

Roseville Lutheran Church Council Minutes

Date: October 18th, 2018

1) Call to Order

John Shardlow called the meeting to order at 7:00pm.

2) Devotional / Shared Prayer

John shared a devotional and prayer.

3) Establish a Quorum

a) Members present:

John Shardlow, Mike Dolan, David Werner, Mary Peterson, Mike Tostengard

b) Members absent:

c) Tom Lund, Jessica Henry, Stacey Nealy, Beth Jacobson

d) Others present:

Pastor Lauren Wrightsman, Dave Booms, Bruce Pelava

4) Approval of Agenda

5) *A motion to approve the October meeting agenda was made by Mike T. and seconded by Dave W. The motion was approved unanimously.*

6) Approval of September minutes

A motion to approve the September minutes was made by Dave and seconded by Mike D. The motion was approved. John abstained from the vote as he was not present at the September meeting.

7) Strategic Planning: Task Force Updates

Task force reports are attached. Any additional discussion is listed below.

(a) Worship and Music

The 5 pm service ending has been discussed. The closure is disappointing to members present at the meeting but generally understood.

(b) Mission and Outreach

Letters are being sent to partners who no longer will be receiving support.

(c) Campus Improvement

The three buildings undergoing roof repair are sealed with no further leaks. Metal work needs to be finished. Bruce reports the repair process had no major issues and communication with contractors good.

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8) Monthly Reports

a) Finance:

Dave W. expressed concern about the offering continuing to fall behind expenses. There was general agreement that Council will have to address the issue during our November meeting, once the sustainer drive giving is accounted for.

b) Staff

(a) Pastors

(a) Senior Pastor

(b) Associate Pastor

Pastor Lauren forwarded Pastor Sara's request for attendance at the Council – Confirmation student evening on Wednesday, February 6th.

(b) Church Administrator

The Project Home open house was sparsely attended but was received positively by church neighbors. The next step for the Interim Use Permit will be a meeting with the planning commission. Dave reports positive comments and support by all involved.

c) Committee Reports

Committee reports are attached. Any additional discussion is listed below.

i) Mission & Outreach- Tom

ii) Stewardship- Stacy

iii) Children- Mary

The garage sale will again take place and be an important fundraiser for the Children's Ministry.

iv) Youth & Family- Mike T.

v) Adult Ed- David

The Adult Education committee will be having a speaker, but they wanted to make sure there was no conflict with the Annual meeting.

vi) Christian Life- Beth

vii) Nominating- Jess

9) Items for Discussion

Bruce outlined requests for tear down and replacement of water damaged ceiling tiles in the Activity center. Additionally, Bruce requested funding through a short-term loan to complete the transition to LED lighting throughout the campus, including replacing fixtures. Bids and other information are attached. The lighting replacement takes advantage of rebates and a loan program, paid back by energy savings. The ceiling tiles will be paid for by remaining gift funds used for the roof repairs.

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Mike T. proposed a motion for Council to approve both the replacement of ceiling tiles and LED lighting, as stated, subject to discussion within the Campus Improvement task force committee next week. The motion was seconded by Mary. The motion was approved unanimously.

10) New Business (Action Items):

Endowment committee October grants

The Endowment committee selected grants for October (see the attached list). A motion to approve the grant selections was made by Mike D. and seconded by Mike T. The motion was approved unanimously.

11) Upcoming dates

Council November 15th

12) Adjournment

13) Closing Prayer

Pastor Lauren led Council in the Lord's prayer.

Respectfully submitted,

Michael Dolan

Council President – Elect

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Council Report

Senior Pastor, Lauren Wrightsman

October 2018

Action Items Completed

1) **Committees, Councils and Chairs – Thursday, September 20**

This past month, council met, along with 50 other lay leaders for our first CCC event. It was a time to gather together to hear about our mission and vision, as well as hear more about our Stewardship / Mission Advancement campaign for the fall. The next one is scheduled for Thursday, January 17 @ 7:00 p.m. Location yet to be determined but may be a Central Park Elementary.

2) **Saturday evening worship closure discussion – Saturday, October 6 @ 7:00 p.m.**

Along with the WMTF, we presented the report and recommendation to discontinue the 5:00 worship service. This was an open invitation to anyone who wanted to hear more about the report and recommendations. About 15 people gathered together for this discussion.

3) **Adult Education – Sunday, October 7**

Discussion of mission and vision, as well as an invitation to join our Mission Advancement / Stewardship efforts this fall.

4) **One Worship – Sunday, October 14**

Over 630 people attended worship (about a 10% increase in worshipping attendance for a normal schedule of weekend services.) All of the staff and volunteers did a wonderful job of planning, welcoming, and being on hand for the event. This was a new effort on the part of Mission Advancement and while we do not have the totals for the “Intents to Give” – some important things to note:

- Over 600 families were called on Thursday evening prior to the One Worship. These phone calls were made by our CYF students and adults. The phone calls were intended to be a “thank you for supporting RLC” as well as an invitation to the One Worship event.
- 244 Intent to Give Cards were handed in by the close of worship on October 14th. This is in comparison to last year’s numbers of commitments (176)

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- 4 new sustainers enrolled in online giving
- There has also been some movement with people increasing their online giving, effective immediately.

Action Items in Progress / Pending

1) Worship and Music Task Force

Continuation of our work

2) 2018/2019 Budget

Ongoing discussions

3) Council and CCC meeting dates 2018 - 2019:

Thursday, October 18 @ 7:00 p.m.

Thursday, November 15 @ 7:00 p.m.

Thursday, December 13 @ 7:00 p.m.

Thursday, January 17

CCC event 6:30 - 7:30 p.m.

Council @ 7:30 p.m.

Thursday, February 21 @ 7:00 p.m.

Thursday, March 21 @ 7:00 p.m.

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Thursday, April 11 @ 7:00 p.m.

(Thursday, April 18 is Maundy Thursday)

Thursday, May 16

CCC event 6:30 - 7:30 p.m.

Council @ 7:30 p.m.

4) Campus Improvements Task Force

Work is underway on the roof. Other areas are also being considered as Long Term projects.

7) Stewardship Committee

Our stewardship committee continues to meet regularly to coordinate and plan our ongoing stewardship efforts. A couple of highlights:

- **Continued planning for our fall stewardship drive (September 30 – October 14)**
- **Exploration of mutual conversation between Stewardship / Endowment / Finance**

4) Budget Requirements (if any)

none

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Council Report

Staff Member name: **Pastor Sara Spohr**

Date: **October 2018**

Action Items in Progress / Pending

1. Confirmation - council night with 9th grade class - **Wednesday February 6, 2019, 7:00 - 8:00 pm**. Please put this date on your calendar. For the past few years we have invited our council members to come and interview our 9th grade students preparing to be confirmed. This interview process has two intended outcomes. First, to have our students speak about their faith to another adult (besides their parents and small group leaders) in our congregation. Second, for our council leadership to hear and be inspired by the growing faith of our young people. We will begin as a large group where I will interview you as a group about your faith and how that impacts your life, your relationships, your work. Then each council member will be assigned to one of our 9th grade small groups, where you will have questions that you will ask the 9th graders about the impact their faith has on their lives, relationships and sense of the future. I will provide you with all of the questions that will guide this conversation at our January council meeting.
2. Youth Ministry Transition - I am currently working with the Youth and Family ministry team chair on a plan for our youth ministry transition. In January we will be creating a search committee that will set the timeline for creating a job description, publicizing the opening, and interviewing/selecting a candidate. I would like the council to look ahead and consider some additional funding for this transition period. Our youth director Michael Jordan will be leaving his position in the middle of August 2019. The summer of 2019 will be a full summer of programming, including a high school service learning trip to Slovakia. I would recommend that we bring on our new youth director in a part time capacity at the beginning of the summer. This person could work with Michael and share leadership on a couple of our events, this would help the new person to have a great orientation period with Michael and have a more successful start to fall programming. This part time option would mean a \$3700-4200 increase to our budget.
3. Mission and Outreach - As our team continues to work through the change that have come with our new strategic plan there is excitement for the ways we are able to make an impact, there is also some hesitation to changes and difficult decisions to make. All of this is expected, and the team is navigating it well. We are working to make sure we have the leaders in place for the nominating committee next year, we are communicating directly with organizations we are no longer able to support, and we are having great conversations with partner organizations to develop the best ways for us to serve and give.

