

From: Brent Jones <brent@ledlowcountry.com>
Sent: Thursday, July 30, 2026 10:59 AM
To: Michelle McClellan
Subject: McClellanville Middle School Gym

Hi Michelle - I am following up on the gym project. This past Monday, my senior lighting technician, Kevin Smoak, was able to go in and do an additional assessment of the lights up in the older wooden ceiling. He then reported back to the President of my company and they have decided that we will not be able to complete this project due to the complexity of what it would take to remove and install newer fixtures.

I apologize for this news and will be glad to discuss.

An additional thought -- Since we can't do the gym, would you all like to shift to the school project and start a Phase 1/Phase 2 there? The lights in the school are not complex.

Let me know your thoughts.

Thank you,

Brent Jones

*Sales & Operations Manager
Energy Solutions Advisor*

LED Lowcountry, LLC
20 Towne Drive, Suite 276, Bluffton, SC 29910
Cell: (804) 840-0514
brent@ledlowcountry.com | www.ledlowcountry.com



From: Brent Jones <brent@ledlowcountry.com>
Sent: Monday, July 6, 2026 3:49 PM
To: Michelle McClellan
Subject: Main School - Identified Rooms - Phase 2
Attachments: Town of McClellanville-PA - School--Select Rooms - Phase 2.pdf; Town of McClellanville-CR - School--Select Rooms - Phase 2.pdf

Follow Up Flag: Follow up
Flag Status: Flagged

Hi Michelle - As we discussed, here are some preliminary numbers for a Phase 2 project, which would be December 1 of this year for eligibility.

I have included the following rooms for this project:

- Classrooms with lockers (Both Hallways of Floor 1 & 2)
- Kitchen & Cafeteria

Metrics: LED - Main School Building

- **Total Project Cost: \$28,477.51**
- **Dominion Energy Contribution: \$7,000 (max contribution/meter)**
- **Sales Tax at 9% on Material Cost: \$1,547.33**
- **Total Customer Share (which includes taxes): \$21,477.51**

Important NOTE:

- **I have chosen the Re-lamp/Re-ballast option for all 2x4 ceiling flat panels in classrooms, small kitchen room & cafeteria. (This means keeping the existing covers - but installing new LED bulbs and ballast)**
 - **The other more expensive option is a new flat panel fixture**

Let me know if you have any questions.

Thank you,

Brent Jones

*Sales & Operations Manager
Energy Solutions Advisor*

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Customer Information

Company Name:	TOWN OF MCCLELLANVILLE	Mailing Address:	711 Pinckney St, Main McClellanville SC 29458
Company Address:	711 PINCKNEY ST MAIN , MCCLELLANVILLE SC 29458		
Contact Name:	Michelle McClellan	Account #:	2842
Contact Title:	Town Administrator	Contact Email:	mcclellanville@outlook.com
Contact Phone:	843-887-3712	Customer Type:	Not for Profit
Primary Use:	School	Met With:	Brent Jones

Project Information

Project Cost: \$28,477.51	Dominion Energy Contribution: \$7,000.00	Customer Project Share: \$19,930.18
		Sales Tax: \$1,547.33
		Total Customer Contribution: \$21,477.51*

*Please note that the Small Business Solutions Program will pay a maximum of \$7000.0000 per customer per year

