



Florida Recreation and Park Association

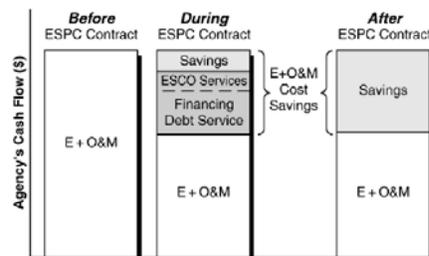
How to Upgrade Your Sports Lighting without Breaking the Bank

2012 Annual Conference



Energy Performance Contracting

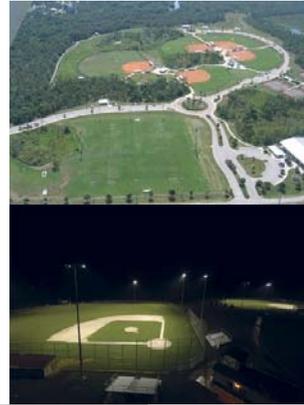
- Energy Performance Contract:
 - Project Development
 - Savings Guarantee
 - Lease Financing
 - Construction Management
 - Savings Measurement and Verification
- How Does it Work?
 - Financing and services paid from savings



Martin County Sports Lighting Project Overview



- Sports Lighting for 19 Parks
 - Light Levels Increased
 - 32% Less Fixtures
 - 25 year warranty
- Perimeter security lighting at Holt Correctional
- Site Lighting for Big Mound and South County Park
- Maintenance of Sports Lighting is included
- \$8,318,628 Project Cost
- \$263,083 Guaranteed Energy Savings



Sustainability



- “Green” solution
- Reduced light pollution
 - Protects the night sky
 - Reduces light trespass
- Guaranteed Energy Savings
- Energy conservation metrics:
 - Removes 2,188,174 pounds of atmospheric Carbon Dioxide per year
 - Equivalent to:
 - Annual emissions of 190 passenger vehicles
 - Annual emissions of 111,674 gallons of gasoline
 - Carbon sequestered annually by 212 acres of pine forest



Environmental Benefits



- Recycling
 - All metals and cardboard sent to Martin County Solid Waste for recycling
 - 60 tons of metals recycled
 - 1 ton of cardboard recycled
 - 250 tons of concrete poles donated and delivered to the Artificial Reef program
 - 98% of all byproducts were recycled
- Osprey Nests
 - Relocated Three Osprey Nests
 - Assisted by Fish & Wildlife Commission



Warranty Benefits



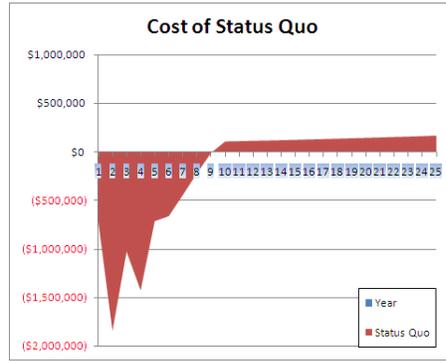
- Project includes maintenance of sports lighting by Musco
 - 25 years parts and labor warranty
 - Includes fixtures, aiming, ballasts, contactors, and Control Link
 - Including wiring harnesses on existing poles to be reused
- Guaranteed light levels per IESNA standard
- Lamp replacement is included for individual failures and group relamp based on a 5,000 hour interval
- Hurricane survivability



Cost of Status Quo



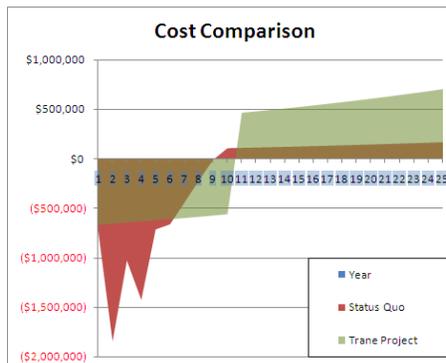
- Most Expensive Option
 - Lifecycle cost is \$4,278,560 more than Trane Project
- \$6,875,000 capital required
- One park per year for 9 years
- Does not leverage energy or maintenance savings
- County at risk for repairs and maintenance costs
- Unfunded additional costs



Cost Comparison



- Trane Project is Best Option
- 19 parks included
- Maximizes energy and maintenance savings
- Has a guaranteed outcome
- Maintenance is included
- Lifecycle cost is optimal
- **Saves \$4,278,560 versus cost of status quo**



Financial Summary



- Performance Contract
 - 25 Year complete solution funded by 10 year lease
 - Saves \$5,086,644 over 25 year lifecycle versus capital budget approach
- Capital Budget Approach
 - Costs More and does not meet light levels or keep parks open
 - \$6,875,000 CIP Required for 9 parks
 - Currently not in Capital Improvement Program
 - Does not address other parks
 - 25 Year Maintenance cost by Martin County

Sports Lighting Year 1 Results



- Project completed on time and budget with no change orders
- Year 1 Savings Results
 - Year 1 - Guaranteed Energy Savings = \$263,083
 - Installation Period Actual Savings = \$198,805
 - Year 1 - Actual Energy Savings = \$276,121
 - Year 1 - Excess Energy Savings = \$13,039
 - Total Excess Savings To Date = \$211,845