I will be on medical leave during our October and November council meetings. I anticipate a return date of November 26. Pastor Lauren is able to handle any questions on these topics until my return.

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Date: October 11, 2018

Department Name: Administration and Support

Prepared by: David Booms, Church Administrator

Summary of activities that have occurred since the last monthly report:

- Human Resources
 - Background Checks for new hires and volunteers
 - Orientation for new employees
 - Termination
- Administration
 - Rentals
 - Community Involvement
 - Roseville Area Interfaith Community
 - **Interfaith Action**
 - Open House application
 - Open House to take place Oct 15
 - Interim use application

Summary of upcoming events, or issues that the Church Council should be aware of:

- Buildings and grounds
 - Bruce's reports covers two items in need of action

Date: October 9, 2018

Department Name: Building & Grounds Campus

Prepared By: Bruce Pelava, Campus Manager

Summary of activities that have occurred since the last monthly report.

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- * Hired a custodian.
- * Released Donovan Whitfield from our employ.
- * Taking applications to fill empty custodian position.
- * Working with vendors on
 - Snow removal contract
 - Ceiling work in activity center
 - Asphalt and concrete work for parking lot.

Summary of upcoming events, or issues that the Church Council should be aware of:

- * Providing over site for roof work
- * Dealing with water intrusion problems.

Summary of Completed Work:

- * Installation of cabinets and sink in nursery.
- * Boilers serviced and on line.
- * Radiation cover in room 74 replaced.

Council action required:

- * Funding for LED lighting upgrades.
 - * 2 proposals attached
- * Funding for Ceiling removal and replacement in activity center.
 - * New Lighting should be done at the same time.

Date : October 9, 2018

Department Name: Communications

Prepared By: Daniel Pederson, Communications Manager

Summary of activities that have occurred since the last monthly report.

- **Sunday, October 14 = ONE Worship Service at 10:00 am, Brunch follows. Stewardship Celebration.** (Emphasis on Invitation, being a part of this Community United by Grace.) We hope that leadership (Exec, Council, Committees) folks are all on board to support our annual campaign, are themselves Sustainers, and can be prepared to advocate for that to others.
- In addition to the weekly story in the Update, we are working on calendaring out stories and selected events over the year to highlight on the website and through our Facebook and eBlast.
- Planning opportunities to collect stories, photos, video for future use.
- Attended “Engaging Generations Through Generosity” a workshop sponsored by Thrivent on Sept. 27 with staff and lay leaders. Some new info gathered, will be shared with staff, and through the Mission Advancement (Stewardship) committees, possibly Endowment.

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Summary of upcoming events, or issues that the Church Council should be aware of:

- TABLE DEADLINE = 12:00 Noon, Thursday, Nov. 1 is the deadline for the Dec-Jan-Feb Issue.
- Work on refining Mission Advancement/Stewardship on the website to align with the name change.
- Upcoming event support: All Saint's Sunday, Veteran's Day event, 5:00 pm Worship Closure (including changes to outdoor signage), Wednesday Advent Worship, Love Lights, other holiday programming support.

Date: October 5, 2018

Department Name: Hospitality

Prepared By: Connie Marchio

Summary of activities that have occurred since the last monthly report.

- Since my last report sent to council we have officially sold out Evening in Tuscany, and i am now getting ready to start preparation for that event.
- I am currently working with Growing through Loss seminar that will be for 6 weeks on Monday nights from 7 till 9.
- Rally Sunday went well with the Nathan's hot dog bar, it seemed as though people enjoyed the more relaxed atmosphere. Free will offerings did cover some of the food cost and that was helpful to my budget.
- I will still continue to do the early mornings men club events on Saturday and will continue to do so through November and part of December.
- Hospitality catered out to St. Mary's Catholic Church in White Bear for 161 guest, and have since hired us back before I left for their next big event in the spring. These events are more challenging, but they are well worth the time and energy.
- I did the Italian sauce making class for the guest who had donated \$75X amount of dollars to the 75 hours of giving, this was fun.

Summary of upcoming events, or issues that the Church Council should be aware of:

- The next event that the finance committee has approved, is the Sunday breakfast for stewardship, this event is not a free will offering ,as the monies have already been approved, unless this decision has changed i will be going ahead with this event.
- Before I can start prep on that event, 6 other food events will be happening before that, this will be very busy but profitable 3 weeks.

Council Report

Laurel Hofeldt, Director of Finance & Data
October 16, 2018

1) Action Items in Progress / Pending

- i. External audit with Georgia Akins, CPA of Akins Henke & Company – in progress; expect final reports in January 2019.
- ii. Fall Stewardship (Mission Advancement) campaign initial results:
 1. 244 Intent to Give Cards have been turned in. This is a 40% increase over last year's 2018 cards returned on celebration weekend.
 2. 385 Thank You Notes will go out in the next 10 days to all who turned in a card OR are continuing online sustainers.
 3. 4 NEW Sustainers enrolled in online giving. 11 more are needed to reach our goal of 15 (30 since pRAISE 75) and release the \$10,000 match.
 4. Dollar amount will be available mid-November or sooner.
- iii. Major Donor program conversations with Trupti Storlie, Pastor Lauren. Trupti and I had a fantastic meeting on October 15th with Westminster Presbyterian Church (downtown Minneapolis) Finance Director and Stewardship Director about their stewardship ministry. We hope to further engage the Executive Committee and pastors in developing a major giving program at RLC.

2) Action Items Completed

- a. August Month-End Summary and Statement of Operations are attached.
- b. September Month-End Summary and Statement of Operations are attached. As of the end of the first quarter of our fiscal year:
 - i. Offering is \$40,000 below budget. This includes \$21,000 of the budgeted Special Asks to Budget (\$148,000 for the year)
 - ii. Expenses are \$25,572 below budget due primarily to staff vacancy in August for the Campus Manager position and staff raises not yet implemented.
 - iii. Actual net operating deficit of \$26,696 is about \$20,000 greater than our budgeted net deficit of \$6,532.

