



Preliminary Lighting Upgrade Report

Prepared for: **Shaun Mulholland
Town of Allenstown**

Site surveyed: **16 School Street
Allenstown NH US**

Prepared by: **Mark Noble - Rep
603-625-2244
ssalkovitz@everywattmatters.com**

Date: **May 13, 2015**

Every Watt Matters (EWM) is an International Lighting Solutions Company providing best-in-class LED and Induction lighting products and a full range of smart controls.

EWM's LED Solutions solve the biggest challenges to upgrading a facility's lighting - *How do you choose the best LED products available from over 8000 manufacturers and 100,000's of LEDs and Induction lighting products that are available?*

EWM does not represent a single manufacturer or producer. Instead, EWM has a working relationship with 15-20 manufacturing companies that build our products to EWM' exacting specifications under the Every Watt Matters brand.

All EWM products are Conformity Europeans and Underwriters Laboratories or ETL listed and are ROHS compliant. The UL mark is only awarded when products are fully tested and certified. Most of our products are either Energy Star or Design Lights Consortium (DLC) listed.

To ensure 100% customer satisfaction, each light type that we specify for your facility is sampled for a 30 day trial period. This lets you "see" and "experience" the Lighting Solutions before you place an order.

All of our Lighting Upgrade Solutions come with the following services

- > Full Facility Lighting Audit
- > Customized engineered Lighting Upgrade Solution that meets or exceeds Client's stated requirements
- > Ten Year Financial analysis comparing current cost of lighting system ownership vs. EWM's recommended products
- > 30 Day sampling of specified products to assure 100% customer satisfaction
- > 100% project financing - monthly payment tailored to be less than monthly savings
- > Fulfillment of all Utility Rebate forms processing and submission requirements

Following are our **Product Recommendations & Financial Analysis** for upgrading your facility with Every Watt Matters' "Best-in-Class" lights and control systems. Our product recommendations and financial analysis was based on information gathered directly from your facility's current lighting system, operating patterns and your input.

A few of our satisfied customers



Town of Allenstown

Financial Analysis

Investment

Cost Comparison & Savings

LED Lighting System Cost		\$36,739	Annual kWh Usage	Existing 64,035	Upgrade 29,222
Installation Estimate		\$7,353	Electricity	\$21,105	\$9,631
Utility	Rebate	-\$17,300	Bulb & Ballast	\$0	\$0
Total Investment		\$26,792	Disposal	\$0	\$0
			Maintenance Labor	\$0	\$0
			Total Annual Savings	\$11,474	

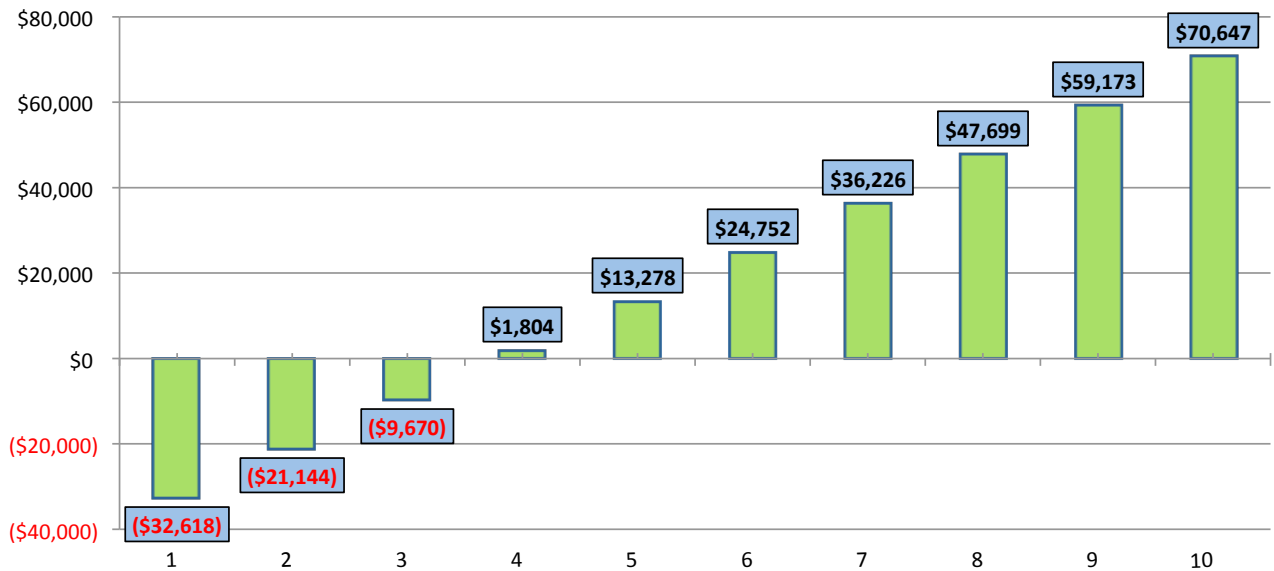
Your Project will pay for itself in **2.34** years from the lighting upgrade savings

