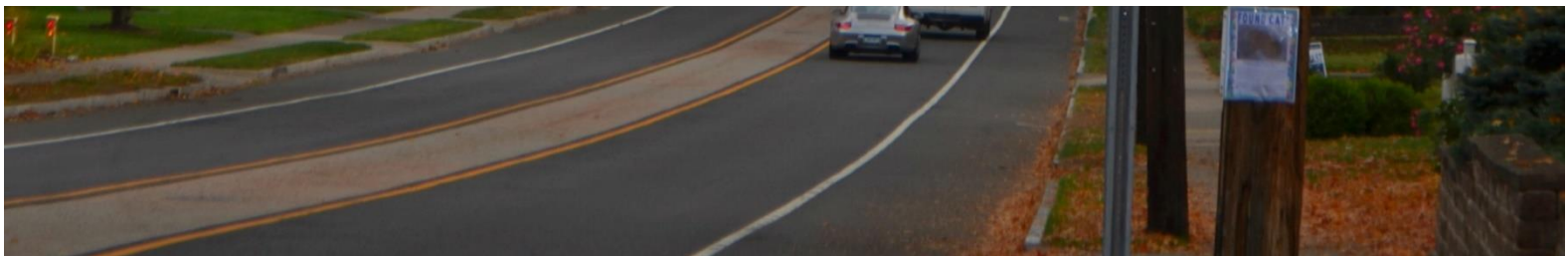




## PROPOSAL FOR A FEASIBILITY ANALYSIS OF STREETLIGHT SYSTEM ACQUISITION AND MAINTENANCE OPTIONS FOR THE CITY OF COALINGA, CA



Submitted by:

Jason Tanko  
Chief Executive Officer  
Tanko Streetlighting, Inc.  
220 Bayshore Boulevard  
San Francisco, CA 94124  
jason@tankolighting.com

Submitted to:

Pete Preciado  
Public Works and Utilities Director  
City of Coalinga  
155 West Durian  
Coalinga, CA, 93210  
ppreciado@coalinga.com

February 12, 2019

Copyright  
February 12, 2019  
By Tanko Lighting  
All rights reserved

# TABLE OF CONTENTS

Table of Contents ..... 2

Cover Letter ..... 3

Company Profile ..... 4

    Company History ..... 4

    Differentiating Factors ..... 4

    Relevant Experience ..... 6

References ..... 7

Scope of Work ..... 8

    Step 1: Feasibility Analysis ..... 8

        Task 1: Inventory Analysis ..... 8

        Task 2: Rate Analysis ..... 8

        Task 3: Acquisition Analysis ..... 9

        Task 4: Maintenance Analysis ..... 9

        Task 5: Financing Analysis ..... 9

        Task 6: Feasibility Analysis Report ..... 9

        Deliverables ..... 9

Pricing ..... 10

Appendices ..... 10

    • Appendix A: Projects List ..... 10

# COVER LETTER

February 12, 2019

Pete Preciado  
Public Works and Utilities Director  
City of Coalinga  
155 West Durian  
Coalinga, CA, 93210  
ppreciado@coalinga.com

Dear Mr. Preciado,

Tanko Streetlighting, Inc. ("Tanko Lighting") appreciates the opportunity to submit this proposal for a feasibility analysis of the streetlight system acquisition and maintenance options for the City of Coalinga, CA.

Tanko Lighting is a national firm focused solely on providing professional services for turn-key municipal energy efficiency street light conversion projects. Our company has previously been or is currently involved with the energy efficiency conversion of more than 425,000 street lights throughout the nation – and is actively developing projects for an additional 550,000 street light fixtures. Our work has spanned more than twenty-three states, and fifty-five utilities.

Given Tanko Lighting's extensive involvement with municipal streetlight LED design and conversion projects nationwide, our team can leverage its expertise to provide the necessary context and value to assist the City with all the support, recommendations and coordination necessary to ensure the success of this project. Please let us know should you have any questions. We look forward to your feedback.

Regards,



Jason Tanko  
Chief Executive Officer

Enclosures

# COMPANY PROFILE

## Company History

For more than fifteen years – since 2003 – Tanko Lighting has been assisting municipalities with their streetlighting needs and has evolved into a national firm focused solely on providing professional services for turn-key municipal energy efficiency streetlight conversion projects.

