



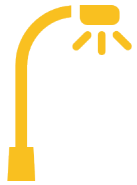
Palm Bay, FL Streetlighting Options

Presentation to City Council
August 13, 2024



Jason Tanko
Chief Executive Officer

Who is Tanko Lighting?



**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



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



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

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

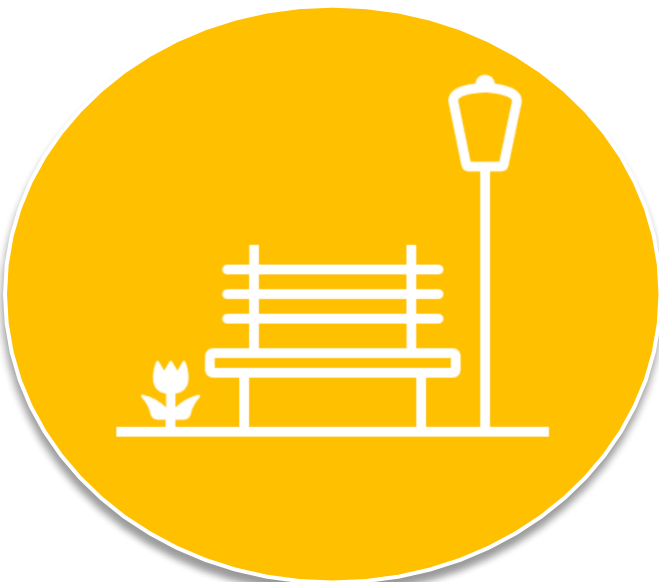
Year 1 Analysis

	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)
Total	\$775,749	\$149,698	\$626,051

Next Step



Route A



**Audit and Data
Reconciliation**

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

Route B

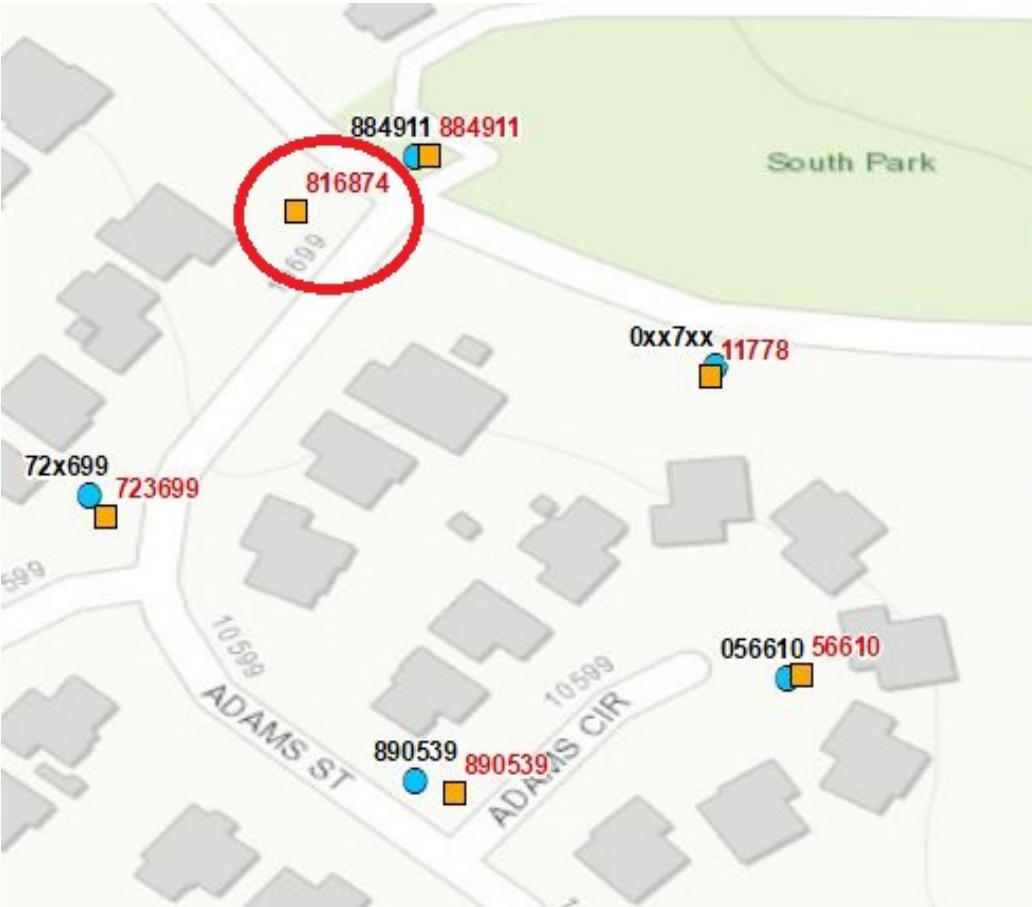


Negotiations

Route A: Audit and Data Reconciliation



Route A: Audit and Data Reconciliation (Continued)



Route B: Negotiations



Next Step:

- **Exploratory negotiation meeting with the utility**

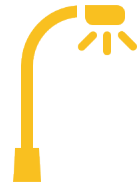
Benefits of Ownership



**Reduced
Costs**



**Smart
Cities**



**Improved
Lighting Levels**



**100% Fully
Outsourced**

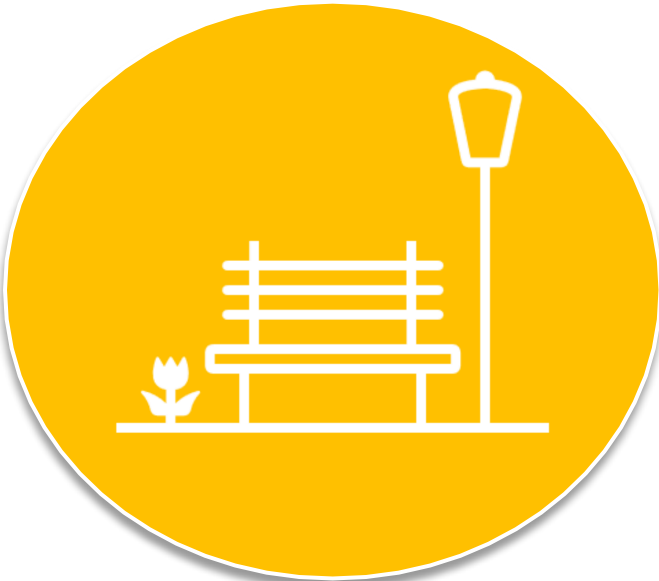


**Guaranteed
Response Times**

Next Step



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



Negotiations



Legislation



Eminent
Domain