The Cost of Doing Nothing

You are currently overspending \$ **956** every month for Lighting Electricity Cost
 You are currently overspending \$ **-** every month replacing bulbs and ballasts
\$ 956

If this is a qualifying project, upon completion Utility will mail you a rebate check for: **\$17,300**

10 Year Cumulative Savings



Yearly Environmental Benefits

kWh Reduction	34,813
CO2 Emissions Reduction (lbs.)*	46,301
Car Removal Equivalent (number of cars)**	34

This Report was developed based on the information you supplied about costs, time and the lights in your facility
 If you have any questions about the results, contact; sales@everywattmatters.com or call: 888-234-0181

Quote

Town of Allenstown 16 School Street Allenstown NH US Att. Shaun Mulholland	Quotation # 7983 Date 13-May-15						
We are pleased to offer you the following: (Please see attached spec sheets for product details)							
Item #	Services - Every EWM Lighting upgrade Project comes with the following:						
1	Full Facility Lighting Audit						
2	Customized engineered Lighting Upgrade Solution that meets or exceeds Client's stated requirements						
3	Ten Year Financial analysis comparing current cost of lighting system ownership vs. EWM's recommended products						
4	30-Day sampling of specified products to assure 100% customer satisfaction						
5	100% project financing - monthly payment tailored to be less than monthly savings						
6	Fulfilling all Utility Rebate forms processing and submission requirements						
The costs of the above services are reflected in the individual unit costs below:							
Item #	Part Number	Description	Replaces	Watts	Qty	Cost Each	Ext Cost
7	EWM-1-STR-035-CBR-1	35W LED Cobra Head Street Light, 100-277V, UL/DLC, 5000K, 3675 Lumens w/NEMA Photocell Socket	50W HID (Metal Halide/HPS)	35	111	\$ 203.15	\$ 22,549.60
8	EWM-1-STR-035-CBR-1	35W LED Cobra Head Street Light, 100-277V, UL/DLC, 5000K, 3675 Lumens w/NEMA Photocell Socket	HID (Metal Halide/HPS)	35	28	\$ 203.15	\$ 5,688.19
9	EWM-1-STR-035-CBR-1	35W LED Cobra Head Street Light, 100-277V, UL/DLC, 5000K, 3675 Lumens w/NEMA Photocell Socket	100W HID (Metal Halide/HPS)	35	5	\$ 203.15	\$ 1,015.75
10	EWM-1-STR-065-CBR-1	65W LED Cobra Head Street Light, 100-277V, UL/DLC, 5000K, 6,825 Lumens w/NEMA Photocell Socket	150W HID (Metal Halide/HPS)	65	4	\$ 279.26	\$ 1,117.05
11	EWM-1-STR-100-CBR-1	100W LED Cobra Head Street Light, 100-277V, UL/DLC, 5000K, 10,500 Lumens w/NEMA Photocell Socket	400W HID (Metal Halide/HPS)	100	1	\$ 351.26	\$ 351.26
12	EWM-1-STR-035-CBR-1	35W LED Cobra Head Street Light, 100-277V, UL/DLC, 5000K, 3675 Lumens w/NEMA Photocell Socket	100W HID (Metal Halide/HPS)	35	9	\$ 203.15	\$ 1,828.35
13	EWM-1-STR-065-CBR-1	65W LED Cobra Head Street Light, 100-277V, UL/DLC, 5000K, 6,825 Lumens w/NEMA Photocell Socket	175W HID (Metal Halide/HPS)	65	11	\$ 279.26	\$ 3,071.88
14	EWM-1-STR-065-CBR-1	65W LED Cobra Head Street Light, 100-277V, UL/DLC, 5000K, 6,825 Lumens w/NEMA Photocell Socket	250W HID (Metal Halide/HPS)	65	4	\$ 279.26	\$ 1,117.05
Terms: 50% Due with issuance of Purchase Order, balance upon receipt						Total Turnkey System Cost \$ 36,739.11	
						Sales Tax 0.000% \$ -	
						Total Cost (excluding Installation) \$ 36,739.11	
Lead time: 4 - 6 weeks						12-Jun-15	
Every Watt Matters 3011 Luray Circus Portland, OR 97210 888-234-0181 Contact Us at: sales@everywattmatters.com							