Tanko Lighting is a privately-held S corporation and a financially stable company that has successively operated profitably for more than a decade. As a privately-held company with just two shareholders, our firm is tightly controlled, enabling sound financial and business decisions. Since 2010, our company has experienced rapid growth and expanded our core business model – all while maintaining zero long-term debt. With a clear understanding of our core competencies, significant knowledge of the municipal streetlighting market, and sound leadership, our firm continues to experience sustainable growth while reinforcing its triple bottom line values: People, Planet, and Profit.



**Tanko Lighting's office – where streetlighting is integrated into the fabric of everything we do.**

Tanko Lighting holds electrical contractor licenses in the States of California (C-10 License Number 992782) and Arizona. Additionally, our firm is a Certified Contractor by the Commonwealth of Massachusetts' Division of Capital Management and Maintenance (DCAMM), a Qualified Vendor with the Connecticut Conference of Municipalities, a registered Energy Services Company (ESCO) with the United States Department of Energy, and a registered Small Business Entity with the Small Business Administration.

## Differentiating Factors

Tanko Lighting is focused exclusively on municipal energy efficiency streetlighting conversion projects. With decades of experience serving this market, we are the municipal streetlight experts. Because of our technical experience and national context, we are intimately familiar with industry standards and trends, as well as municipalities' challenges with aging infrastructure.

Our firm is uniquely positioned to assist the City for the following reasons:

- **Streetlighting Specialist:** We are the *only* US-based company solely dedicated to public agency streetlighting projects – and the *only* company with an entire staff solely dedicated to such projects. As such, Tanko Lighting has the largest portfolio of active municipal streetlight conversion projects than any other firm, has previously been or is currently involved with the energy efficiency conversion of more than 425,000 streetlights throughout the nation, and is actively developing projects for an additional 550,000+ streetlight fixtures. Additionally, our work has spanned more than twenty-three states, and fifty-five utilities. complex projects, derived from such factors as square mileage/area, complicated data, inconsistent existing design, and complex scopes of work.



- Technical Knowledge:** Tanko Lighting has significant technical expertise centered on public agency streetlighting infrastructure. Led by an electrical engineer and licensed electrical contractor, Jason Tanko (Chief Executive Officer), we understand the field conditions and system constraints that are often involved with streetlighting projects. This enables our team to accurately design projects to prevent anticipated challenges, as well as quickly respond with streamlined solutions in the event of technical difficulties during a project.
- National Context:** As a US-based company, Tanko Lighting's broad experience with feasibility, and design and implementation of LED conversion projects provides tremendous national context that will benefit the City by ensuring that the project is consistent with industry standards during each phase of the project.
- Experience with Acquisition Projects:** There is a growing nationwide industry trend in which municipalities are acquiring their streetlight infrastructure from their local private utility companies. This poses tremendous advantages to the municipality, in that not only does it allow the municipality to control the management of the system within its geographic borders, but it also involves tremendous cost savings – particularly related to maintenance and energy (as many utilities charge exorbitant fees for energy and maintenance rates for the systems). Further, once a municipality acquires its system, it can reap additional savings benefits by converting to LED fixtures. Tanko Lighting has been working with several municipalities nationwide to assist in their streetlight acquisition strategies from investor-owned utilities. Our team's experience with acquisitions includes providing valuation, field data collection, acquisition feasibility analysis, and acquisition negotiations with the utility on behalf of the client. Recent projects involving acquisition support include the following municipalities:
 

○ West Hollywood, CA (2,300 fixtures)	○ Santa Clarita, CA (16,200 fixtures)
○ Rancho Cucamonga, CA (15,000 fixtures)	○ Buffalo, NY (33,000 fixtures)
○ Santa Ana, CA (11,500 fixtures)	○ Geneva, NY (1,700 fixtures)
○ Tustin, CA (3,500 fixtures)	○ Vernon, CT (1,700 fixtures)
○ Orange, CA (6,000 fixtures)	○ Berlin, CT (2,500 fixtures)
○ Bell, CA (1,672 fixtures)	○ East Lyme, CT (1,500 fixtures)
○ Stanton, CA (1,159 fixtures)	○ Warren, MA (430 fixtures)
○ Claremont, CA (1,500 fixtures)	○ Andover, MA (1,500 fixtures)
○ La Verne, CA (1,979 fixtures)	○ Wolcott, CT (980 fixtures)
○ Simi Valley, CA (8,325 fixtures)	○ Glastonbury, CT (1,500 fixtures)
○ La Puente, CA (2,100 fixtures)	○ Darien, CT (850 fixtures)
- Financial Analysis:** Tanko Lighting has conducted hundreds of financial analyses for public agencies nationwide, representing thousands of fixtures, to ascertain the value of converting to energy efficient streetlight systems. Leveraging our team's vast industry knowledge to accurately estimate relevant costs and savings to provide the most accurate energy and CO2 savings estimates and integrating the information into the implementation phase of a project is a one of our company's core competencies.



