



**WESTPORT CONNECTICUT  
BOARD OF FINANCE**

**Revised – Executive Session  
and Item #9 Added**

**NOTICE OF EXECUTIVE SESSION**

The Board of Finance will hold a Special Meeting on **Wednesday, February 6, 2019 at 7:00 p.m.** in **Room 201/201A of Town Hall** for the following purpose. It is anticipated that the Board of Finance will vote to go into Executive Session for such discussions:

1. To discuss potential litigation regarding Coleytown Middle School mold claims.

**NOTICE OF PUBLIC MEETING-REVISED**

The Board of Finance will hold its Public Meeting on **Wednesday, February 6, 2019 at 8:00 p.m.** in **Room 201/201A of Town Hall** for the following purposes:

**AGENDA**

1. To approve the Board of Finance Minutes of the January 9, 2019 Special Meeting and the January 9, 2019 Regular Meeting.
2. Financial Report from the Finance Director. (Discussion Only)
3. Coleytown Middle School Status Update from Sheri Gordon and Mike Rea. (Discussion Only)
4. Status Update from the Audit Manager. (Discussion Only)
5. Upon the request of the Director of Operations, to discuss moving quarterly real estate and personal property tax collections (over \$100) to semi-annual tax collections, with continued quarterly collections for Senior citizens and disabled persons receiving State and Local tax relief.
6. Upon the request of the Director of Public Works, to approve an appropriation of \$200,000.00 along with bond and note authorization to the Municipal Improvement Fund Account #30503310-500165 for sidewalk rehabilitation and construction to continue addressing the ongoing sidewalk maintenance project.
7. Upon the request of the Director of Public Works, to approve an appropriation of \$380,000.00 to the Capital and Non-Recurring Account #31503310-500166 for replacement of sidewalks, and intersection improvements along Myrtle Avenue, from the Post Road to Avery Place.
8. Upon the request of the Director of Public Works, to approve an appropriation of \$1,000,000.00 along with bond and note authorization to the Municipal Improvement Fund Account #30503310-500156 for the buyout of the Eversource-owned street lights to be replaced with Town-owned LED streetlights. The electric rate for LED's combined with lower electricity consumption creates an approximate investment payback period of five years.

9. Upon the request of the Superintendent of Schools and the Board of Education, to approve a special appropriation in the amount of \$4,000,000.00, with bond and note authorization, for the purchase or rental of portable classrooms to be used at (a) Coleytown Elementary School, (b) Kings Highway Elementary School, (c) Long Lots Elementary School, (d) Saugatuck Elementary School, (e) Greens Farms Elementary School, and/or (f) Bedford Middle School. The Board of Education intends to apply for a School Construction Grant from the Connecticut Commissioner of Administrative Services to help defray the cost of the portable classrooms.

Note: The practice for upcoming BOF regular meetings will be to close the meetings at 10:00 PM. Motions to extend individual meetings can be heard.



**MINUTES OF BOF EXECUTIVE SESSION-DRAFT**

The Board of Finance held a Special Meeting on **Wednesday, January 9, 2019 at 7:00 p.m.** in **Room 201/201A of Town Hall** for the following purpose. It is anticipated that the Board of Finance will vote to go into Executive Session for such discussions:

Motion to go into executive session made at 7:02 P.M. by B. Stern, second S. Gordon. Vote 5-0. Stern, Rea, Gordon, Westphal & Dupier

L. Caney arrived at 8:08 P.M.

A. Moore arrived at 8:38 P.M.

1. Discussed the Longshore Inn Lease.
2. Heard insurance claim update from Martin Burger.

**Motion to go out of executive session at 8:18 P.M. by S. Gordon, second by A. Moore. Vote 7-0-0.**

**MINUTES OF BOF PUBLIC MEETING-DRAFT**

The Board of Finance held its Public Meeting on **Wednesday, January 9, 2019 at 8:20 p.m.** in **Room 201/201A of Town Hall** for the following purposes:

Attendees: B. Stern, M. Rea, J. Westphal, A. Moore, L. Caney, S. Gordon, N. Dupier

**AGENDA**

1. Approved the Board of Finance Minutes of the December 5, 2018 Special Meeting and the December 5, 2018 Regular Meeting. Motion to approve by S. Gordon, second by A. Moore - Vote 7-0-0.
2. Heard Financial Report from the Finance Director. (Discussion Only)
3. Heard Coleytown Middle School Status Update from Sheri Gordon and Mike Rea. (Discussion Only)
4. Heard Status Update and Reserve Analysis Update from the Audit Manager. (Discussion Only)
5. Reviewed and agreed on the proposed Board of Finance calendar for 2019. Including regular audit, pension and investment sub-committees. Motion to approve by B. Stern, second by J. Westphal motion approved 7-0-0.