3) Questions for the council to address. Do any require council vote? (Yes or No)

4) Other comments:

**Roseville Lutheran Church
August 2018 Month-End Financial Summary**

Church Operations 2018-2019						Prior Year	
	Aug <u>Actual</u>	Aug <u>Budget</u>	YTD <u>Actual</u>	YTD <u>Budget</u>	YTD <u>Variance</u>	2017 Aug <u>Actual</u>	2017-2018 YTD <u>Actual</u>
Offering	91,842	100,715	186,572	206,644	-20,072	93,509	197,295
Other receipts	<u>12,412</u>	<u>11,585</u>	<u>18,701</u>	<u>18,920</u>	<u>-219</u>	<u>9,239</u>	<u>14,884</u>
Total Receipts	104,254	112,300	205,273	225,564	-20,291	102,748	212,179
Expenses	120,312	133,268	239,691	258,210	-18,519	124,394	243,809
Net	-16,058	-20,968	-34,418	-32,646	-1,772	-21,646	-31,630

Number of Givers 2018-2019					Prior Year	
	Aug		YTD through Aug		2017-18 YTD Thru Aug	
	# Givers	Avg Giving	# Givers	Avg Giving	# Givers	Avg Giving
General Fund	408	\$ 218	495	\$ 365	503	\$ 383
Bldg Designated	69	\$ 55	82	\$ 128	79	\$ 131
Mission & Outreach	10	\$ 190	24	\$ 166	11	\$ 543
Memorials/Estate	0	\$ -	4	\$ 604	2	\$ 503
Other Designated	8	\$ 1,562	8	\$ 1,568	13	\$ 57
Endowment Fund	0	\$ -	0	\$ -	1	\$ 75
All Other	1	\$ 10	3	\$ 32	1	\$ 39
Total	418	\$ 258	512	\$ 410	522	\$ 406

Fund Balances 8/31/2018		
Available Cash & Short-Term Investments		661,150
Designated/Restricted Funds:		
Building Fund		69,385
Building Fees		3,918
Mission & Outreach		25,784
Kitchen Fund		27,312
Memorials		30,039
Matching Funds		4,000
Estate Gifts		342,206
Other Funds		<u>198,997</u>
Total Designated/Restricted		701,641
Child Care:	Current Yr	730
Preschool:	Current Yr	-6,062
Operating Fund:	Current Yr	-34,418

Endowment Fund		
	Cash	65
	<u>Investments</u>	<u>503,136</u>
	Total	503,201

Roseville Lutheran Church Statement of Operations FY 2018-2019
As of August 31, 2018

	Actual YTD	Var. Actual to YTD Budget %	YTD Budget
RECEIPTS			
Total Offerings	186,572	90.29%	206,644
Other Income & Receipts	18,701		18,920
TOTAL RECEIPTS	205,273	91.00%	225,564
BUSINESS EXPENSE & COMPENSATION			
Staff Salaries	138,838		154,200
Staff Benefits	34,531		35,902
Business Expense	1,359		1,733
TOTAL BUSINESS EXPENSES & COMPENSATION	174,728	91.08%	191,835
TOTAL WORSHIP & PRAYER	1,366	79.07%	1,728
TOTAL MISSION & OUTREACH	10,685	94.81%	11,270
TOTAL EDUCATION & CHILDREN	679	56.97%	1,192
TOTAL YOUTH & FAMILY MINISTRIES	702	94.69%	742
TOTAL CHRISTIAN LIFE	8,371	87.19%	9,602
TOTAL PROGRAM MINISTRIES	21,804	88.88%	24,533
SUSTAINING/BUSINESS MANAGEMENT			
Stewardship & Online Giving	1,375		1,794
Bank Fees, Insurance, Payroll Processing	8,485		9,177
Office Support, Computer/Network, Council	5,062		5,000
Communications, Printing, Publishing, Mailings	5,804		5,943
TOTAL BUSINESS MANAGEMENT	20,726	94.58%	21,914
PROPERTIES & BUILDINGS			
Utilities/Assessments	10,593		9,562
Cleaning & Maintenance	3,634		3,017
Grounds & Parking Lots	360		394
HVAC, Lighting & Security, Vehicles	3,225		2,330
Mortgage & Building Projects/Improvements	4,621		4,625
TOTAL PROPERTIES & BUILDINGS	22,433	112.57%	19,928
TOTAL SUSTAINING MINISTRIES	43,159	103.15%	41,842
TOTAL EXPENSES	239,691	92.83%	258,210
RECEIPTS OVER/UNDER EXPENSES	-34,418		-32,646

**Roseville Lutheran Church
September 2018 Month-End Financial Summary**

Church Operations 2018-2019						Prior Year	
	Sep <u>Actual</u>	Sep <u>Budget</u>	YTD <u>Actual</u>	YTD <u>Budget</u>	YTD <u>Variance</u>	2017 Sep <u>Actual</u>	2017-2018 YTD <u>Actual</u>
Offering	106,763	126,701	293,335	333,345	-40,011	90,206	287,501
Other receipts	<u>9,479</u>	<u>14,985</u>	<u>28,180</u>	<u>33,905</u>	<u>-5,725</u>	<u>14,163</u>	<u>29,046</u>
Total Receipts	116,242	141,686	321,514	367,250	-45,736	104,369	316,548
Expenses	108,520	115,573	348,210	373,783	-25,572	129,385	373,194
Net	7,722	26,114	-26,696	-6,532	-20,163	-25,016	-56,646

Number of Givers 2018-2019					Prior Year	
	Sep		YTD through Sep		2017-18 YTD Thru Sep	
	# Givers	Avg Giving	# Givers	Avg Giving	# Givers	Avg Giving
General Fund	450	\$ 210	545	\$ 504	556	\$ 484
Bldg Designated	75	\$ 73	87	\$ 183	88	\$ 160
Mission & Outreach	15	\$ 124	31	\$ 188	15	\$ 1,130
Memorials/Estate	3	\$ 40	6	\$ 423	8	\$ 229
Other Designated	9	\$ 67	15	\$ 877	29	\$ 74
Endowment Fund	0	\$ -	2	\$ 60	5	\$ 59
All Other	1	\$ 10	3	\$ 36	1	\$ 39
Total	466	\$ 220	564	\$ 554	585	\$ 520

Fund Balances 9/30/2018		
Available Cash & Short-Term Investments		675,190
Designated/Restricted Funds:		
Building Fund		66,319
Building Fees		2,924
Mission & Outreach		25,006
Kitchen Fund		27,581
Memorials		30,159
Matching Funds		4,000
Estate Gifts		337,206
Other Funds		<u>198,129</u>
Total Designated/Restricted		691,324
Child Care:	Current Yr	2,927
Preschool:	Current Yr	1,659
Operating Fund:	Current Yr	-26,696

Endowment Fund		
	Cash	185
	<u>Investments</u>	<u>501,838</u>
	Total	502,023

Roseville Lutheran Church Statement of Operations FY 2018-2019
As of September 30, 2018

