

Chicago Infrastructure Trust Meeting - February 7, 2017

1 CHICAGO INFRASTRUCTURE TRUST

2 BOARD OF DIRECTORS MEETING

3

4 BEFORE:

5 CHAIRMAN KURT SUMMERS

6 MS. LESLIE M. DARLING

7 MR. GEORGE MARQUISOS

8 MR. CARL LINGENFELTER

9 MR. DAMON SILVERS

10 MR. MIGUEL ZARATE

11 MR. MICHAEL SCOTT, JR.

12 MR. MATT O'SHEA

13 MS. DEBRA A. CAFARO

14 MS. MARY SUE BARRETT

15 MR. RALPH AFFRUNTI

16 MS. KYM HUBBARD

17 MR. R. SCOTT FALK

18 MR. TOM BUDESCU

19

20 The meeting of the Chicago Infrastructure
21 Trust, before the Chicago Infrastructure Trust
22 Board of Directors, taken before Julie Walsh,
23 CSR, and notary public of Lake County, Illinois,
24 on the 19th day of July, 2016, at the
Metropolitan Planning Council, 140 South Dearborn
Street, Suite 1400, Chicago, Illinois, beginning
at approximately 10:08 a.m., pursuant to notice.

25

26 REPORTED BY: JULIE WALSH, CSR

27 LICENSE NO: 084-004032

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1 (Whereupon the meeting
2 commenced at 10:04 a.m.)

3 CHAIRMAN SUMMERS: All right. So it's
4 10:04. We'll call this meeting to order. We
5 don't need to take a roll because you've got it
6 covered, right, who is here and who's not. Okay.
7 Great.

8 So we'll start with the approval of
9 the minutes from the October 18th meeting.
10 Presuming everyone has reviewed them, there are
11 no questions; I actually entertain a motion to
12 approve.

13 MR. O'SHEA: Motion.

14 MS. CAFARO: Second.

15 CHAIRMAN SUMMERS: Motion by Alderman
16 O'Shea. Second by Miss Cafaro. All in favor.

17 (Chorus of ayes.)

18 CHAIRMAN SUMMERS: Any opposed?

19 (No response.)

20 CHAIRMAN SUMMERS: Hearing none that matter
21 passes. Now, the board calendar.

22 MS. DARLING: So these are -- remain our
23 tentative board meeting dates for the rest of
24 calendar year 2017. If there will be no changes,

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1 then we will expect to meet on Tuesday, June 6th,
2 at the same time, 10:00 to noon. Tuesday,
3 September 12th and Wednesday, December 6th.

4 As always we are very appreciative to
5 our wonderful hosts here at the Metropolitan
6 Planning Commission and Mary Sue Barrett. So we
7 really appreciate your endless hospitality and we
8 really appreciate you allowing us to hold our
9 meetings here, Mary Sue.

10 With that I would like to go into a
11 brief organizational matter update, an operations
12 update. First of all, you probably notice by the
13 fact that Scott doesn't have his placard that
14 there is a few things amiss today. Typically
15 Patty Dominguez is here. She unfortunately has
16 had a very sad death in her family. And so I
17 know that all of you will keep a special thought
18 for her and her family today. So she will be
19 probably back with us next week, but it's a rough
20 time for her family so keep a special thought.
21 Thank you.

22 It's been an extremely busy time at
23 the CIT over the last few months. And so first I
24 want to take a second to express my appreciation

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1 to our terrific staff. I really cannot be more
2 proud of the work the team has done over the past
3 few months on our projects, specifically on Smart
4 Lighting that we are going to talk about in more
5 detail today.

6 A great deal has been asked of them
7 and they have delivered every single time. So I
8 hope that as you hear more today, you'll share in
9 that thought. And there's been a lot of late
10 nights, a lot of very diligent work. And so I
11 want to really give a special thank you to Tom
12 and to George and Patty and everyone on the team
13 including some of our new -- our new team who I
14 will introduce in a minute.

15 Also, thank you to you, the board, and
16 our advisory board. Your advice and assistance
17 through this process has been invaluable.

18 So moving on to the staffing update.
19 Our current status is we still have the same four
20 full-time employees that you saw last time. We
21 also have a few new part-time employees. We have
22 a couple of new interns. We have an associate
23 and a fellow. So I'll look forward to
24 introducing you to our new -- our new part of the

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1 team.

2 And regarding health benefits, you
3 voted at the last board meeting for us to move
4 forward and be able to offer a suite of benefits
5 to our employees in order to keep the CIT
6 competitive and continue to attract this talent.

7 I am proud to let you know that on
8 January 1st we were able to get these benefits up
9 and running for calendar year 2017, and now have
10 a good benefits program to offer to our
11 employees. And so I appreciate your support in
12 that.

