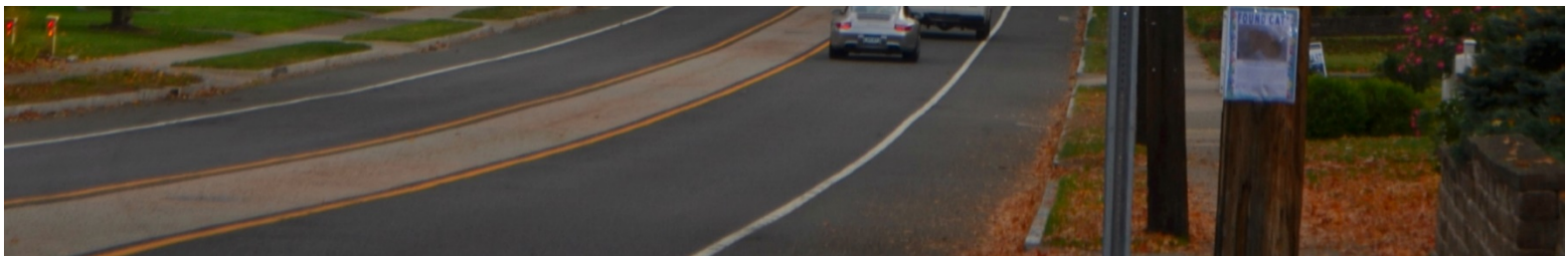




## PROPOSAL FOR STREETLIGHT FEASIBILITY ANALYSIS FOR THE CITY OF LYNDEN, WA



Submitted by:

Jason Tanko  
Chief Executive Officer  
Tanko Streetlighting, Inc.  
220 Bayshore Boulevard  
San Francisco, CA 94124  
jason@tankolighting.com

Submitted to:

Steve Banham  
Public Works Director  
City of Lynden  
300 4th St.  
Lynden, WA 98264  
BanhamS@Lyndenwa.org

June 22, 2022

Copyright  
June 22, 2022  
By Tanko Lighting  
All rights reserved

# TABLE OF CONTENTS

Cover Letter .....	3
Company Profile.....	4
Company History.....	4
Differentiating Factors .....	4
Relevant Experience.....	6
References .....	8
Scope of Work.....	8
Task 1: Feasibility Analysis .....	9
Pricing.....	9
Appendices.....	9
Appendix A: Projects List.....	9



# COVER LETTER

June 22, 2022

Steve Banham  
Public Works Director  
City of Lynden  
300 4th St.  
Lynden, WA 98264  
BanhamS@Lyndenwa.org

Dear Mr. Banham,

Tanko Streetlighting, Inc. ("Tanko Lighting") appreciates the opportunity to submit this proposal for a feasibility analysis of the streetlight fixtures within the City of Lynden.

Tanko Lighting is a national firm focused solely on providing professional services for municipal streetlighting projects, with an emphasis on cost-saving and energy efficiency measures. Our company has previously been or is currently involved with more than 629,000 streetlights throughout the nation – and is actively developing projects for an additional 550,000 street light fixtures. Our work has spanned more than twenty-three states, and fifty-five utilities.

Given Tanko Lighting's extensive involvement with municipal streetlight ownership, LED design, and conversion projects nationwide, our team can leverage its expertise to provide the necessary context and value to assist the City with all the support, recommendations and coordination necessary to ensure the success of this project.

Please let us know should you have any questions. We look forward to your feedback.

Regards,



Jason Tanko  
Chief Executive Officer

Enclosures

# COMPANY PROFILE

## Company History

For more than nineteen years – since 2003 – Tanko Lighting has been assisting municipalities with their streetlighting needs and has evolved into a national firm focused providing professional services for municipal streetlighting projects, with an emphasis on cost-saving and energy efficiency measures.

Tanko Lighting is a privately-held S corporation and a financially stable company that has successively

operated profitably for more than a decade. As a privately-held company with just two shareholders, our firm is tightly controlled, enabling sound financial and business decisions. Since 2010, our company has experienced rapid growth and expanded our core business model – all while maintaining zero long-term debt. With a clear understanding of our core competencies, significant knowledge of the municipal streetlighting market, and sound leadership, our firm continues to experience sustainable growth while reinforcing its triple bottom line values: People, Planet, and Profit.

Tanko Lighting holds electrical contractor licenses in the States of California (C-10 License Number 992782) and Arizona. Additionally, our firm is a Certified Contractor by the Commonwealth of Massachusetts' Division of Capital Management and Maintenance (DCAMM), a Qualified Vendor with the Connecticut Conference of Municipalities, a registered Energy Services Company (ESCO) with the United States Department of Energy, and a registered Small Business Entity with the Small Business Administration.

## Differentiating Factors

Tanko Lighting is focused exclusively on providing professional services for municipal streetlighting projects, with an emphasis on cost-saving and energy efficiency measures. With decades of experience serving this market, we are the municipal streetlight experts. Because of our technical experience and national context, we are intimately familiar with industry standards and trends, as well as municipalities' challenges with aging infrastructure.

