

## Appendix B

### Affinity LED:

#### SIMPLE PAYBACK

Net Investment	\$16,750	Payback
Annual Savings	(\$8,678)	1.93 years
Monthly Savings	(\$723)	23.2 months

#### SAVINGS, RETURN ON INVESTMENT and 10yr CAPEX IMPACT\*

	Cumulative Savings	Cumulative ROI	Cumulative CAPEX Impact (10yr)
Year 1	\$8,678	(\$8,072) -48%	CAPEX \$1,675 Profit/Loss \$7,003
Year 2	\$17,356	\$806 4%	(\$3,350) \$14,008
Year 3	\$26,034	\$9,944 58%	(\$5,025) \$21,009
Year 4	\$34,712	\$17,661 107%	(\$6,700) \$28,012
Year 5	\$43,390	\$26,339 159%	(\$8,375) \$35,014
Year 10	\$86,779	\$70,029 418%	(\$16,750) \$70,029
Year 15	\$130,168	\$119,418 677%	
Year 20	\$173,558	\$156,808 935%	

\*excludes current and future maintenance costs

Figure 1: Affinity LED ROI and payback calculation



#### Town of Henniker LED Lighting Conversion Analysis

Proposed LED Fixture Quantity	LED Purchase Cost Per Fixture	Total LED Material Cost	LED Installation Cost Per Fixture	Total GLS Purchase & Installed Cost	To Be Approved by EVERSOURCE Preliminary Incentive	Product Code	Potential Incentive
1	\$ 150.00	\$ 150.00	\$ 114.88	\$ 264.88	\$ (100.00)	90L	\$ (100.00)
1	\$ 165.00	\$ 165.00	\$ 114.88	\$ 279.88	\$ (100.00)	90L	\$ (100.00)
1	\$ 195.00	\$ 195.00	\$ 114.88	\$ 309.88	\$ (100.00)	90L	\$ (100.00)
27	\$ 198.00	\$ 5,346.00	\$ 114.88	\$ 312.88	\$ (100.00)	90L	\$ (2,700.00)
49	\$ 188.00	\$ 9,212.00	\$ 114.88	\$ 302.88	\$ (100.00)	90L	\$ (4,900.00)
		\$ 15,068.00	\$ 9,075.52	\$ 24,143.52			\$ (7,900.00)
avg				avg			
\$ 190.73			\$ 305.61				
Anticipated EVERSOURCE INCENTIVE					\$ (7,900.00)		
Final Project Cost					\$ 16,243.52		
ROI					1.89 years		
					22.65 months		

\*Figure 2 Green LED ROI and payback calculation

The Town of Henniker, NH spent \$19,210.82 and used 76,798 kWh of electricity operating the targeted municipal street lights last year. By installing LED lights an annual savings of \$10,603.94 could be achieved. This GLS proposal shows with an initial investment of \$16,243.52 the payback period would be 1.89 years. The 20-year cumulative Return on Investment (ROI) would be \$200,440.60.

\*(note: Green LED incorrectly used the Annual Operating cost, \$10,603.94 as the annual savings. Appendix A annual savings is \$8,606.88)

### Summary of Project Cost, Incentive Rebates

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Total Equipment Cost	\$16,380.75
Total Installation Cost	\$ 3,555
LED Lighting Equipment & Installation Total Cost	\$19,935.75
Certified Recycling: lamps, capacitors, transformers	\$ 300
<u>Total Project Cost</u>	<u>\$20,235.75</u>
<u>Total Eversource Rebate Paid Directly to Efficient LED Lighting Systems</u>	<u>\$ 7,900</u>
<u>Total Cost to Town of Henniker After Rebate Payment to Efficient LED Lighting Systems</u>	<u>\$12,335.75</u>

Figure 3 Efficient LED Project cost no ROI or payback calculation

\*\* Efficient LED failed to provide sufficient data to perform ROI and payback calculations as required in Henniker Streetlight Conversion RFP 2018-05: Scope of Work Section 1-D Project plan and expectations.