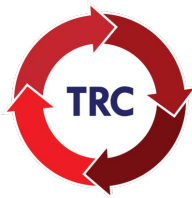


LIGHTING PROPOSAL

03/18/2025



RETROFIT
ELECTRIC



Prepared For:

George Linngren
City of Spring Lake Park
Public Works Garage - Relamp

Developed By:

Kevin Gabbert

Presented By:

Adam Wacholz
Lighting Consultant
(651) 279-0325
awacholz@retrofitcompanies.com



ABOUT US

Retrofit Electric, a division of The Retrofit Companies, Inc., is a full-service Commercial and Industrial Electrical Contractor supporting the St. Paul/Minneapolis metro area and Southern Minnesota. The Retrofit Companies, Inc. is a women-owned small business (WOSB) and is certified through the Women's Business Enterprise National Council (WBENC).

Since our inception in 1992, we've proudly kept the focus on exceeding our clients' expectations regarding quality, safety and timeliness. We look forward to partnering with your business for your electrical installation needs.

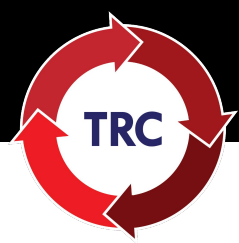


Wendy Fry
President & Owner

*We'll make
you glad you
hired us!*



PROPOSAL



Public Works Garage - Relamp

Prepared For:

City of Spring Lake Park

Attn: George Linngren

Date:

03/18/2025



Presented By:

Adam Wacholz

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Kevin Gabbert

Implement Lighting Solutions utilizing Cooperative Purchasing Connection (CPC) contract **#24.5 - Lighting Audit Services & LED Solutions:** \$12,000.00

Estimated Connexus Energy Rebate: \$418.38

Rebate Payable To: City of Spring Lake Park

Proposal Notes

- Project is specified with daytime Monday - Friday labor.
- Lamps specified in 4000K CCT for Office/Restroom and 5000K for Garage Areas.
- All fixtures will be retrofitted with type B lamps except for wash bay fixtures that will be replaced with new vapor tight fixtures.
- Garage Areas will get 17W 2,500 Lumen 5,000 CCT lamps for increased brightness.
- Task lighting in Northwest corner of the building will be rewired to have a switch. Currently fixtures are powered from an extension cord.

Subtotal: \$12,000.00

Estimated Shipping: Included

Estimated Tax: Not Included

TOTAL \$12,000.00

Proposal is valid for 30 days from 03/18/2025

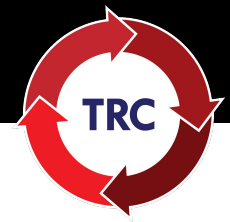
Your signature below, or PO for this proposal, indicates that you have read and agree to the Terms and Conditions and Warranty information provided in this proposal.

Printed Name _____

Signature _____

Title _____ Date _____

CASH FLOW ANALYSIS



Assumptions

Discount Rate	10.00%
Utility Rates +/-	10.00%
Analysis Years	10

Cash Outflows	Year 0	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Investment	\$12,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Down Payment	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Financed Investment	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
SUBTOTAL OUTFLOWS	\$12,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Cash Inflows	Year 0	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Energy	\$0	\$1,569	\$1,726	\$1,898	\$2,088	\$2,297	\$2,527	\$2,779	\$3,057	\$3,363	\$3,699
HVAC	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Maintenance	\$0	\$259	\$259	\$259	\$259	\$259	\$229	\$229	\$229	\$229	\$229
Rebates	\$418	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
SUBTOTAL INFLOWS	\$418	\$1,828	\$1,985	\$2,157	\$2,347	\$2,556	\$2,756	\$3,008	\$3,286	\$3,592	\$3,928
TOTAL CASH FLOWS	-\$11,582	\$1,828	\$1,985	\$2,157	\$2,347	\$2,556	\$2,756	\$3,008	\$3,286	\$3,592	\$3,928
Present Value (PV)	-\$11,582	\$1,662	\$1,640	\$1,621	\$1,603	\$1,587	\$1,556	\$1,544	\$1,533	\$1,523	\$1,514

Net Present Value (NPV)	\$4,201.37
Return on Investment (ROI)	33.92%
Internal Return Rate (IRR)	16.79%
Savings to Investment Ratio (SIR)	1.36

LIGHTING SOLUTION SUMMARY



City of Spring Lake Park

Public Works Garage - Relamp

Customized Energy-Efficient Lighting Solution Summary

TRC will supply materials and the installation for conversion of your existing lighting systems. All equipment meets necessary requirements to qualify for the lighting rebates. Disposal costs are included in proposal price.