Project Assumptions

Town of Allenstown 16 School Street Allenstown NH US		Below represents the information that was used to specify the LED upgrade and to calculate the Financial Analysis Report							
<i>Please notify us immediately if any of the values are incorrect</i>									
Bulb Location/Room/Building Identifier	50 watt lamps	70 watts	100 watts	150 watts	400 watts	100 w MH	175 watt MH	250 watt MH	
Current Bulb Type	50W HID (Metal Halide/HPS)	HID (Metal Halide/HPS)	100W HID (Metal Halide/HPS)	150W HID (Metal Halide/HPS)	400W HID (Metal Halide/HPS)	100W HID (Metal Halide/HPS)	175W HID (Metal Halide/HPS)	250W HID (Metal Halide/HPS)	
List EACH Fixture Type	Street Lights - Cobra Head	Street Lights - Cobra Head	Street Lights - Cobra Head	Street Lights - Cobra Head	Street Lights - Cobra Head	Street Lights - Cobra Head	Street Lights - Cobra Head	Street Lights - Cobra Head	Street Lights - Cobra Head
Fixture height, in feet from work surface	20	20	20	20	20	20	20	20	
Actual Wattage for Bulb w/ballast draw	57.0	79.0	115.0	172.0	460.0	115.0	201.0	288.0	
Voltage	277	277	277	277	277	277	277	277	
Color	4000	6000	7000	7000	7000	7000	7000	7000	
Total Quantity of Fixtures	111	28	5	4	1	9	11	4	
Total Quantity of Bulbs	111	28	5	4	1	9	11	4	
Current Cost of each Bulb	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
Current Bulb Lifetime in Hours	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	
Current Time to Install a Bulb (Hrs.)	0.25	0.25	0.25	0.25	0.25	0.25	0.25	0.25	
Current Cost to dispose of Bulb	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
Total Ballast Quantity	111	28	5	4	1	9	11	4	
Current Ballast Cost	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
Current Ballast Lifetime (Hrs.)	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	
Ballast Install Time (Hrs.)	0.50	0.50	0.50	0.50	0.50	0.50	0.75	0.50	
Current Cost to Dispose of Ballast	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
Yearly Operating Hours	4,368	4,368	4,368	4,368	4,368	4,368	4,368	4,368	
System Controls % Impact Reduction	0%	0%	0%	0%	0%	0%	0%	0%	
Control Preferences - Dim(D) - Motion(M) - Nothing (N)	N	N	N	N	N	N	N	N	
In-house installation estimate of labor hours/fixture	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	
Total labor hours to install all LED types	55.5	14.0	2.5	2.0	0.5	4.5	5.5	2.0	
Current kWhr Cost	\$ 0.301	10 Year Average cost based on 2% annual cost increases		\$0.330	\$0.330	\$0.330	\$0.330	\$0.330	\$0.330
Maintenance Labor Rate	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
Number of Laborers to change bulbs/ballasts	0	0	0	0	0	0	0	0	
Install Labor Rate	\$85.00	\$85.00	\$85.00	\$85.00	\$85.00	\$85.00	\$85.00	\$85.00	
Number of Laborers required to install	1	1	1	1	1	1	1	1	
Estimated Payback by Fixture/Bulb Type	7.76	3.88	2.13	2.09	0.76	2.13	1.64	1.00	
Every Watt Matters' Recommended LED Upgrade Products									
Suggested Replacement Bulb	35W LED Cobra Head Street Light, 100-277V, UL/DLC, 5000K, 3675	35W LED Cobra Head Street Light, 100-277V, UL/DLC, 5000K, 3675	35W LED Cobra Head Street Light, 100-277V, UL/DLC, 5000K, 3675	65W LED Cobra Head Street Light, 100-277V, UL/DLC, 5000K, 6,825	100W LED Cobra Head Street Light, 100-277V, UL/DLC, 5000K, 5000K, 3675	35W LED Cobra Head Street Light, 100-277V, UL/DLC, 5000K, 3675	65W LED Cobra Head Street Light, 100-277V, UL/DLC, 5000K, 6,825	65W LED Cobra Head Street Light, 100-277V, UL/DLC, 5000K, 6,825	
New Bulb Wattage	35	35	35	65	100	35	65	65	
LED Projected Lifetime (hrs.)	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000	
Estimated Annual Savings on Energy Use (kWh)	10,667	5,381	1,747	1,870	1,572	3,145	6,535	3,896	
Estimated Annual Savings on Energy Use (\$)	\$3,516	\$1,774	\$576	\$616	\$518	\$1,037	\$2,154	\$1,284	
Estimated Annual Savings on Labor Costs (\$)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Est. Annual Savings on Bulb & Ballasts & Disposal (\$)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Potential Annual Savings	\$11,474								