**Tanko Lighting's project in Oakland, CA**

## Relevant Experience

Ninety-five percent of Tanko Lighting's contracts involve streetlight projects for government/public agencies. This equips our team with the necessary context and expertise to complete superior projects for this specific market sector.

"The project was completed without a hitch and we've had zero complaints to date. The best Project I've been responsible for."

Tanko Lighting's success lies in its unique passion for streetlighting, which translates into a drive to ensure that projects are successfully completed. We are tremendously aware of how critical client satisfaction is to our success. Thus, we strive to make every client an enthusiastic reference for future work. Clients are receptive to this drive, to the point that they frequently recommend our firm to other municipalities. A few of our major successes include:

David Daltorio, PE  
Town Engineer/Facilities Director  
Town of Hopkinton, MA

- **City of Berkeley, CA:** A turn-key project for the City of Berkeley, CA, which involved the LED conversion of not only 7,000 cobra head fixtures (for which Tanko Lighting provided design recommendations with tremendous savings), but also 1,100 decorative fixtures (which involved twenty different types of decorative fixtures for which we recommended LED retrofit kits) – which saved the City approximately \$500,000 in costs.
- **City of Oakland, CA:** A project for the City of Oakland, CA, which involved the LED conversion of 38,000 fixtures. Tanko Lighting was initially involved with the original team, orchestrating the strategy and project management approach for the awarded contractor. However, when the prime contractor defaulted on the project, its surety company hired our firm directly to clean up the mistakes, and re-audit, label, and data reconcile the entire City's streetlight system. This resulted in the successful completion of the project and helped to settle the City's bond claims.
- **City of Rancho Cucamonga, CA:** This project involved the LED conversion of the City's 16,000 fixtures, recently acquired from SCE. Tanko Lighting expedited the installation process such that as soon as Southern California Edison released each transfer of purchased fixtures, the City was converted to LED streetlights well ahead of the next batch – which maximized the City's energy savings. Our team completed the project in early 2018 and continues to provide ongoing maintenance services of the City's new LED system to ensure ongoing operation.
- **City of Lowell, MA:** A current turn-key project for the City of Lowell, MA, which involves the LED conversion of 7,500 fixtures. Because of our thorough audit and data management, we discovered that the City acquired upwards of 200 fixtures from its utility that did not actually exist, and that the City had been overcharged for these fixtures for the past seven years. By accurately collecting the data and properly reconciling it with City and utility records, we successfully remedied these discrepancies and uncovered tremendous savings for the City.
- **City of Brewer, ME:** The City of Brewer is the first municipal streetlight acquisition with Emera Utility in Maine. Tanko Lighting is working diligently with the City and Emera to develop a strategy for the acquisition. Tanko Lighting completed a comprehensive GIS audit of the existing inventory and cross-referenced that with Emera's records to confirm a complete data set that the City referred to during the acquisition process. We leveraged the experience

working with other utilities through acquisition to guide the City throughout the transfer of ownership to maximize potential savings. Finally, we managed the design and installation of the LED streetlight conversion to enable the City to gain significant energy savings.

