

**Your Logo**

**OVERCOME YOUR CHALLENGES & ACHIEVE YOUR GOALS**

- Ballasts Failing
- Too Dark/Increase Light Level
- Costly Disposal / Eliminate Hazardous Disposal
- High Heat Output
- Using Outlawed Bulbs
- Employee Health Issues
- Accessibility Issues
- Improve Security and Safety
- High Maintenance Costs
- Product Issues - UV
- Other: \_\_\_\_\_
- No budget, No capex, No Money upfront
- Improve Productivity
- Improve Profitability
- Improve Sustainability
- Reduce Energy Consumption
- Energy Rebates/Incentives
- Reduce Lamp Inventory
- Improve Light Quality and Aesthetics
- Improve Quality Control
- Other: \_\_\_\_\_

**By Modernizing to LGS LED Lighting**

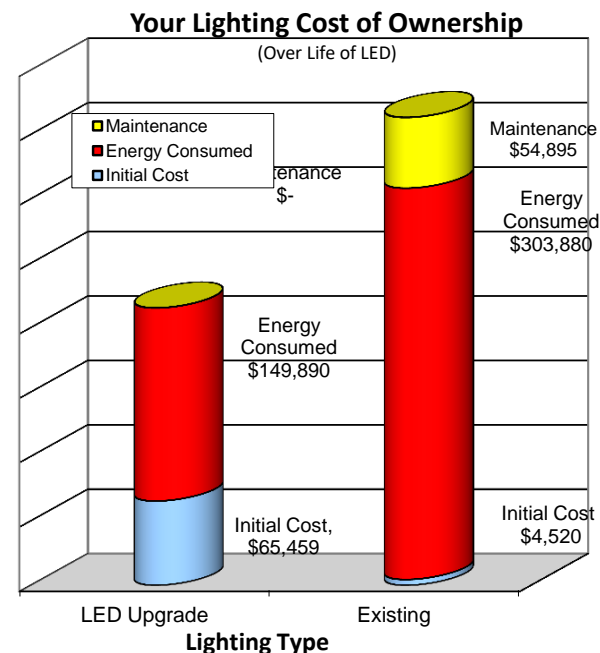
- Your electric bill savings alone will pay for your LED lighting modernization project.
- You have an option to accomplish this with NO money out of pocket.

This is Due to:  
**Energy Saved: 1,222,697 KWHrs**  
**Kilowatts Saved: 26.7 KW**  
**Time Saved: 462 Hours**  
**Your Lifetime Net Profit: \$137,968**

Life of Your LED Lighting <sup>1</sup>	
Lighting Location/Description	Life (Years)
Throughout	14.4
Exterior	11.4

<sup>1</sup> Based on your current hours of use

**This report does not contain additional savings from motion sensors. See LED Lighting Controls Analysis page for additional savings.**





# YOUR CASH FLOW AND NET PROFIT IMPACT

You Have The Option to Finance, Lease, and Even Rent Your New LED Lighting

Based on Your investment: \$76,009

**Electrical energy savings per year: \$11,523 This equals \$960 per month.**

**If I wait to modernize my existing lighting to LED lighting, how much extra will I continue to pay to my electric utility company?**  
**Daily cost of waiting: \$31 Monthly cost of waiting: \$960**

