



Jack E. Jirak  
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October 13, 2021

**VIA ELECTRONIC FILING**

Ms. A. Shonta Dunston, Chief Clerk  
North Carolina Utilities Commission  
4325 Mail Service Center  
Raleigh, North Carolina 27699-4300

**RE: Duke Energy Carolinas, LLC's Semiannual Lighting Conversion Progress Report (October 2021)  
Docket No. E-7, Sub 1146**

Dear Ms. Dunston:

Pursuant to the March 2, 2018 Amended Partial Settlement Agreement with the North Carolina League of Municipalities, City of Concord, City of Kings Mountain and City of Durham, which was approved in the Commission's June 22, 2018 *Order Accepting Stipulation, Deciding Contested Issues and Requiring Revenue Reduction*, I enclose Duke Energy Carolinas, LLC's ("DEC") Semiannual Lighting Conversion Report (the "Report") for filing in connection with the referenced matter. The Report documents the actual progress of DEC's mercury vapor ("MV") lighting fixture replacement program through June 30, 2021, as well as a projection through June 30, 2022. It includes the geographic areas targeted, the number of MV fixtures to be replaced, the number and type of fixtures that replaced existing MV fixtures and an estimate of the revenue impact associated with those fixtures on an annual basis. This data is provided by DEC operation center, which supports municipalities within its respective region. Please note that these projections only reflect actual and planned proactive replacements, and exclude any customer-requested replacements.

If you have any questions, please do not hesitate to contact me. Thank you for your attention to this matter.

Sincerely,

Jack E. Jirak

Enclosures

cc: Parties of Record

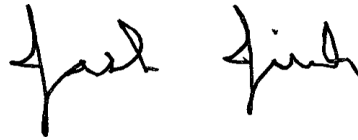
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CERTIFICATE OF SERVICE

I certify that a copy of Duke Energy Carolinas, LLC's Semiannual Lighting Conversion Progress Report, in Docket No. E-7, Sub 1146, has been served by electronic mail, hand delivery, or by depositing a copy in the United States Mail, 1<sup>st</sup> Class Postage Prepaid, properly addressed to parties of record.

This the 13<sup>th</sup> day of October, 2021.



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*ATTORNEY FOR DUKE ENERGY  
CAROLINAS, LLC*

Duke Energy Carolinas, LLC  
 Outdoor Lighting Schedule PL  
 Mercury Vapor Conversion Project Semiannual Report  
 2020 - 2022 Schedule By Duke Energy Operations Center

