

In order to lock in the two grants totaling \$60,000, applications need to be submitted by May 22. Once NYSERDA approves the applications and an agreement has been signed, the Village will have three years to complete any project proposals. Any projects undertaken will require the Village to provide upfront funding. The grants will be awarded upon completion of the project(s).

I have conferred with Tara Donadio of the CDRPC and she has suggested at this point we should submit two separate applications based on current information on hand; one for an LED street light conversion and another solar installation at the pump house in order for the grant to be assigned to the Village. This is a preliminary step. After the Board investigates ways forward, receives bids and reviews the anticipated costs involved, one or both of the original proposals submitted can be modified or possibly one removed to fit any budget constraints.

I propose using the data provided to me by the Greenpoint Solar and Electric quote and the data National Grid has already provided to the Village for the initial applications.



Mr. Michael Abrams
Mayor
Kinderhook Village Hall
6 Chatham Street
Kinderhook, NY 12106
Okvillagehall@villageofkinderhook.org
(518)758-9882

Re: Outdoor Lighting LED Conversion Program

Dear Mr. Abrams:

Thank you for your inquiry regarding National Grid's Outdoor Lighting LED Conversion Program. As a valued street lighting customer, National Grid is pleased to offer you an opportunity to enhance the lighting quality and achieve energy cost savings through a proactive conversion of your existing outdoor lighting luminaires to energy efficient LED luminaires.

The LED conversion cost to facilitate this program is based on your billing account and corresponding reference number(s) information on record and represents the Company's residual net book value (NBV) for the luminaires to be removed. The owned NBV cost represents the average value for the individual luminaire style within the designated service area. The decorative LED conversion cost provided herein designates the average of the aggregate NBV for all decorative luminaire styles identified within the bill account. All NBV costs are effective for 180 days. Requests to convert less than all luminaires within the bill account will require the Company to provide individual average NBV for each decorative luminaire style. The Company has waived the costs of removing the luminaires to be converted from the listed LED conversion costs.

Customer Name:	Village of Kinderhook
Customer Bill Account:	0773882107
Roadway Luminaire Count:	132
Decorative Luminaire Count:	54
Avg. Roadway Luminaire NBV per unit/total:	\$268.69 each / \$35,467.41 total
Avg. Decorative Luminaire NBV per unit/total:	\$118.01 each / \$6,372.82 total
Total Avg. Luminaire NBV:	\$41,840.23
Estimated Roadway EE Incentive:	\$6,695.00
Estimated Decorative EE Incentive:	\$1,770.00
Total Estimated EE Incentive:	\$8,465.00

The Company has also provided an estimated energy efficiency incentive value based upon the available programs in effect as of the date of this letter. Presently, the Company offers an energy-efficiency incentive for LED Roadway luminaire conversions (whether customer-owned or Company-owned). The incentive ranges between \$50 and \$100 per luminaire and is limited to Roadway luminaire conversions only. To assist you, following receipt of the proposed roadway luminaire conversion information, the Company will provide a revised estimated energy efficiency incentive value. However, the actual incentive value may differ from the estimate and will only be provided to the customer upon completion and verification of the LED Roadway luminaire portion of the conversion project.



This incentive opportunity is available on a first-come, first-served basis which is based upon the time of incentive disbursement and subject to an annual financial limit. More details are available from your National Grid account service representative.

To secure the pricing presented in this letter and initiate the LED Conversion Program for your community, please submit a commitment letter from an authorized representative on municipal letterhead or via a municipal email address, (ending in “.gov”).

The commitment communication must state the following:

- Commitment of payment to National Grid for the specified LED conversion cost of the designated quantity and style of luminaires to be converted in the form of:
 - An individual payment within 90 days of commitment and prior to any conversion installations in the form of one or more of the following:
 - Purchase Order
 - Promissory Note
 - Formal Financial Commitment Letter
- Total quantity of each existing HID luminaire style to be converted:
- Total quantity of each LED luminaire style and illumination code offered as referenced in PSC 214 Tariff, Service Classification No. 2.

An Addendum to the commitment letter providing reference to the inventory of individual street light locations and the desired LED luminaire style and illumination code to be installed and/or a conversion summary of the LED luminaire style and illumination code per HID luminaire style and lamp type/wattage.

To learn more about the LED Conversion Program or obtain more definitive cost information, please contact your assigned National Grid account service representative.