**Financing/Leasing Options**

Term (Months)	24	36	48	60
Estimated Monthly Payment: \$	- \$	- \$	- \$	\$ 1,719

**PROJECTED CASH FLOW**

Option - NO money upfront, \$99/month for the first three months

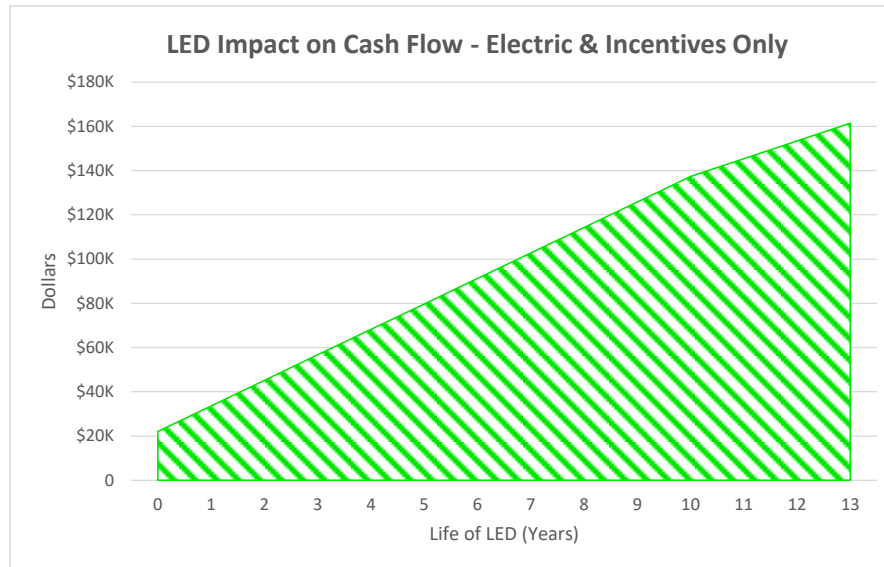
	Upfront	First 6 Months						Term End (Month 61)
		1	2	3	4	5	6	
Monthly Payment:	\$0	\$ (99)	\$ (99)	\$ (99)	\$ (1,719)	\$ (1,719)	\$ (1,719)	\$ (1)
Monthly Energy Savings:		\$ 960	\$ 960	\$ 960	\$ 960	\$ 960	\$ 960	\$ 960
Incentives/Rebates:			\$ 10,550					
<b>Net Monthly (Expense)/SAVINGS:</b>	<b>\$0</b>	<b>\$ 861</b>	<b>\$ 11,411</b>	<b>\$ 861</b>	<b>\$ (759)</b>	<b>\$ (759)</b>	<b>\$ (759)</b>	<b>\$ 959</b>
<b>Cumulative (Expense)/SAVINGS:</b>	<b>\$0</b>	<b>\$ 861</b>	<b>\$ 12,272</b>	<b>\$ 13,133</b>	<b>\$ 12,374</b>	<b>\$ 11,615</b>	<b>\$ 10,856</b>	<b>\$ (29,171)</b>

**This report does not contain additional savings from motion sensors. See LED Lighting Controls Analysis page for additional savings.**

**Payback/Return on Investment (ROI)**

Lighting Location/Description	*Payback (Years)
Throughout	4.7
Exterior	1.7

\*Includes Projected Maintenance Costs



\*Does not include maintenance savings

**This report does not contain additional savings from motion sensors. See LED Lighting Controls Analysis page for additional savings.**

**LED Savings - Electric & Incentives Only**

Lighting Location/Description	**LED Savings
Incentives/rebates	\$10,550
Throughout	\$114,301
Exterior	\$39,689

\*\*Over Life of LEDs, includes incentives and rebates. Does not include maintenance or A/C savings.

## HOW WILL YOU BENEFIT BY WORKING WITH THE ENERGY SAVING TECHNOLOGY TEAM AT LOGICAL GREEN SOLUTIONS?

### PROVEN RESULTS

You will receive a custom, cost effective lighting solution that will overcome your challenges and achieve your specific lighting goals

You will benefit from definable, measurable, and trackable results that are facts based on the information that you and our team worked together to provide

Energy Cost (\$/kwhr):  A/C Degree Days:

Qty	Area	Hours of Use/"Lights On"
480 ea	Throughout	60 hrs/wk, less n/ε holidays/yr
20 ea	Exterior	84 hrs/wk, less n/ε holidays/yr

Annual Lighting Electric Cost		Savings/ Net Profit
Existing	Your New LED	
\$21,736	\$10,213	\$11,523

**Your results will be 53.0% Less Energy Used = Reduced Operating Expenses = Increased Net Profit**

*Modernize your lighting instead of donating your hard earned cash to your utility company!*

### SUPERIOR SERVICE

#### *Your job will become a bit easier*

- You do not have to spend time researching, testing, and investigating products and manufacturers. The LGS team spends hundreds of hours each year doing this, so that you don't have to.
- You do not have to worry if you are selecting the correct product for your specific needs, challenges, and goals. Our team of LED technicians completes this for you.
- You just collect your incentive/rebate check! Our team completes all of the paperwork for you. You sign the application, we finalize and submit the paperwork, and then you collect your check.
- You have options available where you will not need a budget, a capital expenditure request, or any upfront money out of pocket.
- You have access to LGS' unique energy saving programs to assist with your project approvals and best meet your fiscal responsibility needs. Ask how you may benefit from:
  - Monthly Recurring Purchase Program
  - True Performance Contracting
  - PACE Financing
- If you are interested, our energy saving advisors are available to assist you with presentation(s) for approval.