- City of Meriden, CT:** A turn-key project for the City of Meriden, CT, which involved the LED conversion of 4,300 fixtures, as well as the maintenance of the system. Upon acquisition of its streetlight system from its utility, the City inherited significant deferred maintenance issues that quickly resulted in substantial outage reports and citizen complaints. Tanko Lighting successfully designed an approach that quickly addressed the maintenance needs of these locations, while simultaneously proceeding with the LED conversion. This diverted a potential public relations nightmare and ensured that the City's streets were safely lit. Our team continues to maintain the City's new LED system to ensure ongoing operation.
- City of Berlin, CT:** A turn-key project for the City of Berlin, CT, which involved an acquisition and LED conversion of the City's streetlights from its utility. Tanko Lighting identified billing discrepancies involving overhead fixtures that the City was being charged for by its utility at the underground (costlier) rate, resulting in significant cost savings for the City. Further, our audit identified the current field conditions that substantiated the valuation that the utility provided to the City, which enabled the City to feel confident in the fair market value of the assets it acquired from the utility. Our team continues to maintain the City's new LED system to ensure ongoing operation.
- City of Geneva, NY:** This is a turn-key streetlight acquisition and LED conversion project that Tanko Lighting is implementing for the City of Geneva's approximate 1,800 fixtures. This is one of the initial acquisition and LED conversion projects in New York State Electric and Gas's (NYSEG) territory and is ground breaking for municipal acquisition efforts. Our comprehensive GIS audit was so accurate that NYSEG was willing to accept it, and therefore reduce the timeframe for the acquisition completion by months. We are in the final stages of the LED conversion and the City will soon benefit from its full energy savings.
- City of Buffalo, NY:** This completed project involved Tanko Lighting developing a feasibility analysis for the City of Buffalo to determine whether it was practical to acquire its 33,000 streetlight fixtures from National Grid and convert them to LED fixtures. This is one of the initial – and largest – acquisition and LED conversion projects in National Grid's territory in New York State and is ground breaking for municipal acquisition efforts. Our team prepared dozens of financial analyses for this project, including high and low acquisition costs, maintenance options (internal vs. external maintenance), various tariff scenarios, and amortization schedules to determine the City's options and gained extensive experience with New York State utility tariffs through the course of this project.



**Tanko Lighting's project in Berkeley, CA**

Please find a list of all our projects in nationwide in Appendix A.

## REFERENCES

Please find a selection of Tanko Lighting's references below.



- Berkeley, CA:** Tanko Lighting provided the City of Berkeley with turn-key support to implement its comprehensive streetlight conversion project of more than 8,000 fixtures. Tanko Lighting provided project management support, GIS auditing and commissioning, product procurement, installation management, data reconciliation, rebate/rate change support, and administrative services.  
**Reference:** Reeve Battle, Engineer, City of Berkeley, PO Box 700, Berkeley, CA 94701, (510) 981-6336
- Modesto, CA:** Tanko Lighting provided the City of Modesto with turn-key support to implement its comprehensive streetlight conversion project of more than 9,500 fixtures. Tanko Lighting provided project management support, GIS auditing and commissioning, product procurement, installation, data reconciliation, rebate/rate change support, and administrative services.  
**Reference:** Jeff Barnes, Engineer, City of Modesto, 1010 Tenth Street, Suite 5300, Modesto, CA 95353, 209-577-5468
- Santa Clara, CA:** Tanko Lighting provided Silicon Valley Power (City of Santa Clara) with turn-key support to implement its comprehensive streetlight conversion project of approximately 5,000 fixtures. Tanko Lighting provided project management support, GIS auditing, design, commissioning, product procurement, installation, data reconciliation, and administrative services.  
**Reference:** Mary Medeiros McEnroe, Project Manager, City of Santa Clara/Silicon Valley Power, 1500 Warburton Avenue, Santa Clara, CA 95050, 408.615.6646

## SCOPE OF WORK

### Step 1: Feasibility Analysis

We recognize that the City is interested in the idea of acquiring its streetlight system. In order to be clear on the feasibility and financial benefit of this initiative, an analysis is recommended. With our extensive knowledge and experience, we propose to provide the City with the following:

#### Task 1: Inventory Analysis

Upon receipt of the City's streetlight inventory data, we will review the existing records and organize the existing wattage and fixture types into logical categories. There are times when a streetlight inventory can be difficult to locate. In this situation, our team will utilize our nationwide experience to come up with a representative inventory that matches the City's existing utility costs.

#### Task 2: Rate Analysis

We will review not only the current electricity rates, but also the potential new rates based on ownership of the system. In the event that a customer-owned LED rate does not exist, our team will utilize its nationwide experience to develop a fair and representative budgetary rate for the future of the City's expenditure. We will build these data points into our economic analysis.



