

City of Biddeford
Finance Committee
June 18, 2019 5:30 PM Council Chambers

- 1. Call to order**
- 2. Approval of the Minutes**
 - 2.1. June 4, 2019 Finance Committee Meeting Minutes
[6-04-2019 Finance Committee Minutes.rtf](#)
- 3. Signing of the expenditure warrant**
- 4. Discussion/Approval**
 - 4.1. Purchase of 3 Police Cruisers from Arundel Ford of Arundel, Maine/FY20 Expenditure
[6-18-2019 Purchase of Police Cruisers-FY20-ORDER.docx](#)
[6-18-2019 Purchase of Police Cruisers-FY20-backup docs.pdf](#)
 - 4.2. Purchase of Concrete Vault/Actuator/D&C Construction Company, Inc. of Waterboro, Maine
[6-18-2019 Concrete Vault-Actuator Purchase-ORDER.doc](#)
[6-18-2019 Concrete Vault-Actuator Purchase-backup docs.pdf](#)
 - 4.3. Approval/Expenditure for Reconfiguration of Green (Federal Street) Parking Lot
[6-18-2019 Green Lot Reconfiguration-ORDER.doc](#)
[6-18-2019 Green Lot Reconfiguration - backup docs.pdf](#)
 - 4.4. Approval/Digital Sky Internet Service/Grant Awarded to City of Biddeford on Behalf of Seeds of Hope from the Maine Community Foundation
[6-18-2019 Digital Sky Internet Serv-Seeds of Hope.pdf](#)
- 5. Other Business**
- 6. Adjournment**

City of Biddeford
Finance Committee Meeting Minutes
June 4, 2019

The meeting was called to order at 5:00 p.m. by Councilor Mike Ready.

Present: Chair, Council President John McCurry, Mayor Alan Casavant, Councilor Stephen St. Cyr, Councilor Mike Ready, City Manager James Bennett, Finance Director Cheryl Fournier, and City Clerk Carmen Morris.

Adjustment to the Agenda

No adjustments to the agenda.

Approval of Minutes

Motion by Councilor Ready to approve the Minutes of May 21, 2019 as printed, seconded by Councilor St. Cyr.

Vote: unanimous.

Motion carried 4-0.

The expenditure warrant was available for review and signature.

Discussion/Approval

Review of Proposed Increase in Wastewater Rates for FY20

City Manager, James Bennett, explained this is based on the discussion you had at the Budget Committee meeting. We're recommending taking a look at the rate structure over this summer, with the change in personnel, which one of the summer Interns has been helping in that role. Since they looked at this with more detail, they found some of the larger multi-units are treated as commercial and some as residential. The idea is we would adopt a rate this year to deal with the 7½% required to come in from the users, which would be step one. That would make sure everyone is getting a bill that is using the system. Before the budget period, we could come back and look at other approaches to the rates and hopefully that would not require raising the rates.

Cheryl explained they came up with this approach using the 7½% and looking at two different options. One question that was asked is what would happen if we did a 5% increase on residential and what would the other need be to make the 7½% work, which is 12.2% on commercial. That was not the best option because it was over the 10%. Staff ended up with 6.5% for residential vs 9.4% for commercial which they thought would be the best option.

Councilor St. Cyr had questions on monthly vs quarterly. Only have the two classes of customers and they are charged on a set amount. He has concerns with the increase for the different classes and going with the lower rate for residential customers to help the individual on a fixed income. He has other concerns on rates today explaining users should pay for what they use.

The City Manager explained the easiest way for Wastewater to handle is the residential. Compared to volume, the residential will tend to be lower than the other cost.

Councilor St. Cyr questioned if we rely on the Water Company for these breakdowns.

Cheryl explained talking to the Water Company it sounds we must have created these categories back when we started our system.

Jim explained two things, on the water side there are two factors that generate the water rates: size of the service and the actual volume. The other piece is about two years ago we lowered the minimum for residential because they were using less than the minimum.

Councilor Ready noted there are things that need to be cleared up, one being the excess capacity. He supports Option 2. Councilor McCurry will support Option 2 also, he is reluctant only so they can come up with a better plan on what is residential and what is commercial. Mayor Casavant supports Option 2 and feels it is fair.

Councilor McCurry would like to figure out what the Impact Fees should be for a building coming on. He feels they are too low compared to other communities.

Motion by Councilor Ready to recommend Option 2 to the City Council for approval, seconded by Councilor St. Cyr.

Discussion: Jeff Demers, Public Works Director, noted this will be quite a task explaining the last audit was in 2003. This is a very good step for the City. Another issue is the DEP and EPA stuff coming up for us, as Tom and Staff has done a great job on separation work but there may be other issues. They are looking into tenement buildings with flat roofs and how the plumbing is done in older buildings.

Vote: unanimous.

Motion carried 4-0.