	Actual YTD	Var. Actual to YTD Budget %	YTD Budget
RECEIPTS			
Total Offerings	293,335	88.00%	333,345
Other Income & Receipts	28,180		33,905
TOTAL RECEIPTS	321,514	87.55%	367,250
BUSINESS EXPENSE & COMPENSATION			
Staff Salaries	213,958		232,300
Staff Benefits	34,693		35,902
Business Expense	2,474		2,600
TOTAL BUSINESS EXPENSES & COMPENSATION	251,125	92.73%	270,801
TOTAL WORSHIP & PRAYER	2,857	91.21%	3,132
TOTAL MISSION & OUTREACH	15,811	87.02%	18,170
TOTAL EDUCATION & CHILDREN	1,606	64.57%	2,487
TOTAL YOUTH & FAMILY MINISTRIES	1,099	60.87%	1,805
TOTAL CHRISTIAN LIFE	13,062	93.62%	13,952
TOTAL PROGRAM MINISTRIES	34,435	87.08%	39,546
SUSTAINING/BUSINESS MANAGEMENT			
Stewardship & Online Giving	2,507		2,995
Bank Fees, Insurance, Payroll Processing	8,606		13,310
Office Support, Computer/Network, Council	9,538		7,133
Communications, Printing, Publishing, Mailings	9,539		9,005
TOTAL BUSINESS MANAGEMENT	30,189	93.05%	32,443
PROPERTIES & BUILDINGS			
Utilities/Assessments	14,904		13,589
Cleaning & Maintenance	3,797		4,800
Grounds & Parking Lots	375		570
HVAC, Lighting & Security, Vehicles	4,143		2,784
Mortgage & Building Projects/Improvements	9,242		9,250
TOTAL PROPERTIES & BUILDINGS	32,461	104.74%	30,993
TOTAL SUSTAINING MINISTRIES	62,650	98.76%	63,435
TOTAL EXPENSES	348,210	93.16%	373,783
RECEIPTS OVER/UNDER EXPENSES	-26,696		-6,532

Monthly Team Report

Date of Church Council Meeting: October 18, 2018

Committee or Ministry Team Name: Youth and Family Team

Members Present: not recorded

Prepared by: Michael Tostengard

Date of Last Meeting: October 14, 2018

Summary of Topics and Activities: Team members reported on the continuing enrollment of kids in vacation bible school, Camps Salie and Hiawatha, Summer Festival Camp, the BWCA trip, and the Slovakia Service Learning trip. Michael provided information regarding the Gift Card fund-raising program, the college tour trip, and college care packages. Call-a-thon participants provided reports of their calls, which evidently were a success based on the turn-out for the 10:00 service. Michael also discussed the upcoming April 29- May 4 garage sale at RLC.

Summary of upcoming events or issues that the Church Council should be aware of: The Garage Sale is a major endeavor, and the Team will be asking for volunteers to oversee the following areas: 1) furniture; 2) linens; 3) books/movies/cd's; 4) christmas/holiday; 5) collectibles; 6) housewares/pictures; 7) electronics; 8) sporting goods/pet; 9) shoes/handbags; 10) clothing; 11) toys; 12) coats; 13) bikes/larger outdoor items. Additionally, the Team will need promotion coordinators, leftover coordinators, check-out/money counters, and a volunteer/proceeds coordinator. RLC staff will be taking care of room reservations, promotions, signup schedules, volunteer support, bags, item refusal, sorting list, sign-in forms, cash boxes, dumpster rental, volunteer tracking, volunteer snacks and meals, clean-up, and general supervision.

Questions, Concerns, or possible needs for assistance: the Garage Sale is a great way to raise revenue and to interact with non-RLC members from nearby areas. The team will need substantial assistance to successfully complete the sale.

ROSEVILLE LUTHERAN CHURCH

MINISTRY TEAM AND COMMITTEE LIAISON REPORT

October 18, 2018

MISSION & OUTREACH

Prepared By: TOM LUND

Date of the last meeting: October 10, 2018

Summary of topics discussed, and activities that have occurred since the last meeting:

1. Staff was informed that we need an interim use permit to host Project Home. Cost for the first year is \$1750. Subsequent years will be \$225. Dave Booms is working through the permitting process, including a neighborhood open house on October 15.
2. Thanksgiving offering will be dedicated to ELCA disaster relief fund.
3. Donation requests from outside organizations will not be considered unless the organization has a significant connection to RLC members.
4. The Christmas Sharing Tree will focus on Central Park Elementary, Project Home, Bridging and Sheridan Story

Summary of upcoming events, or issues that the Church Council should be aware of:

Fundraising and winter apparel collection for Central Park Elementary
Soup and Soap collection for Keystone in November and December
Warm Toes and Tummies sock drive for Loaves and Fishes in December
Bridging Dresser Build in January

Does the group have any questions, or concerns to bring to the Council? Is there anything the Council, or staff can do to assist the group?

NOT AT PRESENT

ROSEVILLE LUTHERAN CHURCH

MONTHLY MINISTRY TEAM AND COMMITTEE LIAISON REPORT

Date of Church Council meeting: 10.18.18_____

Committee or Ministry Team Name: Children's Ministry_____

Prepared By: Julie Hanson_____

Date of the last meeting: upcoming on Oct 22, 2018_____

Summary of topics to be discussed, and activities that have occurred since the last meeting:

- New roof in the Activity Center- hooray! Need to consider what next steps are regarding other improvements that can be made in this room to make it a better space for Small Groups and Large Groups.
- Goal of each member of CM Team to be a sustainer to be discussed.
- Check In System Kiosks have been built by Terry Woeltge, a new congregation member.

Summary of upcoming events, or issues that the Church Council should be aware of:

Garage Sale this spring, on May 3rd and 4th. Need many volunteers to help with this multi-generational event._____

Does the group have any questions, or concerns to bring to the Council? Is there anything the Council, or staff can do to assist the group?

ROSEVILLE LUTHERAN CHURCH

MONTHLY MINISTRY TEAM AND COMMITTEE LIAISON REPORT

Date of Church Council meeting: ____October_____

Committee or Ministry Team Name: _____Adult Education Committee_____

Prepared By: _____David Werner - liaison_____

Date of the last meeting: _____October 11, 2018_____

Summary of topics discussed, and activities that have occurred since the last meeting:

- This committee is extremely organized, energized and committed to the mission of this work! They are very willing to volunteer their time and talents and have very enlightening discussion.
- They have all the 10:10 hour programs scheduled for this year and have a majority of 2019 planned. They have many ideas for speakers for open slots and continue to brainstorm.

Summary of upcoming events, or issues that the Church Council should be aware of:

- * Rollie Johnson, author of "Paying Attention" and son of Bev Johnson, who is from Fargo ND is high on their list of people they would like to bring in. They are working on seeing if they can get him to come in September 2019.
- * The September 10:10 hours with Mark Throntveit were very well received and feedback suggests bringing him back in 2019 if at all possible.

Does the group have any questions, or concerns to bring to the Council? Is there anything the Council, or staff can do to assist the group?

- The committee would like to know when the Church Annual Meeting is being planned. They are interested in the date (will it be June 23) and if the meeting will be between services as it was last year?

ROSEVILLE LUTHERAN CHURCH

MONTHLY MINISTRY TEAM AND COMMITTEE LIAISON REPORT

Date of Church Council meeting: __October 18th, 2018_____

Committee or Ministry Team Name: __Life Ministry__

Prepared By: __Beth Jacobson

Date of the last meeting: __Oct. 15th, 2018

Summary of topics discussed, and activities that have occurred since the last meeting:

Committee members reported and shared news on recent events and discussed upcoming events as well as items that need to be submitted for the next *Table* deadline.

Recent events include:

- Progressive dinner was a success (about the same number of participants as last year).
- Flu-shot clinic was full and many more than signed up got their shot.
- Men's group reported they are doing fine!

