

iLamp Roadmap for The State of **Washington**

This document covers information required to build a road map to commercial viability for the iLamp territorial license for the state of Washington.



Washington Population

7.8 Million

GDP

\$557.2 Billion

Washington State Dept.
for Transportation Budget

\$5.1 Billion

Street lighting is the single largest source of carbon emissions from local government, typically accounting for 30-60% of their total emissions.

The crises in California and Texas are different, in scale and severity. One faced fire, the other an ice storm. But experts say the power outages in both states make one thing clear: neither is prepared for the chaos of the climate crisis.

iLamp.com
ILOCX.com/iLamp



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ConFlowPower.com
Batteryware.com
PowerasaService.com
Droneready.com
Investinbatteries.com
ILOcasestudy.com

Exclusive License for iLamp in Washington

People in Washington will experience especially increased risks from precipitation, heat, and fire due to climate change over the next 30 years. These risks, through 2050 and beyond, may change depending on how much we reduce emissions in the near future.

A New Focus For Climate Action In Washington

2023 marks a significant shift in climate policy, from a focus on passing major climate policies to now implementing these transformative laws. Washington has among the strongest policy frameworks to transition away from fossil fuels and towards clean energy, thanks to the Legislature's passage of the Clean Energy Transformation Act, Clean Fuels Standard, and Climate Commitment Act (CCA), which will be bolstered by the Federal Infrastructure Bill and the Inflation Reduction Act. As the Legislature invests in clean energy generated by the CCA, it is critical to spend the dollars wisely to transition to a carbon-free future while reducing the cost burden on vulnerable communities.

Washington's transformative Climate Commitment Act goes into effect on January 1st, 2023 and its cap-and-invest program is expected to bring in billions of dollars for climate and clean energy. As the Legislature invests in climate action using new funds coming from the CCA, it is critical to spend dollars wisely and ensure an equitable transition to a carbon-free future.

1. Washington State has three investor-owned utilities. They are Puget Sound Energy, Avista and Pacific Power. The remainder of Washington electric utilities are operated by: Municipalities (Seattle, Tacoma, Ellensburg and others)
2. All potential partners can be found here. There are multiple, and some are state-owned <https://www.publicpower.org/public-power-washington>



Creativity is the power to correct the seemingly unconnected.

- Nikola Tesla

Deal Breakdown

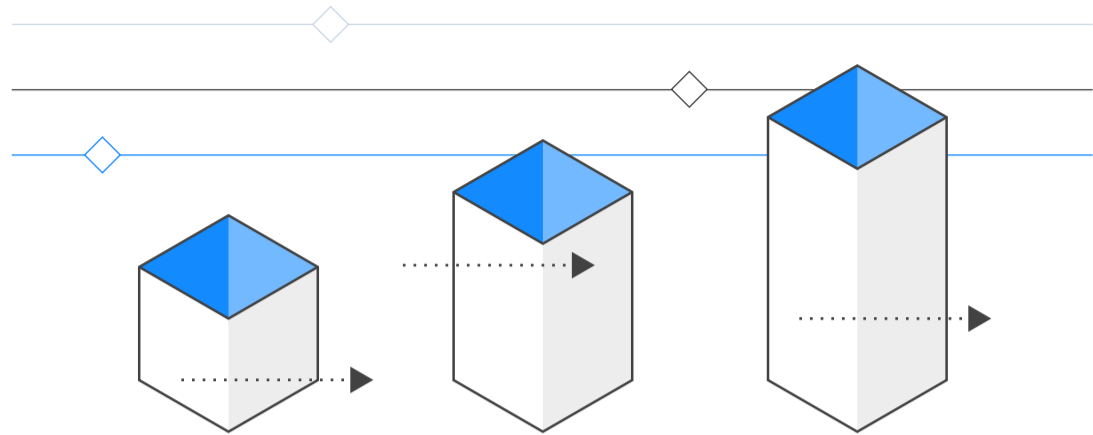
Steps to enhancing value and recurring revenue