Other Business

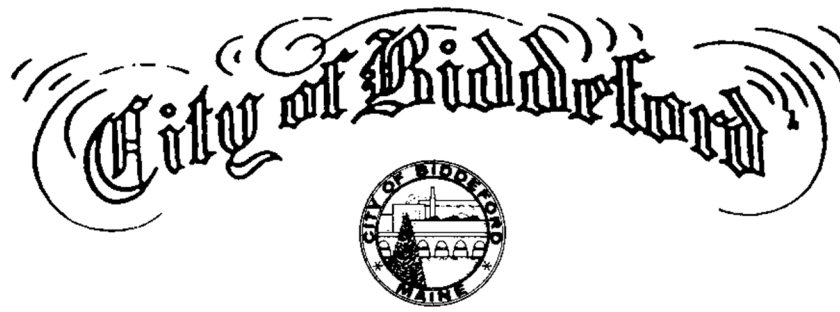
No other business.

Motion to adjourn made by Councilor Ready, seconded by Councilor St. Cyr.

Vote: unanimous.

Motion carried 4-0.

Adjourned at 5:23 p.m.



2019.60

IN BOARD OF CITY COUNCIL.....JUNE 18, 2019

BE IT ORDERED, that the City Manager be authorized to purchase three (3) 2020 Ford Explorer utility police cars as per bid of June 7, 2019 (the “Equipment”) from Arundel Ford (the “Vendor”) and may pay the Vendor an amount not to exceed \$100,824.00 (before discounts valued at \$14,900.00) for the Equipment, and the City Manager, on behalf of the City of Biddeford, in connection with the acquisition of the Equipment, is authorized to sell, transfer, trade in or otherwise dispose of any equipment, which the City Manager determines is no longer useful to the City of Biddeford.

NOTE: The Finance Committee will review this item on June 18, 2019 and vote to recommend it to the City Council for approval. The purchase of these cars are included in the FY20 Budget line 21146-60603

BID OPENING FOR 3 UTILITY POLICE INTERCEPTORS

PRESENT: Carl Marcotte—Public Works

Michelle LeVasseur-- Public Works

Bids for 3 Utility Police Interceptors were opened at the Public Works Department on June 7, 2019 at 11am. Staff is recommending the low bid from Arundel Ford with trades in the amount of \$85,924.00 these cars are approved in the FY 20 budget line 21146-60603

<u>Arundel Ford:</u>	(3) 2020 Ford interceptor	\$100,824.00
	Trades:	\$14,900.00
	Total:	\$85, 924.00

<u>Stoneham Motor Co.</u>	(3) 2020 Ford interceptor	\$102,474.00
	Trades:	\$11,000.00
	Total:	\$91,474.00

<u>Rowe Ford:</u>	(3) 2020 Ford interceptor	\$104,352.00
	Trades:	\$10,000.00
	Total:	\$94,352.00

PROPOSAL

3 Ford Utility Police Interceptor

The UNDERSIGNED agrees to furnish the City of Biddeford, Maine with 3 Ford Utility Police Interceptor as follows and in accordance with the attached notice and General Specification dated 6/5/19 and the following delivery times and prices.

Price for 3 Ford Utility Police Interceptor

\$ 100,824

Trade-in allowance for car # 113

\$ 4700

Trade-in allowance for car # 114

\$ 4700

Trade-in allowance for car # 120

\$ 5500

Total Cost

\$ 85924.00

MAKE: FORD EXPLORER INTERCEPTOR

GUARANTEE: _____

GUARANTEED DELIVERY DATE: ASAP

SIGNED: ARUNDEL FORD
(Corporation, Firm, or Company)

BY: Randy Brackett
(Officer, authorized individual or owner)

DATE: 6/5/19 ADDRESS: 1561 PORTLAND RD

ARUNDEL

ZIP CODE: 04046

Trade:

Car 113, 2016 Ford Utility Ser. # 1FM5K8AR1GGB07003 with 152,000 miles

Car 114, 2016 Ford Utility Ser. # 1FM5K8AR8GGB07001 with 140,000 miles

PROPOSAL

3 Ford Utility Police Interceptor

The UNDERSIGNED agrees to furnish the City of Biddeford, Maine with 3 Ford Utility Police Interceptor as follows and in accordance with the attached notice and General Specification dated 6-7-19 and the following delivery times and prices.

Price for 3 Ford Utility Police Interceptor

\$ 102474⁰⁰

Trade-in allowance for car # 113

\$ 4000

Trade-in allowance for car # 114

\$ 3500

Trade-in allowance for car # 120

\$ 3500

Total Cost

\$ 91474⁰⁰

MAKE: Ford

GUARANTEE: 3yr/36000 mile Base Bumper to Bumper, 5yr/100,000 mile powertrain

GUARANTEED DELIVERY DATE: 24 Weeks From order / Date P.O. Issued

SIGNED: Stoneham Motor Co
(Corporation, Firm, or Company)

BY: Stephen Crossman
(Officer, authorized individual or owner)

DATE: 6-5-19

ADDRESS: 185 Main St
Stoneham, MA

ZIP CODE: 02180

Trade:

Car 113, 2016 Ford Utility Ser. # 1FM5K8AR1GGB07003 with 152,000 miles

Car 114, 2016 Ford Utility Ser. # 1FM5K8AR8GGB07001 with 140,000 miles

Car 120, 2015 Ford Utility Ser. # 1FM5K8AR6FGB51657 with 114,000 miles

PROPOSAL

3 Ford Utility Police Interceptor

The UNDERSIGNED agrees to furnish the City of Biddeford, Maine with 3 Ford Utility Police Interceptor as follows and in accordance with the attached notice and General Specification dated _____ and the following delivery times and prices.

