

ELIZABETHTON CITY SCHOOLS BOARD OF EDUCATION

REGULAR SCHEDULED MEETING

Thursday, January 15, 2026, @ 5:30 PM

Board Members

Eddie Pless | Phil Isaacs | Dr. Bob Lewis | Josh Smith | Jamie Schaff
Helen Hackett (Student Liaison)

The Elizabethton Board of Education will meet on Thursday, January 15, 2026, at 5:30 PM in the Mack Pierce Board Room, 804 South Watauga Ave , Elizabethton, TN 37643.

1. **CALL TO ORDER**
2. **MOMENT OF SILENCE**
3. **PLEDGE TO THE FLAG**
4. **APPROVE CONSENT AGENDA AND REGULAR AGENDA**
5. **TIME FOR CITIZENS TO SPEAK**
6. **SPECIAL RECOGNITION:**
7. **CONSENT AGENDA**
 - A. Minutes of Regular Meeting: Date: December 18, 2025
 - B. Approve Agreement between the Tennessee Department of Agriculture and Elizabethton City Schools for Commodities donated by the United States Department of Agriculture.
 - C. Approve the termination of the three-year service agreement between Sidearm Sports and Elizabethton City Schools for the EHS athletics website, including payment of the early termination fees to be covered by EHS Athletics
 - D. Approve travel for the Director of Schools to attend the following conferences:
 - American Association of School Administrators' National Conference in Nashville, TN, from Feb. 11-14, 2026.
 - TSBA Legislative and Legal Conference in Cool Springs, TN from Feb. 15-17, 2026.
 - Niswonger Directors' Retreat in Asheville, NC from February 22-23, 2026.
 - TOSS Legal and Legislative Conference in Nashville, TN from March 3-5, 2026.
 - E. Approve for Board Members, Jamie Schaff and Josh Smith, to attend the TSBA Legislative and Legal Conference in Cool Springs, TN from February 15-17, 2026.
 - F. Approve request for Property/Equipment Disposal
8. **REPORT - DIRECTOR OF SCHOOLS/BOARD MEMBERS**
 - A. Personnel Report

NEW HIRES:

Courtney Hall- ESP Student Leader, eff. 12/30/2025
Taylor Carr- Educational Assistant @ TAD, eff. 12/30/2025
Kourtney Stines- Educational Assistant @ WELC, eff. 12/30/2025
Nathaniel Flaifel- Substitute Teacher, eff. 12/23/2025
Kristin Vidal- Substitute Teacher, eff. 12/18/2025
Kayla Berry- Special Education Assistant @ TAD, eff. 12/17/2025
Sherry Stephanos- Cafeteria Personnel @ TAD, eff. 12/16/2025
Connie Fuwell- Cafeteria Personnel @ EHS, eff. 12/22/2025
Charles Joseph- Substitute Custodian @ TAD, eff. 12/12/2025
Abigail Huffaker- Substitute Teacher, eff. 12/17/2025
Elizabeth Bowers-ESP Student Leader, eff. 1/6/2026

ADDITIONAL POSITION:

TRANSFERS:

Haley Webster- from Substitute Teacher to Interim Educational Assistant @ TAD, eff. 1/8/2026
Luke Blakey-Bader- from Substitute Teacher to Interim Spanish Teacher @ EHS, eff. 1/5/2026
Skyler Zupancic-from Substitute Teacher to Interim Teacher@ ESE, eff. 12/15/2025-4/2/2026
Russella Allison-from Substitute Teacher to Interim Bookkeeper @ HME, eff. 1/5/2026-4/10/2026

RESIGNATIONS:

RETIREMENT: Beth Wilson, Finance Director, eff. 2/1/2026

TERMINATIONS:

LEAVE OF ABSENCE:

Kendall Treadway- Teacher @ East Side, eff. 1/27/2026-4/3/2026
Brandi McCloud- Teacher @ EHS, eff. 1/5/2026-2/24/2026
Ellie Phillips- Teacher @ EHS, eff. 2/12/2026-5/8/2026

- B. Director's Update
 - C. Board Member Reports
 - D. City Council Liaison's Report
 - E. Student Liaison's Report
9. **REGULAR AGENDA**
- A. Approve first reading of the following Board Policy:
2.804- Expenses and Reimbursements
 - B. Approve an agreement between Excel Energy Group, Inc. and Elizabethton City Schools to complete a district-wide energy-efficient lighting project, contingent upon approval by the Elizabethton City Council and grant approval by TVA and EESI (Energy Efficient Schools Initiative).
 - C. Approve awarding of Bid number ECSS 2025-2026-1 to Mid-South Bus Center for the purchase of two (2) 66 passenger buses.

- D. Approve the purchase of a box truck for equipment transportation for the Elizabethton High School Betsy Band, not to exceed \$75,000, to be paid for using donated funds.

10. **FOR YOUR INFORMATION**

11. **NEXT REGULARLY SCHEDULED BOARD MEETING**

The next regularly scheduled Board Meeting will be held on Thursday, February 19, 2026 at 5:30pm in the Mack Pierce Board Room of the Elizabethton Board of Education, located at 804 S. Watauga Avenue, Elizabethton, TN.

12. **ADJOURN**

**ELIZABETHTON CITY SCHOOLS BOARD OF EDUCATION
REGULAR SCHEDULED MEETING
Thursday, December 18, 2025 5:30 PM
Mack Pierce Board Room**

The Elizabethton Board of Education met in a regular meeting on Thursday, December 18, 2025, at 5:30 PM, at Mack Pierce Board Room.

Attendance Taken at 5:29 PM.

Phil Isaacs: Present
Bob Lewis: Present
Eddie Pless: Present
Jamie Schaff: Present
Josh Smith: Present

1. CALL TO ORDER
2. MOMENT OF SILENCE
3. PLEDGE TO THE FLAG
4. APPROVE CONSENT AGENDA AND REGULAR AGENDA

Motion was made by Bob Lewis, second by Jamie Schaff to approve the Consent and Regular Agendas. Motion carried.

Phil Isaacs: aye
Bob Lewis: aye
Eddie Pless: aye
Jamie Schaff: aye
Josh Smith: aye

aye: 5, nay: 0

5. TIME FOR CITIZENS TO SPEAK

No citizens ask to appear before the Board.

6. SPECIAL RECOGNITION:

ECS Elementary Cross Country Team

TAD Football Teams and Cross Country Teams

EHS Cross Country Teams, CSI Team, Girls Soccer Team

EHS-Skills USA Construction Contest

The first recognition is the TA Dugger Football teams. Coach Pittman expressed his pride in all the players. They showed up every day ready to work and learn. They learned the value of teamwork and discipline, and we experienced tremendous growth. They represented our school with pride. They had a successful season, with no losses for either the varsity or junior varsity teams. Winning is hard; you can win by one or thirty, but it takes a lot of work and effort. Thank you to the school, teachers, and parents for their support. These players showed up ready to work, learn, and represent our school with pride. This 8th-grade class of players has an overall 3-year record of 22 wins and 2 losses.

Mr Berry recognized the TA Dugger Cross Country Teams, stating that they had a solid year due to hard work, leadership, and tremendous growth overall. They showed up every day ready to work hard. They were supportive of each other and have built a great team. For the girls team, these runners finished in the top 10 of every race. Reece Emmertt, Alice Hackett, and Julia Hunter. There were five boys that always pushed each other and fought to be among the top 5. They are Aiden Lopez, Andrew Taylor, Jordan Hughes, Jackson Young and Carl Hackett. Mr Berry also commented on Daniel Suggs, who was a great leader for 3 years and demonstrated skill, hard work, and team effort.

Coach Campbell introduced the High School Cross Country team members. Both the girls and boys had a great year. We had to do some recruiting for the boys' team, but everything turned out well. The girls worked hard and did exceptionally well. They were breaking records and even their own previous records which show growth and hard work on their part. We are so proud of them all and look forward to next year.

Coach Meier recognized the EHS girls' soccer team. She said they had an extremely amazing season and had accomplishments they never expected to achieve. They won the Regional game, which sent them to the Sub-State Level, where they tied, forcing overtime, which led to penalty kicks. The team won a bid to the State Tournament, for just the 2nd time in school history. They played and competed on the field but came up short. They scored a goal in the State Tournament for the first time in school history. Four players were selected for the 1st team, and four players were selected for the 2nd team. We had 1 player make the All-State Team.

Coach. Copeland spoke on behalf of the CSI Team. They took 25 students to the 13th Annual CSI Competition. Our students won 6 of the 12 events. They worked hard all the fall semester for this, and they did a tremendous job. Professional law enforcement agents judged all the events. Our team had a top 7 overall score.

Mr Cole had one student compete in the Construction contest through Skills USA. They were handed a piece of paper with a drawing and sizes. They had to build the object in the allotted time. He was very proud of Sam and the great job he did at completing his project.

Mr Wright recognized the Elementary Cyclone Running team, which consist of students from the 3 elementary schools. We are hoping to become a feeder club for the junior high cross country team. The team had one student who competed in 12 races and she won all 12 races. We are very proud of all our runners and look forward to watching them grow year after year.

7. CONSENT AGENDA

- A. Minutes of Regular Meeting: Date: November 20, 2025**
- B. Approve General Purpose Fund Financial Statement, Date: November 2025**
- C. Approve Federal Projects Fund Financial Statement, Date: November 2025**
- D. Approve School Nutrition Fund Financial Statement, Date: November 2025**

- E. Approve Audit reports for Fiscal Year ending June 30, 2025.
 - F. Approve changes to Checking Accounts and Request for Resolution at Citizens Bank.
 - G. Approve the opening of a retainage/escrow account with FieldTurf USA, Inc.
 - H. Approve request for Property/Equipment Sale/Disposal.
8. REPORT - DIRECTOR OF SCHOOLS/BOARD MEMBERS

A. Personnel Report

NEW HIRES:

Faith Brazil- Substitute Teacher, eff. 11/20/2025

Michelle Brooks- Systemwide Cafeteria Personnel, eff. 11/4/2025

Delvonte Dixon- Substitute Teacher, eff. 11/19/2025

Savannah Yankee-Substitute Teacher, eff. 11/12/2025

Andrew Barnett- Asst. Boys' Basketball Coach @ TAD, eff. 11/20/2025

Tyler Williams- Finance Director, eff. 12/1/2025

Daniel Burlison- Substitute Teacher, eff. 12/1/2025

Constance Ferguson- Substitute Teacher, eff. 12/1/2025

Elizabeth Tucker- Interim Educational Assistant @ EHS, eff. 12/5/2025

Cathy Blevins- Substitute Cook & Custodian-systemwide, eff. 12/11/2025

Kaylie Melville- Substitute Teacher, eff. 12/9/2025

ADDITIONAL POSITION:

Angelia Hathaway- ESP Student Leader, eff. 11/12/2025

TRANSFERS:

Sara Perry-FT cook to Substitute Cook, eff. 12/1/2025

Andrew Andes- PT Instructional Assistant to FT Instructional Assistant @ ESE eff. 12/1/2025

Amanda Woodby- Substitute teacher to PT Educational Assistant @ HME, eff. 11/21/2025

Aundria Sartin- PT Educational Assistant to FT Computer lab @ HME, eff. 11/3/2025

Charles Bradford- Interim Custodian to permanent custodian @ EHS, eff. 11/21/2025

RESIGNATIONS:

Erika Heaton- Educational Assistant @ TAD, eff. 11/17/2025

Cassie Minton- Asst. Softball Coach @ TAD. eff. 11/17/2025

Isabel Swearingin-Spanish Teacher @ EHS. eff. 12/22/2025

James T Rice- SPED Assistant @ EHS. eff. 11/17/2025

Jennifer Hanson- Asst. Softball Coach. eff. 11/6/2025

Carmen Chimeno- ESP Student Leader, eff. 12/19/2025

Tonia White- ESP Student Leader, eff. 12/1/2025

Malarie Guinn- Secretary @ WELC, eff. 12/15/2025

TERMINATIONS:

Christopher Rhodes- Custodian @ EHS, eff. 11/21/2025

LEAVE OF ABSENCE:

Tyanna Hitechew- Educational Assistant @ TAD, eff. 12/1/2025-2/28/2026

B. Director's Update

A quick update on some things. We talked about several student awards tonight, We also had 16 students take and pass the CNA exam. We also received the ACT State composite report with a 19.3 state average and EHS had a 20, which is above the State average. We are very proud and will continue to work on that.

Thank you to everyone who attended the ribbon cutting at the RCAP last month. We appreciate your support and what it is going to mean for our schools and community.

We were approached about a year ago from a company that wanted to produce a documentary on the Murder 101 on some unsolved cases. They will be doing a premier of that in Colorado some time in 2026. We will have more information on that as it gets closer.

Christmas break begins tomorrow and we hope that everyone has a Merry Christmas and a Happy New Year. Our staff will report back on January 5th and the first day for students is January 7th.

The last thing, I want to introduce Tyler Williams, who will be our new Finance Director. We are excited for him to be with us. The only person more excited is Mrs Wilson as she heads into retirement.. We hate to lose

her but wish her well in retirement.

C. Board Member Reports

Mrs. Schaff wanted to thank all the music teachers and band directors for the beautiful music they put out this year. We have a great music department, and we appreciate all the hard work they put into the program. Mr. VanHuss also commented on the music and how great it always is.

Mr Pless reminded the board members of forms that needed to be completed by the end of January and that they also need to complete Mr. VanHuss evaluation by next meeting.

D. City Council Liaison's Report

Mr. Simerly had no comments for us.

E. Student Liaison's Report

Ms. Hackett reported on an International conference that she recently attended, where she was given the opportunity to present what makes our school unique, specifically our commitment to community engagement, especially our work-based learning program. I was amazed at the schools that showed up and wanted to know how they could achieve the same results. We also attended sessions led by other schools, and we brought back some ideas that we are working on.

We recently finished some projects in our courtyard. We put down green turf, and we were worried about how it would look, but it looks fantastic. Our CTE department completed tables, and we now have outdoor seating. Recently, I have been looking at a proposed code from the TN State Board that will cut World Language credits. I have talked to teachers and students, and we believe that it will have the potential to affect future generations in a large way. I hope to get some perspective soon. That is all that I have tonight.

9. REGULAR AGENDA

A. Approve the following teachers being recommended for Tenure:

ESE: Hannah Starkey

Casey Waters
HME: Macy Finger
Rebekah Hornyak
Kendra Killion
TAD: William Dugger
EHS: Jerry Agan
Timothy Blevins
Gary Harrison

Motion was made by Phil Isaacs, second by Jamie Schaff To Approve the following teachers being recommended for Tenure: Eastside -Hannah Starkey, Casey Waters, HME: Macy Finger, Rebekah Hornyak, Kendra Killion TAD: William Dugger EHS: Jerry Agan, Timothy Blevins Gary Harrison Motion carried.

Phil Isaacs: aye
Bob Lewis: aye
Eddie Pless: aye
Jamie Schaff: aye
Josh Smith: aye

aye: 5, nay: 0

Mr. VanHuss commented on the current requirements for gaining tenure. It is more difficult than it used to be. These individuals must have certain scores on evaluations and test scores. We are very proud of these teachers.

10. FOR YOUR INFORMATION

11. NEXT REGULARLY SCHEDULED BOARD MEETING

12. ADJOURN

Motion was made by Jamie Schaff Motion to Adjourn Motion carried.

