

**CITY OF GRIFFIN BOARD OF COMMISSIONERS  
WORKSHOP  
ONE GRIFFIN CENTER, W. ELMER GEORGE MUNICIPAL HALL  
TUESDAY, December 8, 2015**

1

Chairperson Doug Hollberg presided, calling the meeting to order at 9:00 a.m. Commissioners attending: Cynthia Reid-Ward, Dick Morrow, Ryan McLemore, Joanne Todd and Rodney McCord (arriving late).

Also present were City Manager Kenny L. Smith, City Attorney Andrew Whalen, III, and Teresa Watson to record minutes.

**Consider Executive Session to discuss pending/potential litigation [O.C.G.A. Section 50-14-2(1)] and the evaluation of personnel [O.C.G.A. Section 50-14-3(6)].**

*Motion/second by Commissioners Morrow/Reid-Ward to enter Executive Session at 9:01 a.m. carried by a vote of 5-0. Commissioner McCord arrived during Executive Session.*

*Motion/second by Commissioners Todd/Reid-Ward to adjourn Executive Session carried 6-0.*

*Motion/second by Commissioners Morrow/McLemore to reconvene to Open Meeting at a.m. carried by a vote of 6-0.*

**Bill Camp of Raymond James will update the Commission on plans for issuance of City of Griffin 2016 SPLOST Bonds and to discuss market conditions. City Attorney Drew Whalen will address.**

Mr. Camp provided an overview of the 2016 SPLOST Bonds process with a slide presentation, a copy of which is attached to and becomes a part of these official minutes. He noted there will naturally be some inefficiencies at the beginning of a new sales tax during the initial ramp-up period. The City is taking care of portions going to Sunny Side and Orchard Hill up front. There is a good possibility we will collect more than was projected since 0% growth or -1% growth projections were used. The \$50,400,000 projected as a budget for the SPLOST is a reasonable, conservative estimate based on a negative 1% growth. On the historical AAA MMD rates, the red line on the graph located on Page 5 represents where we are now. The "AAA" tax exempt rating noted is the highest credit quality rating. Several things were noted concerning this bond issue. First will be to pay off the lease (acquisition) of City Hall as it was financed through GMA. Part of financing is for public (City government) and part for private (tenant leases) use. Part of the borrowing will need to be done on a tax exempt basis and yields are lower. His advice is to designate tax exempt under a bank qualification which means a more desirable security with less debt out there than regular tax exempt offerings. In essence, you raise the borrowing cost on a smaller portion of debt in order to lower on the larger portion significantly for exempt status. The payoff can be accomplished by 11-1-16 or it could wait. The City could pay earlier (5-1-16) and pay a small penalty. The City can issue bonds in a series also and not all at once. That methodology could provide some funding now for projects and some later at payoff. The City can monitor and gage interest rates. Some analyses can be provided when rates become clearer in order to better plan.

The City could end up with more in issuance costs than we save. He wondered if, with a rating of 15, how much yield the City could afford (5 basis points). In this type transaction, sometimes simpler is better and we can estimate the cost savings in doing one offering versus two. Bond buyers like certainty. If the prepayment is factored in, we will have excess dollars to pay off the bond early but perhaps that's not a great idea. Pricing bonds to get a better yield could be more advantageous. There is cushion in the bond budget, and we know the rate on this GEO bond. There is pretty good current market data. He anticipates the feds will take action next week, but the bond market is already factored in somewhat. Bond money pays for about half of the project list; the remainder is designated as pay-as-you-go. Ideally the City can spend the bond money first and then have about \$1,975,000 available per year for pay-as-you-go. This determines what the City can budget each year. Debt service is retired first, then pay-as-you-go projects will follow. There is plenty of cushion though. The City filed the bond validation on 11-30-15. City Manager Smith and City Attorney Whalen will attend the bond hearing at 11 a.m. which should take about 5 minutes. Then the bond resolution/ordinance will be on the agenda of February 9, 2016. This would get it out of the way sooner. Some discussion was held regarding the preliminary schedule of events. County-wide, we collect about \$8,811,163 annually or about \$734,264 per month. As for 2013, he believe TAVT was responsible for the lower collections.

