Mayor and Council

Thank you for allowing us to share tonight on the pathway lighting report.

A bit of who we are my name is Philip Rossignol from Nexon Solar.
Our main office is here in Regina, and we also operate partnership offices in Winnipeg and Edmonton. We have positioned ourselves to be leaders in the Renewable Energy sector. We envision our city and our province being a leader in making the environmental changes needed for future generations.

We have read the report on the pathway lighting and would like to bring our experience on the 100% Solar lighting.

In the past 2 years their have been many improvement in these products.

We have enough data base on products and on many projects.

The solar lighting that we have been using are built and designed for our climate challenges right here in Canada. (Made in Canada) Solar lighting opens up possibilities in our city, where you might be close to a flood zone for an example. If you can find a way to install a light where there is no electricity requirement and cost, and low maintenance for the unit, it opens up feasible options for function and safety for the public.

In the report is has a comparison between LED and Solar. This is what I can provide.

Here is some data from the last 9 years of experience that we have accumulated.

<u>Princing for individual replacement components price range</u>:

Pathway models:

- Battery: 89$
- Philips LED module: 154$
- Charge Controller: 92$
- Solar Panel 30W: 98$
- Occupancy sensor: 118$, lens: 22$

<u>Maintenance expectations over a 20-year period:</u>

- Battery replacement every 4 to 6 years;
- No LED module replacement for the 20 year period;
- Charge controller replacement after 10 to 15 years of lighting.
- No solar panel replacement for the 20 year period;
- Occupancy sensor lens replacement after 10 years of life.

We believe that the maintenance has come down as low as $75/year to maintain these solar lights.

Overall, solar practice is now making more sense financially because its pay-back return (length of time the electrical cost savings = the cost for the unit) is now under 10 years with warranty offered for up to 25 years.

Example of a city like Grande Prairie, Alberta .

In 2015 they started installing solar lighting in their campground. They have been installing additional lights with solar and it as proven saving for them with this technology.

They have cut their maintenance by 75% and saving 30% on their purchase/installation. Because there is no electrical service there is a big saving as well on the engineering if any needed.

There is over 100 municipality in Quebec alone and many municipality in Ontario and in Alberta that are using the solar light in different applications including pathways.

In Saskatchewan we have the best solar production in Canada to give us a more advantage for going solar.

Since 2011 there as been manufacturing of Solar lighting in Canada and they have been adjusting the products to work in our winter climate since.

Thank you for allowing me to present tonight and I will answer questions you may have.

Solar Systems
Solar Kits (DIY)
Solar lighting
EV Chargers

Sincerely, Philip Rossignol Co-Founder

Victor Prettyshield President/Co-Founder