#### *You have an option for free company PR to promote your business and announce the on-going improvement of your environmental sustainability program*

- You can receive a framed "Sustainability Impact and Improvement" graphic that identifies your sustainability program improvements that are the result of your new LGS LED lighting.

#### *You do not take on risk*

- You don't have to worry about any issues. If an issue arises, which is very rare, your LGS warranty team will manage and handle the warranty claim, and will work directly with our manufacturers to expedite the resolution. You do not have to deal with warranty issues.

### THE GREATEST VALUE

#### *You will reap the rewards as an LGS client. Our clients range across the USA; as far northwest as Alaska and southeast to Florida*

- LGS clients include: BMO Harris, Kohler Corporation, Lakefront Brewery, Village of McGrath Alaska, City of Waukesha, Olympus Group, and North Woods Chemicals.

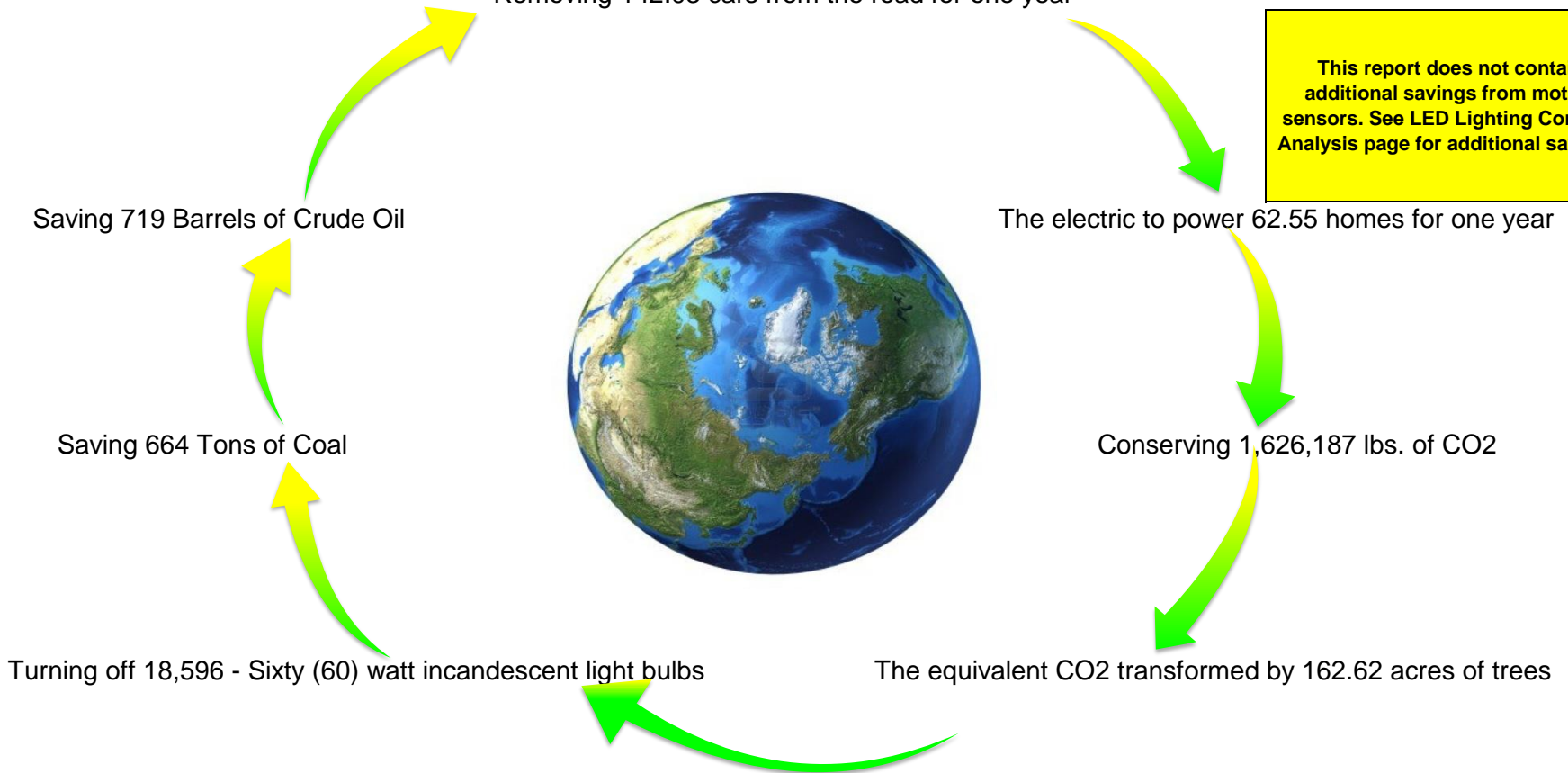
***You will receive the Greatest Value: a combination of Proven Results and Superior Service  
"We don't sell light bulbs. We provide solutions!"***

