



**Village of Whitefish Bay, Wisconsin**  
**Public Works Committee Meeting Agenda**

**Tuesday, September 28, 2021 at 4:45pm**  
**Village Hall Second Floor Board Room**  
**5300 N. Marlborough Drive**

**In-Person Meeting**

**AGENDA**

1. Call to Order
2. Review and Approve Minutes of August 23, 2021 Public Works Committee Meeting  
*Approved*
3. Review and Recommend Village Street Light LED Relamping Project and Street Light Lamp Equipment Lease Agreement  
*Recommended to Village Board*
4. Next scheduled meeting – to be determined
5. Adjournment

Cc: Village Board, Village Manager, Public Works Superintendent, Department Heads, Village Attorney

**Posted: 9/24/2021** Note: It is possible that members and/or possibly a quorum of members of other governmental bodies of the municipality may be in attendance at the above-stated meeting to gather information; action will not be taken by any governmental body at the above-stated meeting other than the governmental body specifically referred to above in the notice.

September 24, 2021

Memo to: Chairperson Miller and Members of the Public Works Committee

From: John Edlebeck, P.E., Village of Whitefish Bay Director of Public Works 

Re: **Village Street Light LED Relamping Project**  
**Street Light Lamp Equipment Lease Agreement**

Pilot test area: 5300-5400 Block of N. Kent Avenue

The Public Works Department staff established 2 weeks ago a pilot test area for the Whitefish Bay community to consider the relamping of our Village street lights with LED lamps. The Village owns and operates all of the concrete pole street lights in the Village, and currently operates High Pressure Sodium (HPS) lamps in those street lights.

<b><u>Existing Lamp Type</u></b>	<b><u>Proposed Lamp Type</u></b>	<b><u>Count</u></b>
70 watt HPS	20 watt LED	1150
100 watt HPS	25 watt LED	350

The taller street lamps along Silver Spring Drive from Lake Drive to Lydell Avenue have already been retrofitted with LED lamps as a part of the 2018 Silver Spring Drive / Santa Monica Boulevard Traffic Signal Replacement and Safety Improvement Project. 90% Federal Highway Administration safety funding was secured for that project through Wisconsin DOT.

The current power charges for the current HPS Village street lights exceed \$90,000 per year. An expected \$60,000 per year savings could be realized by installing 20 and 25 watt LED lamps. With an expected cost of \$288,000-\$300,000 to relamp with LED our Village street lights, a simple payback of 4.8- 5.0 years is calculated. In addition, a Focus on Energy grant for this project would be investigated by Village staff to possibly further reduce the payback period. That grant amount is unknown at this time.

The Public Works Department established the 5300-5400 block of N. Kent Avenue as the pilot test location. 20watt and 25watt LED lamps were selected and installed with a low Kelvin rating of 2700K to keep the light color cooler and more appealing. This 2700K also complies with the recommendations of the American Medical Association (AMA) for outdoor street light brightness. This pilot test location was established on Monday, September 13, 2021, advertised to the general public with feed back and comments back to the Village encouraged as to the light brightness, color acceptability and cost savings. Numerous comments were received by the Village over the past 2 weeks. Below is a summary of those comments as of September 24:

In favor of 20 watt LED lamps	37
In favor of 25 watt LED lamps	26
In favor of both 20w and 25w LED lamps	1
In favor of current HPS lamps	5
Miscellaneous comments	5
Total comments received to date	74

If the Public Works Committee and the Village Board supports this project, funding can be included in a proposed 2022 Village General Fund Capital Borrow. Village staff would establish a Winter, 2022 project design, Spring, 2022 public bidding and Summer, 2022 installation schedule.