1. Reserve the territory by purchasing 10,000 ILO units of iLamp (cost \$100,000)
2. Purchase exclusive license in Washington for \$5,000,000, pay \$300,000 on signing and the remainder in a note payable on share of revenue and capital raised at a zero coupon for the entire term of the note. You will get an exclusive license for Washington, a pilot pole installed, a localized iLamp.com website (see example here colorado.ilamp.com), a listing on ILOCX for your local fundraising and promotion.
3. A more detailed roadmap with all supporting documentation and training.
4. The ability to sell sub-licences within Washington.
5. You pay iLamp HQ 5% of all revenue and 20% of the PaaS revenue you generate.
6. Repeat what CPG has done in California and now in 9 other States in the USA: agree to a pilot installation for iLamp. Get a contract for installation and gain 20% of the PaaS revenue from each iLamp year- on-year. 10% of the market in Washington would yield approx \$300 million in iLamp sales over 10 years and generate \$2.68 million in annual recurring revenue based on 20% of PaaS revenue and all other revenue sources, camera, sensors, wifi, 5G etc estimated at \$400 per pole per annum. (based on an estimated 200.000 poles in Washington)

Three steps to faster returns (Alternative option)

1. Buy \$1 million of iLamp ILO units at current price, and move to step 3 above. The result will be a double in the value of your units before your local ILO is listed.
2. List iLamp Washington on ILOCX and gain local support.
3. On signing we commit to supplying a sample iLamp to install in a strategic location in Washington and all other benefits. The \$1m iLamp ILO units purchase counts against the note as amount paid which has a large and positive impact on your opening balance sheet in iLamp Washington. (see at the end of the document)

Stages



1. Reservation

100,000 USD of iLamp ILO found here <https://ilo.ilamp.com/> must be purchased and held in the account of the potential Licensee at ILOCX.

- Once this phase is complete the potential licensee has 12 months to trigger the territorial license or lose the option.
- If you have purchased 100,000 ILO units in iLamp in the alternative offer then all these payments are considered paid.

2. Get Started

Once triggered the deposit needs to be paid in the case of Washington this totals \$300,000 this covers all costs to install a pilot scheme in the location chosen.

- This will include delivery and installation of an autonomous iLamp as a demonstration to land sales and mass installations.
- This also covers:
 - The costs to list iLamp Washington on the ILOCX for all upfront and first year listing fees.
 - This building and delivery of a website for Washington.
 - All media and images, all data and point of sale aids, email addresses, and this detailed report covering competition, USP's, market size, list of potential partners, HQ assistance for news and localized promotion of iLamp in the territory.

3. The Details

Once the option fee and deposit are paid a local legal entity needs to be formed to hold the license. This is formed by the potential licensee.

The Washington Opportunity

Washington State has been the epicenter of clean energy long before it was fashionable. Pioneers recognized the potential of the state's rivers and streams, using them to power sawmills. The floodgates of mass power production opened in the mid 20th century as the Grand Coulee and Chief Joseph dams came online, bringing plentiful, cheap electricity to the West. By 2018, 69% of Washington's power came from hydroelectric sources, with natural gas, nuclear, wind and biomass making up the rest of the state's clean energy portfolio.

Washington's new clean energy legislation requires greenhouse gas emissions to be reduced by 45% by 2030 and 95% by 2050. To meet this aggressive goal, the state will need to eliminate its reliance on fossil fuels by 2050.

These ambitious goals have served as guideposts for creating the 2021 State Energy Strategy, which identifies a comprehensive set of policies and actions to ensure competitive energy prices, foster a clean energy economy, and meet the state's science-based greenhouse gas reduction limits.

This includes a need for near-term investment in electric power generation and transmission systems, electric heat pumps in homes and businesses, and a new generation of cars and trucks that don't run on fossil fuels. Washington will also be working closely with border states to reduce emissions in the industrial sector. Broadband access is another strategy, taking vehicles off the road by allowing workers to work at home or remotely.

The strategy also assures that the transition to clean energy will be inclusive, ensuring that low-income customers have access to these new energy sources through programs, grants and other funding. Tax incentives encourage developers to engage in renewable energy development activities that pay workers a living wage.

Other highlights of the State Energy Strategy:

- By the end of 2025, utilities must end the use of all coal-fired electric generation systems from their portfolios.
- By 2030, utilities must utilize an electric resource portfolio that is greenhouse gas neutral. To comply, at least 80% of electricity must be from renewable sources or non-emitting power. Other emission reductions must offset any use of natural gas to produce electricity.
- By 2045, utilities must use 100% renewable or nuclear resources to serve Washington customers, with no provision for offsets.

