



2nd Quarter Steering Committee Conference Call
11 am to 12:15 pm – Wednesday, June 14, 2017
Please dial: (641) 715-0632 code: 549 378#
NOTES & RECAP

Municipalities from 7 counties were represented: Dutchess, Greene, Orange, Rockland, Sullivan, Ulster and Westchester.

Attendees:

Jeff Allison, Bethel (Sullivan); Kathy Canzian, Esopus (Ulster); Barry Cheney, Warwick (Village)(Orange); Doreen Davis, Catskill (Greene); Denis Collet, Red Hook (Dutchess); Chris Cunningham, Bethel (Sullivan); Andrew Goodwillie, South Nyack (Rockland); Tom Konrad, Marbletown (Ulster); Julie Noble, Kingston (Ulster); Danielle Riou/ Tivoli (Dutchess); Ariel Spira-Cohen, Pelham (Westchester); Kevin Winn, Bedford (Westchester); Kate Schmidt, Orange County Planning Dept.; George Woodbury, Nina Orville, Jen Metzger and Pat Courtney-Strong, MHSC.

1. Municipal updates:

Four communities have had or are awaiting utility billings audits, to verify their inventory and correct over- or under-charges.

Bethel and South Nyack are continuing their research and intend to purchase their street lights.

Kingston has purchased its street lights and is benefiting from lower monthly costs.

Village of Warwick is weighing several Orange & Rockland proposals, including one to convert 2% of its street light inventory each year.

Esopus Town Board has voted to work with the Mid-Hudson Street Light Consortium and plans to opt into the Turnkey Request for Proposals.

Red Hook and Tivoli were disappointed to receive an estimated purchase price from Central Hudson that represents a 30% increase over the per-unit price paid by Kingston.

Jen Metzger suggested the likely explanation for an increase in price is that Central Hudson converted a significant number of its street lights to LEDs without charging the stranded costs of the existing lights it was replacing (as required by the PSC,) and now those stranded costs, plus the value of the new LEDs, are reflected in the utility's total net book value (NBV) for its entire inventory of streetlights. MHSC is seeking to acquire information from the company to evaluate whether such a significant increase (30%) is justified.



It's important to note that even with a 30% increase, the average payback period is only extended by about six months because of the enormous savings that result from taking ownership of the street light system. Once the initial investment is paid off, street lighting costs would be reduced by about 80% on average, based on MHSC's economic assessment.

Bedford is in the process of purchasing its lights from NYSEG. The Town was awarded a Clean Energy Communities grant of \$250,000, for demonstrating its accomplishment of 4 of the 10 High Impact Actions. They expect to begin street light installation in 2nd quarter 2018. They are researching procurement strategies.

Rosendale is pursuing a Municipal Lease Purchase. It will be structure to provide savings in Year 1.

2. Template letter to request purchase price

Please see attached (this is a slightly revised version from 6/14/17). There is optional wording to allow MHSC to receive utility information re your municipality.

3. Aggregated LED street light procurement/installation/maintenance Requests for Proposals (RFPs)

The RFPs are under review by NYSERDA, New York State Conference of Mayors (NYCOM) and private counsel. We anticipate they should be ready by mid-summer. They will take the "best value" approach vs. the lowest responsive and responsible bidder. The Community Managed RFP will be appropriate for smaller communities with fewer than 400 street lights. The Turnkey approach will be for communities that prefer to have one contractor manage their entire project and are willing to pay for project management services. The RFPs will have a small number of named "participants" and then other munis will be able to join in as "piggybackers," for a period of up to 12 months.

4. Draft municipal resolution of support for comment

Thank you to Sullivan County and Town of Marbletown for providing examples of resolutions they have passed or plan to pass. Other municipalities are encouraged to do the same; it's helpful to NYSERDA to see the support.

5. New U.S. Dept of Energy reports in response to American Medical Association blue light report

Please see www.nystreetlights.org.

Next meeting will be in 3rd quarter 2017, this fall, date TBD.



Mid-Hudson **Streetlight**
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