13 We are lucky enough that Scott Falk
14 and the team at Kirkland have been providing
15 continued pro bono assistance to the Chicago
16 Infrastructure Trust since its inception and
17 continue to do so. And I am very grateful for
18 that assistance.

19 We have kicked off that employee
20 manual process that I've talked to you about.
21 And the manual that we have done some redrafting
22 on is now in the hands of Scott's partners at
23 Kirkland, and they are very diligently helping us
24 get through that. And I will look forward to

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1 bringing that to you at our next board meeting
2 for presentation and approval.

3 Also, we are working with our auditors
4 from Prado & Renteria. Hilda Renteria has been
5 very helpful in getting our audits scheduled for
6 2016. I should be able to bring the results of
7 that to you in the next board meeting as well.

8 Moving on to the recommendation of the
9 2017 budget. We continue to prudently manage our
10 expenses. We have continued to focus on
11 providing great value to the City of Chicago and
12 sister agencies. And we are -- you've all had an
13 opportunity to review the budget and to ask
14 questions about it.

15 And so I am requesting your approval
16 for that budget today. This is the fiscal year
17 2016 unaudited actuals. This is something that
18 you've all seen both in your board packet and
19 prior to this meeting and had a chance to take a
20 look at it.

21 As you can see we are operating under
22 budget. And I feel like we have continued to
23 provide outstanding value to the City at a
24 relatively economical rate to -- for the services

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1 that we are providing. As you know, we have done
2 a complete procurement process including
3 financial analysis, feasibility analysis. And we
4 think that if the City had gone and procured that
5 outside, it would be considerably more expensive.

6 So moving on to the 2017 budget versus
7 the 2016 actuals. We have budgeted to our grant
8 amount. And so we are hoping to do some more
9 hires. You'll see the increases is primarily in
10 labor cost. And we are hoping as our project in
11 pipeline expands, we will need some additional
12 team members and hope to add those in the coming
13 year.

14 I'm happy to entertain any questions,
15 but ask and recommend that you approve the
16 budget.

17 MS. HUBBARD: Just one. How many more years
18 will that grant be available to us? The one that
19 you -- is this the last year?

20 MS. DARLING: No, you know, that's something
21 that is negotiated each year.

22 MS. HUBBARD: Okay.

23 MS. DARLING: As part of the Home Buyer's
24 Assistance Program, you know, if -- if the

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1 program exceeds the amount in that grant -- in
2 our grant, then we would share that amount 50/50.

3 MS. HUBBARD: Okay.

4 MS. DARLING: So, you know, we are obviously
5 moving towards more self-sufficiency and also a
6 more fee for service model, but we will be
7 looking at that in 2017.

8 CHAIRMAN SUMMERS: I think it's an
9 appropriate question because it's going to lead
10 in the pipeline of projects that we look at as a
11 board and that the staff looks at through 2017
12 with an eye toward opportunities that will
13 generate revenue so we can be self-sustaining.
14 And we certainly shouldn't treat this as a, you
15 know, evergreen investment. So I think that's
16 where Leslie is going and it's the right question
17 to ask.

18 MR. LINGENFELTER: I think it's also worth
19 noting though that with this amount of expense
20 we've generated, you know, 30 million in pipeline
21 for home mortgages and a 9 figure plus investment
22 in street lighting and city infrastructure. So
23 it's a pretty good return on the investment.

24 MR. SCOTT: But none of that provides fee

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1 income to make the trust self-sustaining.

2 MR. LINGENFELTER: Correct.

3 CHAIRMAN SUMMERS: Well, the home mortgage
4 should, right, ultimately -- it's backed out of
5 this at some level. But, yeah, that's
6 directionally where we want to go.

7 Any other questions on the budget?
8 I'm happy to entertain a motion.

9 MS. CAFARO: I'll move it, Mr. Chairman.

10 CHAIRMAN SUMMERS: Moved by Miss Cafaro.
11 Seconded by Mr. Lingenfelter. All in favor?

12 (Chorus of ayes.)

13 CHAIRMAN SUMMERS: Any opposed?

14 (No response.)

15 CHAIRMAN SUMMERS: Motion passes.

16 Now, we're going to go through two
17 specific project updates and then kind of talk
18 about the pipeline. The biggest and most
19 anticipated obviously is Smart Lighting. So
20 let's dive in.

21 MS. DARLING: All right. So this is the big
22 story for today. We are excited to bring a
23 recommendation to you on Smart Lighting. We have
24 been working on this project for the whole time

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1 you all have been on the board and I have been
2 here. It has taken up the great majority of our
3 time and efforts for more than a year now, but we
4 thought it might make sense to go back and as we
5 started and you all remember, Tom was on loan to
6 us through E & Y and with the CCA and helped put
7 together our strategic planning document.