As an alternate, a private funding source could be utilized. This could take the form of a performance contract or equipment lease agreement that takes advantage of private tax credits that are unavailable to the Village. A draft Street Light Lamp Equipment Lease Agreement is currently being reviewed by both Village Attorney Jaekels as well as Doug Kinney of AD International (ADI) of Lake Forest, Illinois. ADI is proposing to partner with Palmer Capital Corporation (Palmer) to provide private funding for the project. Palmer has been involved in numerous renewable energy project over many years. Because the lessee owns the equipment for a period of time until the final lease payment is made in year 5, the lessee is able to obtain tax credits, of which some of those monetary benefits are reflected in the Village lease payment schedule. Since this option is not subject to state Public Works project bidding laws, the project could proceed this fall with a December, 2021 completion date, allowing the Village to begin to realize the power cost saving immediately.

**Requested Action:**

Recommend to the Village Board to approve the Village Street Light LED Relamping Project and to support the consideration of a Street Light Lamp Equipment Lease Agreement.

The Village of Whitefish Bay is investigating the possibility of switching its approximately 1,500 High Pressure Sodium (HPS) lamp streetlights to LED lamp streetlights of a comparable color and brightness. LED lighting is much more cost efficient and will have both economic and environmental benefits for our community. Those benefits include:

- Through an estimated 70% power use reduction, a savings of over \$1,200,000 million dollars in utility costs over 20 years could be realized as compared to our current HPS lamp streetlights.
- LED lamp fixtures will yield reduced maintenance and repair costs because LED lamps burn out or fail much less frequently as compared to HPS lamps.
- Reduced energy consumption and carbon footprint which supports the Action Item 1 from the Triple Bottom Line, Resilience, Culture Section of the 2019 Comprehensive Plan. This Action Item specified that the Village "Improve energy efficiency and reduce energy consumption by considering efficiency standards... and monitoring Village buildings for energy efficiency and making needed changes as soon as possible."

#### 5400-5300 Kent Ave LED Pilot Program



**We Want to Hear From You!** The 5400-5300 block of Kent Avenue has been set up as the Village pilot location displaying two LED lamp wattages under consideration (20 watt and 25 watt). Both options are a 2700 Kelvin color temperature (warm white/yellow), very similar to our current HPS lamp color and in compliance with the American Medical Association's street lighting guidelines. See the attached map for more information.

- The northern three bulbs on the block are 25 watt. Circled in red in the map.
- The southern three bulbs on the block are 20 watt. Circled in black in the map.

We encourage you to visit the pilot location after dusk on or before Monday, September 27, 2021 and share your bulb preference via our online feedback form below.

Feedback can also be submitted via email to [t.blakeslee@wfbvillage.org](mailto:t.blakeslee@wfbvillage.org) or in person at the Village Public Works Committee meeting scheduled for Tuesday, September 28, 2021, at 4:45 p.m. at Whitefish Bay Village Hall in the Second Floor Meeting Room

**First Name\***

**Last Name\***

**Address\***

**Email Address**

**Phone Number**

**What LED street light option do you prefer?\***

- Prefer 25 watt LED bulb. Circled in red in the map.
- Prefer 20 watt LED bulb. Circled in black in the map.
- Prefer the current HPS (High Pressure Sodium) bulb.

# Municipal Leasing 101

A lease typically refers to an arrangement where one party owns or controls equipment, called the lessor, transfers possession and use of that equipment for a period of time to another party, called the lessee, in exchange for the payment by the lessee to lessor of periodic rent (i.e., monthly, quarterly or semi-annually).

A Municipal Lease has a few variations. For example, A Municipal Lease or Lease Purchase is essentially an installment purchase contract otherwise known as a Lease-to-Own program with no residual and no end-of-lease buyout. A Municipal Lease is renewed annually and as such, its payments constitute a current expense of the municipality and thereby does not create debt. Because the interest can be exempt from federal and state income tax, this financing offers the municipality a significant savings compared to conventional leasing.

