

LIGHTING PROPOSAL

April 20, 2023

MIKE STONE
TEST QUOTE
111 6TH STREET
BROOKLYN, NY 11156

Proposal Number: TEST QUOTE

MIKE,

I want to thank you for allowing me the opportunity to quote this LED upgrade for you. Attached, please find the energy and financial analysis I have prepared for you. Doing a lighting upgrade provides a great financial benefit as the energy savings typically outweigh the initial investment. There are, however, many other benefits that are a result of improving your lighting such as enhanced visual comfort and safety for your patrons, lowered maintenance since your LEDs can last up to 20 years and because they use less power, this helps reduce CO2 emissions.

Thank you again for your time and the opportunity. We have been able to help many clients with their lighting needs and hope for the chance to be able to serve you best.

Warm Regards,

Mike Roy
Project Manager
Uniter Electric Power
270 Park Ave
New Hyde Park, NY 11040
(516)615-3724
michael.roy@powerflotechnologies.com

SUMMARY

Net Project Cost

\$4,502.13

Simple Payback

0.9 Years

Annual Savings

\$4,960.13

Total Savings Over 20 Years

\$132,790.50

Annualized ROI

142.5%

RETURN ON INVESTMENT (ROI)

Total Return on Investment (ROI)

2849.5%

Annualized ROI (over 20 years)

142.5%

Simple Payback

0.9 Years

PROJECT INVESTMENT

Replacement Fixtures/Bulbs	\$4,270.80
Labor	\$3,030.00
CONSUMABLES	\$333.33
Project Cost	\$7,634.13
Total Project Cost	\$7,634.13
Rebates	-\$3,132.00
Net Project Cost	\$4,502.13