Terms & Conditions

- 1. Eligibility:** The Small Business Energy Solutions program ("Program") is available to Dominion Energy South Carolina non-residential electric customers with an annual kWh consumption of 350,000 or less and 5 or fewer electric accounts in the Dominion Energy South Carolina service territory, subject to these Terms and Conditions (T&Cs). The process of installing energy conservation measures (ECMs) for an eligible customer is referred to herein as a "Project." Dominion Energy South Carolina reserves the right, in its sole discretion, to deny any Project application based on the findings of an on-site energy analysis or a determination that Dominion Energy South Carolina may exceed its Program budget. The Program incentives are limited, offered on a first-come/first-served basis, and are subject to Project and Customer eligibility and funds availability.
- 2. Incentives:** Subject to these T&Cs, Dominion Energy South Carolina will pay an incentive payment contribution (shown in Project Cost section) directly to Dominion Energy South Carolina's designated contractor ("Contractor") upon satisfactory installation of the ECMs. Dominion Energy South Carolina's contribution may cover up to 90% of pre-tax Project costs, not to exceed \$7,000 per utility account per program year (December 1 – November 30).
- 3. Authorization, Program Changes, Suspension or Cancellation:** Dominion Energy South Carolina may change the Program requirements, incentives or T&Cs, including suspending acceptance of Participation Agreements or terminating the Program, at any time and without notice. In the event of a Program change, signed and approved Participation Agreements will be processed to completion under the T&Cs in effect at time of execution. For all Projects, entitlement to Program participation and Dominion Energy South Carolina's obligation to pay incentives may occur only after a signed Participation Agreement is in place and is subject to these T&Cs.
- 4. Proof of Purchase:** Program Contractors must provide copies of all Customer invoices or other appropriate documentation that clearly verifies the costs of purchasing and installing the ECMs, including all material, labor, and equipment discounts. Customer invoices must indicate a verifiable breakout of all ECMs purchased for installation, including quantity.
- 5. Project Verification:** Dominion Energy South Carolina or its Third-Party Evaluator ("Evaluator") may conduct an inspection of Customer's facility to verify post-installation conditions or verify documentation prior to incentive payment at any time after receipt of a signed Participation Agreement. No warranty is expressed or implied by this verification. Notwithstanding anything to the contrary, should Dominion Energy South Carolina determine at any point before payment of the incentive that there has been significant deviation in the type, amount, cost or performance of the ECMs underlying this incentive commitment from those that were set forth in the Participation Agreement, Dominion Energy South Carolina retains the right to revoke this commitment or reduce the final incentive amount accordingly.
- 6. Customer Tax Obligation:** Customer is responsible for declaring and paying any and all applicable federal, state and local taxes that may be owed on any incentive payment. Neither Dominion Energy, Inc. nor any of its subsidiaries shall be liable for any federal, state and local taxes that may be owed in or as a result of any incentive payment.
- 7. Compliance:** Customer understands and agrees that Dominion Energy South Carolina is not responsible for obtaining those necessary licenses and permits related to the installation of ECMs. Customer also agrees to comply with all federal, state and local laws, codes and regulations related to the installation and disposal of all equipment.
- 8. Removal of Equipment:** Customer agrees to arrange for and allow removal and disposal of the equipment being replaced by the ECMs in accordance with all legal requirements. Customer agrees not to re-install any of this equipment in the Dominion Energy South Carolina service territory or transfer it to any other party for such installation. Customer may not utilize the Program to replace or retrofit equipment that has been previously replaced or retrofitted by the Program until after a period of 3 years from installation.
- 9. Replacement of Failed Equipment:** Customers who install ECMs are expected to replace any of the ECMs that fail with similar or superior energy savings equipment at Customer's expense.
- 10. Evaluation Follow-up Visits:** With advance notice, Dominion Energy South Carolina reserves the right to make or to have Contractor or Evaluator make follow-up visits to Customer facilities during the 36 months following completion of the Project to provide Dominion Energy South Carolina with an opportunity to review the operation of the ECMs for program evaluation purposes. Customer agrees to cooperate with this effort.
- 11. No Warranties:** Dominion Energy South Carolina does not endorse, guarantee or warrant any particular manufacturer or product or service; provides no warranties, express or implied, for any manufacturer, product, or service, or with respect to the personal safety, health or wellbeing of the Customer or any person; and herein specifically disclaims any such guarantees or warranties. Customer's reliance on warranties is limited to any warranties that may arise from, or be provided by contractors, vendors, etc. Customer acknowledges that neither Dominion Energy South Carolina nor any of its consultants are responsible for ensuring that the design, engineering and construction of the facility or installation of the ECMs are proper or comply with any particular laws (including patent laws), codes, regulations or industry standards. Dominion Energy South Carolina makes no representations of any kind regarding the results to be achieved by the ECMs or the adequacy or safety of such measures.
- 12. Assumption of Risk and Limitation of Liability:** Customer assumes and acknowledges all risks arising from its participation in the Program including but not limited to exposure to the novel coronavirus ("COVID-19") and releases and discharges Dominion Energy, Inc., Dominion Energy South Carolina, its Contractor, Third-Party Evaluator ("Evaluator"), and their respective officers, directors, employees and agents from any liability related thereto. Dominion Energy South Carolina's sole obligation is limited to paying the properly qualified incentives specified herein. Neither Dominion Energy, Inc., any of its subsidiaries, nor its Contractor or Evaluator shall be liable to Customer or any other party for any special, indirect, consequential or incidental damages, regardless of the theory of recovery, caused by or arising from any activities associated with this program.
- 13. Right to Refuse:** Customer agrees and understands that Dominion Energy South Carolina, Contractor, and Evaluator reserve the right to refuse service or installation, or to end delivery when confronted by a customer or other individual acting inappropriately or when facing a situation deemed potentially unsafe or harmful to health or wellbeing. "Inappropriate" includes but is not limited to the following: unreasonable demands for service, personally threatening or offensive language, threatening or erratic behavior, personal contact, unwillingness to wear a suitable face covering, or unwillingness to maintain adequate separation distance. Customer further agrees and understands that Dominion Energy South Carolina, Contractor, and Evaluator reserve the right to exclude any premises, or vicinity therein, deemed potentially unsafe or harmful to health or wellbeing.
- 14. Obligations between the Parties:** Dominion Energy South Carolina shall have no obligation to maintain, remove or perform any work whatsoever on the ECMs installed. Dominion Energy South Carolina shall have no liability for a Contractor's failure to perform, for failure of the ECMs to function, for any damage to Customer's premises caused by the contractor, or for any and all damages to property or injuries to persons caused by or associated with the ECMs.
- 15. Miscellaneous:** These T&Cs and this application, of which these T&Cs are an integral part, constitute the entire agreement between the parties and supersede all other communications, representations and understandings.