Summary of upcoming events, or issues that the Church Council should be aware of:

- White Elephant Bingo (All Ages) on Nov. 9th
- Flu shot clinic on Sunday, Oct. 28th (last one)
- Pre-diabetes check clinic scheduled for November (TBD).
- Bear Town book discussion (current sign-up at the Welcome Desk). The group discussion is on Nov. 12th at Nancy & Rolf Olson's house.

Many events are planned for the Jan-Feb months and committee discussed tasks and will be looking to recruit volunteers. Events include another Swing Dance, Hoppin' Helpers, continued Bowling dates, and another Painting & Coffee class.

Does the group have any questions, or concerns to bring to the Council? Is there anything the Council, or staff can do to assist the group?

- Please ask around your circles of influence for volunteers/parents that would help with Hoppin' Helpers on Saturday, January 20th anytime between 12:30pm to 4pm. It's fun to see excited kids so it's worth helping!
- Committee members are having a hard time figuring out the process for requesting communications throughout the various channels and are wondering about streamlined options so that the same request in one format will deploy to others without constant and multiples "asks."

Endowment Fund May 2018 Grant Requests

Grant #	Description	Requestor	\$ Amt Req	App'd (N/Y)	\$ Amt App'd	Notes	Category
49	Food For His Children	Kerrie Holschbach	\$1,000.00	no	0	No connection to RLC / already support program in Tanzania through our church.	Mission and Outreach
50	RLC Check-in Startup	Julie Hanson	\$2,848.89	yes	\$2,849.00	Back fund from RLC computer hardware fund / Program development	Education
51	RLC Nursery Facelift/Updates	Julie Hanson	\$1,059.72	yes	\$1,060.00	Sunday service nursery care room	Building & Grounds
52	Why Jesus' Ed Art/Video	Pastor Sara Spohr	\$1,600.00	yes	\$1,600.00	Community Collaboration / Commity development	Education
53	Banyan Community-Kids Club	Sue Riesgraf	\$2,000.00	yes	\$1,000.00	Given to these folks previously / last October 2017 / not two cycles	Community
54	Youth – Slovakia Service Learning Trip Retreat	Michael Jordan	\$2,263.00	yes	\$2,263.00	Second half of the request from May 2018 / youth faith development	Mission and Outreach
55	Youth Leadership Gift Cards	Michael Jordan	\$1,000.00	yes	\$1,000.00	This is outreach ministry / youth development	Mission and Outreach
56	Stage Platforms	John Helgen	\$1,500.00	yes	\$1,500.00		Worship & Music
	TOTAL		\$13,271.61		\$ 11,272.00		
	Available Monies				\$ 11,345.00		
					\$ 73.00		



Minnesota Acoustics, Inc.
8750 Jefferson Hwy
Maple Grove, MN 55369
Phone: 763-424-7272
Fax: 763-424-7273

EST. 1994

***Certified SBE Company**

*Acoustical Ceilings
*Wall Panels
*FRP Panels

Proposal Quotation

Submitted To:
Roseville Lutheran

Date: 9/28/18

Project: Roseville Lutheran

We hereby propose to furnish all Labor and/or Materials necessary for completion of:
Specification Section Acoustical Ceiling

Furnish and install acoustical ceiling tile and grid per walk through.

Option #1: USG 2'x2' Mars Clima plus square edge #86185 ceiling tile with 15/16" wide grid

Quotation \$5,380.00

Option #2: USG 2'x2' Vinyl Rock #3260 ceiling tile with 15/16" wide grid

Quotation \$4,545.00

Demo existing ceiling tile and sheetrock

Quotation \$2,565.00

*Dumpster by others

*Work figured during normal business hours

Minnesota Acoustics, Inc. is certified as a SMALL BUSINESS ENTERPRISE company in the Central Certification Program (CERT) as sponsored by the City of Minneapolis, Hennepin County, Ramsey County and the City of St. Paul.

This proposal is based upon the original plans and specifications. Any alterations from original specifications involving changes in material, phasing, change orders, etc. will add or decrease the amount of the original estimate. MNAFC will be reimbursed net 30 days from the date of invoicing. Materials costs will be reimbursed after site delivery or being secured in an insured location, net 15 days from date of invoicing to protect pricing. This agreement is contingent upon not having strikes, accidents or scheduling delays beyond our control. Acceptance of proposal amount constitutes acceptance of proposal language Any and all retention is due upon completion of MNAFC work.

Note: This proposal is subject to change if not accepted within 30 days.

Affirmative Action, Equal Opportunity Employer

Respectfully Submitted: **Minnesota Acoustics, Inc.**

By: **Josh Pittman (direct dial #763-416-2893)**

Email: **josh@mnacoustics.com**

7110.

There was a verbal proposal from:

Kirk Acoustics in South St. Paul.

The proposal was for \$7.50 per Square foot to remove and replace the existing 12x12 ceiling tile and sheetrock in the activity center.

The square footage is approximately 1000. Thus \$7500.00 with RLC providing a dumpster.



Commercial and Residential
An Equal Opportunity Employer

TWIN CITY ACOUSTICS, INC.
9449 SCIENCE CENTER DRIVE
NEW HOPE, MN 55428
P)763.535.6697 • F)763.535.5309
www.tcacoustics.com

TO: Roseville Lutheran Church
1215 Roselawn Avenue West
Roseville, MN 55113

Attention: Bruce Pelava

DATE: October 1, 2018

PROJECT: Multi-Purpose Room

LOCATION: Perimeter Area

ADDENDUM:

We propose to furnish and install the following materials for the above referenced project in accordance with the terms and conditions listed below and in accordance with the project plans and specifications unless noted. Labor, materials and equipment necessary for the installation is included unless specifically stated to the contrary.

ACOUSTICAL CEILINGS

**FURNISH & INSTALL 2'X2' REVEAL RADAR ACT TILE WITH
15/16" GRID SYSTEM AROUND PERIMETER OF ROOM**

**PRICE INCLUDES DEMO & DISPOSAL OF
EXISTING 12'X12' TILE AND SHEETROCK**

BASE BID: \$7,269.00



NOTE:

- NO ELECTRICAL FIGURED
- TAX EXEMPT

**NOTE: Dumpsters, sweeping & final cleaning to be furnished by General Contractor at no cost to Twin City Acoustics, Inc.
No seismic bracing or compression struts figured.**

Material, labor and sales tax included in our quote.


This proposal is valid for 30 days from date of issue. TERMS: Net cash for 90% of value of materials delivered on the job and labor for installing materials for the job during the previous 30 day period; shall be due the 10th of the following month, balance net cash after 30 days after completion. All taxes now or hereafter levied by any Federal, State or local authority, upon sale of foregoing materials are not included in the price and shall be paid by the purchaser unless specifically stated otherwise in this proposal.

Accepted by: _____

Company: _____

Date: _____ Order No. _____

TWIN CITY ACOUSTICS, INC.

By: 
Greg Senarighi - gregs@tcacoustics.com



Bruce Pelava <bpelava@rosevillelutheran.org>

LED Lighting Upgrade

1 message

Greg Ehrich <greg@premierltg.com>

Thu, Sep 6, 2018 at 11:34 AM

To: "bpelava@rosevillelutheran.org" <bpelava@rosevillelutheran.org>

Cc: "arystrom@rosevillelutheran.org" <arystrom@rosevillelutheran.org>

Hi Bruce and Arlen,

Attached are the two proposals we discussed yesterday with the financing information on the last page included. Here is a summary as well:

UPGRADE TYPE	TOTAL INSTALLED COST	PAYBACK	FINANCING PAYMENT
New Lay-in Fixture	\$60,914.11	3.2 years	\$1,153.75 for 56 months
LED Tubes for lay-in	\$41,936.56	2.4 years	\$1,037.50 for 42 months

Please let me know if you have any questions or need anything else. I know you have to run this by a few people so I will follow up in 2 weeks if I don't hear from you first.

