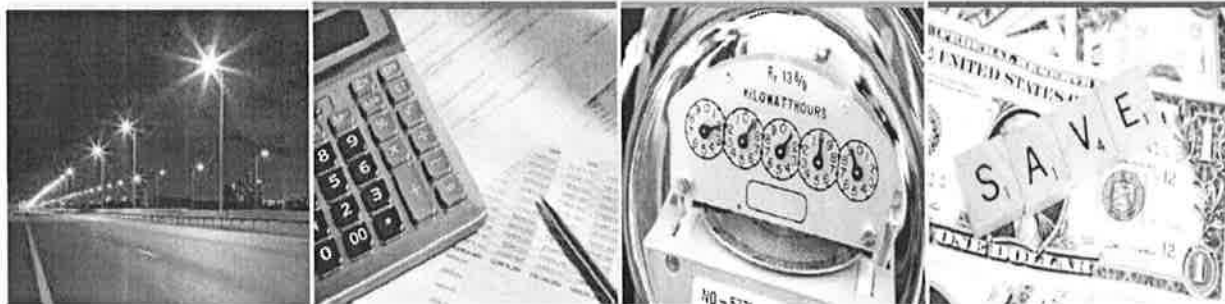


# On-Bill Financing

through

## Southern California Edison



2018 Edition | Provided by



**Los Angeles Headquarters**  
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# OBF Program Overview

## What is On-Bill Financing?

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**On-Bill Financing (OBF)** is a finance, or loan, program designed to facilitate the purchase and installation of qualified energy-efficiency measures by eliminating the burden of up-front costs.

**The OBF program offers:**

- ♦ 0% interest loans
- ♦ No fees or loan costs
- ♦ Convenient loan repayment via your utility bill

**Your monthly loan payment** is estimated based on the amount of projected energy (kWh) you will save after completing your lighting upgrade compared to your current bill rate. Your OBF loan repayments will be equal to the amount of potential monetary savings attained by the upgrade.

**The objective** is to add your loan repayments directly to your utility bill in calculated increments as close as possible to the dollar amount of your savings so that you do not experience any significant changes to your monthly energy bill.

**The result?** Instant savings, better quality lighting, and a 0-interest loan that leaves little to no trace on your bottom line.



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# OBF Program

## Credit Requirements

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In order to qualify for OBF, customers must have an active Southern California Edison (SCE) account and be in good credit standing with SCE.

**Good credit with SCE means your account is free of:**

- ♦ Disconnection notices in the past 2 years
- ♦ 48-hour shut-off notices in the past 2 years
- ♦ Returned checks in the past 12 months
- ♦ Deposit on account in the past 12 months
- ♦ 3 or more *past due* notices in the past 12 months
- ♦ Previous OBF loan defaults



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# OBF Program

## Loan Amount Limits

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**SCE has established loan caps** per service account. This means a single customer may have multiple OBF loans at any given time. Still, it is helpful to be aware of the following caps and restrictions:

- ♦ **Government and Institutional customers** are eligible for loans of up to \$1 million for one service account for unique opportunities to capture large energy savings
- ♦ A loan that exceeds \$250,000 on a single service account (SA) is called a **facility loan**, which is distributed on a first-approved, first-served basis

The following chart display loans caps by customer segment.

Customer Segment (Type)	Loan Cap (\$)
Commercial	\$5,000-\$100,000
Industrial	\$5,000-\$100,000
Agricultural	\$5,000-\$100,000
Taxpayer-Funded School, Public Sector, Governments & Institutions, Partnership Programs	\$5,000-\$250,000



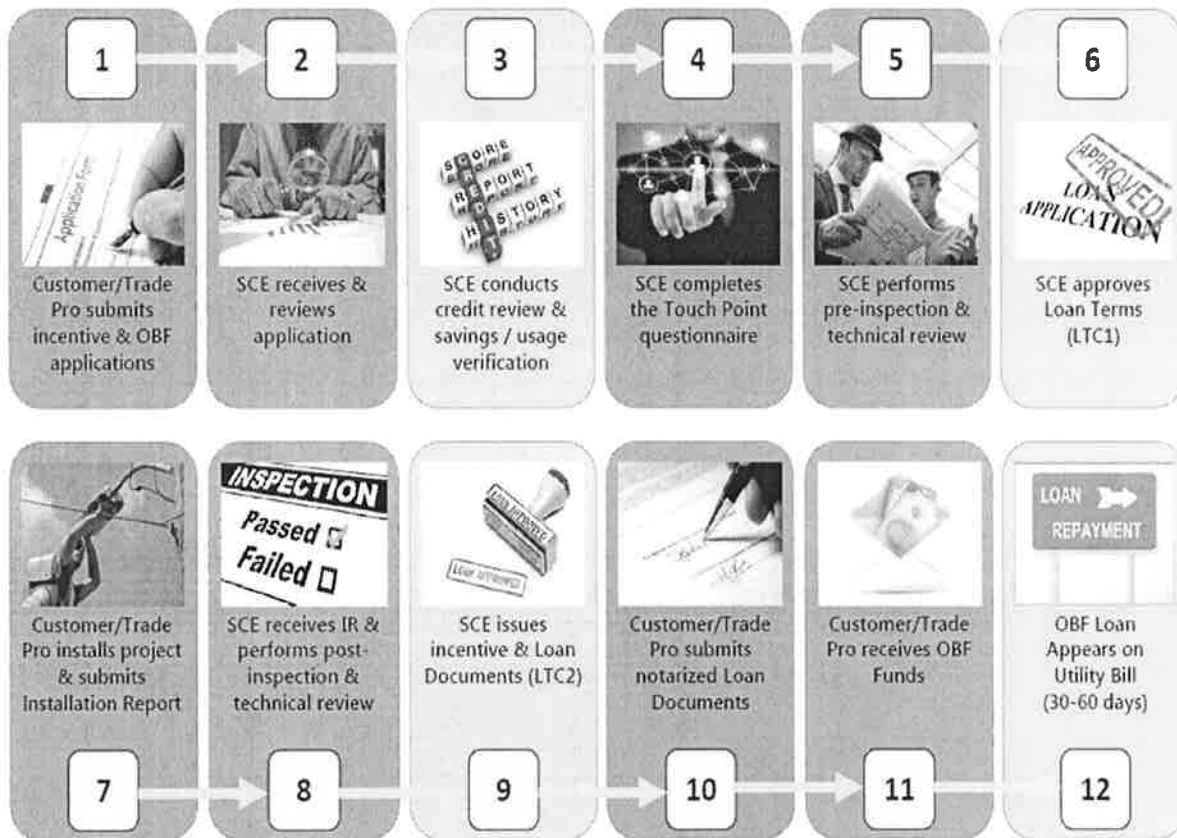
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# OBF Program

## Process

The idea of a **lighting efficiency upgrade** with all the necessary OBF and rebate applications may seem financially and logistically daunting, but that's why GEI, an official SCE trade partner, is here to guide you every step of the way.



