

LIGHTING RETROFIT PROPOSAL

Prepared For

SAMPLE ONLY

Proposal Date

May 21, 2023

Proposal Expires



*****FOR SAMPLE
PURPOSES ONLY*****

Site Information:
123 Main Street
Langley, BC



*****FOR SAMPLE PURPOSES ONLY*****

The material and information contained in this report is for general information purposes only. You should not rely upon the material or information here as a basis for making any business, legal or any other decisions.

PROJECT SUMMARY



	Existing	After Retrofit
Number of Fixtures	248	248
Lighting System Energy Consumption	142,560 kWh	70,879 kWh

ANNUAL SAVING SUMMARY

(Energy Rate \$0.1000 /kWh)

Energy Reduction	Energy Savings	Maintenance Savings	Carbon Savings
71,681 kWh REDUCED	\$7,168 SAVED	\$1,338 SAVED	50,593 kgCO2e GASES REDUCED

FINANCIAL SUMMARY

(10 Year Analysis Period)

Project Cost	\$56,400
Tax	\$0
Less Rebates and Incentives	\$0
Net Project Cost	\$56,400

PAYBACK 6.08 yrs	ROI 15.08%	NPV \$8,597	IRR 9.57%

COST OF WAITING

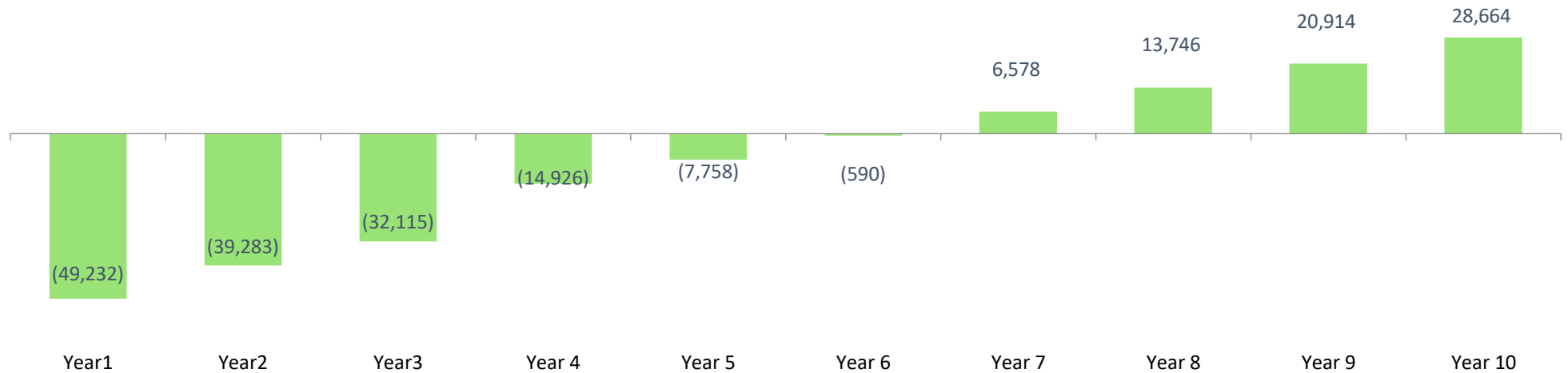
Postpone for one month	\$709
Postpone for six months	\$4,253
Postpone for one year	\$8,506

EXECUTIVE SUMMARY

Itemized Cash Flow

	Year 01	Year 02	Year 03	Year 04	Year 05	Year 06	Year 07	Year 08	Year 09	Year 10
Project Cost	\$(56,400)	-	-	-	-	-	-	-	-	-
Energy Savings	\$7,168	\$7,168	\$7,168	\$7,168	\$7,168	\$7,168	\$7,168	\$7,168	\$7,168	\$7,168
Maintenance Savings	\$0	\$2,781	\$0	\$10,021	\$0	\$0	\$0	\$0	\$0	\$582
Net Cash Flow	\$(49,232)	\$9,949	\$7,168	\$17,189	\$7,168	\$7,168	\$7,168	\$7,168	\$7,168	\$7,750

