



# Palm Bay, FL Streetlighting Options

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Presentation to City Council  
August 13, 2024



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*Chief Executive Officer*

# Who is Tanko Lighting?

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**Sole Focus  
Municipal Streetlighting  
Consultant**



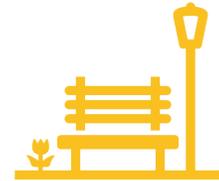
**901,000+ Streetlights  
In Contract**



**523,000+ Streetlight  
Acquisitions**



**73,000+ Fixtures  
Maintained**



**260+ Projects  
Nationwide**

# Streetlighting Importance & Issues Facing Municipal Leaders



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

# Streetlighting Issues Facing Palm Bay



- **High costs**
- **Lack of control over lighting design**
- **Inability to utilize Smart City technologies**
- **Control of right-of-way**



# Feasibility Analysis Methodology

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**Inventory**



**Rate**



**Ownership**



**LED Conversion**



**Maintenance**

# Options



## Option 1

Ownership Transfer from FPL to City, LED Conversion, and Ongoing Maintenance

## Option 2

Status Quo (No Action)

# Comparison of Costs and Savings for Options 1 & 2



		Existing Energy and Maintenance Cost (Option 2**)	New Energy and Maintenance Cost	Savings	% Savings
Option 1	Annual Energy + Maintenance	\$775,749	\$149,698	\$626,051	81%
	20-Year Energy + Maintenance	\$17,081,219	\$4,495,712	\$12,585,507	74%***

# Recommendation



## Option 1 Ownership Transfer from FPL to City, LED Conversion (Decos) & Ongoing Maintenance



**\$626,051**  
annual  
savings



**81% annual**  
cost savings



**\$12,585,507**  
savings over  
the next 20  
years

# Tariff Change | Cost Reduction Per-Fixture



Current  
Monthly Cost

**\$9.26**

*(28 Watt LED flat  
rate)*

Ownership Change



New  
Monthly Cost

**\$0.72**

*(28 Watt LED)*

# Financial Analysis | Option1 – Acquisition, LED Conversion, Maintenance



## Project Overview

<b>Total Cost</b> ( <i>Ownership + Conversion</i> )	\$4,231,580
<b>20 Year Savings</b>	<b>\$12,585,507</b>
<b>Payback Period</b> ( <i>Energy Savings Only</i> )	5.7 years
<b>Payback Period</b> ( <i>Energy + Maintenance Savings</i> )	6.56 years

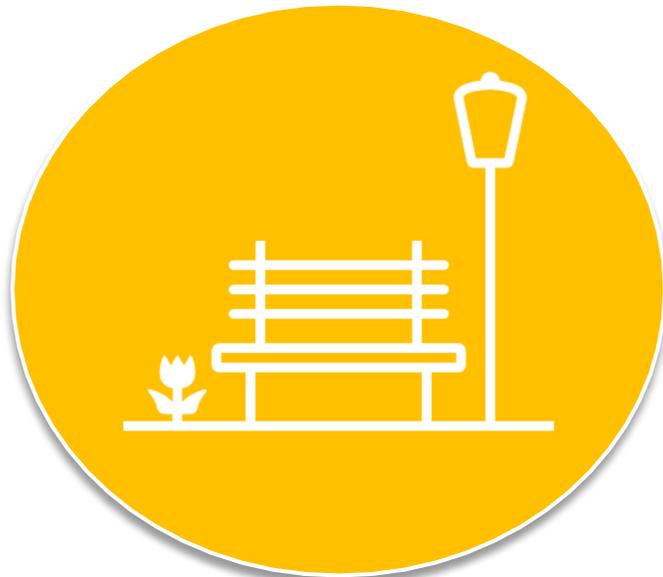
Year 1 Analysis	Existing	New	Savings
Energy Usage [kWh]	702,564	686,168	16,396
Utility Bill Cost	\$775,749	\$51,394	\$724,355
Maintenance Cost	<i>Included in current Utility Bill Costs</i>	\$98,304	(\$98,304)
<b>Total</b>	<b>\$775,749</b>	<b>\$149,698</b>	<b>\$626,051</b>

