

Bid Tabulation

RFB 19-05 LED Street Light Conversion

Wattage	Total	SolarMax		Excellence Opto, Inc .		Crescent Electric		Go Green LED Alt.		CES	
		Unit Cost	Total	Unit Cost	Total	Unit Cost	Total	Unit Cost	Total	Unit Cost	Total
400w	27	\$ 159.93	\$ 4,318.11	\$ 313.00	\$ 8,451.00	\$ 540.00	\$ 14,580.00	\$ 295.24	\$ 7,971.48	\$ 556.70	\$ 15,030.90
310w	391	\$ 159.93	\$ 62,532.63	\$ 298.00	\$ 116,518.00	\$ 540.00	\$ 211,140.00	\$ 295.24	\$ 115,438.84	\$ 556.70	\$ 217,669.70
250w	198	\$ 131.71	\$ 26,078.58	\$ 152.00	\$ 30,096.00	\$ 144.00	\$ 28,512.00	\$ 193.65	\$ 38,342.70	\$ 148.45	\$ 29,393.10
150w	880	\$ 103.89	\$ 91,423.20	\$ 135.00	\$ 118,800.00	\$ 138.00	\$ 121,440.00	\$ 141.27	\$ 124,317.60	\$ 142.27	\$ 125,197.60
250w Decorative	34	\$ 172.36	\$ 5,860.24	-	-	\$ 695.00	\$ 23,630.00	\$ 193.65	\$ 6,584.10	\$ 716.49	\$ 24,360.66
Total	1530		\$ 190,212.76		\$ 273,865.00		\$ 399,302.00		\$ 292,654.72		\$ 411,651.96

\$194,861.80 Wattage reduction based incentive

\$233,834.16 incentive with 20% bonus

75% cost plus 20%

Incentive Calculation Comparison

Wattage reduction based incentive

	SolarMax	Crescent	Combination	Combination with Supplemental Labor in the amount of
fixture cost	\$ 4,318.11	\$ 14,580.00	\$ 4,318.11	\$ 19,500.00
	\$ 62,532.63	\$ 211,140.00	\$ 62,532.63	
	\$ 26,078.58	\$ 28,512.00	\$ 28,512.00	
	\$ 91,423.20	\$ 121,440.00	\$ 121,440.00	
	\$ 5,860.24	\$ 23,630.00	\$ 23,630.00	
	\$ 190,212.76	\$ 399,302.00	\$ 240,432.74	\$ 259,932.74 "x"
75%	\$ 142,659.57	\$ 299,476.50	\$ 180,324.56	\$ 194,949.56 (> \$194,861.80)
default incentive	\$ 171,191.48	\$233,834.16	\$ 216,389.47	\$233,834.16 "y"
final net cost	\$ 19,021.28	\$ 165,467.84	\$ 24,043.27	\$ 26,098.58 x-y