Aggregate Cash Flow Over Ten Years (\$)



CASH FLOW

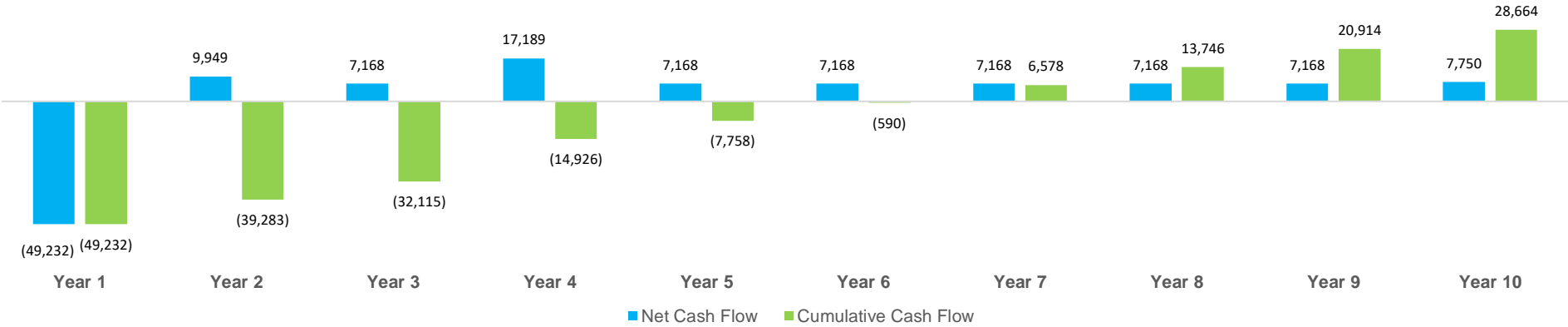


We understand that finalizing a project like this often takes time. However, each day you delay your upgrade, you are missing out on the opportunity to reduce your operating expenses. As shown below, the lost opportunity continues to compound over time.

10 Year Cash Flow Analysis

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Total
Project Cost	\$(56,400)	-	-	-	-	-	-	-	-	-	\$(56,400)
Energy Savings	\$7,168	\$7,168	\$7,168	\$7,168	\$7,168	\$7,168	\$7,168	\$7,168	\$7,168	\$7,168	\$71,681
Maintenance Savings	\$0	\$2,781	\$0	\$10,021	\$0	\$0	\$0	\$0	\$0	\$582	\$13,384
Net Cash Flow	\$(49,232)	\$9,949	\$7,168	\$17,189	\$7,168	\$7,168	\$7,168	\$7,168	\$7,168	\$7,750	\$28,664
Cum Cash Flow	\$(49,232)	\$(39,283)	\$(32,115)	\$(14,926)	\$(7,758)	\$(590)	\$6,578	\$13,746	\$20,914	\$28,664	\$28,664

