 11.8 x 3.8
100W(1SB31S)	101.2W, 11,664 lumens - 115.3 LpW	14.1 x 11.8 x 3.8
150W(1SB31M)	151.1W, 18,629 lumens - 123.3 LpW	16.5 x 16.5 x 3.1
200W(1SB31M)	200.8W, 23,223 lumens - 115.7 LpW	16.5 x 16.5 x 3.1
240W(1SB31L)	242.1W, 29,711 lumens - 122.7 LpW	16.5 x 16.5 x 3.1
300W(1SB31L)	300.3W, 35,042 lumens - 116.7 LpW	16.5 x 16.5 x 3.1

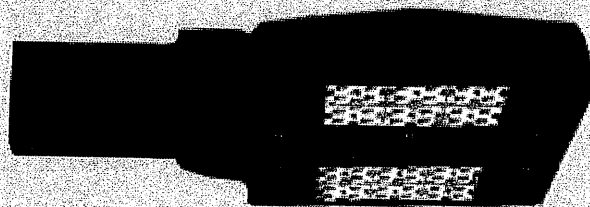
* All numbers derived at 5000K using type 4 lens

ECO AREA LIGHT™

LED



Model - 1SB31M & 1SB31L



Model - 1SB31S



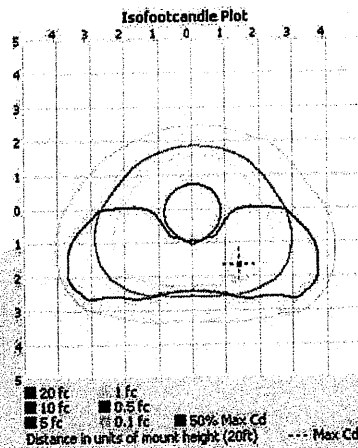
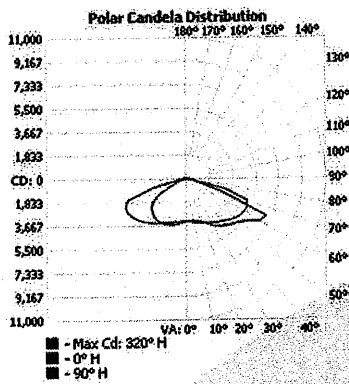
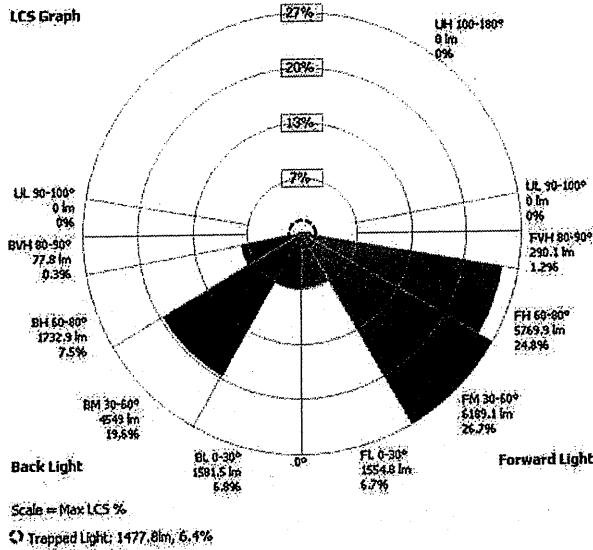
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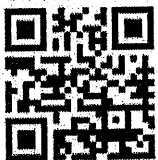
ECOTM

PARKING LIGHTS



Optical Parameters: (200W Area Light)

Luminous Efficiency		115.7 LpW
Luminaire Efficiency		93.6%
Color Temperature		
Warm White	2700-3500K	23,223 Lumens
Neutral White	4000-4500K	23,233 Lumens
Cool White	5000-6500K	23,223 Lumens



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ECO FLEX TUBE™

Product Data:

Color Temperature:	2700K to 5000K
Beam Angle:	120 Degrees
CRI:	>80
Ambient Operating Temp.:	-22 to 104 F
Efficiency:	104 LpW to 139 LpW
Input Voltage:	100-277 VAC
Frequency:	50/60 Hz
Power Factor:	>0.99
Rated Life:	50,000
Housing:	Aluminium
Warranty:	5 Years
Interior or Exterior Ballast Compatible	
UL Listed Damp Location	