As of 2013, some of the money is being redirected by the state but there will be an equalization on the TAVT, he believed. The first collections on the new SPLOST will arrive in late May 2016.

Chief Financial Officer Markus Schwab asked, since there is a less than 1% growth rate projected, what provisions are in place if there should be a greater decrease in projections than the negative 1%. He noted the City had to reprioritize during the last SPLOST because of decreased growth and collections

**CITY OF GRIFFIN BOARD OF COMMISSIONERS  
WORKSHOP  
ONE GRIFFIN CENTER, W. ELMER GEORGE MUNICIPAL HALL  
TUESDAY, December 8, 2015**

2

that feel short of projections. Pay-as-you-go could perhaps be pushed to the tail end, but City Manager Smith said that was not necessarily the case.

Commissioner Morrow said the cushion should be adequate unless growth is a negative 5% or greater. The City can't spend until November 2016 and then we can monitor pay-as-you-go after that. The City cannot spend money until it is collected.

Commissioner McCord exited the meeting at 10:37.

**Automatic Meter Infrastructure (AMI) update regarding replacement of Smart Synch AMI system with Itron AMI system due to AT&T turn down of 2g communication Jan, 1, 2017. *Electric Director Bill Bosch will address.***

This quick update on the Automatic Meter Infrastructure (AMI), as in past years, tells where we are. This presentation particularly concerns replacement of the Smart Synch AMI system with the Itron AMI system due to AT&T turn down of 2g communications on January 1, 2017. The goal of this presentation is to not only update the City Commission, but to gain consensus regarding moving forward with negotiating a contract with Itron for their Open-Way hosted AMI solution with a project cost not to exceed \$2 million. The AMI project was originally budgeted at \$5.2 million in 2009. The actual cost of the system at that time was approximately \$3.7 million. With the estimated cost to replace, the City will still come very close to the original number budgeted in 2009. Itron discounted their system price by \$1.6 million to a cost proposal of \$1.4 million to Griffin. Electric will use contract labor to deploy at a cost of under \$200,000, and the Cogsdale integration cost is projected to be \$50,000. Total estimated cost to replace with upgrade should approximate \$1,650,000.

Mr. Bosch directed Commissioners to a slide show which is attached to, and becomes a part of, these minutes. He gave a brief history and timeline of events regarding this meter communication issue. Negotiations with Itron and AT&T continued until October 2015. During these negotiations, the goal was to exhaust all possibilities of using our present system via other providers and even to explore the possibility of being a self-service provider. There would be benefits to housing in Griffin but would add another \$1.6 to \$2 million to the cost. Remote hosts are commonplace, and this recommended version would be housed in Seattle. He had no problem with this remote hosting vs. in-house. We don't have a metered data system today, and this would allow for much greater control with no impact to ratepayers. The project is to be funded from the Municipal Trust and other monies such as energy sales, etc. With this RF technology, there would be no stranded assets and it operates much the same as the current system, with meters transmitting at midnight. Itron has a vested interest due to the purchase of Smart Synch, but the Open-Way system will allow for much greater functionality and control. Our present meter communication will be turned off by AT&T in January 2017.

Mr. Bosch said he would like a consensus from Commissioners to proceed with negotiating a contract for this system which will take one year to deploy. Otherwise, there could be a cost of \$3 to \$4 million for a new system from a different vendor. Itron has skin in the game so they are willing to negotiate. He will bring the contract to the Board probably in January for approval. City Attorney Whalen said Mr. Bosch did an outstanding job with a difficult situation. Consensus of the Board was to proceed.

**Presentation of 2015 Stormwater Utility management activities summary. *Public Works and Utilities Director Brant Keller will address.***

Dr. Keller noted that as a condition of our NPDES MS4 (Municipal Separate Storm Sewer Systems), the Stormwater Utility is required to prepare and present the stormwater management activities summary to the City Commission and the general public. This presentation constitutes the permit requirement activity for 2015.