# IMPROVED SUSTAINABILITY. With LED lighting, Client Company LLC will save **1,222,697 KWhr**

*That's the same as ...*

Removing 142.03 cars from the road for one year

This report does not contain additional savings from motion sensors. See LED Lighting Controls Analysis page for additional savings.



√ No hazardous material cleanup or special disposal

√ Reduced landfill impact

√ Improved, healthier light quality



237 Harrison Avenue - Waukesha, WI 53186  
262.547.1111/fax: 262.548.8882

Your Logo

CONTRACT #: P18-          |

Q18-1001S

**LED Lighting Upgrade Contract**

Date: 01/17/18  
To (Company): Client Company LLC  
Client Address: 1111 S. Blvd.  
Client City/ST/Zip: Waukesha, WI 53189  
Client Rep: Your Client  
Phone/Cell: 555-555-5555/  
Email Address: client@clientwebsite.com

Project Name: Sample Project (Dual Branded to Client)  
Project Address: 1111 S. Blvd.  
City/ST/Zip: Waukesha, WI 53189  
Project County: Waukesha  
LGS Rep/Phone: Bill Fuchs 262 547-1111 x205  
LGS Sales Affiliate: SA Utility Company: WE Energies  
Deliver to:  Client Company Address  Project Address  Logical Green Solutions

Material delivery scheduled for the week of: tbd Installation to be scheduled with the Client Quote Valid for 30 Days

Deliver  Lamp disposal is included  Material and Installation Terms and Conditions are included as part of this Contract.

Payment Terms: 90% at time of order; 10.0% upon completion. \* Includes savings from LED lamp and ballast removal, as applicable

Lamp Quantity	Unit	Material and Labor to complete the following LED Lighting Upgrade	Existing Location	ENERGY SAVINGS*	Manufacturer	Description	Color	Beam Angle	Base	Life (khrs)	Warranty	UL/ETL	DLC	Energy Star	Unit Price	Extension	
<b>Throughout</b>																	
220	ea	50W LED Fixture to upgrade existing (2) 32W T8 Fluorescent	Throughout	29%	M1	2x4 Panel Light	4k	-	-	50	7	X	X		136.99	\$ 30,137.80	
50	ea	20W LED Fixture to upgrade existing (2) 32W T8 Fluorescent	Throughout	71%	M2	4' LED Grid Light Fixture	4k	-	-	5	5	X			121.99	\$ 6,099.50	
20	ea	40W LED Fixture to upgrade existing (2) 17W T8 2' Fluorescent	Throughout	0%	M1	2x2 Panel Light	4k	-	-	50	7	X	X		110.99	\$ 2,219.80	
60	ea	40W LED Fixture to upgrade existing (2) 32W T8 Utube	Throughout	43%	M1	2x2 Panel Light	4k	-	-	50	7	X	X		123.99	\$ 7,439.40	
130	ea	50W LED Fixture to upgrade existing (4) 32W T8 Fluorescent	Throughout	64%	M1	2x4 Panel Light	4k	-	-	50	7	X	X		144.99	\$ 18,848.70	
<b>This project includes installation</b>																	
<b>Note: Pricing is an example and may not reflect quantity discount or other adjustments for strategic partner pricing</b>																	
<b>Exterior</b>																	
20	ea	150W LED Fixture to upgrade existing 400WMH		68%	M3	LED Pole w/ stepdown & photocell	5k	-	-	50	5	X	X		393.99	\$ 7,879.80	
1	ls	Freight to job site													3,384.40	\$ 3,384.40	
EXEMPT		WI Tax													76,009.40	\$ -	
															Based on	76,009.40	\$ -