ZONE	OP CENTER	MV_PRICE_SCHED_NAME	LED_PRICE_SCHED_NAME	Actual YE 2020				
				Quantity	Mo. Price Diff.	Annual Price Diff.		
CENTRAL METRO	LITTLE ROCK	PL-MV152-URB-IN-NC	PL-LED150-EP-NC	329	\$98.76	\$1,185.07		
		PL-MV152-URB-OUT-NC	PL-LED150-EP-NC	2	-\$0.11	-\$1.29		
		PL-MV393-URB-IN-NC	PL-LED220-EP-NC	7	-\$55.42	-\$665.00		
		PL-MV41-SUB-IN-NC	PL-LED50-EP-NC	13	\$36.15	\$433.86		
		PL-MV75-SUB-IN-NC	PL-LED50-EP-NC	2,163	\$2,617.80	\$31,413.66		
		PL-MV75-SUB-OUT-NC	PL-LED50-EP-NC	6	\$4.87	\$58.49		
		PL-MV75-URB-IN-NC	PL-LED50-EP-NC	76	\$27.48	\$329.73		
		PL-MV75-URB-OUT-NC	PL-LED50-EP-NC	1	\$0.00	\$0.00		
		<b>LITTLE ROCK TOTAL</b>				<b>2,598</b>	<b>\$2,729.54</b>	<b>\$32,754.51</b>
		CENTRAL WEST	NEWELL/KANNAPOLIS	PL-MV75-SUB-OUT-NC	PL-LED50-EP-NC			
PL-MV75-SUB-IN-NC	PL-LED50-EP-NC							
PL-MV41-SUB-IN-NC	PL-LED50-EP-NC							
PL-MV152-URB-IN-NC	PL-LED150-EP-NC							
PL-MV75-URB-IN-NC	PL-LED50-EP-NC							
<b>NEWELL/KANNAPOLIS TOTAL</b>								
CENTRAL WEST	GASTONIA	PL-MV152-URB-IN-NC	PL-LED150-EP-NC	40	\$11.97	\$143.68		
		PL-MV152-URB-OUT-NC	PL-LED150-EP-NC	0	-\$0.03	-\$0.33		
		PL-MV41-SUB-IN-NC	PL-LED50-EP-NC	132	\$357.11	\$4,285.29		
		PL-MV75-SUB-IN-NC	PL-LED50-EP-NC	999	\$1,208.98	\$14,507.79		
		PL-MV75-SUB-OUT-NC	PL-LED50-EP-NC	8	\$7.02	\$84.20		
		PL-MV75-URB-IN-NC	PL-LED50-EP-NC	15	\$5.35	\$64.15		
		<b>GASTONIA TOTAL</b>				<b>1195</b>	<b>\$1,590.40</b>	<b>\$19,084.79</b>
CENTRAL WEST	SHELBY	PL-MV75-SUB-IN-NC	PL-LED50-EP-NC					
		PL-MV41-SUB-IN-NC	PL-LED50-EP-NC					
		PL-MV75-SUB-OUT-NC	PL-LED50-EP-NC					
<b>SHELBY TOTAL</b>								
MOUNTAINS EAST	BREVARD	PL-MV152-URB-IN-NC	PL-LED150-EP-NC					
		PL-MV75-SUB-IN-NC	PL-LED50-EP-NC					
		PL-MV75-URB-IN-NC	PL-LED50-EP-NC					
	<b>BREVARD TOTAL</b>							
	MOUNTAINS EAST	HENDERSONVILLE	PL-MV152-URB-IN-NC	PL-LED150-EP-NC	120	\$35.91	\$430.91	
			PL-MV152-URB-OUT-NC	PL-LED150-EP-NC	7	-\$0.44	-\$5.26	
PL-MV41-SUB-IN-NC			PL-LED50-EP-NC	32	\$85.11	\$1,021.36		
PL-MV75-SUB-IN-NC			PL-LED50-EP-NC	367	\$444.45	\$5,333.43		
PL-MV75-SUB-OUT-NC			PL-LED50-EP-NC	18	\$14.97	\$179.60		
PL-MV75-URB-IN-NC			PL-LED50-EP-NC	11	\$3.78	\$45.39		
PL-MV75-URB-OUT-NC			PL-LED50-EP-NC	2	\$0.00	\$0.00		
<b>HENDERSONVILLE TOTAL</b>				<b>556</b>	<b>\$583.79</b>	<b>\$7,005.44</b>		
MOUNTAINS EAST	SPINDALE	PL-MV152-URB-IN-NC	PL-LED150-EP-NC					
		PL-MV152-URB-OUT-NC	PL-LED150-EP-NC					
		PL-MV393-URB-IN-NC	PL-LED220-EP-NC					
		PL-MV41-SUB-IN-NC	PL-LED50-EP-NC					
		PL-MV75-SUB-IN-NC	PL-LED50-EP-NC					
		PL-MV75-SUB-OUT-NC	PL-LED50-EP-NC					
		PL-MV75-URB-IN-NC	PL-LED50-EP-NC					
		PL-MV75-URB-OUT-NC	PL-LED50-EP-NC					
		<b>SPINDALE TOTAL</b>						
		MOUNTAINS EAST	MARION	PL-MV75-SUB-OUT-NC	PL-LED50-EP-NC			
PL-MV75-SUB-IN-NC	PL-LED50-EP-NC							
PL-MV41-SUB-IN-NC	PL-LED50-EP-NC							
PL-MV152-URB-IN-NC	PL-LED150-EP-NC							
PL-MV75-URB-IN-NC	PL-LED50-EP-NC							
PL-MV152-URB-OUT-NC	PL-LED150-EP-NC							