Our firm is uniquely positioned to assist the City for the following reasons:

- Streetlighting Specialist:** We are the *only* US-based company solely dedicated to public agency streetlighting projects – and the *only* company with an entire staff solely dedicated to such projects. As such, Tanko Lighting has the largest portfolio of active municipal streetlight projects than any other firm, has previously been or is currently involved with more than 629,000 streetlights throughout the nation, and is actively developing projects for an additional 550,000+ streetlight fixtures. Additionally, our work has spanned more than twenty-three states, and fifty-five utilities. Further, our firm has conducted more pilot and design projects than any other firm – most have led to subsequent conversion contracts, which shows the level of our expertise. Finally, our expertise has been forged by diverse project types – including various sized projects (ranging from as large as 38,000+ fixtures



Tanko Lighting's office – where streetlighting is integrated into the fabric of everything we do.



to as few as 49 fixtures), as well as incredibly complex projects, derived from such factors as square mileage, complicated data, inconsistent existing design, and complex scopes of work.

**Why Tanko Lighting?**



Sole Focus on Municipal Streetlighting



629,000+ Streetlights in Contract



339,000+ Streetlights Acquired



80,000+ Fixtures Maintained



190+ Nationwide Projects

• **Technical Knowledge:** Tanko

Lighting has significant technical expertise centered on public agency streetlighting infrastructure. Led by an electrical engineer and licensed electrical contractor, Jason Tanko (Chief Executive Officer), we understand the field conditions and system constraints that are often involved with streetlighting projects. This enables our team to accurately design projects to prevent anticipated challenges, as well as quickly respond with streamlined solutions in the event of technical difficulties during a project.

• **National Context:** As a US-based company, Tanko Lighting’s broad experience with feasibility, ownership, and design and implementation of LED conversion projects provides tremendous national context that will benefit the City by ensuring that the project is consistent with industry standards throughout the project.

• **Experience with Ownership Projects:** There is a growing nationwide industry trend in which municipalities are acquiring their streetlight infrastructure from their local private utility companies. This poses tremendous advantages to the municipality, in that not only does it allow the municipality to control the management of the system within its geographic borders, but it also involves tremendous cost savings – particularly related to maintenance and energy (as many utilities charge exorbitant fees for energy and maintenance rates for the systems). Further, once a municipality purchases its system, it can reap additional savings benefits by converting to LED fixtures. Tanko Lighting has been working with several municipalities nationwide to assist in their streetlight ownership strategies from investor-owned utilities. Our team’s experience with ownership projects includes providing valuation, field data collection, ownership feasibility analysis, and ownership negotiations with the utility on behalf of the client. A list of our projects involving ownership support include the municipalities outlined in Figure 1.

**Figure 1: Examples of our projects involving streetlight ownerships from utilities.**

Tanko's Utility-Owned Streetlight Acquisition Projects		
Utility	# of Projects	# of Streetlights
Ameren (MO)	2	6,613
American Electric Power (OH)	1	1,100
Duke Energy (OH)	1	18,000
Eversource (CT, MA)	31	48,024
Emera (ME)	2	840
Entergy (AR)	1	16
First Energy (OH)	1	1,000
The Illuminating Company (OH)	1	2,497
National Grid (NY, MA)	43	103,156
New York State Electric & Gas (NY)	2	6,889
Northwest Edison (MT)	1	6,000
Oncor Electric (TX)	4	11,238
Pacific Gas & Electric (CA)	2	1,745
Poudre Valley (CO)	1	1,229
Southern California Edison (CA)	23	116,511
United Power (CO)	1	915
Xcel Energy (CO)	4	13,513
<b>Total</b>	<b>116</b>	<b>324,858</b>

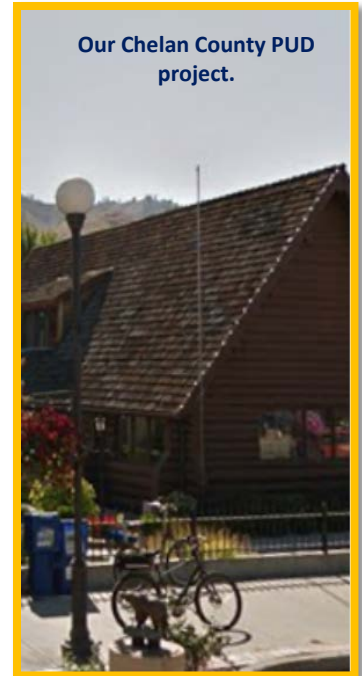
- **Financial Analysis:** Tanko Lighting has conducted hundreds of financial analyses for public agencies nationwide, representing thousands of fixtures, to ascertain the value of converting to energy efficient streetlight systems. Leveraging our team's vast industry knowledge to accurately estimate relevant costs and savings to provide the most accurate energy and CO2 savings estimates and integrating the information into the implementation phase of a project is a one of our company's core competencies.