Price for 3 Ford Utility Police Interceptor	\$ <u>104,352</u>
Trade-in allowance for car # 113	\$ <u>-3,500</u>
Trade-in allowance for car # 114	\$ <u>-3,500</u>
Trade-in allowance for car # 120	\$ <u>-3,000</u>
Total Cost	\$ <u>94,352</u>

MAKE: Ford

GUARANTEE: 3yr/36k bumper to bumper 5yr/100k powertrain

GUARANTEED DELIVERY DATE: Dec, 2019

SIGNED: [Signature] Rowe Westbrook
(Corporation, Firm, or Company)

BY: Tim Caron 207-856-7493
(Officer, authorized individual or owner)

DATE: 6-6-19

ADDRESS: 91 Main St
Westbrook ME

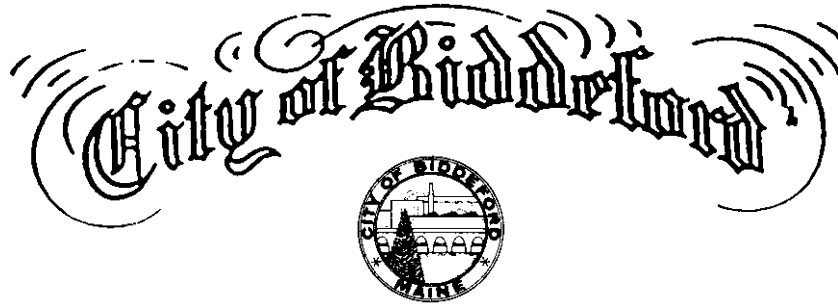
ZIP CODE: 04092

Trade:

Car 113, 2016 Ford Utility Ser. # 1FM5K8AR1GGB07003 with 152,000 miles

Car 114, 2016 Ford Utility Ser. # 1FM5K8AR8GGB07001 with 140,000 miles

Car 120, 2015 Ford Utility Ser. # 1FM5K8AR6FGB51657 with 114,000 miles



2019.

IN BOARD OF CITY COUNCIL...JUNE 18, 2019

BE IT ORDERED, that the City Council of the City of Biddeford does hereby authorize the purchase of a Concrete Vault/Actuator for the Public Works Department's Wastewater Division from D&C Construction Company, Inc. of Waterboro, Maine in an amount not to exceed \$189,255.00. This project will be funded from Account 31322-60609 – CSO Capital Projects.

MEMORANDUM

June 5, 2019

TO: Finance Committee/City Council
FROM: Jeff Demers /Director Public works / Wastewater
RE: Concrete Vault/Actuator for Elm Street
CC: James Bennet/City manager; Tom Milligan /City Engineer, Alex Buechner
Superintendent wastewater
SUBJECT: Approval of Vault/Actuator

RECOMMENDATION

The Public Works Department's Wastewater Division advertised for proposal's for a concrete vault/Actuator to be supplied and installed. We received (2) proposal packages. Staff recommends that the Finance committee approve and send forward to council to authorize the Public Works Department's Wastewater Division to award the bid to the low bidder being D&C Construction in the amount of \$189,255.00.

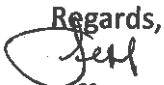
DISCUSSION

The structures and valve will play a very important part of regulating any higher than normal flows during storm events from the sanitary sewer line into the storm line as needed. This will allow the city to report only true combined sewer flows to the department of environmental protection as needed in the city's yearly discharge report.

FUNDING

Funding for this project will come out of the Bond # 411-31322

Regards,



Jeff Demers

Director Public Works / Waste Water Dept.

BID RESPONDER FOR VAULT / ACTUATOR	
SPECIFICATION CRITERIA	D&C Construction Shaw Brothers
Installation	Yes
4' dia and 6' dia Vault	Yes
Valve and Actuator	Yes
Furnish pavement in roadway/sidewalk	Yes
Coordinate electrical with City staff	Yes
Ledge included	No
BID Price:	\$189,255.00 \$387,621.00

D&C CONSTRUCTION COMPANY, INC.

P.O.BOX 123

Waterboro, Maine 04087

Ph: (207)247-6023 / Fx:(207)247-6013

tlancotb@haoo.com

5/17/19

Jeff Demers

City of Biddeford

Public Works Department

371 Hill Street

Biddeford, Maine 04005

RE: Round Concrete Vault and Actuator Bid

D&C Construction proposes to supply all the materials and labor for the completion of the bypass chamber, manholes, piping, conduits, paving and clean up, per the preliminary plan (for reference only 5-1-19) from Wright-Pierce for the sum of \$189,255.00.

Exclusions:

Permits, fees, ledge, wiring

Respectfully Submitted

Rene L. Perron

D&C Construction Co.