The City has been able to retain CSR5 flood plain designation and create our first public-private partnership (PPP) with the Eternal Hope Hospice (Grogan LLC) site with GEFA loans. We constructed a 2.35 acre site in the Upper Shoal Creek Basin consisting of a lake, stream buffers and a floatables collector or "bandalong," and there are no more floatables downstream from the upper basin. Four major culverts have been replaced mostly due to the significant rains and flooding earlier this year, the most recent just two weeks ago. Pipes are beginning to fail as the infrastructure is aging, and we need to complete an assessment of all pipe systems. We estimate \$30 to \$50 million for pipe replacements, replacing with aluminized steel, plastic or concrete depending on soil conditions. The Meriwether Homes project was a major construction effort for storm drain pipe and catch basins, as well as curb and gutter.

**CITY OF GRIFFIN BOARD OF COMMISSIONERS  
WORKSHOP  
ONE GRIFFIN CENTER, W. ELMER GEORGE MUNICIPAL HALL  
TUESDAY, December 8, 2015**

3

The Environmental Council has three positions up for appointment/reappointment in January but is working well. Stormwater Utility had several milestones this year, including good results at this year's Kiwanis Fair with the Environmental Council, stream cleanups, updated website information, surveys and mailers to over 23,000 regarding stormwater pollution, floodplain management and training workshops. Dr. Keller stated he hopes to engage more in the area of recyclables. This year's water tower competition was a great event. We have been selected by Georgia Tech to do an analysis of replacing magna drive pumps vs. variable frequency drives (VFD).

The City of Griffin has been a Tree City for over 25 years. Our urban forest lies within the public rights of way and accounts for over 10,100 trees. This year we made over 199 inspections, resulting in the removal of 51 trees and the replanting of 98 trees. The urban forest helps define the City of Griffin with aesthetic value, as well as the environmental value.

EPA is strengthening the way we address water pollution challenges with the Clean Water Act Action Plan. We scrutinize the largest discharges, and address such challenges as concentrated animal feeding operations, sewer overflows, contaminated water flow from industrial facilities, construction sites, and runoff from urban streets.

The City of Griffin remains committed to the general well-being of the environment and our citizens who live here. Griffin sets an excellent example in the protection of its natural resources by building green parks, recycling, creating a green industrial park, urban forest management, alternative energy utilization, stormwater management and the compliance of its NPDES MS4 permit. Protecting our resources starts with each of us.

<b>ADJOURN</b>
----------------

*Motion/second by Commissioners Morrow/McLemore to adjourn at 11:12 a.m. carried 5-0.*

Respectfully Submitted,

---

Kenny L. Smith, City Manager/Secretary

Accepted:

---

Douglas S. Hollberg, Chairperson



SALES TAX & GENERAL OBLIGATION BOND  
PROGRAM UP-DATE

December 8, 2015

Bill Camp, Managing Director  
3050 Peachtree Road, Suite 702  
Atlanta, Georgia 30305  
404.240.6805  
william.camp@raymondjames.com

RAYMOND JAMES

FYE November 2015 Actual		
LOST as Base Year:	8,811,163	734,264

RAYMOND JAMES

2

SALES TAX HISTORY

YEAR	SPALDING		
	County-Wide LOST	MONTHLY AVERAGE	HIST. GROWTH RATE
2003	7,731,453	644,288	---
2004	8,286,146	690,512	7.17%
2005	8,627,648	718,971	4.12%
2006	9,496,717	791,393	10.07%
2007	9,336,769	778,064	-1.68%
2008	8,919,263	743,272	-4.47%
2009	8,376,481	698,040	-6.09%
2010	8,370,364	697,530	-0.07%
2011	8,587,785	715,649	2.60%
2012	8,667,282	722,273	0.93%
2013	8,248,370	687,364	-4.83%
2014	8,410,117	700,843	1.96%
2015	11 months 8,107,163	737,015	5.16%
6-Year Average Growth Rate:			0.96%

