

# LED STREETLIGHT UPGRADE

## North Huron

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Scott Vokey, Director of Government Relations

# RTE STREETLIGHT PROJECTS



Projects in 7 States and 3 Provinces (most in Ontario)

Case Studies, White Papers, and more available on <http://www.realtermenergy.com>

## EXPERIENCE WITH TURNKEY CONVERSION PROJECTS



170+ Ontario municipalities have chosen RealTerm  
for their LED conversion



168,000+ fixtures sold to date  
Projects from 14 to >10,000 fixtures



111,000+ fixtures installed



40+ LED streetlight professionals



Projects meet or exceed financial payback expectations

## PROGRAM RESULTS TO DATE



### Association of Municipalities of Ontario:

- Exclusive Partner of Association's procurement arm (LAS)
- 70% of municipalities who have converted have chosen RealTerm



Over 60,000,000 kWh annual savings



Approx. \$10,000,000 annual savings



\$3,500,000 annual savings



7,000 metric tonnes / year

# COMPLETE TURNKEY CONVERSION



GIS Data Collection



Photometric Design



Investment Grade Audit



Installation &  
Project Management



Billing Changes



Final Report  
& Binder



Measurement &  
Verification



Staff looking for Council direction

# **OPTIONS TO CONSIDER**



## Option 1: All Streetlights

Number of Fixtures	582
Total Project Cost	\$448,993
IESO Incentive	\$47,440
Net Cost	\$401,773
Average Annual Cost Per Fixture	-53% (\$94 after, \$201 before upgrade)
Simple Payback	6.0 years

## Options 2: Cobra-head Fixtures Only

Number of Fixtures	442
Total Project Cost	\$220,734
IESO Incentive	\$44,140
Net Cost	\$176,594
Average Annual Cost Per Fixture	-53% (\$92 after, \$199 before upgrade)
Simple Payback	3.6 years



## Recommended Fixtures

Type	Qty.	Replacement	Sample Before Picture	After Picture
HPS Cobra	359	Cree HO Cobra BXSPR		
HPS Cobra	73	Cree HO Cobra BXSP1		
HPS Cobra	10	Cree HO Cobra BXSP2		
Victorian Lantern Post Top (Type 1)	35	Acuity Brands 245L		
Decorative Top Hat 150W HPS	64	Acuity Brands 72W_AVPL2 20LEDE10	 	
Decorative Downlighting Bell 150W HPS	41	King Luminaire K823		

## Recommended Decorative Options



Contempo LED



Falconridge Sr.

## Granville II LED



## Next Steps



Council endorses moving forward



Contract Execution



(Optional) Consultation of BIAs



Preparation for project management and  
installation phases

# TURNKEY PROJECT MANAGEMENT AND INSTALLATION



Staging and  
logistics for  
installation



Health &  
safety



Planning of  
installation routes



Traffic management  
plan



Environmental  
management plan



Installation & project  
management



Final inspection &  
sign-off of work

# QUESTIONS?