Corporate Office: 649 Broad Street Weymouth, MA 02189

Phone: (781) 871-8200 / Fax: (781) 871-8871

Phone: (207) 653-3889 / Fax: (207) 761-9599

D&C Construction Company, Inc.

Postal Box 123
Waterboro, Maine 04087
P: 207-247-6023
F: 207-247-6013

CERTIFICATE OF VOTE

I, Antonio DiGiacomo, hereby certify that I am the duly-qualified and acting Secretary of D&C Construction Company, Inc., a corporation incorporated in the Commonwealth of Massachusetts, Federal Identification Number 04-2857181. I further certify that at a meeting of the Directors of D&C Construction Company, Inc., duly called and held on April 11th, 2014, at which time all Directors were present and voted, the following was unanimously passed :

VOTED : TO AUTHORIZE AND EMPOWER

Bradford S. Cleaves, President and Treasurer
Antonio DiGiacomo, Secretary/Clerk
Giuseppe DiGiacomo, Director
Duncan S. Peterson, Vice President
Rene Perron, Project Manager

Any one of these individuals may act singly to execute Forms for General Bid, Sub-Bids, Contracts or Bonds on behalf of D&C Construction Company, Inc.. I further certify that the above vote is still in effect and has not changed nor been modified in any respect as of this signing.

By : 
Antonio DiGiacomo, Secretary

Date : 5/15/19

A true copy :

TAMMY LANCTOT
NOTARY PUBLIC
STATE OF MAINE
MY COMM. EXP. SEPTEMBER 4, 2023
Attest: 

We Propose hereby to furnish material, labor and equipment to complete the work described above for the sum of: \$387,621.00
-----**Three hundred eighty seven thousand six hundred twenty one dollars and zero cents**-----

Payment to be made as follows: Net 30 days

Interest at 1.5 percent per month on accounts over 30 days. Collection costs and reasonable attorney's fees will be added to account.

All material is guaranteed to be as specified. All work to be completed in a workmanlike manner according to standard practices. All alteration or deviation from above specifications involving extra costs will be executed only upon written orders, and will become an extra charge over and above the estimate. All agreements contingent upon strikes, accidents, or delays beyond our control. Owner to carry fire, tornado, and other necessary insurance. Our workers are fully covered by Workers Compensation Insurance.

Authorized
Signature

Robert Brady

NOTE: This proposal may be withdrawn by us if not accepted within 30 days.

Acceptance of Proposal- The above prices, specifications and conditions are satisfactory and are hereby accepted. You are authorized to the work as specified. Payment will be made as outlined above.

Signature _____

Date of Acceptance: _____

Signature _____



SHAW BROTHERS CONSTRUCTION, INC.
341 Mosher Road., P.O. BOX 69 GORHAM, ME 04038
(207) 839-2552 Fax (207) 839-6239

PROPOSAL

PROPOSAL SUBMITTED TO: City of Biddeford Public Works	JOB: File	DATE: May 17, 2019
ADDRESS: 371 Hill Street	JOB NAME: Elm Street Bypass Chamber	FAX:
CITY, STATE, AND ZIP: Biddeford, ME	JOB LOCATION: Biddeford	PHONE: 207-282-1579
ATTN: Jeff Demers, Public Works Director	E-MAIL ADDRESS: jeff.demers@biddefordmaine.org	CELL PHONE:

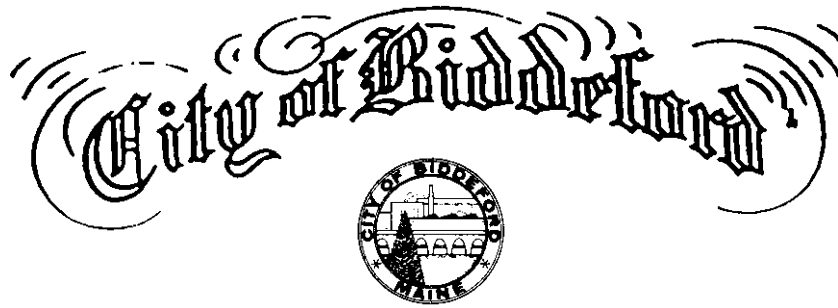
Shaw Brothers Construction, Inc. is pleased to provide the following lump sum price to install the Bypass Chamber and associated pipe and structures on Elm Street in Biddeford as detailed on plan sheet C-1 and C-2 dated 5/1/19 by Wright Pierce. Our scope of work, lump sum price and clarifications are as follows:

Scope of Work:

- Dig Safe
- Equipment mobilization.
- Construction Layout
- Furnish and install 12", 18" and 24" pipe
- Furnish and install 4' diameter manholes
- Furnish and install 6' diameter drop manhole (inside drop)
- Furnish and install Valve pit w/ plug valve and actuator
- Coordinate installation of electrical conduit within trench
- Remove & reset granite curb as required
- Furnish, place and compact gravel
- Finegrade & prep for paving
- Furnish place and compact Bituminous pavement for roadway and sidewalk
- Loam and seed disturbed areas
- Clean up and demobilization.