Washington Case Studies

Relight Washington LED Streetlight Program coming to small cities begun in 2015

TIB introduced a new program in 2015 to move small cities to the front of the line in cost saving LED streetlight replacement. Small cities and cities with low tax base were eligible for LED streetlight conversion. TIB intended to help cities take advantage of the up to 55 percent savings experienced with LED technology.

All small cities (population under 5,000) were eligible to receive funds. Additionally the board included urban agencies (population 5,000 and up) that had an assessed value under \$2 billion. Cities, including those over \$2 billion assessed value, also applied for funding from the Washington State Department of Commerce, subject to state budget adoption.

Statewide LED Roadway Lighting Reform Project

After several years of research on the benefits of lighting and its connection to crash reduction, WSDOT has adjusted its approach to lighting, in essence rethinking where we light and why. This new way to look at lighting focuses on lighting's actual role in crash reduction.

WSDOT is using the state's **Energy Saving Performance Contracting** process through the Department of Enterprise Services for this project. By leveraging utility savings along with state and federal grants, utility rebates and a certificate of participation this project will be funded within existing resources. The projected annual savings will be greater than the debt service payment.

The estimated \$4.6 million project provides significant financial, maintenance and environmental efficiency savings through the use of innovative project delivery, financing and contracting tools.

City of Bellingham Conversion

The City has converted all City-owned street lights to more energy efficient Light Emitting Diode (LED) fixtures. The LED conversion is projected to cut energy consumption from streetlights by half, reducing approximately 2 million pounds of CO2 output annually, and will directly support the City's Climate Action Plan goal of reducing greenhouse gas emissions locally by 70 percent by the year 2020.

The City Council approved the retrofit on April 13, 2015. The City used a \$3.5 million energy efficiency loan from State LOCAL Program financing, in addition to a \$500,000 grant from the Department of Commerce and PSE rebates to fund the project, which will be paid back over 12 years through the savings generated from installing LED streetlights.

Nearly 75 Percent of Tacoma's Street Lights have been Replaced with LEDs

The City's Public Works Department and Tacoma Public Utilities worked together on a joint initiative to replace approximately 75% of Tacoma's aging streetlights with new, energy efficient LED fixtures.

As part of this project, approximately 75% (16,000 light fixtures) of all Tacoma area overhead street lights were upgraded to energy-efficient LED lights. The existing fixtures, which were high-pressure, sodium accounted for 83% of the total energy used by all streetlights in the city. Not every streetlight in the city was upgraded as part of this project.

State Smart Transportation Initiative

The promise of smart intersection technology goes beyond increased operational efficiency and encompasses its potential to improve safety for all road users, including those using the crosswalk. But it does not fulfill this promise if it is only used to reduce congestion and travel times for autos. Smart intersections depend on smart policy to realize the full range of benefits they offer.

Agencies that aspire to achieve zero traffic fatalities need to know where to invest for the biggest crash reductions. Advances in artificial intelligence are allowing DOTs to leverage their existing camera technology in order to extract large quantities of data that can then inform decisions about how to improve or control intersections. The city of Bellevue, WA, recently announced a plan to study footage from its traffic cameras in order to "analyze the correlation between past collisions" and near misses, according to a press release.

Yakama Nation's 'deadliest intersection' to be monitored with new technology

A new sensor at the intersection of Larue Road and U.S. Highway 97 will provide more information to improve traffic safety in what can be a

dangerous part of the Yakima Valley. Yakama Nation's Department of Natural Resources collaborated with the University of Washington's Smart Transportation Applications and Research Lab and AIWaysion to install the sensor, called a Mobile Unit for Sensing Traffic, this week.

"This is the deadliest intersection on the reservation," explained HollyAnna Littlebull, traffic safety coordinator at the Yakama Nation. Seven fatalities and more than 30 collisions have occurred at the intersection of Larue Road and Highway 97. The sensor could inform drivers of road conditions and give planners more data moving forward.

"We want to see what kind of users are using this intersection ... We need to know the volume, the types of vehicles," Littlebull said. "We're trying to make data-informed decisions."

It's a pilot project, said Littlebull, and was funded by a grant from the University of Washington. Littlebull said that once the device was properly tested, it would produce data for real-time road conditions. That could be helpful when visibility is low, during foggy or smoky days. The sensor will also be able to assess visibility and distinguish between fog and smoke.

The warning signs for Washington

As of August 4, 2022, there have been 4 large wildfires that have burned 30,800 acres (12,500 ha) across the state of Washington. This season started quieter than normal due to unusually colder weather that kept Eastern and Southeastern Washington burning index's largely below normal into July.