# Next Step

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## Route A



**Audit and Data  
Reconciliation**

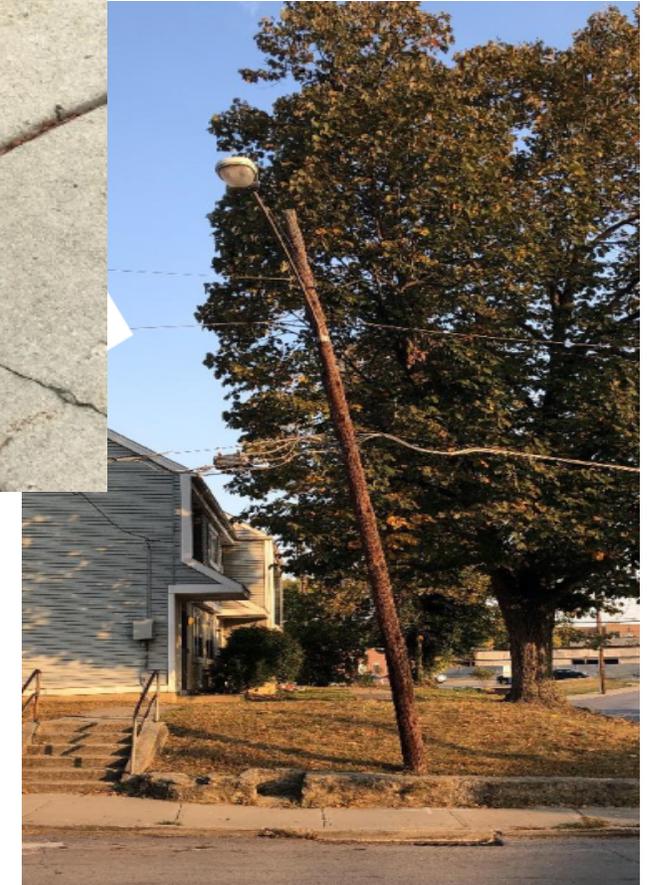
**Pick one or the  
other or do both!**

## Route B

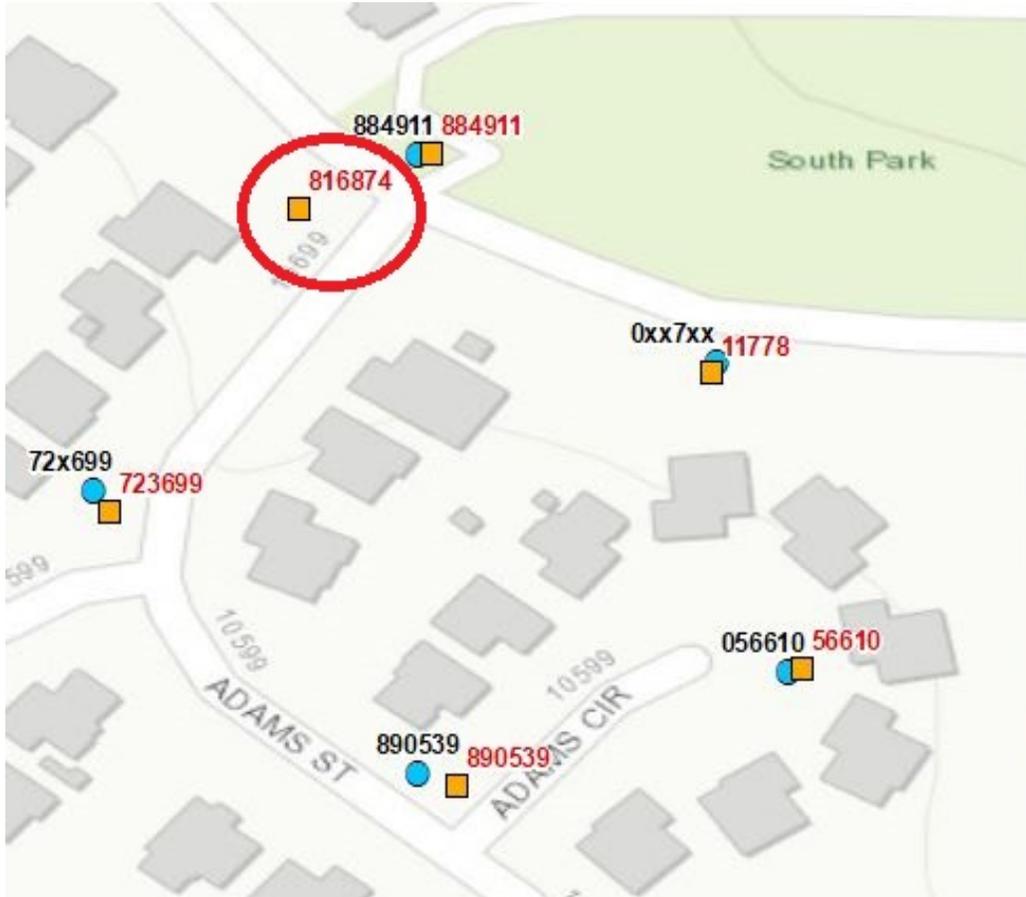


**Negotiations**

# Route A: Audit and Data Reconciliation



# Route A: Audit and Data Reconciliation (Continued)



## Route B: Negotiations

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### Next Step:

- **Exploratory negotiation meeting with the utility**

# Benefits of Ownership

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**Reduced  
Costs**



**Smart  
Cities**



**Improved  
Lighting Levels**



**100% Fully  
Outsourced**



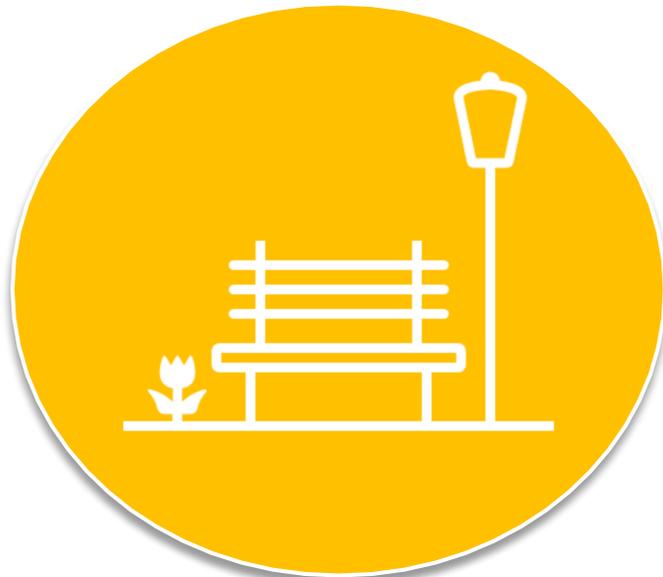
**Guaranteed  
Response Times**

# Next Step

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## Route A



**Audit and Data  
Reconciliation**

**Pick one or the  
other or do both!**

## Route B



**Negotiations**

# Additional Questions?

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# Types of Acquisition & Tanko Experience

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