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<b>MARION TOTAL</b>						
	<b>CHEROKEE/FRANKLIN/ROBBIN</b>	PL-MV75-SUB-IN-NC	PL-LED50-EP-NC			
<b>CHEROKEE/FRANKLIN/ROBBINSVILLE TOTAL</b>						
	<b>HICKORY</b>	PL-MV75-SUB-OUT-NC	PL-LED50-EP-NC			
		PL-MV75-SUB-IN-NC	PL-LED50-EP-NC			
		PL-MV41-SUB-IN-NC	PL-LED50-EP-NC			
		PL-MV152-URB-IN-NC	PL-LED150-EP-NC			
		PL-MV75-URB-IN-NC	PL-LED50-EP-NC			
<b>HICKORY TOTAL</b>						
<b>TRIAD NORTH</b>	<b>FAIRFAX</b>	PL-MV152-URB-IN-NC	PL-LED150-EP-NC	182	\$54.53	\$654.39
		PL-MV152-URB-OUT-NC	PL-LED150-EP-NC	3	0 \$	(2.42)
		PL-MV41-SUB-IN-NC	PL-LED50-EP-NC	1,638	4424 \$	53,087.30
		PL-MV75-SUB-IN-NC	PL-LED50-EP-NC	470	568 \$	6,820.93
		PL-MV75-SUB-OUT-NC	PL-LED50-EP-NC	4	3 \$	38.08
		PL-MV75-URB-IN-NC	PL-LED50-EP-NC	18	6 \$	76.17
		PL-MV75-URB-OUT-NC	PL-LED50-EP-NC	4	0 \$	-
<b>FAIRFAX TOTAL</b>				<b>2319</b>	<b>\$5,056.21</b>	<b>\$60,674.46</b>
	<b>BURLINGTON</b>	PL-MV75-SUB-OUT-NC	PL-LED50-EP-NC			
		PL-MV75-SUB-IN-NC	PL-LED50-EP-NC			
		PL-MV41-SUB-IN-NC	PL-LED50-EP-NC			
		PL-MV152-URB-IN-NC	PL-LED150-EP-NC			
		PL-MV75-URB-IN-NC	PL-LED50-EP-NC			
<b>BURLINGTON TOTAL</b>						
	<b>HIGH POINT</b>	PL-MV75-SUB-OUT-NC	PL-LED50-EP-NC			
		PL-MV75-SUB-IN-NC	PL-LED50-EP-NC			
		PL-MV41-SUB-IN-NC	PL-LED50-EP-NC			
		PL-MV152-URB-IN-NC	PL-LED150-EP-NC			
		PL-MV75-URB-IN-NC	PL-LED50-EP-NC			
<b>HIGH POINT TOTAL</b>						
	<b>KERNERSVILLE</b>	PL-MV152-URB-IN-NC	PL-LED150-EP-NC			
		PL-MV152-URB-OUT-NC	PL-LED150-EP-NC			
		PL-MV41-SUB-IN-NC	PL-LED50-EP-NC			
		PL-MV75-SUB-IN-NC	PL-LED50-EP-NC			
		PL-MV75-SUB-OUT-NC	PL-LED50-EP-NC			
		PL-MV75-URB-IN-NC	PL-LED50-EP-NC			
		PL-MV75-URB-OUT-NC	PL-LED50-EP-NC			
<b>KERNERSVILLE TOTAL</b>						
<b>CENTRAL EAST</b>	<b>MARSHVILLE/MATTHEWS</b>	PL-MV152-URB-IN-NC	PL-LED150-EP-NC			
		PL-MV41-SUB-IN-NC	PL-LED50-EP-NC			
		PL-MV75-SUB-IN-NC	PL-LED50-EP-NC			
		PL-MV75-SUB-OUT-NC	PL-LED50-EP-NC			
		PL-MV75-URB-IN-NC	PL-LED50-EP-NC			
<b>MARSHVILLE/MATTH TOTAL</b>						
	<b>MOORESVILLE</b>	PL-MV152-URB-IN-NC	PL-LED150-EP-NC			
		PL-MV41-SUB-IN-NC	PL-LED50-EP-NC			
		PL-MV75-SUB-IN-NC	PL-LED50-EP-NC			
		PL-MV75-SUB-OUT-NC	PL-LED50-EP-NC			
		PL-MV75-URB-IN-NC	PL-LED50-EP-NC			
		PL-MV75-URB-OUT-NC	PL-LED50-EP-NC			
<b>MOORESVILLE TOTAL</b>						
<b>Total Conversions</b>				<b>6,668</b>	<b>\$9,959.93</b>	<b>\$119,519.19</b>