### Task 3: Acquisition Analysis

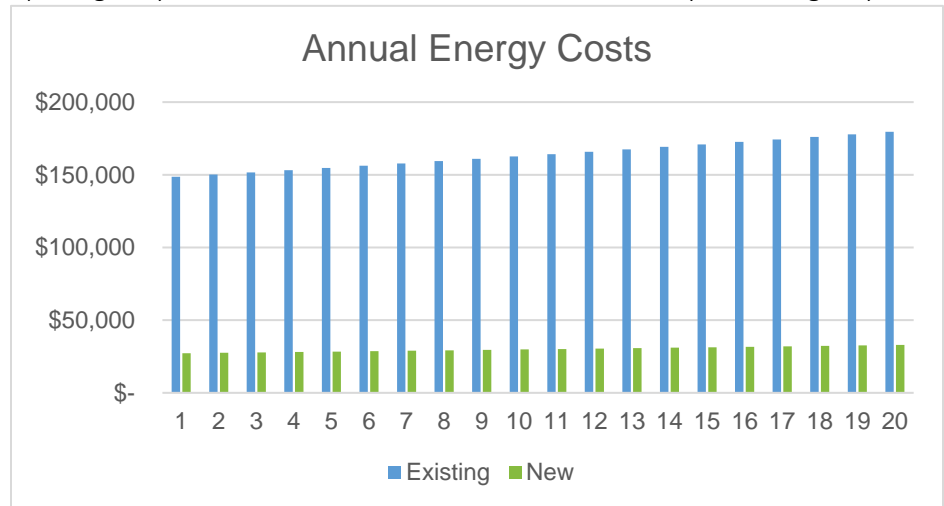
We will research any precedent with previous municipal streetlight acquisitions in the City's utility territory and statewide history, including purchase price and age of those systems. We will also draw upon our experience with additional municipal streetlight acquisitions nationwide to develop budgetary estimates of the fair market value of the City's streetlight system.

### Task 4: Maintenance Analysis

We will develop budgetary estimates for the post-acquisition maintenance services, based on the nationwide industry standard of services and average pricing in the region.

### Task 5: Financing Analysis

We will review the existing financing options available to the City, including self-financing, third party financing, and any available rebates. This will consider the APR and financing term based on the City's desired length of loan.



Sample of comparison of existing energy vs. post-conversion energy costs for one of our municipal LED streetlight conversion projects.

### Task 6: Feasibility Analysis Report

We will utilize the data created from Tasks 1 – 5 to develop a Feasibility Analysis Report that will include:

- Baseline energy use, energy cost and operations and maintenance costs
- Estimated operations and maintenance costs
- Budgetary acquisition costs
- Funding options, including financing and rebates
- Calculation of savings, Return on Investment, and simple payback
- Estimated twenty-year projected savings and cash flows
- Narrative describing the acquisition and maintenance phases, including procurement options
- Description of assumptions included in the analysis
- Recommendations of next steps, should the City consider the options feasible

### Deliverables

- Feasibility Analysis Report: A report outlining the City's streetlight system options, cost/benefits, assumptions, budgetary pricing, savings, cash flows, recommended strategies, and overall assessment of the feasibility of streetlight acquisition and maintenance.

## PRICING

Please find our proposed pricing in the table below.

Proposed Pricing	
Step	Proposed Pricing
Step 1: Feasibility Analysis	\$2,500

- Proposed Payment Terms:
  - Tanko Lighting shall invoice the City for Step 1: Feasibility Analysis upon submission of the deliverable (as stated in the Scope of Services section, above).
  - The City shall pay Tanko Lighting within thirty (30) days of receipt of invoices.