10 Year Net & Cumulative Cash Flow (\$)

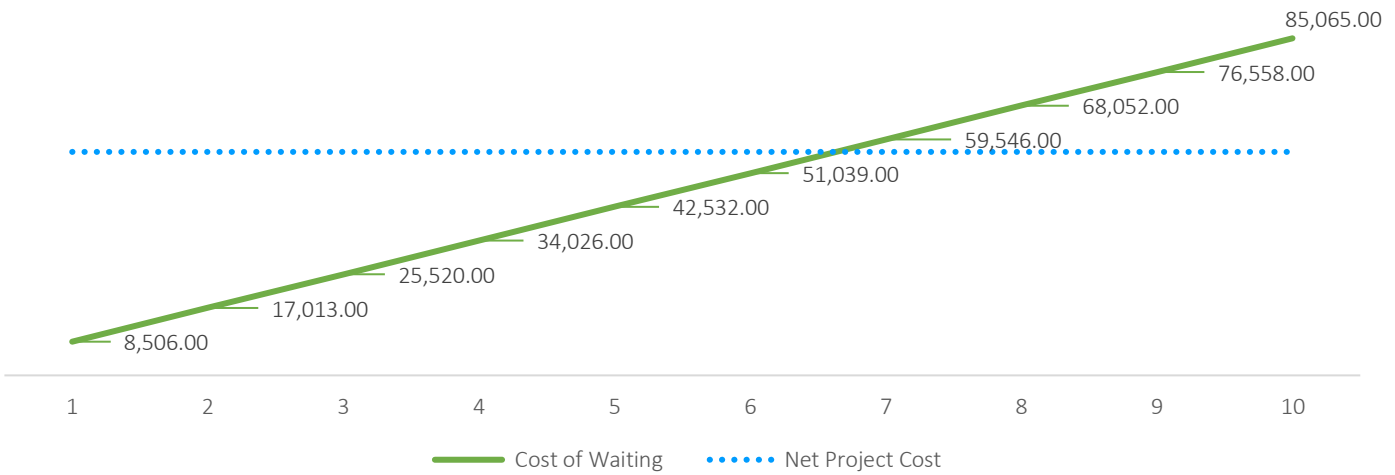


COST OF WAITING



The cost of waiting shows the amount of cash your company will be losing if you delay the proposed lighting upgrade.

Monthly	Yearly	10 Years
\$709	\$8,506	\$85,065



Cost of waiting includes energy savings and maintenance savings applied as an average annual amount over a 10 year analysis period

ENVIRONMENTAL SUMMARY



Gallons of Gasoline Saved

5,693



Fewer Cars on the Road

11



Barrels of Oil not Consumed

118



Acres of Trees Saved

41



of Household's Annual Electricity Usage

9



Tons of Coal not Burned

28



PRODUCT SCOPE SUMMARY



Existing Fixtures	Qty	Proposed Solutions	Qty
Highbay/T5 Fluorescent/4 ft/54.0W/6 Lamp	158	Metalux / HBLED-LD5-24SE-W-120V-L840-[XXX]-CD2-MP-[XXX]-U Highbays & Lowbays/LED/Linear/4000K/80 CRI/0-10V Dimming Driver	158
Troffer/T8 Fluorescent/2 ft/17.0W/2 Lamp	6	Lithonia Lighting / 2BLT2 TUWH PROR 33L ADP [XXX] Troffers & Panels/LED/Center Basket/Tunable White	6
Troffer/T8 Fluorescent/4 ft/32.0W/4 Lamp	84	Metalux / [XXX]-24RLN-LD5-45-UNV-L840-CD1-U Troffers & Panels/LED/Center Basket/4000K/80 CRI/0-10V Dimming Driver (1%-100% Dimming)	84
Total	248	Total	248

ENERGY USAGE



The following set of information evaluates your current energy usages and costs and compares that to the projected energy usage and costs your facility will see after the proposed lighting upgrade.

Annual Energy Usage

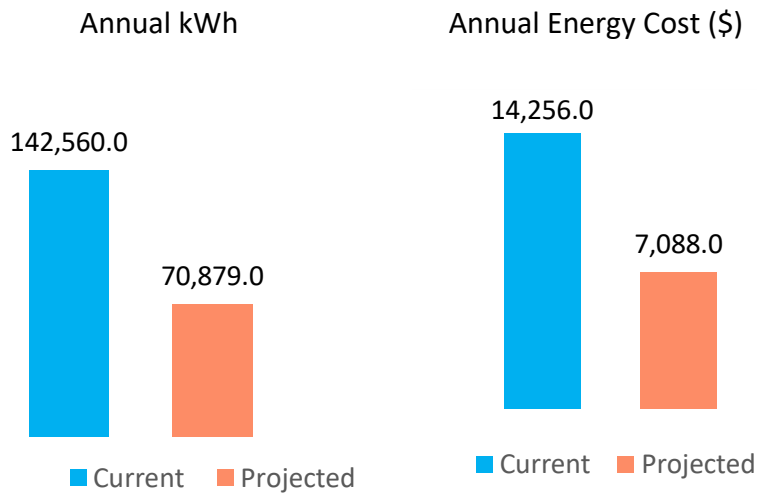
Current Usage (kWh)	Projected Usage (kWh)	Reduction	Current Cost	Projected Cost	Financial Savings	Percent Saved
142,560	70,879	50%	\$14,256	\$7,088	\$7,168	50%

