

Municipal Streetlight Acquisition Landscape

City of Redondo Beach, CA

Jason Tanko | CEO
(415) 254-7579
jason@tankolighting.com



TankoLighting

Who is Tanko Lighting?



Sole Focus on
Municipal Streetlighting



581,935 Streetlights
Converted



323,651 Streetlight
Acquisitions



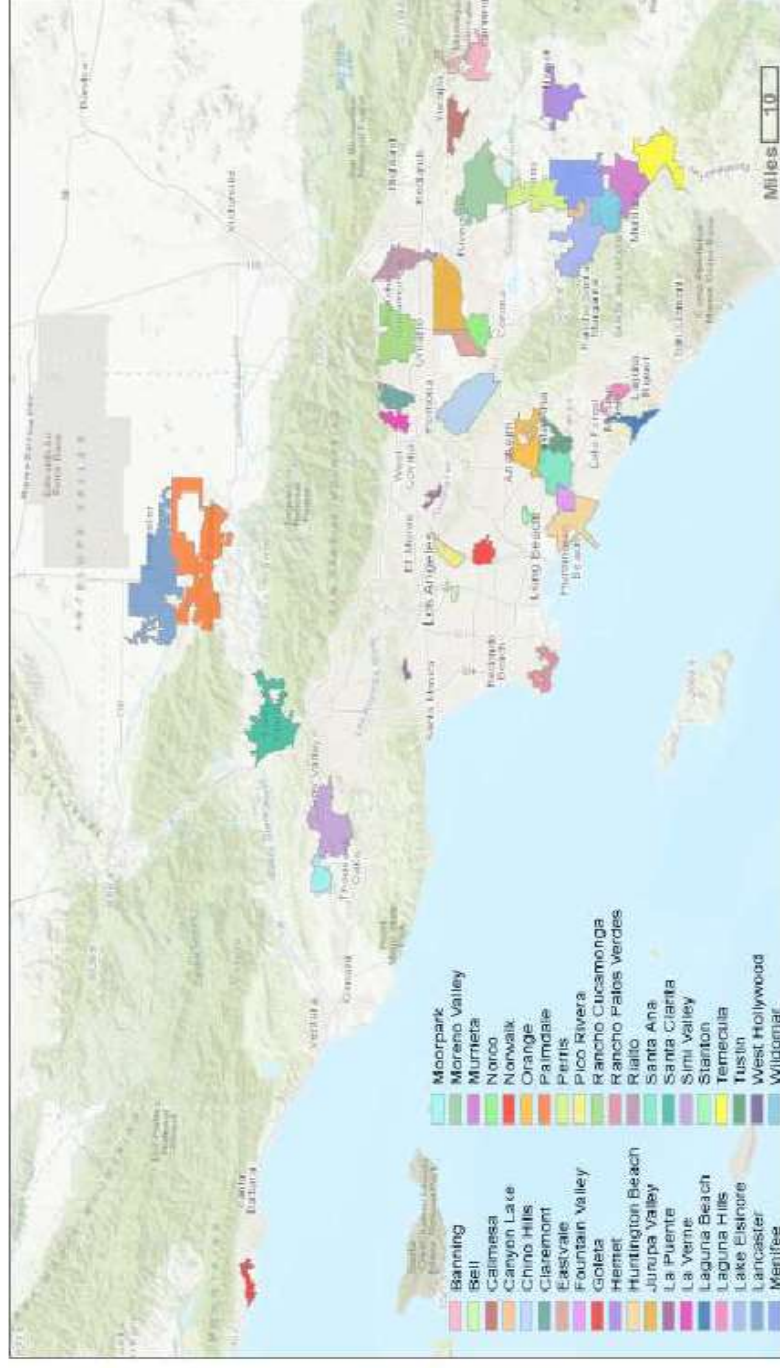
79,000 + Fixtures
Maintained



175 + Projects
Nationwide



40 Cities that Purchased SCE Streetlights



Financial Analysis Assumptions: LED Conversion of SCE-Owned Lights



- Fixture Quantity: 3,180
- Fixture Type: Distribution & Stand-Alone Cobra Heads
- Buyout/Pole: ~\$500/pole (large over-estimation)
- New Maintenance Costs: \$6,360/month
- Tariff Rate: LS-2



Financial Analysis: LED Conversion of SCE-Owned Lights



Summary of Financial Analysis - Redondo Beach, CA

May 20, 2021

Pricing valid until July 19, 2021

Project Overview

Total Cost (Ownership + Conversion)	\$2,711,983
20 Year Savings	\$7,207,369
Payback Period (Energy Savings Only)	7.04 years
Payback Period (Energy + Maintenance Savings)	8.5 years

Project Costs

Ownership Cost (estimated cost to purchase the streetlights from the utility)	\$1,590,000
LED Conversion Cost (estimated costs for turnkey services, including labor/material)	\$1,121,983
Rebate Incentive	Not Applicable
Additional Rebates/Grants	\$0
Net Project Cost (Rebate included)	\$2,711,983

Year 1 Analysis	Existing	New	Savings
Energy Usage [kWh]	1,665,174	513,496	1,151,678
Energy Usage Cost	\$613,560	\$167,622	\$445,938
Maintenance Cost	Included in current energy costs	\$76,320	(\$76,320)
Total	\$613,560	\$243,942	\$369,618



Municipal Stand-Alone & Distribution Streetlight System Purchases from Utilities in CA



(General) Post-Audit Acquisition Process in California



Steps to Streetlight Ownership in CA

Phase 1: Secure Savings

1.	Municipality sends Notice of Appraisal to utility and completes system valuation to determine the purchase price.	2.	Council passes resolution to pursue purchase and offer is made to utility. <i>Council Action</i>	3.	Municipality sends utility Notice of Intent to Adopt Resolution of Necessity.	4.	Council hearing on Resolution of Necessity. <i>Council Action</i>	5.	Municipality files for ownership in Superior Court, pays deposit, and serves notice to utility.	6.	Court accepts and awards possession of streetlights to Municipality.	7.	Municipality submits rate change form to utility, resulting in utility bill savings. <i>Shift to LS-2 Rate = Savings on Utility Bill</i>
-----------	---	-----------	---	-----------	---	-----------	--	-----------	---	-----------	--	-----------	---

(Approximately 4-6 months)

Phase 2: Finalize Ownership

8.	Utility files CPUC Advice documentation.	9.	CPUC approves Advice documentation.	10.	Municipality is awarded ownership by Court, and makes final purchase payment to utility.
-----------	--	-----------	-------------------------------------	------------	--

Supported by 50+ court cases & CA State Law



Excerpt from SCE CPUC Advice Letter for Pico Rivera, CA



“The City could seek to acquire the Facilities through an eminent domain action.” (Page 2)

Randolph, Edward. “Proposed Sale and Conveyance of Certain SCE Street Light Facilities to the City of Pico Rivera – Request for Approval Under Section 851.” Received by Russel G. Worden, 15 August 2018.



Standard Turn-Key Ownership Project Process



Thank You!