Thanks

Greg Ehrich, LC

Premier Lighting

Office: 651-200-3330

Cell: 651-398-7657

Fax: 651-490-0963

www.premierltg.com

2 attachments

Roseville Lutheran LED Retrofit with new Fixtures.pdf
378K

Roseville Lutheran LED Retrofit (2).pdf
378K



LIGHTING AUDIT ENERGY & COST SAVINGS

*THIS PROPOSAL
Pre Fered -
New fixtures
More comprehensive
AND update*

Property Address:

Presented To:

Project:

Report Date:

Energy Company:

Presented by Auditor:

Greg Ehrich, LC
Premier Lighting, Inc.
2885 Country Drive Suite 135
St. Paul, MN 55117
Direct: 651-200-3330
Office: 651-490-0886
Fax: 651-490-0963
greg@premierltg.com

Premier Lighting Mission

To provide our customers with the optimal and practical lighting system

PREMIER
Lighting



Service

We communicate with our customers in a timely manner and make it convenient and easy for them to work with us for all of their lighting needs. We are there for you before, during and after the sale. Our goal is to be your lighting supplier for life.

Options/Lighting Knowledge

We have been in business for over 25 years and stay on top of the latest in greatest in lighting technology. Lighting is confusing so we sort through all of the practical options and provide you with the optimal recommendation for your facility.

Quality

Everything we provide is commercial grade and backed by warranty from reputable manufacturers.

Price

We competitively price everything we provide to save our customers time and provide peace of mind that they are getting the best lighting product at the best price.



Lighting Audit Details

Client Roseville Lutheran Church
Contact Person Arlen Rystrom
Email arystrom@rosevilhelutheran.org
Phone # 651-487-7752
Address 1215 W Roselawn Ave
City, State Zip Roseville, MN 55113
Project LED Lighting Retrofit with NEW Layin

Electrical Cost / Kilowatt Hr \$ 0.12

Premise #
Voltage
EM Type

Ladder/Lift Applicable
Sales Tax 0.000%

ENERGY COMPANY Xcel

Current Environment					Proposed Replacements					
Location	Current Fixture Type	Current Watts	# Current Fixtures	Hours / Year	New Fixture Type	New Watts	# New Fixtures	New Hours/Year	Kelvin	Installation Notes
Workshops/Closets	200 Watt A23 Medium Base Incandescent Lamp	200	34	1080	Strip Fixture 4' LED (Type B) 2 Lamp LED Tube	30	32	1080	5000	
2x2 Layin with linear	2' 2-Lamp F17T8	33	2	4160	2x2 LED Direct/Indirect Retrofit Kit 3K Lumen	23	2	4160	3500	
2x2 Layin with Ubends	2' 2-Lamp T8 Ubend	62	133	4160	2x2 LED Direct/Indirect Retrofit Kit 3K Lumen	23	133	4160	3500	
2x2 Surface Mount	2' 2-Lamp T8 Ubend	62	7	4160	2x2 LED Direct/Indirect Retrofit Kit 3K Lumen	23	7	4160	3500	
4' 1L Strips	4' 1-Lamp T8 32 Watt	33	24	2080	4' Type B 10.5w 1 Lamp LED T8 Lamp (1 Lamp-direct line)	10.5	24	2080	3500	
4' 2L Wrap	4' 2-Lamp T8 32 Watt	62	36	4160	Wrap Fixture LW 4ft LED Built in	37	36	4160	3500	
4' 2L Strips	4' 2-Lamp T8 32 Watt	62	8	2080	4' Type B 10.5w 2 Lamp LED T8 Lamp (2 Lamp-direct line)	21	8	2080	3500	
4' 4L Wrap	4' 4-Lamp T8 32 Watt	112	56	2080	Wrap Fixture LW 4ft LED Built in	37	56	2080	3500	
2x4 2L	4' 2-Lamp T8 32 Watt	62	12	2080	2x4 LED Direct/Indirect Retrofit Kit 2.5K Lumen	30	12	2080	3500	
2x4 4L	4' 4-Lamp T8 32 Watt	112	76	4160	2x4 LED Direct/Indirect Retrofit Kit 2.5K Lumen	30	76	4160	3500	
8" Recessed Can Lobby	2 x 32 Watt CFL	64	39	4160	Recessed Can Retrofit 8" GC 3 Light Level 12/19/27 watt 120/277 Volt	27	39	4160	3500	
10" Recessed Can Lobby	2 x 42 Watt CFL	84	35	4160	Recessed Can Retrofit 10" GC 3 Light Level 24/32/45 watt 120/277 Volt	45	35	4160	3500	Current Fixture has 3 Lamps in
Crying Room Track	50 Watt PAR20 Halogen Flood	50	4	1080	PAR20 8 Watt LED	8	4	1080	2700	
Sanctuary Side Mount Can	100 Watt A19 Incandescent Lamp	100	4	1080	A-Shape 10 Watt LED	10	4	1080	2700	
Activity Center	400 Watt Metal Halide	460	6	1080	High Bay GE ABV2 1 Module (12k Lumen)	74	6	1080	4100	
Exterior Soffit Cans	100 Watt High Pressure Sodium	128	9	4368	Recessed Can Retrofit 6" GC 3 Light Level 9/14/21 watt 120/277V	21	9	4368	4100	
Parking Lot Pole Lights	400 Watt Metal Halide	460	20	4368	Area Light LED SLG ALM 20K Lumen	150	20	4368	4100	
Exterior Decorative Globe Pole	175 Watt Metal Halide	210	7	4368	Omni Cob 27 watt LED mogul base (100w) Key	27	7	4368	4100	
Wallpacks	150 Watt Metal Halide	185	5	4368	Wallpack LED 21 watt Sling Univ PC (100MH)	21	5	4368	4100	
Decorative Door Entrance	20 Watt CFL	20	7	4368	Wallpack LED 12 Watt Entra	12	7	4368	4100	
Courtyard Canopy	100 Watt A19 Incandescent Lamp	100	2	4368	A-Shape 16.5 Watt LED 120-277 Volt	16.5	2	4368	4100	
Flag Spot	250 Watt Quartz	250	1	4368	Flood LED 18 Watt Fixture	22	1	4368	4100	