FYE November 2015 Actual		
LOST as Base Year:	8,811,163	734,264

RAYMOND JAMES

2

SALES TAX PROJECTIONS

New 6-Year SPLOST Levy dates: 4/16 through 3/22  
New 6-Year SPLOST Cash Flow dates: 5/16 through 4/22

COLLECTIONS AT A 0.00% GROWTH RATE:			
COUNTY-WIDE #'S		PROJECTED SPLOST COLLECTIONS	PROJ. GROWTH 0.00%
YEAR			
100% of Collection    Griffin's portion			
2016	(1) & (2)	5,433,550	2,069,481
2017		8,811,163	3,972,953
2018		8,811,163	3,972,953
2019		8,811,163	3,972,953
2020		8,811,163	3,972,953
2021		8,811,163	3,972,953
2022	(3)	2,937,054	1,324,318
TOTAL		52,426,419	23,258,566
(1) SPLOST levy starts on 4/1/16 - Reflects 8 months of collections (cash flows) from the State during 2016.			
(2) 80% collections projected in first quarter. "Inefficiency" projected due to start-up of new collections.			
(3) SPLOST levy ends on 3/31/22 - Reflects 4 months of collections (cash flows) from the State during 2022.			

Assumed Growth Rate	Estimated Total Collections	Estimated Griffin's Share
-4.0%	45,057,422	19,935,885
-2.0%	48,609,024	21,537,303
-1.044%	50,400,000	22,344,854
0.0%	52,426,419	23,258,566
2.0%	56,527,617	25,107,796
4.0%	60,931,635	27,093,568

RAYMOND JAMES

3

BONDS APPROVED BY THE VOTERS:

\$10,570,000 to mature:

July 1, 2017	\$ 1,370,000
July 1, 2018	\$ 1,790,000
July 1, 2019	\$ 1,805,000
July 1, 2020	\$ 1,835,000
July 1, 2021	\$ 1,865,000
July 1, 2022	\$ 1,905,000

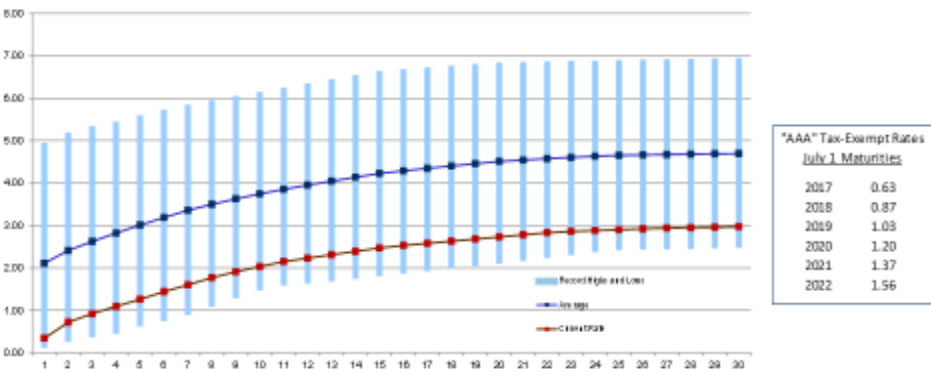
At rates not to exceed 5.50%.

RAYMOND JAMES

4

HISTORICAL AAA MMD RATES

- The graph below shows the range between the record highs and lows of AAA MMD at each maturity since 1993, along with average rates over this time frame and the current rates.
- AAA MMD rates reached their lowest marks in history in November 2012. Rates have risen since the record lows reached in late 2012, but still remain below historical averages.