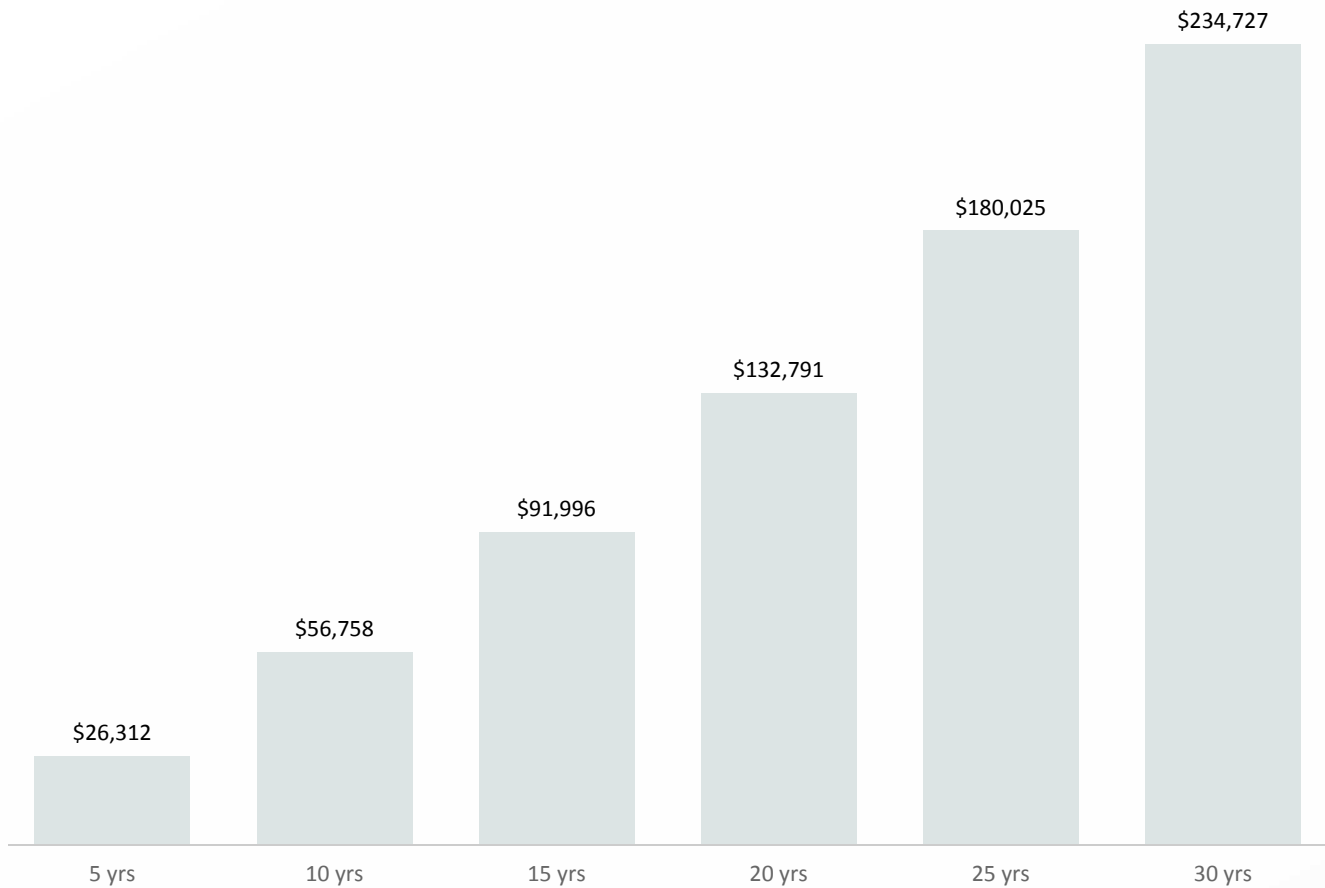
COST SAVINGS

Annual Energy Savings	\$4,888.80
Annual Maintenance Savings	\$71.33
Total Annual Savings	\$4,960.13
Total Savings Over 20 Years	\$132,790.50

ENERGY SAVINGS

Existing Energy Usage	51,160 kWh
Proposed Energy Usage	10,420 kWh
Energy Savings	40,740 kWh
Energy Reduction	80%

COST OF WAITING



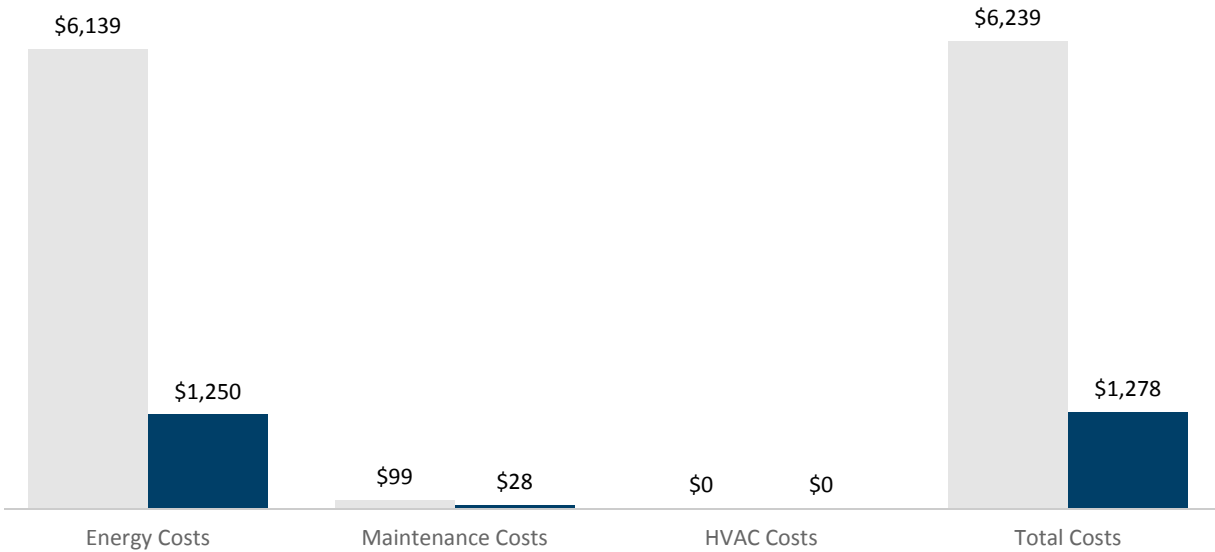
Many companies hold out on investing in energy efficient improvements because they are worried about the initial spend. The question is...does it cost to wait? The upfront investment is a small price to pay when you look at how much it will cost you if you don't upgrade. Plus, in many cases the initial investment is recouped in just a few years while you enjoy the savings over the next 20-30 years.