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ZONE	OP CENTER	MV_PRICE_SCHED_NAME	LED_PRICE_SCHED_NAME	Actual January - June 2021			Forecast July - December 2021			Forecasted 2021 Year End				
				Quantity	Mo. Price Diff.	Annual Price Diff.	Quantity	Mo. Price Diff.	Annual Price Diff.	Quantity	Mo. Price Diff.	Annual Price Diff.		
CENTRAL METRO	LITTLE ROCK	PL-MV152-URB-IN-NC	PL-LED150-EP-NC	294	\$88.23	\$1,058.72	219	\$65.69	\$788.22	513	\$153.91	\$1,846.94		
		PL-MV152-URB-OUT-NC	PL-LED150-EP-NC	2	-\$0.10	-\$1.15	1	-\$0.07	-\$0.86	3	-\$0.17	-\$2.00		
		PL-MV393-URB-IN-NC	PL-LED220-EP-NC	6	-\$49.51	-\$594.10	5	-\$36.86	-\$442.31	11	-\$86.37	-\$1,036.41		
		PL-MV41-SUB-IN-NC	PL-LED50-EP-NC	12	\$32.30	\$387.60	9	\$24.05	\$288.57	21	\$56.35	\$676.17		
		PL-MV75-SUB-IN-NC	PL-LED50-EP-NC	1,933	\$2,338.69	\$28,064.32	1,439	\$1,741.17	\$20,894.07	3,372	\$4,079.87	\$48,958.39		
		PL-MV75-SUB-OUT-NC	PL-LED50-EP-NC	5	\$4.35	\$52.25	4	\$3.24	\$38.90	9	\$7.60	\$91.16		
		PL-MV75-URB-IN-NC	PL-LED50-EP-NC	68	\$24.55	\$294.57	51	\$18.28	\$219.31	119	\$42.82	\$513.89		
		PL-MV75-URB-OUT-NC	PL-LED50-EP-NC	1	\$0.00	\$0.00	1	\$0.00	\$0.00	2	\$0.00	\$0.00		
		<b>LITTLE ROCK TOTAL</b>				<b>2,321</b>	<b>\$2,438.52</b>	<b>\$29,262.21</b>	<b>1,728</b>	<b>\$1,815.49</b>	<b>\$21,785.91</b>	<b>4,049</b>	<b>\$4,254.01</b>	<b>\$51,048.12</b>
		CENTRAL WEST	NEWELL/KANNAPOLIS	PL-MV75-SUB-OUT-NC	PL-LED50-EP-NC				11	\$9.10	\$109.25	11	\$9.10	\$109.25
PL-MV75-SUB-IN-NC	PL-LED50-EP-NC						1,377	\$1,666.77	\$20,001.24	1,377	\$1,666.77	\$20,001.24		
PL-MV41-SUB-IN-NC	PL-LED50-EP-NC						6	\$15.96	\$191.55	6	\$15.96	\$191.55		
PL-MV152-URB-IN-NC	PL-LED150-EP-NC						59	\$17.74	\$212.83	59	\$17.74	\$212.83		
PL-MV75-URB-IN-NC	PL-LED50-EP-NC						25	\$8.87	\$106.42	25	\$8.87	\$106.42		
<b>NEWELL/KANNAPOLIS TOTAL</b>							<b>1,478</b>	<b>\$1,718.44</b>	<b>\$20,621.29</b>	<b>1,478</b>	<b>\$1,718.44</b>	<b>\$20,621.29</b>		
CENTRAL WEST	GASTONIA	PL-MV152-URB-IN-NC	PL-LED150-EP-NC	31	\$9.21	\$110.49				31	\$9.21	\$110.49		
		PL-MV152-URB-OUT-NC	PL-LED150-EP-NC	0	-\$0.02	-\$0.26				0	-\$0.02	-\$0.26		
		PL-MV41-SUB-IN-NC	PL-LED50-EP-NC	102	\$274.63	\$3,295.55				102	\$274.63	\$3,295.55		
		PL-MV75-SUB-IN-NC	PL-LED50-EP-NC	768	\$929.75	\$11,157.04				768	\$929.75	\$11,157.04		
		PL-MV75-SUB-OUT-NC	PL-LED50-EP-NC	6	\$5.40	\$64.75				6	\$5.40	\$64.75		
		PL-MV75-URB-IN-NC	PL-LED50-EP-NC	11	\$4.11	\$49.34				11	\$4.11	\$49.34		
		<b>GASTONIA TOTAL</b>				<b>919</b>	<b>\$1,223.08</b>	<b>\$14,676.92</b>				<b>919</b>	<b>\$1,223.08</b>	<b>\$14,676.92</b>
CENTRAL WEST	SHELBY	PL-MV75-SUB-IN-NC	PL-LED50-EP-NC	428	\$517.29	\$6,207.48				428	\$517.29	\$6,207.48		
		PL-MV41-SUB-IN-NC	PL-LED50-EP-NC	246	\$664.24	\$7,970.91				246	\$664.24	\$7,970.91		
		PL-MV75-SUB-OUT-NC	PL-LED50-EP-NC	14	\$12.16	\$145.87				14	\$12.16	\$145.87		
<b>SHELBY TOTAL</b>				<b>688</b>	<b>\$1,193.69</b>	<b>\$14,324.27</b>				<b>688</b>	<b>\$1,193.69</b>	<b>\$14,324.27</b>		
MOUNTAINS EAST	BREVARD	PL-MV152-URB-IN-NC	PL-LED150-EP-NC											
		PL-MV75-SUB-IN-NC	PL-LED50-EP-NC											
		PL-MV75-URB-IN-NC	PL-LED50-EP-NC											
	<b>BREVARD TOTAL</b>													
	MOUNTAINS EAST	HENDERSONVILLE	PL-MV152-URB-IN-NC	PL-LED150-EP-NC										
			PL-MV152-URB-OUT-NC	PL-LED150-EP-NC										
			PL-MV41-SUB-IN-NC	PL-LED50-EP-NC										
			PL-MV75-SUB-IN-NC	PL-LED50-EP-NC										
			PL-MV75-SUB-OUT-NC	PL-LED50-EP-NC										
			PL-MV75-URB-IN-NC	PL-LED50-EP-NC										
<b>HENDERSONVILLE TOTAL</b>														
MOUNTAINS EAST	SPINDALE	PL-MV152-URB-IN-NC	PL-LED150-EP-NC	29	\$8.59	\$103.02				29	\$8.59	\$103.02		
		PL-MV152-URB-OUT-NC	PL-LED150-EP-NC	17	-\$0.99	-\$11.90				17	-\$0.99	-\$11.90		
		PL-MV393-URB-IN-NC	PL-LED220-EP-NC	1	-\$5.09	-\$61.13				1	-\$5.09	-\$61.13		
		PL-MV41-SUB-IN-NC	PL-LED50-EP-NC	438	\$1,183.02	\$14,196.28				438	\$1,183.02	\$14,196.28		
		PL-MV75-SUB-IN-NC	PL-LED50-EP-NC	151	\$182.37	\$2,188.39				151	\$182.37	\$2,188.39		
		PL-MV75-SUB-OUT-NC	PL-LED50-EP-NC	25	\$21.37	\$256.41				25	\$21.37	\$256.41		
		PL-MV75-URB-IN-NC	PL-LED50-EP-NC	7	\$2.52	\$30.22				7	\$2.52	\$30.22		
		PL-MV75-URB-OUT-NC	PL-LED50-EP-NC	2	\$0.00	\$0.00				2	\$0.00	\$0.00		
<b>SPINDALE TOTAL</b>				<b>669</b>	<b>\$1,391.77</b>	<b>\$16,701.29</b>				<b>669</b>	<b>\$1,391.77</b>	<b>\$16,701.29</b>		
MOUNTAINS EAST	MARION	PL-MV75-SUB-OUT-NC	PL-LED50-EP-NC							-	\$0.00	\$0.00		
		PL-MV75-SUB-IN-NC	PL-LED50-EP-NC							-	\$0.00	\$0.00		
		PL-MV41-SUB-IN-NC	PL-LED50-EP-NC							-	\$0.00	\$0.00		
		PL-MV152-URB-IN-NC	PL-LED150-EP-NC							-	\$0.00	\$0.00		
		PL-MV75-URB-IN-NC	PL-LED50-EP-NC							-	\$0.00	\$0.00		
		PL-MV152-URB-OUT-NC	PL-LED150-EP-NC							-	\$0.00	\$0.00		