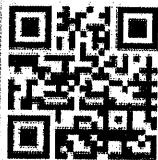
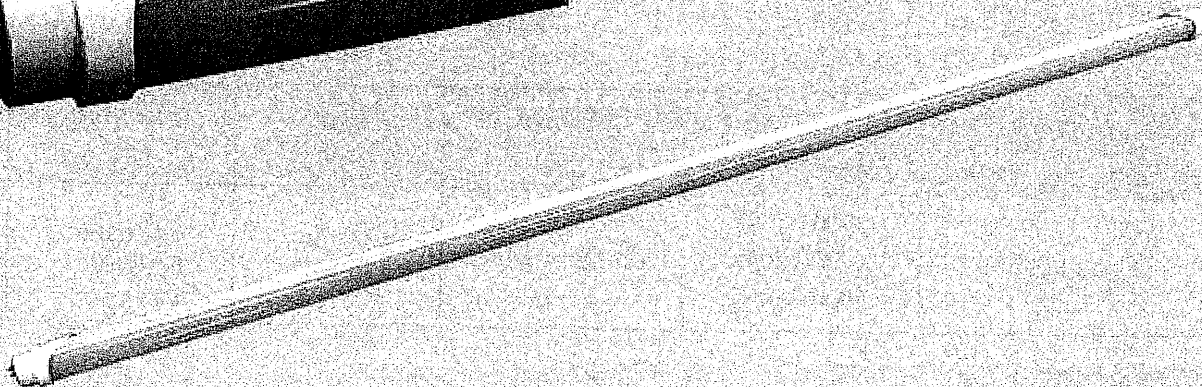
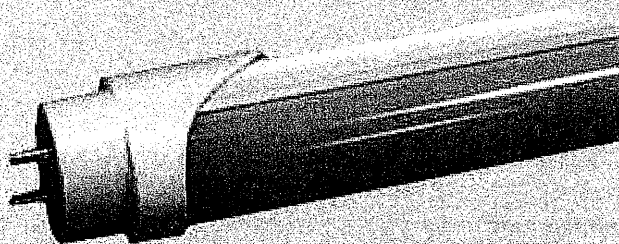
Ordering Guide:

Product	Lumens*	Length
13W	13.1W, 1,832 lumens - 138.9 LpW	600 mm (2')
15W	15W, 1,784 lumens - 125 LpW	1200 mm (4')
18W	17.83W, 2,275 lumens - 127.6 LpW	1200 mm (4')
20W	22.5W, 2,327 lumens - 104 LpW	1200 mm (4')

* All numbers derived at 5000K

ECO FLEX TUBE™

LED



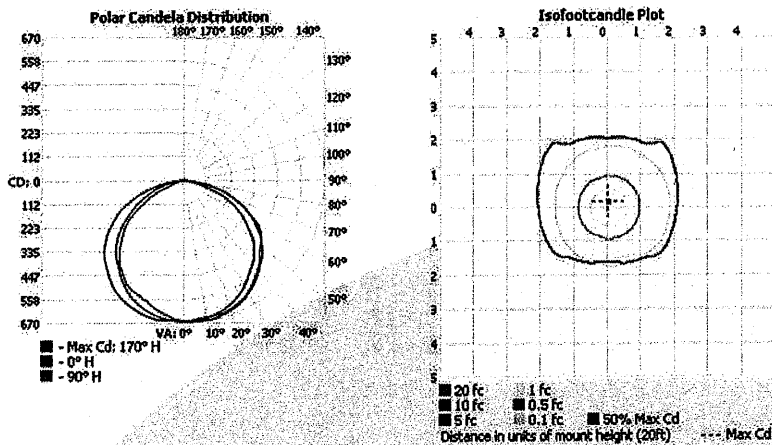
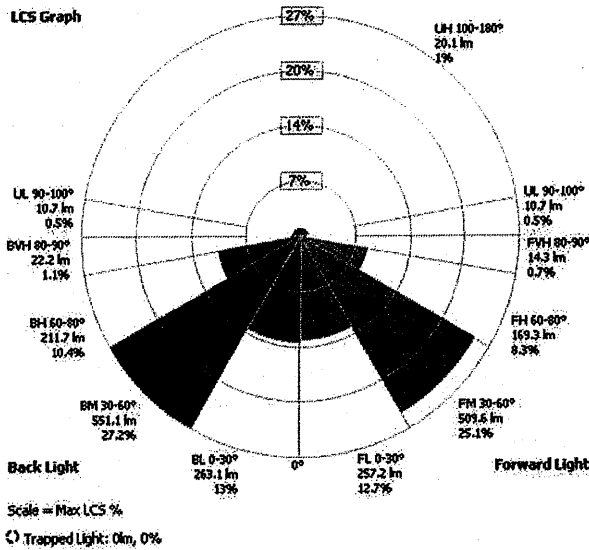
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ECOTM