Sincerely,

Paul Birch

Paul Birch
Consumer Representative
[nationalgrid](#)
Paul.Birch@nationalgrid.com
(518) 433-3514 Office
(89Cell

Did you know? The monthly payment on a solar loan is often less than your electric bill.

With a \$0-down solar loan from our partner Atmos Financial, you'll trade your electric bill for a monthly payment and start saving money from day one. No upfront cost required, and no hidden fees. [Learn more](#)

Get Rates

*from Atmos Financial



Solar quote from Greenpoint Solar and Electrical, Inc. brought to you by EnergySage

Quote from

Greenpoint Solar and Electrical, Inc.



Need help with your quotes?
Talk to Malcolm, your Energy Advisor

[Compare Quotes](#)

[Select Installer](#)

- Best Value
- Highest Quality Panel
- Highest Quality Inverter

★★★★★ (4)

Installation Warranty
25 years

Distance Away
60 miles

Send Message Schedule Call or Visit

[See Phone Number](#)

Prepared for
William Mancini
Hudson Street
Kinderhook, NY 12106

Quote Submitted
February 21, 2024

Estimated Installation
April 3, 2024

Quote Good Through
March 22, 2024

Panel: REC Group 420 W Pr...
Panel Output Warranty: 25 years

\$3.72
Price / Watt

102%
Need Met

Excellent

Panel Quality

Excellent

Inverter Quality

[Request Changes](#)
[Print Quote Details](#)

Quote Details

System Design		Solar Panels	
Number of panels	120	Panel manufacturer	REC Group
Watts per panel	420	Panel model	420 W ProTrust Warranty ...
Number of inverters	4	Panel rating	
System size	50.4 kW	Panel warranty	25 years
Year 1 Production Estimate	66,182 kWh		View spec sheet
Electricity need met	102%		
Panel mount location		Electric Inverter	
Panel mount location	Roof	Inverter manufacturer	SolarEdge Technologies

Monitoring System

Monitoring system brand  [SolarEdge Technologies](#) 

Inverter model [SE11400H-US \[240V\]](#) | [Ext...](#) 

Inverter rating 

Inverter type  Inverter with power optimizer

Inverter warranty  25 years

Additional Information

Hardware/Installation In addition to the quoted equipment, Greenpoint Solar is able to offer equipment from a wide range of industry leading manufacturers including Hanwha/Q-Cells, Mission Solar, and Enphase inverters.

By Going Solar, You Can Save...

Save

\$98,250

on your electric bills over 20 years

1,006

tons of CO₂ over 20 years

=

23,403

trees planted over 20 years

— OR —

102,703

gallons of gas burned over 20 years

About the Installer

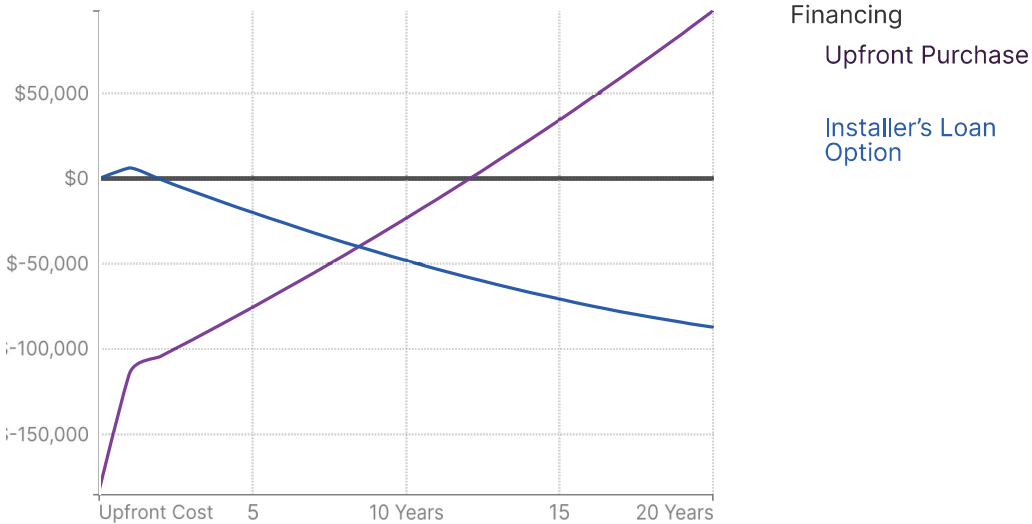
At Greenpoint Solar, our experienced team is here to help you with all of your solar and energy needs. We offer a variety of services, including solar panel installation, electric vehicle charging stations, energy storage solutions, and more. We look forward to working with you to create a custom solar plan that meets your energy needs and budget.