**Contact us** to set up your complimentary site audit and take the first step toward energy-efficiency and savings!



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## On-Bill Financing

# SAVE WITH ZERO INTEREST.



Staying competitive in today's economy means reducing operating expenses while improving your bottom line. Let us work with you to help achieve your organization's goals by financing your next energy efficiency project with our On-Bill Financing (OBF) program.

### What is OBF?

OBF lets you finance your qualified energy efficiency projects interest-free, and you'll enjoy:

- 0% interest loans
- No fees or loan costs
- Convenient loan repayment through your monthly SCE utility bill

Along with OBF, you may also receive these benefits from your energy efficiency project:

- Financial incentives for installing qualified energy-efficient equipment
- Lower monthly electricity usage
- Long-term energy savings

### TO LEARN MORE

For more information and to get started, visit [sce.com/onbill](https://www.sce.com/onbill).

### Who is eligible?

All SCE business customers are eligible. To participate in OBF, you'll need to:

- Apply for one or more of the following programs:
  - Express Solutions (for a project not yet installed)
  - Customized Solutions
  - Midstream Point of Purchase Program
  - Multifamily Program (common areas measures only)
  - Retrocommissioning Program
  - Third-Party Programs
- Have an active SCE account for a minimum of the last two years
- Be in good credit standing with SCE without:
  - A disconnection notice in the past two years
  - A 48-hour shut-off notice in the past two years
  - A returned check in the past 12 months
  - A deposit to establish or re-establish credit in the past 12 months
  - No more than three Past Due Notices (20 days late) in the past 12 months
  - No previous OBF loan defaults

## On-Bill Financing (OBF)



### Use our online tool to apply.

You'll need to submit both your OBF Application and your Incentive Application together online using the SCE Energy Management Online Application Tool at [sceonlineapp.com](http://sceonlineapp.com). To discover how this program can help your organization save, contact your SCE Account Manager or visit [sce.com/onbill](http://sce.com/onbill).

### What are the loan limits?

Loan limits vary by customer segment. Loans are capped at the Service Account (SA) level. Customers with multiple SAs may have loans at each SA up to the maximum amount for their segment. When certain requirements are met, we will bundle or consolidate qualifying loans for customers.

**Bundled OBF Loans** — Government and Institutional customers can bundle multiple service accounts under the same Customer Account Number, at *one or more* premises<sup>1</sup>, into a single OBF loan. Individual SA OBF loan applications can be bundled to meet the loan minimum. Customer segment loan limits apply.

**Consolidated OBF Loans** — All business customers can consolidate multiple service accounts under the same Customer Account Number, at the *same* premise, into one consolidated OBF loan. Individual SA loans must meet the \$5K OBF loan minimum to be consolidated. Customer segment loan limits apply.

**Note:** All projects in a bundled or consolidated OBF loan must be complete before any loan funds are distributed.

### OBF Loan Limits and Terms

Customer Segment	Individual SA	Bundled SAs	Consolidated SAs	Loan Terms
Government & Institutional	Min: \$5,000 Max: \$250,000	Min: \$5,000 Max: \$250,000	N/A	Up to 10 years
Multifamily	Min: \$5,000 Max: \$250,000	N/A	Min: \$5,000 Max: \$250,000	Up to 10 years
Business	Min: \$5,000 Max: \$100,000	N/A	Min: \$5,000 Max: \$100,000	Up to 5 years

# On-Bill Financing (OBF)



## How are loan term and approved loan amount calculated?

The factors determining the term length of the OBF loan include:

1. The maximum loan term cannot exceed the loan term limits presented on the previous page.
2. The term cannot exceed the expected useful life (EUL) of the installed equipment.

The maximum loan amount is the difference between the final approved total project cost of the installed, eligible energy efficiency solutions and the incentives paid by us. Loan funds must be used for the purchase and installation of qualified energy efficiency equipment.

The factors determining how the final approved loan amount is calculated are:

1. **Estimated Bill Neutrality<sup>2</sup>** — The monthly loan repayment amount is calculated to be approximately equal to the estimated monthly dollar savings on your SCE utility bill as a result of your energy efficiency project.
2. **Loan Amount Limits** — The loan amount for any one service account cannot exceed the established loan term limits by customer segment presented on the previous page.

This project example is for a customer in the government segment. The estimated monthly electric cost savings resulting from the project is \$667. The Financeable Amount divided by the monthly savings ( $\$90,000 / \$667 = 135$  months), exceeds the maximum 10 year allowable loan term for this customer segment. Therefore, the Adjusted OBF loan amount will need to be reduced to \$80,040 (120 months x \$667).

**Note:** In no cases will the OBF loan term exceed the customer segment cap or the estimated bill neutrality calculation.

You may elect to choose a shorter term than allowed by your segment cap or indicated by the bill neutrality calculation, and you may repay the loan in its entirety at any time.

Project Example	
Project Information (Government Customer)	Project Values
Project Cost	\$110,000
Rebate/Incentive Amount	\$20,000
Financeable Amount	\$90,000
Estimated Annual Energy Savings	66,667 kWh
Average 12-month Electric Rate	\$0.12
Estimated Monthly Electric Cost Savings	\$667
Monthly Debt Repayment	\$667
Months to Fully Repay Loan	135 (11.25 years)
<b>Loan Exceed Segment Cap</b>	120 months (10.0 years)
<b>Adjusted OBF Loan Amount</b>	\$80,040
Customer Contribution/ Buy Down	\$9,960



# On-Bill Financing (OBF)

## From application to repayment, here's how it works.

### 1. Application

Submit your OBF Application along with your Incentives Application using the SCE Energy Management Online Application Tool at [sceonlineapp.com](http://sceonlineapp.com). If you are unable to apply online, you may request an application by calling 1-800-736-4777 or emailing [EMSApplication@sce.com](mailto:EMSApplication@sce.com).

**Note:** For Third Party OBF Program Applications contact your authorized Third Party Program Implementer. For Midstream Point of Purchase projects, all equipment should be purchased from an authorized SCE Midstream Program Distributor after the OBF loan is pre-approved.

### 2. Review of Applications and Payment History

SCE will review both your project and OBF applications and evaluate your credit-worthiness based on your SCE utility bill payment history.

### 3. Equipment Pre-Inspection

An SCE engineer or approved third-party inspector will conduct an inspection of your project site. If the existing equipment has been removed, your project will not be eligible for the OBF program, and may not be eligible for an SCE energy efficiency incentive.