PARKING LIGHTS



Optical Parameters: (18W Flextube)

Luminous Efficiency		127.6 LpW
Luminaire Efficiency		90%
Color Temperature		
Warm White	2700-3500K	2,125 Lumens
Neutral White	4000-4500K	2,125 Lumens
Cool White	5000-6500K	2,275 Lumens

Product	Color Temperature	Control	Lens	Driver	Connection
Eco Flextube	2700-3500K 4000-4500K 5000-6500K	Non-Dimmable	Clear or Frosted	Internal or External	Single or Two ended



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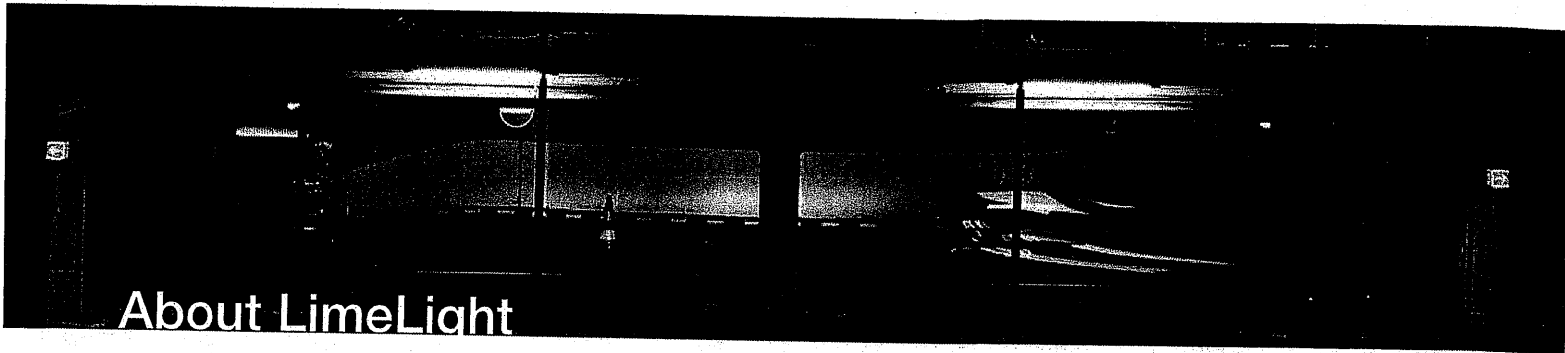
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CAM # 16-0950

Exhibit # 3

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LimeLight is the first solution taken to market by TwistHDM. It leverages everything about high density mesh network capabilities, and with a laser-sharp focus it resides in parking garages. Yes, parking garages.

If we were to tell you that a majority of parking garages as they exist today are either inadequately lit, pose a safety concern, are highly inefficient, and/or are energy hogs, it would come as no shock. But... if we peeled the onion back a few layers and considered the cause and effect of these issues, your eyes just might begin to water. Have you ever walked into a poorly lit garage? Pretty creepy, huh? Today's HID fixtures just don't provide the light quality necessary to make a patron feel comfortable. LimeLight's fixtures produce a color rendering of 80+ and that's just plain exceptional. High color rendering translates to a pleasing experience, both to the customer's eye and to their sense of safety. The consistency and uniformity of LimeLight's output is best in class, and boasts the highest up-lighting percentage in the industry of over 22%. So not only can your patrons see the walls, they sense LimeLight surrounding them from head to toe – literally. And that's just plain BRILLIANT.

LimeLight enhances SAFETY, and it's a fact – many garages could improve in this category. Statistics claim that 40% of all assaults happen in parking garages and lots. It simply doesn't have to be this way. LimeLight turns dingy, static garages into active environments. Lights move with the customer, creating the kind of

environment that vandals and assailants don't like to hang out in. We prefer it that way – and we bet you do too.