6. Reviewed the Town of Westport upcoming 2019-20 Budget objectives and presentation process. (Discussion Only)

The Board requested that Finance Director, G. Conrad, report on the following item for the February meeting:

- a.) Capital & Non-recurring account
  - b.) Real Property account
  - c.) Insurance Reserve account
7. Approved the request of the First Selectman, in its request by the Board of Finance to approve a special appropriation in the amount of \$18,000.00 to the Selectman's and Finance department's Fees and Services accounts for a peer review by Wiss, Janney, Elstner Associates, Inc. to provide evaluation reports pertaining to building architecture, engineering and indoor air quality at Coleytown Middle School as requested by the Board of Finance. Motion to approve by M. Rea, second by N. Dupier, Vote unanimous 7-0-0.

At 10:05 P.M. a motion to extend meeting beyond 10 P.M. made by L. Caney, second by A. Moore. Vote unanimous 7-0-0.

8. Approved the request of the Director of Public Works, for an appropriation of \$876,000.00 along with bond and note authorization to the Municipal Improvement Fund Account #30503310-500148 for Heating and HVAC Upgrades within the Police Department facility. Motion to approve by M. Rea, second by B. Stern - Vote unanimous 7-0-0.
9. Approved the request of the Director of Public Works, for an appropriation of \$82,500.00 along with bond and note authorization to the Municipal Improvement Fund Account #30503310-500164 for the design of the Avery and Baldwin parking lots. Motion to approve by A. Moore, second by L. Caney. Vote carried 5-0-2 (Rea & Westphal abstained).
10. Approved the request of the First Selectman, for an appropriation in the amount of \$14,000.00 to obtain property valuations for Longshore Inn and Town Rental Properties. Motion to approve by L. Caney, second by S. Gordon. Vote-unanimous 7-0-0.

At 11:06 P. M. motion to adjourn by L. Caney, second by N. Dupier, Vote unanimous 7-0-0.



## WESTPORT, CONNECTICUT

DEPARTMENT OF PUBLIC WORKS  
TOWN HALL, 110 MYRTLE AVE.  
WESTPORT, CONNECTICUT 06880  
(203) 341 1120

January 21, 2019

Mr. James S. Marpe  
First Selectman  
Town Hall  
Westport, CT 06880

Re: Request for Appropriation along with bond and note authorization to the Municipal Improvement Fund Sidewalk major Maintenance expenditure

Dear Mr. Marpe,

This office herein requests an appropriation along with bond and note authorization to the Municipal Improvement Fund in the amount of \$200,000.00 for the maintenance and replacement of our existing sidewalk network. This is an ongoing bi-annual program that was started in 2002. The capital forecast shows \$200,000 this year and \$250,000 in 2021

The Town currently has approximately 23.38 miles of sidewalk. Of that approximately 3.6 miles, or 19,000 lf are considered to be in poor condition. In this project we propose to replace approximately 4800 lf of the worst sections of sidewalk for approximately \$145,000, and to complete a section of sidewalk on Maple Avenue North from Hyde Lane to Long Lots Road for approximately \$55,000. The sidewalk section on Maple Avenue North will provide children a safe route to get to Long Lots Elementary School.

The work will be bid out utilizing our normal purchasing procedure, and we anticipate doing the construction this coming summer

Respectfully,

Peter A. Ratkiewich, P.E  
Director of Public Works

cc: Gary Conrad, Finance Director  
G:\Pw\_off\PAR\APPRQST\SidewalkMaint2019

JUSTIFICATION FOR A CAPITAL PROJECT

DEPARTMENT INFORMATION

DEPT NAME: Department of Public Works Date: 1/18/19

PROJECT NAME AND DESCRIPTION  
 Sidewalk rehabilitation and construction – This project is a continuation of our effort to maintain our existing sidewalk maintenance by addressing the worst segments of our 23.38 mile sidewalk network. Of the \$200k request approx. \$55k will be used for completing the sidewalk network on Maple Avenue North from Hyde Lane to Long Lots Road. The remaining \$145k will address approximately 4800 lf of asphalt sidewalk out of the worst 19000 lf listed, in the network of 123,500 lf of overall sidewalk. Estimated cost is \$30/lf for asphalt sidewalk