Areas of Service: NY

Installation Warranty: 25 Years

[View Full Company Details](#) 

Your Estimated Savings Over 20 Years



Note: Your state's net billing policy makes it harder to estimate 20-year savings with the information we have. Actual savings will depend on how you pay for your system, your energy consumption, and more. [Learn more about net billing & how it impacts solar savings.](#)












Refer Friends & Earn Rewards

Are you finding EnergySage useful?
Refer your friends and family to consider solar too

Your Financing Options in Detail [?](#)

EnergySage Projected Costs	Cash Purchase	Installer's Loan Option
Upfront cost ?	\$182k	\$0
Initial Monthly Payment ?	\$0	\$1,338
\$ spent over 20 years	\$182k	\$368k
\$ per unit of energy ?	\$0.10	\$0.24
Estimated Benefits of Solar	Cash Purchase	Installer's Loan Option
Savings on electric bills ?	\$98,250	-\$87,140
Payback period ?	12.1 Years	
Financial return ?	5.6%	
Net System Price	Cash Purchase	Installer's Loan Option
Gross system price ?	\$187k	\$193k
Less: Rebates ?	-\$5,000	-\$5,000
= System price after rebates ?	\$182k	\$188k
Less: Federal ITC ?	-\$54,746	-\$54,746
Less: State/Local tax credits ?	-\$5,000	-\$5,000
= Net system price ?	\$123k	\$128k
Price per Watt	Cash Purchase	Installer's Loan Option

Gross system price 	\$187k	\$193k
/ System size in Watts 	50,400	50,400
= Price per Watt (\$/W) 	\$3.72	\$3.83
Financing Features	Cash Purchase	Installer's Loan Option
System owned by	You	You
Financing Company 		Atmos Financial, PBC
Down payment 		\$0
Monthly payment 		\$1,338
Financing term 		25 Years
Loan amount 		\$188k
Interest rate 		10.950%

Financing Notes

Cash Purchase

What's covered by installation warranty

During the warranty term, Greenpoint Solar will repair or replace any defective part, material or component that is covered by the manufacturer warranty, at no cost or expense to you (including all labor costs).

Loan

Additional notes

Rates shown assume a FICO score of 741-760. Different rates and fees may apply for other credit score ranges. Prequalify with Atmos Financial to get a custom rate and fee quote.

Uploads

SolarEdge Home Advantage.pdf



DOWNLOAD (1.7 MB)

Your next steps

[Send a Message](#)

Ask the installer questions or request quote updates using the Message Center, which keeps your email address private. We'll email you when the installer replies.

Select Installer

Select Greenpoint Solar and Electrical, Inc. to install your system. You'll work with them to finalize

Schedule a Call

The installer's scheduling system may ask for your email or phone number to contact you directly. If you prefer, you can schedule using the [Message Center](#).

Request Site Visit

Use the Message Center to schedule a time for the installer to look at your property and discuss options in person.

Request Changes

Ask the installer to provide an update to your quote based on your preferences for financing, equipment, and more.

Call Installer

See Phone Number

system and contract details. After you've confirmed, we'll let all installers know of your decision.

Messages



[VIEW ALL MESSAGES](#)



New quote from Greenpoint Solar and Electrical, Inc. (1)

1 day, 23 hours ago

Dear William, We are excited to have the ...



[Refer Friends & Earn Rewards](#)

Do you know someone else considering solar?

[Refer them & earn rewards today](#)

Need help reviewing?

[Talk to an EnergySage Advisor](#)



* EnergySage calculates the values above based on: values provided by the installer for this quote, installer-estimated loan terms assuming good credit history, the electric bill information you provided, historical market utility rate data, an energy cost inflation estimate of 2.3% (source: EIA 10-year NY avg.), Federal ITC of 30% of net cost for purchases, and [carbon conversion factors provided by the US EPA](#). Check with your utility about rates and fees that may apply to your solar installation. Our savings estimates don't account for utility net billing policies or fees that may apply to your solar panel installation. Actual savings will depend on how much electricity your solar panel system generates, your energy consumption, and more. [Learn more about net billing & how it impacts solar savings.](#)

Solar quote from Greenpoint Solar and Electrical, Inc. brought to you by EnergySage

Done Shopping?

When you decide to move forward with this installer or any other, let EnergySage know to close out your account and let the other installers know.