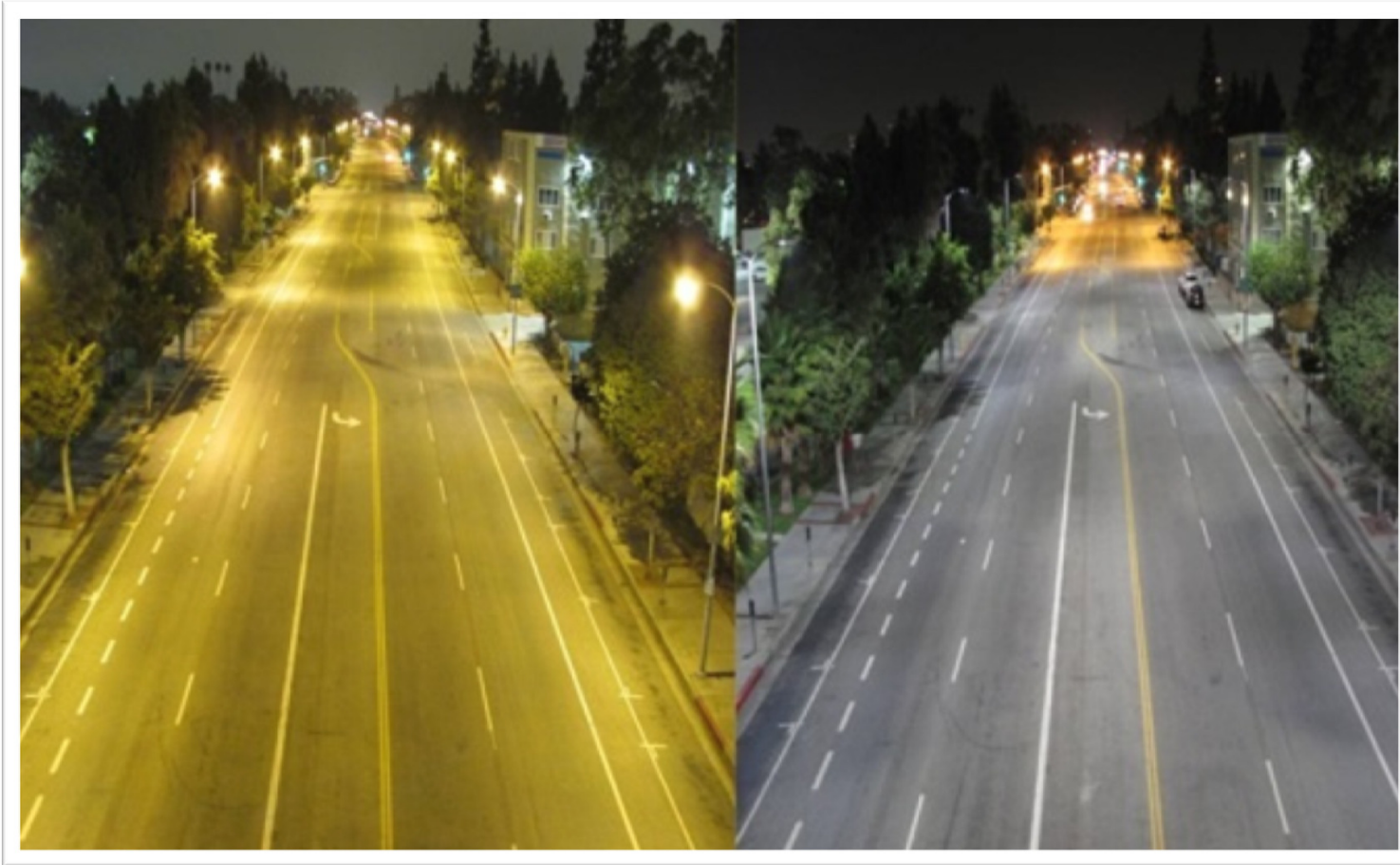


**IF IT'S SUCH A NO-BRAINER TO "GREEN-LIGHT" LEDS,
WHY ARE YOURS STILL ORANGE?**

Michelle Hjort
RealTerm Energy

33 Mortimer Ave., Toronto, Ontario, Canada, M4K 1Z9
800 Stuart Graham Blvd., Suite 315, Dorval, Quebec, H4Y1J6
michellehjort@realtermenergy.com