IS IT LISTED IN THE 5-YR CAPITAL FORECAST? YES  NO   
 If no, why not?  
 If yes, answer the following two questions:  
 Which FY was the project first proposed? We started doing this on a bi-annual basis around 2002  
 Which FY was the project first planned? 2002 just after the State declared that the Town is responsible for all sidewalks

APPROXIMATE COST: \$200,000 COST IN CAPITAL FORECAST: \$200,000  
 CONTINGENCY (0%): \$200,000 ←TOTAL REQUEST→ \$200,000

SOURCE OF FUNDS:

CAPITAL BOND <input checked="" type="checkbox"/>	GEN'L FUND <input type="checkbox"/>
CNR <input type="checkbox"/>	GRANT <input type="checkbox"/>
STATE <input type="checkbox"/>	OTHER <input type="checkbox"/>

OTHER, DESCRIBE:  
 PAYBACK PERIOD: N/A

EST. COMPLETION  
 PROJECTED START DATE: May/June 2019 DATE: October/November 2019  
 ESTIMATED USEFUL LIFE: The replaced sidewalks should last approximately 15 years minimum

Is this project part of a larger capital project? YES – this program is ongoing every 2 years in lieu of skewing the operating budget

Has an RFP been issued? YES  NO   
 Have bids been received? YES  NO  Number of bids received: This project will be bid out in February/Mar of 2019  
 Was the lowest bid the winner? YES  NO  If not, why? We will be using the low bid

Who will benefit from the project?  
Pedestrians in the Town of Westport

Is it a replacement? YES  NO  In most cases the sidewalks will be replaced in kind except the new section on Maple Avenue North

If yes, describe condition of what is to be replaced: In the sidewalk inventory we have Approx 19,000 lf of sidewalk rated "poor" condition

Pictures attached? YES  NO

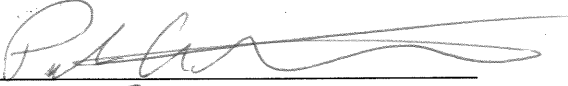

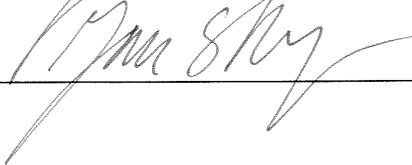
What other approvals/reviews are necessary to begin this project? RTM, BOS

**FINANCE**

*This section to be completed by the Finance Director.*

EFFECT ON TOWN FINANCES, INCLUDING DEBT SERVICE:  
IF APPROVED:  
IF NOT APPROVED:

**REVIEW/SIGN-OFF**

DEPARTMENT HEAD		DATE: 1/21/19
FINANCE DIRECTOR		DATE: _____
FIRST SELECTMAN		DATE: 1/22/19



## WESTPORT, CONNECTICUT

DEPARTMENT OF PUBLIC WORKS  
TOWN HALL, 110 MYRTLE AVE.  
WESTPORT, CONNECTICUT 06880  
(203) 341 1120

January 21, 2019

Mr. James S. Marpe  
First Selectman  
Town Hall  
Westport, CT 06880

Re: Appropriation from Capital & Non-Recurring Expenditure Fund; Construction of Myrtle Avenue sidewalk replacements and intersection improvements.

Dear Mr. Marpe,

This office herein requests an appropriation from the Capital and Non-Recurring Expenditure Fund in the amount of \$380,000.00 for the replacement of sidewalks, and intersection improvements along Myrtle Avenue, from the Post Road to Avery Place. This project is part of the Downtown Master Plan, identified as improvement M4.

There is a substantial population of residents adjacent to Myrtle Avenue that have expressed a great deal of interest in making both the sidewalks and the pedestrian crossings on Myrtle Avenue safer and more convenient to get to the downtown area. In 2018 the water main in Myrtle Avenue was replaced and the road is currently scheduled for repaving at the end of 2019. It makes sense to reconstruct the sidewalks and reconfigure the intersections prior to that paving effort, as otherwise we would be digging up new work to install the sidewalks.