EVERY Watt MATTERS

Educating | Partnering | Results

MODULAR LED STREET LIGHT

REPLACES: 50-800W HID Street Light

PART#: EWM-1-STR-XXX-CBR-1



SAVINGS

50% +

SPECIFICATIONS

Watts	35-230
Lamp Efficiency	105LM/W
Lumens	3675-24150
LED Color Temperature	4000K 5000K 57000K
Color Rendering Index	>70
Light Distribution	Type I, II, III, V
Input Voltage Frequency	AC100-277V 50/60Hz 12-24 VDC
Power Factor	>0.90
Power Efficiency	91%
Operating Temperature	-40°C to +50°C
IP Rating	IP66 Class I
Lifespan	L70 hours @ 25C 70,000 hours
Warranty	5 years

Model	Wattage	Replaces HID	Lumens
LED-STRT-35	35W	50-100W	3,675
LED-STRT-65	65W	100-250W	6,825
LED-STRT-100	100W	250-400W	10,500
LED-STRT-135	135W	400W	14,175
LED-STRT-165	165W	550W	17,325
LED-STRT-200	200W	700W	21,000
LED-STRT-235	230W	800W	24,150

Features:

Replaceable and upgradeable modular design. Easy installation and maintenance.
5 year manufacturer warranty

Options:

0-10V dimming

Photocell

Product enhancements may result in specification changes without notice. Contact us for the latest information

www.everywattmatters.com

3011 NW Luray Circus
Portland, OR 97210
Phone 425.985.2171

30 Day Trial AUTHORIZATION

The following number must appear on all related correspondence, shipping papers, and invoices:

AUTHORIZATION NUMBER: **TA 7983**

Bill To:

