



# Small Business, Big Solutions

The Small Business ESPC Industry Expert Transforming the  
**Next Generation** of Your Lighting Solutions

*Over 30 Years of ESPC Experience with DoD  
Federal Energy Management Awardee  
Former DoD Lighting Expert  
Industry Partner with Leading Contractors  
Small Business Subject Matter Expert*





## Shaping the **Next Generation** of Lighting Solutions



### Why We Are Different

MCB Lighting & Electrical, at the direction of its Founder and CEO Charles Baker, is an industry lighting expert with over 30 years of ESPC experience in the Department of Defense (DoD). MCB is poised to revolutionize ESPC lighting projects with true energy management.

MCB delivers an enterprise architecture for a stand-alone infrastructure. MCB provides holistic solutions to enable total control of lighting systems. These solutions achieve greater energy management through individual control down to 10%, load sharing, HVAC savings, maintenance indicators, curtailment, peak demand program plus **100% M & V with historical data**. MCB leverages relationships with strategic manufacturing and contracting partners from its elite electrical and mechanical peer group.

MCB focuses on customer value, industry compliance, total system customization, individual controllability and integration of manufacturing into the field.

The result is significant cost savings through the achievement of greater energy efficiency and management, strategic sourcing, reduced labor costs by 30% using regulation and statute. MCB reduces total energy consumption and lessens the overall impact on the environment.

**We're impacting lighting solutions... today and tomorrow.**



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## Who We Are

- SBA and Veteran's Administration certified SDVOSB Small Business Lighting, Electrical and Mechanical turnkey supplier
- Founded in 1999
- 50+ projects with "excellent" or better ratings on lighting and energy-related projects and safety
- SBA qualified "non-manufacturer" supplier for lighting, electrical and mechanical products, supported by over 20 product manufacturers
- Experienced veteran staff:
  - 55+ years combined experience supporting energy/ESPC projects
  - Staffed with Licensed Electrician, lighting experts, experienced project managers, an electrical engineer and buyer
  - Small Business subject matter expertise, testified 3 times before Congress
  - Past SBA Presidential Veteran Committee
  - Past Presidential Small Business Banking panel
  - 2009 National SBA Veteran Business Champion
  - Co-authored the 2016 Supreme Court current position for Vets First in VA
  - \$265K paid in energy-related suggestion bonuses **saving \$1.2B in energy costs** for the DoD

## What We Do

### • Exceed Project Goals

We provide professional Lighting, Electrical and Mechanical services as a turnkey supplier to government agencies and corporate partners...  
***we are driven and focused on ensuring you meet project goals***

### • Add Value

We maximize **wattage saved per dollar spent** like no other. Valued-added supplier with private label & direct manufacturer relationships and special pricing for your government projects resulting in 30% total cost reduction with the most advanced solutions.

### • Educate on Small Business Regulations

We educate our key partners on mandatory small business regulations and how to become more competitive. We coach on the best ways to ensure ESPC SB compliance and how to avoid removal from contract vehicles for lack of compliance.

### • Subcontracted Installation Services

We offer experienced installation services with up to 30% savings based on our unique model.

### • Project Development, Management and Logistics

We deliver as-needed value-added services such as audit, logistics support (storage, refuse, recycle), project management and inspection services

### • Manufacturing Coordination

We have success in optimizing equipment modifications at the factory to ensure quality and minimize installation costs.





### **Dellums Building (Oakland) Install Interior Lighting Project**

**Customer:** GSA Oakland  
**Value:** \$6.2M

**Scope:** MCB Lighting & Electrical, under contract with Phillips, conducted energy surveys (audits) and analysis, energy conservation proposals and provided in-house installation and commissioning of a highly complex lighting system (computer controlled). MCB Lighting & Electrical replaced 16K fixtures in over 40 federal agencies located in the Ronald V. Dellums Federal Building in Oakland California. MCB installed a complex DALI lighting system which at the time was the first in the government.

**This system is a programmable, addressable lighting system that facilitates the control of each lighting fixture individually from 100% down to 10%.**

### **Burton Building (San Francisco) Install State of the Art Lighting**

**Customer:** GSA San Francisco  
**Value:** \$6M

**Scope:** MCB Lighting & Electrical replaced 12K fixtures in over 40 federal agencies located in the Phillip Burton Federal Building in San Francisco California. MCB installed a complex DALI lighting system which at the time was the first in the government, at least at GSA. During the GSA pilot for work station lighting MCB installed over 25K fixtures in occupied space, at multiple locations.

### **VA Lighting Upgrade**

**Customer:** Veterans Affairs Agency  
**Value:** \$6M

**Scope:** MCB Lighting & Electrical sourced interior retrofit kits resulting in support of Veterans Affairs Agency.

### **National Park Service Lighting Upgrade (High-profile Washington, DC contract)**

**Customer:** National Park Service  
**Value:** \$1.6M

**Scope:** MCB Lighting & Electrical sourced and delivered 4,500 specialty interior and exterior lighting in support of National Park Service. We exceeded customer expectations with flexible response on new and emerging requirements during project installation.