1. Energy cost = \$0.1000/kWh; Annual energy cost escalation = 0.00%
2. Energy costs are averaged over a 10-year analysis period
3. Projected Usage (kWh) includes savings from controls if applicable

Annual Energy Usage Reduction

Current Usage (kWh)	Projected Usage (kWh)	Reduction (kWh)	Reduction
142,560	70,879	71,681	50%

Energy Comparison



1. Energy Cost = \$0.1000/kWh; Annual energy cost escalation = 0.00%
2. Energy costs are averaged over a 10-year analysis period

WATTS SUMMARY



Existing Watts	Proposed Watts	Reduced Watts	Reduction
54,684	27,188	27,496	50%

The calculations in this table take into account the existing fixtures that are being replaced, upgraded, and/or have new lighting controls being proposed for them.

Lighting Wattage Comparison

Office

Space	Existing Fixture	Qty	Watts	Total Watts	Proposed Solution	Qty	Watts	Total Watts	Burn Hours
Conference Room	Troffer/T8 Fluorescent/2 ft/17.0W/2 Lamp	6	29.9	179	Lithonia Lighting / 2BLT2 TUWH PROR 33L ADP [XXX] Troffers & Panels/LED/Center Basket/Tunable White	6	0.0	0	2,607
Main Area	Troffer/T8 Fluorescent/4 ft/32.0W/4 Lamp	36	112.6	4,054	Metalux / [XXX]-24RLN-LD5-45-UNV-L840-CD1-U Troffers & Panels/LED/Center Basket/4000K/80 CRI/0-10V Dimming Driver (1%-100% Dimming)	36	34.0	1,224	2,607
Office	Troffer/T8 Fluorescent/4 ft/32.0W/4 Lamp	48	112.6	5,405	Metalux / [XXX]-24RLN-LD5-45-UNV-L840-CD1-U Troffers & Panels/LED/Center Basket/4000K/80 CRI/0-10V Dimming Driver (1%-100% Dimming)	48	34.0	1,632	2,607
Total			255.1	9,638			68.0	2,856	

Warehouse

Space	Existing Fixture	Qty	Watts	Total Watts	Proposed Solution	Qty	Watts	Total Watts	Burn Hours
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Mezz	Highbay/T5 Fluorescent/4 ft/54.0W/6 Lamp	6	285.1	1,711	Metalux / HBLED-LD5-24SE-W-120V-L840-[XXX]-CD2-MP-[XXX]-U Highbays & Lowbays/LED/Linear/4000K/80 CRI/0-10V Dimming Driver	6	154.0	924	2,607
Receiving / Express	Highbay/T5 Fluorescent/4 ft/54.0W/6 Lamp	47	285.1	13,400	Metalux / HBLED-LD5-24SE-W-120V-L840-[XXX]-CD2-MP-[XXX]-U Highbays & Lowbays/LED/Linear/4000K/80 CRI/0-10V Dimming Driver	47	154.0	7,238	2,607
Sales Pit	Highbay/T5 Fluorescent/4 ft/54.0W/6 Lamp	12	285.1	3,421	Metalux / HBLED-LD5-24SE-W-120V-L840-[XXX]-CD2-MP-[XXX]-U Highbays & Lowbays/LED/Linear/4000K/80 CRI/0-10V Dimming Driver	12	154.0	1,848	2,607
Showroom	Highbay/T5 Fluorescent/4 ft/54.0W/6 Lamp	10	285.1	2,851	Metalux / HBLED-LD5-24SE-W-120V-L840-[XXX]-CD2-MP-[XXX]-U Highbays & Lowbays/LED/Linear/4000K/80 CRI/0-10V Dimming Driver	10	154.0	1,540	2,607
Warehouse Aisle	Highbay/T5 Fluorescent/4 ft/54.0W/6 Lamp	62	285.1	17,676	Metalux / HBLED-LD5-24SE-W-120V-L840-[XXX]-CD2-MP-[XXX]-U Highbays & Lowbays/LED/Linear/4000K/80 CRI/0-10V Dimming Driver	62	154.0	9,548	2,607
Wire room	Highbay/T5 Fluorescent/4 ft/54.0W/6 Lamp	21	285.1	5,987	Metalux / HBLED-LD5-24SE-W-120V-L840-[XXX]-CD2-MP-[XXX]-U Highbays & Lowbays/LED/Linear/4000K/80 CRI/0-10V Dimming Driver	21	154.0	3,234	2,607
Total			1,710.6	45,046			924.0	24,332	