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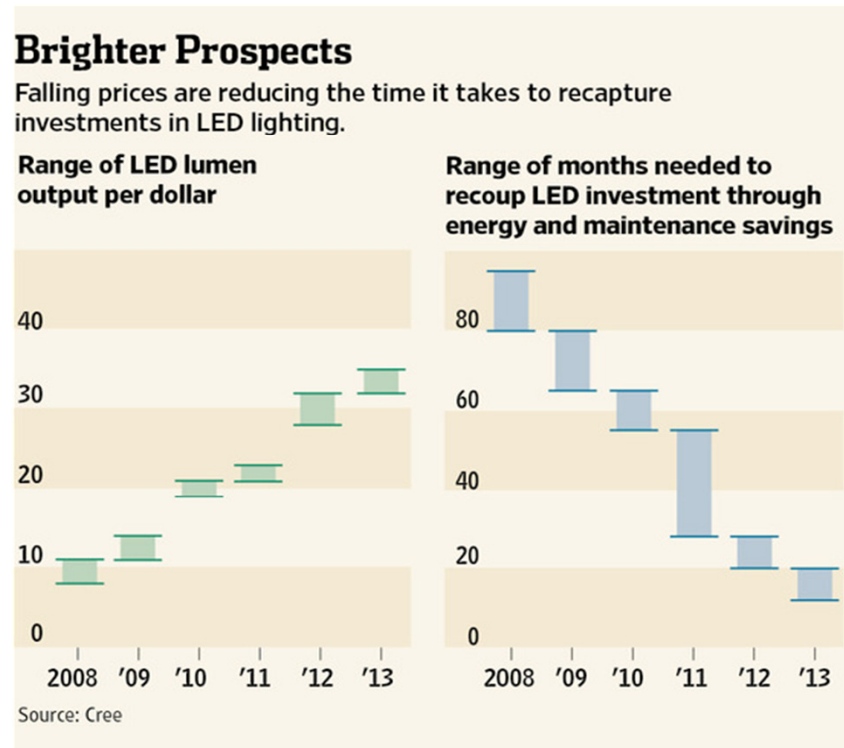
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Some Barriers

- Advancing tech; dropping prices
- Procuring a good product
- Utility billing
- Lack of internal resources to prepare, procure, evaluate, implement a conversion
- Shortage of financing



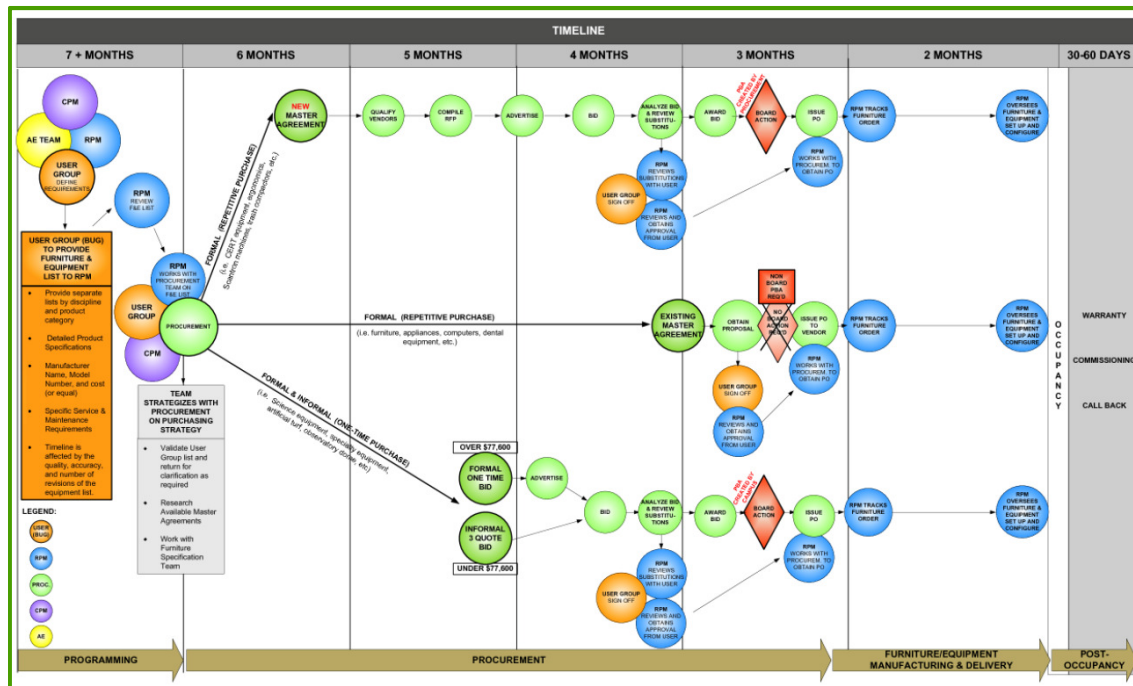
LED tech is advancing rapidly and prices are dropping – is it prudent to wait?



