



# LIGHTING PROPOSAL



Thayer Lighting  
959 Industrial Court  
Loves Park, IL 61111

November 3, 2025

Joshua Aurand  
**Harlem High School**  
1 Huskie Cir  
Machesney Park, IL 61115-1901

Proposal Number: 20251028-HarlemHighSchool - Gyms

Hello Joshua,

Thank you for allowing Thayer Energy Solutions to be your partner in updating your business with the most energy efficient lighting products. You have taken the first step to reducing your energy costs, reducing your operating costs and providing the best work environment for your employees and customers.

On the following pages you will find a summary of the savings you will experience as well as your total project investment. If you have any questions about this information, please contact your Energy Advisor.

Should you find our proposal to be acceptable, you need only sign the final page of this document and return it to your Energy Advisor. Our Project Manager will then be in touch with you to schedule the installation of your new energy efficient systems.

Since 1988, Thayer Energy Solutions has retrofitted over 100 million square feet of commercial industrial space. I am confident you will find our customer service to exceed your expectations. As the owner of Thayer, I personally guarantee the integrity of our staff and quality of our products.

Thank you for the opportunity to work with you.

Patti Thayer  
Owner/President

Thayer Energy Solutions  
959 Industrial Court  
Loves Park, IL 61111  
(815) 282-1112



# SUMMARY

Net Project Cost

**\$18,634.59**

Annual Savings

**\$12,538.51**

Annualized ROI

**87.6%**

Simple Payback

**1.5 Years**

Total Savings Over 10 Years

**\$144,546.03**

## RETURN ON INVESTMENT (ROI)

Total Return on Investment (ROI)

**875.7%**

Annualized ROI (over 10 years)

**87.6%**

Simple Payback

**1.5 Years**

## PROJECT INVESTMENT

Project Cost

**\$55,606.59**

Total Project Cost

**\$55,606.59**

Rebates

**-\$36,972.00**

Net Project Cost

**\$18,634.59**

## COST SAVINGS

Annual Energy Savings

**\$8,437.56**

Annual HVAC Savings

**\$1,113.74**

Annual Maintenance Savings

**\$2,987.21**

Total Annual Savings

**\$12,538.51**

Total Savings Over 10 Years

**\$144,546.03**

## ENERGY SAVINGS

Existing Energy Usage

**150,593 kWh**

Proposed Energy Usage

**73,888 kWh**

Energy Savings

**76,705 kWh**

Energy Reduction

**51%**

# 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.

# MATERIALS SUMMARY

## Existing Fixtures

Location	Fixture	Qty	Watts
Gym	High Bay 4L T5 HO	72	240 W
Gym Night Lights	Strip 2L 4ft T8	8	56 W
Field Hoise	High Bay 8L T5 HO	30	468 W
Field Hoise - Night lights	Strip 2L 4ft T8	18	56 W
Gym Mezzanine	Strip 3L 4ft T12	72	127 W
Wrestling	Wrap 4L 4ft T8	55	113 W
Weight Room	Wrap 4L 4ft T8	40	113 W
Gym	Wire Guards	90	- W
Field House	Wire Guards	30	- W
High Bays	None	120	- W

## Proposed Fixtures

Location	Fixture	Qty	Watts
Gym	LED 2ft Linear High Bay 100/120/160W Color Select 120-277V	72	160 W
Gym Night Lights	4ft 2 Bar LED Strip Retrofit Color & Power Select	8	35 W
Field Hoise	LED 2.5ft Linear High Bay 180/200/240W Color Select 120-277V	30	240 W
Field Hoise - Night lights	4ft 2 Bar LED Strip Retrofit Color & Power Select	18	35 W
Gym Mezzanine	LED 2ft Linear High Bay 100/120/160W Color Select 120-277V	18	160 W
Wrestling	4ft 2 Bar LED Strip Retrofit Color & Power Select	55	35 W
Weight Room	4ft 2 Bar LED Strip Retrofit Color & Power Select	40	35 W
Gym	Wire Guard for HES LS240	90	- W
Field House	Wire Guard for HES LS360 & LS400	30	- W
High Bays	SLG Sync High Bay PIR Sensor Bluetooth	120	- W





# TERMS AND CONDITIONS

Customer has reviewed all information in this proposal and Utility Rebate Agreement and agrees to the following terms with Thayer Lighting, Inc.

1. Payment Terms: 50% deposit due upon order. 50% due upon completion. Any adjustments will be reflected upon a final invoice. Your payment is due upon receipt of this invoice.
2. In the event of default Payment, Customer agrees to pay outstanding balance, all costs of collections, and all legal fees, which may incur.
3. Project Manager will contact customer to schedule installation between the hours of 7:00am-4:30pm. Installation may vary by 1 or 2 days, customer will be notified.
4. Customer and employees must be willing to vacate work space and assist in moving furniture, etc. as Thayer installers move throughout the building. Customer recognizes that there will be an additional charge for labor if Thayer Lighting, Inc. is required to spend additional time or return to customer location due to installation area not being available for installation at agreed upon time.
5. Project Manager will discuss on-site storage with customer prior to installation beginning.
6. Any additions to the enclosed scope of work will be provided in a separate proposal and must be signed by a representative of Customer and Thayer Lighting, Inc. Fixture quantities may be +/- what is shown on the original scope of work and what is ultimately installed. This will be detailed on the change order, however pricing per fixture remains as quoted and a new balance due will be provided to the Customer. Customer is charged only for what is installed.
7. I certify that replaced equipment will be permanently removed by Thayer Lighting, Inc. I also certify that all materials removed, will be permanently taken out of service and disposed of in accordance with local codes and ordinances, and that nor resale of replaced equipment has or will take place.
8. Utility incentives are subject to approval from the Utility and not controlled or guaranteed by Thayer Lighting, Inc.
9. The Utility nor Thayer Lighting, Inc. does not guarantee energy savings listed in this proposal.
10. Customer recognizes that this proposal is proprietary work product of Thayer Lighting, Inc. and agrees not to share the document with competing vendors (or employees thereof) of Thayer Lighting.
11. Labor warranty 1 year from project date. Product warranty between the Purchaser and the Manufacturer.
12. Please note that there will be an additional 3.15% fee reflected on invoices for all credit card payments.
13. Quotes are valid 10 days. If tariffs or related factors affect material costs, any necessary price adjustments will be communicated and reflected in the final pricing. We appreciate your understanding.

## Exclusions



The following items are not included:

1. Overtime or premium time hours.
2. Cutting and/or patching of Roof, Floor, Parking Lot, Sidewalk, Ceiling or Walls.
3. Allowances for any work not listed in this proposal.
4. Permits or Plan Review fees.
5. Bonds.
6. Painting.
7. Ceiling tile or T Bar repair or replacement.
8. Repairs to or replacement of any existing conduit or wiring.
9. Correcting pre existing electrical deficiencies.

Authorized Signature: \_\_\_\_\_

Print Name: \_\_\_\_\_

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