## **Not all equipment acquisitions, budgets or equipment finance agreements are the same.**

Municipal Lease financing has distinctive advantages over commercial equipment leasing:

- The Municipal Lease includes termination for non-appropriation language. The non-appropriation clause, in cases where the lessee is unable to obtain funding for future payment obligations on the lease, enables the lessee to terminate the lease agreement at the end of the current appropriation period without further obligation or penalty.
- A Municipal Lease is referred to as a "Municipal Lease purchase". During the term of the lease, the municipality holds the title to the leased

equipment while the lessor holds the security interest. It is a full payout contract to purchase the equipment rather than a series of rental payments as with traditional commercial leases. The financing is structured so that there is no residual value, balloon payment or purchase option to consider.

- A Municipal Lease is also referred to as "tax-exempt" because the interest income on a Municipal Lease is tax exempt to the lessor. The municipality benefits when the lessor passes these savings on to the municipality in the form of a lower interest cost.
- Municipal Lease payments build equity in the future unencumbered ownership of the asset. Without penalty, the lessee has the option of purchasing the equipment outright, at any time, for a predetermined purchase price consisting of the remainder of principal and any accrued interest.

## **SUMMARY OF MUNICIPAL LEASING BENEFITS:**

- Preserves capital.
- Up to 100% financing.
- Interest rates approach municipal bond rates but no bond referendum required.
- Assets can be financed over their useful life.
- Fixed rate.
- Simplified documentation.
- Termination without penalty.
- Not subject to state bid laws.



# AD International

13743 Laurel Drive

Lake Forest, Illinois 60045

815-900-1255

## 2020 Lease Program Outline

## Customer Benefits

- Customer gets state of the art LED material Installed at no cost
- No impact on annual budget and no cash outlay
- Lighting operational cost goes down at least 50%
- Lumen output is increased 30% with much better CRI
- Maintenance is eliminated for 5 years
- Payments come from cash flow currently paid to utility
- After 5 years- customer gets system with expected life of 5 more years + and all the savings generated by system

## How Program Works

- AD International will provide estimate of project with calculated savings ( all verified by specifics of product)
- The lease payment is based on the calculated savings. Usually 20 to 30% of savings goes to customer and the residual goes to lease company. The usual term is 5 years since that is the warranty period.
- AD International will provide and install the LED material- turnkey operation.
- AD International supports the manufacturers warranty which is 5 years so no maintenance to the customer.
- After 5 years- customer has option to purchase the system at fair market value TBD at that time.

*Contact Doug Kinney (Doug@adi-led.com) with questions or for more information.  
815-900-1255*

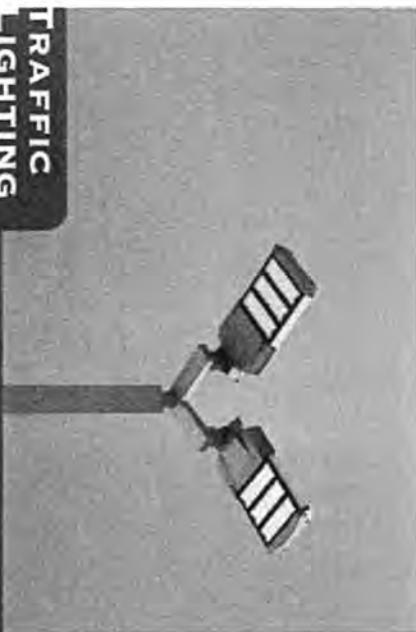
## AD International Profile

- AD International has been in the LED business for over 13 years
- Our product quality is verified by many independent labs to insure operation of the material for the stated life.
- AD International has many references from jobs done over the years
- AD International has been a trade Ally with ComEd for over ten years and have participated in all of their programs.
- AD international is locally based to insure prompt attention to any problems that may come up.

