



# Hyattsville, MD Streetlighting Options

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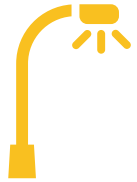
February 19<sup>th</sup>, 2024



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*Energy Advisor*

# Who is Tanko Lighting?

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**Sole Focus  
Municipal Streetlighting  
Consultant**



**879,000+ Streetlights  
In Contract**



**523,000+ Streetlight  
Acquisitions**



**80,000+ Fixtures  
Maintained**



**250+ Projects  
Nationwide**

# Streetlighting Importance & Issues Facing Municipal Leaders



- **Critical Piece of City Infrastructure**
- **Public Safety Concerns**
- **High Costs**



# Streetlighting Issues Facing Hyattsville

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- Reporting and billing errors
- Extremely slow LED conversion from Pepco
- Cookie cutter 1:1 LED replacement with low quality fixtures





## Feasibility Study Options

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- Tanko Lighting completed a study in October 2023
- Compared 4 Options
  - Option 1 – Acquisition of streetlight system + LED conversion
  - Option 2 – Utility-Sponsored LED Conversion
  - Option 3 – LED conversion with Tanko, no acquisition
  - Option 4 – Status quo, no change



# Feasibility Study Results

		Existing Energy and Maintenance Cost (Option 4**)	New Energy and Maintenance Cost	Savings	% Savings
Option 1	Annual Energy + Maintenance	\$223,813	\$69,052	\$154,761	82%
	20-Year Energy + Maintenance	\$4,928,152	\$1,898,676	\$3,029,476	69%***
Option 2	Annual Energy + Maintenance	\$223,979	\$65,081	\$158,898	71%
	20-Year Energy + Maintenance	\$4,931,794	\$1,433,014	\$3,498,780	71%
Option 3	Annual Energy + Maintenance	\$223,979	\$57,234	\$166,745	74%
	20-Year Energy + Maintenance	\$4,931,794	\$1,260,237	\$3,671,556	74%



## Tanko Recommendation – Option 3

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- **Advantages:**
  - **Highest return amongst the 3 options, \$3.7m over 20 years**
  - **Unique system design**
  - **Unique fixture selection based on City needs**
  - **Total LED conversion in one project**
  - **Reconciled data for billing purposes**

# Tariff Change | Cost Reduction Per-Fixture



Current  
Monthly Cost

**\$7.57**

(100w HPS)

Rate Change



New  
Monthly Cost

**\$1.61**

(35w LED)

# Financial Analysis | Option 3 – Tanko LED Conversion, No Acquisition



## Project Overview

<b>Total Cost</b> <i>(Ownership + Conversion)</i>	\$552,582
<b>20 Year Savings</b>	<b>\$3,671,556</b>
<b>Payback Period</b> <i>(Energy Savings Only)</i>	3.28 years
<b>Payback Period</b> <i>(Energy + Maintenance Savings)</i>	3.28 years

Year 1 Analysis	Existing	New	Savings
Energy Usage [kWh]	970,393	302,127	668,266
Utility Bill Cost	\$223,979	\$57,234	\$166,745
Maintenance Cost	Included in current Utility Bill Costs		N/A
Total	<b>\$223,979</b>	<b>\$57,234</b>	<b>\$166,745</b>



## Tanko Process & Timeline

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- Negotiate with Pepco
  - Complete an investment grade audit of all streetlights in the City
  - Work on design of the system with the City
  - Oversee and manage bidding process of materials and labor
  - Manage LED installation
  - Final punch List
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- Estimated project completion time: <1yr

## Next Step

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**Enter into contract with  
Tanko Lighting**

# Additional Questions?

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