To maintain a garage is no easy task. To do it efficiently is next to impossible. LimeLight is an information bonanza, and a key asset in minimizing maintenance costs of both labor and general upkeep. The system tracks energy usage, dims fixtures when there is no activity or in areas of strong natural light, and provides the kind of real-time data that garage owners would love to have to make better business decisions. LimeLight's fixture is virtually maintenance free, and when coupled with data that includes activity tracking, lamp-out location reports, and peak/minimum energy consumption stats, you have all that you need to positively impact the bottom line.

Have we told you that LimeLight pays for itself in 3-4 years. Today's control systems simply can't provide the level of intelligence, control, flexibility, and power that LimeLight offers. To attempt to emulate the capabilities of LimeLight with static controls would make your facility look like the floor of a spaghetti factory, with conduit, relays, and wires galore. Now ask a simple question – if stand-alone controls,



About LimeLight

which have been on the market for years could provide daylight and nighttime harvesting for any fixture, report on the status of any fixture, provide real-time information via cell phone on fixture issues, and track garage activity – all for an investment that pays for itself within 3-4 years, where has it been? Fact is, it simply can't perform to these specifications. The ability to control lighting without wires in an intelligent fashion through LimeLight can save garage owners over 65% in energy when compared to their current HID lighting solution. That number is significant, and represents thousands upon thousands of kilowatt hours that the rest of the world needs.

TwistHDM sells, installs, and services the LimeLight system through a nationwide network of the world's best rep partners that focus on lighting and controls. They live, breath, eat, and sleep this stuff – and when you partner with the best, great things happen. Things like highly satisfied customers, delighted patrons in parking garages, and teammates that take pride in exceeding expectations. It goes full circle, and as such, creates a customer experience that sets the bar of excellence that is continually raised. Simply put - it's just more fun to be a part of something great.

So, throw that onion away and weep no more. LimeLight is ready, willing, and more than able to create an environment for your customers that puts a smile on their face, and your mind at ease.

Export to Excel

Model No.: FT-GL-45M-U-50-24G-D
Brand Name: ECO
Manufacturer: ECO Lighting Solutions

VIEW DETAILS

VIEW PARENT (1)

Outdoor Luminaires | Low Output
Parking Garage Luminaires

Classification: DLC Standard
DLC Product Code: PEAX2294
DLC Family Code: PPPPUO

Notes:

RATED DATA

Light Output	4,800 lm	Efficacy	106.67 lm/W
Wattage	45 W	CRI	73
CCT	5,000 K		
Power Factor			0.93
Total Harmonic Distortion			5 %
Dimmable:			Yes
Continuous/Stepped:			Continuous
Continuous to ≤ 10% W:			Yes
Has Integral Controls			Not Yet Verified

Close Details

Export to Excel

▼ expand details ▼

✓ Data Created: 02/28/2019		All Attributes	
Model No.: FT-GL-80M-U-50-24L-D			
Brand Name: ECO			
Manufacturer: ECO Lighting Solutions			
VIEW DETAILS		VIEW PARENT (1)	
Outdoor Luminaires Mid Output		RATED DATA	
Parking Garage Luminaires		Light Output 8,900 lm Efficacy 111.25 lm/W	
Classification: DLC Standard		Wattage 80 W CRI 75	
DLC Product Code: PAHPRKFY		CCT 5,000 K	
DLC Family Code: PPPPUJ		Power Factor 0.93	
Notes:		Total Harmonic Distortion 8 %	
		Dimmable: Yes	
		Continuous/Stepped: Continuous	
		Continuous to ≤ 10% W: Yes	
		Has Integral Controls Not Yet Verified	
^ Close Details ^			

Model No.: **YML-1SB31-150(5000K)(Straight downward arm mounting only)**

Brand Name: **YML**

Manufacturer: **Shanghai Yuanming Lighting Technology Co., Ltd**

VIEW DETAILS

VIEW PARENT (1)

Outdoor Luminaires | High Output

Outdoor Pole/Arm-Mounted Area and Roadway Luminaires

Classification: **DLC Standard**

DLC Product Code: **PSJDYCF4**

DLC Family Code: **DDCCW**

Notes:

RATED DATA			
Light Output	14,500 lm	Efficacy	96 lm/W
Wattage	150 W	CRI	70
CCT	5,000 K		
Power Factor			0.93
Total Harmonic Distortion			12 %
Dimmable:			No
Has Integral Controls			Not Yet Verified

Close Details

✓ Date Qualified: 01/20/2016

 Compare

Model No.: **ECO-T8-18W1200 BIXX Ballast Compatible LED Tube [4,000K]**

Brand Name: **ECO**

Manufacturer: **ECO Lighting Solutions**

[VIEW DETAILS](#)

[VIEW FAMILY \(4\)](#)

Linear Replacement Lamp | Four-Foot

Dual Mode Internal Driver (UL Type A and Type B)

Classification: DLC Standard

DLC Product Code: PN74ZH64

DLC Family Code: BBBBOZ

Notes: Internal Driver; Operating off the existing ballast

TEST DATA

Light Output 2,261 lm

Wattage 21.42 w

CCT 3,987 K

RATED DATA

Efficacy 105.6 lm/W

CRI 81.5

Power Factor 0.9667

Total Harmonic Distortion 11.36 %

Technical Requirements 3

Version Number

Zonal Lumens: 0-60° 86.83 %

Spacing Criteria: 0-180° 1.22

Spacing Criteria: 90-270° 1.32

^ Close Details ^



August 2015

Warranty - Terms and Conditions

GENERAL

The right is reserved to change specifications of any item without notice and without liability with respect to any previous sales. Specific quotations are subject to acceptance within 30 days, for shipment within 90 days, unless noted to contrary in the quotation.

FIXTURE WARRANTY

ECO Lighting Solutions products are designed and manufactured to a standard of quality which is guaranteed to equal or exceed the highest standard of the industry. ECO Lighting Solutions fixtures are guaranteed to be free from defective material and workmanship, under normal installation and operating conditions, for five (5) years from date of shipment from factory. Our responsibility and obligation, in the event of defective material, shall be limited to the repair or replacement of the material, at our option and cost. This guarantee extends solely to replacement of defective fixture or components. VERO Series LED chips are warranted by Bridgelux through their limited 10 years parts warranty. Mean Well drivers are warranted by Mean Well through their limited 5 years parts warranty. Induction lamps and generators manufactured by OSRAM Sylvania, Inc. are warranted through the Quick 60+® Limited Warranty. ECO Lighting Solutions will not be responsible for any other damage or loss that may be sustained or claimed.

TERMS

Net 30 days. No discounts.

LABELS

ECO Lighting Solutions products are tested by a Nationally Recognized Testing Laboratory (NRTL) and are either UL or ETL certified unless specifically designated to the contrary.

SHIPMENTS

We reserve the right to use our own discretion in routing all shipments whereon freight charges are allowed. Shipments will be made in any manner requested by the customer, when possible, if the customer will assume any additional transportation costs.

AIR SHIPMENTS

Air shipments will be sent at customer's request. Shipments will be sent on customer's Federal Express number or carrier of their choice. No UPS air.

TRANSPORTATION CLAIMS

All goods are delivered to the transportation company in perfect condition and properly packed. Goods are shipped at purchaser's risk, and claims must be taken up with the transportation company. Our responsibility for safe delivery ceases when they have been received in good condition by the transportation company.

VOLTAGES AND CYCLES

All fixtures are furnished for operation on 60 cycle, alternating current, unless otherwise indicated.

CANCELLATIONS

Orders are not cancelable except on payment for work performed.

CATALOG ERRORS

Although utmost care is exercised in preparation of price sheets and catalog data, we disclaim any responsibility for catalog and/or pricing sheet errors.

RETURNED GOODS

We will not accept any returned material unless a "Returned Goods Authorization" has been issued, in writing, from ECO Lighting Solutions. A minimum service charge of 20%, plus any freight charges incurred will be deducted from all returned goods allowances, to cover the cost of handling and testing. If reconditioning is necessary, any such charges will also be deducted. All special, custom or modified fixtures are not returnable. This includes custom colors. Authorization will not be granted when value of all items to be returned is less than \$100. Return from any one job will be limited to not more than 10% of the total job value. Credit issued for future purchase only. Requests to return material must be made within 30 days of shipment. **We cannot allow credit for returned goods after expiration of 30 days.**

TAXES The amount of any present or future taxes, Federal or State, which the manufacturer now or hereafter shall be liable for or required to pay, either on its own behalf or on behalf of the purchaser or otherwise, with respect to the material covered hereby, shall be added to the prices contained herein and paid by the purchases in the same manner and with the same effects as if originally added hereto.