Signature below indicates acceptance of the Terms and Conditions on back or Page 2

**TOTAL THIS CONTRACT: \$ 76,009.40**

ACCEPTED: Client Company LLC

**Logical Green Solutions LLC**

By \_\_\_\_\_  
(Signature)  
Your Client, Owner

\_\_\_\_\_  
(Signature)  
William M. Fuchs, President

\$ 10,550 incentives may be applicable for this project. Therefore, your actual net cost will be: \$ 65,459.40

Internal Use Only - By:  Approved:



**Terms and Conditions**

**GENERAL NOTES**

For the purpose of this Contract, Logical Green Solutions LLC (LGS) is deemed Contractor. Client Company LLC is deemed client.

**Entire Agreement**

The terms and conditions of this contract are the sole contract between parties, all prior statements, agreements and/or negotiations, either oral or writing are hereby superseded.

**Return of Damaged Product**

If product is received in damaged condition, Client must notify Contractor in writing within 2 business days of receipt. Notification must include the quantity, description, and photographs of the damaged product and the associated packaging.

**Disclaimer**

**THE WARRANTY CONTAINED IN THIS CONTRACT IS IN LIEU OF ALL OTHER EXPRESS OR IMPLIED WARRANTIES, INCLUDING BUT NOT LIMITED TO, IMPLIED WARRANTIES OF MERCHANTABILITY FITNESS AND/OR A PARTICULAR PURPOSE.**

The calculations provided are intended to assist the Client in evaluating LED lighting compared to their existing lighting system. The calculations and data are based on assumptions, variables, data provided by the Client, and observations. While Contractor makes every effort to use accurate assumptions and data in reporting, due to many variables that are not within our control, Contractor makes no warranty or guaranty, expressed or implied that the results described herein will be obtained under end user conditions.

**Claims and Disputes**

Any and all claims levied against Contractor for any work or service provided must be levied in court in the City of Waukesha, County of Waukesha in the State of Wisconsin. This Contract is governed by the laws of the State of Wisconsin, excluding conflicts of law principle.

All proceedings shall take place in the City of Waukesha, County of Waukesha in the State of Wisconsin.

In no case shall damages exceed the value of this Contract.

**Indemnification**

To the fullest extent permitted by law, the Client shall indemnify and hold harmless the Contractor, agents and employees of any of them from and against claims, damages, losses and expenses, including but not limited to attorney's fees.

**Severability**

If any section of this contract is determined to be invalid, this shall not void any other sections of the Contract.

**Force Majeure**

Neither the Contractor nor the Client shall be considered in breach of this Contract to the extent that performance of their respective obligations (excluding payment obligations) is prevented by an Event of Force Majeure that arises after the Effective Date. An Event of Force Majeure may include political and/or natural force majeure events

**Lighting Design and Emergency Lighting Code Compliance**

Emergency lighting code compliance is not included in the scope of the LED upgrade, as the LED upgrade is considered a maintenance upgrade and repair. Emergency egress code compliance is available from Contractor as an additional service.

**Potential Tax Incentives and Utility Rebates**

Tax incentives and utility rebates may be available. Tax incentives and rebate programs are constantly changing and cannot be guaranteed. Tax incentives and rebates are the sole responsibility of the Client. Potential incentive and rebate programs are available at: [www.dsireusa.org](http://www.dsireusa.org)

No data or information provided by Contractor shall constitute or imply tax advice. Tax advice shall be obtained from a qualified tax professional.

**MATERIALS**

**Schedule**

The scheduled material delivery date is the best estimate available at the time of the execution of this Contract. Manufacturer production and delivery dates are subject to change.

**Warranty**

Contractor provides a one (1) year warranty that materials shall be in good and working condition. Contractor will repair or replace warranted materials at its option. Extended material warranties from manufacturers may also be applicable. Contact Logical Green Solutions LLC to facilitate any warranty replacements or repairs. Warranty is subject to proper installation by others.

**INSTALLATION**

**Schedule**

Contractor will coordinate the installation with the Client at a mutually agreed upon date.

**Warranty**

Contractor provides a one year material and labor warranty that materials shall be in good and working condition. Contractor will repair or replace, warranted materials at its option. Extended material warranties from manufacturers may also be applicable. Contact Contractor to facilitate any warranty replacements or repairs.