8 And so we wanted to go back and sort
9 of talk about for a second about how this project
10 aligns with -- with both our strategic plan and
11 our value proposition. You know, you can see the
12 guiding principle is about providing
13 complementary services to meet the City's needs.
14 We have done that here. We've assisted the City
15 and expanded their capacity to provide this
16 project. Insuring value to the City and its
17 sister agencies and the taxpayers for the
18 delivery of this project.

19 We feel like we have checked that box
20 in spades. We, as you know, I just said for
21 budgetary purposes we feel like we have provided
22 tremendous value. We also think we are going to
23 be able to bring this project in where -- exactly
24 where we expected to be able to do that. And

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1 also provide great value through the costs and
2 the proposals that we have seen for this project.

3 And, also, number three, act as a
4 dedicated and specialized resource for
5 alternative project delivery. Again, I think
6 that this project is really absolutely a great
7 example of where we've been able to do that.

8 So we have provided all those
9 specialized resources, the subject matter
10 expertise. I can't tell you how much we all know
11 about street lighting now. And especially George
12 Marquisos who has become I think the world
13 renowned expert on it.

14 And so we have taken, again, idea
15 incubation; something that was thought about from
16 the City for a long time and we have turned that
17 project into reality. We've aggregated that
18 project and we have provided project management
19 for the project. So we think it really fits
20 within our strategic plan. It's been -- we hope
21 we have provided great benefits to the City.

22 So back in April 2016 when we met we
23 told you about the primary project goals;
24 converting approximately 85 percent of the City's

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1 lighting fixtures to LED, implementing a lighting
2 management system or a control system for the
3 lights, a centralized system that would provide
4 realtime outage information to the City in
5 addition to possibly other services and provide
6 targeted infrastructure stabilization.

7 MS. HUBBARD: Leslie, can you go back a
8 little bit and refresh our memory on the 15
9 percent that isn't getting done what they -- what
10 kind of lights those are?

11 MS. DARLING: Sure, Kym. That's a great
12 question. So those are the ornamental lights.
13 So the lights that you see in the City and the
14 neighborhoods that are not the Cobra head or the
15 coach light lamps, so the ones that are more
16 decorative that are primarily in the central
17 business district.

18 You'll see a lot of kind of the
19 6-globe lamps around Wacker Drive for example and
20 other places in the City. So they're the 15
21 percent are pretty much ornamental. And those
22 have, you know, I think there's 26 or -- there's
23 some very high number of different lamp heads.

24 And I think at the time we didn't know

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1 if that would be cost effective to change over
2 those lights. And so we were focussing on the
3 Cobra head lamps which is the most prevalent lamp
4 and fixture that we have.

5 CHAIRMAN SUMMERS: I think it also -- the 85
6 doesn't include some amount of conversion that
7 had already taken place in the City. For
8 example, you know, along Lake Shore Drive, other
9 places where you see LED conversions that exist
10 today.

11 MS. HUBBARD: Thank you.

12 MS. DARLING: So here we wanted to show you
13 a little bit about the timeline and how we have
14 gotten to where we are today. We set an
15 incredibly aggressive time schedule and we have
16 largely been able to achieve it. We are really
17 pleased with the outcome of the procurement
18 design.

19 There's been, as you know, incredible
20 interest in our process. And we set clear
21 expectations to the vendors and, you know, as you
22 can see when we issued the RFQ in April 2016 we
23 had 30 respondents.

24 Prior to that we did the RFI where we

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1 added I believe 42 respondents. And so we
2 continue to whittle that down. We wanted to work
3 with -- with 9 shortlisted firms and engage in an
4 iterative process and refine that scope with
5 input from the shortlist of respondents. We
6 found that that worked incredibly well.

7 We wanted to have a project that was
8 -- that worked for both the City, but also that
9 vendors could respond to in a meaningful way to
10 be able to accomplish the project.

11 And so the planning at the top of the
12 process that we did allowed us to move
13 expediently once the proposals were received on
14 January 9th of this year. And we expect that the
15 planning that we have done for this will result
16 in a similar process through a contract
17 negotiation. Again, we want to deliver value
18 through a timely and competitive process. And I
19 think we've accomplished that.

20 So now we want to get a little bit
21 more to the meat of what we think you are going
22 to have delivered through this process. We have
23 gone through all the proposals and we're
24 confident that the base scope of that project we

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1 will be able to deliver on all of those goals.

2 So I want to turn it over to George
3 who will discuss a little bit about the lighting
4 conversion and the lighting specification and
5 talk a little bit more about the anticipated base
6 scope of the project.

7 MR. MARQUISOS: Okay. I will try to keep my
8 remarks fairly brief. But when this whole --
9 when this whole project started and we were given
10 the world is your oyster kind of idea, tell us
11 what we can do with the modernization that makes
12 sense for the City of Chicago. We know that we
13 have aging infrastructure and streetlights and
14 there is an opportunity because of advancements
15 in technology what is the best mix of ingredients
16 to kind of deliver a project that makes sense for
17 the City of Chicago.

