



OUTDOOR LIGHTING DIRECT INSTALLATION PROGRAM

Customer Engagement

Board of Public Utilities
February 9, 2026

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BACKGROUND

1. On January 10, 2023, the City Council approved a professional consultant services agreement with Richard Heath and Associations to provide a consultant administered direct installation service for the Outdoor Lighting Program for a term of three years, with two optional one-year extensions
2. On October 7, 2025, the 2nd Amendment to the contract was executed, which extended the term of the agreement for an additional one-year term to January 13, 2027



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DISCUSSION

1. The Outdoor Lighting Program provides medium and large businesses with outdoor lighting energy audits and direct installation of energy efficient lighting measures
2. Customers participating in the program receive a site audit from a program auditor who inspects existing equipment, reviewing this for energy upgrade opportunities



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YEAR-TO-DATE PERFORMANCE

The following chart highlights the program's success since it was initiated in 2023. The program has benefited 289 customers and 86% of funds have been spent.

Program	Businesses Assisted	Lifetime kWh Savings	Program Costs	Available Budget	% Funds Spent
Outdoor Lighting	289	32,296,106	\$2,146,400	\$2,500,000	86%



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AVERAGE CUSTOMER SAVINGS

1. On average, Program Participants are expected to save approximately 11,175 kWh annually or about \$1,053.00 per year
2. For RPU, this program spends about 6.6 cents/kWh for the 10-year energy savings that result

Average Customer Savings	
Avg. spend per customer	\$7,427.00
Avg. annual kWh savings per customer	11,175 kWh
Potential Utility bill annual savings for Demand and TOU customers*	\$1,053.00

*Formula used is based on RPU's approved rate structure for the energy charge average mid-peak & off-peak.



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PROGRAM BENEFITS

1. One of RPU's most effective energy savings programs
2. Vendor meets all expectations and has performed well under the contract – pricing is set in the existing agreement
3. Year-to-date energy savings for FY 2025/26, accounts for 37% of all the energy saved for RPU's commercial energy efficiency program portfolio



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RECOMMENDATIONS

That Board of Public Utilities recommend that the City Council:

1. Approve the third amendment to the Professional Consultant Services Agreement with Richard Heath and Associates of Fresno, California, adding additional funding of \$2,500,000 for Outdoor Lighting Direct Installation Program for total contract amount of \$5,000,000; and
2. Authorize the City Manager, or designee, to execute the amended Professional Consultant Services Agreements, including making minor and non-substantive changes to the agreements

