



City of Niagara Falls, New York

P.O. Box 69, Niagara Falls, NY 14302-0069

OFFICE OF THE MAYOR
Telephone: (716) 286-4310

May 7, 2019

National Grid
144 Kensington Avenue
Buffalo, NY 14094
Attn: Mr. Marc Gschwend, Lead Program Manager

Re: LED Outdoor Street Lighting Conversion Program

Dear Mr. Gschwend:

Thank you for your correspondence dated March 6, 2019, a copy of which is attached hereto, in which you describe an initiative to convert the existing full-service National Grid owned street lights to LEDs. Thank you also for your presentation to the City Council during its meeting on April 30, 2019 regarding this initiative.

The City of Niagara Falls hereby requests that National Grid begin moving forward on this conversion initiative. My understanding is that there are approximately 5,400 outdoor street lights involved and that you will proceed to provide an inventory list of these street lights so that final agreement may be made on the street lights that will be subject to the conversion. As described in one of your handouts, there is an initial estimate of an upfront price to be paid by the City for this conversion project of \$149,355.00 but there is an EE incentive which would be paid back to the City estimated at \$306,325.00 which results in a cost conversion credit to the City of \$156,970.06. You further described a scenario where the City may be excused from paying this upfront cost because of the incentive that exists. The City is very much interested in pursuing this option. You further estimate the annual savings following the conversion of \$166,812.66.

The City looks forward to receiving the inventory of street lights from you and the delivery of a formal conversion letter from you.

Thank you for your courtesy and attention herein.

Very truly yours,

PAUL A. DYSTER
Mayor

CHJ/lr
Enclosure



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