Nearly 2.4 million people living in Washington, or 36 percent of the state's population, are living in areas at elevated risk of wildfire.

In Washington, the costs of flooding exceed all other natural hazards. There is over an 80% chance that 10 or more flood events will happen in any given year in the state, and the frequency of events will increase as the climate changes. Several types of floods occur across the state's diverse geography. In Western Washington, floods typically result from prolonged winter rains. In Eastern Washington and in the Cascades, spring snowmelt and rain-on-snow events are the primary causes of flooding. Coastal storm surges, overwhelmed storm drains, flash floods, ice jam and debris blockages, and channel migration are also potential sources of damage

Washington state gets failing grade in new air quality report

On a spring day, you can smell the clean air in Western Washington. A stark contrast to the air you can taste when wildfire smoke smothers the Puget Sound.

The American Lung Association just released its 23rd annual "State Of The Air" report. It looks at two of the most common pollutants in our air: ozone and particle pollution.

The American Lung Association is calling its new report a stunner. The report found 8.9 million people across the country are exposed to high levels of particle pollution. Many of those are in Washington State.

Agriculture

According to the University of Washington Climate Impacts Group, Washington crops and livestock will be affected by climate change through warming temperatures, rising atmospheric carbon dioxide, increasing water stress and declining availability of irrigation water.

Potential partners

Droughts could mean fewer fresh fruits and vegetables at the grocery store. This is a major concern as a healthy diet with plenty of fruits and vegetables is a good way to help prevent chronic disease issues such as diabetes, heart disease, and cancer.

Puget Sound Energy

<https://www.pse.com/>

Puget Sound Energy (PSE) is an energy utility company based in the U.S. state of Washington that provides electrical power and natural gas to the Puget Sound region. The utility serves electricity to more than 1.1 million customers in Island, King, Kitsap, Kittitas, Pierce, Skagit, Thurston, and Whatcom counties, and provides natural gas to 750,000 customers in King, Kittitas, Lewis, Pierce, Snohomish and Thurston counties. The company's electric and natural gas service area spans 6,000 square miles.

Avista

<https://www.myavista.com/>

Avista Corporation is an American energy company which generates and transmits electricity and distributes natural gas to residential, commercial, and industrial customers. Approximately 1,550 employees provide electricity, natural gas, and other energy services to 359,000 electric and 320,000 natural gas customers in three western states. The service territory covers 30,000 square miles (78,000 km²) in eastern Washington, northern Idaho, and parts of southern and eastern Oregon, with a population of 1.5 million.

Pacific Power

<https://www.pacificpower.net>

PacifiCorp is an electric power company in the western United States. PacifiCorp has two business units:

1. **Pacific Power**, a regulated electric utility with service territory throughout Oregon, northern California, and southeastern Washington.
2. **Rocky Mountain Power**, a regulated electric utility with service territory throughout Utah, Wyoming, and southeastern Idaho.

PacifiCorp operates one of the largest privately held transmission systems in the U.S. within the western Energy Imbalance Market.

Columbia Rural Electric Association

<https://www.columbiarea.coop/>

Serve over 1,300 miles of electric line throughout Walla Walla, Umatilla, and Columbia counties. Add a variety of services including Wireless Internet Service, provided by Columbia iConnect (formerly Columbia Energy LLC).

Elmhurst Mutual Power & Light Co

<https://www.elmhurstmutual.org/>

Elmhurst Mutual Power & Light (originally named Elmhurst Mutual Company) was founded in March 1922 by five men whose purpose was to form a “mutual company not for profit” that would provide electrical service to its members. From its humble beginning of five meters, Elmhurst has steadily grown to over 15,000 meters.

Franklin PUD

<https://www.lcec.net/>

Customer-owned utilities in the public power family like Franklin PUD are owned and governed by the people and communities we serve. Have an obligation to provide you ownership and control of your utility and to do so reliably, efficiently, and at the lowest reasonable cost.

Grant Public Utility District

<https://www.grantpud.org/>

We are a public utility providing power and fiber service for Grant County. We own and operate the Priest Rapids Project on the Columbia River in Central Washington. The Priest Rapids Project, comprising Priest Rapids and Wanapum dams, has the capacity to produce more than 2,000 megawatts of clean, renewable and reliable electricity.