ENERGY SAVINGS

Current Annual lighting cost	\$3,322.00
Current KW	8.519
Current KWH	22,149
Proposed Annual lighting cost	\$1,753.00
Proposed KW	4.496
Proposed KWH	11,690
KW Saved	4.023
KWH Saved	10,459
Annual Energy Cost Savings	\$1,568.89
• MONTHLY	\$130.74
• DAILY (cost per business day of not doing retrofit)	\$6.54

MAINTENANCE SAVINGS

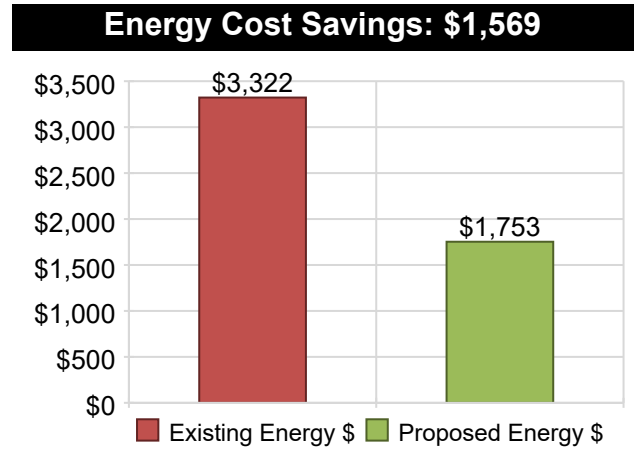
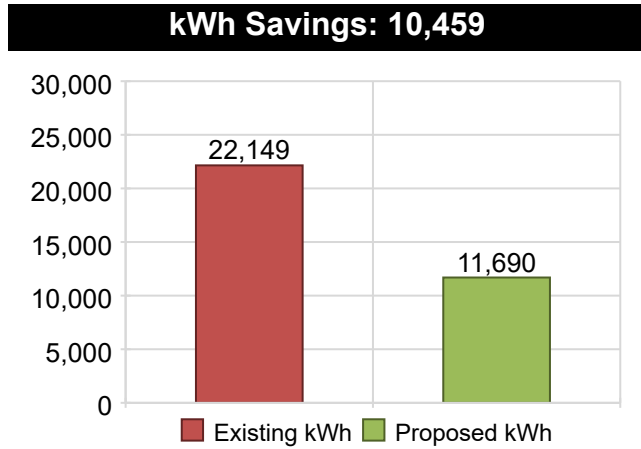
(Difference Between Existing Systems Cost to Maintain and New Systems Costs to Maintain) Estimated Total Savings for the First Five Years \$1,295.00	ESTIMATED MAINTENANCE SAVINGS YEARS ONE - FIVE	
	Year 1	\$259.00
	Year 2	\$259.00
	Year 3	\$259.00
	Year 4	\$259.00
	Year 5	\$259.00

Total Project Investment	\$12,000.00
Estimated Utility Rebate	\$418.38
Total Net Project Investment	\$11,581.62
Project Simple Payback (based on energy and maintenance savings) in years	6.34
Project Simple Payback (based on energy-excluding maintenance savings) in years	7.38
Return on Investment with Maintenance Savings	15.78%
Return on Investment Excluding Maintenance Savings	13.55%

ENERGY SAVINGS SUMMARY



The following graphs and tables show the annual energy savings expected with the proposed design, based on annual usage hours and a utility rate of \$0.150000 per kWh.



Area Detail

Location	Area	Energy Reduction %	Avg. Burn Hour Reduction %	Annual Energy Savings	Annual HVAC Savings
Public Works Garage	Interior	47.22%	0.00%	\$1,569	\$0
Total Number of Fixtures: 71					

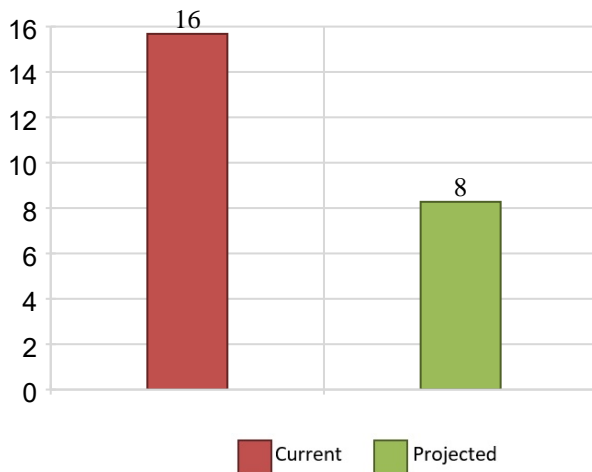
GREENHOUSE GAS IMPACT



Reducing energy use is the quickest, safest, most cost-effective way to reduce the emission of greenhouse gases that accompanies the generation of electricity from fossil fuels. Reducing 10,459 kWh per year on this project reduces:

Greenhouse Gas	Current	Projected	Saved
Carbon Dioxide, CO ₂ (tons)	16	8	7
Nitrous Oxide, N ₂ O (g)	311	164	147
Methane, CH ₄ (g)	248	131	117

CO₂ Savings (tons)



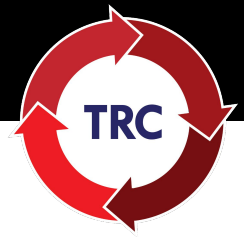
N₂O and CH₄ Savings (g)



Cited using

<https://www.epa.gov/energy/greenhouse-gases-equivalencies-calculator-calculations-and-references>

TERMS & CONDITIONS



Payment Terms: A down payment of 50% of the gross project value is due prior to project materials being ordered. The remaining balance is due upon project completion.

Incentives: The rebate figure provided is merely an estimate. Utilities reserve the right to adjust their rebate programs at any time, thus The Retrofit Companies, Inc. (TRC) will not be liable for unforeseen adjustments to rebate programs and amounts.

Schedule Contingencies: Conditions or events beyond the control of TRC may jeopardize the proposed performance schedules. TRC shall not be responsible for delays in delivery beyond TRC's control. Examples of conditions or events beyond TRC's control include inability to access client's facility, extreme weather conditions, or force majeure.

Cancellation: Customer may choose to cancel prior to material shipment without additional restocking charge(s). Material orders that have been manufactured and/or shipped cannot be canceled and returned. All order cancellations must be in writing. All costs for warehousing and freight on orders canceled after shipment and/or refused at destination will be charged to the customer.

Maintenance of Material: Customer acknowledges and agrees that customer shall operate and maintain the material in accordance with the manufacturer's recommendations.

Publicity of Customer Participation: The customer grants TRC the right to use and reference, for promotional purposes, the customer's partnership with TRC.

Indemnification and Limitation of Company's Liability: Customer shall indemnify, defend and hold harmless TRC, its affiliates and their respective contractors, officers, directors, employees, agents, representatives from and against any and all claims, damages, losses and expenses, including reasonable attorneys' fees and costs incurred to enforce this indemnity, arising out of, resulting from, or related to the project or the performance of any services or other work in connection with the project's ("Damages"), caused or alleged to be caused in whole or in part by any actual or alleged act or omission of the customer, any subcontractor, agent, or third party, or anyone directly or indirectly employed by any of them or anyone for whose acts any of them may be liable. To the fullest extent allowed by law, TRC's aggregate liability, regardless of the number of claims, shall be limited to paying approved incentives in accordance with these Terms and Conditions. TRC and its affiliates and their respective contractors, officers, directors, employees, agents, representatives shall not be liable to the customer or any other party for any other obligation. To the fullest extent allowed by law and as part of the consideration for participation in the project, the customer waives and releases TRC and its affiliates from all obligation, and for any liability or claim associated with the material, the performance of the material, or these Terms and Conditions.

Contractor Selection: Customer acknowledges that TRC reserves the right to select a vendor or contractor to install the materials and equipment at the customer's facility.

Removal of Equipment: The customer agrees to allow TRC to properly remove and dispose of, or recycle, the equipment, lamps and components in accordance with all applicable laws, and regulations and codes. The customer agrees not to re-install any of removed equipment. Customer may be responsible for securing an EPA ID #, if they don't currently have one, in the instance of PCB ballast being found on-site.

Energy Benefits: Other than the energy cost savings projected to the customer, TRC is not held liable for unforeseen factors that could alter the projected savings outlined in this proposal.

ASHRAE or IECC Energy Codes: Unless explicitly stated otherwise on the quote page, all lighting projects developed by TRC do not comply with the ASHRAE or IECC energy codes. Adjustments to project pricing resulting from adhering to these codes, should the project be flagged during the electrical permitting process, are the sole responsibility of the customer.