18 A there was a lot of talk initially
19 about smart city and sensors and internet of
20 things and the world -- all kinds of things. And
21 so we really kind of dug down to see what's
22 really feasible at this stage recognizing there
23 is a lot of potential in the future.

24 And we pretty quickly came to a

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1 project that had three critical elements from our
2 point of view. And I think we -- it's comprised
3 of these three.

4 So we said we need to save some energy
5 and so we chose the most cost effective or
6 economically justifiable conversions which
7 presented 92 percent of the inventory which are
8 Cobra heads.

9 And so we said, well, let's convert
10 those to LED. That will save us a lot of
11 electricity. And then in addition to that let's
12 see if we can't use some of that savings to add
13 some technology that gives us the ability to
14 better deliver services to the citizens. So
15 realtime outage information as opposed to waiting
16 for citizens to call 311. That was a critical
17 priority.

18 No other city that I know of at the
19 scale of Chicago has gone down that technology
20 route in kind of having kind of automated ability
21 to monitor and control lighting. So we would be
22 somewhat of a ground breaker in that area.

23 And we also recognize that we didn't
24 have the money to replace everything that needed

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1 replacing. But if we were prudent and if we had
2 better information the condition of our assets;
3 we could do targeted infrastructure repairs that
4 would extend the useful life of our existing
5 infrastructure and kind of bring it in line with
6 the lifespan of the products that we are about to
7 install.

8 So this was I think a big vision and
9 we modeled it and we spoke to other
10 municipalities and we got as much information
11 from the private sector as we could. And we put
12 it into a financial model. We said I think this
13 could work. And but we needed private market
14 confirmation.

15 And so after this procurement process
16 I am pleased to report that we have it. So even
17 though we added quite a bit to the specifications
18 and we added -- asked for a lot of functionality
19 and a lot of capabilities that gave us some
20 flexibility into the future, we put a lot of
21 things into this procurement. And I think
22 largely because Chicago is such a large lighting
23 project, I think we got some very competitive
24 proposals. And we were able to achieve the vast

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1 majority of what we promised which is very good
2 news from my perspective. I am sleeping much
3 better having this confirmation.

4 I don't know what else to say about
5 that other than I'll give you a couple of
6 examples of how we knew that we were going to get
7 some economies of scale. We knew that we were
8 going to buy fixtures cheaper than perhaps
9 smaller municipalities or even the LED's that
10 we're purchasing today at a much smaller scale.

11 So we knew that our prices were going
12 to come down because of the quantity we're
13 buying. But I think rather than -- I think where
14 we leveraged -- rather than have cheaper
15 fixtures, we got better fixtures for the same
16 price. So by better fixtures I mean fixtures
17 that have the latest in dimmable drivers that
18 give you the ability to communicate two-way
19 fixture and get inventory information. So having
20 this realtime live inventory is an advancement
21 for Chicago.

22 Prior to 2013 Chicago didn't even know
23 how many street lights it had. It was just a
24 guess. And we added and we subtracted and there

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1 was this whole back and forth with our utility
2 company as to what is the actual. And we
3 ultimately got an inventory. It's been
4 reconciled over time. And we are at a place now
5 where we think it's fairly accurate. But with
6 this new technology it will be accurate now and
7 every day into the future. Every time we change
8 a light, it will be recorded. And so we will
9 have really accurate information about our
10 infrastructure.

11 In addition to that we are getting out
12 of this project a comprehensive condition
13 assessment. So we know where the lights are and
14 what wattage they are.

15 And we really didn't know what
16 condition the poles were in or what the wiring
17 was like. So we have a team going out here
18 across the City and within 300 days we are going
19 to get back a complete asset assessment. Like
20 we'll know which are the worst poles. And we'll
21 know which wiring is temporary and really should
22 be replaced. We'll know a lot of things that are
23 going to inform CDOT and allow them to make those
24 targeted prioritized investments in repairs.

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1 So those are things that I'm really
2 pleased to report that we can achieve. The
3 fixtures themselves are really high quality.
4 They have very high surge protection. They have
5 -- they're really high standards of water
6 impermeability. We expect them to last a long
7 time. They are incredibly rugged. We asked for
8 high quality fixtures and we got them for a price
9 that I think we can afford. So that's the good
10 news. And with that if there are any other
11 questions. Alderman.

12 MR. SCOTT: So you talked about the
13 conversion and, you know, we all know that we
14 have some that we had started to convert
15 currently. So how will the new improved light
16 fixtures, are they able to connect with the ones
17 that we are putting up now? So when we are doing
18 this asset assessment and, you know, one goes off
19 the grid that is not one of the new ones, are
20 they able to communicate so that we can still
21 repair those?