7 Customer Acknowledgement

The parties shall be entitled to sign and transmit these documents via facsimile, scanning, or other electronic means, and further agree that facsimile, scanned, and electronic signatures shall be legal and binding and have the same effect as original signatures. If typing my name below, I understand and agree that I am electronically signing this participation agreement, and agree that it will be binding on me the same as if it were physically executed via an original signature. I hereby certify that all statements made on this application are correct to the best of my knowledge and that I have read and agree to the Dominion Energy South Carolina, Inc. Terms and Conditions.

Customer Name:

Customer Title:

Customer Signature:

Date:

For Official Use Only

Audit #: LLC53528212

Work Order #: Town of McClellanville - School/Select
Rooms - Phase 2



Proposal Report for TOWN OF MCCLELLANVILLE

711 PINCKNEY ST MAIN , MCCLELLANVILLE SC 29458

Report Date: 07/06/2026 07:44 PM

Project Summary

Audit / Proposal: LLC53528212 / Town of McClellanville - School/Select Rooms - Phase 2 **Account #:** 2842

Contact Name: Michelle McClellan **Auditor Name:** Brent Jones

Contact Phone: 843-887-3712 **Proposal Date:** 7/6/2026

Audit Summary

Estimated Wattage Savings

Savings:

13,802 Watts

Estimated kWh Savings

Savings:

17,943 kWh

Estimated Annual \$ Savings (kWh * 0.12)

Savings:

\$2,153.11

Estimated Job Costs

Total:

\$28,477.51

Program Incentive:

\$7,000.00*

Customer Share:

\$21,477.51*

All applicable state and city taxes are included in the customer's share

Estimated Financials

Simple Payback (years):