RAYMOND JAMES

5

ESTIMATED SOURCES & USES OF FUNDS

	Taxable	B.Q. Tax-exempt	Issue Summary
<b>Sources Of Funds</b>			
Par Amount of Bonds	\$700,000.00	\$8,930,000.00	\$9,630,000.00
Reoffering Premium	-	1,069,120.70	\$1,069,120.70
<b>Total Sources</b>	<b>\$700,000.00</b>	<b>\$9,999,120.70</b>	<b>\$10,699,120.70</b>
<b>Uses Of Funds</b>			
Acquisition of One Griffin Center	694,750.00	2,209,423.57	2,904,173.57
Fire Department Projects		4,350,000.00	4,350,000.00
Historic City Hall		3,250,000.00	3,250,000.00
Costs of Issuance & Contingency	5,250.00	189,697.13	194,947.13
<b>Total Uses</b>	<b>\$700,000.00</b>	<b>\$9,999,120.70</b>	<b>\$10,699,120.70</b>

\*Bank Qualified\* limitation is \$10 Million, or less, of tax-exempt financings in a calendar year.

RAYMOND JAMES

6

CITY OF GRIFFIN BOARD OF COMMISSIONERS  
WORKSHOP  
ONE GRIFFIN CENTER, W. ELMER GEORGE MUNICIPAL HALL  
TUESDAY, December 8, 2015

ESTIMATED SERIES 2016 DEBT SERVICE

Date	Principal	Coupon	Interest	Semi-Annual Payments	Calendar Year Totals
07/01/2016	-	-	142,993.47	142,993.47	142,993.47
01/01/2017	-	-	193,525.00	193,525.00	
07/01/2017	890,000.00	1.860%	193,525.00	1,083,525.00	1,277,050.00
01/01/2018	-	-	185,250.00	185,250.00	
07/01/2018	1,620,000.00	3.000%	185,250.00	1,805,250.00	1,990,500.00
01/01/2019	-	-	160,950.00	160,950.00	
07/01/2019	1,670,000.00	4.000%	160,950.00	1,830,950.00	1,991,900.00
01/01/2020	-	-	127,550.00	127,550.00	
07/01/2020	1,740,000.00	4.000%	127,550.00	1,867,550.00	1,995,100.00
01/01/2021	-	-	92,750.00	92,750.00	
07/01/2021	1,810,000.00	5.000%	92,750.00	1,902,750.00	1,995,500.00
01/01/2022	-	-	47,500.00	47,500.00	
07/01/2022	1,900,000.00	5.000%	47,500.00	1,947,500.00	1,995,000.00
Total	\$9,630,000.00	-	\$1,758,043.47	\$11,388,043.47	\$11,388,043.47
Assumes February 18, 2016 issuance:					
Average Life	4.165 Years				
Average Coupon	4.383%				
Taxable Maturity Yield	1.550%				
Tax-Exempt Blended Yield	1.597%				

RAYMOND JAMES

7

ESTIMATED ANNUAL “PAY-GO” DOLLARS FOR GRIFFIN

SPLOST Year 1:	\$ 1.975M (available Nov. 2016 to Apr. 2017)
SPLOST Year 2:	\$ 1.975M (available Nov. 2017 to Apr. 2018)
SPLOST Year 3:	\$ 1.975M (available Nov. 2018 to Apr. 2019)
SPLOST Year 4:	\$ 1.975M (available Nov. 2019 to Apr. 2020)
SPLOST Year 5:	\$ 1.975M (available Nov. 2020 to Apr. 2021)
SPLOST Year 6:	\$ 1.975M (available Nov. 2021 to Apr. 2022)