22 MR. MARQUISOS: That's a great question. So
23 there's been a lot of confusion because since
24 2015 every time -- and I want to correct the

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1 terminology or at least clarify the terminology.
2 When we say conversion we mean take off the old
3 fixture, replace with an LED.

4 What you're referring to that most of
5 the LED lights that citizens are seeing now are
6 replacements not conversions. So we're talking
7 about all new poles, all new wiring.

8 MR. SCOTT: Yes, yes.

9 MR. MARQUISOS: As part of a street redo.

10 MR. SCOTT: Yes.

11 MR. MARQUISOS: So Aldermen that take money
12 from their menu money and they say, I want this
13 whole street done. All new poles, all new
14 wiring. And when they put those new poles up,
15 they put up LED. Those LED lights that you see
16 up now are going to be somewhat different than
17 the lights that we're ultimately going to be
18 installing as part of the conversion process.

19 Now, how are they different? Well,
20 they don't have control nodules on them. The
21 good news is they have the ability to add control
22 nodules so they will be integrated into the
23 network. They are 4,000 Kelvin. So they are a
24 cooler, whiter light than the 3,000 Kelvin that

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1 we are specifying for this. So the newer lights
2 will be slightly warmer. The distribution of the
3 lights will be more defined.

4 So we generally speaking there are
5 basically two types of lights that are being put
6 up now and they are largely confined to the new
7 light poles that are being put up. So that's a
8 defined context and it's very similar.

9 But Chicago has a wide variety of
10 contexts. We have poles on both sides of the
11 street, staggered, opposite, different heights,
12 different width streets. So we are trying to get
13 fixtures that are appropriate for each context.
14 So it will be a better defined light for the
15 particular context it is tasked to light. And
16 hopefully we reduce light trespass when we apply
17 the correct luminaire to the context that it's
18 designed. I don't know if that --

19 CHAIRMAN SUMMERS: Just one clarifying
20 question in response to the Alderman's question.
21 If an Alderman -- you know, this is largely a
22 conversion of the lights and a changing of the
23 poles where the infrastructure is most needed,
24 right?

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1 MR. MARQUISOS: Yes.

2 CHAIRMAN SUMMERS: If an Alderman wanted to
3 continue to use -- if they had a major
4 thoroughfare that they were redeveloping and they
5 wanted to use menu money to also prioritize those
6 poles if the poles weren't on kind of the most
7 needed list for the infrastructure stabilization
8 repairs, correct me if I'm wrong; but they would
9 still be able to do so going forward and in
10 conjunction with the lighting conversion as well.

11 MR. SCOTT: And let me kind of touch on
12 that. I actually had a meeting about that. And
13 from what I was told, and I could be wrong; that
14 we can't do the poles and then someone else do
15 the heads. You have to do the entire portion
16 together. And this is just for selfish reasons.
17 So we can actually do this offline if necessary.

18 MR. MARQUISOS: No, I think the question is
19 a valid one. So the reality is Chicago has most
20 of its poles and wires were installed in the
21 1950s and '60s. They are -- they're steel. They
22 are still in many cases have some useful life
23 left, but the City needs to have a continual
24 process where they are replacing things. Like

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1 they have to make a continual investment to
2 replace it. You can't just expect these things
3 to last forever.

4 This project is not designed to
5 replace. It is designed to kind of get
6 everything to a place that we increase the
7 reliability. So we're reducing failure rates.
8 We're getting better information on when things
9 fail and we're putting in more reliable
10 luminaires. That's its function. It's not a
11 replacement project.

12 And it's not designed to replace the
13 replacement project. That process still has to
14 go forward. Every year Aldermen are going to
15 have to make decisions about what needs to get
16 fully replaced.

17 CHAIRMAN SUMMERS: That still happens in
18 conjunction?

19 MR. MARQUISOS: In conjunction. And every
20 time you do a replacement, it will get pulled
21 into the new lighting management system and
22 you'll have realtime information about those new
23 fixtures.

24 MR. SILVERS: I wanted to ask you about the

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1 line about the City wide wireless network. Can
2 you explain that a bit further?

3 MR. MARQUISOS: Sure, it's a little
4 interesting. So we will have a dedicated
5 radiofrequency network that essentially is -- I
6 don't want to give -- I don't want to say too
7 much about it because we are still in the
8 procurement stage.

9 But essentially what you will see is
10 either at a circuit level or at a light level the
11 lights will be transmitting information about
12 their operations. And that will get communicated
13 wirelessly through radiofrequency to some kind of
14 a central access point that gets communicated to
15 a central point presumably somewhere in CDOT's
16 operations.

17 It gives them regular reports on
18 what's working and what's not. And then that
19 also allows COT to send messages to the lights.
20 I need you to dim. I need you to increase. I
21 need you to turn off or whatever it is. So there
22 is now the ability to remotely monitor and
23 control lights. And that's all done on a
24 dedicated system for street lighting.

