



1622 93<sup>rd</sup> Lane NE Blaine, MN 55449

**To: Grant Riemer - City of Ramsey**

**Pages: 2**

**Fax: 763-571-4735**

**Date: January 8, 2011**

**Phone: 763-571-7267**

**From: Brian Kovar**

**Re: Ramsey Public Works buildings**

**brian@aidelectriccorp.com**

Grant,

Please review the below scope of work per building

**Vehicle Storage Building: (same as competitive bid Alternate #1)**

- Replace 26 - 8', 2L T12 with 4 - T8 lamps and new ballast: (\$20.00 rebate each)
- Replace 14 - 400-watt MH to 6-lamp fluorescent high bay (\$80.00 rebate each)
- Recycle of lamps and ballasts included
- Provide and install 9 - fixture mounted Motion sensors (\$40.00 rebate per) <sup>\$5</sup>
- Replace 4 - exit lights with new LED model (\$10.00 rebate each)
- Lift rental and permit cost

\$4,228

Not to exceed cost \$5,953.00

Connexus rebate = \$2,040.00 - \$360 + \$45 = \$1,725

Net cost \$3,919 <sup>\$4,228 = Net Cost</sup> (payback based 10 hrs day - 5 days / week \$1,506.00 = 2.6 years plus the savings created by the ceiling motion sensors on the 9 fixtures)

Note: I would not add 6-lamp fixtures as this would add cost and wattage to the system even though we are installing motion sensors

**Sign - Utility Building: (same as competitive bid Alternate #2)**

- Replace 6 - 400-watt MH to 6-lamp fluorescent high bay (\$120.00 rebate each) - motion control on each <sup>\$80 + \$5</sup>
- Retrofit 4 - 8', 2L T12 with 4 - T8 lamps and new ballast: (\$20.00 rebate each)
- Retrofit 1 - 2L T12 with T8 in bathroom (\$10.00 rebate each)
- Replace 2 - exit signs with battery backup LED fixtures
- 2 - LED kits for ceiling lights (custom rebate)
- Replace 4 - 4 foot wrap fixtures in storage room

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- Lift and permit cost included

Not to exceed cost \$2,902.00

Connexus Rebate:  $\$830.00 - \$240 + \$30 = \$620$

Net cost ~~\$2,072.00~~ (payback based 10 hrs day – 5 days / week \$240.00 yr = 8.7 years)

$\$2,282 = \text{Net Cost}$

$\$2,282$

**Main Public works garage - Base: (similar to Building #1 Alternate #1)**

- Replace 18 - 400-watt MH to 6-lamp fluorescent high bay (\$80.00 rebate each)
- Retrofit 10 – 8', 2L T12 with 4 – T8 lamps and new ballast: (\$20.00 rebate each)
- 8 fixture mounted motion sensors for the 6 Lamp high bay fixtures (~~\$40.00~~<sup>\$5</sup> rebate each)
- Replace 3 exit lights with L.E.D style
- Replace 4 - 60-watt incandescent with CFL (did not include rebate for this work)
- 2 – new T8 fixtures for bath vanity
- 1 - LED kit
- Lift and permit cost included

Not to exceed cost \$7,459.00

Connexus Rebate:  $\$2,001.00 - \$320 + \$40 = \$1,721$

Notes:

- The new lighting in the shop will be good enough to eliminate the other strip fixtures so I would not recommend retrofitting them.
- I would not recommend LED wall packs as the light quality is not good compared to HID.
- I would not place motion sensors on all shop fixtures as the on and off switching will lessen lamp life. My design includes motions for the fixtures over the parked Vehicles (8). Main isle way fixtures to be on during working hours

$\$5,738$

$\$5,738 = \text{Net Cost}$

Net cost ~~\$5,458.00~~ (payback based 10 hrs day – 5 days / week \$1,131.00 yr = 4.82 years plus the savings created by the ceiling motion sensors on the 8 fixtures)

Please call with questions

Thank you,

Brian Kovar, President

Total cost = \$16,314

Connexus Rebate \$ 4,066

Net cost =  $\$12,248$