RAYMOND JAMES

8

PRELIMINARY SCHEDULE OF EVENTS

Date	Event
Tuesday, November 24	City Commission to certify election results.
Monday, November 30	File for Bond Validation. Publish 1 <sup>st</sup> Notice of Bond Validation Hearing. (Week off)
Week of December 7	Publish 2 <sup>nd</sup> Notice of Bond Validation Hearing
Monday, December 14	11:00 AM Validation Hearing in Superior Court.
December 8 & early January	Collection of data for generating the Preliminary Official Statement ("POS").
Wednesday, January 5	Distribute 1 <sup>st</sup> drafts of Parameters Bond Resolution and Intergovernmental Contracts.
Monday, January 11	Distribute first draft of Series 2016 Preliminary Official Statement ("POS").
Wednesday, January 13	Provide latest round (final) comments on ALL Documents going to N.Y. by 2:00 PM. Send clean drafts of Bond Resolution, Intergovernmental Contract, and Approving Opinion; 2016 POS most recent three years audited-historical financial statements for County and City; current unaudited financials; and current Budget to Moody's.
Week of January 18 <sup>th</sup>	Conference call with Moody's Rating Service.
Week of January 25 <sup>th</sup>	Receive rating.
Thursday, January 28	Provide final comments on ALL DOCUMENTS by 1:00 p.m. Post, Print and Mail Series 2016 POS to Prospective Investors.
Tuesday, February 9	(1) Price and market Series 2016 Bonds. (2) 6:00 PM Regular Meeting of the City Commission to adopt Series 2016 Bond Resolution and to sign Bond Purchase Agreement.
Friday, February 12	Print and mail Final Official Statement. Distribute drafts of 2016 Closing Documents and Closing (wire) Memo.
Tuesday, February 16	Provide final comments on all closing documents by noon. Final closing documents (and wire instructions) distributed.
Thursday, February 18	Close Series 2016 Bond issue and invest proceeds.

RAYMOND JAMES

9



CITY OF GRIFFIN BOARD OF COMMISSIONERS  
WORKSHOP  
ONE GRIFFIN CENTER, W. ELMER GEORGE MUNICIPAL HALL  
TUESDAY, December 8, 2015

7

DISCLAIMER

The information contained herein is solely intended to facilitate discussion of potentially applicable financing applications and is not intended to be a specific buy/sell recommendation, nor is it an official confirmation of terms. Any terms discussed herein are preliminary until confirmed in a definitive written agreement. While we believe that the outlined financial structure or marketing strategy is the best approach under the current market conditions, the market conditions at the time any proposed transaction is structured or sold may be different, which may require a different approach.

The analysis or information presented herein is based upon hypothetical projections and/or past performance that have certain limitations. No representation is made that it is accurate or complete or that any results indicated will be achieved. In no way is past performance indicative of future results. Changes to any prices, levels, or assumptions contained herein may have a material impact on results. Any estimates or assumptions contained herein represent our best judgment as of the date indicated and are subject to change without notice. Examples are merely representative and are not meant to be all-inclusive.

Raymond James shall have no liability, contingent or otherwise, to the recipient hereof or to any third party, or any responsibility whatsoever, for the accuracy, correctness, timeliness, reliability or completeness of the data or formulae provided herein or for the performance of or any other aspect of the materials, structures and strategies presented herein. This Presentation is provided to you for the purpose of your consideration of the engagement of Raymond James as an underwriter and not as your financial advisor or Municipal Advisor (as defined in Section 15B of the Exchange Act of 1934, as amended), and we expressly disclaim any intention to act as your fiduciary in connection with the subject matter of this Presentation. The information provided is not intended to be and should not be construed as a recommendation or "advice" within the meaning of Section 15B of the above-referenced Act. Any portion of this Presentation which provides information on municipal financial products or the issuance of municipal securities is only given to provide you with factual information or to demonstrate our experience with respect to municipal markets and products. Municipal Securities Rulemaking Board ("MSRB") Rule G-17 requires that we make the following disclosure to you at the earliest stages of our relationship, as underwriter, with respect to an issue of municipal securities: the underwriter's primary role is to purchase securities with a view to distribution in an arm's-length commercial transaction with the issuer and it has financial and other interests that differ from those of the issuer.

Raymond James does not provide accounting, tax or legal advice; however, you should be aware that any proposed transaction could have accounting, tax, legal or other implications that should be discussed with your advisors and/or legal counsel.

Raymond James and affiliates, and officers, directors and employees thereof, including individuals who may be involved in the preparation or presentation of this material, may from time to time have positions in, and buy or sell, the securities, derivatives (including options) or other financial products of entities mentioned herein. In addition, Raymond James or affiliates thereof may have served as an underwriter or placement agent with respect to a public or private offering of securities by one or more of the entities referenced herein.