**Note:** Equipment must be an ENERGY STAR®-approved model<sup>1</sup> when final inspection is completed to be eligible for an SCE energy efficiency incentive. It is the applicant or applicant's trade professional's responsibility to ensure the installed equipment is an ENERGY STAR-approved model when installed.

### 4. OBF Application Approval and Reservation

Upon approval of your credit-worthiness, project inspection, and loan term calculation, funds will be reserved for your project provided the funds are available, and the estimated loan amount meets program requirements.

The reservation is a calculated estimate, and represents the maximum loan amount for your project. The loan amount may change if the project subsequently installed does not match the conditions of the Project Application approval.

**Note:** Midstream customers are required to present their Loan Reservation letter at the time of purchasing equipment from an authorized distributor.

### 5. Equipment Installation

Upon receipt of the approval of both your Project and OBF Applications, you may install your energy efficiency project.

### 6. Submission of Installation Report/Project Completion Certificate

When your project installation is complete, submit an Installation Report (IR) form to us. Please refer to current incentive program policies at [sce.com/onbill](http://sce.com/onbill) for terms and conditions.

### 7. Review and Approval of Project Installation

Once your installation is inspected and approved, we will process your incentive payment, finalize your OBF Loan Agreement and send it to you to be signed and notarized by the authorized customer representative.

### 8. OBF Loan Funds Distribution

Upon receipt of your signed and notarized OBF Loan Agreement, we will provide you, or your designated payee, with the OBF loan proceeds.

### 9. Monthly Repayments Begin

Your first monthly, zero-interest loan repayment will appear on your next scheduled SCE utility bill.

<sup>1</sup> Premise is defined as a building or a single location that provides a particular service or is used for a particular purpose.

<sup>2</sup> Bill neutrality, according to the CPUC's May 18, 2012 decision guiding the 2013-2014 portfolio, refers to the situation in which the combined monthly or annual cost of energy efficiency loan repayments and the post-project utility bill do not exceed the amount of the original utility bill prior to the project being undertaken. See [www.cpuc.ca.gov](http://www.cpuc.ca.gov) for more information.

<sup>3</sup> Visit [energystar.gov](http://energystar.gov) for a list of ENERGY STAR-qualified products.

This program is funded by California utility ratepayers and administered by Southern California Edison under the auspices of the California Public Utilities Commission. This program is offered on a first-approved, first-served basis and is effective until funding is expended or the program is discontinued by the California Public Utilities Commission. The program may be modified or terminated without prior notice.



## AN INVITATION TO SCHOOLS

**Green Energy Innovations (GEI)** is one of the leading electric contractors providing energy-efficient products along with excellent customer service to all its clients. GEI has served over 20,000 clients in numerous cities throughout the states of California and New York. GEI is a certified Minority Business Enterprise (MBE) and a California licensed and insured contractor (CSLB #959987). In addition, GEI has been recognized by Southern California Edison as a Top-Performing Customer Authorized Agent for numerous years.



*Offices, classrooms and cafeterias are commonly lit with 4-lamp T12 fluorescent fixtures. We recommend upgrading to the more efficient 2-lamp T8 LED fixtures, which provide the same level of illumination with half the number of bulbs, cutting your energy consumption by over 65%!*

**Reduce energy consumption** and improve the quality of light for your schools by upgrading to LED lighting, all while saving money. By working through SCE's On-Bill Financing program, GEI assists customers in upgrading their lighting to more energy-efficient technology with a zero-interest loan on their monthly utility bill.

**The On-Bill Financing** program helps your schools fund efficiency projects with little to no out-of-pocket costs. You may qualify for loans to help fund eligible lighting measures and upgrades, allowing you to repay the loan in monthly installments through your utility bill, with no interest, loan cost or fees. The objective is to lower your utility bill with significant savings by means of reduced energy consumption so that the added monthly loan payment does not exceed your current bill amount. In some cases, you may combine this program with additional financial incentives that offer your business even greater access to an efficient future.



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TEL 510.560.4771  
FAX 530.588.9823



## 2018 Commercial Energy Efficiency

10011 Pioneer Blvd., Santa Fe Springs, CA 90670

T(323) 622-1930 F(323) 622-1937



# Energy Saving Lighting Project

### CUSTOMER INFORMATION

**Business Name :** Bishop Elementary School

**Address :** 800 W Elm St

**City, State and Zip Code :** Bishop CA 93514

**Contact :** Todd Remley

**E-mail :** [tremley@bishopschools.org](mailto:tremley@bishopschools.org)

**Phone Number :** 760)872-4931

**Energy Solution Analyst :** David Song / Mik Seanz

**Sales Phone Number / Email :** 714)886-7930 [mik.seanz@geinnovationsinc.com](mailto:mik.seanz@geinnovationsinc.com)

**Date :** 6/21/2018

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T(510)560-4771 F(530)588-9823



10011 S. Pioneer Blvd., Santa Fe Springs, CA 90670  
T(323) 622-1930 F(323) 622-1937

GEI Proposal

Business Name : Bishop Elementary School  
Street Address : 800 W Elm St  
City, ZIP : Bishop, CA 93514  
Contact : Todd Remley  
Phone # / Fax : 760/872-4931  
Salesperson Info : David Song / Mik Sazma 714/886-7930  
Annual Hours of Op : 2,470 Hours  
Rate (CENTS/kWH) : 20  
Height : 0ft  
Date : 6/21/2018