CONTROL ENERGY COMPARISON



OPERATIONAL OVERVIEW

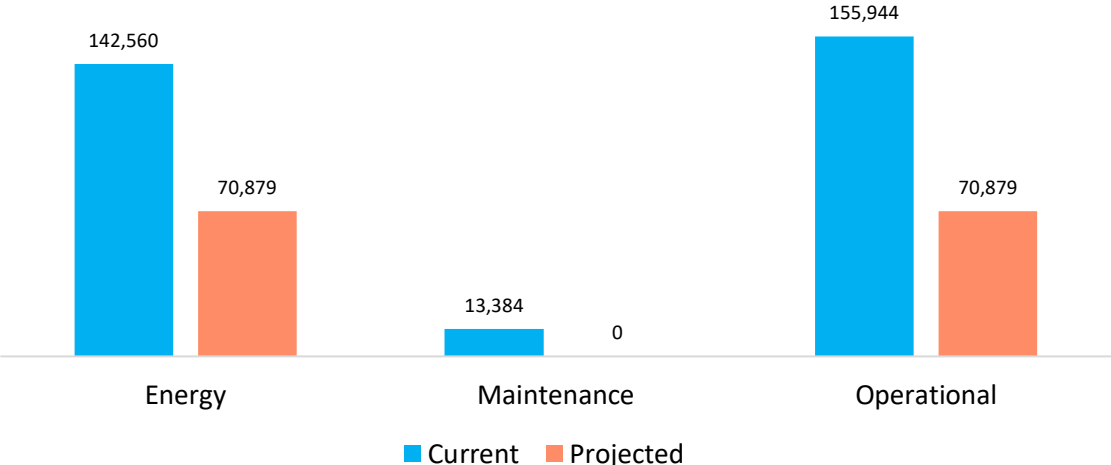
While energy is the largest long-term cost of lighting, the cost for maintaining your lighting system can also be a significant expense of your overall budget. Understanding the impact of longer lasting lighting systems on your maintenance costs is critical to understanding the true ROI of your project.

Operational Savings Summary

Operational Area	Current Annual	Projected Annual	Reduction	Current 10 Year	Projected 10 Year	Reduction
Energy	\$14,256	\$7,088	50%	\$142,560	\$70,879	50%
Maintenance	\$1,338	\$0	100%	\$13,384	\$0	100%
Total	\$15,594	\$7,088	55%	\$155,944	\$70,879	55%

1. Energy cost = \$0.1000/kWh; Annual energy cost escalation = 0.00%
2. Energy costs are averaged over a 10-year analysis period
3. Maintenance costs are averaged over a 10-year analysis period

10 Year Operational Comparison (\$)



1. Energy cost = \$0.1000/kWh; Annual energy cost escalation = 0.00%
2. Energy costs are averaged over a 10-year analysis period
3. Maintenance costs are averaged over a 10-year analysis period