Phil Isaacs: aye
Bob Lewis: aye

Eddie Pless: aye

Jamie Schaff: aye

Josh Smith: aye

aye: 5, nay: 0

Chairman of the Board

Director of Schools



**TENNESSEE DEPARTMENT OF AGRICULTURE
COMMODITY DISTRIBUTION
ELLINGTON AGRICULTURAL CENTER
BOX 40627
NASHVILLE, TENNESSEE 37204**

**AGREEMENT BETWEEN THE TENNESSEE DEPARTMENT OF AGRICULTURE
AND RECIPIENT AGENCY FOR COMMODITIES DONATED BY THE
UNITED STATES DEPARTMENT OF AGRICULTURE**

In order to avail ourselves of the commodities donated by the United States Department of Agriculture through the Tennessee Department of Agriculture, we the below named Recipient Agency hereby make application for commodities.

Name of Recipient Agency: **Elizabethton City School System**

The Recipient Agency is sponsoring a nonprofit school food program serving lunches to students of high school grade and under and is approved for participation in the National School Lunch Program.

Definitions and abbreviations as used in this agreement: (a) "F&NS" means Food and Nutrition Service of the United States Department of Agriculture; (b) "OA" means the Office of Audit of the United States Department of Agriculture; (c) "Commodities" means USDA foods donated or available for donation by the F&NS; (d) "Distributing Agency" means Tennessee Department of Agriculture – Commodity Distribution Section.

As a condition of receiving Commodities, the Recipient Agency agrees to comply with and be bound by the following terms and conditions:

1. COMPLIANCE WITH APPLICABLE LAW: The Recipient Agency agrees to comply with all applicable requirements set forth in 7 CFR Part 250, including all federal regulations referenced therein, as amended from time to time. This includes, but is not limited to, regulations related to food safety and food recalls. The Recipient Agency also agrees to comply with all terms and conditions outlined in the written agreement between the Distributing Agency and F&NS, as that agreement may be amended from time to time.

2. USE OF COMMODITIES: Commodities will be used solely for the benefit of those persons served or assisted by the Recipient Agency and will not be sold, exchanged, traded, used for payment of services, or otherwise disposed of without the approval of the Distributing Agency. Transfer of commodities will be affected only upon approval from the Distributing Agency.

3. AVAILABILITY FOR DEMONSTRATION AND TEST: Upon approval of the Distributing Agency a quantity of any commodity donated for use by any Recipient Agency may be transferred to a bona fide experimental or testing agency, or for use in workshops for demonstrations or tests relating to the utilization of each commodity by the Recipient Agency.

4. ALLOCATION: As commodities become available, the Distributing Agency will notify the Recipient Agency regarding any special terms and conditions of donation that are attached to a particular commodity in addition to the general terms and conditions set forth herein. Every attempt shall be made to deliver commodities in accordance with request schedules. Title of commodity will be transferred to the Recipient Agency upon acceptance of the Recipient Agency's allocated share and delivery at the distributor by USDA. This does not relieve the distributor of its responsibility to safeguard foods against spoilage, theft, and damage as stipulated in the terms of its contract with the Distributing Agency. The Distributing Agency shall not be responsible for delays in delivery or non-delivery of any commodity by USDA due to any cause.

5. QUANTITIES REQUESTED: Commodities will be requested and accepted in such quantities as can be properly stored and fully utilized.

6. DISTRIBUTIONS: Commodities shall be distributed only to those schools that have been approved by the Distributing Agency. It is the responsibility of the Recipient Agency to limit distribution of commodities to those schools approved for participation in the National School Lunch Program on the basis of the total number of lunches served.

7. REDONATION: When a Recipient Agency has commodities on hand which it cannot effectively utilize, it shall immediately notify the Distributing Agency, which will issue instructions for disposition of commodities. The Recipient Agency agrees to release any or all commodities to the Distributing Agency in case of a state of emergency of any kind declared by the Governor of Tennessee, or Federal Authorities.

8. USE OF FUNDS ACCRUING IN OPERATION OF PROGRAM: Funds accruing from the sale of containers or insurance recoveries on commodities shall be used only for the payment of expenses pertaining to the transportation, storage and handling of commodities. If excess funds accumulate such funds shall be used to purchase additional food or paid to the USDA. A separate account will be maintained and a complete accounting of all receipts and disbursements of such funds must be kept.

9. IMPROPER USE, LOSS OR DAMAGE TO COMMODITIES: If a Recipient Agency improperly uses or distributes any commodity or causes loss or damage to a commodity through its failure to provide proper storage, care or handling, the Recipient Agency shall at the Distributing Agency's option (1) replace the commodity in like kind and quantity, or (2) pay to the USDA or the Distributing Agency as applicable the value of the commodity as determined by the Distributing Agency. The Recipient Agency has and preserves a right to assert claims against other people to whom commodities are delivered for care, handling, or distribution. The Recipient Agency will take action to obtain restitution in connection with claims for improper distribution, use or loss of, or damage to, commodities.

10. PROCESSING AND LABELING OF COMMODITIES: The Recipient Agency may employ commercial or institutional facilities to process commodities by converting them into different end-products or by re-packing them. When this is done, the Recipient Agency must enter into written

agreements with such processing facilities. These agreements must be submitted to the Distributing Agency for review and approval before such facilities are employed. Minimum requirements for such agreements will be furnished upon written request to the Distributing Agency.

11. FACILITIES: Facilities for handling and storage of commodities shall be such as safeguard against theft, spoilage and other loss.

12. RECORDS: Records pertaining to the distribution and use of commodities will be kept for a period of not less than 3 years and reports furnished to the Distributing Agency as required. As a minimum, these records will contain the following: (a) an exact record of all commodities received, including date and quantity; (b) a record, including receipts where appropriate, of commodities distributed to other subdistributing agencies, recipient agencies, or individual eligible recipients; (c) records of fees or assessments charged and accounting of such fees relating to receipts and disbursements.

13. RIGHT OF INSPECTION AND AUDIT: Representatives of the F&NS, OA, or the Distributing Agency may inspect commodities in storage or the facilities used in the handling or storage of such commodities, may inspect and audit all records including financial records and reports pertaining to such commodities and may review the procedures and methods used in carrying out the terms of this agreement at any reasonable time.

14. SANCTIONS: Any Recipient Agency who fails to comply with the provisions of this agreement, or any instructions, or procedures issued in connection herewith, or any agreement entered into pursuant hereto, may at the discretion of the Distributing Agency be disqualified from further participation in any distribution program.

15. TERMINATION OR CANCELLATION: Either Agency may terminate the agreement by giving thirty (30) days' notice in writing to the other party. The Distributing Agency may cancel this agreement immediately upon receipt of evidence that the terms and conditions thereof have not been fully complied with. Subject to such notice of termination or cancellation of the agreement, the Recipient Agency agrees to comply with the instruction of the Distributing Agency, either (a) to distribute all remaining inventories of the United States Department of Agriculture commodities in accordance with the provisions of this agreement, or (b) to return such inventories to the Distributing Agency, and to transmit such reports as are required by the Distributing Agency to record final disposition of such inventories.

16. COMPLIANCE WITH CIVIL RIGHTS ACT OF 1964: The program applicant hereby agrees that it will comply with Title VI of the Civil Rights Act of 1964 (42 U.S.C. § 2000d et seq.), Title IX of the Education Amendments of 1972 (20 U.S.C. § 1681 et seq.), Section 504 of the Rehabilitation Act of 1973 (29 U.S.C. § 794), the Age Discrimination Act of 1975 (42 U.S.C. § 6101 et seq.); all provisions required by the implementing regulations of the Department of Agriculture; Department of Justice Enforcement Guidelines, 28 CFR Part 50.3 and 42; and FNS directives and guidelines, to the effect that, no person shall, on the grounds of race, color, national origin, sex, age, or disability, be excluded from participation in, be denied benefits of, or otherwise be subject to discrimination under any program or activity for which the program applicant receives Federal financial assistance from FNS; and hereby gives assurance that it will immediately take measures necessary to effectuate this agreement.

By accepting this assurance, the Recipient Agency agrees to maintain records, submit reports, provide training, and undergo compliance reviews as required to ensure effective enforcement of nondiscrimination laws. The Recipient Agency also agrees to permit authorized personnel from the Distributing Agency and the United States Department of Agriculture to review relevant records, books, and accounts during normal working hours to verify compliance.

If any violations of this assurance occur, the Department of Agriculture, Food and Nutrition Service, or the Distributing Agency reserves the right to seek judicial enforcement. This assurance is binding on the Recipient Agency and its successors, transferees, and assignees, provided they receive or retain any assistance from the United States Department of Agriculture.

17. TERM: This agreement shall be permanent, but may be amended at the initiation of the Distributing Agency

The person or persons whose signatures appear below are authorized to sign this assurance on the behalf of the Recipient Agency.

Recipient Agency	Tennessee Department of Agriculture
Signature of Authorized Representative:	Signature of Authorized Representative: 
Title: Director of Schools	Title: Commodity Distribution Administrator
Date:	Date:

ELIZABETHTON CITY SCHOOLS

REQUEST FOR PROPERTY / EQUIPMENT / SALE / DISPOSAL

The following items are hereby declared surplus property/equipment of no value or valued at less than \$500.00. Since these items are no longer useful to the Elizabethton City School System, they may be sold at a fair price to any person interested in purchasing them, given away or disposal may be made in an appropriate manner.

ITEM: Dell Laptop
Brother Printer

INVENTORY TAG NUMBER: Laptop 12263 Printer 12330

METHOD OF SALE/DISPOSAL: salvage value

SCHOOL/BUILDING WHERE ITEM IS HOUSED Central Office

SALE/DISPOSAL AUTHORIZED BY: [Signature] [Signature] DATE: 1/7/06
Principal

AUTHORIZED BY: _____ DATE: _____
Director of Schools

AUTHORIZED BY: _____ DATE: _____
Board Chairman

Elizabethton City Board of Education			
Monitoring: Review: Annually, in January	Descriptor Term: Expenses and Reimbursements PROPOSED	Descriptor Code: 2.804	Issued Date: 04/15/10
		Rescinds: 2.804	Issued: 04/14/09

1 Annually the Board shall review expense allowances and reimbursement guidelines.

2 **Central Office**

3 The Board shall review expense allowances and reimbursement guidelines on an annual basis. Travel
4 reimbursement shall be set at the U.S. General Services Administration approved travel rate.

5 Requests for reimbursements shall be submitted to the Director of Schools' office within thirty (30) days
6 of the date of the completion of such travel. Reimbursement requests for local mileage must be submitted
7 within the same fiscal year in which the travel occurred.

8 The Director of Schools shall develop procedures and forms to ensure consistency and transparency with
9 the implementation of this policy.
10

11 **SCHOOL PERSONNEL**

12 All employees including the director of schools, supervisors, administrators, professional and support
13 staff must obtain prior approval for travel. Prior approval of travel by the director of schools must come
14 from the Board. Upon approval by appropriate persons, all school personnel who incur expenses in
15 carrying out their authorized duties will be reimbursed upon submission of an approval voucher and
16 supporting receipts as required by the business office.

17 Expenses for travel will be reimbursed for administrators, professional and support personnel when the
18 travel has the advance authorization of the director of schools. The director of schools may grant this
19 authorization without prior Board action when the travel expense has been anticipated and incorporated
20 into the operational budget of the particular program involved.

21 Travel without proper authorization by the appropriate officials will become the personal responsibility
22 of the person making the trip. The Board will not be responsible for payment of unauthorized travel.

23 ~~No local funds will be used if a teacher attends workshops and/or conferences which lead to the~~
24 ~~completion of certification or inservice credit. Since the salary schedule provides for collegiate credit,~~
25 ~~no other reimbursement is allowed for any workshop or activity which may award such credit.~~

Commented [MN1]: From TSBA: We received some questions on guidance from the Comptroller's Office regarding whether districts can reimburse individuals for purchases that include sales tax. The guidance indicates that the reimbursement may be made if the Board has a policy authorizing this practice. Further, the Comptroller recommends that each Board consult its attorney in crafting these policies. We have added a short provision on this to our model policy and also recommend getting input from the board's attorney prior to adopting this policy.

1 It is the responsibility of the teacher to make claim for reimbursement and present evidence to support
2 said claim.

3 School personnel who incur expenses in carrying out their authorized duties will be reimbursed upon
4 submission of an approved travel expense claim and supporting receipts.

5
6 Expenses for travel will be reimbursed when the travel has the advance authorization of the Director of
7 Schools. The Director of Schools may grant this authorization without prior board action when the travel
8 expense has been anticipated and incorporated into the operational budget of the particular program
9 involved.

10
11 The Board shall be responsible for all expenses pertaining to staff development. Student activity funds
12 shall not be used for this purpose unless grantors or donors explicitly permit the use of such funds for
13 staff development..¹

14 **BOARD MEMBERS**

15 The members of the Board shall receive no compensation but may be reimbursed for transportation,
16 lodging, meals and other actual and necessary expenses when traveling on business for and with approval
17 by the Board.¹ Board members shall reimburse the Elizabethton City Schools for all related fees incurred
18 by the school system for non-attendance or partial-attendance at a conference/meeting for which they
19 were registered. Emergencies are the only exception to this requirement. An emergency must be
20 approved by the Board, after the Board member submits the Request for Waiver form.

21 Travel expense monies shall be distributed through the central office using the same procedures as used
22 for school personnel for routine, pre-authorized travel.

23 Attendance and expenses at conventions, other educational meetings, or travel for other school purposes
24 shall be authorized in advance by the Board.²
25 Board members are responsible for their own travel and hotel/motel arrangements as well as completion
26 of individual registration forms. Board members must submit all requests for expense reimbursements
27 on the Claim for Traveling Expenses after the completion of travel.

28 Expenses shall be submitted to the director of schools' office on a monthly basis for reimbursement
29 purposes. The rate of payment shall be the same for Board members as school personnel.

30 Motel/hotel receipts shall be required; however, no meal receipts shall be necessary.

31 No reimbursement shall be made for spouse expenses.

1 The members of the Board shall be reimbursed for transportation, lodging, meals, and other pertinent
2 expenses when traveling on business for the Board. Attendance at conventions or other educational
3 meetings or travel for other school district purposes shall be authorized in advance by the Board.²
4

5 REIMBURSEMENT FOR SALES TAX³

6 Reimbursement for sales tax is permissible in limited circumstances, including when sales tax is charged
7 on small purchases for which tax exemption is not accepted, or when it is more fiscally advantageous to
8 purchase an item through a non-tax-exempt transaction. In such instances, the purchase must be approved
9 prior to being made, and proper documentation retained.

10 The Director of Schools/designee shall ensure compliance with state law and guidance from the
11 Comptroller of the Treasury.
12

Legal References:

1. *Tennessee Internal School Uniform Accounting Policy Manual, Section 5-20*
2. TCA 49-2-202(d)
3. TCA 49-2-2001(e)

Legal References

1. *Internal School Funds Manual, Section 5-17*
2. TCA 49-2-2001(e)
3. *Internal School Funds Manual, Frequently Asked Questions, no. 10*



ENERGY EFFICIENT LED LIGHTING UPGRADE OVERVIEW AND RECOMMENDATION TO BOARD OF EDUCATION

The Elizabethton City Schools has been exploring the possibility of upgrading the lighting system in all school-maintained buildings with state-of-the-art LED light fixtures through a program offered by Excel Energy Group, Inc. Excel is a national leader in energy efficient lighting upgrades for educational facilities. Over the past 30 years, Excel has upgraded over 2,000 other school systems and 40,000 school buildings in the United States with this program.

