



Outdoor Lighting LED Conversion Program Review

LED Benefits

- Increased Energy Efficiency
- Attractive monthly rates
- Clearer, Brighter Lighting
- Mercury-free technology
- Offers a consistent look for the town
- Longer lasting Fixtures, resulting in less maintenance



Program Start

- In 2012, Dominion Energy began piloting LED technology with local government customers
- In 2018, Dominion Energy's new LED Conversion Program started, and we began to replace all failed fixtures with the LED equivalent



Cost to Convert

- Solid State Outdoor Lighting (SSL) rates were established as well as an attractive flat rate conversion fee per light for our governmental customers to easily and proactively convert their existing HID inventory to LED
- The conversion fee depends on the existing HID fixture to be converted:

BASIC Fixtures $\$130 + \text{TERF (14.819\%)} = \text{approx. } \150 per light

PREMIUM Fixtures $\$386 + \text{TERF (14.819\%)} = \text{approx. } \445 per light

- Monthly rates for HID fixtures are based on the wattage and reference approximate lumen values, whereas monthly rates for LED streetlights are based on kilowatt hour billing tiers
- Monthly rates for LED can provide cost savings for customers compared to the equivalent HID monthly rates

Submittal Process

- To assist customers with their LED selections, we have helpful information on our website including conversion charts which show the equivalent LED to the HID light currently in the field, specification sheets for each fixture, and IES files that the customer can download as they work on their lighting plan

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- A dedicated team of Designers was formed to handle the mass conversion streetlight projects along with a centralized mailbox where information can be submitted directly to the LED Conversion Team



When your team is ready to initiate a new LED Conversion work request, please have them do the following:

- Initiate a new DJLED work request. This may be done online using e-builder or by calling the Key Account Customer Call Center # 1-866-591-0157. When speaking with the Call Center representative, please indicate that this is an LED Conversion Project.
- If you initiate your work request online, please make sure to enter the Customer Name (your Jurisdiction) in the WR Name field.
- Each work request initiated should be limited to a maximum of 50 lights. This will allow for better tracking of projects and associated material orders.
- Send an email to the LEDconversion@dominionenergy.com mailbox; reference the WR# on the Subject line and attach the following documents required to design the LED Conversion projects: A map with streetlight locations highlighted, complete with pole #'s and, a Letter of Request specifying the Jurisdiction's LED fixture choice and referencing its Stock # or LED CU code.
- Please avoid partial submittals by providing all the information listed above in the e-mail you send to the centralized mailbox.

Regional LED Update

Northwest is 75% saturated
Eastern is 37% saturated
Central is 32% saturated



Dominion Energy's territory is 49% saturated with LEDs overall

Converted 155,674 streetlights since the program began

Question & Answer

Leslie Downey, (703) 408-9043, leslie.downey@dominionenergy.com

Susan Rivera, (757) 268-4392, susan.h.rivera@dominionenergy.com

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