*Contact Doug Kinney (Doug@adi-led.com) with questions or for more information.  
815-900-1255*

## ABOUT US

AD International, founded in 2007, is a premier stocking distributor of commercial-grade LED lighting products. We provide an extensive offering of LED bulbs, fixtures and retrofit kits for every commercial environment including industrial, retail, education, manufacturing and medical. ADI is also an active supplier of streetlight luminaries and fixtures to municipalities throughout North America under our Intermatic Roadway Brand.



### Why Use ADI?

- FREE Property Assessment including full energy evaluation
- We can handle all the Retrofit details including installation and disposal
- We carry a wide variety of LED material for any retrofit opportunity
- Competitive pricing!
- Contact us [info@adi-led.com](mailto:info@adi-led.com)

**AD INTERNATIONAL**  
Direct Importers of LED Lighting

## Suppliers of ALL LED Lighting

### MULTIPLE SOLUTIONS

#### *Retro Fitting of:*

- Street Lights for Municipalities
- Industrial Applications
- Parking Lots and Structures
- Residential - Senior Homes etc...
- Education
- Retail
- Manufacturing
- Medical

**Competitive Pricing**  
**Highest Quality**  
**Excellence Service**

ADI's founders have over 40 years of experience in the electrical industry providing quality electrical products and sales. We have adopted the quality of Intermatic Incorporated where they learned the importance of quality material to start the retrofit process. Some of our product offerings are licensed under the Intermatic Brand to ensure the top quality of the material. We provide our customers around the clock support and a "over the counter" warranty which is the best in the industry.

13743 LAUREL DRIVE  
LAKE FOREST, IL 60045

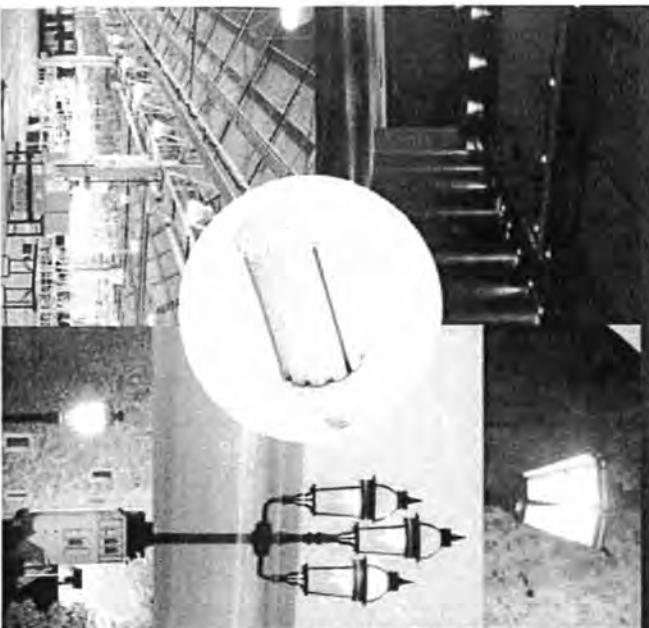
PHONE: 773.639.5337  
FAX: 773.636.5598



## OUR SERVICES

- Assess your property –
- Full Energy Evaluation
- Retro Product Recommendations
- Estimate for Retrofit
- ROI of Recommended Products
- Installation of New LED's
- Proper Disposal of Old Materials

## RETRO-FITTING



## EDUCATION



## LED AFTER

ADI-LED.com

## FEATURED PRODUCT



### 4 FT 12W T8 PLUG & PLAY

.....Call for Special Pricing & Specs

### 40/60/90/120W WALL PACK

.....Call for Special Pricing & Specs

AD INTERNATIONAL

13743 LAUREL DRIVE  
LAKE FOREST, IL 60045

PHONE: 773.639.5337  
FAX: 773.636.5598

**LED Retrofits are substantiated by economics - LOWER COSTS:**

- LED lamps cost less to operate and less to maintain!
- LED rated lamp life can last up to 40 times longer than conventional materials.
- LED lamps use up to 80% less energy than conventional incandescent lamps.
- LED lamps are instant "on" to full brightness and are dimmable.
- LED emit crisper and sharper lumen output so your illuminated objects are clearer.
- LED's have no UV and low heat so there is no degradation of illuminated objects.