SAVINGS ANALYSIS

\$4,960
Annual Savings

80%
Cost Savings

- Current Costs
- Costs After Upgrades



You'll save more than just energy when you upgrade to LEDs. They use significantly less energy than older light sources and last up to 5 times longer. They also produce very little heat, which means you'll save on cooling costs too.

ENVIRONMENTAL IMPACT



**TREES
PLANTED**



**CARBON
REDUCTION**



**CARS
REMOVED**

DOING YOUR PART

LED lamps and tubes not only consume a fraction of the energy consumed by older lighting technologies like incandescent lamps, they can last almost five times as long. LEDs also contain no mercury. By doing nothing more than investing in this lighting upgrade, you've done your part to help future generations enjoy our planet.

FORMULAS

General Assumptions

kWh Rate	= \$0.12
Annual kWh Rate Increase	= 3.0%
Cooling Months for HVAC Savings	= 0
HVAC Coefficient	= 0.33

Energy Savings

Total Existing Watts	= Number of Fixtures x Number of Watts
Total New Watts	= Number of New Fixtures x Number of Watts
Energy Saved Watts	= Total Existing Watts - Total New Watts
% Energy Savings	= Energy Saved Watts ÷ Total Existing Watts

Maintenance Savings

Existing Lamp Replcmts/Year (ELRY)	= Operating Hours ÷ Existing Lamp Life
New Lamp Replcmts/Year (NLRV)	= Operating Hours ÷ New Lamp Life
Annual Maintenance Savings	= (ELRY - NLRV) x Existing Lamp Cost x Existing Lamps/Fixt x Existing Fixtures

HVAC Savings

HVAC Savings	= Energy Saved Watts ÷ 1000 x Oper Hrs x (Cooling Mos ÷ 12) x HVAC Coef x kWh Rate
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Financial Savings

Existing Energy Cost	= Existing Fixture Watts x Qty Fixtures ÷ 1000 x kWh Rate
Annual Proposed Energy Cost	= New Fixture Watts x Qty Fixtures ÷ 1000 x kWh Rate
Annual Energy Savings	= Existing Energy Cost - Annual Proposed Energy Cost

Rebates

Total Fixture Rebate	= Quantity of Fixtures x Per Fixture Rebate Amount
kW Rebate	= Energy Saved Watts ÷ 1000 x kW Rebate
kWh Rebate	= Energy Saved Watts ÷ 1000 x Oper Hrs x kWh Rebate

Project Economics

Payback (Years)	= Project Cost ÷ Annual Energy Savings
Total ROI %	= Total Savings ÷ Project Cost
Annualized ROI %	= Total ROI ÷ 20 Years

MATERIALS SUMMARY

Existing Fixtures

Location	Fixture	Qty	Watts
BATHROOM	Sconce 60W A19 2L	4	120 W
HALLWAY	2X2 LAY IN	16	100 W
HALLWAY	2X4 LAY IN	13	200 W
LOBBY	6" Downlight CFL 9W 2-pin 2L	18	50 W
SHOP	1000 MH	20	1000 W

Proposed Fixtures

Location	Fixture	Qty	Watts	Each	Total	Labor
BATHROOM	A19 LED 10W	8	10 W	\$8.00	\$64.00	\$80.00
HALLWAY	2X2 LED LAY IN	10	20 W	\$45.27	\$452.70	\$450.00
HALLWAY	2X4 LED LAY IN	10	29 W	\$57.60	\$576.00	\$600.00
LOBBY	6" DOWNLIGHT	10	14 W	\$39.27	\$392.70	\$400.00
SHOP	Linear High Bay	20	225 W	\$139.27	\$2,785.40	\$1,500.00