Exclusions/Clarifications:

- Performance and payment bond costs are not included.
- Federal, State, and local permits and fees are not included except as noted.
- Sales tax on materials incorporated into the project has not been included.
- Contaminated/Hazardous soil excavation and disposal is not included.
- Unsuitable soil excavation and replacement below subgrade is not included.
- Ledge and large boulder excavation and removal is not included.
- Electrical, including conduit, wire, ultra sonic and redundant pressure level sensor, CMP fees and junction boxes are not included
- Electrical enclosure and power feed are not included
- Concrete encasement of electrical is not included
- It is assumed that the conduit from existing SMH in Elm Street to the existing SMH to the north of Elm Street will be installed in the existing abandoned 18" pipe as called out on the plans. Excavation, backfill and restoration for this conduit is not included.
- Work to be performed Monday thru Friday between 7 am and 7 pm
- Alternating one way traffic will be allowed on Elm Street during working hours with flaggers and traffic officers
- We have included 200 hours of traffic officer at \$100/hr in this proposal
- Shaw Brothers cannot commit to completing this work by July 15th. A schedule with a fall completion will be negotiated prior to contract award



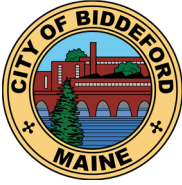
2019.63

IN BOARD OF CITY COUNCIL...JUNE 18, 2019

BE IT ORDERED, that the City Council of the City of Biddeford does hereby approve the expenditure for the reconfiguration of the Green (Federal Street) Parking Lot; with the project work being done by the Public Works Department. The cost of this project will be charged to the parking fund 31235-60105 (labor) and 31235-60313 (materials) as follows:

Labor total:	\$11,630.40
Materials total:	<u>\$7,700.10</u>
Project total:	\$19,330.50

NOTE: This item will be reviewed by the Finance Committee at their June 18, 2019 meeting to recommend approval by the City Council.



City of Biddeford

Chief Operating Officer/Technology Dept/IPP
P.O. Box 586 • 205 Main Street
Biddeford, ME 04005
Phone: (207) 571-0032 • Fax: (207) 571-0656

Briefing Memo

TO: Honorable Mayor Alan Casavant
Honorable City Council

CC: James Bennett
Jeff Demers

FROM: Brian S. Phinney, COO/Technology/IPP

DATE: June 14, 2019

RE: Reconfiguring Green Lot

Since implementation of the various parking changes, the public has expressed concern with signage, lot identification, awareness of time/permit restrictions, and general use within the Green/Yellow Lot. Staff also recognized many of the same issues.

In evaluating possible “fixes”, the root cause of many of the issues seem to fall in the categories of physical layout and lot proximity. The lack of separation within the lots and need for 30-min spaces, hourly only, and long-term permit signage further complicate the issue.

As a result, and as had been proposed by the city manager, modifying the layout of the lots is expected to greatly reduce the number of variables involved. Staff considered the following items in formulating a preliminary approach to the shortcomings of the existing layout.

- Traffic flow
- Signage from the perspective of the driver
- Signage from the perspective of the non-resident
- Congestion
- Entry/exit points
- Sign pollution
- Critical messaging

To illustrate these issues, please refer to the Existing Conditions map. After meetings with the Downtown Committee, and input from adjacent businesses, DPW prepared a plan to reconfigure the lots in an attempt to eliminate as many negative factors as possible, refer to Proposed Change map.

The reconfiguration plan includes the following:

1. Reduce the number of available entry and exit points to control traffic and simplify signage.
 - a. Eliminate Federal Street and remove the parking lot entrance from Washington Street. The closure of Federal Street creates more parking spaces and result in two defined entry/exit points to the lots – one off of Jefferson Street and one off of Main Street.
 - b. Change the Main Street section of Franklin Street to two-way traffic.
 - i. Allows a clear line of sight from both entrances resulting in better visibility and the need for fewer signs. This also eliminates the no left turn restriction that currently exists when traveling on Federal toward Franklin.
 - c. Eliminate parking on Franklin Street to accommodate two-way traffic.
2. Create separate and distinct lots to the extent possible, first by physical separation and then by use.
 - a. The Green Lot design includes a fully separated lot utilizing the space formerly occupied by Federal Street as parking and to join the current lots.
 - b. The entrances to the Green Lot(s) is now reduced to one - off of Franklin Street versus the existing seven distinct entrances.
 - c. Maintain the Yellow Lot as hourly parking and convert all exiting outward facing parking to hourly.
 - d. Users of the Green Lot will be aware of the “new” configuration as a permit holder.
 - e. The majority of signage can be redesigned to address the information needs of the hourly users. The existing lots have multiple entrances and exits. Each requires signage to provide users with appropriate information about each specific lot. “Sign pollution syndrome” is significantly reduced by reducing the number of available entrances.
 - f. As part of this process, a “swap” of spaces needs to occur with 27 Washington Street. Currently 27 Washington Street controls 12 spaces in the Green Lot. The owner has agreed to the concept of relocating 9 spaces adjacent to 5 Washington Street and 3 spaces within the Green Lot. The City would not enforce or police these spaces. The swap allows the owner to control the dedicated spaces and eliminates the need to possible public access to the Green Lot.
3. Maintain the existing number of 30-minute spaces but relocate all of them to the curbed area adjacent to the Louis Pizza property.
 - a. This serves to reduce sign requirements and improves the ability to mark spaces as either hourly requiring a permit, or 30-minute and free.