Under Excel's program, the District takes no risk, puts up zero money, and Excel provides a turnkey installation including 100% of the LED material and labor to the District's satisfaction, as well as State standards. Excel provides 100% financing of the balance of the project cost (if desired by the District) and guarantees the District will save enough off of its bills to pay 100% of the lighting upgrade payments. Excel will work to secure the District a 1.5% interest EESI loan to finance the project as well as free TVA incentive funds. The District will not be increasing or altering its budget in any way, but simply using already budgeted dollars in the most efficient manner.

The scope of the Elizabethton City Schools' project will include the replacement or retrofit of all of the District's fixtures with premium LED lighting, including major cosmetic upgrades through new fixtures in place of damaged, obsolete, or unsightly old fixtures, and new LED gym lighting. Through this project the District will receive a major redesign of many outdated surface mounted fixtures throughout the District with NEW recessed LED flat panels. All areas with four or more fixtures will also be controlled with lighting occupancy sensors. Ball field lighting is excluded. All work is performed at nights and on weekends so that no school activity is disrupted.

Benefits include state of the art lighting, eliminating material purchases and maintenance time spent on lighting issues, freeing time for other maintenance needs, energy efficient facilities, and 100% paid for from savings off bills.

The District recommends utilizing a State funded EESI (Tennessee Energy Efficient School Initiative) low interest loan to fund this project.

ENERGY-EFFICIENT LIGHTING UPGRADE for Elizabethton City Schools



SUBMITTED BY



EXCEL ENERGY GROUP, INC.

January 15, 2026

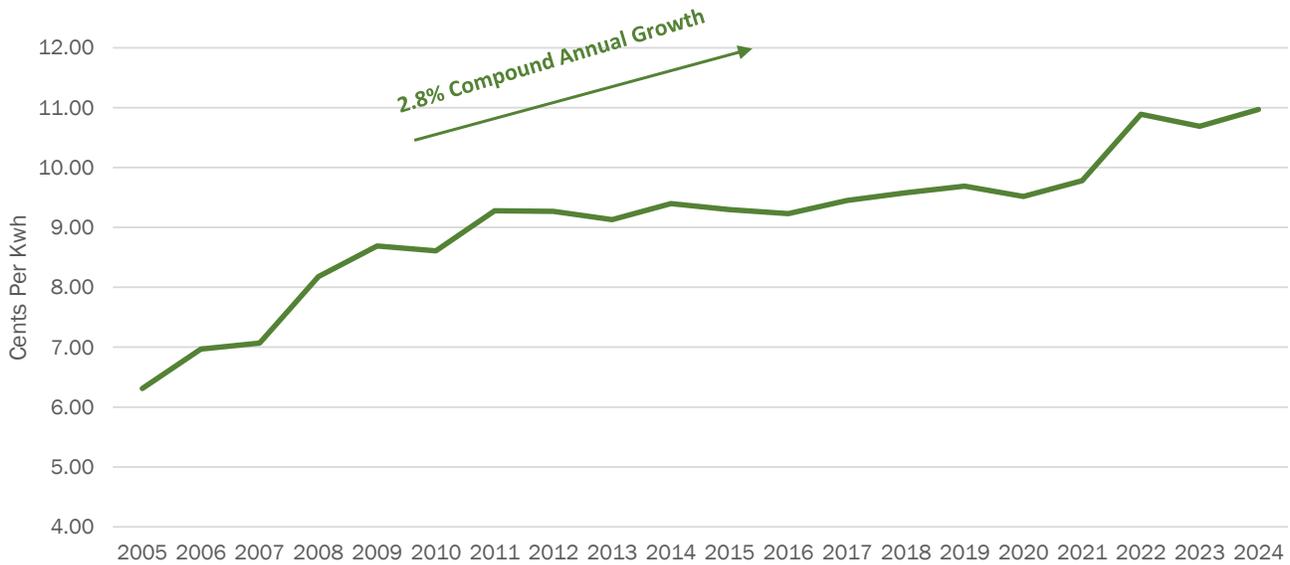


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FAYETTEVILLE, AR | LITTLE ROCK, AR | RUSSELLVILLE, AR | COLORADO SPRINGS, CO | NASHVILLE, TN | DALLAS, TX

The Cost of Lighting

Average Retail Price of Electricity
for
Tennessee



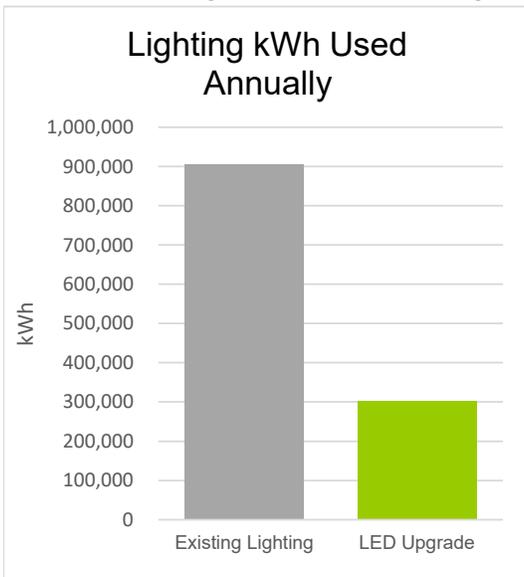
Data from the U.S. Energy Information Administration 2024 Annual Report (www.eia.gov)

603,274 kWh

\$71,790

Annual kWh Savings

Annual Electric Savings



Making the Switch to LED Lighting

- Reduce energy usage up to 60%
- Longer life means less material replacements
- Standardization of lighting
- Improve lighting quality
- Reduce carbon footprint

Lighting Energy Savings

All energy savings are calculated per the US Department of Energy standards to insure accurate measurements. The savings calculations start with a baseline usage from the fixture watt loads and operating hours. Each fixture is designed with a replacement/retrofit solution to calculate a proposed system usage. The difference between the two systems is the saved energy usage (left).

kWh Savings Calculation:
 (Existing kW Load x Current Operation Hours) -
 (Proposed kW Load x Post Project Operation Hours)

Executive Summary

Excel is proposing a District-wide energy efficient lighting project designed to generate real dollar savings exceeding the District's payment for the project. This paid from savings project is guaranteed to have ZERO financial risk to the District.

Excel Energy Group, Inc. (Excel), conducted a survey of the Elizabethton City Schools (District) facilities for the purpose of identifying outdated, inefficient, or deteriorated lighting systems and technology. The survey and subsequent evaluation has led us to recommend and propose the following energy saving upgrades to the District's facilities.

1) Lighting Fixture Upgrades

The upgrading and/or replacement of approximately 4,200 lighting fixtures and associated lamps and ballasts. This is an excellent project primarily because many of the lighting products currently in use are so inefficient. Our program provides the District with the best technology in the country and generates a direct reduction in both electric bills and in lamp and ballast maintenance expense. This project is expected to conservatively generate annual savings of \$88,389 at a net cost of \$950,172, with a payback of 10.7 years. A large portion of the project will improve lighting in areas that have inadequate lighting.

2) Standardization of Lamps and Ballasts

This project will standardize the lighting products in use across the District's facilities thereby eliminating the need to stock many different lamp and ballast products. Besides spending ZERO dollars in lighting maintenance expense on the fixtures we retrofit for a minimum of five years and virtually no dollars for 20 years, the District will stock just one major lamp type.

3) Total Package Financing

Excel will arrange financing with one of our participating district lenders (or any lender of the District's choosing). The estimated rate for Excel customers desiring 100% financing is 1.50 percent over 16 years. With semi-annual payments of \$35,822 (\$71,644 annually) the payment for the project is actually less than the projected annual savings (by \$16,745), resulting in positive cash flow over the life of the project.

4) Guaranteed Savings

Excel guarantees this project will generate enough savings to make the District's payment for the project. In addition to the maintenance savings outlined above, the majority of the District's savings will be generated from lower electric bills. The electric bill savings are calculated simply by measuring the actual wattage consumed by each type of fixture before and after the retrofit. The wattage reduction times annual hours per year times the average cost per kWh for electricity charged by the power company divided by 1,000, equals the savings. (See Guarantee Letter.)

The following is the Project Annual Financial Summary:

Scope	Initial Cost	Estimated Incentives	Net Cost	Energy & Demand Savings	Maint. Savings	HVAC Savings	Total Savings	Annual Payment	Cash Flow	Payback
Lighting	\$1,015,760	(\$65,588)	\$950,172	\$71,790	\$4,561	\$12,039	\$88,389	(\$71,644)	\$16,745	10.7

www.excelenergygroup.com

The parties agree that all information provided by Excel Energy Group, Inc. to the District is proprietary and confidential and shall not be used or disseminated by the District to any individuals or entities without the express written consent of Excel Energy Group, Inc.



Guarantee Letter EXHIBIT A

If the Elizabethton City Schools (District) contracts with Excel Energy Group, Inc. (Excel), to perform energy-efficient lighting upgrades described in the Executive Summary of this proposal, Excel will guarantee the upgrade will achieve enough energy and operational savings to meet the payment for the project according to the following terms and conditions:

Measure Specific Guarantee of Savings

- The District signs a purchase order with the prices per unit and quantities.
- The "Baseline Year" against which savings are compared shall be the sum of the following for each type of fixture: The pre-retrofit wattage multiplied by the number of fixtures, multiplied by the hours of operation, multiplied by the kWh rate for electricity divided by 1,000.
- The "Measuring Year" shall be the sum of the following for each type of fixture: The post-retrofit wattage multiplied by the number of fixtures, multiplied by the hours of operation, multiplied by the kWh rate for electricity divided by 1,000.
- "Wattage" for each type of fixture is computed by multiplying the measured amperage for each type of fixture times the voltage for each type of fixture.
- The "Total pre-retrofit wattage" for all fixtures is computed by adding the wattage for each existing type of fixture times the quantity of each type of fixture.
- The "Total post-retrofit wattage" for all fixtures is computed by adding the wattage for each new or retrofit type of fixture times the quantity of each type of fixture.
- Annual "Hours of Operation" shall be for interior lighting 2,167 for Primary, 2,459 for High School, 2,594 for Office Building, 3,996 for Exterior lighting and 8,760 for all exit signs. Annual hours for areas controlled by occupancy sensors are 70% of the above deemed hours of operation.
- "Rate of Electricity or kWh rate" is the total electric bill divided by the kilowatt-hour usage (\$0.1190).
- Excel will guarantee the DOLLAR savings by the "Measure Specific" method. Excel will measure the pre and post-retrofit amperage of the major fixture types with a sample size of 2%. The formula for DOLLAR savings calculations (for each type of fixture) will be: Reduced amps multiplied by voltage, multiplied by the annual hours of operation, multiplied by \$0.1190 per kWh (rate) divided by 1,000, multiplied by the total number of each type of fixture to calculate the total dollar savings for all fixtures.
- It is agreed the District will save at least \$4,561 in material replacement savings and \$12,039 in HVAC savings per year with our retrofit.

Using the terms above, Excel will guarantee the District the following:

If the District finances for 16 years at 1.50 percent per annum or prevailing rate at time of financing, with semi-annual payments in arrears, the District will save enough dollars using the method described above at the end of the measuring year when compared to the Baseline year, so that the savings when combined with the \$16,600 per year material & HVAC savings, will equal or exceed the sum of District's semi-annual payments for this upgrade at the end of year one. Excel will reduce the purchase price by any shortfall of computed savings times 16.

G. Scott Caroom
President
Excel Energy Group, Inc.

www.excelenergygroup.com

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Product Warranties

Excel uses only top quality name brand fixtures and electrical components in our energy-efficient lighting projects. The system is designed to give you many years of greatly reduced lighting maintenance expense and is backed by manufacturers product warranties that are the best available in the industry. The products are warranted by the manufacturer as follows:

- Linear LED tubes have a manufacturers limited warranty for a period of ten years.
- New LED Panels have a manufacturers limited warranty for a period of ten years.
- New interior fixtures have a manufacturers limited warranty for a period of five years.
- Exit Sign fixtures have a manufacturers limited warranty for a period of five years.
- New exterior LED fixtures have a manufacturers limited warranty for a period of five years.
- LED "screw-in" or "plug-n-play" bulbs have a manufacturers limited warranty for three years.

Above are the typical warranty periods for each product type. The lighting warranty may consist of different warranty periods depending on fixture/lamp type and manufacturer. Please refer to the specification sheet for each individual product for specific warranty periods and programs.

In the event of any outage that may occur with any warranted product, Excel will coordinate via Green Energy Products the necessary replacement material. Our program provides the District with a one-quarter percent par stock of lamps and drivers installed. This par stock will be replenished throughout the warranty periods in accordance to Green Energy Products' limited warranty. The District must retain any failed lamps or drivers for collection by Excel.

Upon project completion, the District will sign off on a project completion checklist and approve the installation as satisfactory. After this approval, the District is responsible for any labor necessary for replacing warranted products.



www.excelenergygroup.com

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Lighting Upgrade Summary

Elizabethton City Schools - Preliminary Savings Redesign Scope

Scope	Initial Cost	Estimated TVA Incentive	Net Cost	kWh Savings	Total Energy Savings	Material Savings	HVAC Savings	Total Savings	Annual EESI Payment 1.50% 16 Yr	Cash Flow	Payback In Years
1 Central Office	\$26,106	(\$3,126)	\$22,980	27,835	\$3,312	\$286	\$565	\$4,163	(\$1,841)	\$2,322	5.5
2 East Side Elementary	\$129,473	(\$9,363)	\$120,110	85,536	\$10,179	\$1,154	\$1,635	\$12,968	(\$9,132)	\$3,836	9.3
3 Elizabethton High School	\$455,052	(\$28,927)	\$426,125	273,208	\$32,512	\$3	\$5,446	\$37,961	(\$32,096)	\$5,865	11.2
4 Harold McCormick Elementary	\$122,263	(\$5,482)	\$116,782	49,444	\$5,884	\$738	\$991	\$7,613	(\$8,624)	(\$1,011)	15.3
5 T.A. Dugger Jr. High	\$169,723	(\$10,671)	\$159,051	93,887	\$11,173	\$1,482	\$1,929	\$14,583	(\$11,971)	\$2,612	10.9
6 West Side Elementary	\$113,142	(\$8,019)	\$105,123	73,364	\$8,730	\$898	\$1,473	\$11,102	(\$7,980)	\$3,122	9.5
TOTAL PROJECT	\$1,015,760	(\$65,588)	\$950,172	603,274	\$71,790	\$4,561	\$12,039	\$88,389	(\$71,644)	\$16,745	10.7

NOTES FOR LIGHTING SCOPE:

1) TVA Incentive amounts are an estimate based on the 2025 program. Incentives are reserved following project approval and require pre-inspection of facilities before project can commence. The program year ends September 30th. Total incentives exceeding \$100,000 per customer are up to TVA's discretion to allocate.

2) Payback Period amounts are calculated on the Net Cost (after incentives). Annual Payment amounts are calculated from Initial Cost.

3) The deemed hours of operation are:

- Primary - 2167
- Office Building - 2594
- High School - 2459
- Exterior Lighting - 3996

4) Sensor Scope:

· Occupancy sensors are included in areas determined by our auditor as having a good payback benefit to the District. Typical areas that will receive sensors are offices, classrooms, and Hallways with four or more fixtures, as well as restrooms. Kitchens, locker rooms, weight rooms, and other areas deemed too small, a safety concern, hard ceilings, or having impeded views will not receive sensors. Existing occupancy sensors are not scheduled to be replaced.

