NEEP LED Street Lighting Webinar Q&A

December 4, 2017

Q: Did any of the municipalities that you worked with receive any type of pushback when it came to converting to LEDs?

- A: For the most part, municipalities were enthusiastic about their projects, but we did experience some pushback. As Patrick mentioned, streetlight conversion projects are a big decision - and one that municipalities have to live with for 20 years or more. Some of the ways we experienced pushback:
    - Color temperature - some municipalities were concerned about color temperature. We specified 4000K for cobraheads in our RFP, but the ESCO also offered a 3000K solution through the program to alleviate concerns. This was simplified by the fact that the cost for the 3000K was the same as the cost for the 4000K cobraheads. A handful of municipalities went with this option for their entire systems.
    - 10 municipalities that were originally in our RFP did not proceed with a contract. Some of these municipalities were uncomfortable with the idea of having an ESCO convert their entire streetlight system at once, so they opted for slowly converting their system over a number of years on their own. Other municipalities in this group of 10 had relatively longer paybacks due to the percentage of decorative fixtures included in their systems (as these are more expensive to retrofit), and so decided to wait to complete the project until they could access other sources of funding to offset some of the costs. Some municipalities felt that they could achieve a better payback by doing this on their own without the additional cost associated with an ESCO "service cost," though once they realized what went into that cost (audit, design, procurement, rebate, billing, M&V), they understood that it was justified.

Q: Did the issue of "historical" street lights ever come up? It has been an issue in some neighborhoods in Boston and I'm curious how it was dealt with, if at all, in your region?

- A: I think we call these decorative fixtures in our region, though not all of them are historical - these are the pedestrian scale ornamental lights that you typically find in main street, walkable areas of municipalities. Nearly all municipalities had some quantity of a decorative streetlights in their systems, and we retrofitted or converted 4,800 of them through the program. There were a variety of styles included in this 4,800, so this was one of the more challenging aspects of the project. Because we did not know the type and quantity of decorative fixtures installed when we developed the RFP, we couldn't include a specification for this equipment in the RFP. However, once the ESCO had completed the "field audit' of the system and we had an accurate inventory of the decorative style fixtures, the ESCO worked one-on-one with each community to identify the retrofit or conversion option - in some cases "retrofit kits" were proposed, and in some cases new decorative conversions were proposed. Across the program, the ESCO was able to offer some standard conversion and retrofit kit options for decoratives, but in some cases manufacturer-specific solutions that were specific to each municipality were proposed. In almost all cases, the ESCO offered a trial installation of decorative fixtures, which was essential due to the high relative cost of decorative fixtures and how important the quality of lighting is for these main street areas (you really want to be sure before buying these). Before the ESCO finalized solutions on decoratives, our technical consultant, KLS, reviewed their proposed

solutions to make sure that they met similar efficiency and performance standards that we had required for the cobrahead equipment in the RFP.