The reconfiguration can be performed by DPW and is estimated to cost \$19,330.50, see attached cost estimate. The reconfiguration will result in a change to the space counts. The Yellow Lot will gain 27 new spaces (all the outward facing spaces adjacent to Franklin St). The 30-min spaces will expand to 14. The count doesn't technically need to increase but the location adjacent to Louis Pizza contains that number of spaces. The Green Lot will hold 105 spaces, which is the current need based on permits, absent the need to account for hourly users.

As part of the process, Brad Favreau discussed the plan with the adjacent business owners. The majority of the comments were positive and in support of the proposed plan. A summary of the comments is attached for review.

EXISTING CONDITIONS



PROPOSED CHANGES



Cost estimate from DPW for Green Lot Reconfiguration

MATERIALS

2 JERSEY BARRIERS @ \$375	\$	750.00
34 YDS 3 MINUS @ \$9/YD	\$	306.00
20 YDS 3/4 GRAVEL @ \$13.50/YD	\$	270.00
46 TONS OF 3/4 BASE HOT TOP @ \$45.95	\$	2,113.70
24 TONS OF 3/8 SURFACE HOT TOP @ 60.85	\$	1,460.40
30 YDS CONCRETE FOR CURBING	\$	2,800.00
TOTAL:	\$	7,700.10

LABOR	Hours	Rates:	Totals:
EXCAVATOR		3 DAYS TEAR OUT	
2 WHEELERS		3 DAYS TEAR OUT	
1 PICKUP		3 DAYS TEAR OUT	
OPER 1	24	\$ 24.20	\$ 580.80
TD 1	24	\$ 22.40	\$ 537.60
TD 1	24	\$ 22.40	\$ 537.60
TD 2	24	\$ 20.70	\$ 496.80
LABORER	24	\$ 18.50	\$ 444.00
			\$ 580.80
		Total:	\$ 3,177.60

BACKHOE		4 DAY LAY CURB	
1-6 WHEELER		4 DAY LAY CURB	
1 PICKUP		4 DAY LAY CURB	
OPER 2	32	\$ 22.50	\$ 720.00
TD 1	32	\$ 22.40	\$ 716.80
TD1	32	\$ 22.40	\$ 716.80
TD 2	32	\$ 20.70	\$ 662.40
		Total:	\$ 2,816.00

BACKHOE		2 DAYS PREP FOR PAVEMENT	
2-6 WHEELERS			
1 PICKUP			
OPER 2	16	\$ 22.50	\$ 360.00
TD2	16	\$ 20.70	\$ 331.20
TD2	16	\$ 20.70	\$ 331.20
TD1	16	\$ 22.40	\$ 358.40
LABORER	16	\$ 18.50	\$ 296.00
		Total:	\$ 1,676.80

2-6 WHEELERS		2 DAYS HOT TOP	
1 PICKUP UNIT 5			
1 ROLLER			
TD2	16	\$ 20.70	\$ 331.20
TD2	16	\$ 20.70	\$ 331.20
TD1	16	\$ 22.40	\$ 358.40
TD1	16	\$ 22.40	\$ 358.40
TD2	16	\$ 20.70	\$ 331.20
LABORER	16	\$ 18.50	\$ 296.00
LABORER	16	\$ 18.50	\$ 296.00
		Total:	\$ 2,302.40

2-6 WHEELERS		1 DAY PREP ESPANADE/SIDEWALK	
BACKHOE			
PICKUP			
TD2	8	\$ 20.70	\$ 165.60
TD2	8	\$ 20.70	\$ 165.60
TD1	8	\$ 22.40	\$ 179.20
TD1	8	\$ 22.40	\$ 179.20
LABORER	8	\$ 18.50	\$ 148.00
		Total:	\$ 837.60

2-6 WHEELERS		1 DAY TO PAVE ESPANADE/SIDEWALK	
1 PICKUP			
1 ROLLER			
TD2	8	\$ 20.70	\$ 165.60
TD1	8	\$ 22.40	\$ 179.20
TD1	8	\$ 22.40	\$ 179.20
LABORER	8	\$ 18.50	\$ 148.00
LABORER	8	\$ 18.50	\$ 148.00
		Total:	\$ 820.00

Labor total:	\$	11,630.40
Materials:	\$	7,700.10
Grand Total:	\$	19,330.50

Proposed Green Lot Reconfiguration – Area Business Comments

Docs

- Good that Federal Street will close – drivers turn left from Federal onto Franklin to get to hourly parking.
- Hourly parking nearby will be good for business

George's Sandwich

- New design will simplify parking – drivers are still confused. Employees go out to direct traffic.
- Sign that says 'Public Parking' implies parking is at no charge. This annoys customers.

Louis Pizza

- Closing Federal Street will assist traffic flow.
- Creating 2-way traffic on Franklin Street will make Louis more visible and will be good for business
- Hourly parking along Franklin Street will be good for business

Sub Shop

- 30-minute parking along Louis pizza building will be good for business.
- Two-way traffic on Franklin Street will be good for business.