5) Energy rates are calculated based on energy bills provided by the customer.

6) There are (0) pole lights that will be replaced with new LED fixtures. No other pole lighting is owned by the District, and is therefore excluded from the scope of work.

7) Excluded areas from scope:

- Exterior Lighting
- Existing LED fixtures

8) Auditoriums and other areas with lighting control boards/panels are excluded from the project. These areas are excluded due to the technology compatibility with the existing control system. Lighting controlled by a dimming switch is still included in the project scope and the switch will be replaced to match compatibility with LED.

9) Existing LED exit signs and any wall/ceiling emergency egress lighting will not be included in the above scope due to no associated savings. New emergency fixtures will be installed in areas where emergency battery ballasts are removed from existing fluorescent fixtures.

10) Several areas are being re-designed from pendants/wrap style fixtures to new LED panels. Panels will be installed in these areas where designed by the auditor, as long as adequate wiring and space above the recessed ceiling is available. If not, fixtures will be retrofitted with an LED type B tube.

www.excelenergygroup.com

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Excel Energy Group Announces Major LED Lighting Modernization Project With Round Rock ISD, One of Texas' Largest School Districts

July 11, 2025

Austin, TX – November 11, 2025 – Excel Energy Group has executed a district-wide LED lighting and controls modernization agreement with Round Rock Independent School District in Central Texas. The \$15.1 million initiative spans 51 schools and facilities and represents one of the most substantial K-12 LED upgrades in the state.

The project will replace outdated fluorescent lighting with state-of-the-art LED flat panel fixtures, intelligent lighting controls, and customized dimming systems designed to optimize comfort, enhance learning environments, and reduce long-term operational costs. Once complete, the project is projected to generate \$1,308,557 in annual energy cost savings and reduce electricity usage by 13,313,729 kWh every year – the equivalent of removing more than 2,000 passenger vehicles from the road or powering over 1,200 U.S. homes annually. Construction has begun and final completion is expected by Summer 2026.

Excel Energy Group views this project as a key milestone for Texas public education infrastructure and a beacon for other large districts evaluating modernization strategies. Round Rock ISD serves more than 46,000 students in one of the fastest-growing regions in the country. A lighting upgrade of this scale materially impacts operating budgets, facility experience, and long-term sustainability performance all at once.

“Districts are under pressure to deliver more value with the same dollars” said Colton Churchill, Executive Vice President of Sales at Excel, “Lighting is one of the few measures where you can improve instructional environments and generate budget relief at the same time. Round Rock ISD saw the opportunity and acted. We’re excited to deliver a project of this magnitude.”

This agreement also demonstrates the scalability of Excel Energy Group’s turnkey delivery approach, which continues to be a differentiator in the K-12 infrastructure efficiency market. From audit and engineering to installation, commissioning, recycling, and warranty support – Excel



delivers modernization in a way that minimizes internal lift from district facilities teams. For large districts with dozens of campuses, that frictionless execution model matters.

Most school systems nationwide are operating buildings constructed during eras before LED was standard, thus leaving millions of square feet of instructional space lit with legacy fluorescent technology. Modernizing those spaces is no longer simply an efficiency conversation, it’s a student experience conversation. Better lighting improves clarity, comfort, mood, and focus. When paired with lower cost and lower carbon footprint, the case for modernization is immediate.

“This project reflects where K-12 operations are going – smarter infrastructure, better environments for teachers and students, and financial decisions that compound value year after year. Round Rock ISD is demonstrating what leadership looks like at scale, and we’re honored to help deliver it. Our team exists to help districts elevate the classroom experience while stewarding taxpayer dollars wisely, and this project does both.”

Scotty Caroom, CEO, Excel Energy Group

Round Rock ISD’s decision signals that major school systems can modernize aggressively and responsibly without taking on undue operational disruption. It also underscores Excel Energy Group’s expanding role as a trusted partner not just to individual districts, but also for other companies working to elevate the efficiency baseline of K-12 facilities nationwide.

About Excel Energy Group

Excel Energy Group is a national leader in K-12 LED modernization, specializing in district-scale turnkey lighting and controls upgrades. With thousands of school district upgrades across the U.S., Excel helps educational organizations reduce operating cost, improve lighting quality, and advance long-term sustainability goals through engineered LED solutions and seamless implementation.





Sevier County School System LED Lighting Upgrade

SCOPE OF PROJECT

Excel Energy Group is focused on maximizing savings while optimizing district light levels in the most financially efficient manner. At Sevier County School System, that meant a replacement or retrofit of over 27,000 interior and exterior fixtures to 100% LED lighting throughout the district's 34 facilities including classes, gymnasiums, and exteriors. Installation of NEW LED panels and a complete redesign of their lighting provided significant cosmetic improvements to the appearance of the schools, as well as a significant annual savings. Occupancy Sensors were included throughout the facilities to manage and reduce hours of operation during unoccupied times. The end result ensured Sevier County School System met all IES Standards in their facilities, and provided complete disposal, recycling and permitting of their replaced equipment.

100% LED Upgraded
100% SATISFIED

LED LIGHTING UPGRADE SUMMARY

INITIAL COST: **\$3,264,350**

Potential Incentives **\$100,000**

Annual Energy Savings..... **\$533,623**

Annual Material Savings..... **\$53,977**

Annual HVAC Savings..... **\$74,539**

TOTAL ANNUAL SAVINGS \$662,138

THIS NEW LED UPGRADE RESULTED IN AN ANNUAL KWH REDUCTION OF **3,863,772 kWh** 

ENVIRONMENTAL IMPACT

5,722,931 lbs. of harmful CO₂ greenhouse gas emissions reduced annually is equivalent to:

-  **2,883,540** pounds of coal burned
-  **292,098** gallons of gasoline consumed
-  **349** homes' energy use for one year

THIS UPGRADE IS EXPECTED TO GENERATE **\$13.2 MILLION** IN CUMULATIVE ENERGY SAVINGS OVER 20 YEARS FOR THE **SEVIER COUNTY SCHOOL DISTRICT.**





Cumberland County School District (TN) LED Lighting Upgrade

SCOPE OF PROJECT

The Cumberland County Schools partnered with Excel Energy Group to identify and upgrade their aging lighting systems throughout the district. At Cumberland County Schools, that meant a replacement or retrofit of over 13,900 interior and exterior fixtures to 100% LED lighting in all facilities. Installation of new LED lights and a complete redesign of their lighting provided significant cosmetic improvements to the appearance of the facilities. Cumberland County Schools chose to install occupancy sensors as well, to maximize their savings. The result ensured the school district met all IES Standards in their facilities, and provided complete disposal, recycling and permitting of their replaced equipment. This project was funded 100% funded from the district's 2024 fund balance.

100% LED Upgraded
100% SATISFIED

LED LIGHTING UPGRADE SUMMARY

INITIAL COST:	\$2,131,919
Estimated TVA Incentive...	\$175,644
Annual Energy Savings....	\$242,878
Annual Material Savings.....	\$27,075
Annual HVAC Savings.....	\$33,970
TOTAL ANNUAL SAVINGS	\$303,922
THIS NEW LED UPGRADE RESULTED IN AN ANNUAL KWH REDUCTION OF 1,965,750 kWh 	

ENVIRONMENTAL IMPACT

2,911,624 lbs. of harmful CO₂ greenhouse gas emissions reduced annually is equivalent to:

 1,467,043 pounds of coal burned	 148,609 gallons of gasoline consumed	 177 homes' energy use for one year
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THIS UPGRADE IS EXPECTED TO GENERATE **\$6,087,440** IN CUMULATIVE ENERGY SAVINGS OVER 20 YEARS FOR THE **CUMBERLAND COUNTY SCHOOL DISTRICT.**





Dyersburg City School District LED Lighting Upgrade

SCOPE OF PROJECT

In 2017, Dyersburg City School District choose Excel Energy Group as the lighting contractor to update their existing lighting system with new LED technology. The projects involved replacing or upgrading over 8,100 total fixtures and sensors, reducing those facilities' lighting and maintenance costs by over 65%--an annual savings of over \$142,900. Excel Energy Group assisted the District in obtaining project incentive money through TVA which helped pay for the project. The incentive money allowed for easy, affordable financing of the project.

Dyersburg City School District had mostly existing T8 fluorescent lighting. With over 6,100 fixtures being T8, Excel was still able to save the District an additional \$142,900 annually by switching all of the lighting to LED technology.

The lighting project chosen by Dyersburg City Schools was a Premium Design, which means it includes cosmetic upgrades in addition to energy efficiency.

Areas were noted during the audit as fixtures that could use to be replaced. Some of these fixtures were replaced with similar items that kept the same look. Other areas had surface mounted fixtures that were in a recessed ceiling. Per the design of Excel, these fixtures were replaced with recessed troffers that added a cleaner look to the classrooms and offices where they were installed.

Excel Energy Group not only provides retrofit and replacement of interior lighting but exterior lighting as well. Fixtures like wall packs, canopies and flood lights are replaced with LED lighting. Also less common items like pole lighting and flag pole floods can be replaced with LED lighting.



DYERSBURG CITY SCHOOLS
Commitment to Excellence
 509 LAKE ROAD, DYERSBURG, TN 38024

100% LED Upgraded
100% SATISFIED

LED LIGHTING UPGRADE SUMMARY

INITIAL COST: **\$747,700**
 TOTAL INCENTIVE: **\$58,400**

TOTAL ANNUAL SAVINGS **\$142,900**

Total Facilities..... **9**

Total Light Fixtures **7,600**

Total Sensors **500**

Payback **4.8 years**

THIS NEW LED UPGRADE RESULTED IN AN ANNUAL KWH REDUCTION OF **1,135,000 kWh** 

ENVIRONMENTAL IMPACT

589,657 lbs. of harmful CO₂ greenhouse gas emissions reduced annually is equivalent to:


847,052 pounds of coal burned


85,805 gallons of gasoline consumed


102 homes' energy use for one year

DECREASED LIGHT WATTAGE BY AN AVERAGE OF 60% IN EACH AREA!



Franklin Special School District LED Lighting Upgrade

SCOPE OF PROJECT

In 2016, the Franklin Special School District partnered with Excel Energy Group to perform a lighting upgrade of their 10 facilities. The project involved replacing or upgrading over 12,000 total fixtures and sensors, reducing those facilities' lighting, and maintenance costs by over 54% --an annual savings of over \$199,000. Before this project, FSSD spent over \$348,000 a year on lighting and maintenance costs— now, they spend approximately \$149,000 annually.

Excel Energy Group designs energy -efficiency upgrades to provide the best possible value for energy savings. During the audit and design of a project, our experienced development team takes note of areas that have the potential for premium options. These can include: replacement of fixtures that will potentially need replacement in the next five years; upgrading the fixture types to improve the aesthetics of an area; additional lighting controls for areas noted by the auditor.

Franklin Special School District made the great choice of approving these additional upgrades to their energy efficiency project. After the project was complete, the District now has all their fixtures in new or like-new condition. Many areas also saw an improvement in the look of the lighting.

The Administration Annex had many existing surface mounted fixtures that were able to be replaced with a recessed troffer. From the design of these areas and the new layout, they were able to reduce the total number of fixtures while maintaining light levels. The look of the building's lighting was greatly improved, all while reducing the overall energy usage.



100% LED Upgraded
100% SATISFIED

LED LIGHTING UPGRADE SUMMARY

INITIAL COST: **\$1,375,000**
TOTAL INCENTIVE: **\$99,200**

TOTAL ANNUAL SAVINGS **\$199,000**

Total Facilities..... **10**

Total Light Fixtures **11,800**

Total Sensors **1,100**

Payback **6.4 years**

THIS NEW LED UPGRADE RESULTED IN AN ANNUAL KWH REDUCTION OF **3,785,000 kWh** 

ENVIRONMENTAL IMPACT

2,128,452 lbs. of harmful CO₂ greenhouse gas emissions reduced annually is equivalent to:


1,072,436 pounds of coal burned


108,636 gallons of gasoline consumed


130 homes' energy use for one year

DECREASED LIGHT WATTAGE BY AN AVERAGE OF 52% IN EACH AREA!



Sullivan County Schools (TN) LED Lighting Upgrade

SCOPE OF PROJECT

The Sullivan County Schools partnered with Excel Energy Group to identify and upgrade their aging lighting systems throughout the district. At Sullivan County Schools, that meant a replacement or retrofit of over 16,900 interior and exterior fixtures to 100% LED lighting in all facilities. Installation of new LED lights and a complete redesign of their lighting provided significant cosmetic improvements to the appearance of the facilities. Sullivan County Schools chose to install occupancy sensors as well, to maximize their savings. The result ensured the school district met all IES Standards in their facilities, and provided complete disposal, recycling and permitting of their replaced equipment. This project was funded 100% funded from the district's 2024 fund balance.

100% LED Upgraded
100% SATISFIED

LED LIGHTING UPGRADE SUMMARY

INITIAL COST: **\$2,211,081**

Estimated TVA Incentive.... **\$127,163**

Annual Energy Savings.... **\$250,745**

Annual Material Savings..... **\$29,447**

Annual HVAC Savings..... **\$36,863**

TOTAL ANNUAL SAVINGS \$317,056

THIS NEW LED UPGRADE RESULTED IN AN ANNUAL KWH REDUCTION OF **1,940,436 kWh** 

ENVIRONMENTAL IMPACT

2,874,130 lbs. of harmful CO₂ greenhouse gas emissions reduced annually is equivalent to:

-  **1,448,151** pounds of coal burned
-  **146,696** gallons of gasoline consumed
-  **175** homes' energy use for one year

THIS UPGRADE IS EXPECTED TO GENERATE **\$5,014,900** IN CUMULATIVE ENERGY SAVINGS OVER 20 YEARS FOR THE **SULLIVAN COUNTY SCHOOL DISTRICT.**





Washington County School System LED Lighting Upgrade

SCOPE OF PROJECT

Similar to many districts across the country, Washington County Schools (TN) is tasked with improving older facilities, managing increased utility costs, and planning for financial uncertainty. In order to address these areas, the district is partnering with Excel Energy Group, a turnkey, specialized lighting company, to ensure students have a “bright” future by investing a little over \$2.3 million into a new LED lighting system. Washington County Schools will pay zero out of pocket costs and fund the project with a low interest EESI Loan (Energy Efficient School Initiative), as the savings in energy and maintenance are contractually guaranteed by Excel to cover the cost of the project. **The upgrade is expected to generate \$462,227 in annual savings and \$10.4 million in cumulative savings over the lifespan of the LED system.**

Excel is focused on maximizing energy savings while optimizing district light levels in the most financially efficient manner. At Washington County, roughly 16,400 interior and exterior light fixtures will be upgraded to new LED technology. Fixture housings in great shape are generally retrofitted with LED lighting while old, unsightly fixtures are replaced. All gyms, emergency lighting, and exterior fixtures are upgraded to new LED fixtures for cosmetic and safety purposes. Occupancy sensors are installed to reduce hours of operation during unoccupied times.