TERMS AND CONDITIONS

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TERMS AND CONDITIONS FOR SALE OF PRODUCT AND SERVICES

1. Definitions

"Purchaser" means the entity to which Seller is providing Products under the Contract. "Contract" means either the contract agreement signed by both parties, or the purchase order provided by Purchaser and accepted by Seller in writing or electronically, for the sale of Products, together with these Terms and Conditions, Sellers final quotation, and Sellers order acknowledgement. In the event of any conflict, the Terms and Conditions shall take precedence over and supersede other documents included in the Contract. Contract Price means the agreed price stated in the Contract for the sale of Products and Services, including adjustments (if any) in accordance with the Contract. Hazardous Materials shall have the same meaning as defined by the U.S. Environmental Protection Agency, the U.S. Occupational Safety and Health Administration, the U.S. Department of Transportation, and the U.S. Nuclear Regulatory Commission, and shall also mean any biological, chemical, radiological, and or physical substance, material, waste, good, petroleum or petroleum-derived products or byproducts, or any other chemical, substance, material or emission, that is regulated, listed, or controlled pursuant to any national, state, or local law, statute, ordinance, directive, regulation or other legal requirement of the United States of America.

Insolvent/Bankrupt means that a party is operating in the zone of insolvency, insolvent, makes an assignment for the benefit of its creditors, has a receiver or trustee appointed for it or any of its assets, or files or has filed against it a proceeding under Title 11 of the United States Code. Products means the equipment, parts, materials, supplies, software, and other goods Seller has agreed to supply to Purchaser pursuant to the Contract. "Seller" means the entity providing Products under the Contract. Services means the services Seller has agreed to provide pursuant to the Contract. "Site" means the premises where Products are used not including Sellers premises. Terms and Conditions means these Terms and Conditions for Sale of Products and Services, including any modifications or additions thereto specifically stated in Sellers final quotation or specifically agreed upon by Seller in writing.

2. Price and Payment

The purchase price for goods being purchased hereunder shall be the price for such goods as reflected on Sellers Contract at the time of shipment. Payment shall be made by Purchaser pursuant to the terms set forth on the Contract.

3. Taxes

Purchaser shall pay all transportation costs, insurance, and all applicable duties, federal, state, and local sales, use, property, excise, or other taxes, fees, or other charges of any nature, including, but not limited to consumption, gross receipts, import, property, stamp, turnover, use, or value-added taxes, and all items of withholding, deficiency, penalty, addition to tax, interest, or assessment imposed on or with respect to the Products being purchased hereunder, except taxes on Sellers net income. Tax will be charged and shall be paid by Purchaser on all Contracts unless Purchaser timely provides Seller with a valid sales tax exemption certificate within fourteen (14) days of the date of any invoice.

4. Credit Balance

Purchaser agrees that any credit balance(s) issued must be used within one (1) year from the date the credit was issued and may only be used for purchases of Products. Any unused credit or portion thereof will automatically expire after one (1) year.

5. Credit

All orders are subject to credit approval by Seller. Seller may modify, suspend, or withdraw the Purchasers credit amount or payment terms at any time. In the event Seller determines that Purchasers financial condition is impaired, Seller may withhold shipment of Product, require cash payments, or require other security satisfactory to Seller. Seller may recover shipped goods from any common carrier pending assurance.

6. Security Interest

Purchaser hereby grants Seller a first priority purchase money security interest and/or chattel mortgage in the

Products purchased and any cash from resale or accounts receivable thereof until full payment is made to Seller. Purchaser agrees to file, and it permits and authorizes Seller to file, any financing statements or other appropriate documents with its governmental authorities to perfect the validity, priority, and enforceability of Sellers lien or security interest.