**ADI**



## Palmer Capital's Renewable Energy Projects.

Name	Technology	Power Size(kW)	Note	Palmer's Role
1 Sherman Station, ME	Wood	18,000		Structuring and financial advisor/finder
2 Brattleboro, VT	Landfill Gas	320		Structuring, financial advisor & investor
3 Terra Bella, CA	Wood	7,500		Structuring and financial advisor/finder
4 Monterey, CA	Landfill Gas	1,150		Developer – Structuring, financial advisor & investor
5 Burbank, CA	Landfill Gas	800		Developer – Structuring, financial advisor & investor
6 Fresno, CA	Landfill Gas	1,200		Developer – Structuring, financial advisor & investor
7 Yolo, CA	Landfill Gas	1,950		Developer – Structuring, financial advisor & investor
8 Johnston, RI	Landfill Gas	13,600		Developer – Structuring, financial advisor & investor
9 Raleigh, NC	Landfill Gas	2,400	S	Developer – Structuring, financial advisor & investor
10 Palo Alto, CA	Landfill Gas	2,000		Developer – Structuring, financial advisor & investor
11 Glendale, CA	Landfill Gas	15,000	G	Developer – Structuring, financial advisor & investor
12 Brookhaven, NY	Landfill Gas	3,000	G	Developer – Structuring, financial advisor & investor
13 Lancaster, NY	Landfill Gas	5,600	G	Structuring, financial advisor & investor
14 Portland, OR	Landfill Gas	7,000	S	Structuring, financial advisor & investor
15 Whittier, CA	Landfill Gas	50,000	G	Developer – Structuring, financial advisor & investor
16 Pomona, CA	Landfill Gas	8,000	G	Developer – Structuring, financial advisor & investor
17 Sunnyvale, CA	Landfill Gas	1,200	G	Structuring, financial advisor & investor
18 Lebanon, PA	Landfill Gas	3,000	G	Structuring, financial advisor & investor
19 Janesville, WI	Landfill Gas	3,000	G	Developer – Structuring, financial advisor & investor
20 Rolling Hill Estates, CA	Landfill Gas	4,000	G	Developer – Structuring, financial advisor & investor
21 Agoura, CA	Landfill Gas	12,000	G	Developer – Structuring, financial advisor & investor
22 Baltimore, MD	Landfill Gas	4,000	G	Developer – Structuring, financial advisor & investor
23 Coventry, VT	Landfill Gas	4,000		Structuring and financial advisor/finder
24 Kauai, HI	Solar PV	30		Developer – Structuring, financial advisor & investor
25 Clinton, IL	Landfill Gas	3,200		Structuring and financial advisor/finder
26 Lowell, MA	Solar PV	197		Developer – Structuring, financial advisor & investor
27 Scituate, MA	Wind	1,500		Structuring and financial advisor/finder
28 Fairhaven, MA	Wind	3,000		Developer – Structuring, financial advisor & investor
29 Berlin, NH	Wind	14,250		Developer – Structuring, financial advisor & investor
30 Cohasset, MA	Solar	560		Developer – Structuring, financial advisor & investor
31 Roxbury, ME	Wind	15,300		Developer – Structuring, financial advisor & investor

**Total Potential Power Generation in kW** **206,757**

G Indicates project in which Palmer affiliate supplied the fuel to power plant owned by other party. Project size in kW is a tied to level of fuel provided, as opposed to power plant which could be much larger

S Indicates project in which the landfill gas was used to provide steam or heat; size is given in kW only for comparison purposes

Project list does not include 15 synthetic coal projects located at or supplying non-conventional fuel to utility power plants which would be in the hundreds of thousands of kW range (i.e., 100s of MW)