100% LED Upgraded
100% SATISFIED

LED LIGHTING UPGRADE SUMMARY

NET COST: **\$2,327,736**

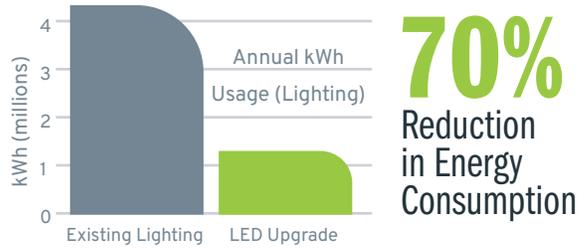
TOTAL ANNUAL SAVINGS \$462,227

THIS NEW LED UPGRADE RESULTED IN AN ANNUAL KWH REDUCTION OF **3,051,946 kWh** 

ENVIRONMENTAL IMPACT

4,520,473 lbs. of harmful CO₂ greenhouse gas emissions reduced annually is equivalent to:

-  **2,277,673** pounds of coal burned
-  **230,725** gallons of gasoline consumed
-  **275** homes' energy use for one year



THIS UPGRADE IS EXPECTED TO GENERATE \$9.25 MILLION IN CUMULATIVE ENERGY SAVINGS OVER ITS LIFESPAN FOR SEVIER COUNTY SCHOOL DISTRICT.





Maryville City School District LED Lighting Upgrade

SCOPE OF PROJECT

In 2018, Maryville City School District choose Excel Energy Group as the lighting contractor to update their existing lighting system with new LED technology. The projects involved replacing or upgrading over 13,700 total fixtures and sensors, reducing those facilities' lighting and maintenance costs by over 65%--an annual savings of over \$222,000.

Maryville City School District had mostly existing T8 fluorescent lighting. With over 9,500 fixtures being T8, Excel was still able to save the District an additional \$222,000 annually by switching all of the lighting to LED technology.

The lighting project chosen by Maryville City Schools was a Premium Design, which means it includes cosmetic upgrades in addition to energy efficiency.

Areas were noted during the audit as fixtures that could use to be replaced. Some of these fixtures were replaced with similar items that kept the same look. Other areas had surface mounted fixtures that were in a recessed ceiling. Per the design of Excel, these fixtures were replaced with recessed troffers that added a cleaner look to the classrooms and offices where they were installed.

Excel Energy Group not only provides retrofit and replacement of interior lighting but exterior lighting as well. Fixtures like wall packs, canopies and flood lights are replaced with LED lighting. Also less common items like pole lighting and flag pole floods can be replaced with LED lighting.

100% LED Upgraded
100% SATISFIED

LED LIGHTING UPGRADE SUMMARY

INITIAL COST: **\$1,231,700**

TOTAL ANNUAL SAVINGS \$222,000

Total Facilities..... **9**

Total Light Fixtures **12,900**

Total Sensors **800**

Payback **5.5 years**

THIS NEW LED UPGRADE RESULTED IN AN ANNUAL KWH REDUCTION OF **1,673,000 kWh** 

ENVIRONMENTAL IMPACT

2,478,009 lbs. of harmful CO₂ greenhouse gas emissions reduced annually is equivalent to:

-  **1,248,563** pounds of coal burned
-  **126,478** gallons of gasoline consumed
-  **151** homes' energy use for one year

DECREASED LIGHT WATTAGE BY AN AVERAGE OF 58% IN EACH AREA!


PUTNAM COUNTY SCHOOL SYSTEM
 ENGAGE INSPIRE ACHIEVE


100% LED Upgraded
100% SATISFIED

Putnam County Schools LED Lighting Upgrade

SCOPE OF PROJECT

In 2018, Putnam County Schools choose Excel Energy Group as the lighting contractor to update their existing lighting system with new LED technology. The projects involved replacing or upgrading over 24,000 total fixtures and sensors, reducing those facilities' lighting and maintenance costs by over 65%--an annual savings of over \$480,000.

Excel Energy Group assisted the District in obtaining project incentive money through TVA which helped pay for the project. The incentive money allowed for easy, affordable financing of the project.

Putnam County Schools had mostly existing T8 fluorescent lighting. With over 18,000 fixtures being T8, Excel was still able to save the District an additional \$480,800 annually by switching all of the lighting to LED technology.

The lighting project chosen by Putnam County Schools was a Premium Design, which means it includes cosmetic upgrades in addition to energy efficiency.

Areas were noted during the audit as fixtures that could use to be replaced. Some of these fixtures were replaced with similar items that kept the same look. Other areas had surface mounted fixtures that were in a recessed ceiling. Per the design of Excel, these fixtures were replaced with recessed troffers that added a cleaner look to the classrooms and offices where they were installed.

Excel Energy Group not only provides retrofit and replacement of interior lighting but exterior lighting as well. Fixtures like wall packs, canopies and flood lights are replaced with LED lighting. Also less common items like pole lighting and flag pole floods can be replaced with LED lighting.

LED LIGHTING UPGRADE SUMMARY

 INITIAL COST: **\$2,528,500**
 TOTAL INCENTIVE: **\$186,400**
TOTAL ANNUAL SAVINGS \$480,800
Total Facilities..... 21
Total Light Fixtures 24,000
Total Sensors 1,800
Payback 4.9 years

 THIS NEW LED UPGRADE RESULTED IN AN ANNUAL KWH REDUCTION OF **3,785,000 kWh** 

ENVIRONMENTAL IMPACT

5,606,256 lbs. of harmful CO₂ greenhouse gas emissions reduced annually is equivalent to:


2,824,752 pounds of coal burned


286,143 gallons of gasoline consumed


342 homes' energy use for one year

DECREASED LIGHT WATTAGE BY AN AVERAGE OF 50% IN EACH AREA!



El Paso ISD LED Lighting Upgrade

SCOPE OF PROJECT

Excel Energy Group is focused on maximizing savings while optimizing district light levels in the most financially efficient manner. At El Paso ISD, that meant a replacement or retrofit of over 70,000 interior and exterior fixtures to 100% LED lighting throughout the district's 57 facilities including classes, gymnasium, and exteriors. Installation of NEW LED panels and a complete redesign of their lighting provided significant cosmetic improvements to the appearance of the school, as well as a significant annual savings. Occupancy Sensors were included throughout the facilities to manage and reduce hours of operation during unoccupied times. The end result ensured El Paso Independent School District met all IES Standards in their facilities, and provided complete disposal, recycling and permitting of their replaced equipment.



EL PASO
INDEPENDENT
SCHOOL DISTRICT

100% LED Upgraded
100% SATISFIED

LED LIGHTING UPGRADE SUMMARY

INITIAL COST: **\$13,766,438**

Potential Incentives **\$468,954**

Annual Energy Savings.. **\$1,245,965**

Annual Material Savings.. **\$139,433**

Annual HVAC Savings..... **\$130,936**

TOTAL ANNUAL SAVINGS \$1,516,334

THIS NEW LED UPGRADE RESULTED IN AN ANNUAL KWH REDUCTION OF **14,529,630 kWh** 

ENVIRONMENTAL IMPACT

2,911,624 lbs. of harmful CO₂ greenhouse gas emissions reduced annually is equivalent to:


10,843,488
pounds of coal
burned


1,098,429
gallons of gasoline
consumed


1,311
homes' energy
use for one year

THIS UPGRADE IS EXPECTED TO GENERATE **\$30.3 MILLION** IN CUMULATIVE ENERGY SAVINGS OVER 20 YEARS FOR THE **EL PASO ISD**.



Project References



	City	State	Contact	Phone	Units Installed
Current & Upcoming LED Projects					
Pflugerville ISD	Pflugerville	TX		512-594-0000	
Marble Falls ISD	Marble Falls	TX		830-693-4357	
Unicoi County Schools	Erwin	TN		423-743-1600	
Sullivan County Schools	Blountville	TN		423-354-1004	
Cumberland County Schools	Crossville	TN		931-484-6135	
Round Rock ISD	Round Rock	TX		512-464-5000	
Liberty Hill ISD	Liberty Hill	TX		512-260-5580	

Completed LED Projects					
El Paso ISD	El Paso	TX	Mr. Alan Wiernicki	915-230-2426	64,900
Kansas City Public Schools	Kansas City	KS	Mr. Dennis Covington	913-627-2455	43,800
Clarksville-Montgomery County Schools	Clarksville	TN	Mr. Gene Fish	931-358-4219	33,900
Sevier County School System	Sevier County	TN	Mr. Keith Shults	865-654-3482	28,700
Putnam County School System	Cookeville	TN	Mr. Jerry Boyd	931-526-9777	23,700
Arkansas Tech University	Russellville	AR	Mr. Brian Lasey	479-968-0261	22,600
Galveston ISD	Galveston	TX	Dr. Kelli Moulton	409-766-5121	16,900
University of Arkansas Pine Bluff	Pine Bluff	AR	Mr. Robert Wall	870-575-8831	16,500
Washington County Schools	Jonesborough	TN	Mr. Jerry S. Boyd	423-753-1100	16,400
Mansfield ISD	Mansfield	TX	Mr. Chris Munoz	972-989-4517	16,100
Hawkins County School District	Rogersville	TN	Mr. Matt Hixson	423-272-7629	15,700
Canutillo ISD	Canutillo	TX	Dr. Pedro Galaviz	915-877-7400	14,100
Russellville School District	Russellville	AR	Mr. Chris Campbell	479-968-1306	13,700
Pine Tree ISD	Longview	TX	Mr. Tony Hollins	903-295-5109	13,200
Maryville City Schools	Maryville	TN	Dr. Mike Winstead	865-982-7121	12,000
Franklin Special School District	Franklin	TN	Dr. David Snowden	615-794-6624	11,800
Little Rock School District	Little Rock	AR	Mr. Sterling Miller	314-854-9103	11,800
Franklin County School District	Winchester	TN	Mr. Stanley Bean	931-967-0626	11,500
Jonesboro Public Schools	Jonesboro	AR	Dr. Kim Wilbanks	870-933-5800	11,200
San Marcos ISD	San Marcos	TX	Dr. Michael Cardona	512-393-6700	10,500
Hickman County School District	Centerville	TN	Mrs. Michelle Gilbert	931-729-3391	10,400
Socorro ISD	Socorro	TX		915-937-0000	9,900
Benton School District	Benton	AR	Mr. Mike Skelton	501-778-4861	9,700
Carl Junction Schools	Carl Junction	MO	Dr. David Pyle	417-649-7026	9,650
Giles County School District	Pulaski	TN	Mr. Phillip Wright	931-363-4558	9,000
Lake Hamilton School District	Pearcy	AR	Mr. Steve Anderson	501-767-2306	8,700
Kansas City Public Schools	Kansas City	MO	Lloyd Jackson	870-403-2661	8,500
Hot Springs School District	Hot Springs	AR	Mr. Mike Hernandez	501-624-3372	8,300
Marion School District	Marion	AR	Mr. Don Johnston	870-739-5100	7,900
Whitehall School District	Whitehall	AR	Dr. Larry Smith	870-247-2196	7,750
Dyersburg City Schools	Dyersburg	TN	Mr. Neel Durbin	731-286-3600	7,600
Wayne County School District	Waynesboro	TN	Mr. Marlon Davis	931-722-3548	7,500
Moffat County School District	Craig	CO	Mr. Dave Ulrich	970-824-3268	7,400
Galena Park ISD	Houston	TX	Mr. Zachary Fade	832-386-4991	7,150
Camden Fairview School District	Camden	AR	Mr. Johnny Embry	870-836-4193	7,000
Gibson County Special School District	Trenton	TN	Mr. Eddie Pruett	731-692-3803	6,800
Eanes ISD	Austin	TX	Mr. Jeremy Trimble	512-732-9000	6,100
Monett R-I School District	Monett	MO	Dr. Brad Hanson	417-235-7422	5,900

	City	State	Contact	Phone	Units Installed
El Dorado School District	El Dorado	AR	Mr. Jim Tucker	870-864-5001	5,750
Polk County Schools	Benton	TN	Dr. James Jones	423-299-0471	5,700
Wynne Public Schools	Wynne	AR	Mr. Carl Easley	870-238-5020	5,400
Town of Smyrna	Smyrna	TN	Mr. Harry Gill	615-497-6378	5,200
San Elizario ISD	San Elizario	TX		915-872-3900	4,600
Lorena ISD	Lorena	TX	Dr. Joe Kucera	254-857-3239	4,500
Watson Chapel School District	Pine Bluff	AR	Mr. Danny Hazelwood	870-879-0220	4,360
Dumas Public Schools	Dumas	AR	Mr. Kelvin Gragg	870-382-4571	4,200
Warren School District	Warren	AR	Mr. Bobby Acklin	870-226-8500	4,100
Edna ISD	Edna	TX	Mr. Robert O'Connor	361-782-3573	3,900
Millington Municipal Schools	Millington	TN	Mr. Phil LeBlanc	901-351-2487	3,900
Prairie Grove School District	Prairie Grove	AR	Dr. Allen Williams	479-846-4213	3,900
Star City School District	Star City	AR	Dr. Richard Montgomery	870-628-4237	3,700
Meigs County Schools	Decatur	TN	Mr. Clint Baker	423-334-5793	3,500
Pottsville School District	Pottsville	AR	Mr. Larry Dugger	479-968-8101	3,400
East Otero School District	La Junta	CO	Mr. Rick Lovato	719-384-6909	3,350
Hood County	Granbury	TX	Mr. Jay Riley	817-579-3214	3,100
Emerson Taylor Bradley School District	Emerson	AR	Mr. Gary Hines	870-694-2251	3,100
Harrisburg School District	Harrisburg	AR	Mr. Danny Sample	870-578-2416	3,100
Clinton School District	Clinton	AR	Mr. Andrew Vining	501-508-2030	3,000
Benton Harmony Grove	Haskell	AR	Mr. Daniel Henley	501-778-6271	2,800
Fordyce School District	Fordyce	AR	Dr. Albert Snow	870-352-3005	2,800
Little Rock Christian Academy	Little Rock	AR	Mr. Jim Fink	501-868-9822	2,700
Atkins School District	Atkins	AR	Mr. Joe Fisher	479-641-7871	2,600
Lafayette County School District	Lewisville	AR	Mr. Robert Edwards	870-921-5500	2,600
Crossett School District	Crossett	AR	Mr. Gary Williams	870-364-3112	2,500
Drew Central School District	Monticello	AR	Mr. Billy Williams	870-367-5369	2,500
McGehee School District	McGehee	AR	Mr. Thomas Gathen	870-501-1660	2,500
Seagraves ISD	Seagraves	TX	Mr. Joshua Goen	806-387-2035	2,400
Muldrow Public Schools	Muldrow	OK	Mr. Ron Flanagan	918-427-7406	2,400
Corning School District	Corning	AR	Mrs. Kellee Smith	870-857-6818	2,400
Flippin School District	Flippin	AR	Mr. Dale Query	870-453-2233	2,400
Lawrence County School District	Walnut Ridge	AR	Mr. Terry Belcher	870-759-2300	2,400
Carlisle Public Schools	Carlisle	AR	Mr. Jason Clark	870-552-3931	2,300
Lincoln Consolidated School District	Lincoln	AR	Mrs. Mary Ann Spears	479-824-7305	2,300
Prescott School District	Prescott	AR	Mr. Robert Poole	870-887-3016	2,300
Dewitt School District	DeWitt	AR	Mr. Nick Hill	870-946-3576	2,200
Piggott School District	Piggott	AR	Mr. Barry DeHart	870-598-2572	2,200
Cleveland County School District	Rison	AR	Mr. Craig Dupuy	870-325-6344	2,100
Eureka Springs School District	Eureka Springs	AR	Mr. Byran Pruitt	479-253-5999	2,100
Lamar School District	Lamar	AR	Mr. Shane Gordon	479-885-3907	2,100
Ozark Mountain School District	St. Joe	AR	Mr. Jayme Jones	870-439-2218	2,000
Perryville School District	Perryville	AR	Mr. Walt Davis	501-889-2327	2,000
Rivercrest School District	Wilson	AR	Mr. Mike Smith	870-655-8633	2,000
West Carroll School District	Atwood	TN	Mr. Dexter Williams	731-662-4200	2,000
Camden Harmony Grove-Camden Campus	Camden	AR	Mr. Walt Pigott	870-574-0971	1,900
Ouachita River School District	Mena	AR	Mr. Jerry Strasner	479-394-2348	1,800
Danville Public Schools	Danville	AR	Mr. Gregg Grant	479-495-4800	1,700
Magazine School District	Magazine	AR	Mr. Brett Bunch	479-969-2566	1,700
Pierce City R-VI School District	Pierce City	MO	Mr. Russ Moreland	417-476-2555	1,700
Park County School District RE-2	Fairplay	CO	Mrs. Cindy Bear	719-836-4401	1,650
Parker's Chapel Schools	El Dorado	AR	Mr. Mike White	870-862-4641	1,650