UPGRADE ANALYSIS



Fixture Replacement by Space

Office

Space	Existing Fixture	Qty	Proposed Solution	Qty
Conference Room	Troffer/T8 Fluorescent/2 ft/17.0W/2 Lamp	6	Lithonia Lighting / 2BLT2 TUWH PROR 33L ADP [XXX] Troffers & Panels/LED/Center Basket/Tunable White	6
Main Area	Troffer/T8 Fluorescent/4 ft/32.0W/4 Lamp	36	Metalux / [XXX]-24RLN-LD5-45-UNV-L840-CD1-U Troffers & Panels/LED/Center Basket/4000K/80 CRI/0-10V Dimming Driver (1%-100% Dimming)	36
Office	Troffer/T8 Fluorescent/4 ft/32.0W/4 Lamp	48	Metalux / [XXX]-24RLN-LD5-45-UNV-L840-CD1-U Troffers & Panels/LED/Center Basket/4000K/80 CRI/0-10V Dimming Driver (1%-100% Dimming)	48

Warehouse

Space	Existing Fixture	Qty	Proposed Solution	Qty
Mezz	Highbay/T5 Fluorescent/4 ft/54.0W/6 Lamp	6	Metalux / HBLED-LD5-24SE-W-120V-L840-[XXX]-CD2-MP-[XXX]-U Highbays & Lowbays/LED/Linear/4000K/80 CRI/0-10V Dimming Driver	6
Receiving / Express	Highbay/T5 Fluorescent/4 ft/54.0W/6 Lamp	47	Metalux / HBLED-LD5-24SE-W-120V-L840-[XXX]-CD2-MP-[XXX]-U Highbays & Lowbays/LED/Linear/4000K/80 CRI/0-10V Dimming Driver	47
Sales Pit	Highbay/T5 Fluorescent/4 ft/54.0W/6 Lamp	12	Metalux / HBLED-LD5-24SE-W-120V-L840-[XXX]-CD2-MP-[XXX]-U Highbays & Lowbays/LED/Linear/4000K/80 CRI/0-10V Dimming Driver	12
Showroom	Highbay/T5 Fluorescent/4 ft/54.0W/6 Lamp	10	Metalux / HBLED-LD5-24SE-W-120V-L840-[XXX]-CD2-MP-[XXX]-U Highbays & Lowbays/LED/Linear/4000K/80 CRI/0-10V Dimming Driver	10
Warehouse Aisle	Highbay/T5 Fluorescent/4 ft/54.0W/6 Lamp	62	Metalux / HBLED-LD5-24SE-W-120V-L840-[XXX]-CD2-MP-[XXX]-U Highbays & Lowbays/LED/Linear/4000K/80 CRI/0-10V Dimming Driver	62
Wire room	Highbay/T5 Fluorescent/4 ft/54.0W/6 Lamp	21	Metalux / HBLED-LD5-24SE-W-120V-L840-[XXX]-CD2-MP-[XXX]-U Highbays & Lowbays/LED/Linear/4000K/80 CRI/0-10V Dimming Driver	21

Replacement by Fixture

Existing Fixture	Qty	Proposed Solution	Qty
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Highbay/T5 Fluorescent/4 ft/54.0W/6 Lamp	158	Metalux / HBLED-LD5-24SE-W-120V-L840-[XXX]-CD2-MP-[XXX]-U Highbays & Lowbays/LED/Linear/4000K/80 CRI/0-10V Dimming Driver	158
Troffer/T8 Fluorescent/2 ft/17.0W/2 Lamp	6	Lithonia Lighting / 2BLT2 TUWH PROR 33L ADP [XXX] Troffers & Panels/LED/Center Basket/Tunable White	6
Troffer/T8 Fluorescent/4 ft/32.0W/4 Lamp	84	Metalux / [XXX]-24RLN-LD5-45-UNV-L840-CD1-U Troffers & Panels/LED/Center Basket/4000K/80 CRI/0-10V Dimming Driver (1%-100% Dimming)	84

BILL OF MATERIALS



The following tables break out the costs of material and installation fees that are included on your proposal.