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<b>MARION TOTAL</b>								-	\$0.00	\$0.00	
<b>CHEROKEE/FRANKLIN/ROBBIN</b>	PL-MV75-SUB-IN-NC	PL-LED50-EP-NC	415	\$502.15	\$6,025.80			415	\$502.15	\$6,025.80	
<b>CHEROKEE/FRANKLIN/ROBBINSVILLE TOTAL</b>			<b>415</b>	<b>\$502.15</b>	<b>\$6,025.80</b>			<b>415</b>	<b>\$502.15</b>	<b>\$6,025.80</b>	
<b>HICKORY</b>	PL-MV75-SUB-OUT-NC	PL-LED50-EP-NC				23	\$18.91	\$226.89	23	\$18.91	\$226.89
	PL-MV75-SUB-IN-NC	PL-LED50-EP-NC				1,680	\$2,032.49	\$24,389.82	1,680	\$2,032.49	\$24,389.82
	PL-MV41-SUB-IN-NC	PL-LED50-EP-NC				632	\$1,706.24	\$20,474.93	632	\$1,706.24	\$20,474.93
	PL-MV152-URB-IN-NC	PL-LED150-EP-NC				187	\$56.05	\$672.57	187	\$56.05	\$672.57
	PL-MV75-URB-IN-NC	PL-LED50-EP-NC				269	\$96.83	\$1,162.01	269	\$96.83	\$1,162.01
<b>HICKORY TOTAL</b>						<b>2,790</b>	<b>\$3,910.52</b>	<b>\$46,926.22</b>	<b>2,790</b>	<b>\$3,910.52</b>	<b>\$46,926.22</b>
<b>TRIAD NORTH</b>	<b>FAIRFAX</b>	PL-MV152-URB-IN-NC	204	\$61.21	\$734.53				204	\$61.21	\$734.53
		PL-MV152-URB-OUT-NC	4	-\$0.23	-\$2.71				4	-\$0.23	-\$2.71
		PL-MV41-SUB-IN-NC	1,839	\$4,965.73	\$59,588.72				1,839	\$4,965.73	\$59,588.72
		PL-MV75-SUB-IN-NC	527	\$638.02	\$7,656.27				527	\$638.02	\$7,656.27
		PL-MV75-SUB-OUT-NC	4	\$3.56	\$42.75				4	\$3.56	\$42.75
		PL-MV75-URB-IN-NC	20	\$7.12	\$85.50				20	\$7.12	\$85.50
		PL-MV75-URB-OUT-NC	5	\$0.00	\$0.00				5	\$0.00	\$0.00
<b>FAIRFAX TOTAL</b>			<b>2,603</b>	<b>\$5,675.42</b>	<b>\$68,105.05</b>				<b>2,603</b>	<b>\$5,675.42</b>	<b>\$68,105.05</b>
<b>BURLINGTON</b>	PL-MV75-SUB-OUT-NC	PL-LED50-EP-NC				12	\$9.70	\$116.38	12	\$9.70	\$116.38
	PL-MV75-SUB-IN-NC	PL-LED50-EP-NC				556	\$673.36	\$8,080.29	556	\$673.36	\$8,080.29
	PL-MV41-SUB-IN-NC	PL-LED50-EP-NC				586	\$1,581.50	\$18,978.05	586	\$1,581.50	\$18,978.05
	PL-MV152-URB-IN-NC	PL-LED150-EP-NC				78	\$23.32	\$279.86	78	\$23.32	\$279.86
	PL-MV75-URB-IN-NC	PL-LED50-EP-NC				28	\$10.25	\$123.03	28	\$10.25	\$123.03
<b>BURLINGTON TOTAL</b>						<b>1,260</b>	<b>\$2,298.13</b>	<b>\$27,577.61</b>	<b>1,260</b>	<b>\$2,298.13</b>	<b>\$27,577.61</b>
<b>HIGH POINT</b>	PL-MV75-SUB-OUT-NC	PL-LED50-EP-NC				14	\$12.09	\$145.14	14	\$12.09	\$145.14
	PL-MV75-SUB-IN-NC	PL-LED50-EP-NC				147	\$177.71	\$2,132.52	147	\$177.71	\$2,132.52
	PL-MV41-SUB-IN-NC	PL-LED50-EP-NC				221	\$596.11	\$7,153.32	221	\$596.11	\$7,153.32
	PL-MV152-URB-IN-NC	PL-LED150-EP-NC				74	\$22.17	\$266.09	74	\$22.17	\$266.09
	PL-MV75-URB-IN-NC	PL-LED50-EP-NC				23	\$8.29	\$99.52	23	\$8.29	\$99.52
<b>HIGH POINT TOTAL</b>						<b>479</b>	<b>\$816.38</b>	<b>\$9,796.60</b>	<b>479</b>	<b>\$816.38</b>	<b>\$9,796.60</b>
<b>KERNERSVILLE</b>	PL-MV152-URB-IN-NC	PL-LED150-EP-NC									
	PL-MV152-URB-OUT-NC	PL-LED150-EP-NC									
	PL-MV41-SUB-IN-NC	PL-LED50-EP-NC									
	PL-MV75-SUB-IN-NC	PL-LED50-EP-NC									
	PL-MV75-SUB-OUT-NC	PL-LED50-EP-NC									
	PL-MV75-URB-IN-NC	PL-LED50-EP-NC									
	PL-MV75-URB-OUT-NC	PL-LED50-EP-NC									
<b>KERNERSVILLE TOTAL</b>											
<b>CENTRAL EAST</b>	<b>MARSHVILLE/MATTHEWS</b>	PL-MV152-URB-IN-NC									
		PL-MV41-SUB-IN-NC									
		PL-MV75-SUB-IN-NC									
		PL-MV75-SUB-OUT-NC									
		PL-MV75-URB-IN-NC									
<b>MARSHVILLE/MATTH TOTAL</b>											
<b>MOORESVILLE</b>	PL-MV152-URB-IN-NC	PL-LED150-EP-NC									
	PL-MV41-SUB-IN-NC	PL-LED50-EP-NC									
	PL-MV75-SUB-IN-NC	PL-LED50-EP-NC									
	PL-MV75-SUB-OUT-NC	PL-LED50-EP-NC									
	PL-MV75-URB-IN-NC	PL-LED50-EP-NC									
	PL-MV75-URB-OUT-NC	PL-LED50-EP-NC									
<b>MOORESVILLE TOTAL</b>											
<b>Total Conversions</b>			<b>7,615</b>	<b>\$12,424.63</b>	<b>\$149,095.54</b>	<b>7,735</b>	<b>\$10,558.97</b>	<b>\$126,707.63</b>	<b>15,350</b>	<b>\$22,983.60</b>	<b>\$275,803.17</b>