## APPENDICES

- Appendix A: Projects List

## APPENDIX A

Tanko Lighting in Massachusetts		
Municipality	Number of Fixtures	Scope of Work
Town of Palmer, MA	902	Audit, Design, LED Conversion, Including Controls
City of Leominster, MA	3,637	Audit, Design, LED Conversion, Including Controls
Town of Andover, MA	1,564	Audit, Design, LED Conversion
City of Watertown, MA	783	Audit, Design, LED Conversion
Town of Warren, MA	437	Audit, Design, LED Conversion
City of Everett, MA	2,965	Audit, Design, LED Conversion
City of Lowell, MA	7,000	Audit, LED Conversion Contract
Town of Winchester, MA	1,571	Audit, LED Conversion Contract
Town of Sharon, MA	1,600	Audit, LED Conversion Contract
Town of Hopkinton, MA	563	Audit, LED Conversion Contract
Town of Wayland, MA	714	Audit, Design, LED Conversion
Town of Millis, MA	436	Audit, LED Conversion Contract
City of Malden, MA	3,694	Audit, LED Conversion Contract
Westfield Electric MUNI Utility, MA	4,000	Design and Photometrics
City of Somerville, MA	4,842	Design/PM of Install
Town of Sudbury, MA	591	Audit and Design, LED Conversion Contract
City of Burlington, MA	2,400	Audit, Design, LED Conversion
Town of Winchendon, MA	564	Audit, LED Conversion Contract
City of Boston, MA	4,000	Audit/Data Reconciliation of Decorative Fixtures
Town of Ayer, MA	520	Audit, Design, LED Conversion & Controls
City of Medford, MA	4,618	Audit, Design, LED Conversion
Town of Ware, MA	823	Audit, Design, LED Conversion, Maintenance
City of Gardner, MA	1,532	Audit, Design, LED Conversion
Town of Clinton, MA	923	Audit, Design, LED Conversion
Town of Hanover, MA	505	Audit, Design, LED Conversion
Town of Webster, MA	1,485	Audit, Design, LED Conversion
Town of Weymouth, MA	3,720	Audit, Design, LED Conversion & Controls
Town of Erving, MA	163	Audit, Design, LED Conversion
Town of North Andover, MA	1,302	Audit, Design, LED Conversion
Town of Dalton, MA	740	Audit, Design, LED Conversion
Town of Franklin, MA	1,648	Audit, Design, LED Conversion
Town of Dracut, MA	1,555	Audit, Design, LED Conversion
Town of Northbridge, MA	1,181	Audit, Design, LED Conversion
Town of Westport, MA	205	Audit, Design, LED Conversion
Town of Manchester-by-the-Sea, MA	363	Audit, Design, LED Conversion
Town of Dudley, MA	600	Audit, Design, LED Conversion
City of Marion, MA	350	Audit, Design, LED Conversion
Town of Lexington, MA	2,700	Audit, Design, LED Conversion
Town of Newbury, MA	500	Audit, Design, LED Conversion
Town of Oxford, MA	945	Audit, Design, LED Conversion
Town of Bridgewater, MA	1,286	Audit & Design
<b>Total Project Fixtures:</b>	<b>69,927</b>	<b>Contract Total: 41</b>

Tanko Lighting in New Hampshire		
Municipality	Number of	Scope of Work
Town of Goffstown, NH	460	Full Turn-Key
Town of North Stafford, NH	49	Full Turn-Key
Town of Londonderry, NH	143	Full Turn-Key
Town of Jaffrey, NH	151	Full Turn-Key
<b>Total Project Fixtures:</b>	<b>803</b>	<b>Contract Total: 4</b>

Tanko Lighting in New York		
Municipality	Number of Fixtures	Scope of Work
City of Buffalo, NY	33,000	LED Conversion/Acquisition Feasibility Analysis
City Ogdensburg, NY	933	Full Turn-Key
City of Geneva, NY	1,696	Full Turn-Key
City of Gloversville, NY	1,243	Feasibility Analysis, Acquisition Support
<b>Total Project Fixtures:</b>	<b>36,872</b>	<b>Contract Total: 4</b>



