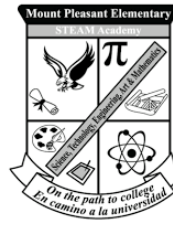


Project Highlights The Numbers

- Annual Savings kW/yr 980K (74%)
- Increase in Light Level +15%
- Annual Cost Savings \$199,720
- Return-on-Investment 1.85 years
- Lifetime Savings (10 Yr) \$1,277,718

Maintenance Staff Coordinated installation of the LED upgrades

All upgrades were completed during the 2 month summer break. Each school was completed in a week. As the crew gained experience they were able to complete upgrade each troffer in 15-20 minutes.



Mount Pleasant Elementary School District has five campuses which have completed lighting upgrades using RedBird Stripit Kit[®] and LX series volumetric retrofit products. With Mike Kelly, the district's head of Maintenance and Operations, RedBird worked to specify a range of products optimized for maximal energy savings for each location throughout the various buildings. California's Proposition 39 provided the funds for these upgrades. See comments from Mr. Kelly on the following page.

The buildings ranged from 10 to 35 years old. In many areas the lighting was still using the obsolete T12 fluorescents. After the upgrades were installed, measured energy savings confirmed an average power reduction of 74% and an increase in light levels of 15% overall. Specifically, the average per-fixture drop in power was 42 watts/fixture. With 7,400 fixtures on for 3,150 hrs/year yields an annual reduction of 980,000 kWh. At current rate of \$0.204/kWh this means an annual savings of \$199,720/yr, with a ROI for the entire District of 1.85 years. The additional cost savings from the reduction in maintenance and HVAC costs were not included in the calculation of ROI.

Over the ten year lifetime of the LED upgrades the total NET savings to the District will be \$1,277,718.





Board of Trustees

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May 8, 2019

To whom it may concern,

My name is Mike Kelly I am Chief of M&O for the Mount Pleasant Elementary School District. I was first introduced to the Redbird products by engineers that worked for Exxon. Exxon was going to install solar and upgrade my interior and exterior lighting using my Prop 39 moneys. The District ultimately decided not to install solar. So I contacted Jonathan Eppstein at Redbird. Jonathan has been great to work with; he is very knowledgeable and helped me retrofit four elementary and one Junior high school.

What I really like about the Redbird products is, how well made the product is and how easy and quick to install. If you have the manpower you can easily take on the project in house. I was able to completely change out a fixture in 20 minutes myself. I personally worked with the contractor; with two guys we averaged 2-3 classrooms a day. The whole school was completed in a week.

One of the sites we used The Simple Choice Troffer Kits, when we were done it looked like all new fixtures. I was very impressed with how easy they were to install and I would highly recommend using this product.

I have been working for schools going on 30 plus years and I would say this is the best return on investment of any project that I have done. It is going on two years and we have not had to touch one fixture.

Mike Kelly

Chief Of M&O