The project will be designed in-house and the construction work will be bid out utilizing our normal public bid procedure. We anticipate doing the construction in the summer of 2019.

Respectfully,

A handwritten signature in black ink, appearing to read "Peter A. Ratkiewich", is written over a horizontal line.

Peter A. Ratkiewich, P.E.  
Director of Public Works

cc: Gary Conrad, Finance Director  
G:\Pw\_off\PAR\APPRQST\MyrtleAveSdwkIntrscnts



JUSTIFICATION FOR A CAPITAL PROJECT

**DEPARTMENT INFORMATION**

DEPT NAME: Department of Public Works Date: 1/18/19

PROJECT NAME AND DESCRIPTION  
 This project will replace the concrete sidewalks, along both sides of Myrtle Ave, reconfigure the intersections to improve traffic flow, and provide cross walks and pedestrian improvements at Evergreen Avenue.

IS IT LISTED IN THE 5-YR CAPITAL FORECAST? YES  NO  This item is under the Downtown Improvements list at \$211,500 from the Downtown Plan

If no, why not?  
 If yes, answer the following two questions:  
 Which FY was the project first proposed? FY 2016  
 Which FY was the project first planned? FY 2015

APPROXIMATE COST:	\$345,180	COST IN CAPITAL FORECAST:	
CONTINGENCY (0%):	\$ 34,518		
	\$379,698	←TOTAL	REQUEST→ \$380,000

SOURCE OF FUNDS:

CAPITAL BOND <input type="checkbox"/>	GEN'L FUND <input type="checkbox"/>
CNR <input checked="" type="checkbox"/>	GRANT <input type="checkbox"/>
STATE <input type="checkbox"/>	OTHER <input type="checkbox"/>

OTHER, DESCRIBE:

PAYBACK PERIOD: N/A

PROJECTED START DATE: May 2019 EST. COMPLETION DATE: October 2019  
 ESTIMATED USEFUL LIFE: 25 years

Is this project part of a larger capital project? No

Has an RFP been issued? YES  NO   
 Have bids been received? YES  NO  Number of bids received: We will bid this project in March  
 Was the lowest bid the winner? YES  NO  If not, why? We will use the low bid

Who will benefit from the project? Downtown patrons, pedestrians, residents of adjacent neighborhoods who wish to come to the downtown area

Is it a replacement?

YES  NO

If yes, describe condition of what is to be replaced: The Concrete sidewalks are in disrepair

Pictures attached?

YES  NO

What other approvals/reviews are necessary to begin this project? RTM, BOS

### FINANCE

*This section to be completed by the Finance Director.*

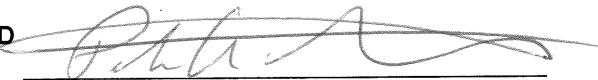
EFFECT ON TOWN FINANCES, INCLUDING DEBT SERVICE:

IF APPROVED:

IF NOT APPROVED:

### REVIEW/SIGN-OFF

DEPARTMENT HEAD



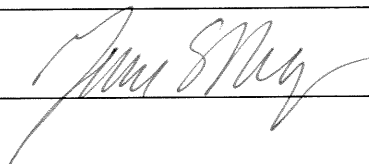
DATE: 1/21/19

FINANCE DIRECTOR

\_\_\_\_\_

DATE: \_\_\_\_\_

FIRST SELECTMAN



DATE: 1/22/19

Items	Price	Units	QTY	Cost
Monolithic Sidewalk	\$16.00	SF	8145	\$130,320.00
Monolithic Driveway	\$18.00	SF	1530	\$27,540.00
18" Curbing	\$34.00	LF	450	\$15,300.00
18" Curb patch 6" depth	\$12.00	SF	2785	\$33,420.00
Earth Excavation& Disposal	\$20.00	Yd	200	\$4,000.00
Concrete Excavation & Disposal	\$35.00	Yd	500	\$17,500.00
Asphalt Excavation & Disposal	\$30.00	Yd	200	\$6,000.00
Raise and/or Replace Uilities	\$5,000.00	LS	1	\$5,000.00
Crosswalks	\$3.50	sf	1200	\$4,200.00
ADA Pads	\$300.00	EA	11	\$3,300.00
Catchbasins	\$3,500.00	EA	10	\$35,000.00
Tree Removal	10000	LS	1	\$10,000.00
4" Topsoil & Seed	\$12.00	SY	2800	\$33,600.00
Mobilization	\$10,000.00	LS	1	\$10,000.00
Restoration	\$10,000.00	LS	1	\$10,000.00
				<b>\$345,180.00</b>
	10% Contingency			\$34,518.00
	Grand Total			<b>\$379,698.00</b>