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ZONE	OP CENTER	MV_PRICE_SCHED_NAME	LED_PRICE_SCHED_NAME	Quantity	Forecast January - June 2022			
					Mo. Price Diff.	Annual Price Diff.		
CENTRAL METRO	LITTLE ROCK	PL-MV152-URB-IN-NC	PL-LED150-EP-NC	219	\$65.69	\$788.22		
		PL-MV152-URB-OUT-NC	PL-LED150-EP-NC	1	-\$0.07	-\$0.86		
		PL-MV393-URB-IN-NC	PL-LED220-EP-NC	5	-\$36.86	-\$442.31		
		PL-MV41-SUB-IN-NC	PL-LED50-EP-NC	9	\$24.05	\$288.57		
		PL-MV75-SUB-IN-NC	PL-LED50-EP-NC	1,439	\$1,741.17	\$20,894.07		
		PL-MV75-SUB-OUT-NC	PL-LED50-EP-NC	4	\$3.24	\$38.90		
		PL-MV75-URB-IN-NC	PL-LED50-EP-NC	51	\$18.28	\$219.31		
		PL-MV75-URB-OUT-NC	PL-LED50-EP-NC	1	\$0.00	\$0.00		
		<b>LITTLE ROCK TOTAL</b>				<b>1,728</b>	<b>\$1,815.49</b>	<b>\$21,785.91</b>
		CENTRAL WEST	NEWELL/KANNAPOLIS	PL-MV75-SUB-OUT-NC	PL-LED50-EP-NC			
PL-MV75-SUB-IN-NC	PL-LED50-EP-NC							
PL-MV41-SUB-IN-NC	PL-LED50-EP-NC							
PL-MV152-URB-IN-NC	PL-LED150-EP-NC							
PL-MV75-URB-IN-NC	PL-LED50-EP-NC							
<b>NEWELL/KANNAPOLIS TOTAL</b>								
CENTRAL WEST	GASTONIA	PL-MV152-URB-IN-NC	PL-LED150-EP-NC					
		PL-MV152-URB-OUT-NC	PL-LED150-EP-NC					
		PL-MV41-SUB-IN-NC	PL-LED50-EP-NC					
		PL-MV75-SUB-IN-NC	PL-LED50-EP-NC					
		PL-MV75-SUB-OUT-NC	PL-LED50-EP-NC					
		PL-MV75-URB-IN-NC	PL-LED50-EP-NC					
<b>GASTONIA TOTAL</b>								
CENTRAL WEST	SHELBY	PL-MV75-SUB-IN-NC	PL-LED50-EP-NC					
		PL-MV41-SUB-IN-NC	PL-LED50-EP-NC					
		PL-MV75-SUB-OUT-NC	PL-LED50-EP-NC					
<b>SHELBY TOTAL</b>								
MOUNTAINS EAST	BREVARD	PL-MV152-URB-IN-NC	PL-LED150-EP-NC					
		PL-MV75-SUB-IN-NC	PL-LED50-EP-NC					
		PL-MV75-URB-IN-NC	PL-LED50-EP-NC					
	<b>BREVARD TOTAL</b>							
	MOUNTAINS EAST	HENDERSONVILLE	PL-MV152-URB-IN-NC	PL-LED150-EP-NC				
			PL-MV152-URB-OUT-NC	PL-LED150-EP-NC				
			PL-MV41-SUB-IN-NC	PL-LED50-EP-NC				
			PL-MV75-SUB-IN-NC	PL-LED50-EP-NC				
			PL-MV75-SUB-OUT-NC	PL-LED50-EP-NC				
PL-MV75-URB-IN-NC			PL-LED50-EP-NC					
<b>HENDERSONVILLE TOTAL</b>								
MOUNTAINS EAST	SPINDALE	PL-MV152-URB-IN-NC	PL-LED150-EP-NC					
		PL-MV152-URB-OUT-NC	PL-LED150-EP-NC					
		PL-MV393-URB-IN-NC	PL-LED220-EP-NC					
		PL-MV41-SUB-IN-NC	PL-LED50-EP-NC					
		PL-MV75-SUB-IN-NC	PL-LED50-EP-NC					
		PL-MV75-SUB-OUT-NC	PL-LED50-EP-NC					
		PL-MV75-URB-IN-NC	PL-LED50-EP-NC					
		PL-MV75-URB-OUT-NC	PL-LED50-EP-NC					
<b>SPINDALE TOTAL</b>								
MOUNTAINS EAST	MARION	PL-MV75-SUB-OUT-NC	PL-LED50-EP-NC					
		PL-MV75-SUB-IN-NC	PL-LED50-EP-NC					
		PL-MV41-SUB-IN-NC	PL-LED50-EP-NC					
		PL-MV152-URB-IN-NC	PL-LED150-EP-NC					
		PL-MV75-URB-IN-NC	PL-LED50-EP-NC					
		PL-MV152-URB-OUT-NC	PL-LED150-EP-NC					