Energy Savings Summary

SAVINGS

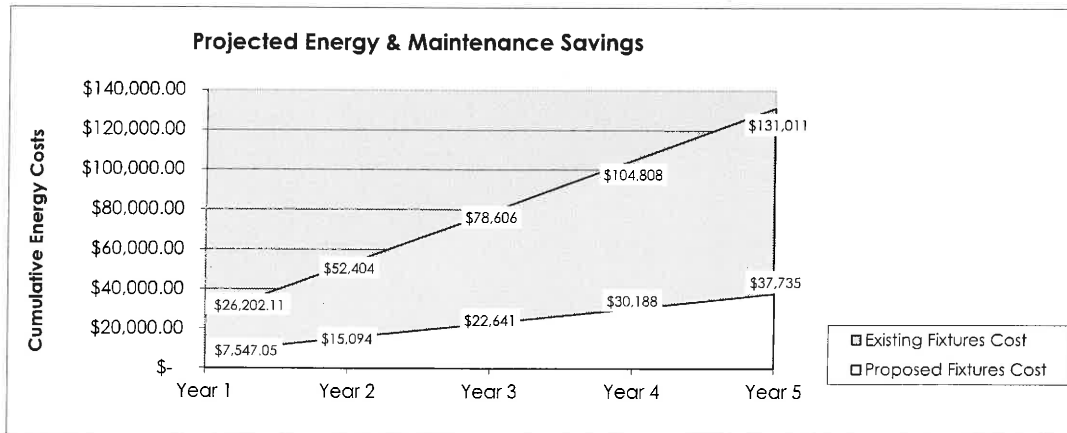
KW Savings	Annual KWH Savings	Annual Energy Savings
39.3	127,301.2	\$15,276.14

Reduce Energy By: **67%**

MAINTENANCE SAVINGS SUMMARY:

Savings Appreciated:

Lamp Replacement	Labor Lamp Replacement	Ballast Replacement	Labor Ballast Replacement	Total Replacement Cost
\$1,495.30	\$599.99	\$894.90	\$388.72	\$3,378.91
ANNUAL SAVINGS:				\$3,378.91



Total Savings **\$18,655** **\$37,310** **\$55,965** **\$74,620** **\$93,275**

CUMULATIVE ENERGY COST & MAINTENANCE SAVINGS

	Year 1	Year 2	Year 3	Year 4	Year 5
Existing Fixtures Cost	\$26,202.11	\$52,404	\$78,606	\$104,808	\$131,011
Proposed Fixtures Cost	\$7,547.05	\$15,094	\$22,641	\$30,188	\$37,735
Total Annual Savings	\$18,655	\$37,310	\$55,965	\$74,620	\$93,275

**Contract of Lighting Upgrades
For Roseville Lutheran Church**

Presented to: Arlen Rystrom
Project: LED Lighting Retrofit with NEW Layin
Date: September 06, 2018
This proposal is valid for 60 days



Lighting Upgrades	
Estimated Costs	
Material Costs	\$56,790.00
Installation (with permit and lift if necessary)	\$22,356.81
Recycling	\$858.35
Freight	\$0.00
Tax	\$0.00
Estimated Investment	\$80,005.16
Estimated Rebates	-\$19,091.05
Estimated Final Investment	\$60,914.11
Annual Maintenance Savings	\$3,376.93
Annual Energy Savings	\$15,276.14
Estimated Annual Savings	\$18,655.06
Estimated Payback in Years	3.27
Estimated Return on Investment	31%
Estimated Energy Reduction	67%

The amount of Premier Lighting's quote does not include the furnishing of any materials or labor required to repair or correct any pre-existing power, electrical wiring, dimming and control issues. In addition we cannot guarantee the counts in this proposal are 100% accurate so any additional or less material/labor will be added to or deducted from the project cost. All products are backed by the manufacturer warranty which does not include labor-only material. If Premier Lighting performs the initial install we will cover labor on warranties for 60 days after job completion. If you choose, you may purchase an extended labor warranty. We have an additional 60 day labor warranty for \$250 (120 days from completion), and a full year labor warranty priced per project. Premier Lighting's terms are 50% down, balance due upon completion. With credit approval, due upon completion. This Agreement shall not be binding upon either party if not accepted within sixty (60) days from the date of this Agreement.

- Customer is taking the rebate.
- Premier Lighting is taking the rebate.

By signing this contract I agree I have read and agree to the terms above.

PROPOSAL ACCEPTED AND INSTALLATION AUTHORIZED BY:
I agree to this project and the terms laid out in this proposal.

Customer Signature _____ Date _____

Arlen Rystrom
Customer Name _____ Title _____

SALES PERSON SIGNATURE _____ Greg Ehrlich, LC
SALES PERSON NAME _____ 9/6/2018
PROPOSAL DATE _____

FINANCING OPTION
\$25,000 at 0% has a monthly payment of \$446.43 for 56 months
Remaining amount at 3.9% has a monthly payment of \$710.32 for 56 months

TOTAL PAYMENT PER MONTH = \$1,153.75 for 56 months



LIGHTING AUDIT ENERGY & COST SAVINGS

Property Address: Roseville Lutheran Church
1215 W Roselawn Ave
Roseville, MN 55113

Presented To: Arlen Rystrom

Project: LED Lighting Retrofit

Report Date: September 6, 2018

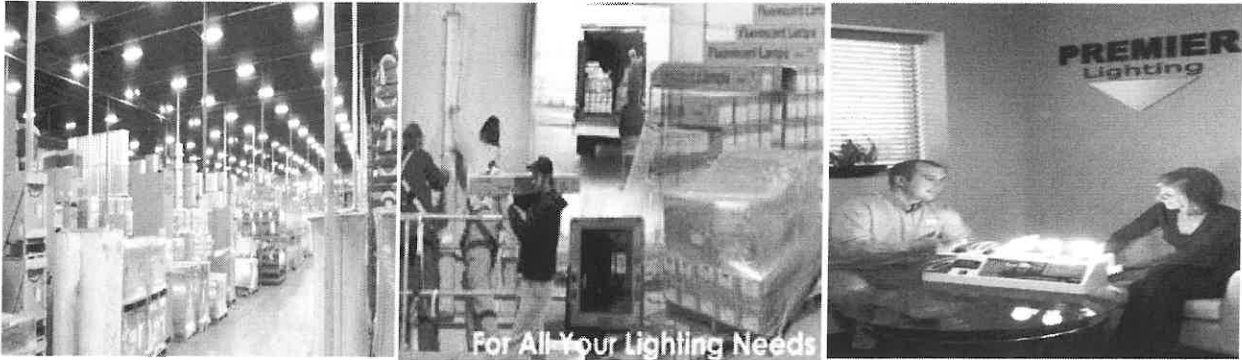
Energy Company: Xcel

Presented by Auditor: Greg Ehrich, LC
Premier Lighting, Inc.
2885 Country Drive Suite 135
St. Paul, MN 55117
Direct: 651-200-3330
Office: 651-490-0886
Fax: 651-490-0963
greg@premierltg.com

Premier Lighting Mission

To provide our customers with the optimal and practical lighting system

PREMIER
Lighting



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Lighting Audit Details

Client Roseville Lutheran Church
Contact Person Arlen Rystrom
Email arylstrom@rosevillelutheran.org
Phone # 651-487-7752
Address 1215 W Roselawn Ave
City, State Zip Roseville, MN 55113
Project LED Lighting Retrofit