**Lien Rights**

As required by the Wisconsin construction lien law, claimant hereby notifies owner that persons or companies performing, furnishing, or procuring labor, services, materials, plans, or specifications for the construction on owners land may have lien rights on owners land and buildings if not paid. Those entitled to lien rights, in addition to the undersigned claimant, are those who contract directly with the owner or those who give the owner notice within 60 days after they first perform, furnish, or procure labor, services, materials, plans or specifications for the construction. Accordingly, owner probably will receive notices from those who perform, furnish, or procure labor, services, materials, plans, or specifications for the construction, and should give a copy of each notice received to the mortgage lender, if any. Claimant agrees to cooperate with the owner and the owners lender, if any, to see that all potential lien claimants are duly paid.

**Product Quantity**

Client acknowledges that the quantities identified on this Contract are the best effort of the Contractor. This Contract is for the quantities identified specifically within the Contract. Contractor shall not be liable to provide any product not specifically identified on this Contract. Client shall verify that the quantities shown are as agreed upon.

**Client's Initials**

**INCENTIVE IMPACT**

Date: **01/17/18** Project Name: **Sample Project (Dual Branded to Client))**

Lamp Quantity	Unit	Material and Labor to complete the following LED Lighting Upgrade	Existing Location	Unit Price	Extended Cost	DLC	Energy Star	Rebate Code	Incentive Amount per Unit	NET Unit Price After Incentive	NET Incentive Amount
<u>Throughout</u>											
220	ea	50W LED Fixture to upgrade existing (2) 32W T8 Fluorescent	Throughout	136.99	\$ 30,137.80	X			25.00	\$ 111.99	\$ 5,500.00
50	ea	20W LED Fixture to upgrade existing (2) 32W T8 Fluorescent	Throughout	121.99	\$ 6,099.50					\$ 121.99	\$ -
20	ea	40W LED Fixture to upgrade existing (2) 17W T8 2' Fluorescent	Throughout	110.99	\$ 2,219.80	X			10.00	\$ 100.99	\$ 200.00
60	ea	40W LED Fixture to upgrade existing (2) 32W T8 Tube	Throughout	123.99	\$ 7,439.40	X			10.00	\$ 113.99	\$ 600.00
130	ea	50W LED Fixture to upgrade existing (4) 32W T8 Fluorescent	Throughout	144.99	\$ 18,848.70	X			25.00	\$ 119.99	\$ 3,250.00
<u>Exterior</u>											
20	ea	150W LED Fixture to upgrade existing 400WMH		393.99	\$ 7,879.80	X			50.00	\$ 343.99	\$ 1,000.00
Total Applicable Incentives:										\$10,550.00	

*Incentives/Rebates are estimated at time of quotation. Incentives are subject to change and are solely in control of the utility company or the entity providing the incentives.*

*Logical Green Solutions will assist you with the rebate application and will work with you to maximize your incentives for your project.*





## LED Lighting Controls Analysis

### Controls Savings Summary<sup>1</sup>

Description	Electrical Cost	% Savings	\$ Savings	Lifetime Net Profit
On/Off Only	\$18,900	0%	\$0	\$137,967.73
<b>25% Use</b>	<b>\$4,725</b>	<b>75%</b>	<b>\$14,175</b>	<b>\$152,142.57</b>
<b>50% Use</b>	<b>\$9,450</b>	<b>50%</b>	<b>\$9,450</b>	<b>\$147,417.62</b>
<b>75% Use</b>	<b>\$14,175</b>	<b>25%</b>	<b>\$4,725</b>	<b>\$142,692.68</b>

### Controls Package Breakout

Quantity	Unit	Line Item Description	Location
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Motion Sensing is per fixture

### Addition of Controls - Energy Savings Breakdown (Over Life of LEDs)

Lights On	KWhr Use	-	Percent Reduction	=	KWhr Savings	x	KWhr Rate	=	Total Savings
25% Use	150064	-	75%	=	112548	x	0.13	=	<b>14,175</b>
50% Use	150064	-	50%	=	75032	x	0.13	=	<b>9,450</b>
75% Use	150064	-	25%	=	37516	x	0.13	=	<b>4,725</b>

### ROI Analysis

<b>ROI Without Dimming</b>	3.24	<b>50% Lighting Use</b>	2.89
<b>25% Lighting Use</b>	2.80	<b>75% Lighting Use</b>	3.02

<sup>1</sup>Analyses are over the life of the LEDs