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<b>MARION TOTAL</b>						
	<b>CHEROKEE/FRANKLIN/ROBBIN</b>	PL-MV75-SUB-IN-NC	PL-LED50-EP-NC			
<b>CHEROKEE/FRANKLIN/ROBBINSVILLE TOTAL</b>						
	<b>HICKORY</b>	PL-MV75-SUB-OUT-NC	PL-LED50-EP-NC	20	\$16.85	\$202.25
		PL-MV75-SUB-IN-NC	PL-LED50-EP-NC	1,497	\$1,811.75	\$21,741.03
		PL-MV41-SUB-IN-NC	PL-LED50-EP-NC	563	\$1,520.94	\$18,251.31
		PL-MV152-URB-IN-NC	PL-LED150-EP-NC	167	\$49.96	\$599.53
		PL-MV75-URB-IN-NC	PL-LED50-EP-NC	240	\$86.32	\$1,035.81
	<b>HICKORY TOTAL</b>			<b>2,487</b>	<b>\$3,485.83</b>	<b>\$41,829.94</b>
<b>TRIAD NORTH</b>	<b>FAIRFAX</b>	PL-MV152-URB-IN-NC	PL-LED150-EP-NC			
		PL-MV152-URB-OUT-NC	PL-LED150-EP-NC			
		PL-MV41-SUB-IN-NC	PL-LED50-EP-NC			
		PL-MV75-SUB-IN-NC	PL-LED50-EP-NC			
		PL-MV75-SUB-OUT-NC	PL-LED50-EP-NC			
		PL-MV75-URB-IN-NC	PL-LED50-EP-NC			
		PL-MV75-URB-OUT-NC	PL-LED50-EP-NC			
	<b>FAIRFAX TOTAL</b>					
	<b>BURLINGTON</b>	PL-MV75-SUB-OUT-NC	PL-LED50-EP-NC			
		PL-MV75-SUB-IN-NC	PL-LED50-EP-NC			
		PL-MV41-SUB-IN-NC	PL-LED50-EP-NC			
		PL-MV152-URB-IN-NC	PL-LED150-EP-NC			
		PL-MV75-URB-IN-NC	PL-LED50-EP-NC			
	<b>BURLINGTON TOTAL</b>					
	<b>HIGH POINT</b>	PL-MV75-SUB-OUT-NC	PL-LED50-EP-NC			
		PL-MV75-SUB-IN-NC	PL-LED50-EP-NC			
		PL-MV41-SUB-IN-NC	PL-LED50-EP-NC			
		PL-MV152-URB-IN-NC	PL-LED150-EP-NC			
		PL-MV75-URB-IN-NC	PL-LED50-EP-NC			
	<b>HIGH POINT TOTAL</b>					
	<b>KERNERSVILLE</b>	PL-MV152-URB-IN-NC	PL-LED150-EP-NC	70	\$20.91	\$250.92
		PL-MV152-URB-OUT-NC	PL-LED150-EP-NC	2	-\$0.11	-\$1.26
		PL-MV41-SUB-IN-NC	PL-LED50-EP-NC	1,428	\$3,856.07	\$46,272.86
		PL-MV75-SUB-IN-NC	PL-LED50-EP-NC	366	\$442.37	\$5,308.39
		PL-MV75-SUB-OUT-NC	PL-LED50-EP-NC	8	\$7.00	\$83.95
		PL-MV75-URB-IN-NC	PL-LED50-EP-NC	36	\$12.78	\$153.39
		PL-MV75-URB-OUT-NC	PL-LED50-EP-NC	4	\$0.00	\$0.00
	<b>KERNERSVILLE TOTAL</b>			<b>1,913</b>	<b>\$4,339.02</b>	<b>\$52,068.25</b>
<b>CENTRAL EAST</b>	<b>MARSHVILLE/MATTHEWS</b>	PL-MV152-URB-IN-NC	PL-LED150-EP-NC	61	\$18.23	\$218.78
		PL-MV41-SUB-IN-NC	PL-LED50-EP-NC	50	\$135.26	\$1,623.08
		PL-MV75-SUB-IN-NC	PL-LED50-EP-NC	854	\$1,033.43	\$12,401.22
		PL-MV75-SUB-OUT-NC	PL-LED50-EP-NC	2	\$2.07	\$24.83
		PL-MV75-URB-IN-NC	PL-LED50-EP-NC	62	\$22.17	\$266.08
	<b>MARSHVILLE/MATTH TOTAL</b>			<b>1,029</b>	<b>\$1,211.17</b>	<b>\$14,533.98</b>
	<b>MOORESVILLE</b>	PL-MV152-URB-IN-NC	PL-LED150-EP-NC	7	\$1.96	\$23.50
		PL-MV41-SUB-IN-NC	PL-LED50-EP-NC	45	\$122.63	\$1,471.50
		PL-MV75-SUB-IN-NC	PL-LED50-EP-NC	56	\$67.73	\$812.72
		PL-MV75-SUB-OUT-NC	PL-LED50-EP-NC	1	\$0.82	\$9.80
		PL-MV75-URB-IN-NC	PL-LED50-EP-NC	25	\$9.00	\$108.00
		PL-MV75-URB-OUT-NC	PL-LED50-EP-NC	1	\$0.00	\$0.00
	<b>MOORESVILLE TOTAL</b>			<b>135</b>	<b>\$202.13</b>	<b>\$2,425.52</b>
	<b>Total Conversions</b>			<b>7,292</b>	<b>\$11,053.63</b>	<b>\$132,643.59</b>