## Relevant Experience

Ninety-five percent of Tanko Lighting's contracts involve streetlight projects for government/public agencies. This equips our team with the necessary context and expertise to complete superior projects for this specific market sector.

Tanko Lighting's success lies in its unique passion for streetlighting, which translates into a drive to ensure that projects are successfully completed. We are tremendously aware of how critical client satisfaction is to our success. Thus, we strive to make every client an enthusiastic reference for future work. Clients are receptive to this drive, to the point that they frequently recommend our firm to other municipalities. A few of our major successes include:

- **City of Newcastle, WA:** Tanko Lighting is currently providing the City of Newcastle with a feasibility analysis of the acquisition of the streetlight system from the utility.
- **City of Maple Valley, WA:** Tanko Lighting is currently providing the City of Newcastle with a feasibility analysis of the acquisition of the streetlight system from the utility, as well as an analysis of car charging port options for the City.
- **Chelan County Public Utility District (Chelan, WA):** Tanko Lighting audited, data reconciled and completed an LED replacement design for the 7,000 streetlights within the County's jurisdiction.
- **City of Kennewick, WA:** Tanko Lighting provided material and design to support the conversion of the City's 5,000 streetlight fixtures.
- **City of Walla Walla, WA:** Tanko Lighting provided material and design to support the conversion of the City's 550 streetlight fixtures.
- **City of Cincinnati, OH:** Tanko Lighting audited and data reconciled the City of Cincinnati's 31,000 streetlight fixtures. The project was complicated by the fact that only a subset of fixtures were owned by the City. Our team captured data on all fixtures throughout the system to help the City determine which were City-owned, paving the way for a potential subsequent project stage of supporting the City's efforts to acquire the remaining fixtures from its utility.
- **City of Lowell, MA:** A turn-key project for the City of Lowell, MA, which involved the LED conversion of 7,500 fixtures. Because of our thorough audit and data management, we discovered that the City acquired upwards of 200 fixtures from its utility that did not actually exist, and that the City had been overcharged for these fixtures.



for the past seven years. By accurately collecting the data and properly reconciling it with City and utility records, we successfully remedied these discrepancies and uncovered tremendous savings for the City.

- **City of Brewer, ME:** The City of Brewer is the first municipal streetlight ownership project with Emera Utility in Maine. Tanko Lighting worked diligently with the City and Emera to develop a strategy for the ownership. Tanko Lighting completed a comprehensive GIS audit of the existing inventory and cross-referenced that with Emera's records to confirm a complete data set that the City referred to during the ownership process. We leveraged the experience working with other utilities through ownership to guide the City throughout the transfer of ownership to maximize potential savings. Finally, we managed the design and installation of the LED streetlight conversion to enable the City to gain significant energy savings.
- **City of Meriden, CT:** A turn-key project for the City of Meriden, CT, which involved the LED conversion of 4,300 fixtures, as well as the maintenance of the system. Upon acquisition of its streetlight system from its utility, the City inherited significant deferred maintenance issues that quickly resulted in substantial outage reports and citizen complaints. Tanko Lighting successfully designed an approach that quickly addressed the maintenance needs of these locations, while simultaneously proceeding with the LED conversion. This diverted a potential public relations nightmare and ensured that the City's streets were safely lit. Our team continues to maintain the City's new LED system to ensure ongoing operation.
- **City of Berlin, CT:** A turn-key project for the City of Berlin, CT, which involved an ownership and LED conversion of the City's streetlights from its utility. Tanko Lighting identified billing discrepancies involving overhead fixtures that the City was being charged for by its utility at the underground (costlier) rate, resulting in significant cost savings for the City. Further, our audit identified the current field conditions that substantiated the valuation that the utility provided to the City, which enabled the City to feel confident in the fair market value of the assets it acquired from the utility. Our team continues to maintain the City's new LED system to ensure ongoing operation.
- **City of Geneva, NY:** This is a turn-key streetlight ownership and LED conversion project that Tanko Lighting implemented for the City of Geneva's 1,800 fixtures. This is one of the initial ownership and LED conversion projects in New York State Electric and Gas's (NYSEG) territory and is ground breaking for municipal ownership efforts. Our comprehensive GIS audit was so accurate that NYSEG was willing to accept it, and therefore reduce the timeframe for the ownership completion by months.
- **City of Berkeley, CA:** A turn-key project for the City of Berkeley, CA, which involved the LED conversion of not only 7,000 cobra head fixtures (for which Tanko Lighting provided design recommendations with tremendous savings), but also 1,100 decorative fixtures (which involved twenty different types of decorative fixtures for which we recommended LED retrofit kits) – which saved the City approximately \$500,000 in costs.



Our Geneva, NY project.

Please find a list of all our projects in nationwide in Appendix A.