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1 The beauty of that is it has the
2 capacity, should the opportunities become
3 economically justifiable in the future, to
4 transmit data for other uses. Right. So those
5 are the smarty city applications that today we
6 don't think make a ton of sense to invest in, but
7 we have pretty good confidence that in years to
8 come the City is going to want to jump in and get
9 more utility out of that network. So that's --
10 it's an investment that serves us now. And
11 hopefully will serve us in the future.

12 MR. SILVERS: And to that point could you
13 talk a bit about -- I mean, we've talked about
14 this before. But could you just explain a bit
15 about what those potential sort of add-on
16 technologies are that are enabled by the platform
17 for future smart city technologies. Like what
18 sorts of things does this set up the possibility
19 of being able -- for the City to be able to do
20 later?

21 MR. MARQUISOS: Well, we could have a whole
22 meeting on that.

23 MR. SILVERS: I'm not asking you to do that.

24 MS. DARLING: I told you he's become the

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1 world's leading expert.

2 MR. SILVERS: Yes. Well, it's quite -- it's
3 quite evident you've become the world's leading
4 expert already.

5 MR. MARQUISOS: No, I am very much a novice
6 in this. I am trying to understand what the --
7 but essentially everybody's espousing the
8 internet of things. So these devices have the
9 ability to now transmit information about what
10 they're doing or what they're seeing. So you
11 have the ability to apply sensors throughout the
12 City to tell you things like how dark is it? How
13 many people are traveling by? How many cars are
14 there? Are there parking spaces? Are there
15 potholes? Is the snow plowed?

16 You can get all kinds of information
17 about what's going on in the streets and then you
18 could respond to it. And that's basically it.
19 And so the question is -- and you can transmit
20 all kinds of other information. Air quality. It
21 goes on and on and on. The potentials are
22 virtually limitless. It's just a question of at
23 what cost and what's the return.

24 CHAIRMAN SUMMERS: Some of those that George

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1 mentioned are sort of largely for a greater
2 public good and public use. And some of those
3 are purely commercially viable. And I think that
4 -- I think that the beauty of the approach that
5 the team has taken here is to maximize
6 flexibility and future adaptability. So that
7 when -- especially the commercially viable
8 options that have real revenue tied to them
9 become available, the City will be in a position
10 to potentially justify and make the further
11 investment, you know, to enhance the existing
12 network.

13 I think at the moment it's a lot of
14 great ideas that -- that don't have firm, you
15 know, revenue streams that make sense to invest
16 in today. But I think that can change, you know,
17 12 months from now or sooner.

18 MR. SILVERS: Mr. Chairman, I have been very
19 much supportive of this direction with that --
20 with your analysis in mind. I wanted to make
21 sure that the staff got on the record here what
22 the capabilities -- what the long-term
23 capabilities are.

24 I just had one further question which

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1 is you've been describing mostly these
2 opportunities as ones that involve feeding data
3 back from the location into the system. It was
4 my understanding that there's also the
5 possibility of going the other way, right?

6 MR. MARQUISOS: Yes, it's two-way
7 communication.

8 MR. SILVERS: Right. So that, therefore,
9 it's a potential platform for distributing
10 broadband.

11 MR. MARQUISOS: Well, I want to pull back
12 that expectation. This is a low bandwidth. So
13 this is radiofrequency. We're not talking about
14 fiberoptic cables being installed here. Most of
15 these things are going to get -- and so the data
16 transmitted is relatively low, right.

17 MR. SILVERS: Right, so it's --

18 MR. MARQUISOS: You don't need a lot of data
19 to tell you whether the light is on or off. It's
20 just we check in with the lights and they give us
21 a report. So I don't want to say that this is
22 going to be, you know, the platform for providing
23 wifi throughout the City. It's not.

24 MR. SILVERS: Okay. All right. Well, that

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1 was clarifying. Can I -- Mr. Chairman, if you
2 don't mind I just want to complement more broadly
3 the team on this from an outsider's perspective.
4 All right.

5 I mean, I believe I sit on this board
6 as an advisor partly to bring kind of a national
7 infrastructure perspective to the work of the
8 Trust. This project is I think exactly -- when
9 you look at the conversation about infrastructure
10 nationally, the real challenge is is it going to
11 be possible to make sort of technological leaps
12 in -- at this time with the fiscal constraints
13 being what they are.

14 And this project has several lessons
15 that go beyond Chicago I think in this
16 perspective. One lesson is how important it is
17 to have people really dedicated to trying to
18 figure out the technological and financial
19 problems.