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Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	2020 H1 PC	EOY PC	H1 AC	EOY AC
			HENDERSONVILLE - 132			132		132	
			FAIRFAX - 652			652		652	
			GASTONIA - 174			174		174	
			LITTLE ROCK - 78			78		78	
Grand Total						1036		1036	
Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	2020 H2 PC	EOY PC	H2 AC	EOY AC
HENDERSONVILLE - Projected 1126						1126	1258	424	556
FAIRFAX - Projected 1269						1269	1921	1667	2319
GASTONIA - Projected 1514						1514	1688	1021	1195
LITTLE ROCK - Projected 1522						1522	1600	2520	2598
Grand Total						5431	6467	5632	6668
Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	2021 H1 PC	EOY PC	H1 AC	EOY AC
SPINDALE - Projected 888, Actual 669		CHEROKEE, FRANKLIN ROBBINSVILLE - Projected 460, Actual 415		MARION - Projected 720, Actual 0		2068		1084	
Triangle - Proj 735, Actual 441		FAIRFAX - Projected 2063, Actual 2162				2798		2603	
GASTONIA - Projected 864, Actual 919			SHELBY - Projected 999, Actual 688			1863		1607	
LITTLE ROCK - Projected 1728, Actual 2321						1728		2321	
Grand Total						8457		7615	
Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	2021 H2 PC	EOY PC		
MARION - Projected 720		HICKORY - Projected 2070				2790	3874		
BURLINGTON - Projected 1260				HIGH POINT - Projected 479		1739	4342		
NEWELL/KANNAPOLIS - Projected 1478						1478	3085		
LITTLE ROCK - Projected 1728						1728	4049		
Grand Total						7735	15350		
Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	2022 H1 PC			
HICKORY - PROJ 2487						2487			
KERNERSVILLE - PROJ 1913						1913			
MARSHVILLE/MATTH - PROJ 1029				MOORESVILLE - PROJ 135		1164			
LITTLE ROCK - Projected 1728						1728			
Grand Total						7292			

AC=Actual Completions for Half  
EOY PC= End of Year Projected Completions  
EOY AC = End of Year Actual Completions