Proposed Qty.	Location	Old Measure		New Measure		Annual Hours	Annual Savings (KWH)	Annual Savings (\$)
		Type	System Watt	Type	System Watt			
4' T8 Troffer Fixture								
39	1st Grade Building	2-F32 T8	59	2 x LED 4FT Tube	30	2,470	2,793.57	\$ 558.71
149	2nd Grade Building	2-F32 T8	59	2 x LED 4FT Tube	30	2,470	10,672.87	\$ 2,134.57
103	3rd & 4th Grade Building	2-F32 T8	59	2 x LED 4FT Tube	30	2,470	7,377.89	\$ 1,475.58
67	5th Grade Building	2-F32 T8	59	2 x LED 4FT Tube	30	2,470	4,799.21	\$ 959.84
1	Cafeteria	1-F32 T8	32	1 x LED 4FT Tube	15	2,470	41.99	\$ 8.40
40	Cafeteria	2-F32 T8	59	2 x LED 4FT Tube	30	2,470	2,865.20	\$ 573.04
2	Cafeteria	3-F32 T8	89	3 x LED 4FT Tube	45	2,470	217.36	\$ 43.47
8' T12 Linear Fixture								
6	Warehouse	2-F96 T12	207	2 x LED 8FT Tube	104	2,470	1,526.46	\$ 305.29
4' T12 Troffer Fixture								
39	1st Grade Building	2-F32 T12	72	2 x LED 4FT Tube	30	2,470	4,045.86	\$ 809.17
55	1st Grade Building	4-F32 T12	144	4 x LED 4FT Tube	60	2,470	11,411.40	\$ 2,282.28
151	2nd Grade Building	2-F32 T12	72	2 x LED 4FT Tube	30	2,470	15,664.74	\$ 3,132.95
40	3rd & 4th Grade Building	4-F32 T12	144	4 x LED 4FT Tube	60	2,470	8,299.20	\$ 1,659.84
44	5th Grade Building	4-F32 T12	144	4 x LED 4FT Tube	60	2,470	9,129.12	\$ 1,825.82
124	3rd & 4th Grade Building	2-F32 T12	72	2 x LED 4FT Tube	30	2,470	12,863.76	\$ 2,572.75
21	Bus	2-F32 T12	72	2 x LED 4FT Tube	30	2,470	2,178.54	\$ 435.71
181	5th Grade Building	2-F32 T12	72	2 x LED 4FT Tube	30	2,470	18,776.94	\$ 3,755.39
INTERIOR LED FIXTURE REPLACEMENT(LED PANEL)								
4	5th Grade Building	2-F32 T8 - U	59	LED FLAT PANEL	40	2,470	187.92	\$ 37.58
INTERIOR HIGHBAY FIXTURES								
HIGH-BAY FIXTURES								
12	Gym	1000W HID	1080	300W LED High-Bay (Dome)	300	2,470	23,119.20	\$ 4,623.84
1112	Total		Est. Annual Electricity Savings* :				\$ 27,194.25	
OTHER ITEMS								
1	Home Street Middle School & Bishop Union High School							
2	Boom Lift - 30/40ft (per day)							\$ 640.00
3	Total							

Est.Total Cost : \$ 258,284.35

\*\* Est. Total SCE Rebate : \$ 9,940.00

SCE OBF Amount: \$ 248,344.35

Customer Upfront Cost : \$0.00

Maintenance has NOT been calculated. If calculated, end user will see MORE savings.  
End user will see more or less savings depending on condition of the occupancy percentage.

\* Old Measure System Wattages and Annual Hours were assumed. The Estimated Annual Savings may vary depending on actual values.

Terms and Conditions:

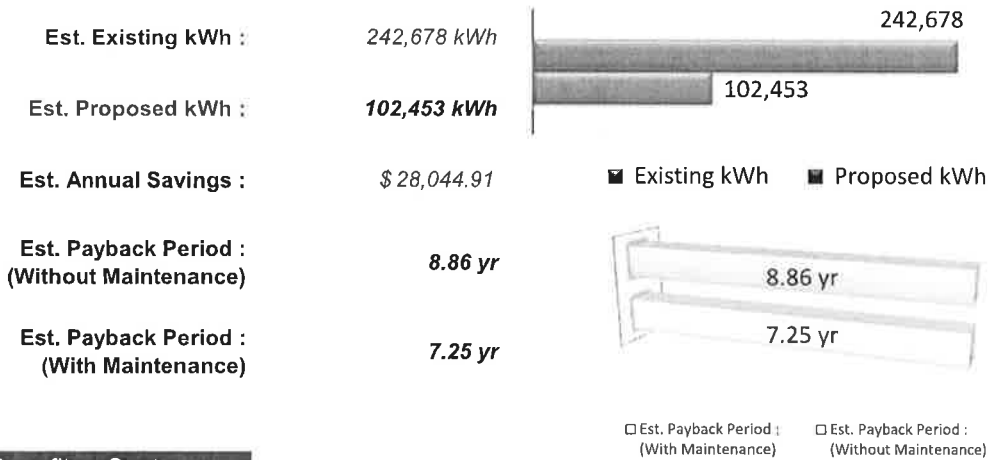
1. I, the Customer, acknowledge, accept, and agree to the Total Project Cost stated above. Total Project Cost is subject to change if changes are made to the existing quantity or if additional work/labor is required.
2. Total Project Cost and/or Balance Due is due 15 calendar days of the invoice date.
3. No sales representative of GEI has authority to alter, vary, or waive any of the standard terms and conditions herein.
4. Scope of work may be changed if the Customer agrees to pay the adjusted amount prior to/during the installation or upon GEI's inspection. Additional costs include but are not limited to: lift rental fee, extra equipment fee, and labor.
5. If Customer request off-hour installation, customer must provide on-site representative to oversee the installation.
6. All products installed by GEI are covered under 6-months parts/labor warranty by GEI and 5-year manufacturer's product warranty.
7. Estimate/calculation is based on specific lighting system (lamp and/or ballast) information; pre-preset system wattage may vary.
8. If hazardous waste removal service is not requested, customer assumes sole responsibility for hazardous waste disposal in accordance to applicable guidelines.
9. If any provision (or any part of any provision) contained herein shall, for any reason, be held to be invalid, illegal or unenforceable in any respect, such invalidity, illegality or unenforceability shall not affect any other provision (or remaining part of the affected provision) hereof.
10. If GEI receives payment from the customer more than 15 days after the invoice date, GEI may impose a late fee of \$50.00. (for any returned checks, customer shall pay \$30 as a Returned Check Charge) If GEI receives payment from the customer more than 30 days after the invoice date, GEI may assess interest equal to one percent (1%) of the unpaid balance for each month, or a portion of the month the balance is unpaid. If the customer has not paid an invoice for more than 90 days, GEI may refer collection of the unpaid amount to an attorney or collections agency. If the customer has not paid an invoice for more than 90 days, GEI may refer collection of the unpaid amount to an attorney or collections agency. If the customer's unpaid invoices are referred to an attorney or collections agency, customer shall pay all reasonable attorney's fees or collection agency fees.
11. I, the Customer, understand and agree to all of the terms and conditions stated on this agreement. By signing below, I, the Customer, have read and understood the terms stated and agree to the total price and quantity of materials for this project to be accurate and correct.