## REFERENCES

Please find a selection of Tanko Lighting's references below.

### Connecticut Conference of Municipalities

Joe Bragaw, Director of Public Works  
Town of East Lyme, CT  
860-691-4118  
JBragaw@eltownhall.com

Description of Services: Tanko Lighting was selected by the Connecticut Conference of Municipalities (CCM) as a Qualified Vendor through a public procurement process to assist the organization with the streetlight ownership and LED conversion for hundreds of its member municipalities. To date, Tanko Lighting has facilitated more than 50,000 LED fixture conversions through this project, including the Town of East Lyme, CT, involving project management support, ownership assistance, engineering services, cost-benefit analysis of various technologies, GIS field auditing and commissioning, product procurement, environmental disposal/recycling, data reconciliation, installation management, rebate/rate change support, administrative services, and ongoing maintenance services.



### City of La Puente, CA

John Di Mario, Director of Development Services  
(626) 855-1500  
jdimario@lapuente.org  
15900 E. Main Street, La Puente, CA 91744

Description of Services: Tanko Lighting provided acquisition support, LED turnkey conversion and ongoing maintenance for the City of La Puente's streetlight acquisition and LED conversion project of more than 2,100 streetlight fixtures.

### Metropolitan Area Planning Commission

Norman Khumalo, Town Manager  
Town of Hopkinton, MA  
(508)-497-9701  
nkhumalo@hopkintonma.gov

Description of Services: Tanko Lighting was selected by the Metropolitan Area Planning Commission (MAPC) to assist multiple municipalities throughout Massachusetts with their streetlight ownership projects and LED conversions through multiple public procurement processes for dozens of its member municipalities. To date, Tanko Lighting has facilitated more than 40,000 LED fixture conversions through this project, including the Hopkinton, MA, which involved project management support, ownership assistance, engineering services, cost-benefit analysis of various technologies, GIS field auditing and commissioning, product procurement, environmental disposal/recycling, data reconciliation, installation management, rebate/rate change support, administrative services, and ongoing maintenance services.

## SCOPE OF WORK

We understand that the City's streetlight system is currently owned by its utility company. We propose a scope of work that assists with analyzing the feasibility of ownership.



## Task 1: Feasibility Analysis

We recognize that the City is interested in the idea of owning, pursuing an LED conversion, and maintaining its streetlight system. In order to be clear on the feasibility and financial benefit of these options, an analysis is recommended. With our extensive knowledge and experience, we propose to provide the City with a Feasibility Analysis Report that will include:

- Baseline energy use, energy cost and operations and maintenance costs
- Estimated future operations and maintenance costs (including LED conversion)
- Budgetary ownership costs
- Calculation of estimated total conversion cost, energy reduction, savings, Return on Investment, and simple payback
- Estimated twenty-year projected savings and cash flows
- Financing options
- Description of assumptions included in the analysis

### Deliverables:

- Feasibility Analysis Report: A report outlining the City's streetlight system options, cost/benefits, assumptions, budgetary pricing, savings, cash flows, financing options, and an overall assessment of the feasibility of streetlight ownership and maintenance.

## PRICING

Please note that this pricing is valid for sixty (60) days from the date of this proposal.