### **Corpus Christi Army Depot**

**Customer:** US Army  
**Value:** \$4.2M

**Scope:** MCB Lighting & Electrical replaced and/or retrofitted 15,000 fixtures, resulting in estimated energy cost savings of \$900k/year. This project involved turnkey lighting project development, audit, supply, and installation. We installed over 1200 highbay fixtures and 10,000 LED retrofit kits. We overcame significant challenges: the project required remote storage from installation site, involved 20 full truckloads of lighting products. The work was in a high ops tempo operations facility that required close coordination and cooperation. We exceeded the customers expectations by being flexible, working around customers installation schedule and adjusting our retrofit areas, as needed to meet the customers needs.

### **Schofield Barracks Lighting Upgrade**

**Customer:** US Army  
**Value:** \$590K

**Scope:** MCB Lighting & Electrical sourced and delivered all lighting control equipment for this project. Exceeded expectations by rapidly coordinating order and expedited delivery.

### **Wingate Apartment Outdoor Lighting Upgrade**

**Customer:** GYLNN GROUP  
**Value:** \$230K

**Scope:** MCB Lighting & Electrical replaced parking light fixtures and 400watt exterior security lighting for three-story multi-floor apartment buildings. Lights were on top of the apartment buildings, so safety for residents and electricians was paramount.

### **Andrews AFB AF Exterior LED Demo Project**

**Customer:** USAF Andrews AFB Golf Course  
**Value:** \$70K

**Scope:** MCB Lighting & Electrical replaced street lights and parking light fixtures with LED fixtures as part of an Air Force LED Pilot/Demo Project. MCB installed over 40 roadway and parking lot lights for the President's golf course. Measurements, pictures and video, were recorded, totaling over 130 recorded measurements; showed significantly increased light levels with a 70% reduction in energy cost.



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**Dellums Building (Oakland) Install  
Interior Lighting Project**

**Customer: GSA Oakland**



## Energy Management, Controllability, M&V

- Full spectrum control and manageable consumption/dimming control to 10%
- Lighting and consumption levels set to 70% the first 24 months
- Load shedding and curtailment during peak demand
- Scheduling of work cycles with system overrides for individual or group fixtures
- Enterprise Architecture for remote management and monitoring (US Air Force desire)
- **Continuous M&V capability, either option 1 or option 2**, critical for compliance with ESPC authorization and appropriations laws
- Over eight years experience with complex lighting systems including DALI

## Designs with Controllability

- Audit
- Spec
- Customization for reduced labor cost

## Global Warehousing and Logistics Support

- Planning, scheduling and delivering equipment to desired work site locations
- Increased daily output productivity
- Warehousing material close to job sites
- Just in-time delivery if needed
- Containerizations on site
- Recycle and disposal services

## Installation

- **Excellent safety record**, zero reportable accidents in 17 years
- Multiple monthly safety awards on projects
- Great past performance in the ESPC space

## Purchasing

- Strategic sourcing model used to significantly reduce cost
- Over stock for maintenance
- Up to 10-year warranty
- Rebates completed
- 4 to 5-year paybacks at .10/KW

## Compliance

- 20% total Small Business
- 12% social economic groups
- **Government metric contractually is 90% attainment annually**, not over the life of the contract
- **Early termination for either breach or default of contract are mandatory** post award reviews and enforcement without exception even for the best contractor
- What changed, this is a best value contract with participation as a source selection criteria not a LPTA contract anymore like the last 25 years
- Companies shall meet the FAR part 9 responsibility determination, which obligates the prime to hold the same responsibility as their subcontractors. This means no ostensible subcontractors or pass through without possible jail time and treble damages of the total contract value.



## Benefits & Background

- Air Force Deputy Assistant Secretary for Contracting
- **Manufacturer/Non-Manufacturer engages the entire process from audit to commissioning**
- Experience as a Contracting Office Representative (COR) for energy projects
- 30 years experience in the government and energy efficient lighting sector
- Over 30 years of ESPC experience with DoD
- Granular knowledge of both the program management and procurement systems
  - Actual total full spectrum lighting acquisition experiences and how to negotiate and leverage filling needed holes
- Small Business subject matter expert
- Testified 3 times before Congress
- SBA Presidential Veteran Committee
- American Legion Veteran Procurement Chairman
- BRAC committee member for the State of Maryland
- 2009 National SBA Veteran Business Champion
- Coauthored the veteran position for Supreme Court for Vets First in VA (2016)
- Licensed electricians as project managers and buyers
- Engineers with project management experience
- Great relationships and navigation skills

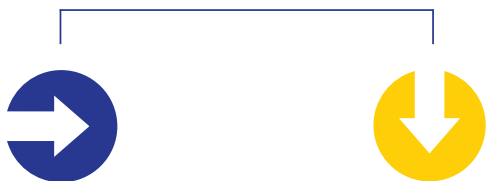


## Cost Savings

- Strategic sourcing
- Reduced labor cost by 30% with rules
- **Increased productivity – working closer with factories doing customization in the factory currently being done in the field**
- Pre-positioned material drastically increases productivity because it also forces better planning and scheduling with the customers
- **Focuses on the metric of wattage saved to dollars spent**

## MCB Proposed Model

*(100% Small Business Solution)*



**Manufacturer/Non-Manufacturer  
(Key Subcontractor Partners)**

**4 to 5-year payback**

### Current Model

*(Minimal Small Business Solutions)*

- Large Contractor
- Large Distributor
- Manufacturer Rep
- Manufacturer

*8 to 10-year payback*

### MCB Proposed Model

*(100% Small Business Solution)*

- Manufacturer/Non-Manufacturer  
(Key Subcontractor Partners)

*4 to 5-year payback*



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