Customer Name/Title (Please Print): \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

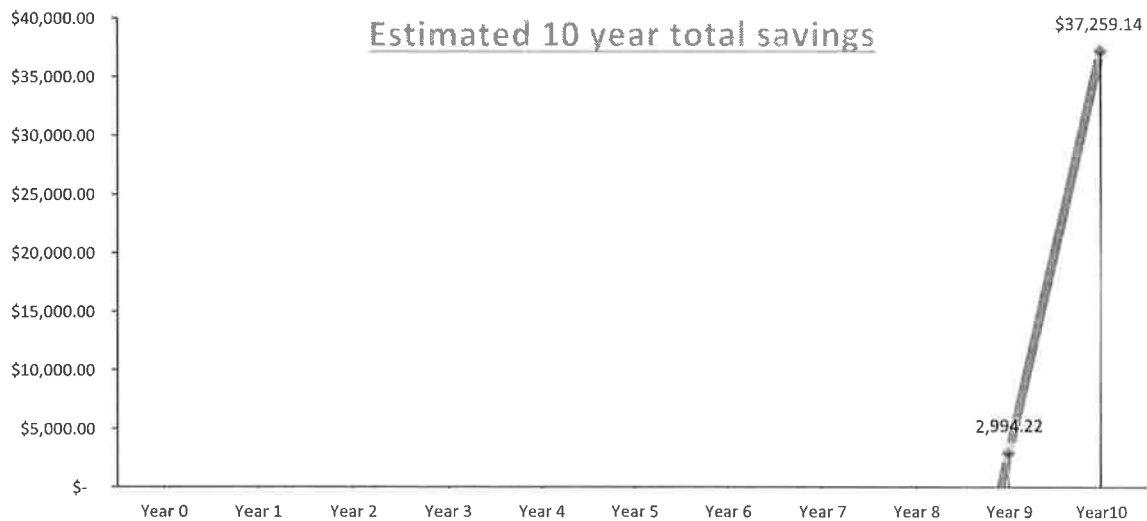
**Business Name:** Bishop Elementary School  
**Street Address:** 800 W Elm St  
**City, ZIP:** Bishop, CA 93514

### Annual Proposed Savings\*



### Benefits - Costs

Investment Costs	Year 1	Year 2	Year 3	Year 5	Year 10
<b>Old Annual Electricity Costs</b>	\$ 48,535.50	\$ 48,535.50	\$ 48,535.50	\$ 48,535.50	\$ 48,535.50
<b>NEW Annual Electricity Costs</b>	\$ 20,490.59	\$ 20,490.59	\$ 20,490.59	\$ 20,490.59	\$ 20,490.59
<b>Annual Electricity Savings</b>	\$ 28,044.91	\$ 28,044.91	\$ 28,044.91	\$ 28,044.91	\$ 28,044.91
<b>Maintenance Cost Savings Benefits</b>	\$ 6,220.00	\$ 6,220.00	\$ 6,220.00	\$ 6,220.00	\$ 6,220.00
<b>Total Cumulative Benefit Flow</b>	(\$271,125.09)	(\$236,860.17)	(\$202,595.26)	(\$134,065.43)	\$37,259.14



Maintenance has NOT been calculated. If calculated, end user will see MORE savings.  
 End user will see more or less savings depending on condition of the occupancy percentage.



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## 2017 Commercial Energy Efficiency



# Lighting Project Proposal & Agreement

### CUSTOMER INFORMATION

**Business Name :** Bishop Union High School

**Address :** 301 N Flower St

**City, State and Zip Code :** Bishop CA 93514

**Site Contact Name :** Todd Remley

**E-mail :** [tremley@bishopschools.org](mailto:tremley@bishopschools.org)

**Phone Number :** (760)872-4931

**Sales person :** Mik Seanz / David Song

**Sales Phone Number / Email :** (714)886-7930 [mik.seanz@geinnovationsinc.com](mailto:mik.seanz@geinnovationsinc.com)

**Date :** 6/20/2018

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## LED PROPOSAL

Business Name : Bishop Union High School  
Street Address : 301 N Flower St  
City, ZIP : Bishop CA 93514  
Contact : Todd Remley  
Phone # : (760)872-4931  
Salesperson Info : Mik Seanz / David Song (714)886-7930  
Annual Hours of Op : 8,760  
Rate (CENTS/kWh) : 18  
Date : 6/20/2018

Proposed Qty.	Old Measure		New Measure			Annual Hours	Annual Savings (kWh)	Annual Savings (\$)
	Type	System Wattage	Type	Model & Manufacturer	System Wattage			
438	1-Lamp HP T8 32W	29	LF to LED Tube w/Internal Driver, 1-lamp	T8-10W-120-PT (Torshare Ltd.)	10	2470	20555.340	\$ 3,699.96
381	2-Lamp HP T8 32W	56	LF to LED Tube w/Internal Driver, 2-lamp	T8-10W-120-PT (Torshare Ltd.)	20	2470	7202.520	\$ 1,296.45
15	3-Lamp HP T8 32W	89	LF to LED Tube w/Internal Driver, 3-lamp	T8-10W-120-PT (Torshare Ltd.)	30	2470	2074.8	\$ 373.46
218	4-Lamp HP T8 32W	108	LF to LED Tube w/Internal Driver, 4-lamp	T8-10W-120-PT (Torshare Ltd.)	40	2470	33424.04	\$ 6,016.33
5	2-Lamp 4' T12	72	LF to LED Tube w/Internal Driver, 2-lamp	T8-10W-120-PT (Torshare Ltd.)	20	2470	642.200	\$ 115.60
24	4-Lamp 4' T12	144	LF to LED Tube w/Internal Driver, 2-lamp	T8-10W-120-PT (Torshare Ltd.)	20	2470	6165.12	\$ 1,109.72
35	2-Lamp 8' T8	123	LF to New LED Fixture	T8-10W-120-PT (Torshare Ltd.)	40	2470	7175.35	\$ 1,291.56
10	2-Lamp 24" Std T8	30	LF to New LED Fixture	LTR-22LE-18/850 (Aleo Lighting, Inc.)	18	2470	148.2	\$ 26.68
60	1 Metal Halide, (1) 400W lamp	458	LED High/Low Bay Fixture	SLB2-160/850/F (Aleo Lighting, Inc.)	160	2470	11856	\$ 2,134.08
8	1 Metal Halide, (1) 400W lamp	458	LED High/Low Bay Fixture	-	120	2470	6678.880	\$ 1,202.20
1194	Total						95922.450	\$ 17,266.04
OTHER ITEMS								
1	Boom Lift - 30/40ft (per week)							
1	Total							

Est.Total Cost : \$ 109,040.00

\*\* Est. Total CLIP Incentives : \$ 38,032.27

Discount : \$ (71,007.73)

Customer Upfront Cost : \$0.00

### Terms and Conditions:

Green Energy Innovations' ("GEI") lighting project and its saving and cost estimate is subject to Los Angeles Department of Water and Power ("LADWP") Commercial Lighting Incentive Program's ("CLIP") funding availability and program approval. All lighting products meet LADWP's specifications & qualification and are covered under 6-months labor warranty by GEI and 5-year product warranty by the manufacturer.

\*Calculations based on specific lighting systems (lamp and/or ballast) information, pre/post system wattage may vary.

Scope of work may be changed if the customer agrees to pay the adjusted total project amount prior to or during the installation. Additional costs include, but are not limited to: lift rental fee, extra equipment fee, and labor. "Emergency Back-Up Lighting fixture" is not covered under LADWP rebate program. Therefore, GEI will NOT replace them with LED products upon discovery unless the customer has specifically requested for GEI to install emergency backup system prior to installation and have agreed to pay for each unit in addition to any and all existing project amount.)

