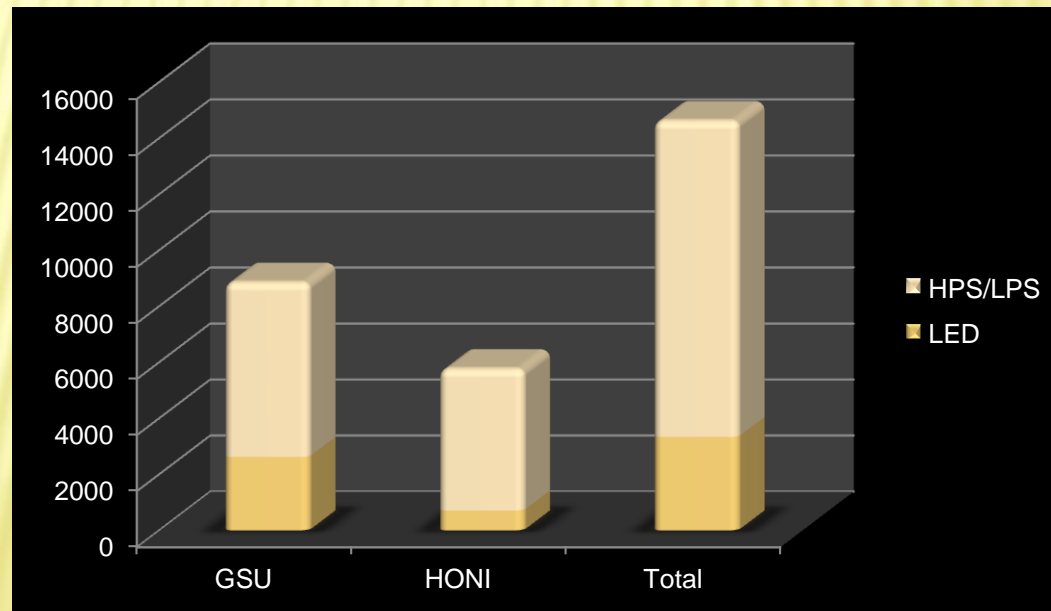




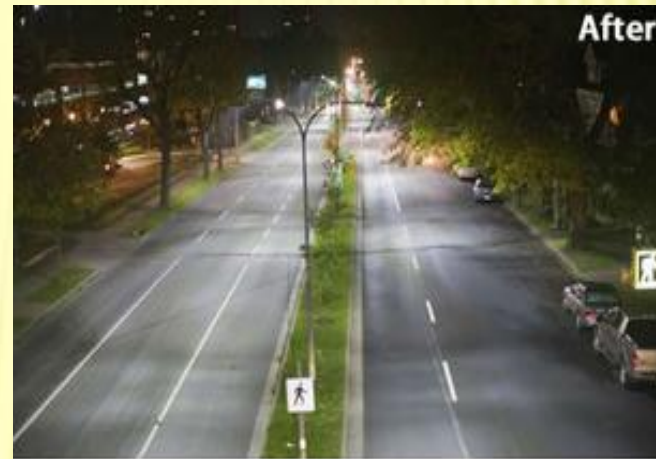
LED STREETLIGHT CONVERSION

CURRENT SITUATION

- Energy providers: G.S.U. and Hydro One
 - Fixed and variable rate cost structure
- LED spot improvements and 2012 conversion program



OPPORTUNITY



- Rebate –per fixture converted in 2015
- Multi-year, multi-phase program
- Operational savings in excess of the capital cost within the useful life

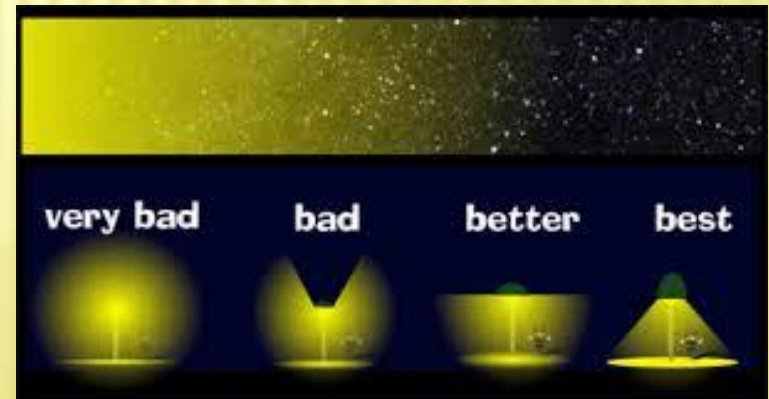
RISKS & REWARDS

Risks

- Fixed costs of hydro increase relative to variable
- Useful life is less than 20 years
- Timelines and budget

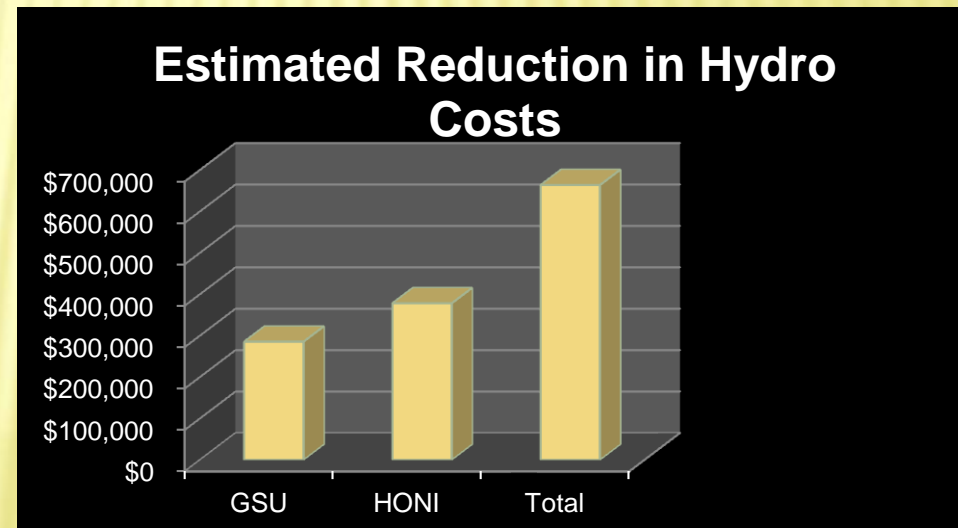
Rewards

- Reduce energy consumption by 37%-60%
- Reduced maintenance costs
- Reduction in greenhouse gases and reduced light pollution as a result of more direct lighting



FINANCIAL

- Payback on \$8M is approximately 9 years after rebate (hydro savings only).
- Project subject to a positive business case
- Estimated hydro savings approx. \$660k
- Funding over 3 years from Reserve
- Reserve to be paid back with savings



NEXT STEPS

- RFP for Design / Supply / Installation
- Design of Lighting Retrofits
- Business Case Analysis
- Construction and Installation
- Regular Updates to Committee / Council

QUESTIONS?