

WEST PARK AFTER DARK



7TH STREET

MILLER AVENUE

CHAPIN STREET



SUSTAINING ANN ARBOR TOGETHER

- **Approach**
- **Concept**
- **Probable Construction Costs**

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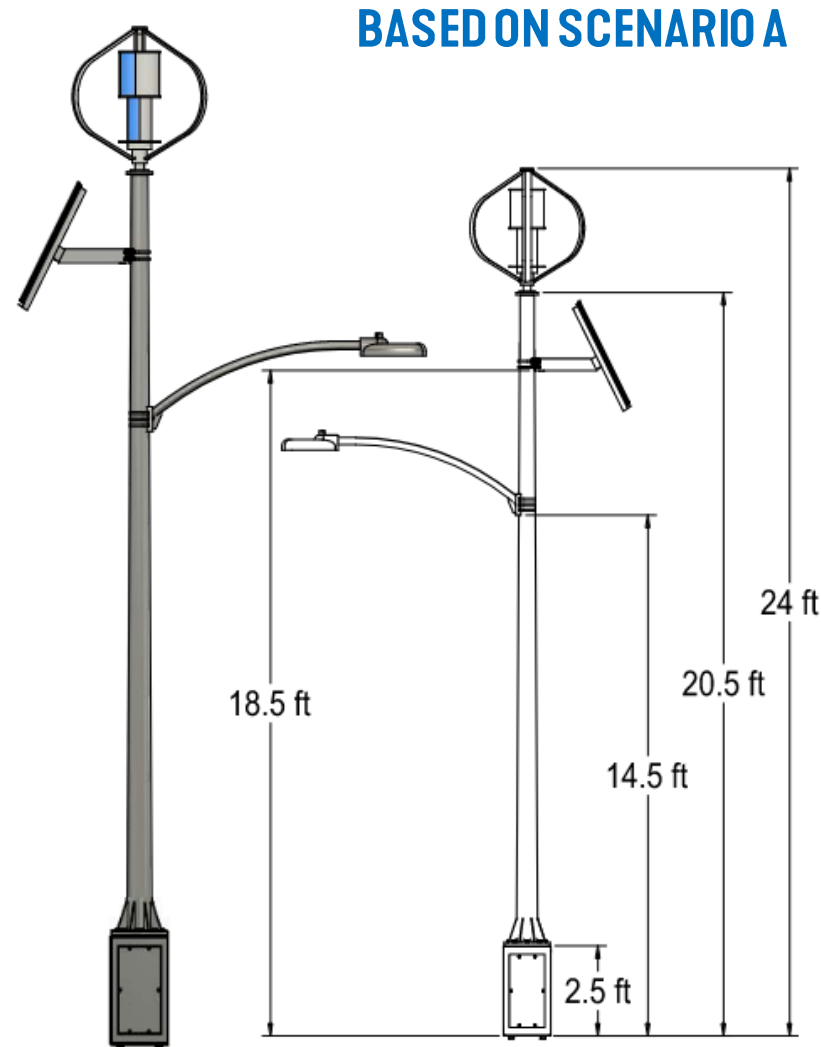
WEST PARK AFTER DARK

LIGHTING



WEST PARK AFTER DARK

LIGHTING



Illumient Hybrid Single Solar Off Grid System

Configuration

- Black Metal pole – 20.5' pole including base enclosure at the bottom
- Enduralite Sigma Series ESLD-40 42W light with pole mounting hardware on a 6' light arm
- 300W Wind turbine
- Single 300 W 60 cell solar panel and mounting hardware
- Dual 140 Ah AGM, thick plate, long life, deep cycle lead acid batteries at 24VDC with 7 year warranty
- Clear Blue Technologies - Smart Off Grid Controller
- Prepackaged cabling harness kit for quick easy installation
- Includes 3 Years Energy as a Service (EaaS), which Include:
 - 3 years of Illumience Smart Off-Grid cloud based monitoring and control
 - 3 years of communications, cellular for single units and mesh/Ethernet or mesh/cellular for multi-pole projects

Options

- Motion sensing - integrated with controller add \$300/ea

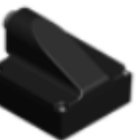
Pricing: \$ 9,030.84 each (based on quantity of 1)

This does require a concrete base foundation

- Site soil analysis and civil engineering is responsibility of the customer.
- Shipping, Installation and Taxes are extra
- Payment terms 50% deposit, 50% prior to shipping O.A.C.
- Designed to AASHTO 90mph
- Should customer require ESA site inspection, this fee is not included by Clear Blue and is the responsibility of the customer and/or contractor.
- Customer understands that full title and ownership of each component of the system transfers to the customer when shipped (F.O.B shipping and/or C.I.F., as applicable)

LIGHT IS FULL CUT-OFF=NO NIGHTTIME LIGHT POLLUTION

Motion Sensing Option



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Energy Analysis for Ann Arbor, MI

The analysis performed is based on average weather over the last 30 years

Scenario	Solar / Wind	Battery	Winter Energy (4 months)	Summer Energy (8 months)	Sample Light Wattage Profiles
A	Wind turbine + 1 x 300W	4 x 140ah	975 Watt hours	1430 Watt hours	Winter: 65 Watts all night, OR Custom profile designed for the customers needs Summer: 110 Watts all night

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LIGHTING

Illumience Cloud Features

Promote your sustainability!