Tanko Lighting in California		
Municipality	Number of Fixtures	Scope of Work
City of Santa Clarita, CA	16,200	Pole Inspection, Turnkey Conversion Services including Audit, Design, Data Reconciliation, Procurement, Install, and Commissioning
City of Rancho Cucamonga, CA	15,000	Streetlight Pilot Acquisition Support, Material Procurement (Fixtures & Controls), Installation, Rebate/Rate Change & Ongoing Maintenance
City of Chino Hills, CA	4,450	Turnkey Conversion Services including Audit, Design, Data Reconciliation, Procurement, Install, Commissioning, and Maintenance Services
City of Santa Ana, CA	11,500	Audit, Design, Data Reconciliation, Acquisition Support
City of Simi Valley, CA	8,000	Turnkey Conversion Services including Audit, Design, Data Reconciliation, Acquisition Support, Procurement, Install, Commissioning and Maintenance
City of Fullerton, CA	6,600	Audit, Data Reconciliation, Photometric Design, and Feasibility Analysis Material Procurement, Installation, Rebate/Rate Change & Ongoing Maintenance
City of Orange, CA	4,400	Feasibility Analysis
City of Tustin, CA	3,500	Audit, Data Reconciliation, Feasibility Analysis, Acquisition Support, Procurement, Installation Management, Commissioning, Rebate/Rate Change
City of West Hollywood, CA	2,500	Audit, Data Reconciliation, Feasibility Analysis, Pilot Installations Distribution Pole Acquisition Assistance
City of La Verne, CA	2,500	Audit, Data Reconciliation, Design, Feasibility Analysis and Acquisition Support
City of La Puente, CA	2,100	Audit, Data Reconciliation, Photometric Design, and Feasibility Analysis Acquisition Support, Material Procurement, Installation, Rebate/Rate Change & Ongoing Maintenance
City of Bell, CA	1,600	Turnkey Conversion Services including Audit, Design, Data Reconciliation, Procurement, Install, Commissioning, and Maintenance
City of Signal Hill, CA	1,300	Audit, Data Reconciliation, Design, Feasibility Analysis and Acquisition Support
City of Stanton, CA	1,300	Turnkey Conversion Services including Audit, Design, Data Reconciliation, Acquisition Support, Procurement, Install, and Commissioning
City of Claremont, CA	1,300	Turnkey Conversion Services including Audit, Design, Data Reconciliation, Acquisition Support, Procurement, Install, and Commissioning
City of Corona, CA	8,700	Material Procurement, Installation (Fixtures & Controls), and Rebate/Rate Change
City of Hayward, CA	7,700	Turnkey Conversion Services including Audit, Design, Data Reconciliation, Procurement, Install, and Commissioning
City of Vista, CA	2,300	Turnkey Conversion Services including Audit, Design, Data Reconciliation, Procurement, Install, and Commissioning
City of Napa, CA	4,500	Turnkey Conversion Services including Audit, Design, Data Reconciliation, Procurement, Install, and Commissioning
City of Rancho Cordova, CA	6,500	Turnkey Conversion Services including Audit, Design, Data Reconciliation, Procurement, Install, and Commissioning
City of Lodi, CA	7,200	Turnkey Conversion Services including Audit, Design, Data Reconciliation, Procurement, Install, and Commissioning
City of Berkeley, CA	8,000	Turnkey Conversion Services including Audit, Design, Data Reconciliation, Procurement, Install, and Commissioning
City of Morgan Hill, CA	2,500	Turnkey Conversion Services including Audit, Design, Data Reconciliation, Procurement, Install, and Commissioning
City of Modesto, CA	9,000	Turnkey Conversion Services including Audit, Design, Data Reconciliation, Procurement, Install, and Commissioning
City of Vallejo, CA	9,000	Turnkey Conversion Services including Audit, Design, Data Reconciliation, Procurement, Install Management, and Commissioning
City of Santa Clara, CA	3,000	Turnkey Conversion Services including Audit, Design, Data Reconciliation, Procurement, Install, and Commissioning
City of Alameda, CA	3,200	Turnkey Conversion Services including Data Reconciliation, Procurement, Install, and Commissioning
City of Oakland, CA	37,000	Audit, Commissioning, Data Reconciliation
City of San Bruno, CA	2,000	Turnkey Conversion Services including Audit, Design, Data Reconciliation, Procurement, Install Management, and Commissioning
City of Sonoma, CA	1,200	Turnkey Conversion Services including Audit, Design, Data Reconciliation, Procurement, Install Management, and Commissioning
City of Oakland, CA	526	Turnkey Conversion Services including Audit, Design, Data Reconciliation, Procurement, Install, and Commissioning
City of Sunnyvale, CA	7,000	Turnkey Conversion Services including Audit, Design, Data Reconciliation, Procurement (Fixtures and Controls), Install, and Commissioning
City of Fresno, CA	360	LED Streetlight Material and Install
City of Berkeley, CA	3,200	Pole Inspection/Condition Assessment
Lawrence Berkeley National Laboratory	1,400	Audit, Data Reconciliation, Specifications Development, Controls Installation (30 fixtures)
City of Goleta, CA	1,575	Turnkey Conversion Services including Audit, Design, Data Reconciliation, Acquisition Support, Procurement (Fixtures and Controls), Install, and Commissioning
City of Thousand Oaks, CA	7,900	Acquisition Support and Smart City Feasibility Analysis
City of Santa Fe Springs, CA	6,500	LED Pilot Installation, Financial and Feasibility Analysis
Total Project Fixtures: 222,511		Contract Total: 42



