

LED Streetlight Conversion Project

Presented to the Falmouth Town Council
February 26, 2018



Nathan Poore
Falmouth Town Manager

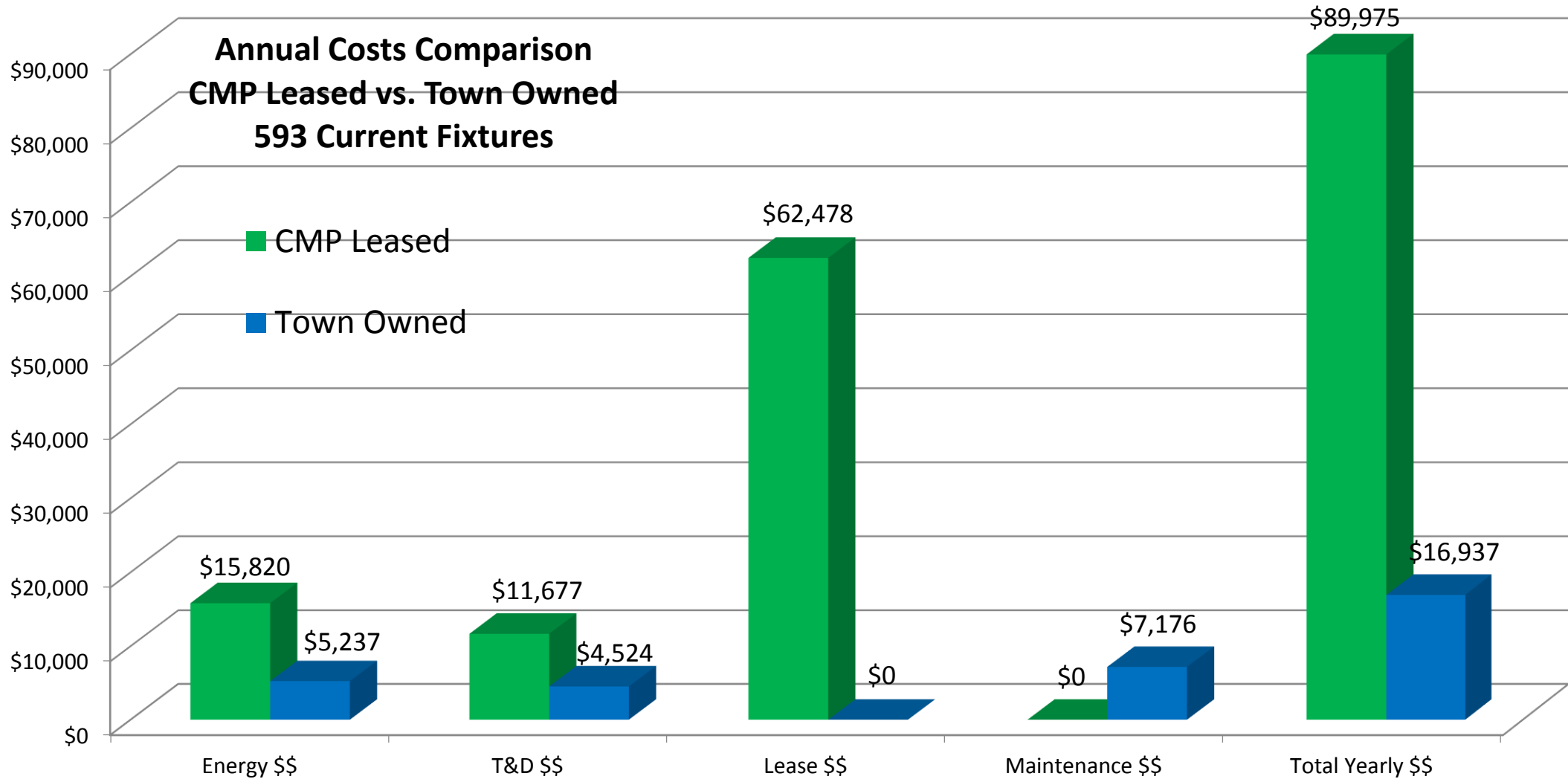
The Beginning—Changing the Law

- Prior to the law, municipalities had only one option when locating an unmetered fixture on a utility owned pole – lease fixtures from the utility
- New law expands to three options –
 1. **Status quo – lease lights from utility**
 2. **Municipal ownership of lights with utility providing the maintenance**
 3. **Municipal ownership and maintenance**
- New law required PUC to develop details for implementation.