Name: Shaun Mulholland
Company: Town of Allenstown
Address: 16 School Street
Allenstown NH US
Phone: 603-485-4276

Ship To:

Name SAME
Company
Address
Phone

AUTHORIZATION DATE	REQUISITIONER	SHIPPED VIA	F.O.B. POINT	TERMS	
5/13/15	Shaun Mulholland	Best Way	Portland, OR	Due Upon Receipt	
QUANTITY	PART NUMBER	DESCRIPTION	SAMPLE LOCATION	COST EACH	EXT TOTAL
1	EWM-1-STR-035-CBR-1	35W LED Cobra Head Street Light, 100-277V, UL/DLC, 5000K, 3675 Lumens w/NEMA Photocell Socket	50 watt lamps	\$ 203.15	\$ 203.15
1	EWM-1-STR-065-CBR-1	65W LED Cobra Head Street Light, 100-277V, UL/DLC, 5000K, 6,825 Lumens w/NEMA Photocell Socket	150 watts	\$ 279.26	\$ 279.26
1	EWM-1-STR-100-CBR-1	100W LED Cobra Head Street Light, 100-277V, UL/DLC, 5000K, 10,500 Lumens w/NEMA Photocell Socket	400 watts	\$ 351.26	\$ 351.26
1	EWM-1-STR-065-CBR-1	65W LED Cobra Head Street Light, 100-277V, UL/DLC, 5000K, 6,825 Lumens w/NEMA Photocell Socket	250 watt MH	\$ 279.26	\$ 279.26
				SUBTOTAL	\$ 1,112.93
				TAX RATE	0.000%
				SALES TAX	\$ -
				SHIPPING & HANDLING	\$ 225.00
				TOTAL	\$ 1,337.93

Note: No Cost Exchange for a different spec product.
Any returned products MUST be repackaged with original materials in the same way as received.

Sender is responsible for damage due to negligence

Authorized by:

Print Name: Shaun Mulholland
Date: 5/13/15



Product Acceptance

Name	Shaun Mulholland	Email:	smulholland@allentown.gov
Company	Town of Allentown	Title :	
Address	16 School Street		
City, St., ZIP	Allentown NH US		

Item	Part Number	Location	Description
1	EWM-1-STR-035-CBR-1	50 watt lamps	35W LED Cobra Head Street Light, 100-277V, UL/DLC, 5000K, 3675 Lumens w/NEMA Photocell
2	EWM-1-STR-035-CBR-1	70 watts	35W LED Cobra Head Street Light, 100-277V, UL/DLC, 5000K, 3675 Lumens w/NEMA Photocell
3	EWM-1-STR-035-CBR-1	100 watts	35W LED Cobra Head Street Light, 100-277V, UL/DLC, 5000K, 3675 Lumens w/NEMA Photocell
4	EWM-1-STR-065-CBR-1	150 watts	65W LED Cobra Head Street Light, 100-277V, UL/DLC, 5000K, 6,825 Lumens w/NEMA Photocell
5	EWM-1-STR-100-CBR-1	400 watts	100W LED Cobra Head Street Light, 100-277V, UL/DLC, 5000K, 10,500 Lumens w/NEMA Photocell
6	EWM-1-STR-035-CBR-1	100 w MH	35W LED Cobra Head Street Light, 100-277V, UL/DLC, 5000K, 3675 Lumens w/NEMA Photocell
7	EWM-1-STR-065-CBR-1	175 watt MH	65W LED Cobra Head Street Light, 100-277V, UL/DLC, 5000K, 6,825 Lumens w/NEMA Photocell
8	EWM-1-STR-065-CBR-1	250 watt MH	65W LED Cobra Head Street Light, 100-277V, UL/DLC, 5000K, 6,825 Lumens w/NEMA Photocell

I hereby APPROVE and ACCEPT the sample lights, that were demonstrated in-office or installed in our facility including; light color, lumen output, voltage and method of installation

Signature _____ Date: _____

Print Name Shaun Mulholland