TERMS & CONDITIONS



PLEASE TAKE NOTICE:

(A) ANY PERSON OR COMPANY SUPPLYING LABOR OR MATERIALS FOR THIS IMPROVEMENT TO YOUR PROPERTY MAY FILE A LIEN AGAINST YOUR PROPERTY IF THAT PERSON OR COMPANY IS NOT PAID FOR THE CONTRIBUTIONS

(B) UNDER MINNESOTA LAW YOU HAVE THE RIGHT TO PAY PERSONS WHO SUPPLIED LABOR OR MATERIALS FOR THIS AMOUNT FROM OUR CONTRACT PRICE, OR WITHHOLD THE AMOUNTS DUE THEM FROM US UNTIL 120 DAYS AFTER COMPLETION OF THE IMPROVEMENT UNLESS WE GIVE YOU A LIEN WAIVER SIGNED BY PERSONS WHO SUPPLIED ANY LABOR OR MATERIAL FOR THE IMPROVEMENT AND WHO GAVE YOU TIMELY NOTICE.

(C) IF AT ANY TIME DURING INSTALLATION OR INSPECTION IT IS FOUND THAT THE FACILITY'S EXISTING ELECTRICAL DOES NOT MEET CURRENT CODE, THE RETROFIT COMPANIES, INC. IS NOT RESPONSIBLE FOR THE WORK REQUIRED TO BRING ELECTRICAL UP TO CODE. THE RETROFIT COMPANIES, INC. REQUIRES FULL PAYMENT FOR THE ENTIRE CONTRACT. BUILDING OWNER IS RESPONSIBLE FOR MAKING ALL ARRANGEMENTS REQUIRED TO BRING ELECTRICAL UP TO CODE.

WARRANTY



The Retrofit Companies, Inc. (TRC) warrants that its labor for all Turn-Key Retrofit projects is consistent with applicable industry standards. If you believe that TRC's labor did not comply with this warranty, then for a period of 30 days, TRC will have its laborers work with you to cure any alleged deficiencies in the labor performed pursuant to the parties' agreement. This limited warranty period starts upon substantial completion.

TRC's limited warranty is strictly limited, and only applies, to TRC's labor provided on the project. You understand that TRC's warranty does not cover, and TRC does not have any responsibility for, the design, manufacture, operation, maintenance, or performance of the products and equipment used in your project. The applicable manufacturers' warranties are owned by you, and you may pursue any warranty-related claims for the products with the manufacturers. Your TRC representative can, and will, help coordinate your warranty claims with the manufacturer as needed.

WHAT IS NOT INCLUDED IN THE WARRANTY

Labor and Equipment

TRC will leave your facility with lights and equipment in full working order. If products should fail, TRC will assist you in making a warranty claim to the manufacturer, free of charge. At your option, TRC will offer repair at our hourly rate, or offer to ship product to you for your own installation. If lifts or other specialty equipment is required to access the defective product, those fees will also be charged at the time of service.

Shipping and Delivery

TRC will invoice for shipping fees associated with return & delivery of replacement products.

LIMITATION OF DAMAGES

Regardless of the type of claim or damages, you agree that TRC's aggregate liability for all claims will not exceed the fee paid for our labor services or \$25,000, whichever is greater. If you are unwilling to accept this allocation of risk, we will increase our aggregate liability to \$50,000 provided that, within 10 days of the date of our Agreement, you provide payment in an amount that will increase our fees by 10%, but not less than \$500, to compensate us for the greater risk undertaken. This increased fee is not the purchase of insurance.

WARRANTY LIMITATIONS

THIS LIMITED WARRANTY CONSTITUTES THE SOLE WARRANTY MADE BY TRC, AND REPLACES ALL OTHER ORAL OR WRITTEN WARRANTIES, LIABILITIES OR OBLIGATIONS OF TRC. THE OBLIGATIONS CONTAINED IN THIS LIMITED WARRANTY CONSTITUTE THE EXCLUSIVE REMEDY AND ARE EXPRESSLY PROVIDED IN LIEU OF, AND REPLACE, ANY AND ALL OTHER OBLIGATIONS, GUARANTEES, AND WARRANTIES. THIS LIMITED WARRANTY IS NON-TRANSFERABLE AND THERE ARE NO OTHER WARRANTIES EXPRESSED OR IMPLIED WHICH EXTEND BEYOND THE FACE HEREOF, HEREIN, INCLUDING THE IMPLIED WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE, WHICH ARE EXPRESSLY DISCLAIMED. TRC'S OBLIGATIONS, RESPONSIBILITIES AND/OR LIABILITY SHALL BE LIMITED AS STATED ABOVE.

IN NO EVENT SHALL TRC BE LIABLE FOR ANY INDIRECT, INCIDENTAL OR CONSEQUENTIAL DAMAGES INCLUDING ECONOMIC LOSS AND DAMAGE TO ANY PERSONS OR PROPERTY.