

GREENDALE SCHOOL DISTRICT

5900 South 51st Street / Greendale, Wisconsin 53129-2699

Erin Gauthier-Green
• Director of Business Services

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October 5, 2004

To : Randy Johnson, US LAMP
From: Erin Gauthier-Green, Director of Business Services, Greendale School District
Re: LETTER OF RECOMMENDATION *Erin Gauthier-Green*

Dear Mr. Johnson:

I have been meaning to write and convey to you our pleasure at having had a chance to work with US Lamp on our district lighting and ceiling project!

As you know, the district contracted with US Lamp to install new energy efficient lighting and ceilings throughout the district (five buildings) in 2004. Additionally, new energy saving boilers were installed in one school. From the very beginning, US Lamp did an outstanding job of analyzing the energy savings potential, working with the Focus on Energy agency to obtain a grant for us, bidding the project, explaining the project to our school board, and finally in execution of the project. During each one of these phases US Lamp was professional, competent and thorough. Due to your hard work, the Greendale School District now has brighter, more efficient lighting, that will save us \$100,000 annually in energy costs. The learning environment has had a make-over and staff everywhere are very pleased with the results. Our district had some challenging areas to renovate, such as the pool area, but there were no problems that you could not solve.

The Board of Education is most pleased that our district received \$167,000 in grant funds from the Focus on Energy agency. This will allow a major project such as this to be done with practically no budget impact, due to the energy savings that pay most of the cost of the loan. This will have budget impact for years to come! I had some reservations about completing a major project like this during the school year on second/third shift, however, the project ran very smoothly and was completed on time and on budget.

It was clear from the start that US Lamp is an organized competent company and that you understand negotiating the bureaucracy of the Focus on Energy arm of the state to help us obtain grant funds.

I would be happy to speak more in depth to any potential client and convey directly our extreme satisfaction with your company's work!