

To: The Legislative Interim Committee on Energy

From: Energy Optimization Services, LLC
Carolyn "Lina" Tanner, Esq., General Counsel

Date: August 22, 2020

Re: Testimony Regarding Antimicrobial LED Lighting Fixtures

Madame Chair and members of the Legislative Committee on Energy:

My name is Lina Tanner. I serve as general counsel for Energy Optimization Services, a Nevada based company. Energy Optimization Services has acquired the rights to sell state-of-the-art anti-microbial lighting technology which kills pathogens without harming human health and well-being.

I am going to start by making two significant claims that some might find wild:

- First, Energy Optimization Services has the best sanitization products on the market; and
- Second, these products are the least expensive sanitization product on the market.

These products are the most effective sanitization product available because they can be safely used while humans are present. When you wash your hands and then touch something dirty, you have to wash your hands again. The same is true when manually cleaning a room. You can clean it, but when someone enters and coughs, it's dirty again. Our antimicrobial lighting is EPA approved, patented technology, in use safely for nearly a decade by customers such as Duke University, UCLA, NY State

Department of Health, while people go about their business under these LED lights. It is as if the room is continually washing its hands.

Our anti-microbial LED fixtures are the most cost-effective solution today because they are fully automated. You simply turn on the lights. They can thus reduce the costs of the intensified COVID related sanitization protocols.

This brief overview on how Energy Optimization Services can benefit the State of Nevada's budget is related to SCR1 passed in 2019. SCR1 recommended a "statewide audit **to identify energy efficiency measures** that could be implemented by agencies of the State of Nevada, **determine the costs and benefits of those measures, determine the savings that could be realized by the State of Nevada...**"

We know that energy efficiency upgrades can save the State significant amounts of money. We also know that a statewide audit and resulting upgrades must be paid for. In the era of COVID-19, it is understandable that the first reaction would be to put these audits on the back burner. But what if both concerns can be addressed simultaneously? We believe we can with the right LED products, as well as any financing needed to acquire it.

This is a compelling opportunity for the State of Nevada to save a significant amount of money on its utility bills, and at the same time, to assist with sanitized safe spaces in its buildings. Long before COVID, Energy Optimization Services has manufactured state-of-the-art LED lighting technology that could routinely save clients anywhere between 50 to 90% of the energy used by any fluorescent tube or light it replaces. EOS is the only company in the nation that builds LED fixtures to order,

without intervening distribution models, so the technology we offer is 2 to 3 generations better than any other LED technology on the market today, and significantly less expensive than comparable products.

Our anti-microbial lighting uses the same next generation LED technology. This lighting would be a powerful addition to the State's sanitizing and protection protocols to reduce the spread of COVID19. It would serve as an example that our Nevada businesses could emulate. I highly recommend that the State of Nevada consider a pilot of Energy Optimization Services anti-microbial lighting in a facility to see these benefits in action.

Finally, because of COVID-19 the State may not have money in its budget to invest in energy efficient lighting. We can bring highly competitive and creative financing targeted to governments to allow the State to capture the significant savings conveyed by LED upgrades. If a customer desires it, Energy Optimization Services facilitates third-party financing and is paid back from the savings on energy bills. The State will begin saving money on Day One of the installation.

Energy Optimization Services would be delighted to go into greater detail at any time this Committee would like to learn more about this opportunity.

Again, thank you for your service to our great State, especially during this extremely challenging time.

Regards,

Lina Tanner
General Counsel