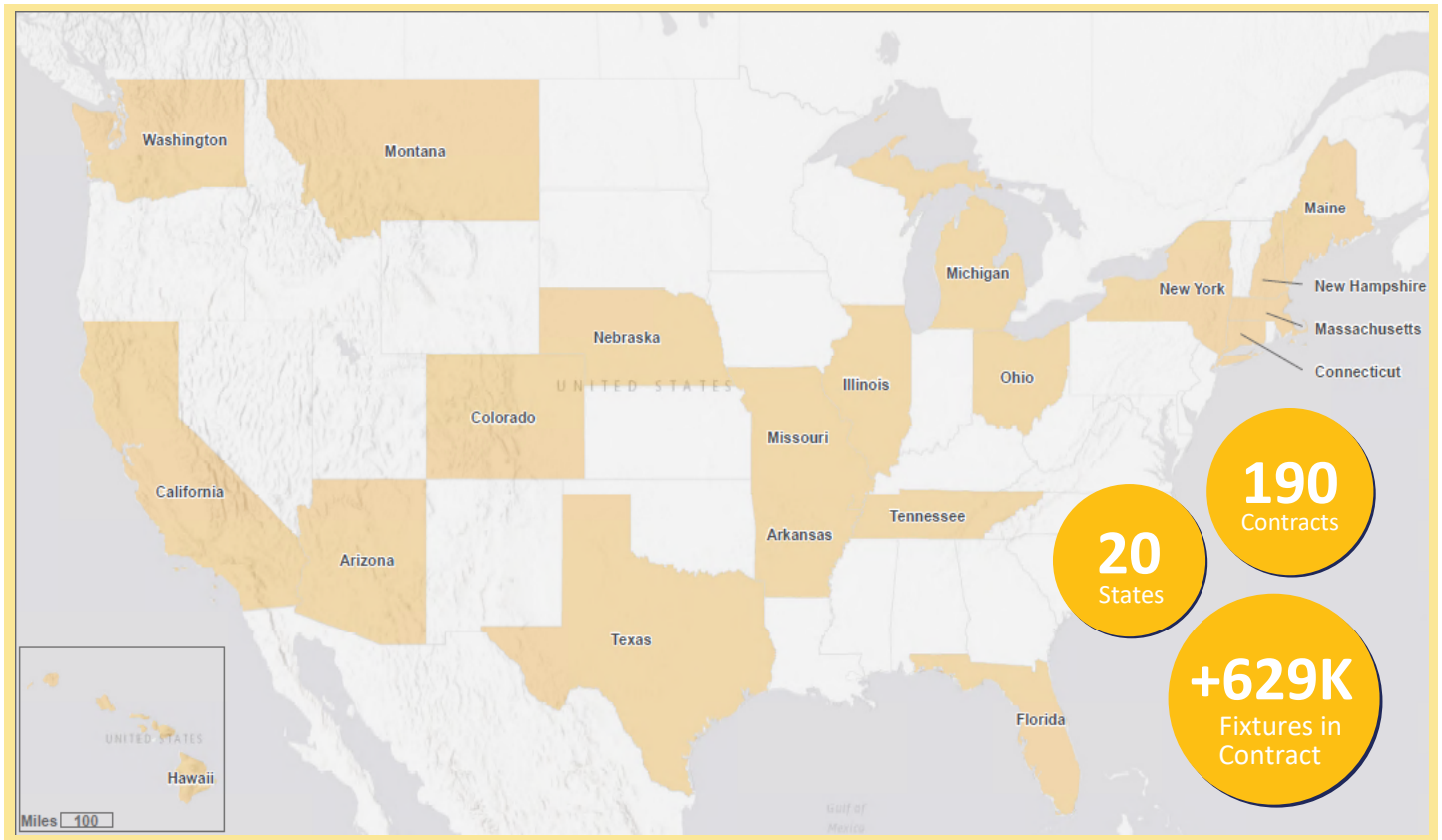
Task	Price
Task 1: Feasibility Analysis	\$6,500.00

- Proposed Payment Terms:
  - Tanko Lighting will invoice the City for the Feasibility Analysis upon submission of the report.
  - The City shall pay Tanko Lighting within thirty (30) days of receipt of invoices.

## APPENDICES

- Appendix A: Projects List

### Nationwide Experience



### States Contracts Fixtures

States	Contracts	Fixtures
Arizona	1	40,000
Arkansas	1	16
California	63	289,725
Colorado	8	15,782
Connecticut	32	62,984
Florida	1	900
Hawaii	1	3,500
Illinois	1	1,800
Maine	2	840
Massachusetts	50	81,942
Michigan	1	3,300
Missouri	2	6,613
Montana	1	6,000
Nebraska	4	4,341
New Hampshire	4	803
New York	6	42,765
Ohio	4	36,359
Tennessee	2	3,349
Texas	5	21,238
Washington	1	7,000

