



## Zero Cost Lighting Upgrades

### WHAT:

Muni-Fed Energy and our lighting partner, Every Watt Matters, offer a Lighting Services Agreement that allows you to **upgrade your lighting systems for zero cost.**

### HOW:

We make the investment to acquire and install new lights and charge you a monthly lighting service fee for a 10 year term. At the end of the term you can either buy the entire system for \$1.00 or completely upgrade your system at no cost and renew for another 10 years.

### BENEFITS:

- We **guarantee a fixed minimum annual cash savings\*** versus your current lighting costs.
- You receive an insured **10 year warranty** on all products.
- You are provided **replacement inventory on site.**
- You retain **total O&M control** over your system and additional savings accrue to you.
- We are **product agnostic**, thus you receive the best product available for your application.
- **Off balance sheet accounting treatment.** The Lighting Services Agreement can be classified as an operating expense versus a capital expense, thus preserving your borrowing capacity for other capital projects.

*\* Guaranteed fixed minimum annual cash savings is determined by the cost of electricity and is shown in the Preliminary Upgrade Report.*

### NEXT STEPS:

1. We collect some initial data from you to provide a Preliminary Lighting Upgrade Report, including estimated costs and savings.
2. Based on the Preliminary Lighting Upgrade Report, if you wish to proceed we conduct a third party detailed audit, at our cost, to verify exactly how much you have spent over the last 5 years on, a) replacing bulbs and ballasts, b) disposal c) maintenance labor and d) exactly how many hours/year the lights have been burning. Upon completion we then present you the final Lighting Service Agreement terms.