Tammy Ackerman

- Franklin Street should be one-way, single lane from Main Street to the Yellow lot. On either side of the single-lane street should be wide sidewalks for café-style seating.

Palace Diner

- Changes since parking management was initiated have been confusing for employees and customers.
- Parking management has been difficult for seasonal visitors.
- Two-way on Franklin Street will benefit the flow of traffic – currently people mistakenly drive the wrong way on Franklin.
- A dedicated lot for permits will help alleviate some confusion.
- Any further changes should be accompanied by an information campaign.
- Parking enforcement officers have been less quick to ticket and a bit more quick to explain the rules.



CITY OF BIDDEFORD, MAINE
COMMUNITY & ECONOMIC DEVELOPMENT DEPARTMENT

TO: Finance Committee

FROM: Linda Waters, Community Development Coordinator

DATE: June 14th, 2019

SUBJECT: Approval to award Digital Sky to provide Internet installation/equipment/maintenance for the pass through grant awarded to the City on behalf of the Seeds of Hope from the Maine Community Foundation.

The City was awarded \$7,748 grant from the Maine Community Foundation on behalf of Seeds of Hope to install and maintain free permanent high speed Internet for the South Street Neighborhood. The City is not benefiting from the grant in any way except to further its HUD and Broadband mission to expand the outreach of high speed Internet across the City.

Seeds of Hope will be contributing \$1,000 for the installation. The total estimate from Digital Sky, who was recommended to them, is \$8,748.80 for full installation, any equipment, and ongoing indefinite maintenance. See their detailed estimate. Brad Favreau called Axiom just to get an additional estimate and the only details we received from them was an estimate for 1 hotspot for \$3,000 with only a one-year maintenance agreement. This does not include any equipment. In addition, the Digital Sky estimate will reach a much broader area than Axiom would and they are familiar with the Seeds of Hope and what they need. I am recommending that the estimate be accepted provided from Digital Sky, since they provided an in depth estimate, guaranteed maintenance, and covered all costs, including a larger service area. The City is not paying for any of the costs in this project.

If you have any questions or need more information please feel free to call me at 284-9105 or email at Linda.Waters@biddefordmaine.org. Thank you.



6A Proctor Road
Biddeford ME 04005
888-612-7988
office@digitalsky.us.com

Estimate

ESTIMATE#	9372461
DATE	02/05/2019
PO#	

CUSTOMER
Seeds of Hope Shirley Bowen 35 South Street BiddefordMaine04005

SERVICE LOCATION
Seeds of Hope Shirley Bowen 35 South Street Biddeford Maine 04005

DESCRIPTION	Upgrade community WiFi
	1. Install 1 9U network cabinet in Demarc location. 2. Run 3 outdoor rated cat 6 cables from MDF to outdoor antenna location per design. 3. Mount one 2 inch rigid pipe and 3 position cluster antenna mount on south side of bldg per design. 4. Install 3 Outdoor Access Points and 3 Sector antennas on antenna mount. 5. Install 2 Indoor access points per design. 6. Install all required network equipment in the MDF cabinet. 7. Configure all network and wireless equipment per customer specification. 8. Certify and test all cables and network configuration.

Description	Qty	Rate	Total
DSNUSG4 Enterprise security gateway router with intrusion prevention	1.00	\$499.00	\$499.00
DSNU16POE150 Commercial 150W 16 port gigabit POE switch with SFP ports	1.00	\$429.00	\$429.00
DSNUACM Commercial AC Dual Band outdoor mesh access point	3.00	\$0.00	\$0.00
DSNUACPLR Commercial grade long range AC access point with 24/7 monitoring	2.00	\$299.00	\$598.00
DSNFU45 Enterprise fiber SFP to RG45 uplink card	1.00	\$72.00	\$72.00
DSNU2G120 Commercial 2.4 GHz 120 degree sector antenna	3.00	\$0.00	\$0.00
DSBUSP2 Network surge protection module outdoor rated	3.00	\$39.00	\$117.00
DSNUSACM3 3-GANG CLUSTER MOUNT FOR SECTOR ANTENNA	1.00	\$0.00	\$0.00
DSB600 Commercial 8-Outlet Stand Alone UPS with RJ45/RJ11 (600VA - 340W -1030J)	1.00	\$134.00	\$134.00