Fixtures

Description	Qty	Price	Extended
Lithonia Lighting / 2BLT2 TUWH PROR 33L ADP [XXX] Troffers & Panels/LED/Center Basket/Tunable White	6	\$100.00	\$600.00
Metalux / [XXX]-24RLN-LD5-45-UNV-L840-CD1-U Troffers & Panels/LED/Center Basket/4000K/80 CRI/0-10V Dimming Driver (1%-100% Dimming)	84	\$100.00	\$8,400.00
Metalux / HBLED-LD5-24SE-W-120V-L840-[XXX]-CD2-MP-[XXX]-U Highbays & Lowbays/LED/Linear/4000K/80 CRI/0-10V Dimming Driver	158	\$300.00	\$47,400.00
			Total: \$56,400.00

Labor

Description	Qty	Total Cost
Lithonia Lighting / 2BLT2 TUWH PROR 33L ADP [XXX] Troffers & Panels/LED/Center Basket/Tunable White	6	\$0.00
Metalux / [XXX]-24RLN-LD5-45-UNV-L840-CD1-U Troffers & Panels/LED/Center Basket/4000K/80 CRI/0-10V Dimming Driver (1%-100% Dimming)	84	\$0.00
Metalux / HBLED-LD5-24SE-W-120V-L840-[XXX]-CD2-MP-[XXX]-U Highbays & Lowbays/LED/Linear/4000K/80 CRI/0-10V Dimming Driver	158	\$0.00
		Total: \$0.00

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APPENDIX

Financial Assumptions

Analysis Period (Years)	10
Payback Calculation Method	Cash Flow Payback
Cost of Capital	6.00%
Average Cost of Electricity	0.1000 \$/kWh
Annual Energy Inflation	0.00%
Annual Material Inflation	0.00%
Annual Service Inflation	0.00%
Product Tax Rate	0.00%
Service Tax Rate	0.00%

Schedules

Schedule Name	Hours/Week	Hours/Year
Continuous (24x7)	50	2,607
Dusk to Dawn	84	4,380
EECOL Hours	50	2,607
Weekdays (9-6)	45	2,346

TERMS AND CONDITIONS

- EECOL RESERVES THE RIGHT TO ADJUST ITS PRICING FOR GOODS AFFECTED DIRECTLY OR INDIRECTLY BY CHANGING DUTIES/TARIFFS/TRADE AGREEMENTS AND SIGNIFICANT CURRENCY FLUCTUATIONS.
- UNLESS THERE ARE DIFFERENT OR ADDITIONAL TERMS AND CONDITIONS CONTAINED IN A MASTER AGREEMENT THAT MODIFY EECOL'S STANDARD TERMS, BUYER AGREES THAT THIS QUOTE AND ANY RESULTING PURCHASE ORDER WILL BE GOVERNED BY EECOL'S TERMS AND CONDITIONS AVAILABLE AT [HTTP://WWW.EECOL.COM/TERMS_AND_CONDITIONS_OF_SALE.PDF](http://www.eecol.com/terms_and_conditions_of_sale.pdf) AS SUCH TERMS MAY BE UPDATED FROM TIME TO TIME, WHICH TERMS ARE INCORPORATED HEREIN BY REFERENCE AND MADE PART HEREOF. PLEASE CONTACT THE SELLER IDENTIFIED ON THIS QUOTE IF YOU REQUIRE A PRINTED COPY.

DUE TO UNFORESEEN RAW MATERIAL FLUCTUATIONS, UNLESS OTHERWISE STATED, THIS QUOTE IS VALID FOR A PERIOD OF 10 DAYS FROM SUBMISSION AND IS SUBJECT TO THE APPROVAL OF THE CREDIT MANAGER.

- Pricing excludes all applicable taxes.
- Due to frequently changing rebate programs, rebate estimates will need to be verified post award of project.
- Acceptance of this quote includes acceptance of all noted exceptions.
- Any change in proposed quantities or recommendations will require a revision to the quote.
- Quote excludes fixture mounting hardware. Existing mounting hardware will be used unless noted in this proposal.
- This quote excludes the upgrade of pre-existing conditions to meet current code requirements.
- Savings are estimates only and will vary dependent upon how the building is operated and occupied. Equipment age and condition can influence savings performance.