	City	State	Contact	Phone	Units Installed
Cross County Schools District	Cherry Valley	AR	Mr. Jerry Buchanan	870-588-3338	1,600
McCrary School District	McCrary	AR	Mr. Bob Casteel	870-731-2535	1,600
Mountain Pine School District	Mountain Pine	AR	Mr. Robert Gray	501-767-1540	1,600
Shirley School District	Shirley	AR	Mrs. Tyrene Gardner	501-723-8191	1,500
Centerpoint School District	Amity	AR	Mr. Dan Breshears	870-356-2912	1,500
Deer/Mt. Judea	Deer	AR	Mr. Andrew Curry	870-428-5433	1,500
Desoto Regional Health	Mansfield	LA	Mr. Todd Eppler	318-872-4610	1,500
Springhill Medical Center	Springhill	LA	Mr. Vince Sedminik	318-539-1001	1,500
Sargent School District	Mone Vista	CO	Mr. Brian Crowther	719-852-4023	1,400
Peyton School District	Peyton	CO	Mr. Tim Kistler	719-749-2330	1,400
Big Sandy Schools 100J	Simla	CO	Mr. Steve Wilson	719-541-2292	1,400
County Line School District	County Line	AR	Mr. Taylor Gattis	479-635-2222	1,400
Hector School District	Hector	AR	Mr. Mark Taylor	479-284-2021	1,400
Quitman School District	Quitman	AR	Mr. Dennis Trexler	501-589-3156	1,400
Swink School District	Swink	CO	Mr. Kyle Hebbard	719-384-8103	1,300
Cotter School District	Cotter	AR	Mrs. Vanessa Thomas-Jones	870-435-6171	1,300
Hermitage School District	Hermitage	AR	Dr. Tracy Tucker	870-463-2246	1,300
Spring Hill School District	Hope	AR	Mrs. Angie Raney	870-777-8236	1,250
Sangre De Cristo School District	Mosca	CO	Mr. David Crews	719-378-2321	1,200
City Corporation - Russellville	Russellville	AR	Mr. Steve Mallett	479-968-2105	1,200
Dierks School District	Dierks	AR	Ms. Holly Cothren	870-286-2450	1,200
Miller R-II School District	Miller	MO	Dr. Dustin Storm	417-452-3515	1,200
Omaha School District	Omaha	AR	Mr. Jacob Sherwood	870-426-5400	1,200
Tahoka ISD	Tahoka	TX	Mr. Alan Umholtz	254-855-6345	1,200
Western Yell Co. School District	Havana	AR	Mr. Joe Staton	479-476-4116	1,200
Wonderview School District	Wonderview	AR	Mr. Jamie Stacks	501-354-0211	1,200
Calhan School District	Calhan	CO	Mr. David Slothower	719-347-2766	1,100
Alpena School District	Alpena	AR	Dr. Andrea Martin	870-437-2228	1,100
Barton-Lexa School District	Lexa	AR	Mr. David Tollett	870-572-7294	1,100
Hillcrest School District	Hillcrest	AR	Mr. Greg Crabtree	870-528-3856	1,100
Kirby School District	Kirby	AR	Mr. Jeff Alexander	870-398-4212	1,100
Ouachita School District	Donaldson	AR	Mr. Ronnie Kissire	501-384-2318	1,100
Conway Christian School	Conway	AR	Mr. Jason Carson	501-336-9067	1,000
Meadow ISD	Meadow	TX	Mr. Darrian Dover	806-539-2246	1,000
Liberal R-II School District	Liberal	MO	Mr. William Harvey	417-843-5115	1,000
Blevins School District	Blevins	AR	Mr. Billy Lee	870-874-2801	1,000
Southeast Dept of Human Service - Warren	Warren	AR	Mr. K Rex Mayfield	870-931-2664	1,000
Miami-Yoder School District	Rush	CO	Mr. Dwight Barnes	719-478-2206	900
Cotopaxi School District	Cotopaxi	CO	Mrs. Danielle Van Esselstine	719-942-4131	900
Poyen School District	Poyen	AR	Mr. Ronnie Kissire	501-332-8884	900
Blanket ISD	Blanket	TX	Mr. David Whisenhunt	325-748-5311	900
New Home ISD	New Home	TX	Mr. Shane Fiedler	806-924-7543	900
Del Valle ISD	Del Valle	TX	Mr. Steven Alves	512-386-3050	850
Sanford School District	Sanford	CO	Mr. Kevin Edgar	719-274-5167	800
Elbert 200 School District	Elbert	CO	Mrs. Kelli Thompson	303-648-3030	800
Hermleigh ISD	Hermleigh	TX	Mr. Brent Dawson	325-863-2451	800
Lavaca School District	Lavaca	AR	Mr. Steve B. Rose	479-674-5611	800
Hampton School District	Hampton	AR	Mr. Jimmy Cunningham	870-798-2742	600
Rising Star ISD	Rising Star	TX	Mr. Joe Branham	254-643-1981	600
Knox County Hosptial District	Knox City	TX	Stephen Kuehler	940-657-3535	500
Dawson Education Service Coop	Arkadelphia	AR	Mr. Darin Beckwith	870-246-3077	500
Camden Harmony Grove - Sparkman Camp	Camden	AR	Mr. Walt Pigott	870-574-0971	500

	City	State	Contact	Phone	Units Installed
Plainview RE-2 School District	Sheridan Lake	CO	Mr. Jess Buller	719-729-3331	470
Primero RE-2 School District	Weston	CO	Mr. Bill Naccarato	718-868-2715	400
Benjamin ISD	Benjamin	TX	Dr. Josh Smith	940-459-2231	350
Calhoun County Courthouse	Hampton	AR	Judge Floyd Nutt	870-798-4818	160
Arkansas Baptist College	Little Rock	AR	Mr. Charles Ripley	501-517-3185	25
Lamesa ISD - Gymnasium	Lamesa	TX	Mr. Adam Oliva	806-872-5461	25

	City	State	Contact	Phone	Units Installed
Completed Fluorescent Projects					
North Kansas City Schools	North Kansas City	MO			34,500
Pulaski County School District	Little Rock	AR	Dr. Gary Smith	501-490-6209	44,500
Fort Smith Public Schools	Ft. Smith	AR	Dr. Benny Gooden	501-785-2501	20,500
University of Arkansas at Fayetteville	Fayetteville	AR	Mr. Cary Parks	501-258-3011	17,500
Texarkana Schools	Texarkana	AR	Mr. Bill Goff	501-772-3371	7,500
Cabot Schools	Cabot	AR	Dr. Frank Holman	501-843-3363	7,300
West Memphis Schools	West Memphis	AR	Mr. Bill Kessinger	870-735-1915	7,000
Forrest City Schools	Forrest City	AR	Mr. Lee Vent	870-633-1485	6,000
Russellville Schools	Russellville	AR	Mr. Johnny Thaxton	501-968-1306	5,400
Blytheville Schools	Blytheville	AR	Mr. Charles Van Pelt	870-762-2053	5,000
Crossett Schools	Crossett	AR	Ms. Barbara Gates	870-364-3112	5,000
Lee County Schools	Marianna	AR	Mr. Wayne Thompson	870-295-7100	5,000
Hope Schools	Hope	AR	Dr. Carlos Price	870-777-2251	4,800
Camden Fairview Schools	Camden	AR	Mr. Jerry Guess	870-836-4193	4,500
Helena/West Helena Schools	Helena	AR	Mr. Rodney Echols	870-338-8172	4,500
Mountain Home Schools	Mountain Home	AR	Mr. Steve Singleton	870-425-2501	4,100
Valley Springs Schools	Valley Springs	AR	Mr. Charles Trammell	870-429-9205	4,000
Hamburg Schools	Hamburg	AR	Mr. Bobby Harper	870-853-9851	4,000
Paragould Schools	Paragould	AR	Mr. Tom Kimbrell	870-239-2105	4,000
Searcy Schools	Searcy	AR	Mr. Calvin Estes	501-268-3517	4,000
Siloam Springs Schools	Siloam Springs	AR	Dr. Spear/Rick Keyes	501-524-3191	4,000
Harrison Schools	Harrison	AR	Dr. Charles Adair	870-741-7600	3,800
Alma Public Schools	Alma	AR	Mr. David Wooley	501-632-4791	3,600
Arkadelphia Schools	Arkadelphia	AR	Dr. Frank Holman	870-246-5564	3,500
Greenbrier Schools	Greenbrier	AR	Mr. Mike Mertens	501-679-4808	3,500
Pocahontas School District	Pocahontas	AR	Mr. Mark Van Camp	870-892-4573	3,500
Southern Mississippi Co. Schools	Wilson	AR	Mr. Harold Clemons		3,500
Wynne Schools	Wynne	AR	Mr. Darrell Smith	501-238-5000	3,400
Southern Arkansas University	Magnolia	AR	Mr. Billy Machen	870-235-4065	3,340
Heber Springs Schools	Heber Springs	AR	Mr. Forest Kyle	501-362-2451	3,200
UALR Library	Little Rock	AR	Mr. Jim Joyner	501-569-3390	3,100
Dumas Schools	Dumas	AR	Mr. Don McHan	870-382-4571	3,000
Lake Hamilton Schools	Hot Springs	AR	Mr. Danny Frazier	501-767-2306	3,000
Newark School District	Newark	AR	Mr. Guy Santucci	870-799-8691	3,000
Jonesboro Schools	Jonesboro	AR	Mr. Clint Byard	870-933-5800	2,800
Truman School District	Truman	AR	Mr. Joe Waleszonia	870-483-6444	2,800
Babst Medical Center	Little Rock	AR	Mr. Phil Hall	501-202-2269	2,700
Fordyce Schools	Fordyce	AR	Ms. Charlotte Nichols	870-352-3005	2,700
Mena Schools	Mena	AR	Mr. Jimmy Jones	501-394-1710	2,600
Dermott Schools	Dermott	AR	Mr. Bruce Terry	870-538-5264	2,500
Lakeside Schools	Hot Springs	AR	Mr. Danny Slay	501-262-1880	2,500
Watson Chapel	Pine Bluff	AR	Mr. Danny Knight	870-879-0220	2,500
Bald Knob Schools	Bald Knob	AR	Dr. Jeff Heverling	501-724-3361	2,400
Corning Schools	Corning	AR	Mr. Albert Brown	870-857-6818	2,400
Waldron Public Schools	Waldron	AR	Mr. Floyd Marshall	501-637-3179	2,400
Central Flying Station	Little Rock	AR	Mr. Dick Holbert	501-375-3245	2,300
Magnolia Schools	Magnolia	AR	Dr. Don Moore	501-234-4933	2,200
DeWitt Schools	DeWitt	AR	Mr. Jim Emerson	870-946-3576	2,100
Mountain View School District	Mountain View	AR	Mr. Mark Rector	870-269-3443	2,100
Carlisle Schools	Carlisle	AR	Dr. Ron Wilson	501-552-3931	2,000
Gentry Public Schools	Gentry	AR	Dr. Randy Barrett	501-736-2253	2,000
Green Forest Schools	Green Forest	AR	Mr. James Johnston	870-438-5201	2,000
Warren Schools	Warren	AR	Mr. Carl Barger	570-226-6738	2,000
Highland School District	Hardy	AR	Mr. Ronnie Brogden	870-856-3275	2,000
El Dorado Schools	El Dorado	AR	Mr. Bob Watson	870-864-5005	1,900
Gosnell Schools	Gosnell	AR	Mr. Stan Williams	870-532-4000	1,900
Malvern Schools	Malvern	AR	Mr. David Craig	501-332-7500	1,900
Mansfield Public Schools	Mansfield	AR	Dr. Larry Austin	501-928-4006	1,900
Star City Schools	Star City	AR	Mr. Ray Wynn	870-628-4237	1,900
Cedarville Schools	Cedarville	AR	Mr. David Green	501-474-7220	1,800
Prescott Schools	Prescott	AR	Mr. Ron Wright	870-887-3016	1,800
West Fork Schools	West Fork	AR	Mr. John Selph	501-839-2231	1,800
Paris School District	Paris	AR	Mr. Richard Abernathy	501-963-3243	1,800
Berryville Schools	Berryville	AR	Dr. Don Roberts	870-423-3311	1,700
Booneville Schools	Booneville	AR	Mr. Aaron Hosman	501-675-3504	1,700
Clarendon Schools	Clarendon	AR	Mr. Dennis Meins	870-747-3351	1,700
England Schools	England	AR	Mr. Jerome Wesson	501-842-2669	1,700
Eudora Schools	Eudora	AR	Mr. Thomas Gathen	870-355-2546	1,700