Mason County PUD 3

<https://www.pud3.org/>

In Washington State, 24 PUDs are the source of electricity for almost 700,000 customers. Mason PUD 3 serves over 34,000 electric customers. PUD 3 also runs a wholesale fiber optic telecommunications network, which supports the operation of its electricity system. PUD 3 has a board of elected commissioners to be the policy-makers for the utility. They also set rates and charges for service.

Public Utility District No.1 of Ferry County

<https://fcpud.com/>

Ferry County is a customer-owned public utility located in northeastern Washington serving approximately 3400 customers in Ferry and eastern Okanogan counties.

Yakama Power

<https://www.yakamapower.com/>

On March 24, 2006, Yakama Power took its first prospective customer, Legends Casino. In the final six months of FY '06 Yakama Power delivered 16 million kilowatts of electricity. Enough to power 700 homes for one year. Our average usage is approx. 4 megawatts, making us the 7th largest out of eight Tribal Utilities in the United States.

Further potential contacts

Artisan Electric

Seattle, WA

+1 206 557 4215

artisanelectricinc.com

Whidbey Sun & Wind

Greenbank, WA

+1 360 678 7131

whidbeysunwind.com

Sunbridge Solar

Washougal, WA

+1 360 667 6927

sunbridgesolar.com

Capstone Solar

Redmond, WA

+1 800 583 3620

capstonesolar.com

SolTerra

Seattle, WA

+1 206 462 1103

solterra.com

Brimma Solar

Seattle, WA

+1 866 808 0018

brimmasolar.com

Prostat Solar Group

Vancouver, WA

+1 360 667 1017

prostatgroup.com

Solgen Power

Pasco, WA

+1 509 931 1663

solgenpower.com

A&R Solar

Seattle, WA

+1 206 707 9937

a-solar.com

Power Trip Energy

Port Townsend, WA

+1 360 643 3080

powertripenergy.com

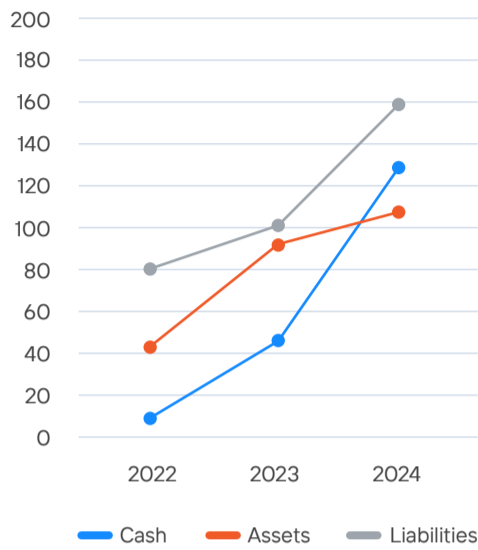
Sunergy Systems

Seattle, WA

+1 206 736 1066

sunergysystems.com

Financials



Balance Sheet

Company name, iLamp Washington Inc

Dec, 31, 202X

Assets

Current Assets

Cash	7,314	-392,686
Accounts receivable		
Inventory	5,560	5,560
Prepaid expenses		
Short-term investments		

Total current assets	12,874	-387,126
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Fixed (Long-Term) Assets

Long-term investment	2,310	102,310
Property, plant and equipment	14,442	14,442
(Less accumulated depreciation)	-2,200	-2,200
Intangible assets		5,000,000

Total fixed assets	14,552	4,114,552
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Other Assets

Deferred income tax		0
Other		0

Total other assets	0	0
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Total Assets	27,426	4,727,426
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Liabilities and Owner's Equity

Current Liabilities

Accounts payable	9,060	9,060
Short-term loans		0
Income taxes payable	3,349	3,349
Accrued salaries and wages		0
Unearned revenue		0
Current portion of long-term debt		0

Total current assets	12,409	12,409
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Long-Term Liabilities