Peter Ratkiewich, P.E.  
Westport Director of Public Works



## WESTPORT, CONNECTICUT

DEPARTMENT OF PUBLIC WORKS  
TOWN HALL, 110 MYRTLE AVE.  
WESTPORT, CONNECTICUT 06880  
(203) 341 1120

January 21, 2019

Mr. James S. Marpe  
First Selectman  
Town Hall  
Westport, CT 06880

Re: Request for Appropriation along with bond and note authorization to the Municipal Improvement Fund. Street light buyout program; replacement with LED lights

Dear Mr. Marpe,

This office herein requests an appropriation along with bond and note authorization to the Municipal Improvement Fund in the amount of \$1,000,000 for the buyout of the Eversource-owned street lights, and replacement with Town-owned LED streetlights. This initiative is pursuant to a Connecticut Conference of Municipalities, (CCM), program started in 2014 to assist Connecticut municipalities in purchasing the street lights that they currently pay the Electric Utilities to operate. After purchase, the municipality converts the lights to LED lights and pays Eversource a lower rate for the electricity. Even with maintenance costs included, the lower electric rate for the LED's combined with a lower electricity consumption creates a payback period for the investment of approximately five years.

In 2014 CCM prequalified 3 vendors through a competitive RFQ process. The Town put out an RFP to each of the prequalified vendors, and received three responses. This office has reviewed the responses, shortlisted and interviewed two, and selected one – Real Term Energy of Annapolis Maryland.

Respectfully,

Peter A. Ratkiewich, P.E.  
Director of Public Works

cc: Gary Conrad, Finance Director  
G:\Pw\_off\PAR\APPRQST\Streetlight\_buyout\_DES\_CON2

JUSTIFICATION FOR A CAPITAL PROJECT

**DEPARTMENT INFORMATION**

DEPT NAME: Department of Public Works Date: 1/21/19

**PROJECT NAME AND DESCRIPTION**  
**Streetlight Buyout Program** –Program to purchase Streetlights from Eversource, replace High Pressure Sodium and other varieties of lights with LED fixtures, add controls to lights, and take over maintenance and operation. Buyout will result in a lower electric rate paid for the electricity the lights use. LED replacements will result in much lower electricity consumption. The combination of the purchase and conversion will result in savings that will pay for the project in approximately 5 years.

IS IT LISTED IN THE 5-YR CAPITAL FORECAST? YES  NO   
 If no, why not?  
 If yes, answer the following two questions:  
 Which FY was the project first proposed? 2019  
 Which FY was the project first planned? 2014

APPROXIMATE COST:	\$909,700 (incl. controls)	COST IN CAPITAL FORECAST: \$1,000,000
CONTINGENCY (10%):	\$90,970	
	\$1,000,670	←TOTAL REQUEST→ \$1,000,000

**SOURCE OF FUNDS:**

CAPITAL BOND <input checked="" type="checkbox"/>	GEN'L FUND <input type="checkbox"/>
CNR <input type="checkbox"/>	GRANT <input checked="" type="checkbox"/>
STATE <input type="checkbox"/>	OTHER <input type="checkbox"/>

**OTHER, DESCRIBE:**  
 Vendor Financing is an option but it appears that the Town can obtain more favorable financing through conventional municipal bonds.  
**PAYBACK PERIOD:** [(Initial cost of \$1,000,000) – (est. rebates of \$106, 461)] / (Proj. annual savings \$174,086) = 5.13 years

PROJECTED START DATE: March 2019 EST. COMPLETION DATE: November 2019  
 ESTIMATED USEFUL LIFE: LED fixtures are estimated to last 20 years as opposed to 5 to 7 years for the existing HPS lights

Is this project part of a larger capital project? NO

Has an RFP been issued? YES  NO  3 prequalified CCM vendors responded.  
 Have bids been received? YES  NO  Number of bids received: three

Low bid is not the only deciding factor in choosing a vendor for this work. Past performance, experience, and price are all considered

Was the lowest bid the winner? YES  NO  If not, why?