Description	Qty	Unit Cost	Total
DSNUSG4Enterprise security gateway router with intrusion prevention	1.00	\$499.00	\$499.00
DSNU16POE150Commercial 150W 16 port gigabit POE switch with SFP ports	1.00	\$429.00	\$429.00
DSNUACMCommercial AC Dual Band outdoor mesh access point	3.00	\$0.00	\$0.00
DSNUACPLRCommercial grade long range AC access point with 24/7 monitoring	2.00	\$299.00	\$598.00
DSNFU45Enterprise fiber SFP to RG45 uplink card	1.00	\$72.00	\$72.00
DSNU2G120Commercial 2.4 GHz 120 degree sector antenna	3.00	\$0.00	\$0.00
DSBUSP2Network surge protection module outdoor rated	3.00	\$39.00	\$117.00
DSNUSACM33-GANG CLUSTER MOUNT FOR SECTOR ANTENNA	1.00	\$0.00	\$0.00
DSB600Commercial 8-Outlet Stand Alone UPS with RJ45/RJ11 (600VA - 340W -1030J)	1.00	\$134.00	\$134.00
DSBW3IP+ Controllable 3 controlled outlet with compact power conditioner with auto reboot	1.00	\$299.00	\$299.00
DSNC624Cat.6 110 Type UL Listed Patch Panel 24Port Rackmount	1.00	\$88.00	\$88.00
DSR1UHSFixed Rack Shelf - Half Depth 1U	1.00	\$49.00	\$49.00
PARTS9U Wall mount cabinetConnectors,anchors,patch cables,labelsRigid mast pipe,weather head,hangers,cap,bolts	1.00	\$346.00	\$346.00
DSWC6CMRBLCat6 Riser rated blue	0.50	\$244.00	\$122.00
DSWC6BRCat6 waterproof, uv and burial rated gel filled wire with spine in black	1.00	\$279.00	\$279.00
Pre-WiringCustom pre wiring of equipment above	12.00	\$75.00	\$900.00
InstallationCustom installation of the equipment above.	16.00	\$95.00	\$1,520.00
Design ServicesCustom design services for project implementation	10.00	\$125.00	\$1,250.00

DSBW3 IP+ Controllable 3 controlled outlet with compact power conditioner with auto reboot	1.00	\$299.00	\$299.00
DSNC624 Cat.6 110 Type UL Listed Patch Panel 24Port Rackmount	1.00	\$88.00	\$88.00
DSR1UHS Fixed Rack Shelf - Half Depth 1U	1.00	\$49.00	\$49.00
PARTS 9U Wall mount cabinet Connectors,anchors,patch cables,labels Rigid mast pipe,weather head,hangers,cap,bolts	1.00	\$346.00	\$346.00
DSWC6CMRBL Cat6 Riser rated blue	0.50	\$244.00	\$122.00
DSWC6BR Cat6 waterproof, uv and burial rated gel filled wire with spine in black	1.00	\$279.00	\$279.00
Pre-Wiring Custom pre wiring of equipment above	12.00	\$75.00	\$900.00
Installation Custom installation of the equipment above.	16.00	\$95.00	\$1,520.00
Design Services Custom design services for project implementation	10.00	\$125.00	\$1,250.00
Project Management Project Management of all aspects of the project outlined in the scope including all necessary permitting, meetings, conference calls, emails and communication to meet the project schedule on time and budget	10.00	\$110.00	\$1,100.00
Network Engineering Program and configuration of all network equipment to customer specifications	10.00	\$125.00	\$1,250.00
Partner Discount		10.00%	-\$303.20

CUSTOMER MESSAGE

We appreciate the opportunity to earn your business and look forward to treating your project as if it was our own. Please keep Digital Sky in mind for any future projects. We offer a wide range of services including HD Surveillance Systems, Alarms, Access Control, WiFi and Computer Networks, Audio and Video, VOIP Telephone Systems, and a whole lot more! One Company, Once Number, Total Solution™

PRE-WORK SIGNATURE

Estimate Total:

\$8,748.80

Description	Qty	Unit Cost	Total
Project ManagementProject Management of all aspects of the project outlined in the scope including all necessary permitting, meetings, conference calls, emails and communication to meet the project schedule on time and budget	10.00	\$110.00	\$1,100.00
Network EngineeringProgram and configuration of all network equipment to customer specifications	10.00	\$125.00	\$1,250.00
Partner Discount		10.00%	-\$303.20
	Estimate Total:		\$8,748.80

Please click on the secure link below to accept this estimate.

<http://app.servicefusion.com/acceptEstimate?id=8cbGnjNN9olgcJENbN1KmpjOz3eqRxdIISGrqVoF4P0&key=peczBU2HfZKs49JR6E3otCHtL1EXRW-zGiw-KA5iSKk&trackerId=3f6fbb5b405f2033f096466aeed7537a>

Thank You,

Digital Sky®
One Company, One Number, Total Solution™
888-612-7988
www.digitalsky.us.com

Waters, Linda

From: Favreau, Brad
Sent: Friday, June 14, 2019 9:56 AM
To: Waters, Linda
Subject: digital sky vs axiom

Axiom hotspot quote for Seeds of Hope is less than Digital Sky, However

- It covers a smaller geographic area than Digital Sky. Digital sky will reach beyond Elm Street. Axiom cannot reach even to Center Street. The objective with a new hotspot is to broaden Seeds' service area.
- Digital Sky provided a line-item quote. It is very comprehensive. Axiom's quote simply reads '\$3,000 - 1 external hotspot... \$1,250 - 1 additional hotspot on the same building.'
- Digital Sky is Local – Axiom is in Machias.
- Digital Sky provides unlimited technical support. Axiom provides support for one year only.
- Seeds of Hope already has a working relationship with Digital Sky.

Brad Favreau
Biddeford Economic Development Coordinator
207 571 1612