The customer payment, (total Co-Pay amount) when applicable, is due prior to installation, after NTP (Notice to Proceed) is received by GEI. The customer understands that LADWP provides GEI with 120 days to complete each project and hereby agrees to fully comply with the following: Cooperate and assist GEI with attaining proper information, signing invoices and documents required by LADWP, setting appointments for inspections, installations, and seeking respective occupant/tenant's cooperation when necessary.

If the customer requests off-hour installation, the customer must provide an on-site representative to provide access to secured areas, and specific instructions, if any. The customer is solely responsible for the security of the facility. GEI employees or its agents are NOT liable for any loss including property damage or theft.

Upon completion of the project and after all necessary documentations are submitted to LADWP, rebate payment will be issued directly to GEI pursuant to the terms of LADWP Payment Assignment Form.

The customer will be held liable for any act or omission resulting in permanent rejection or reduction in total amount of rebate due, including but not limited, to the following: incorrect or falsified information provided to GEI or its agent, not cooperating with inspection & installation schedule, or not complying with information and scheduling requested by LADWP in timely manner.

\*\*\* California State Assembly Bill 1699, under Title 33 of Environmental Quality, requires that all fluorescent lamps and tubes be recycled or taken to either a household hazardous waste disposal facility or a universal waste handler. \*\*\*

"The customer assumes sole responsibility for hazardous waste disposal in accordance to applicable EPA/State guidelines if the removal service has NOT been requested at the time customer signs the lighting project proposal & agreement. LADWP commercial lighting incentive programs are subject to change at any time by LADWP and GEI reserves the right to cancel the project upon such change made by LADWP.

This proposal is valid for 30 days from issued date and the items and quantities above are subject to LADWP's approval upon site inspection and may be revised accordingly.

..

"I, CUSTOMER, have read and understood LADWP CLIP Application's Terms & Conditions.

[https://www.ladwp.com/csl/dclp?ldcService=GET\\_FILE&dDocName=OPLADWPCCB411115&RevisionSelectionMethod=LatestReleased](https://www.ladwp.com/csl/dclp?ldcService=GET_FILE&dDocName=OPLADWPCCB411115&RevisionSelectionMethod=LatestReleased)

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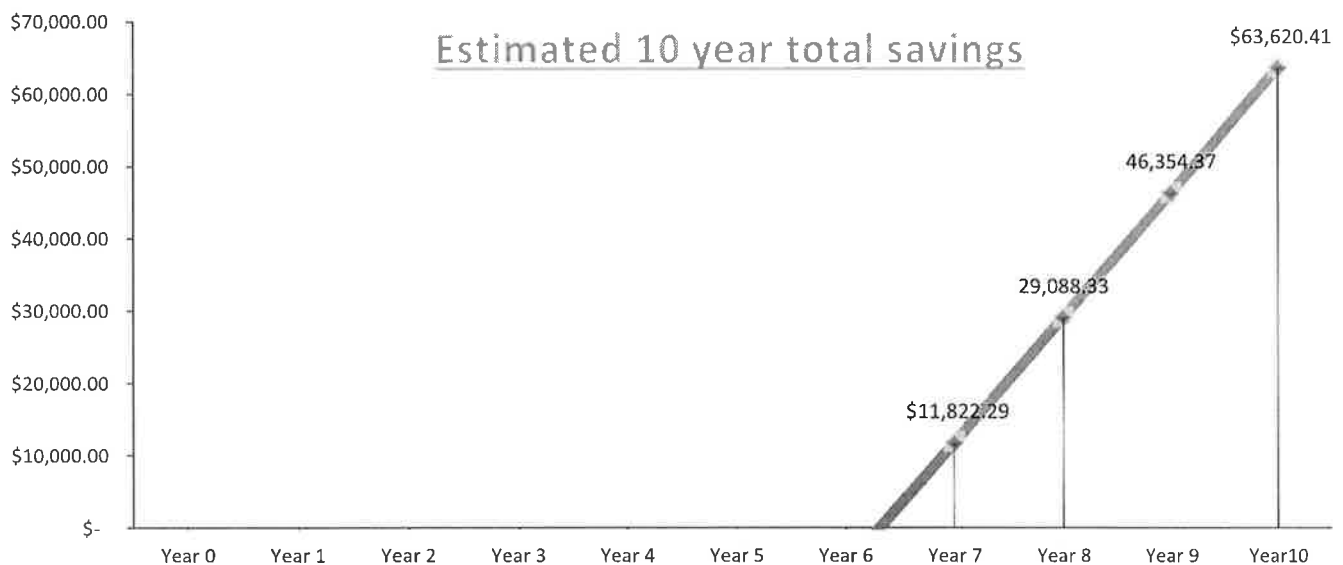
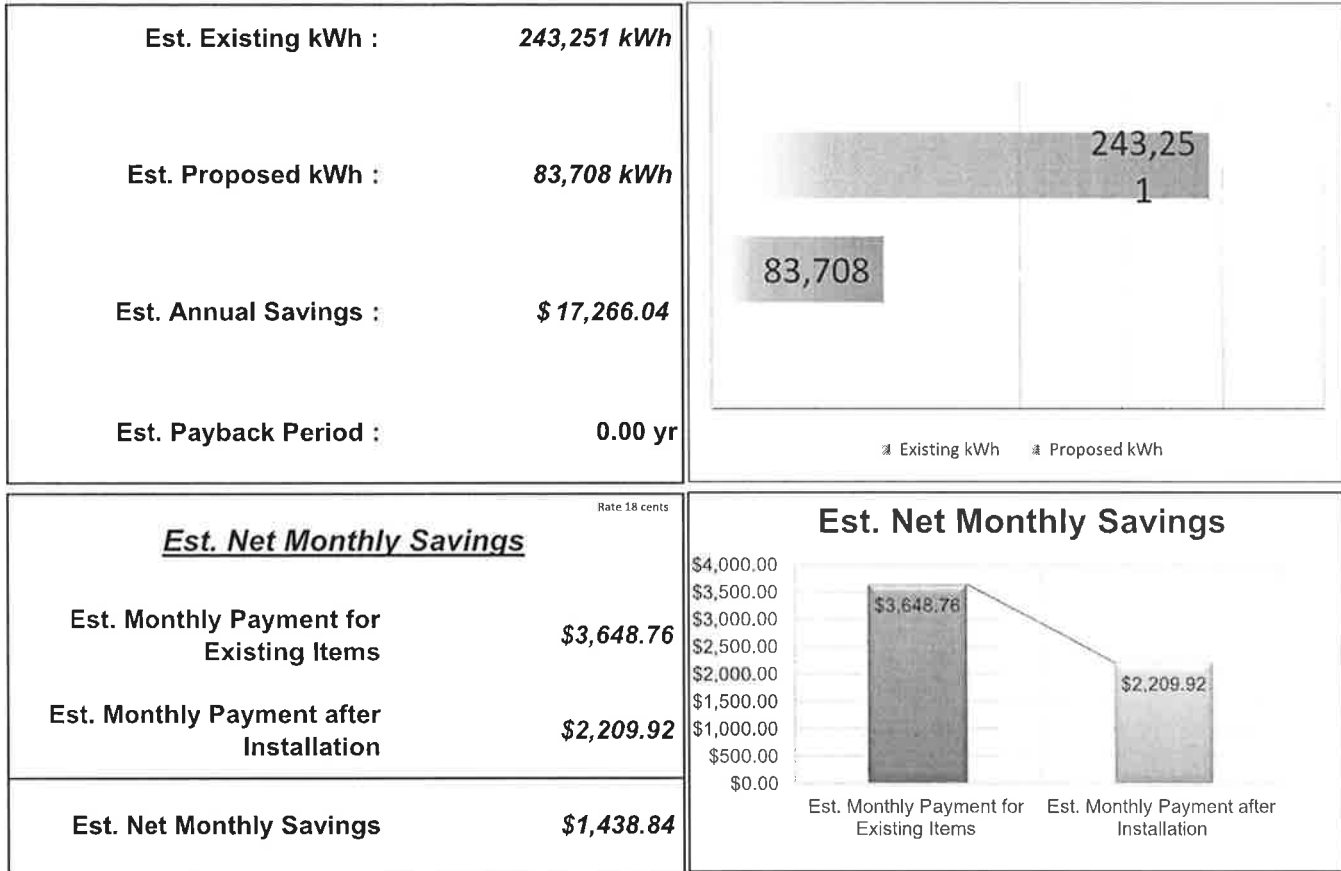
\*\*\* The operation hours stated herein are true and accurate to best of knowledge and I understand that savings and cost estimate are based on operation hour provided and subject to change.