Who will benefit from the project? The Town as a whole will benefit from reduced electrical costs for Street lighting, which currently costs the Town approximately \$240,000 per year, by approximately 50-70%.

Is it a replacement? YES  NO

Under this program the Town purchases the street lights that we currently pay Eversource to own, maintain and operate. Once they are in the Town's ownership, the electric rate we pay goes down, and in addition by replacing the existing High pressure Sodium lights with LED lighting, they use only about 20% of the power.

If yes, describe condition of what is to be replaced: LED lighting, they use only about 20% of the power.

Pictures attached? YES  NO

Proposals from the prequalified vendors are available for review

What other approvals/reviews are necessary to begin this project?

RTM Approval, BOS Award of Contract

\*\*Note this project is endorsed by the Green Task Force

### FINANCE

This section to be completed by the Finance Director.

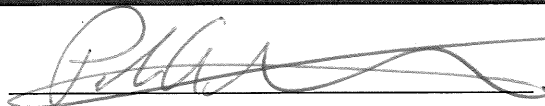
EFFECT ON TOWN FINANCES, INCLUDING DEBT SERVICE:

IF APPROVED:

IF NOT APPROVED:

### REVIEW/SIGN-OFF

DEPARTMENT HEAD



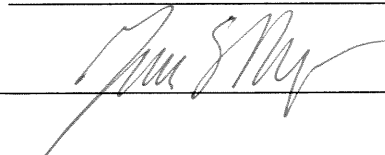
DATE: 1/21/19

FINANCE DIRECTOR

\_\_\_\_\_

DATE:

FIRST SELECTMAN



DATE: 1/22/19



## 5. FINANCIAL ANALYSIS

### 5.1. Bid Form

Financial Analysis				
Existing Fixture Wattages	Fixture Quantity	Replacement Fixture Model No.	Per Fixture All-In Estimated LED Conversion Unit Cost	Estimated Extended Cost
6300 Lumen 70W HP Sodium	714	24W_ARCH-AF16-20-D-U-T2R-4N7-10MSP-7030_AP	\$260.76	\$186,181
9500 Lumen 100W HP Sodium	185	32W_ARCH-AF16-30-D-U-T2R-4N7-10MSP-7030-AP	\$260.76	\$48,240
8500 Lumen 100W MH	1	42W_ARCH-AF16-40-D-U-T2R-4N7-10MSP-7030-AP	\$265.70	\$266
16,000 Lumen 150W HP Sodium	39	74W_ARCH-AF24-70-D-U-T2R-4N7-10MSP-7030-AP	\$299.03	\$11,662
27500 Lumen 250W HP Sodium	269	94W_ARCH-AF24-90-D-U-T2R-4N7-10MSP-7030-AP	\$305.20	\$82,099
50000 Lumen 400W HP Sodium	12	141W_ARCH-M-AF48-140-D-U-T2R-4N7-10MSP-7030-AP	\$378.04	\$4,537
4100 Lumen LED	4	32W_ARCH-AF16-30-D-U-T2R-4N7-10MSP-7030-AP	\$260.76	\$1,043
4800 Lumen LED	1	42W_ARCH-AF16-40-D-U-T2R-4N7-10MSP-7030-AP	\$265.70	\$266
13300 Lumen LED	1	141W_ARCH-M-AF48-140-D-U-T2R-4N7-10MSP-7030-AP	\$378.04	\$378
27500 Lumen 250W HP Sodium Flood	29	85W_UFLD-C25-D-U-66-Y-AP-4N7-7030-10MSP	\$537.88	\$15,599
50000 Lumen 400W HP Sodium Flood	8	128W_UFLD-C40-D-U-66-Y-AP-4N7-7030-10MSP	\$574.92	\$4,599
1	Total Estimated LED Streetlight Cost			\$354,870
2	Total Estimated Acquisition Cost			\$445,550
3	Total Estimated Annual Maintenance Cost			\$15,156
4	TOTAL COST			<b>\$815,576</b>
5	Total Estimated Rebates			\$106,461
6	Total Estimated Annual Energy Cost Savings			\$63,764
7	Total Estimated Rate 117 Savings			\$125,479
8	TOTAL SAVINGS			<b>\$295,703</b>
9	Simple Project Payback (4 divided by 8)			<b>2.76</b>