	City	State	Contact	Phone	Units Installed
Harrisburg Schools	Harrisburg	AR	Mr. Danny Sample	870-578-2416	1,700
Lonoke Schools	Lonoke	AR	Mr. Dee Human	501-676-2042	1,700
McGehee Schools	McGehee	AR	Ms. Barbara Wood	870-222-3670	1,700
Walnut Ridge Schools	Walnut Ridge	AR	Mr. Terry Belcher	870-886-6634	1,700
Westside Schools	Jonesboro	AR	Mr. Dick Young	870-935-7503	1,700
Cave City Schools	Cave City	AR	Mr. Larry Brown	870-283-5391	1,600
East Poinsett County Schools	Lepanto	AR	Mr. Gerald Jennings	870-475-2472	1,600
Jackson County Schools	Tuckerman	AR	Mr. Pete Whitby	870-349-2232	1,600
Dover Schools	Dover	AR	Mr. Dan Lovelady	501-331-2916	1,550
Bearden Schools	Bearden	AR	Mr. Jim Garrett	870-687-2236	1,500
Charleston Public Schools	Charleston	AR	Mr. Jeff Stubblefield	479-965-7160	1,400
Bergman Schools	Bergman	AR	Mr. Larry McKinney	870-741-5213	1,400
Eureka Springs Schools	Eureka Springs	AR	Mr. Reck Wallis	501-253-5999	1,400
Fountain Lake Schools	Fountain Lake	AR	Mr. Charles Clark	501-623-5655	1,400
Glen Rose Schools	Glen Rose	AR	Mike McNabb	501-332-3694	1,400
Hoxie Schools	Hoxie	AR	Mr. Danny Stanford	870-886-2401	1,400
Manilla Schools	Manilla	AR	Mr. Roland Wells	870-561-4419	1,400
Ouachita Medical Center	Camden	AR	Mr. Charles Jeffus	870-836-1297	1,400
Yellville Summit School District	Yellville	AR	Mr. Tommy Tyler	870-449-4061	1,400
Elkins Schools	Elkins	AR	Mr. John Smith	501-643-2172	1,350
Buffalo Island Schools	Monette	AR	Mr. George Ed Holland	870-486-5411	1,300
Huntsville Schools	Huntsville	AR	Ms. Dana Samples	501-738-2011	1,300
Junction City Schools	Junction City	AR	Mr. Alvin Kelley	870-924-4575	1,300
Oaklawn Park	Hot Springs	AR	Mr. Eric Jackson	501-623-4411	1,300
Perryville Schools	Perryville	AR	Mr. Calvin Tabor	501-889-8461	1,250
Cross County Schools	Cherry Valley	AR	Mr. Don Smith	870-588-3338	1,250
Marked Tree Schools	Marked Tree	AR	Mr. Larry Garrison	870-358-2913	1,250
Bismark Schools	Bismark	AR	Mr. Cliff Wishum	501-865-4888	1,200
Clay County Schools		AR	Ms. Kelly Scobey	870-595-3151	1,200
Piggot Schools	Piggot	AR	Mr. Barry Scott	870-598-2572	1,200
Cotter Schools	Cotter	AR	Mr. Bob Miller	870-435-6171	1,100
Dierks Schools	Dierks	AR	Mr. Wayne Freppon	870-286-2191	1,100
Hughes Schools	Hughes	AR	Dr. Randy Crowder	870-339-2570	1,100
Rison Schools	Rison	AR	Mr. Scotty Holderfield	870-325-2231	1,100
Riverside Schools	Lake City	AR	Mr. Larry Nowlin	870-237-4329	1,100
Taylor Schools	Tyalar	AR	Mr. Jerry Camp	870-694-2251	1,100
Hazen Schools	Hazen	AR	Mr. Danny Hazelwood	870-255-4549	1,020
Alpena School District	Alpena	AR	Mr. Robert Smalley	870-437-2220	1,000
Barton Schools	Barton	AR	Mr. Roy Kirkland	870-572-7294	1,000
Bay School District	Bay	AR	Mr. Jim Canada	870-781-3711	1,000
Bradford Schools	Bradford	AR	Mr. Arthur Dunn	501-344-2707	1,000
Brookland Schools	Brookland	AR	Ms. Gene goza	870-932-2080	1,000
Clarksville Schools	Clarksville	AR	Mr. Dean Pitts	501-754-8454	1,000
First National Bank	El Dorado	AR	Mr. Mike Houston	870-863-3181	1,000
Hermitage Schools	Hermitage	AR	Mr. John Jordan	870-463-2246	1,000
Izard County Consolidated Schools	Brockwell	AR	Mr. Fred Walker	870-258-7700	1,000
Johnson Co. Westside School District	Coal Hill	AR	Mr. Jim Lloyd	501-497-1171	1,000
Mt. Ida Schools	Mt. Ida	AR	Dr. Jim Regnier	870-867-2323	1,000
White County Schools	Judsonia	AR	Mr. Monty Betts	501-729-3992	1,000
Wickes Schools	Wickes	AR	Mr. Richard Holbert	870-385-7101	1,000
Wonderview Schools	Hattieville	AR	Ms. Rhonda Smith	501-354-0211	1,000
Sloan-Hendrix Schools	Imboden	AR	Mr. Michael Holland	570-886-2401	980
Jasper School District	Jasper	AR	Mr. Tommy Stokes	870-446-2223	950
Turrell Schools	Turrell	AR	Mr. Alfred Hogan	870-343-2533	950
Ola Schools	Ola	AR	Mr. Earl Jamison	501-489-5251	925
Pangburn Schools	Pangburn	AR	Mr. Jerome Browing	501-728-4511	920
Black Rock Schools	Black Rock	AR	Mr. Bobby McMillon	870-878-6273	900
Caddo Hills Schools	Caddo Hills	AR	Mr. Rick Green	870-356-3857	900
Harmony Grove Schools	Camden	AR	Mr. Harold Davidson	870-574-0971	900
Marmaduke Schools	Marmaduke	AR	Mr. Jerry McIntosh	870-597-2723	900
Nemo Vista Schools	Center Ridge	AR	Mr. Bill Jackson	501-893-2925	900
Norphlet Schools	Norphlet	AR	Mr. Eddie Miller	870-546-2781	900
North Point Ford/Lincoln/Mazda	N. Little Rock	AR	Mr. Paul Reiser	501-945-1200	900
Emerson Schools	Emerson	AR	Mr. Ron Harris	870-547-2218	850
Marvell Schools	Marvell	AR	Mr. Ulicious Reed	870-829-2101	850
Parkin Schools	Parkin	AR	Mr. Clint Williams	870-755-2742	850
Bradley Schools	Bradley	AR	Mr. Darrell Porter	870-894-3313	800
County Line Schools	Branch	AR	Dr. Kay Johnson	501-635-2222	800
Deer Schools	Deer	AR	Mr. Richard Denniston	870-428-5433	800
Delight Schools	Delight	AR	Mr. Randy Hughes	870-379-2214	800

	City	State	Contact	Phone	Units Installed
Lakeside Schools	Lake Village	AR	Ms. Joyce Vaught	870-265-7300	800
Lead Hill Schools	Lead Hill	AR	Mr. Bob Tutt	870-436-5249	800
Lockesburg Schools	Lockesburg	AR	Mr. Lavon Flaherty	870-289-5161	800
Magnet Cove Schools	Magnet Cove	AR	Dr. Harlan Buttrum	501-624-5355	800
Midland Schools	Pleasant Plains	AR	Mr. Lee Roy Brewer	501-345-2852	800
Mountain Pine Schools	Mountain Pine	AR	Mr. Ron Looper	501-767-1540	800
Omaha Schools	Omaha	AR	Dr. David Land	870-426-5400	800
City of Maumelle	Maumelle	AR	Mr. Mike Watson	501-851-2500	800
Magazine Schools	Magazine	AR	Mr. James Isaacs	870-969-2556	750
Mammoth Spring Schools	Mammoth Spring	AR	Mr. Houston Case	870-625-3612	750
Stephens Schools	Stephens	AR	Mr. Gary Kees	870-786-5443	750
Fouke Schools	Fouke	AR	Mr. Charlie Williams	870-653-4311	710
Armored Schools	Armored	AR	Mr. Joseph Cornelison	870-763-6639	700
Crawfordsville Schools	Crawfordsville	AR	Mr. Earvin Smith	870-823-5577	700
Cushman Schools	Cushman	AR	Mr. Gary Anderson	870-793-6321	700
Gillett Schools	Gillett	AR	Mr. Johnnie Johnson	870-548-2281	700
Hatfield Schools	Hatfield	AR	Mr. John Ponder	870-389-6164	700
Mineral Springs Schools	Mineral Springs	AR	Dr. Pat Adcock	870-287-4748	700
Ozark Schools	Ozark	AR	Mr. Scott Stone	501-667-4118	700
Stone County Schools	Timbo	AR	Mr. Dave Campbell	870-746-4603	650
Arkansas City Schools	Arkansas City	AR	Ms. Gene Gregory	870-877-2491	600
Biggers-Reyno Schools	Biggers	AR	Mr. J.M. Edington	870-769-2480	600
Cabot Schools	Cabot	AR	Mr. Leon Miles	501-843-3363	600
Cord-Charlotte Schools	Charlotte	AR	Mr. Jerrell Lillard	870-799-3704	600
Cutter Morning Star Schools	Hot Springs	AR	Mr. Carl Hughes	501-262-2414	600
Marion Schools	Marion	AR	Mr. Jeff Altemus	870-739-5100	600
McRae Schools	McRae	AR	Mr. Jeff Williams	501-726-3587	600
St. Paul Schools	St. Paul	AR	Mr. Bill Schafer	501-677-2411	600
Union Schools	Union	AR	Mr. Bruce Griffin	870-863-8472	600
Waldo Schools	Waldo	AR	Mr. Richard Britt	870-693-5731	600
Wilburn Schools	Wilburn	AR	Mr. Billy Jackson	501-362-6107	600
Winslow Schools	Winslow	AR	Dr. Roger Oge`	501-634-2062	600
Plainview Schools	Plainview	AR	Mr. Jimmy Cunningham	501-272-4241	575
Sulphur Rock Schools	Sulphur Rock	AR	Mr. Jerry Rose	870-799-3374	550
Fountain Hill Schools	Ft. Hill	AR	Mr. Keith Alexander	870-853-9277	515
Clinton Schools	Clinton	AR	Ms. Truett Love	501-745-2135	500
Delaplaine School District	Delaplaine	AR	Mr. Ronnie Lee	870-428-5433	500
Horizon Bank	Hot Springs	AR	Mr. Alan Kimball	501-624-5501	500
Leslie Schools	Leslie	AR	Mr. Roger Massey	870-447-2431	500
Piggly Wiggly	Arkadelphia	AR	Mr. Andy Riethmaeir	870-246-4641	480
McNeil School District	McNeil	AR	Mr. Terry Bo Ray	870-695-3500	475
Jessieville Schools	Jessieville	AR	Mr. George Foshee	501-984-5381	460
River Valley Schools	Strawberry	AR	Mr. Randy Scarbrough	870-528-3856	450
Bright Star Schools	Bright Star	AR	Mr. Sammy Bray	870-691-2800	400
Carthage Schools	Carthage	AR	Mr. Allen McDonald	870-254-2231	400
M&P Bank	Camden	AR	Mr. Jim Jordan	870-836-8136	400
Mt. Judea Schools	Mt. Judea	AR	Mr. Tommy Flud	870-434-5362	400
Walker School District	Magnolia	AR	Mr. Bertram Garmon	870-234-5654	400
Kingston Schools	Kingston	AR	Mr. Mike Cox	501-665-2995	350
Oden Schools	Oden	AR	Mr. Vernon Morrison	870-326-4311	350
Beebe School District	Beebe	AR	Mr. Keith Williams	501-882-5463	300
Oark Schools	Oark	AR	Ms. Estel Grigg	501-292-3353	300
Piggly Wiggly	Hot Springs	AR	Mr. Bob Tucker	501-623-4381	300
Plastics Ingenuity	Maumelle	AR	Mr. Dan Walker	501-851-0704	300
Bryant City Government	Bryant	AR	Mr. Gary Hollis	501-847-5559 Ext.10	300
Arch Ford Coop	Plummerville	AR	Dr. Mike Hargis	501-354-2269	250
Arlington Hotel	Hot Springs	AR	Mr. John Burford	501-623-7771	200
Hot Springs Chamber of Commerce	Hot Springs	AR	Mr. Jay Chessir	501-321-1700	200
Southwest Education Cooperative	Hope	AR	Mr. Anthony Gadberry	870-777-3076	200
Dawson Education Cooperative	Arkadelphia	AR	Mr. Rick Saunders	870-246-3077	150
Precision Aerospace Technologies, Inc.	Batesville	AR	Mr. Chris Emerson	870-251-2533	15
Rutherford County School District	Murfreesboro	TN	Mr. Gary Clarty	615-416-3157	65,600
Hamilton County Schools	Chattanooga	TN	Mr. Greg Higgins	423-304-1211	27,200
Wilson County Schools	Lebanon	TN	Mr. Jim Duncan/Mr. Mikey Hall	615-444-3282	24,600
Maury County Schools	Columbia	TN	Mr. Eddie Hickman	931-388-8403	24,000
Hardin County Schools	Savannah	TN	Mr. Michael Davis	731-925-3943	14,400
Franklin County Schools	Winchester	TN	Dr. Rebecca Sharber	931-967-0626	13,500
Cumberland County Schools	Crossville	TN	Mr. Dan Horst	615-332-2671	13,000
Lawrence County Schools	Lawrenceburg	TN	Mr. Larry Davis/Mr. David Crowell	931-762-3581	12,600
Cheatham Co. Schools	Ashland City	TN	Dr. Tim Webb	615-306-3450	12,400

	City	State	Contact	Phone	Units Installed
Bradley County Schools	Cleveland	TN	Mr. Johnny Mull	423-400-6757	10,800
Cleveland City Schools	Cleveland	TN	Mr. Paul Ramsey	423-310-6464	10,700
Knox County Schools	Knoxville	TN	Mr. Zane Foraker	865-293-7331	9,800
Dickson County Schools	Dickson	TN	Mr. Charlie Daniel/Mr. Gary Kimmons	615-446-7571	9,200
Lauderdale County Schools	Ripley/Halls	TN	Mr. Bobby Webb	901-635-2941	8,500
Hardeman County Schools	Bolivar	TN	Mr. Steve Young	901-658-2510	8,000
Franklin Special School District	Franklin	TN	Dr. David Snowden	615-794-6624	8,000
McNairy County	Selmer	TN	Mr. Charlie Miskelly	901-645-3267	6,500
Obion County School District	Troy	TN	Ms. Donna Neblitt	901-885-9743	5,000
Shelby County Schools	Memphis	TN	Dr. Bobby Webb	901-321-2500	5,000
Weakley County	Dresden	TN	Mr. Richard Barber	731-364-2755	4,900
Gibson County Schools	Dyer	TN	Mr. John Scott/Mr. Jim Acree	901-692-3803	4,200
Lebanon Special Sch. Dist.	Lebanon	TN	Mr. Andy Brummett	615-449-6060	4,100
Benton County Schools	Camden	TN	Mr. Randall Robertson	731-584-6111	3,700
Trenton Public Schools	Trenton	TN	Mr. Larry Ridings	901-855-1191	3,500
Franklin County Government	Winchester	TN	Mayor Richard Stewart	931-967-2905	3,200
Maury County Government	Columbia	TN	Mr. Ronnie Bates	931-626-0322	3,100
Lewis County Schools	Hohenwald	TN	Mr. Tim Webb	931-796-3264	2,900
Memphis City Schools	Memphis	TN	Mr. Tony Wright	901-416-0813	2,800
Humboldt Schools	Humboldt	TN	Mr. Butch Twyman	901-784-2652	2,800
Marion County Schools	Jasper	TN	Mr. Fred Taylor	423-942-3434	2,600
Cannon County Schools	Woodbury	TN	Ms. Barbara Parker	615-563-5752	2,500
Trousdale County Schools	Hartsville	TN	Ms. Margaret Oldham	615-374-2193	2,400
McKenzie School District	McKenzie	TN	Dr. Bently Rowdon	901-352-2246	2,300
Washington County	Jonesborough	TN	Mr. Willie Shrewsbury	423-791-1437	2,000
Huntingdon School District	Huntingdon	TN	Mr. Danny Truett	901-986-2222	2,000
Fayetteville City Schools	Fayetteville	TN	Mr. Billy Joe Evans	931-433-5542	1,900
University of Tennessee at Chattanooga	Chattanooga	TN	Mr. Warren Simpson	423-425-4500	1,700
Baptist Hospital Tipton	Covington	TN	Mr. James Smith	901-476-2621	1,700
Sweetwater City Schools	Sweetwater	TN	Dr. Keith Hickey	423-337-7051	1,600
Babstist Hospital Lauderdale	Ripley	TN	Mr. Jerry Vowell	901-635-1331	1,100
Manchester City Schools	Manchester	TN	Dr. Keith Brewer	931-728-2316	1,100
McKenzie Methodist Hospital	McKenzie	TN	Mr. Ted Lowder	901-352-4197	800
S. Carroll County School District	Clarksburg	TN	Mr. David Huss	901-986-4502	700
Alamo City Schools	Alamo City	TN	Mr. Reecha Black	901-696-5515	650
Carroll County Schools	Huntingdon	TN	Mr. Charlotte Tucker	901-986-4482	450
Union University	Jackson	TN	Mr. Will Butcher	731-661-9818	400
Hollow Rock-Bruceton Schools	Bruceton	TN	Mr. Cliff Sturdivant	901-586-7657	300
Town of Estill Springs	Estill Springs	TN	Ms. Tina Smith	931-649-5188	150
University of Louisiana at Monroe	Monroe	LA	Mr. Jason Roubique	318-342-5171	9,600
East Baton Rouge School District	Baton Rouge	LA	Mr. Toby Dodson	225-933-9555	4,500
Lafayette Consolidated Government	Lafayette	LA	Mr. Jim Gros	337-291-5626	3,000
Caddo Parish Schools	Shreveport	LA	Mr. Greg Spurlock	318-603-6346	2,100
McNeese State University	Lake Charles	LA	Mr. Kevin Martin	337-475-5888	2,000
Louisiana Delta Community College	Monroe	LA	Mr. Mike Colvin	318-372-0415	750
Desoto County Schools	Hernando	MS	Mr. Robert Earl Phillips	662-429-5271	20,000
Tupelo Public School District	Tupelo	MS	Mr. Bobby Sheffield/ Mrs. Julie Hinds	662-841-8906	9,300
Union County Schools	New Albany	MS	Mrs. Brenda Reedy	662-534-1960	3,800
Tate County Schools	Senatobia	MS	Mr. Truman Albritton	662-562-5861	3,600
Columbus Municipal School Distrcit	Columbus	MS	Mr. Kenneth Hughes	662-241-7408	2,400
Starkville High School	Starkville	MS	Mr. Leon Clark	662-324-4130	2,000
Marshall County Schools	Holly Springs	MS	Mr. Don Randolph	662-252-4271	300
University of South Carolina	Columbia	SC	Mr. Jeff Lingefelt	803-938-3784	1,700
Arlington ISD	Arlington	TX			9,600
Northside ISD	San Antonio	TX			6,600
Hill College	Hillsboro	TX			6,100
La Marque ISD	La Marque	TX	Mr. Andrew Wong	214-493-1458	1,000
Columbus School District	Columbus	TX	Mr. Robert O'Connor	979-732-5704	150
Habersham County Schools	Clarksville	GA	Mr. Will Butcher	706-778-7579	9,600
Perry Community School District	Perry	IA	Mr. Kevin McLaughlin	515-490-8466	2,500
BGM Community School District	Brooklyn	IA	Supt. Brad Hohensee	641-522-7058	1,000
Sante Fe Trail USD 434	Carbondale	KS	Dr. Steve Pegram	785-665-7168	3,000
Silver Lake USD 372	Silver Lake	KS	Dr. Randy Freeman	785-582-4026	2,500
Bluestem School District	Leon	KS	Mr. Dennis Engels	316-742-3261	2,400
Hugoton USD 210	Hugoton	KS	Mr. Mark Crawford	620-544-4397	2,200
North Lyon USD 251	Americus	KS	Mr. Mike Nulton	620-443-5116	1,700
Holcomb USD 363	Holcomb	KS	Mr. Robert O'Connor	620-277-2629	1,700
Lakin USD 215	Lakin	KS	Mr. Randall Steinle	620-355-6761	1,600
Deerfield USD 216	Deerfield	KS	Mr. Jon Ansley	620-426-8516	1,400
Satanta USD 507	Satanta	KS	Ms. Ardith Dunn	620-649-2234	1,300