### Proven Process



**Sole Focus on Municipal Streetlighting**



**339,000+ Streetlights Acquired**



**79,000+ Fixtures Maintained**

## California

Total Project Fixtures: 289,725			Contract Total: 63
Municipality	Type	Fixture Count	Scope of Work
Alameda, CA	Municipal Utility	3,200	Audit, Data Reconciliation, & Design
Antioch, CA	City	9,500	Turnkey LED Conversion
Bakersfield, CA	City	3,000	Turnkey Decorative LED Conversion
Baldwin Park, CA	City	450	Turnkey LED Conversion
Bell, CA	City	1,600	Turnkey LED Conversion & Maintenance
Berkeley, CA (Project 1)	City	8,000	Turnkey LED Conversion
Berkeley, CA (Project 2)	City	3,200	Pole Inspection/Condition Assessment
Chino Hills, CA (Project 1)	City	4,450	Turnkey LED Conversion & Maintenance
Chino Hills, CA (Project 2)	City	1,200	Ownership Support
Claremont, CA	City	1,300	Turnkey LED Conversion
Coalinga, CA (Project 1)	City	N/A	Feasibility Analysis
Coalinga, CA (Project 2)	City	750	Ownership Support
Corona, CA	City	8,700	Material Procurement, Installation (Fixtures & Controls), and Rebate/Rate Change
Corte Madera, CA	Town	756	Turnkey LED Conversion
Cupertino, CA (Project 1)	City	3,000	Design Assistance and Replacement Fixtures
Cupertino, CA (Project 2)	City		Feasibility Analysis
Fresno, CA	City	360	LED Streetlight Material and Install
Fullerton, CA	City	6,600	Turnkey LED Conversion & Maintenance
Glendora, CA	City	2,500	Ownership Support
Goleta, CA	City	1,575	Turnkey LED Conversion & Maintenance
Hayward, CA	City	7,700	Turnkey LED Conversion
Imperial Beach, CA (Project 1)	City	1,010	Audit, Data Reconciliation
Imperial Beach, CA (Project 2)	City	532	Ownership Support
La Puente, CA	City	2,100	Turnkey LED Conversion & Maintenance
Larkspur, CA	Town	770	Turnkey LED Conversion
La Verne, CA	City	2,500	Audit, Data Reconciliation, Design, Feasibility Analysis and Ownership Support
Lawrence Berkeley National Laboratory (Project 1)	Lab	1,400	Audit, Data Reconciliation, Specifications Development, Controls Installation (30 fixtures)
Lawrence Berkeley National Laboratory (Project 2)	Lab	300	Exterior Fixture LED Conversion and Controls Installation
Lodi, CA	Municipal Utility	7,200	Turnkey LED Conversion
Modesto, CA	Municipal Utility	9,000	Turnkey LED Conversion
Morgan Hill, CA	City	2,500	Turnkey LED Conversion
Mountain View, CA	City	3,000	Design Assistance, and LED Replacement Streetlight Fixtures
Napa, CA	City	4,500	Turnkey LED Conversion
Oakland, CA (Project 1)	City	37,000	Audit, Commissioning, Data Reconciliation
Oakland, CA (Project 2)	City	526	Turnkey LED Conversion
Orange, CA	City	4,400	Feasibility Analysis
Pico Rivera, CA (Project 1)	City	4,500	Turnkey LED Conversion & Maintenance
Pico Rivera, CA (Project 2)	City	1,100	Ownership Support
Pleasanton, CA	City	4,400	Inventory Audit, Data Reconciliation, Design, and Project Management Services
Poway, CA	City	3,600	Turnkey LED Conversion
Rancho Cordova, CA	City	6,500	Turnkey LED Conversion
Rancho Cucamonga, CA	City	15,000	Turnkey LED Conversion & Maintenance
Redlands, CA	City	4,822	Turnkey LED Conversion
San Bruno, CA	City	2,000	Turnkey LED Conversion
San Rafael, CA	City	813	Turnkey LED Conversion
Santa Ana, CA	City	11,500	Audit, Design, Data Reconciliation, Ownership Support
Santa Clara, CA	Municipal Utility	3,000	Turnkey LED Conversion
Santa Clarita, CA	City	22,936	Pole Inspection, Turnkey LED Conversion, and Maintenance Services
Santa Cruz, CA	City	995	Ownership Support
Santa Fe Springs, CA	City	6,500	LED Pilot Installation, Financial and Feasibility Analysis
Signal Hill, CA	City	1,300	Audit, Data Reconciliation, Design, Feasibility Analysis and Ownership Support
Simi Valley, CA	City	8,000	Turnkey LED Conversion & Maintenance
Sonoma, CA	City	1,200	Turnkey LED Conversion
Stanton, CA	City	1,300	Turnkey LED Conversion
Sunnyvale, CA	City	7,000	Turnkey LED Conversion
Thousand Oaks, CA	City	7,900	Ownership Support and Smart City Feasibility Analysis
Tustin, CA (Project 1)	City	3,500	Turnkey LED Conversion
Tustin, CA (Project 2)	City	500	Ownership Support
Vacaville, CA	City	3,980	Inventory Audit, Data Reconciliation, and Design Services
Vallejo, CA	City	9,000	Turnkey LED Conversion
Ventura, CA	City	9,000	Ownership Support
Vista, CA	City	2,300	Turnkey LED Conversion
West Hollywood, CA	City	2,500	Audit, Data Reconciliation, Feasibility Analysis, Pilot Installations, Distribution Pole Ownership Assistance, Maintenance Services

## Colorado

Total Project Fixtures:		15,782	Contract Total: 8
Municipality	Type	Fixture Count	Scope of Work
Centennial, CO	City	2,953	Ownership Support
Erie, CO (Project 1)	Town	N/A	Feasibility Analysis
Erie, CO (Project 2)	Town	1,827	Audit & Data Reconciliation
Erie, CO (Project 3)	Town		Ownership Support
Louisville, CO	City	125	Ownership Support, Feasibility Analysis, Decorative LED Design, Audit, Data Reconciliation
Thornton, CO	Town	8,899	Streetlight Ownership Feasibility Analysis
Windsor, CO (Project 1)	Town	1,978	Feasibility Analysis
Windsor, CO (Project 2)	Town		Audit, Data Reconciliation, and Ownership Support