7. Deliveries; Risk of Loss; Title

In the event the Contract provides that Seller will deliver the Product to Purchaser, the risk of loss of the Products purchased shall pass to Purchaser upon delivery. In the event the Contract provides that the Products are shipped via common carrier, the risk of loss shall pass to the Purchaser when the Product is delivered to the common carrier. Title to the Products shall pass with risk of loss. Purchaser is responsible for all shipping and freight costs. Receipts for shipping and freight charges will not be provided. Purchaser is responsible for all insurance and related expenses including but not limited to taxes, duties, or documentation fees.

8. Exclusion of Warranties

(a) SELLER MAKES NO WARRANTY OR AFFIRMATION OF FACT OR DESCRIPTION, EXPRESS OR IMPLIED. SELLER DISCLAIMS ANY EXPRESS OR IMPLIED WARRANTIES OF MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE, OR NONINFRINGEMENT OF INTELLECTUAL PROPERTY RIGHTS. SELLER ALSO DISCLAIMS ANY LIABILITY FOR CLAIMS ARISING OUT OF PRODUCT MISUSE, IMPROPER PRODUCT SELECTION, IMPROPER INSTALLATION, PRODUCT MODIFICATION, MISREPAIR, OR MISAPPLICATION. SELLER EXPRESSLY DISCLAIMS ANY LIABILITY FOR CONSEQUENTIAL, INCIDENTAL, SPECIAL, EXEMPLARY, OR PUNITIVE DAMAGES TO THE EXTENT PERMISSIBLE. SELLERS LIABILITY IN ALL EVENTS IS LIMITED TO THE PURCHASE PRICE PAID FOR THE PRODUCT THAT GIVES RISE TO ANY LIABILITY.

(b) IT IS HEREBY EXPRESSLY UNDERSTOOD AND AGREED THAT STATEMENTS MADE IN THE CONTRACT RELATING TO THE PRODUCTS SOLD PURSUANT THERETO ARE NOT EXPRESS WARRANTIES AND DO NOT FORM PART OF THE BASIS OF THE BARGAIN BUT ARE MERELY SELLERS OPINION OF THE PRODUCTS. ANY DESCRIPTION OF THE PRODUCTS SPECIFIED IN THE CONTRACT OR IN ANY AND ALL BROCHURES, PAMPHLETS, OR OTHER LITERATURE OF SELLER, WHETHER DELIVERED BEFORE OR AFTER THE DATE HEREOF, ARE NOT INTENDED TO BE WARRANTIES, AND ARE RATHER, FOR THE SOLE PURPOSE OF IDENTIFYING SUCH PRODUCTS. THE FOREGOING DESCRIPTIONS ARE NOT PART OF THE BASIS OF THE BARGAIN, AND DO NOT CONSTITUTE A WARRANTY THAT THE PRODUCTS SHALL CONFORM TO THOSE DESCRIPTIONS. THE USE OF ANY SAMPLE OR MODEL BY PURCHASER WAS FOR ILLUSTRATIVE PURPOSES ONLY. CONFORMITY OF THE PRODUCTS TO THE SAMPLE OR MODEL IS NOT PART OF THE BASIS OF THE BARGAIN, AND IS NOT A WARRANTY THAT THE PRODUCTS WILL CONFORM TO THE AFFIRMATION OR PROMISE.