9.98

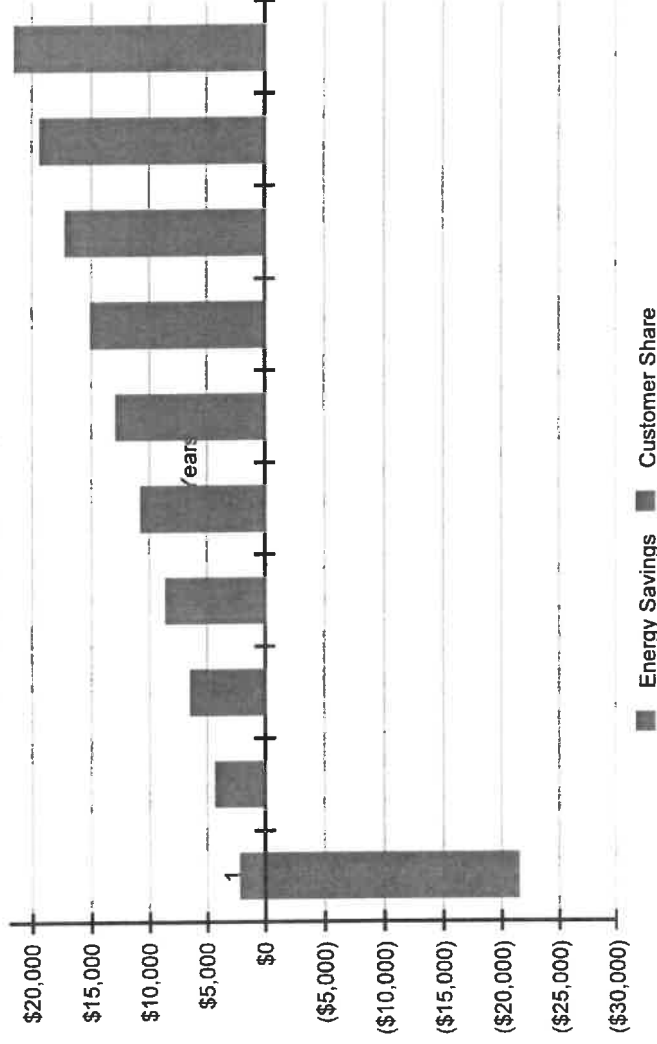
Savings to Investment Ratio (SIR):

1.00

This proposal is valid for 120 days from the audit date and may be withdrawn if it is not executed within this period.

*Please note that the Small Business Solutions Program will pay a maximum of \$7,000.00 per customer per year.

Estimated Cumulative Cash Flow



 Lighting

Line	Location	Existing Description	Qty	Watts	Hrs/Wk	KWH	Proposed Description	Qty	Watts	Hrs/Wk	KWH	Savings
1	1st FI-Classrooms with lockers -left & right halls	4L 32W T8, elec normal bf 4F32T8NBF	90	112.00	25.00	13,104	4L 10W TLED-T8, Type A NBF RL/RB	90	58.00	25.00	6,786	6,318
2	2nd FI-Classrooms with lockers -left & right halls	4L 32W T8, elec normal bf 4F32T8NBF	90	112.00	25.00	13,104	4L 10W TLED-T8, Type A NBF RL/RB	90	58.00	25.00	6,786	6,318
3	1st FI - Kitchen front room & office	4L 32W T8, elec normal bf 4F32T8NBF	9	112.00	25.00	1,310	4L 10W TLED-T8, Type A NBF RL/RB	9	58.00	25.00	679	632
4	1st FI - Main Kitchen Room/Office	2L 75W T12, std mag ballast 2F96T12STM75	17	173.00	25.00	3,823	LED 4ft Fixture 25W 4LED25FX, 4ft Vaportight	17	25.00	25.00	553	3,271
5	1st FI-Cafeteria	4L 32W T8, elec normal bf 4F32T8NBF	20	112.00	25.00	2,912	4L 10W TLED-T8, Type A NBF RL/RB	20	58.00	25.00	1,508	1,404
Totals			26,349			34,254		12,547			16,311	17,943