Validated install and provisioning via smartphone



Proactive, automated maintenance



7x24 system monitoring and status



Hourly, daily and monthly online reports



Set and change lighting and load profiles over the Internet



Security camera integration



Customizable alerts via email or SMS



Easy to use web interface



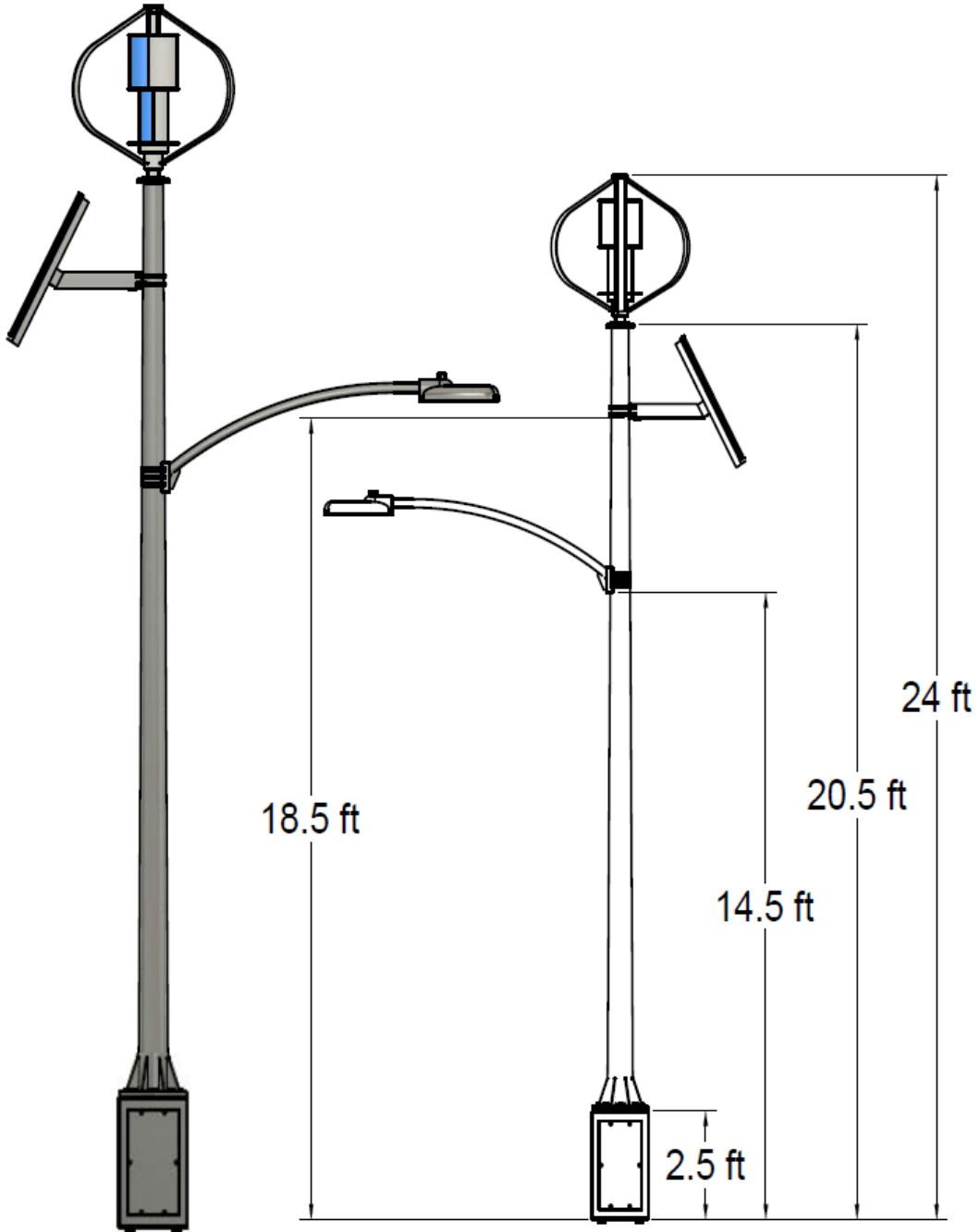
Predictive weather analysis



Multi-language support

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LIGHTING



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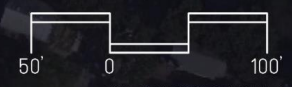
1 LIGHT LOCATION
PRIMARY / CENTRAL PATH ONLY
ILLUMINATION