	City	State	Contact	Phone	Units Installed
Montezuma USD 371	Montezuma	KS	Mr. Jay Zehr	620-846-2293	1,200
Moscow USD 209	Moscow	KS	Mr. Larry Phillipi	620-598-2205	1,200
Cimarron USD 102	Cimarron	KS	Mr. Mike Waters	620-855-7743	1,100
Spearville USD 381	Spearville	KS	Mr. Daryl Stegman	620-385-2676	950
Bucklin USD 459	Bucklin	KS	Mr. Skip Landis	620-826-3828	900
Ingalls USD 477	Ingalls	KS	Mr. Dave Novack	620-335-5136	800
Syracuse USD 494	Syracuse	KS	Ms. Joan Friend	620-384-7872	600
Copeland USD 476	Copeland	KS	Mr. Jay Zehr	620-668-5565	500
Ashland USD 220	Ashland	KS	Mr. Bill Day	620-635-2220	200
Kismet-Plains USD 483	Plains	KS	Mr. Elton Argo	620-563-7103	80
Moffat County School District	Craig	CO	Mr. Mike Taylor	970-824-5622	5,800
Academy 20 School District	Colorado Springs	CO	Mr. Dan Yaeger	719-234-1606	3,400
El Paso County Schools	Fountain	CO	Mr. Gary Hofstettler	719-382-1325	3,000
Big Sandy 100J School District	Simla	CO	Mr. Steve Wilson	719-541-2292	1,100
Elizabeth C-1 Schools	Elizabeth	CO	Mr. Mike Drake	303-646-1849	1,100
Springfield School District RE-4	Springfield	CO	Mr. Mike Page	719-523-6554	800
Peetz School District	Peetz	CO	Mr. Dean Koester	970-334-2435	700
Elbert Schools	Elbert	CO	Ms. Kelli Loflin	303-648-3030	600
Walsh School District	Walsh	CO	Mr. Kyle Heberd	719-324-5400	600
Pritchett School District	Pritchett	CO	Ms. Stephanie Hund	719-523-4045	500
Primero RE-2 School District	Weston	CO	Mr. Eric Davies/Mr. Garland Gabbard	719-868-2715	500
La Veta School District	La Veta	CO	Mr. Dave Seaney	719-742-3562	500
Baca County Conservation District	Springfield	CO	Ms. Misty George	719-523-4522	100
Genoa Hugo Schools	Hugo	CO	Mr. Robert Ring	719-743-2428	100
Buffalo RE-4 School District	Merino	CO	Mr. Dave Kautz	970-522-7424	Gym
Wiggins RE-50 School District	Wiggins	CO	Mr. John Kopetzky	970-483-7762	Gym
Marshall School District	Marshall	MO	Mr. Joe Aull/Mr. Kevin Hart	660-886-7414	5,300
Lebanon R-III School District	Lebanon	MO	Dr. Duane Widhalm	417-532-9142	4,200
Ozark R-VI School District	Ozark	MO	Dr. Jordan Needham	417-581-7694	3,700
Union R-XI Schools	Union	MO	Dr. Veann Tilson	636-583-8626	3,600
Willard R-II School District	Willard	MO	Dr. Kent Medland	417-742-2584	3,500
Hallsville R-IV School District	Hallsville	MO	Mr. John Robertson	573-819-8580	3,200
Nixa R-II School District	Nixa	MO	Dr. Kleinsmith	417-725-7400	3,200
Bolivar R-I School District	Bolivar	MO	Dr. Dennis Cooper	417-326-5291	3,200
Republic R-III School District	Republic	MO	Dr. Carol Morgan	417-732-3605	3,000
Lamar R-I School District	Lamar	MO	Mr. Mike Resa	417-682-3527	2,900
Webb City R-VII Schools	Webb City	MO	Dr. Ron Lankford	417-673-6000	2,800
Logan-Rogersville Schools	Rogersville	MO	Dr. Alan Markley	417-753-2891	2,700
Cassville R-IV School District	Cassville	MO	Mr. Marvin Henningson	417-847-5525	2,500
Charleston R-I Schools	Charleston	MO	Mr. Terry Rowe	573-683-3776	2,300
Malden School District	Malden	MO	Dr. Englehardt	573-276-5794	2,200
Fox C-6 Schools	Arnold	MO	Mr. Tim Crutchley	636-296-8000	2,100
Warsaw R-IX Schools	Warsaw	MO	Michael Stevenson	660-438-7120	2,000
Forsyth R-III Schools District	Forsyth	MO	Marty Garrison	417-546-6384	1,900
Doniphan R-I School District	Doniphan	MO	Mr. Jack Leatherman	573-996-3819	1,800
Mtn. View-Birchtree School District	Mtn. View	MO	Ms. Tina Woolsey	417-934-2020	1,800
Twin Rivers R-X School District	Brosley	MO	Mr. Terry Brashers	573-328-4321	1,800
Scott County R-IV Schools	Benton	MO	Don Abner	573-545-3887	1,650
Bloomfield R-IVX School District	Bloomfield	MO	Mr. Michael Dumey	573-568-4564	1,600
Cabool R-IV School District	Cabool	MO	Dr. Wesley Davis	417-254-4661	1,500
Salem R-80 School District	Salem	MO	Mr. Steve Bryant	573-729-6642	1,500
Strafford R-VI School District	Strafford	MO	Mr. John Collins	417-736-7000	1,500
East Prairie R-II Schools	East Prairie	MO	Mr. Jack McIntosh	573-649-3562	1,500
Gainesville R-V School District	Gainesville	MO	Mr. Bill Luny	417-679-4260	1,500
Miller R-II School District	Miller	MO	Dr. Dane Allen	417-452-3515	1,500
Willow Springs School District	Willow Springs	MO	Mr. Derrick Hutsell	417-469-3260	1,400
Stockton R-I Schools	Stockton	MO	Mr. Ken Spurgeon	417-276-5143	1,400
Houston R-I School District	Houston	MO	Dr. Duane Widhalm	417-967-3024	1,400
Mansfield R-IV Schools	Mansfield	MO	Mrs. Arlene Magnin	417-924-8458	1,400
Thayer R-II Schools	Thayer	MO	Mr. Dan Chappell	417-264-7261	1,300
West St. Francois County	Leadwood	MO	Mr. Stacy Stevens	573-562-7535	1,300
Southwest R-V Schools	Washburn	MO	Mr. Jim Roe	417-826-5410	1,300
Spokane R-VII School District	Highlandville	MO	Mr. Daryl Bernskoetter	417-443-2200	1,200
Dixon R-I School District	Dixon	MO	Mr. Barry Morrow	573-759-7163	1,200
Hartville R-II Schools	Hartville	MO	Mr. John Link	417-741-7676	1,200
Marionville R-IX Schools	Marionville	MO	Mr. Larry Brown	417-258-7755	1,200
Summersville R-II Schools	Summersville	MO	Mr. Mike McAdams	417-932-4045	1,200
Purdy R-II Schools	Purdy	MO	Mr. Joe Layton	417-442-3216	1,200
Sparta R-III	Sparta	MO	Mr. David McGehee	417-634-4284	1,200
New Haven School District	New Haven	MO	Mr. Kyle Kruse	573-237-3231	1,100

	City	State	Contact	Phone	Units Installed
Laquey R-V School District	Laquey	MO	Mr. Bob Boulware	573-765-3716	1,100
Liberal Schools	Liberal	MO	Mr. Bill Harvey	417-843-5115	1,100
Pierce City R-VI Schools	Pierce City	MO	Mrs. Lois Klatt	417-476-2555	1,100
Sarcoxie School District	Sarcoxie	MO	Mr. Rick Cook	417-548-3134	1,100
Winona R-III Schools	Winona	MO	Mr. Scott Lindsey	573-325-8101	1,100
Bakersfield Schools	Bakersfield	MO	Mr. Jerry Taylor	417-284-7333	1,000
Ash Grove R-IV Schools	Ash Grove	MO	Mr. Richard Harris	417-751-2534	1,000
Crane R-III Schools	Crane	MO	Mr. Tyler Laney	417-723-5300	1,000
Hollister R-V School District	Hollister	MO	Dr. Tim Taylor	417-243-4005	1,000
Greenfield R-IV School District	Greenfield	MO	Mr. David Hardage	417-637-5321	900
Hickory County R-I Schools	Urbana	MO	Mr. Ron Wilken	417-993-4241	900
Lockwood R-I Schools	Lockwood	MO	Dr. Lyle Boyles	417-232-4513	900
Jasper County R-V Schools	Jasper	MO	Mr. Jeff Kyle	417-394-2416	900
Richland R-IV Schools	Richland	MO	Dr. Terry Wolfe	573-765-3241	850
Marion C. Early R-V Schools	Morrisville	MO	Dr. Ron McIntire	417-376-2255	800
Plato R-V School District	Plato	MO	Mr. Leon Slape	417-458-3333	800
Bell City R-II School District	Bell City	MO	Mr. Don Abner	573-733-4444	800
Richland R-I Schools	Essex	MO	Ms. Carrell Odem	573-283-5332	800
Osceola School District	Osceola	MO	Mr. Aron Bennett	417-646-8143	750
Delta R-V School District	Delta	MO	Mr. Tom Allen	573-794-2500	750
Stoutland R-II Schools	Stoutland	MO	Ms. Geanine Bloch	417-286-3984	750
Halfway R-III School District	Halfway	MO	Mr. Jon Oetinger	417-445-2351	700
Walnut Grove R-V Schools	Walnut Grove	MO	Ms. Tanya Hunter	417-788-2543	700
Bronaugh R-VII School District	Bronaugh	MO	Ms. Patricia Phillips	417-922-3211	650
Holcomb R-III Schools	Holcomb	MO	Mr. Darrell Wilburn	573-792-3631	650
Shell Knob 78 Schools	Shell Knob	MO	Mr. Bill Hadlow	417-858-6743	650
Humansville R-IV Schools	Humansville	MO	Mr. Greg Thompson	417-754-2535	650
Madison C-3 School District	Madison	MO	Mr. Fred Weibling	660-291-5115	600
Verona R-VII School District	Verona	MO	Dr. Robert Abeln	417-498-2274	600
Lutie R-VI School District	Theodosia	MO	Mr. Chris Felmliee	417-273-4274	600
Osage County R-I Schools	Chamois	MO	Mr. Tom Allen/Mr. Brad Strobel	573-763-5666	600
Laclede Co. C-5 Schools	Lebanon	MO	Mr. Jason Buckner	417-532-4837	600
Golden City R-III Schools	Golden City	MO	Mr. Charles Brazeale	417-537-4900	600
Macks Creek R-V Schools	Macks Creek	MO	Mr. Clinton Waters	573-363-5909	600
Wheatland R-II Schools	Wheatland	MO	Mr. Mark Beem	417-282-6433	600
Everton R-III Schools	Everton	MO	Mr. David Hardage	417-535-2221	600
Climax Springs Schools	Climax	MO	Mr. Tom Wolf	573-347-3905	550
Eminence R-I Schools	Eminence	MO	Mr. Chris Combs	573-226-3251	550
Oregon-Howell R-III Schools	Koshkonong	MO	Mr. Steve Morgan	417-867-5601	500
Pemiscot County R-III Schools	Caruthersville	MO	Mr. Anthony Hartsfield	573-333-1856	450
Chadwick School District	Chadwick	MO	Mr. Don Reynolds	417-634-3588	400
Phelps County R-III School District	Edgar Springs	MO	Ms. Kay McMurtrey	573-435-6293	350
Sheldon R-VIII School District	Sheldon	MO	Mr. Phyllis Sprenkle	417-884-5113	300
Stet XV School District	Stet	MO	Mr. Fred Weibling	660-484-3122	250
Ridgeway R-V School District	Ridgeway	MO	Mr. Troy Gregory	660-872-6813	250
Raymondville R-VIII School District	Raymondville	MO	Mr. Nathan Holder	417-457-6237	200
Ozark County Courthouse	Gainesville	MO	Mr. Dave Morrisson	417-679-4096	200
Holden R-III Schools	Holden	MO	Mr. Mike Ringen	816-850-4444	130
Alton R-IV School District	Alton	MO	Mrs. Sheila Wheeler	417-778-7216	Gym