This Presentation is not a binding commitment, obligation, or undertaking of Raymond James. No obligation or liability with respect to any issuance or purchase of any Bonds or other securities described herein shall exist, nor shall any representations be deemed made, nor any reliance on any communications regarding the subject matter hereof be reasonable or justified unless and until (1) all necessary Raymond James, rating agency or other third party approvals, as applicable, shall have been obtained, including, without limitation, any required Raymond James senior management and credit committee approvals, (2) all of the terms and conditions of the documents pertaining to the subject transaction are agreed to by the parties thereto as evidenced by the execution and delivery of all such documents by all such parties, and (3) all conditions hereafter established by Raymond James for closing of the transaction have been satisfied in our sole discretion. Until execution and delivery of all such definitive agreements, all parties shall have the absolute right to amend this Presentation and/or terminate all negotiations for any reason without liability therefor.

RAYMOND JAMES

10

Griffin Power Automatic Metering Review

- Contracted with Smart Synch January 2010. Full cellular solution.
- Deployed by mid 2011.
- Operating at 98-99% meter communication, contract goal was 97%.
- No issues to date. Itron purchases Smart Synch.
- AT&T informs the nation of 2G turn down by industry notice in 2012. To date still no official notice given to Griffin by Itron or AT&T; nor any utilities that we know of.
- General discussions with Itron & AT&T between 2012 and 2014 about options with 2G, another provider, mini cells, and waiting for official notification of turn down before moving forward. During this time we also explored legal options.
- Jan 2014 started negotiations with Itron and AT&T. Negotiations current till Oct. 2015.

Griffin Power AMI

- During these negotiations the goal was to first exhaust all possibilities of using our present system via other providers, or self service provider.
- Our present system was budgeted for \$5.2 Million. Actual Cost aprox \$3.7. New proposal of \$1.4 million is close to original budget from 2010.
- Negotiated price of new system \$1.4 Million.
- With contracted installation and any additional cost we recommend a "do not exceed \$2 mil."

**CITY OF GRIFFIN BOARD OF COMMISSIONERS  
WORKSHOP  
ONE GRIFFIN CENTER, W. ELMER GEORGE MUNICIPAL HALL  
TUESDAY, December 8, 2015**

# Griffin Power AMI

**PROPOSED**

- No stranded assets RF technology
- 100% disconnect
- Hosted by Itron / large storage / added cost to host in Griffin. \$1.6 to \$2mil.
- Comes with \$1mil meter data management system
- Operates same as today. Meters transmit at midnight.
- Using Itron allows us to realize cost savings; Itron has skin in the game due to the purchase of Smart Synch.
- The Itron open way system allows much more functionality, graphing, customer information, street light control, etc.

## CURRENT

- Cell technology could change in the future again.
- 65% disconnect today.
- Hosted by Griffin, system is under our control. But if hosted outside, cost to return to griffin could escalate.
- We only have TMS today, greatly reduced management program.
- If we don't use Itron we would have to go to bid and pay full price for another system. Min estimate \$3.5 to \$4.5 mil.
- AT&T pulled all interest in October 2015.

## Review

- Our present meter communication will be turned off Jan 2017 by AT&T.
- Electric recommends going with the ITRON Open Way System which was our first selection in 2010 but did not offer disconnect meters at that time.
- No stranded assets with this system.
- Itron has taken profit out and taken another \$1.6 million dollars off the discounted price.
- This will be a “hosted” solution by Itron unless we decide to house in Griffin at the additional cost of \$1.6 to \$2 mil. A Griffin hosted system would be maintained and serviced by our IT staff.
- No impact on rates or ratepayers. To be funded by Municipal Trust.
- Discussion:

# **Iticon**

Iticon, Inc.  
10000 N. 19th Avenue, Suite 100  
Phoenix, Arizona 85021  
(602) 998-1100  
Fax: (602) 998-1101  
www.iticon.com