7TH STREET

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PROOF OF CONCEPT



3 LIGHT LOCATIONS
PRIMARY / CENTRAL PATH ONLY
ILLUMINATION

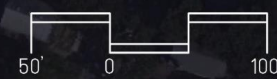
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7TH STREET

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POTENTIAL EXPANSION



7 LIGHT LOCATIONS
PRIMARY / CENTRAL PATH AND
SOUTH PATH ILLUMINATION

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LONG-TERM SUCCESS

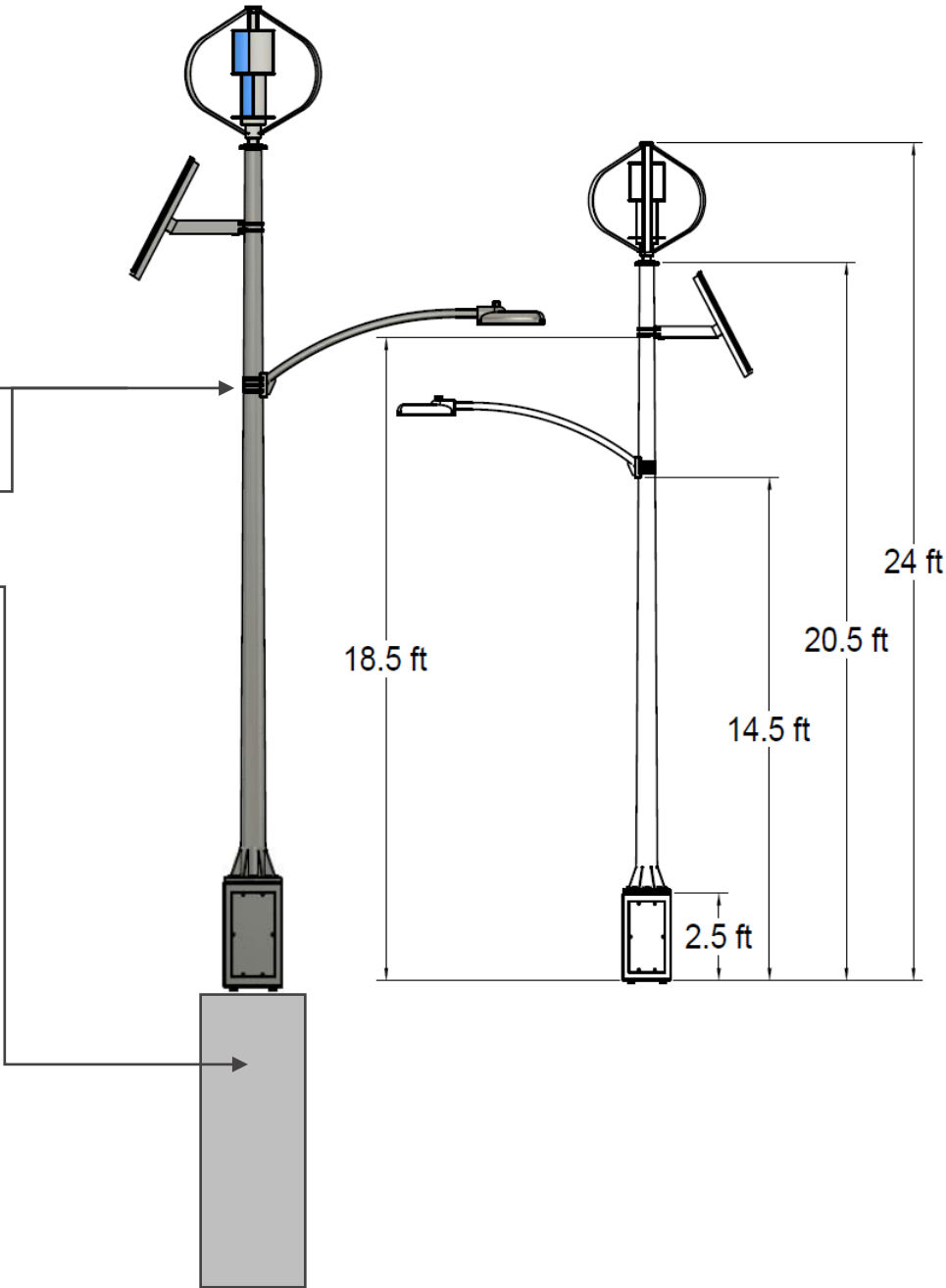


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OPINION OF APPROXIMATE COST

LIGHT POLE & SERVICE = \$9K
FREIGHT (1 UNIT) = \$3K*
FOOTING & INSTALLATION = \$3K

SUBTOTAL = \$15K
TOTAL = +/- \$16,000
TOTAL INCLUDES CONTINGENCY



*FREIGHT COST DROPS WITH MULTIPLE UNITS (EG. 20 UNITS = +/- \$500 / UNIT)