Expected Savings

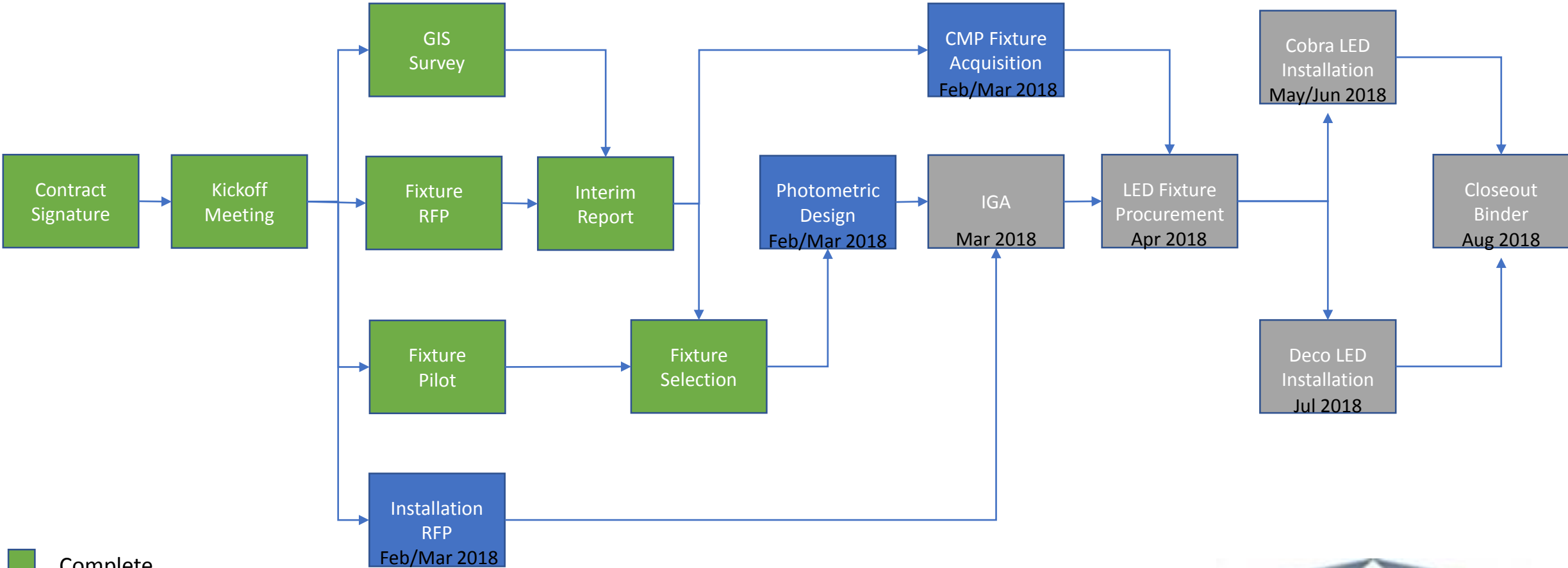
Fixture Type	Qty	Material Costs	Installation Cost	RTE fees	Total	Acquisition Costs	Total Costs	Payback Period ⁽¹⁾
Cobrahead	500	\$63,622	\$123,296	\$47,566	\$234,485	\$55,126	\$289,610	4.4
Box Tops	39	\$10,765	\$9,617	\$4,175	\$24,557	\$0	\$24,557	7.6
Post Tops	98	\$31,877	\$24,166	\$11,479	\$67,522	\$9,894	\$77,416	5.6
Downlights	39	\$38,985	\$9,617	\$9,955	\$58,557	\$0	\$58,557	20.5
New Cobrahead Luminaires	33	\$4,212	\$16,800	\$4,304	\$25,315	\$0	\$25,315	N/A
ALL	709	\$149,461	\$183,497	\$77,478	\$410,435	\$65,020	\$475,455	N/A
<i>ALL (excluding New Lights)</i>	676	\$145,249	\$166,697	\$73,175	\$385,120	\$65,020	\$450,140	5.2

Expected Savings Cont.



RealTerm Energy– Project Flow Chart

Date: 14 February 2018



- Complete
- In Progress
- Not Started



Fixture Selection



Fixture Selection Cont.

3.2. Site Specific Luminaire Replacements

Type	Qty	Replacement	Before	After
Cobraheads				
Cobrahead	499	Acuity ATBS		
Cobrahead	1	Acuity ATBM		
Cobrahead	33	Acuity ATBS	New Luminaire	

Box Tops				
Box Tops	30	Acuity ATB0		
Floodlight	9	Acuity ACPOLED		

Next Steps

- Acquisition process with the utility throughout March
- LED fixtures procured through RealTerm Energy in April
- Cobra head Installations April-July
- Decorative Installations July