## Connecticut

Total Project Fixtures:		62,984	Contract Total: 32
Municipality	Type	Fixture Count	Scope of Work
Berlin, CT	Town	2,537	Turnkey LED Conversion & Maintenance
Bristol, CT	Town	5,500	Turnkey LED Conversion
Chester, CT	Town	313	Turnkey LED Conversion & Maintenance
Darien, CT	Town	843	Turnkey LED Conversion & Maintenance
East Lyme, CT	Town	1,498	Turnkey LED Conversion & Maintenance
Farmington, CT	Town	1,728	Turnkey LED Conversion & Maintenance
Gales Ferry, CT	Town	87	Turnkey LED Conversion
Glastonbury, CT	Town	1,000	Turnkey LED Conversion
Granby, CT	Town	157	Turnkey LED Conversion & Maintenance
Groton Utilities, CT	Municipal Utility	2,256	Turnkey LED Conversion
Groton, CT	Town	1,550	Turnkey LED Conversion & Maintenance
Jewett City, CT	Borough	220	Turnkey LED Conversion
Ledyard, CT	Town	292	Turnkey LED Conversion
Mansfield, CT	Town	800	Turnkey LED Conversion & Maintenance
Meriden, CT	City	4,799	Turnkey LED Conversion & Maintenance
Middlefield, CT	Town	351	Turnkey LED Conversion & Maintenance
Middletown, CT	City	5,080	Turnkey LED Conversion
Montville, CT	Town	1,777	Turnkey LED Conversion & Maintenance
New London, CT	City	2,516	Turnkey LED Conversion
Norwich, CT	Municipal Utility	5,049	Turnkey LED Conversion
Old Lyme, CT	Town	396	Turnkey LED Conversion & Maintenance
Putnam (Spc District), CT	Town	858	Audit, Data Reconciliation
Rocky Hill, CT	Town	1,683	Audit, Data Reconciliation
South Norwalk Electric & Water, CT	Municipal Utility	1,116	Turnkey LED Conversion
Sterling, CT	Town	75	Turnkey LED Conversion
Stonington, CT	Town	1,700	Ownership Support, Turnkey LED Conversion
Suffield, CT	Town	680	Full Turnkey LED Conversion
Vernon, CT	Town	1,669	Turnkey LED Conversion & Maintenance
Waterbury, CT	City	7,250	Audit, Data Reconciliation, Design, Rebate/Rate Changes
Waterford, CT	City	1,976	Full Turnkey LED Conversion
West Hartford, CT	Town	6,500	Full Turnkey LED Conversion
Wolcott, CT	Town	728	Turnkey LED Conversion & Maintenance



# Maine

Total Project Fixtures:		840	Contract Total: 2
Municipality	Type	Fixture Count	Scope of Work
Brewer, ME	City	600	Turnkey LED Conversion
Orono, ME	Town	240	Turnkey LED Conversion

# Massachusetts

Total Project Fixtures:		81,942	Contract Total: 50
Municipality	Type	Fixture Count	Scope of Work
Andover, MA	Town	1,564	Turnkey LED Conversion
Ayer, MA	Town	520	Turnkey LED Conversion & Controls
Billerica, MA	Town	2,600	Turnkey LED Conversion
Boston, MA	City	4,000	Audit, Data Reconciliation of Decorative Fixtures
Bridgewater, MA	Town	1,286	Turnkey LED Conversion
Burlington, MA	City	2,400	Turnkey LED Conversion
Clinton, MA	Town	923	Turnkey LED Conversion
Dalton, MA	Town	740	Turnkey LED Conversion
Dracut, MA	Town	1,555	Turnkey LED Conversion
Dudley, MA	Town	600	Turnkey LED Conversion
Duxbury, MA	Town	333	Turnkey LED Conversion
Erving, MA	Town	163	Turnkey LED Conversion
Everett, MA	City	2,965	Turnkey LED Conversion
Franklin, MA	Town	1,648	Turnkey LED Conversion
Gardner, MA	City	1,532	Turnkey LED Conversion
Hanover, MA	Town	505	Turnkey LED Conversion
Hopkinton, MA	Town	563	Turnkey LED Conversion
Leominster, MA	City	3,637	Turnkey LED Conversion & Controls
Lexington, MA	Town	2,700	Turnkey LED Conversion
Longmeadow, MA	Town	1,500	Turnkey LED Conversion
Lowell, MA	City	7,000	Turnkey LED Conversion
Malden, MA	City	3,694	Turnkey LED Conversion
Manchester-by-the-Sea, MA	Town	363	Turnkey LED Conversion
Marion, MA	City	350	Turnkey LED Conversion
Medford, MA	City	4,618	Turnkey LED Conversion
Millis, MA	Town	436	Turnkey LED Conversion
Nahant, MA	Town	565	Turnkey LED Conversion
Newbury, MA	Town	500	Turnkey LED Conversion
North Andover, MA	Town	1,302	Turnkey LED Conversion
Northbridge, MA	Town	1,181	Turnkey LED Conversion
Oxford, MA	Town	945	Turnkey LED Conversion
Palmer, MA	Town	902	Turnkey LED Conversion, Maintenance
Rockport, MA	Town	771	Audit, Design, Ownership Support
Saugus, MA	Town	2,850	Turnkey LED Conversion, Controls
Sharon, MA	Town	1,600	Turnkey LED Conversion
Somerville, MA	City	4,842	Audit, Design/Installation Management
Spencer, MA	Town	885	Turnkey LED Conversion
Sudbury, MA	Town	591	Turnkey LED Conversion
Walpole, MA	Town	1,911	Turnkey LED Conversion
Ware, MA	Town	823	Turnkey LED Conversion & Maintenance
Warren, MA	Town	437	Turnkey LED Conversion & Maintenance
Watertown, MA	City	783	Turnkey LED Conversion
Wayland, MA	Town	714	Turnkey LED Conversion
Webster, MA	Town	1,485	Turnkey LED Conversion
Westfield Electric MUNI Utility, MA	Municipal Utility	4,000	Design and Photometrics
Westport, MA	Town	205	Turnkey LED Conversion
Weymouth, MA	Town	3,720	Turnkey LED Conversion & Controls
Williamstown, MA	Town	600	Turnkey LED Conversion
Winchendon, MA	Town	564	Turnkey LED Conversion
Winchester, MA	Town	1,571	Turnkey LED Conversion