9804 Technology Dr Ste 300, Fishers, IN 46038
Phone (866) 897-1234 Fax (317) 576-8473
www.ECOLightingSolutions.com

Quick 60+ is a registered trademark of OSRAM Sylvania Inc.

Project Financing Quote

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City Hall Garage

Capital Lease

Lease Term - Months

132

Project Inputs		Lighting w/ Incentive (using net financed cost)	
Material Cost	\$291,450.00	Financed Monthly Payment*	\$3,183.10
Labor Cost	\$42,920.00	Cash Flow	\$462.23
Labor Cost	\$4,980.00		
Total Project Cost	\$339,350.00		
Incentive	\$0.00		
Net Financed Cost	\$339,350.00		
Annual Energy Savings	\$43,744.00		
Annual Maintenance Savings	\$0.00		
HVAC Savings	\$0.00		
Total Annual Savings	\$43,744.00		
Monthly Savings	\$3,645.33		

*Taxes are not included in the payments shown.

Arts & Science District

Capital Lease

Lease Term - Months

132

Project Inputs		Lighting w/ Incentive (using net financed cost)	
Material Cost	\$136,052.00	Financed Monthly Payment*	\$1,498.47
Labor Cost	\$21,519.00	Cash Flow	\$237.31
Labor Cost	\$2,181.00		
Total Project Cost	\$159,752.00		
Incentive	\$0.00		
Net Financed Cost	\$159,752.00		
Annual Energy Savings	\$15,134.00		
Annual Maintenance Savings	\$0.00		
HVAC Savings	\$0.00		
Total Annual Savings	\$15,134.00		
Monthly Savings	\$1,261.17		

*Taxes are not included in the payments shown.

Combined

Capital Lease

Lease Term - Months

132

Project Inputs		Lighting w/ Incentive (using net financed cost)	
Material Cost	\$427,502.00	Financed Monthly Payment*	\$4,681.58
Labor Cost	\$64,439.00	Cash Flow	\$224.92
Labor Cost	\$7,161.00		
Total Project Cost	\$499,102.00		
Incentive	\$0.00		
Net Financed Cost	\$499,102.00		
Annual Energy Savings	\$58,878.00		
Annual Maintenance Savings	\$0.00		
HVAC Savings	\$0.00		
Total Annual Savings	\$58,878.00		
Monthly Savings	\$4,906.50		

*Taxes are not included in the payments shown.



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
02/03/2016

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER ACB Insurance, Inc 7715 Loma Ct. Ste E Fishers IN 46038	CONTACT NAME: Lisa Small	
	PHONE (A/C, No, Ext): (317) 915-8601 FAX (A/C, No): (317) 915-8697	
	E-MAIL ADDRESS: lisa@acb-insurance.com	
INSURED Eco Lighting Solutions LLC Eco Parking Lights 8730 Corporation Drive Indianapolis IN 46256-	INSURER(S) AFFORDING COVERAGE	NAIC #
	INSURER A: Liberty Mutual	
	INSURER B:	
	INSURER C:	
	INSURER D:	
	INSURER E:	

COVERAGES**CERTIFICATE NUMBER:****REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSR	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	GENERAL LIABILITY <input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC			BKS55887676	02/01/2016	02/01/2017	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 300,000 MED EXP (Any one person) \$ 15,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000 Employee Practices \$ 100,000
A	AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS <input type="checkbox"/> NON-OWNED AUTOS			BKS55887676	02/01/2016	02/01/2017	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
A	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED <input type="checkbox"/> RETENTION \$			USO55887676	02/01/2016	02/01/2017	EACH OCCURRENCE \$ 2,000,000 AGGREGATE \$ 2,000,000 \$
A	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N <input type="checkbox"/>	N/A	XWS55887676	02/01/2016	02/01/2017	<input checked="" type="checkbox"/> WC STATU-TORY LIMITS <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000
A	Contents			BKS55887676	02/01/2016	02/01/2017	\$1000 ded 600,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)
certificate holder is listed as additional insured.