X

Customer Signature \_\_\_\_\_ Customer Name \_\_\_\_\_ Title \_\_\_\_\_ Date \_\_\_\_\_

**Business Name:** Bishop Union High School  
**Street Address:** 301 N Flower St  
**City, ZIP:** BishopCA 93514

## Annual Proposed Savings

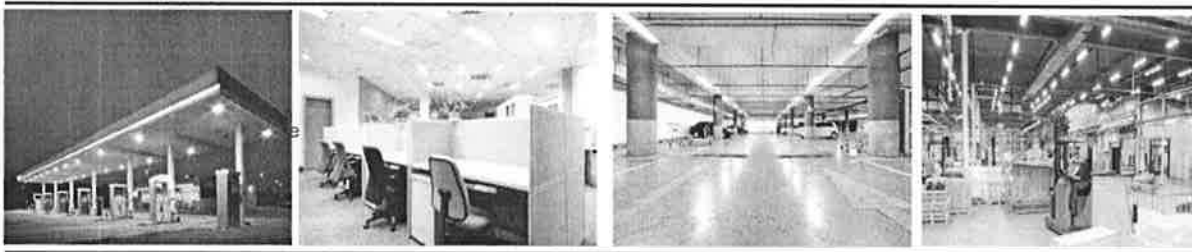






[www.geinnovationsinc.com](http://www.geinnovationsinc.com)

## 2017 Commercial Energy Efficiency



# Lighting Project Proposal & Agreement

### CUSTOMER INFORMATION

**Business Name :** Home Street Middle School

**Address :** 201 Home St

**City, State and Zip Code :** Bishop CA 93514

**Site Contact Name :** Todd Remley

**E-mail :** [tremley@bishopschools.org](mailto:tremley@bishopschools.org)

**Phone Number :** (760)872-4931

**Sales person :** Mik Seanz / David Song

**Sales Phone Number / Email :** (714)886-7930 [mik.seanz@geinnovationsinc.com](mailto:mik.seanz@geinnovationsinc.com)

**Date :** 6/21/2018

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### SAVE ENERGY, ENJOY LIFE!

Main Office: 10011 Pioneer Blvd.  
Santa Fe Springs, CA 90670  
T(323) 622-1930 F(323) 622-1937

653 143rd Ave.  
San Leandro, CA 94578  
T(510) 560-4771 F(530) 588-9823



10011 S. Pioneer Blvd., Santa Fe Springs, CA 90670  
T(323) 622-1930 F(323) 622-1937

## LED PROPOSAL

Business Name : Home Street Middle School  
Street Address : 201 Home St  
City, ZIP : Bishop CA 93514  
Contact : Todd Remley  
Phone # : (760)872-4931  
Salesperson Info : Mik Seanz / David (714)886-7930  
Annual Hours of Op : 8,760  
Rate (CENTS/kWH) : 18  
Date : 6/21/2018

Proposed Qty.	Old Measure		New Measure			Annual Hours	Annual Savings (kWh)	Annual Savings (\$)
	Type	System Wattage	Type	Model & Manufacturer	System Wattage			
4	1-Lamp HP T8 25W	45	LF to LED Tube w/Internal Driver, 1-lamp	T8-10W-120-PT (Torshare Ltd.)	10	2340	117.000	\$ 28.08
380	2-Lamp HP T8 25W	43.79736842	LF to LED Tube w/Internal Driver, 2-lamp	T8-10W-120-PT (Torshare Ltd.)	20	2340	21441.420	\$ 5,145.94
146	4-Lamp HP T8 25W	84.77157534	LF to LED Tube w/Internal Driver, 4-lamp	T8-10W-120-PT (Torshare Ltd.)	40	2340	15576.561	\$ 3,738.37
530	Total						84532.071	\$ 17,443.87

Est.Total Cost : \$ 47,180.00

\*\* Est. Total CLIP Incentives : \$ 9,073.38

Discount : \$ (38,106.62)