## Missouri

Total Project Fixtures:		6,613	Contract Total: 2
Municipality	Type	Fixture Count	Scope of Work
Ballwin, MO	City	2,113	Ownership Support
O'Fallon, MO	City	4,500	Ownership Support

## Nebraska

Total Project Fixtures:		4,341	Contract Total: 4
Municipality	Type	Fixture Count	Scope of Work
Aurora, NE	City	200	Audit, Data Reconciliation
Kearney, NE	City	3,306	Audit, Data Reconciliation
Howells, NE	Village	200	Audit, Data Reconciliation
Nebraska Public Power District, NE	Municipal Utility	635	Audit, Data Reconciliation, Design

## New Hampshire

Total Project Fixtures:		803	Contract Total: 4
Municipality	Type	Fixture Count	Scope of Work
Goffstown, NH	Town	460	Turnkey LED Conversion
Jaffrey, NH	Town	151	Turnkey LED Conversion
Londondery, NH	Town	143	Turnkey LED Conversion
North Stratford, NH	Town	49	Turnkey LED Conversion

## New York

Total Project Fixtures:		42,765	Contract Total: 6
Municipality	Type	Fixture Count	Scope of Work
Buffalo, NY	City	33,000	LED Conversion/Ownership Feasibility Analysis
East Rochester, NY	City	700	Feasibility Analysis
Geneva, NY	City	1,696	Turnkey LED Conversion
Gloversville, NY	City	1,243	Feasibility Analysis, Ownership Support, Turnkey LED Conversion
Hamburg, NY	City	5,193	Audit, Data Reconciliation, Design
Ogdensburg, NY	City	933	Turnkey LED Conversion

## Ohio

Total Project Fixtures:		36,359	Contract Total: 4
Municipality	Type	Fixture Count	Scope of Work
Athens, OH	City	1,100	Audit, Data Reconciliation, Design, Feasibility Analysis, Ownership Support
Cincinnati, OH	City	31,762	Audit, Data Reconciliation, Streetlight Repair Support
Independence, OH	City	1,000	Audit, Data Reconciliation, Design, Ownership Support, Feasibility Analysis
Zanesville, OH	City	2,497	Audit, Data Reconciliation

## Tennessee

Total Project Fixtures:		3,349	Contract Total: 2
Municipality	Type	Fixture Count	Scope of Work
Paris, TN	City	2,541	Turnkey LED Conversion (Subcontractor to Prime)
Rockwood, TN	City	808	Turnkey LED Conversion (Subcontractor to Prime)

## Texas

Total Project Fixtures:		21,238	Contract Total: 5
Municipality	Type	Fixture Count	Scope of Work
Corinth, TX	City	898	Ownership and Audit Support
Grapevine, TX	City	2,700	Audit, Feasibility Analysis
Keller, TX	City	3,200	Feasibility Analysis
Killeen, TX	City	4,440	Ownership and Audit Support
Round Rock, TX	City	10,000	Audit, Data Reconciliation

## Various States

Total Project Fixtures:		62,516	Contract Total: 8
Municipality	Type	Fixture Count	Scope of Work
Carbondale, IL	City	1,800	Audit and Data Reconciliation
Chelan County Public Utility District, WA	Municipal Utility	7,000	Audit, Data Reconciliation, Design
Gilbert, AR	Town	16	Ownership Support
Kauai Island Utility Cooperative, HI	Municipal Utility	3,500	Turnkey LED Conversion & Controls
Mesa, AZ	City	40,000	Development of Street Light Master Plan
Miami Lakes, FL	City	900	Turnkey LED Conversion
Missoula, MT	City	6,000	Feasibility Analysis
Royal Oak, MI	City	3,300	Audit and Data Reconciliation