

May 28, 2015

Focus Engineering Inc.
Attn: Frank Borich
3800 Laverne Avenue North
Lake Elmo, MN 55042

Dear Mr. Frank Borich:

Xcel Energy Outdoor Lighting is pleased to have an opportunity to submit a proposal for the City of Lake Elmo street light project. Our goal is to provide you with the necessary information to assist you in your decision making process. We are confident we can provide you with a comprehensive package that will meet all your needs.

Please find below styles of product and the estimated project costs. This proposal includes all underground facilities installed using the plowing or boring method for conduit and wire and the installation of each of the following material. If successful in acquiring the identified project, delivery of the specified product could take 4 to 6 weeks:

Hwy 36 & Highlands Street Light Project:

1. The Standard Service upfront installation cost is - \$1,906.00.
The monthly underground rate (A30) 150W High Pressure Sodium per luminaire is - \$18.86.
Install 1-150W HPS cobra cutoff fixture on 30' direct buried fiberglass pole. Install by plow and direct bore approx. 170' of #6 AL DX in 1 ½" conduit.
2. The Pre-Pay Option upfront installation cost is - \$5,197.40.
The monthly pre-pay option rate (A30) 150W High Pressure Sodium per luminaire is - \$6.94.
Install 1-150W HPS cobra cutoff fixture on 30' direct buried fiberglass pole. Install by plow and direct bore approx. 170' of #6 AL DX in 1 ½" conduit.

Restoration is not part of this bid.

Included in the monthly street light rate is full maintenance of the street light system. Maintenance of the street light system covers the pole, fixture, conduit and wiring, as well as facilitation of any locating and damage administration. Operations and Maintenance for the proposed street light system will be for 25 years from the date of installation. If you have any questions regarding the proposal, please feel free to contact me at 651.229.2255.

Sincerely,
Angela Adesoro
Project Coordinator, Xcel Energy