20 And George's presentation and the
21 expertise he's developed is a -- is a sort of an
22 example of what kind of value is created when
23 there are people really focussed on solving these
24 problems as opposed to just sort of the problem

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1 being in the air. Right. In which case often is
2 not addressed for years. And the opportunities
3 are not seized.

4 Secondly, I think it's worth noting we
5 haven't spent a lot of time on this here because
6 it's kind of built in; but there was a very early
7 decision here to pursue a low cost of capital
8 approach, right. Which led us back to the City
9 as the actual provider of financing because they
10 had the lowest cost to the City. They had the
11 lowest cost of capital.

12 But what the Trust provided was the
13 focus and expertise. And I think that's evident
14 in where we are. And it's really consequential
15 in terms of what it tells us about how both
16 Chicago and the nation can really practically
17 make this leap. All right.

18 And so before we moved on from the
19 technology, I just wanted to express, you know,
20 how pleased I am to be able to be part of that.
21 And the fact that it has larger positive
22 implications for the country.

23 CHAIRMAN SUMMERS: Thank you. Yes.

24 MS. HUBBARD: Yes, I had just a couple

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1 questions. Will this have an impact both on pre
2 and post installation on employment within the
3 City of Chicago for CDOT?

4 And then the second question is have
5 we looked at the salvage value of anything that
6 we're taking out like poles or anything like
7 that? Is there some salvage valuation that we
8 can be --

9 MR. MARQUISOS: Both good questions. So as
10 far as the pre, so we know that there will be
11 jobs created as part of the 4-year installation.
12 And we anticipate somewhere in the order of 50 to
13 100 people who will be working full-time on
14 deploying this system.

15 Post the ideal is that the durability
16 of the LED's will now free up people who go out
17 and first check to see whether the lights are
18 actually out and then go out and replace a bulb
19 that burned out three years after it was
20 installed. Those people will now be freed up to
21 do other things like repairing wires and things
22 that they really -- so we have a group of people
23 who are now designated as for lack of a better
24 term bulb changers. And they hopefully will be

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1 less and less needed as we go forward and they
2 can be deployed to other things.

3 And I think we are talking about a
4 system that will become much more efficient for
5 CDOT to generate the work orders, prioritize them
6 and issue the work crews to kind of maintain the
7 system which has been a continual challenge for
8 the City. I mean, a lot of this infrastructure
9 is past its useful life and reliability is a big
10 concern.

11 As Aldermen can attest, their citizens
12 want and need lighting reliably delivered. And
13 so by just being limited we're trying to do more
14 with what they have. And I think we have a good
15 chance of getting that.

16 CHAIRMAN SUMMERS: The salvage value.

17 MR. MARQUISOS: Oh, the salvage value. So
18 we -- we went back and forth and did some
19 estimates about what is the value of the aluminum
20 heads that are coming down? What is the value of
21 the steel that's coming down? And it's
22 significant in the sense that it's probably in
23 the million dollar range all in.

24 But we felt that rather than the cost

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1 of trying to document it and share in it and
2 bring it to our yards and do -- we kind of gave
3 it to the vendor and asked them to build it into
4 their pricing.

5 So we asked them to assume the salvage
6 values reversed to them and they built it into
7 their pricing. That way we're not kind of --
8 they still have to document the safe disposal of
9 any hazardous materials. So the City gets that
10 kind of and -- as well as the recycling of
11 everything that's recyclable. So all these
12 products that are coming off the poles get
13 disassembled and separated and recycled, but the
14 salvage value goes to the vendor and that's built
15 into their pricing.

16 CHAIRMAN SUMMERS: Other questions? Ralph.

17 MR. AFFRONTI: And this might be a little
18 bit forward thinking. So is there the
19 capabilities for these poles to at a certain time
20 have some LED advertisement that would work in
21 conjunction with these poles? So let's say one
22 of the Aldermen here has a festival in his area,
23 most of the time we're hanging banners. Instead
24 we would have LED investment?

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1 MR. MARQUISOS: Go ahead, Leslie.

2 MS. DARLING: So digital advertising banners
3 are always going to be an option for the City.
4 It's not part of this project. It also requires
5 additional infrastructure and also may require
6 more bandwidth to the pole than is currently
7 there. But that would be a different procurement
8 that the City would follow up on. It's not part
9 of this one. It doesn't mean it's not possible
10 some day, but it's not part of this procurement.

11 CHAIRMAN SUMMERS: There is a pilot that the
12 City is undergoing right now.

13 MS. DARLING: Right.

14 CHAIRMAN SUMMERS: It was just announced two
15 weeks ago I think for that capability on a small
16 scale. And I think what would happen is as
17 Leslie said if that pilot proves to be cost
18 effective or, you know, revenue generating; then
19 there would be a decision whether the poles for
20 example or other forms of infrastructure in
21 neighborhoods are the best places to expand in
22 it.