Electrical Cost
/ Kilowatt Hr \$ 0.12

Premise #
Voltage
EM Type

Ladder/Lift
Applicable
Sales Tax 0.000%

ENERGY COMPANY Xcel

Current Environment					Proposed Replacements					
Location	Current Fixture Type	Current Watts	# Current Fixtures	Hours / Year	New Fixture Type	New Watts	# New Fixtures	New Hours/Year	Kelvin	Installation Notes
Workshops/Closets	200 Watt A23 Medium Base Incandescent Lamp	200	34	1080	Strip Fixture 4' LED (Type B) 2 Lamp LED Tube	30	32	1080	5000	
2x2 Layin with linear	2' 2-Lamp F17T8	33	2	4160	2' Type B 2 Lamp LED T8 Lamp (2 Lamps- direct line)	14	2	4160	3500	
2x2 Layin with Ubends	2' 2-Lamp T8 Ubend	62	133	4160	Ubend Type B LED T8 (2 Lamps-direct line)	36	133	4160	3500	
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4' 2L Strips	4' 2-Lamp T8 32 Watt	62	8	2080	4' Type B 10.5w 2 Lamp LED T8 Lamp (2 Lamp-direct line)	21	8	2080	3500	
4' 4L Wrap	4' 4-Lamp T8 32 Watt	112	56	2080	4' Type B 10.5w 4 Lamp LED T8 Lamp (4 Lamp-direct line)	42	56	2080	3500	
2x4 2L	4' 2-Lamp T8 32 Watt	62	12	2080	4' Type B 10.5w 2 Lamp LED T8 Lamp (2 Lamp-direct line)	21	12	2080	3500	
2x4 4L	4' 4-Lamp T8 32 Watt	112	76	4160	4' Type B 10.5w 4 Lamp LED T8 Lamp (4 Lamp-direct line)	42	76	4160	3500	
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10" Recessed Can Lobby	2 x 42 Watt CFL	84	35	4160	Recessed Can Retrofit 10" GC 3 Light Level 24/32/45 watt 120/277 Volt	45	35	4160	3500	Current Fixture has 3 Lamps in
Crying Room Track	50 Watt PAR20 Halogen Flood	50	4	1080	PAR20 8 Watt LED	8	4	1080	2700	
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Wallpacks	150 Watt Metal Halide	185	5	4368	Wallpack LED 21 watt Sling Univ PC (100MH)	21	5	4368	4100	
Decorative Door Entrance	20 Watt CFL	20	7	4368	Wallpack LED 12 Watt Entra	12	7	4368	4100	
Courtyard Canopy	100 Watt A19 Incandescent Lamp	100	2	4368	A-Shape 16.5 Watt LED 120-277 Volt	16.5	2	4368	4100	
Flag Spot	250 Watt Quartz	250	1	4368	Flood LED 18 Watt Fixture	22	1	4368	4100	



Energy Savings Summary

SAVINGS

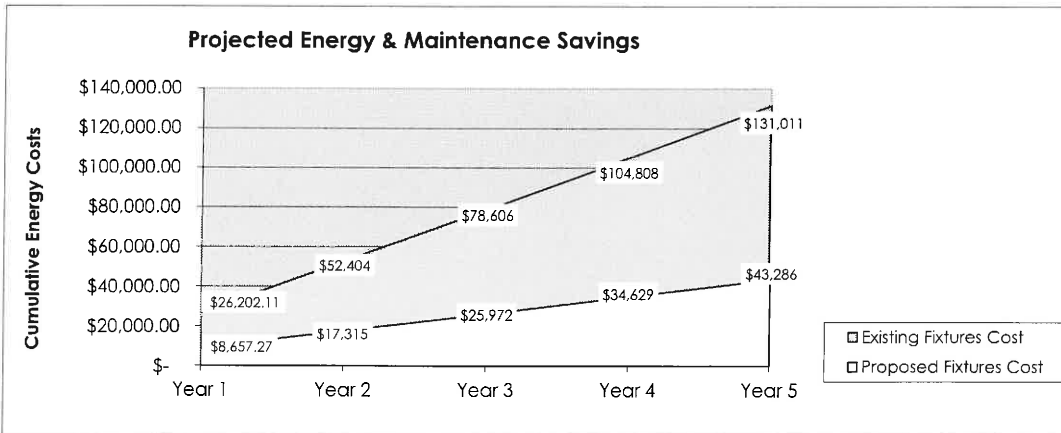
KW Savings	Annual KWH Savings	Annual Energy Savings
37.0	118,049.4	\$14,165.92

Reduce Energy By: **62%**

MAINTENANCE SAVINGS SUMMARY:

Savings Appreciated:

Lamp Replacement	Labor Lamp Replacement	Ballast Replacement	Labor Ballast Replacement	Total Replacement Cost
\$1,495.30	\$599.99	\$894.90	\$388.72	\$3,378.91
ANNUAL SAVINGS:				\$3,378.91



Total Savings	\$17,545	\$35,090	\$52,635	\$70,179	\$87,724
----------------------	-----------------	-----------------	-----------------	-----------------	-----------------

CUMULATIVE ENERGY COST & MAINTENANCE SAVINGS

	Year 1	Year 2	Year 3	Year 4	Year 5
Existing Fixtures Cost	\$26,202.11	\$52,404	\$78,606	\$104,808	\$131,011
Proposed Fixtures Cost	<u>\$8,657.27</u>	<u>\$17,315</u>	<u>\$25,972</u>	<u>\$34,629</u>	<u>\$43,286</u>
Total Annual Savings	\$17,545	\$35,090	\$52,635	\$70,179	\$87,724

**Contract of Lighting Upgrades
For Roseville Lutheran Church**

Presented to: Arlen Rystrom
Project: LED Lighting Retrofit
Date: September 06, 2018
This proposal is valid for 60 days



Lighting Upgrades	
Estimated Costs	
Material Costs	\$39,980.00
Installation (with permit and lift if necessary)	\$18,806.76
Recycling	\$858.35
Freight	\$0.00
Tax	\$0.00
Estimated Investment	\$59,645.11
Estimated Rebates	-\$17,708.55
Estimated Final Investment	\$41,936.56
Annual Maintenance Savings	\$3,376.91
Annual Energy Savings	\$14,165.92
Estimated Annual Savings	\$17,542.83
Estimated Payback in Years	2.39
Estimated Return on Investment	42%
Estimated Energy Reduction	62%

The amount of Premier Lighting's quote does not include the furnishing of any materials or labor required to repair or correct any pre-existing power, electrical wiring, dimming and control issues. In addition we cannot guarantee the counts in this proposal are 100% accurate so any additional or less material/labor will be added to or deducted from the project cost. All products are backed by the manufacturer warranty which does not include labor-only material. If Premier Lighting performs the initial install we will cover labor on warranties for 60 days after job completion. If you choose, you may purchase an extended labor warranty. We have an additional 60 day labor warranty for \$250 (120 days from completion), and a full year labor warranty priced per project. Premier Lighting's terms are 50% down, balance due upon completion. With credit approval, due upon completion. This Agreement shall not be binding upon either party if not accepted within sixty (60) days from the date of this Agreement.

Customer is taking the rebate. Premier Lighting is taking the rebate.

By signing this contract I agree I have read and agree to the terms above.

PROPOSAL ACCEPTED AND INSTALLATION AUTHORIZED BY:
I agree to this project and the terms laid out in this proposal.

Customer Signature Date

Arlen Rystrom

Customer Name Title

SALES PERSON SIGNATURE Greg Ehrich, LC
SALES PERSON NAME

9/6/2018
PROPOSAL DATE

FINANCING OPTION

\$25,000 at 0% has a monthly payment of \$595.24 for 42 months
Remaining amount at 3.9% has a monthly payment of \$442.26 for 42 months

TOTAL PAYMENT PER MONTH = \$1,037.50 for 42 months