



January 11, 2020

City of Rochester Hills
1000 Rochester Hills Dr.
Rochester Hills, Mi 48309
Attn: Allan Schneck

Re: City of Rochester Hills - DTE LED Streetlight Conversion

Based on your request, I have attached a cost estimate for the proposed 2022 streetlight conversion project. The total light count is 304 streetlights and reflects the following descriptions:

Overhead Fed Streetlights on Wood Poles:

- 1 - 175w Mercury Vapor to 1 - 58w LED
- 25 - 100w HPS to 25 - 58w LED
- 32 - 250w HPS to 32 - 136w LED
- 1 - 400w HPS to 1 - 238w LED

Underground Fed Streetlights on Fiberglass or Metal Posts:

- 20 - 100w HPS to 20 - 58w LED
- 36 - 250w HPS to 36 - 136w LED

Decorative Underground Fed Streetlights

- 40 - 100w HPS to 40 - 72w LED (Colonial style)
- 149 - 100w HPS to 149 - 39w LED (Acorn style)

Below please find the estimate breakdown for this project. The costs are based on the Option 1 Municipal Street Light rate - DTE Energy owned and maintained. The rate requires the customer pay a portion of the construction cost. The following information outlines the street lighting installation.

Estimate Breakdown

Project Cost	\$159,814.00
Less DTE Contribution	(\$65)
Total Upfront Cost	\$159,749.00
Est. Rebate Issued After Construction	\$6,287.00
Final Cost to Convert after Rebate	\$153,462.00
Current Annual Invoice	\$96,790.20
Future Annual Invoice	\$79,095.84
Annual Savings	\$17,694.36
Payback	8.67 years

An authorized signature on the Municipal Street Lighting Purchase Agreement and the payment contribution will be our notification to begin final design and construction scheduling.

Sincerely,

Joseph Burghardt

Joseph Burghardt
Account Manager
DTE Community Lighting