



January 4, 2017

To Whom It May Concern,

After working SIB Lighting on a complete lighting package analysis and conversion project throughout an entire seven story parking garage, I would like to recommend them to my peers in the ownership, design and property management industry.

SIB Lighting performed a full audit of our existing lighting system prior to the project, which included identifying available tax credits and analyzing the overall return on investment. This review was comprehensive and allowed us to fully understand the many benefits of replacing lights, including improvement in lighting quality and significant energy savings that made the economics of the capital expense very compelling.

We were very pleased with working relationship with SIB Lighting and are extremely satisfied with the results of the project. The garages lighting is significantly better than it was prior to the conversion/renovation and we have realized continued decreased utility costs since the completion of the project. We wouldn't hesitate to work with SIB Lighting again, and we believe any property owner and/or property manager would benefit from their service.

Sincerely,

A handwritten signature in blue ink, appearing to read 'M. Mansson', is written over a light blue horizontal line.

Michael S. Mansson, LEED AP
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