## **Pricing Summary for**

**City of Griffin**

March 07/19/2010

Page 11 of 12

Item	Category	Description	Qty	Unit Price	Extended Price	Notes
<b>Water</b>						
1	Water	GEORGIN NF Main Overhaul 18" CSD# 01380	60	\$155.00	\$9,300.00	
2	Water	GEORGIN NF Main Overhaul 18" CSD# 01390	112	\$175.00	\$19,600.00	
3	Water	GEORGIN NF Main Overhaul 18" CSD# 01390	110	\$215.00	\$23,650.00	
4	Water	GEORGIN NF Main Overhaul 18" CSD# 01390	340	\$440.00	\$149,600.00	
5	Water	GEORGIN NF Main Overhaul 18" CSD# 01390	8	\$140.00	\$1,120.00	
6	Water	GEORGIN NF Main Overhaul 18" CSD# 01390	8	\$140.00	\$1,120.00	
7	Water	GEORGIN NF Main Overhaul 18" CSD# 01390	175	\$140.00	\$24,500.00	
8	Water	GEORGIN NF Main Overhaul 18" CSD# 01390	377	\$140.00	\$52,780.00	
9	Water	175" Casker installed inside the top of SF Main	175	\$300.00	\$52,500.00	
<b>Water Total</b>					<b>\$2,844,860.00</b>	

## **Network Infrastructure**

10	Roaming	Continental CD Router - CDR 1240	12	\$8,000.00	\$96,000.00	
11	Roaming	Network Range Controller	12	\$8,000.00	\$96,000.00	
<b>Network Infrastructure Total</b>					<b>\$192,000.00</b>	

## **Software**

12		Continental CD Devision Manager Application v2.0	1	\$1,900.00	\$1,900.00	
<b>Software Total</b>					<b>\$1,900.00</b>	

## **Professional Services**

13	Services	Information and Project Management Services			\$84,880.00	(2-0)
14	T&E	Travel and Expenses (estimated)			\$1,440.00	
<b>Professional Services Total</b>					<b>\$106,320.00</b>	

## **Sub-Total**

**\$3,053,680.00**

## **System Design**

<b>Total</b>					<b>\$3,053,680.00</b>	
--------------	--	--	--	--	-----------------------	--

## **TOTAL All Managed Services**

15	Managed	TOTAL All Managed Services, cellular	15	\$1,000.00	\$15,000.00	(4)
16	Managed	TOTAL All Managed Services, RF Main	1,000	\$20.00	\$20,000.00	
<b>TOTAL All Managed Services Total</b>					<b>\$37,000.00</b>	

## **Notes and Assumptions**

- 1) Implementation includes site, configuration, testing, and go-live of the first Tritel solution for the City of Griffin. These services include all necessary hardware, software, training, and support.
- 2) Hardware deployment training and support.
- 3) Hardware training, testing, and support.
- 4) Set-up of data, scripts, queries, and system integration; minor retesting due to register building and event data exported from Tritel.
- 5) Minor hardware for integration with the existing other existing equipment.
- 6) System operational training.
- 7) Project management.
- 8) Quote does not include installation of fiber optics, trenching, cabling, or other network, or other equipment, or other equipment.
- 9) All Tritel hardware and software is provided and is subject to change. All hardware and software is not included in the Tritel solution of 1000 and 10000 and is subject to change. All hardware and software is not included in the Tritel solution of 1000 and 10000 and is subject to change.

**Iron**

Product Code: 4110  
Approximate Weight: 1000 lbs. (1000 kg)  
2011 U.S. Sales \$1.5  
2010 U.S. Sales \$1.5  
Net Weight: 1000 lbs.  
Net Weight: 1000 lbs.

**Pricing Summary for  
City of Griffin**  
April 1971 to April 2011  
April 1971 to April 2011

(1) Managed Services are based on a 10 year contract. Year 6-10 managed services fee will increase by \$5.00/tonne.  
(2) Freight, taxes, duties, and tariffs are not included. Prices are in US dollars. Prices are valid for 30 days.