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Mr. Tim Himmer  
City of Ramsey  
7550 Sunwood Dr NW  
Ramsey MN 55303

June 11, 2012

Dear Tim,

I have prepared the following proposal for the removal and reinstallation of streetlights in conjunction with the Sunwood Blvd realignment per your request. Connexus Energy will install, retain ownership, and will provide ongoing maintenance of the lights under our monthly Energy and Maintenance rate. The installation costs shown below are a preliminary estimate prior to the final design by Connexus Energy's engineering department.

Please see the attached photometric layout of the design I would recommend for the Sunwood realignment using LED's. This design is based on using 55 Watt LED's instead of the current 100 Watt and 70 Watt Metal halide fixtures.

The following are preliminary estimates prior to final design

- Reinstall the same fixtures on new Sunwood, supplementing as needed.  
\$103,932.00 Includes moving 10 light fixtures, 9 concrete bases, and supplementing 14 additional fixtures. Also includes duplex receptacles at 33 tree locations and power to the center of the roundabout.
- ✓ *SUN* • Reinstall the poles with LED components, supplementing as needed.  
\$111,732.00 Includes moving 10 light fixtures, 9 concrete bases, and supplementing 14 additional LED fixtures and upgrading the lights to be moved to LED. Also includes duplex receptacles at 33 tree locations and power to the center of the roundabout.
- Reinstall the poles with LED components, supplementing as needed and installing LED components on all the existing Sunwood poles.  
The cost to upgrade all existing Sunwood Metal halide fixtures would be in the \$700 to \$900 range per fixture.

The monthly Energy and Maintenance rate for the 55 watt LED fixtures is \$7.96 per light per month. The lights will be installed to utility specifications, will be un-metered, and will operate on a dusk-to-dawn schedule. The above installation costs are based upon our best practices. If job site conditions beyond our control prevent normal installation procedures or if winter construction is required, additional charges may be applied.

**Please indicate your choice the options above and return a signed copy via, USPS, Fax 763-506-9541, or e-mail: leoo@connexusenergy.com**

I hope that this information is satisfactory for you. Do not hesitate to contact me if you have any questions.

Sincerely,

Leo Offerman

Key Account Representative

Digitally signed by Leo Offerman  
DN: cn=Leo Offerman, o=Connexus Energy,  
ou=CEM,  
email=leoo@connexusenergy.com, c=US  
Date: 2012.06.11 11:20:30 -05'00'

Accepted by:

Date:

*Shane N...*  
8/1/12