CERTIFICATE HOLDER**CANCELLATION**

AI 007080

EnergyRight Solutions for Business/Industry
Program
424 Church Street Suite 1320
Nashville

TN 37219-

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

Lisa Small

BID/PROPOSAL CERTIFICATION

Please Note: All fields below must be completed. If the field does not apply to you, please note N/A in that field.

If you are a foreign corporation, you may be required to obtain a certificate of authority from the department of state, in accordance with Florida Statute §607.1501 (visit <http://www.dos.state.fl.us/>).

Company: (Legal Registration) ECO Lighting Solutions

Address: 8730 Corporation Dr.

City: Indianapolis State: IN Zip: 46256

Telephone No. 812.569.2660 FAX No. N/A Email: jmutke@ecoparkinglights.com

Delivery: Calendar days after receipt of Purchase Order (section 1.02 of General Conditions): 84 days

Payment Terms (section 1.04 of General Conditions): Net 45 days upon delivery

Total Bid Discount (section 1.05 of General Conditions): —

Does your firm qualify for MBE or WBE status (section 1.09 of General Conditions): NO MBE — WBE —

ADDENDUM ACKNOWLEDGEMENT - Proposer acknowledges that the following addenda have been received and are included in the proposal:

Addendum No.	Date Issued	Addendum No.	Date Issued
<u>1</u>	<u>1</u>	<u>1</u>	<u>1</u>

VARIANCES: If you take exception or have variances to any term, condition, specification, scope of service, or requirement in this competitive solicitation you must specify such exception or variance in the space provided below or reference in the space provided below all variances contained on other pages within your response. Additional pages may be attached if necessary. No exceptions or variances will be deemed to be part of the response submitted unless such is listed and contained in the space provided below. The City does not, by virtue of submitting a variance, necessarily accept any variances. If no statement is contained in the below space, it is hereby implied that your response is in full compliance with this competitive solicitation. If you do not have variances, simply mark N/A. **If submitting your response electronically through BIDS SYNC you must also click the "Take Exception" button.**

The below signatory hereby agrees to furnish the following article(s) or services at the price(s) and terms stated subject to all instructions, conditions, specifications addenda, legal advertisement, and conditions contained in the bid/proposal. I have read all attachments including the specifications and fully understand what is required. By submitting this signed proposal I will accept a contract if approved by the City and such acceptance covers all terms, conditions, and specifications of this bid/proposal. The below signatory also hereby agrees, by virtue of submitting or attempting to submit a response, that in no event shall the City's liability for respondent's direct, indirect, incidental, consequential, special or exemplary damages, expenses, or lost profits arising out of this competitive solicitation process, including but not limited to public advertisement, bid conferences, site visits, evaluations, oral presentations, or award proceedings exceed the amount of Five Hundred Dollars (\$500.00). This limitation shall not apply to claims arising under any provision of indemnification or the City's protest ordinance contained in this competitive solicitation.

Submitted by:

Mitchell Otte
Name (printed)

6/8/16
Date:

[Signature]
Signature

Director Inside Sales
Title

revised 04/10/15

NON-COLLUSION STATEMENT:*N/A*

By signing this offer, the vendor/contractor certifies that this offer is made independently and free from collusion. Vendor shall disclose below any City of Fort Lauderdale, FL officer or employee, or any relative of any such officer or employee who is an officer or director of, or has a material interest in, the vendor's business, who is in a position to influence this procurement.

Any City of Fort Lauderdale, FL officer or employee who has any input into the writing of specifications or requirements, solicitation of offers, decision to award, evaluation of offers, or any other activity pertinent to this procurement is presumed, for purposes hereof, to be in a position to influence this procurement.

For purposes hereof, a person has a material interest if they directly or indirectly own more than 5 percent of the total assets or capital stock of any business entity, or if they otherwise stand to personally gain if the contract is awarded to this vendor.

In accordance with City of Fort Lauderdale, FL Policy and Standards Manual, 6.10.8.3,

3.3. City employees may not contract with the City through any corporation or business entity in which they or their immediate family members hold a controlling financial interest (e.g. ownership of five (5) percent or more).