Long-term debt	3,450	4,703,450
Deferred income tax		
Other		

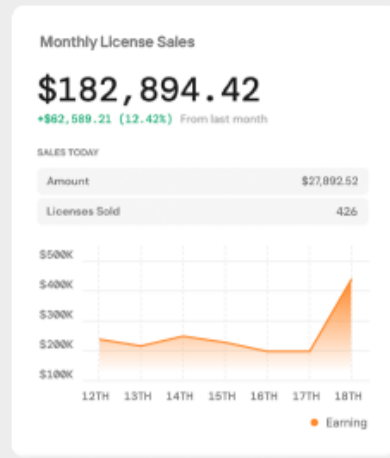
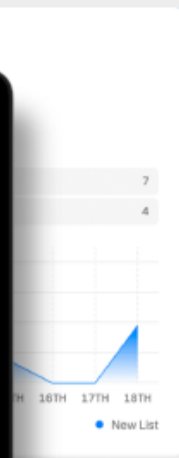
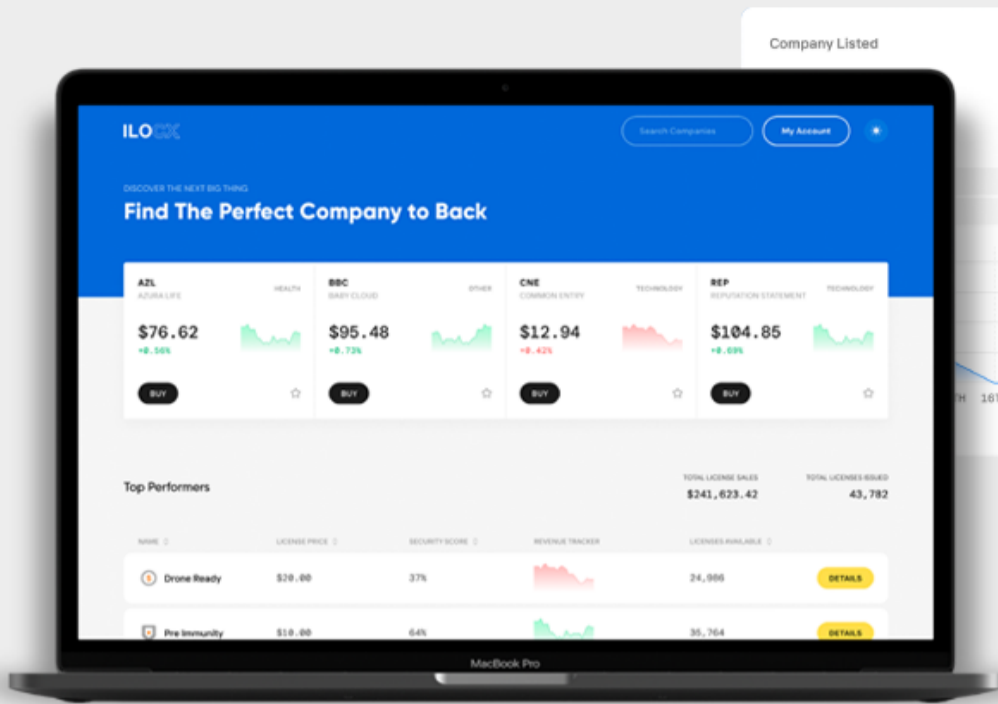
Total fixed assets	3,450	4,703,450
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Owner's Equity

Owner's investment	6000	6,000
Retained earnings	5567	5,567
Other		

Total owner's equity	11,567	11,567
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Total Liabilities and Owner's Equity	27,426	4,727,426
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Your ILO listing

List using the ILO Framework to raise money to finance your exclusive iLamp license while building local support and an online sales team to drive pre-sales.



RAISE MONEY AS YOU NEED IT

Get access to the funds you need, as you need them, smoothing your fundraising process.



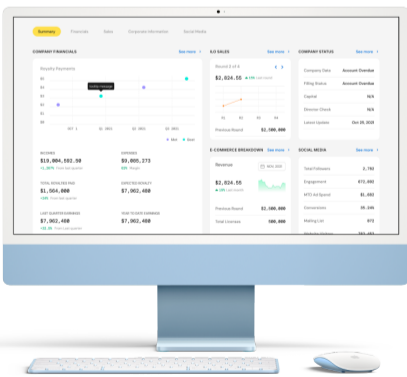
BUILD A TEAM

ILOCX framework helps companies to build effective teams that are properly rewarded.



REWARD PARTICIPATION

Incentivize buyers with ILOCX rewards, your own affiliate program, and license classes.



Listing Requirements

iLamp licenses are prequalified to list and receive an ILO instance and will be priority listed through our streamlined process with a dedicated listing manager.

Listing fees for iLamp licenses are waived for the first year, then only \$25,000 per year.

Listings with over \$1 million in sales are listed on the board at ILOCX.com.

100+

Total companies listed

Millions

Total licenses issued

10X

Returns already booked