Tanko Lighting in Connecticut		
Municipality	Number of Fixtures	Scope of Work
Borough of Jewett City, CT	220	LED Conversion
Town of Berlin, CT	2,537	Audit, Acquisition, LED Conversion, Maintenance Contracts
City of New London, CT	2,516	Audit, LED Conversion
Town of Vernon, CT	1,669	Audit, Acquisition, LED Conversion, Maintenance Contracts
Town of West Hartford, CT	6,500	Full Turn-Key LED Conversion
Town of Rocky Hill, CT	1,683	Audit, Acquisition Contract
Town of Wolcott, CT	728	Audit, Acquisition, LED Conversion, Maintenance Contracts
Town of Groton, CT	1,550	Audit, Acquisition, LED Conversion, Maintenance Contracts
City of Meriden, CT	4,799	Audit, Acquisition, LED Conversion, Maintenance Contracts
Town of Darien, CT	843	Audit, Acquisition, LED Conversion, Maintenance Contracts
Town of Glastonbury, CT	1,000	Audit, Acquisition, LED Conversion Contract
Town of East Lyme, CT	1,498	Audit, Acquisition, LED Conversion, Maintenance Contracts
Town of Montville, CT	1,777	Full Turn-Key LED Conversion & Maintenance
Town of Granby, CT	157	Full Turn-Key LED Conversion
City of Groton / Groton Utilities, CT	2,256	Audit, Acquisition, LED Conversion Contract
Town of Old Lyme, CT	396	Pilot Audit, Pilot LED Conversion Contract
Town of Putnam (Spc District), CT	858	Full Turn-Key LED Conversion
Town of Mansfield, CT	800	Audit, Acquisition, LED Conversion Contract
Town of Bristol, CT	5,500	Full Turn-Key LED Conversion
Town of Farmington, CT	1,728	Audit, Acquisition, LED Conversion Contract
Town of Sterling, CT	75	Full Turn-Key LED Conversion
Town of Chester, CT	313	Full Turn-Key LED Conversion
Town of Ledyard, CT	292	Full Turn-Key LED Conversion
City of Norwich, CT	5,049	Full Turn-Key LED Conversion
Town of Gales Ferry, CT	87	Full Turn-Key LED Conversion
Town of Stonington, CT	1,700	Acquisition Support, Full Turn-Key LED Conversion
City of Waterbury, CT	7,250	Audit, Data Reconciliation, Design, Rebate/Rate Changes
Town of Middlefield, CT	351	Audit, Data Reconciliation, Design
City of Waterford, CT	1,976	Full Turn-Key LED Conversion
<b>Total Project Fixtures:</b>	<b>56,108</b>	<b>Contract Total: 29</b>

Tanko Lighting in Nebraska		
Municipality	Number of Fixtures	Scope of Work
Village of Howells, NE	200	Audit, Data Reconciliation, Design
City of Aurora, NE	200	Audit, Data Reconciliation, Design
City of Kearney, NE	3,306	Audit, Data Reconciliation, Design, Installation Management
Village of Lindsay, NE	353	Audit, Data Reconciliation, Design, Installation Management
City of Norfolk, NE	2,374	Audit, Data Reconciliation, Design, Installation Management
City of McCook, NE	1,113	Audit, Data Reconciliation, Design, Installation Management
City of York, NE	1,396	Audit, Data Reconciliation, Design, Installation Management
City of Scottsbluff, NE	2,403	Audit, Data Reconciliation, Design, Installation Management
<b>Total Project Fixtures:</b>	<b>11,345</b>	<b>Contract Total: 8</b>

Tanko Lighting in Various Other States		
Municipality	Number of Fixtures	Scope of Work
City of Dyersburg, TN	3,300	Audit, Data Reconciliation, Design (Subcontractor to Prime)
City of Paris, TN	2,541	Full Turn-Key (Subcontractor to Prime)
City of Rockwood, TN	808	Full Turn-Key (Subcontractor to Prime)
City of Miami Lakes, FL	900	Full Turn-Key
Chelan County Public Utility District, WA	7,000	Audit, Data Reconciliation, Design
Kauai Island Utility Cooperative, HI	3,500	Full Turn-Key with Controls
City of Mesa, AZ	40,000	Development of Street Light Master Plan
City of Brewer, ME	600	Full Turn-Key
City of Orono, ME	240	Full Turn-Key
City of Independence, OH	1,000	Audit, Data Reconciliation, Design, Acquisition Support, Feasibility Analysis
City of O'Fallon, MO	4,500	Acquisition Support
City of Ballwin, MO	2,113	Acquisition Support
<b>Total Project Fixtures:</b>	<b>66,502</b>	<b>Contract Total: 12</b>