9. Limitation of Liability

NOTWITHSTANDING ANYTHING IN THESE TERMS AND CONDITIONS TO THE CONTRARY, SELLER IS NOT LIABLE, WHETHER BASED IN CONTRACT, WARRANTY, TORT, INCLUDING NEGLIGENCE, STRICT LIABILITY, INDEMNITY, OR ANY OTHER LEGAL OR EQUITABLE THEORY FOR: LOSS OF USE, REVENUE, SAVINGS, PROFIT, INTEREST, GOODWILL OR LOST OPPORTUNITY, COSTS OF CAPITAL, COSTS OF REPLACEMENT OR SUBSTITUTE USE OR PERFORMANCE, LOSS OF INFORMATION AND DATA, LOSS OF POWER, VOLTAGE IRREGULARITIES OR FREQUENCY FLUCTUATION, CLAIMS ARISING FROM PURCHASERS THIRD PARTY CONTRACTS, IMPROPER INSTALLATION OR USE, OR FOR ANY TYPE OF SPECIAL, LIQUIDATED, INDIRECT, PUNITIVE, EXEMPLARY, COLLATERAL, INCIDENTAL, OR CONSEQUENTIAL DAMAGES, OR FOR ANY OTHER LOSS OR COST OF A SIMILAR NATURE. SELLERS MAXIMUM LIABILITY UNDER THESE TERMS AND CONDITIONS IS THE ACTUAL PURCHASE PRICE RECEIVED BY SELLER FOR THE PRODUCT THAT GAVE RISE TO THE CLAIM. PURCHASER AGREES THAT THE EXCLUSIONS AND LIMITATIONS OF THIS PARAGRAPH WILL PREVAIL OVER ANY CONFLICTING TERMS AND CONDITIONS IN THIS AGREEMENT AND SHALL BE GIVEN FULL FORCE AND EFFECT. THESE LIMITATIONS OF LIABILITY ARE EFFECTIVE EVEN IF SELLER HAS BEEN ADVISED BY PURCHASER OF THE POSSIBILITY OF SUCH DAMAGES. THE WAIVERS AND DISCLAIMERS OF LIABILITY, RELEASES FROM LIABILITY AND LIMITATIONS ON LIABILITY EXPRESSED IN THIS PARAGRAPH EXTEND TO SELLERS AFFILIATES, PARTNERS, PRINCIPALS, SHAREHOLDERS, MEMBERS, OFFICERS, DIRECTORS, EMPLOYEES, SUPPLIERS, AGENTS, PAID PROFESSIONALS, AND SUCCESSORS AND ASSIGNS.

10. Indemnity

Seller and Purchaser (each, Indemnitor) shall indemnify the other (Indemnitee) from and against all third-party claims alleging bodily injury, death, or damage to a third party's tangible property, but only to the extent caused by

the Indemnitors negligent acts or omissions. If the injury or damage is caused by the parties joint or contributory negligence, the loss and/or expenses shall be borne by each party in proportion to its degree of fault. No part of the Products or Sellers physical locations are considered third party property. Indemnitee shall provide Indemnitor with prompt written notice of any third-party claims covered by this paragraph. Indemnitor has the unrestricted right to select and hire counsel of its own choosing, and the exclusive right to conduct the legal defense and/or settle the claim on the Indemnitees behalf. The Indemnitee shall not make any admission(s) that may be considered prejudicial to the Indemnitor and shall not enter into a settlement without the express permission of the Indemnitor.

11. Governing Law; Venue; Jurisdiction

New York law shall govern any and all questions pertaining to the validity, construction, execution, and performance of the Seller and Purchaser under these Terms and Conditions, the Contract, or any other agreement between the parties, without giving effect to any conflicts of law or choice of law rules that would cause the application of laws of any other jurisdiction. PURCHASER IRREVOCABLY, KNOWINGLY, AND VOLUNTARILY WAIVES ALL RIGHTS TO A JURY TRIAL IN ANY ACTION OR PROCEEDING RELATED IN ANY MANNER TO THESE TERMS AND CONDITIONS, THE CONTRACT, OR ANY OTHER AGREEMENT BETWEEN THE PARTIES. The Purchaser and Seller each agree that any claims or disputes arising from or out of these Terms and Conditions shall be decided exclusively in either the United States District Court for the Eastern District of New York located in Central Islip, New York, or in the Supreme Court of the State of New York, Nassau County, located in Mineola, New York. The Purchaser and Seller each irrevocably consent to the in personam jurisdiction of the foregoing courts for the purposes of litigating any claims or disputes, and expressly waive any defense based upon forum non conveniens, failure of long-arm jurisdiction, or any analogous legal theory or doctrine.

