

LA PAZ & MARGUERITE SHOPPING CENTER, L.P.

December 30, 2016

Via: USPS & Email

NLS Lighting
Attn: Bill Hein
19500 S. Rancho Way #150
Rancho Dominguez, CA 90220

Re: La Paz & Marguerite Shopping Center
Ralphs #76

Dear Bill:

Thanks for your phone call inquiring how the new LED lights were working out. WOW! UNBELIVABLE! We have received compliments from all of our tenants including Ralphs, their managers and employees. In turn they have received a tremendous positive feedback from their customers about the increase in illumination. The results of the LED re-lamp program far exceeded our expectations both in lighting output and electrical savings.

On many of the light standards, we replaced TWO (2-250) watt metal halide fixture heads with 4 lower wattage LED fixture heads. This allowed us to cover far more area with the down light, and on average we think we increased the illumination at least fivefold. In some areas, we went from around 2 foot candles to over fourteen. The increase in front of the Ralphs store and in their main parking field was quite dramatic.

We just did a rough year end calculation and even though we almost doubled the number of fixture heads, the savings on electrical costs for 2016 appears to be over 25% and produced more than a 6% return on the total investment of the LED lighting program. On top of this, the old metal halide lights had a life span which quickly declined over five years and the new LED's will have constant light output will last for well over ten years on a conservative basis.

When it comes to increasing lighting, electrical cost savings and return on investment, we think we received a Win, Win, Win situation. THANKS

Very truly yours,

LA PAZ & MARGUERITE SHOPPING CENTER, L.P.



James A. Christensen