THIS IS NOT CORRECT  
SEE NEXT PAGE FOR  
EXPLANATION



The formula in the Financial Analysis accounts for items 5, 6, & 7 as yearly recurring energy cost savings, including rebates, as well as rate 117 savings. However, the rebate would be a single occurrence positive cash flow, very likely right after the installation completion. Therefore, for analysis purposes, we recommended the following as a simple payback formula:

Total cost (excluding annual maintenance cost) minus total estimated rebates equals net project cost, which is then divided by the sum of the total annual energy and cost savings and the total rate 117 savings, including the annual maintenance cost:

1	Total Estimated LED Streetlight Cost	\$354,870
2	Total Estimated Acquisition Cost	\$445,550
4	TOTAL COST	<b>\$800,420</b>
5	Total Estimated Rebates	-\$106,461
6	NET PROJECT COST	<b>\$693,959</b>
7	Total Estimated Annual Energy Cost Savings	\$63,764
8	Total Estimated Rate 117 Savings	\$125,479
3	Total Estimated Annual Maintenance Cost	-\$15,156
9	TOTAL SAVINGS	<b>\$174,086</b>
10	Simple Project Payback (6 divided by 9)	<b>3.99</b>

DOES NOT INCLUDE  
COST OF CONTROLS

#### Proposed LED Replacements

At the RFP stage, RTE is proposing Eaton Lighting (former Cooper Lighting) Archeon Series and UFLD Series LED luminaires as LED replacements. The proposed LED luminaires are smart-ready luminaires with 7-pin receptacles and dimmable drivers.

As described in section 4.3., RealTerm Energy is a product agnostic integrator and therefore will collaborate with the Town to select the most appropriate product(s) following the GIS audit and pilot installation phases.

$$\begin{aligned}
 \text{TOTAL COST} &= \$800,420 + \$109,280 \\
 &\quad \text{(LIGHTS)} \quad \text{(CONTROLS)} \\
 &\quad \quad \quad \text{NEXT PAGE} \\
 &= \$909,700 \\
 10\% \text{ CONT.} &= \$90,970 \\
 &\hline
 &= \$1,000,670 \\
 \text{REQUEST} &= \$1,000,000 \\
 \text{REBATE} &= \$106,461 \\
 &\hline
 \text{NET COST} &= \$894,209 \\
 \text{PAYBACK} &= \$894,209 / \$174,086 = 5.13 \text{ yrs.}
 \end{aligned}$$





Lighting Control System

As a value-added option please find below our proposal for a CIMCON Wireless Control System.

Item	Description	Qty
Gateway-E	<b>Wireless Gateway @ 120-277VAC "Ethernet" Version</b> Note: Connects to customers Router. Does not include any cellular fees for Communications between the Gateway and CIMCON LightingGale Central Management Software (CMS).	3
iSLC3100-7P-277-INV-A-G-IO-CATC-5-T	<b>CIMCON intelligent Site Lighting Controller "Node" @ 120VAC - 277VAC In/Out 7-Pin Version/W Control System Configuration-Included</b> 0-10VDC Dimming, On/Off, Fault Monitoring, Scheduling, AstroClock metering @ 0.5%, Class C Surge Protection, GPS, 10 Year Warranty NEMA 7-Pin Connector Mount (ANSI C136.41 Receptacle By Others)	1,263
LG-SaaS	<b>LightingGale Web-based Software (CMS) Hosted by CIMCON the first year only.</b> CIMCON Web-based CMS fee is billed annually, or 24, 36, 48 or 60 MO. contracts are available.	1,263
LGCONFIG	Control System Configuration Fee (Onetime program & configuration fee).	1,263
SUPPORT	Project Mgmt, Remote Support & Commissioning, & On-Site Training	1
Installation	Gateway installation	3
	<b>TOTAL CONTROL PRICE ADDER</b>	<b>\$109,280</b>
	<b>AVERAGE CONTROL UNIT PRICE ADDER</b>	<b>\$86.50</b>

*THIS ESTIMATE IS FOR CONTROLS ON EACH LIGHT FOR FUTURE SMART CITY ENHANCEMENTS.*