12. Attorneys Fees and Costs

In the event that Purchaser fails to comply with the terms, covenants, and conditions of these Terms of Sale, the Contract, or any other agreement between the parties, and the matter is referred to an attorney for purposes of enforcing Sellers rights thereunder, Seller shall be permitted to an award of reasonable attorneys fees. Reasonable attorneys fees shall be paid whether a litigation is formally commenced in court. In addition to reasonable attorneys fees, Purchaser shall be required to pay all costs, fees, and disbursements attendant thereto.

13. Interest

Notwithstanding anything to the contrary, Purchaser shall pay interest charges on past due amounts arising under the Contract at the rate of 1.5% per month (18% per annum).

14. Force Majeure/Delays

(a) Notwithstanding any provision herein to the contrary, Seller shall not be liable or responsible for any delay in or failure of delivery of Products being purchased hereunder by any reason of force majeure, including, but not limited to the Sellers inability to obtain Products from its suppliers or to obtain Products on a timely basis, or as a result of interruption of transportation, delays in delivery, governmental regulation, labor disputes, strikes, war, flood, accidents, terrorism, acts of God, civil disturbance, quota restrictions, cyber-attacks, actions or inactions of government, or any other cause beyond Sellers control, whether or not such cause be of the same class or kind enumerated above, such enumeration being expressly understood in addition to the other causes or classes of causes, Seller shall have the right to allocate available Products among its customers in such proportions as it deems appropriate, and in its sole and absolute discretion.

(b) In the event Seller is unable to make timely delivery of all or a portion of the Products being sold hereunder, because of any events or occurrences referred to herein, Purchaser must accept delivery of the Products whenever Seller is able to make such delivery regardless of the duration of the delay in the delivery of the Products, or Seller may, in its sole and absolute discretion, cancel the undelivered portions of Products without liability to Seller.

(c) Except as otherwise provided in subparagraph (b) of this paragraph 14, Purchaser is entitled to cancel that portion of any order that is excessively delayed, and only that portion, it being understood that time is not of the essence. Seller shall not be responsible or liable for any resulting back charges or other damages incurred by Purchaser on account of any delays, it being understood that Purchasers sole remedy for delays shall be cancellation in the manner and to the extent specified herein. To invoke cancellation of such excessively delayed orders or portions thereof, Purchaser must give Seller ten (10) days prior written notice thereof, and such

cancellation shall be effective upon the expiration of such ten (10) day period provided Seller has not ordered or shipped such goods in the interim.

15. Product Return Policy

Prior to the return of any Product to Seller, Purchaser must identify the Product or portion thereof and obtain written authorization and shipping instructions from Seller. Seller has the right, in its sole discretion, to permit or reject any return. Seller's authorization to return any Product does not relieve Purchaser of its obligation to pay for the Product. Upon receipt, inspection, and acceptance of the Product by Seller, Seller will issue a credit memo to Purchaser, solely to be used against future purchases, less applicable re-stocking fees. If Seller rejects the returned Product, Seller will not issue a credit memo to Purchaser. Seller reserves the right to reject any hazardous material.

16. General Terms

(a) If any provision of these Terms and Conditions are held invalid, illegal, or unenforceable, the remaining provisions will not in any way be affected or impaired. A court may modify the invalid, illegal or unenforceable provision to reflect, as closely as possible, the parties original intent.

(b) These Terms and Conditions cannot be modified unless done so in a writing signed by Seller and Purchaser.

(c) These Terms and Conditions are intended by the parties to be a final, complete, and exclusive statement of their agreement with respect to the subject matter hereof. All prior or contemporaneous oral or written statements, including, with limitation, any brochures of Seller, are hereby excluded and are superseded.

(d) The rights of Seller and Purchaser pursuant to these Terms and Conditions is assignable, and shall inure to the benefit of their respective successors and permitted assigns. Notwithstanding the foregoing, Purchaser shall not have the right to assign its rights, benefits, or duties hereunder without the prior written consent of Seller.

(e) These Terms and Conditions supersede and replace any Terms and Conditions contained on any purchase order received from Purchaser.