Opportunity Cost of Waiting

OPPORTUNITY COST		
Foregone Energy/Maintenance Saving (12 months)		\$138,593
LED Luminaire Cost (today)	\$864,577	
Hypothetical Price Reduction (10%)		<u>\$(86,458)</u>
Opportunity Cost of Waiting (12months)		\$52,136

Challenge of procuring a good product (many inferior products exist)





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Procurement Resources

- Canadian LED Outdoor Lighting Consortium: <http://www.lightsavers.ca/procurement.php>
- U.S. DOE Municipal Solid State Lighting Consortium: <http://www1.eere.energy.gov/buildings/ssl/index.html>
- SSL-Net: (Canadian Solid State Lighting Network) <http://sslnet.ca>
- Lighting Facts website: <http://www.lightingfacts.com/default.aspx?cp=content/products>
- DesignLights Consortium (DLC): http://designlights.org/solidstate.about.QualifiedProductsList_Publicv2.php

Lack of internal resources to prepare, procure, evaluate and implement a conversion



Will I really see savings on my streetlight bill or will my utility compensate by raising fees elsewhere on my bill?

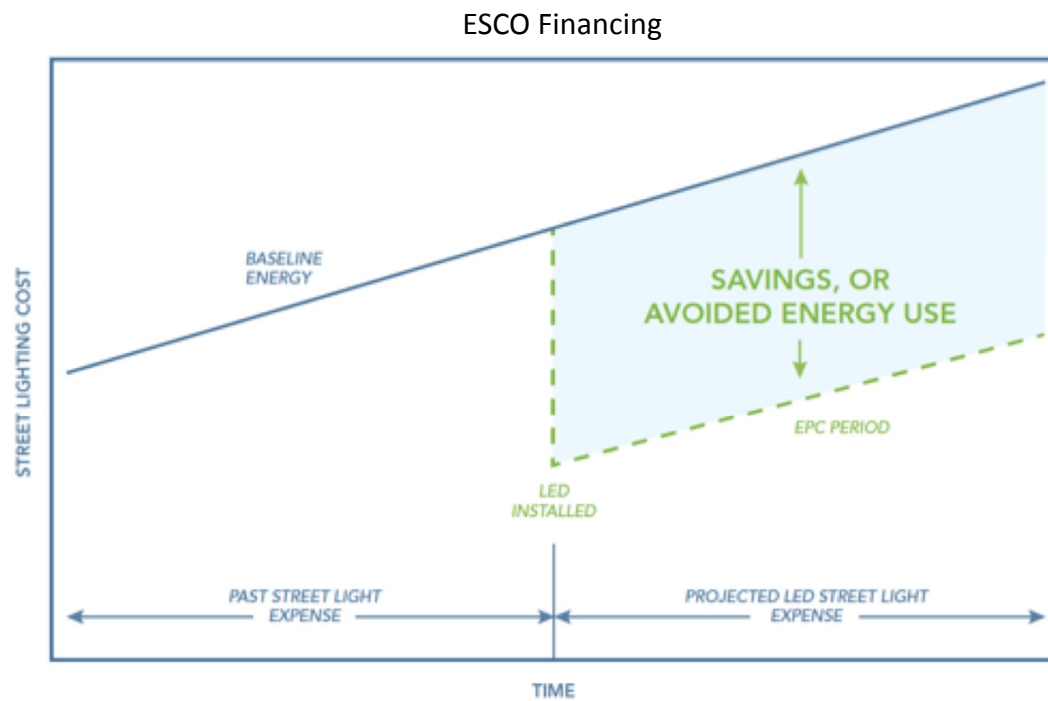
Estimated DVR Impact	
Calculations based on ~500 fixtures	
Estimated Annual Load Profile	4320 hours
Annual Unadjusted Consumption (Pre-Retrofit)	500,000 kWh
Annual Unadjusted Consumption (Post-Retrofit)	200,000 kWh
Energy Savings	60%

Municipality	Projected Energy Cost- Baseline (Pre-Retrofit)	Projected Energy Cost (Post-Retrofit)	Cost Savings from Baseline	Estimated Future Energy Costs (After Retrofit and OEB Hearing ~5 years)	Cost Savings from Baseline
Waterloo	\$ 69,465.00	\$ 36,450.00	48%	\$ 32,805.00	53%
Cambridge & North Dumfries	\$ 89,842.00	\$ 54,999.00	39%	\$ 49,337.00	45%
Kitchener-Wilmot	\$ 67,990.00	\$ 34,878.00	49%	\$ 33,696.00	50%

Shortage of financing for initial capital outlay



Financing Options



- ESCO Financing
- Government Loan
- Self-Finance



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