Customer Upfront Cost : \$0.00

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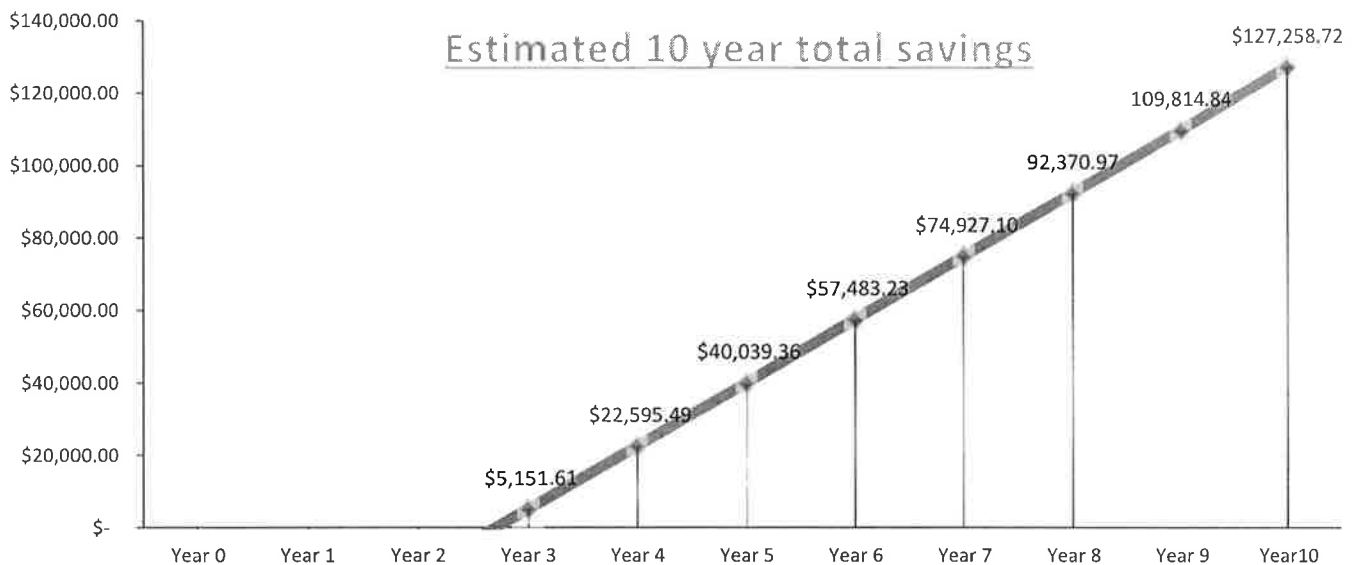
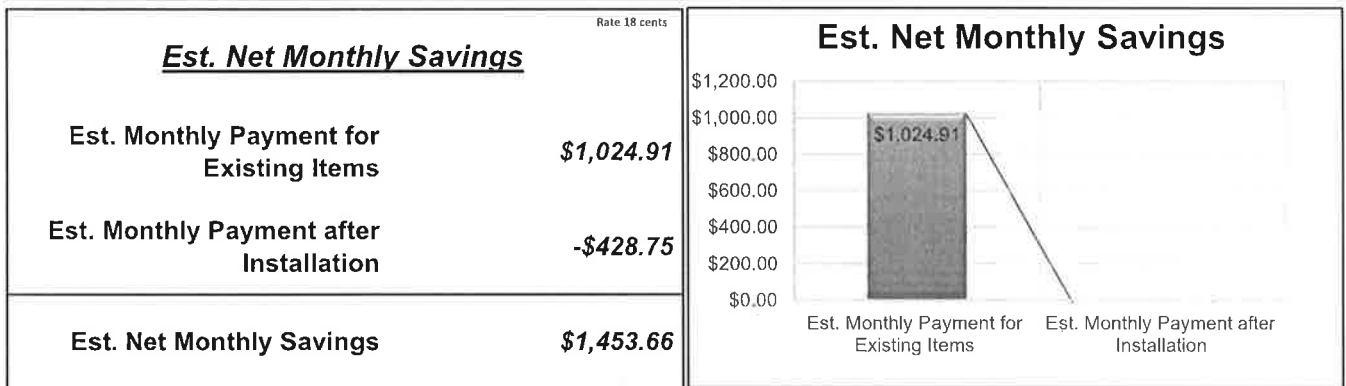
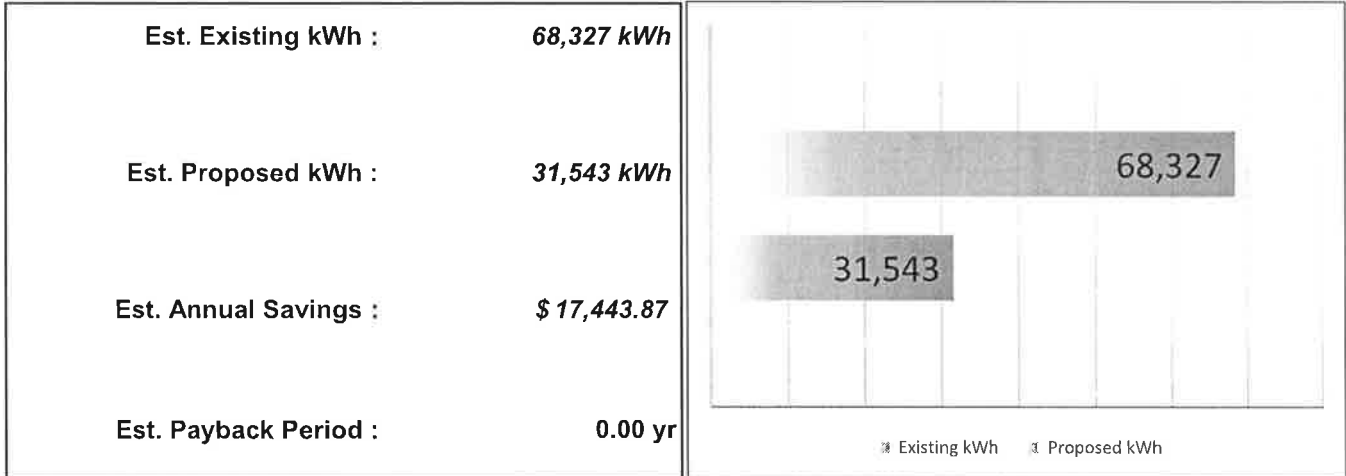
[https://www.ladwp.com/cs/ldcplg?ldcService=GET\\_FILE&dDocName=OPLADWPCCB411115&RevisionSelectionMethod=LatestReleased](https://www.ladwp.com/cs/ldcplg?ldcService=GET_FILE&dDocName=OPLADWPCCB411115&RevisionSelectionMethod=LatestReleased)

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X  
Customer Signature \_\_\_\_\_ Customer Name \_\_\_\_\_ Title \_\_\_\_\_ Date \_\_\_\_\_

**Business Name:** Home Street Middle School  
**Street Address:** 201 Home St  
**City, ZIP:** BishopCA 93514

## Annual Proposed Savings



## BUSD Lighting Project

BUSD did talk to a second company regarding lighting replacement. WILLDAN Electric & Lighting out of Anaheim came to the District and did the same assessments as Green Energy Innovations. Both companies were gung-ho, but when Todd Remley asked both companies to make sure they were quoting the projects at LED lighting, Not CFL (savings for CFL are much less so repay period is much longer), WILLDAN stopped calling.



**Fernando Rodriguez**  
Energy Efficiency Auditor

2401 East Katella Avenue, Suite 300, Anaheim, CA 92806  
cell: 619.643.5372  
e-mail: [frdriguez@willdan.com](mailto:frdriguez@willdan.com)  
[www.willdan.com](http://www.willdan.com)