3.4. Immediate family members (spouse, parents and children) are also prohibited from contracting with the City subject to the same general rules.

Failure of a vendor to disclose any relationship described herein shall be reason for debarment in accordance with the provisions of the City Procurement Code.

NAME**RELATIONSHIPS**

In the event the vendor does not indicate any names, the City shall interpret this to mean that the vendor has indicated that no such relationships exist.

- Mitchell Otte

- Mitchell Otte, Eco Lightny Solutions

Proposer Name: Mitchell Otte, ECO Lighting Solutions

Proposer agrees to supply the products and services at the prices bid below in accordance with the terms, conditions and specifications contained in this RFP.

It is the City's intent to fund the entire project with savings in an effort to minimize or eliminate the initial up-front costs. As a result, we are seeking proposals costs and ask that you insert your price proposal here and fully provide cost structures that represent the City's intent. All costs and cost savings must be clearly identified, and cost savings must be quantifiable and achievable using the SMART approach which is specific, measureable, achievable, realistic, and timely.

All rates, amounts, and fees are subject to negotiation. Additionally, The City, in its sole discretion, reserves the right to determine which approach it deems best for the City.

Submitted by:

Mitchell Otte

Name (printed)

6/8/16

Date:

[Signature]

Signature

Director Inside Sales

Title

CONTRACT PAYMENT METHOD BY P-CARD

THIS FORM MUST BE SUBMITTED WITH YOUR RESPONSE

The City of Fort Lauderdale has implemented a Procurement Card (P-Card) program which changes how payments are remitted to its vendors. The City has transitioned from traditional paper checks to payment by credit card via MasterCard or Visa. This allows you as a vendor of the City of Fort Lauderdale to receive your payment fast and safely. No more waiting for checks to be printed and mailed.

Payments will be made utilizing the City's P-Card (MasterCard or Visa). Accordingly, firms must presently have the ability to accept credit card payment or take whatever steps necessary to implement acceptance of a credit card before the commencement of a contract.

Please indicate which credit card payment you prefer:

☒ Master Card

☐ Visa Card

Company Name: ECO Lighting Solutions

Mitchell Otte
Name (Printed)

[Signature]
Signature

6/8/16
Date:

Director Inside Sales
Title

PLEASE NOTE: Statement Concerning P-Card Payment Method

In order for ECO Lighting Solutions to receive payment by P-Card, an additional charge of 2% of the total proposed amount of the final project cost will be applied without exception. This charge is not included in any previous quotes or proposal values, and will be an additional cost to the final amount due to ECO.

- [Signature] 6/8/16
- Mitchell Otte, ECO Lighting Solutions



Bond Number BD144575

BID BOND

KNOW ALL BY THESE PRESENTS, that we, ECO LIGHTING SOLUTIONS LLC of 8730 CORPORATION DR INDIANAPOLIS, IN 46256-1289 (hereinafter called the Principal), as Principal, and Auto-Owners Insurance Company (hereinafter called the Surety), as Surety, are held and firmly bound unto CITY OF FORT LAUDERDALE 220 SW 14TH AVE # 4A, FORT LAUDERDALE FL 33312-7545 (hereinafter called the Oblige), in the penal sum of Five Percent of bid Dollars (5% of Attached bid) for the payment of which the Principal and the Surety bind themselves, their heirs, executors, administrators, successors and assigns, jointly and severally, firmly by these presents.

THE CONDITION OF THIS OBLIGATION IS SUCH, that WHEREAS, the Principal has submitted or is about to submit a proposal to the Oblige on a contract for INSTALLATION OF LIGHTING AND CONTROL SYSTEM

NOW, THEREFORE, if the said Contract be timely awarded to the Principal and the Principal shall, within such time as may be specified, enter into the Contract in writing, and give bond, if bond is required, with surety acceptable to the Oblige for the faithful performance of the said Contract, then this obligation shall be void; otherwise to remain in full force and effect.

Signed and sealed this 8TH day of JUNE, 2016.

[Signature]
Witness

[Signature]
Principal
ECO LIGHTING SOLUTIONS LLC

Amanda Lamp
Amanda Lamp
Witness

Auto-Owners Insurance Company

[Signature]
Teresa E. Gibson
Attorney-in-Fact

Print Date: 06/08/2016 Print Time: 11:37:11 AM