23 In either case it would likely require
24 an incremental infrastructure investment.

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1 Whether it's sort of smart poles if you use the
2 pole grid or some other form of, you know, could
3 use Divvy stations. You can have any number of
4 places where this kind of information can be
5 transmitted. In either case it's going to
6 require the time, incremental investment in
7 infrastructure.

8 MS. DARLING: And I think to go back both
9 to, Damon, what you're saying also is, you know,
10 I think LA has an example where they're in their
11 7th year of implementation of their LED lighting
12 project. And within the last 18 months they've
13 installed I think 150 or 200 -- George, you can
14 correct me if I'm incorrect, smart poles which
15 are poles with more wireless capability. And
16 they have a different contract than their
17 conversion contract.

18 So, again, sort of this is -- this is
19 the first step in this process. And more
20 functionality, smart poles, other things, you
21 know, other smart city technologies can always be
22 added in the future. And we have really worked
23 hard to make sure that we have future proofed our
24 system to make sure that those additional

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1 functionalities can be added later in years if
2 desired by the City.

3 CHAIRMAN SUMMERS: Let's move forward and
4 talk about the neighborhood demonstrations.

5 MS. DARLING: Sure. So as you know when we
6 last talked the City was about to embark on a
7 neighborhood demonstration project. So this was
8 a demonstration in 7 areas in the City on the
9 kind of border of 7 different wards, 7 locations
10 from top to bottom.

11 And there was an open online survey
12 for residents to submit feedback up through the
13 9th which is the day that the proposals were due.
14 However, if residents are still interested in
15 providing feedback when you go to the feedback
16 section, there is still an opportunity to send an
17 e-mail to us at the Infrastructure Trust. So we
18 can still see that feedback.

19 We received almost 900 submissions to
20 the survey. 88 percent felt that light levels
21 were sufficient or more than enough. 64 agreed
22 that the LED lighting improved nighttime
23 visibility. And 57 percent agreed that the LED
24 lights made it easier to distinguish colors at

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1 night. The white light does provide better
2 visibility.

3 So we wanted the public to have an
4 opportunity to weigh in on the lighting levels.
5 These are not the end fixtures that will be used.
6 That's obviously still part of the procurement
7 process. But it also in addition to the benefit
8 of having the public feedback which was
9 incredibly helpful, we also learned a great deal
10 because our lighting technical advisors went on
11 numerous field trips and visited every single
12 location.

13 And I'll let George very briefly tell
14 us about what they learned from that. Because I
15 think there were some very valuable lessons from
16 the lighting technical advisors that we were able
17 to implement and will be able to implement into
18 our procurement.

19 MR. MARQUISOS: Yes. So I'll try to -- so
20 it is a fascinating experience. I recommend it
21 to everyone to get in a van with a bunch of
22 lighting guys and go out in the City and look at
23 various lights in different neighborhoods. The
24 information is astounding.

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1 So what we intended and what we got
2 from our public demonstrations is a little bit
3 different, but I think in the end it ended up
4 being quite valuable. So the intention was that
5 we would have 7 almost identical demonstrations.
6 And so it would afford citizens 7 opportunities
7 to view the same thing and comment on it.

8 When we actually went out and visited
9 each location, we came to understand that each
10 location was somewhat markedly different in so --
11 and this is probably a lesson learned, right. So
12 one arterial street is not equal to another
13 arterial street and same for residential streets.
14 So there was quite a bit of variability across
15 these 7 locations.

16 And in many cases the lights performed
17 really well. You could say I love it, well lit,
18 even distribution, very little light trespass,
19 the glare was manageable, great thing.

20 In other cases we had some real
21 problems. We had lights that were clearly
22 over-illuminating the opposite side of the
23 street. And the house that was directly opposite
24 the pole was getting washed in light that was

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1 really unacceptable. So we learned a lot from
2 these demonstrations in addition to the public
3 feedback. They have all been kind of -- and we
4 continue to kind of refine.

5 And I think I want to reiterate what
6 Leslie said. What we demonstrated was potential
7 LED lighting. It was not light fixtures. It was
8 not -- and we did not demonstrate dimmable
9 opportunities. We didn't do anything like that.
10 We just said let's put up some fixtures that
11 closely approximate the light levels that we are
12 asking for and see what they look like. And it
13 was a confirmation of concept, if you will, both
14 from the public and from our own internal staff.
15 And we have some work to do.

16 And I think that the vendors have
17 responded in a way that give us options to make
18 what we end up installing better than what we end
19 up demonstrating. So that's the good news.

20 MS. DARLING: Thanks, George. Now, I want
21 to get right into the evaluation process. So as
22 you know we've discussed before that this is not
23 a low bid contract. This was an -- this was a
24 best value evaluation. We used a best value

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1 determination informed by numerous criteria. We
2 looked at way more than just pricing.

3 We wanted, as George was able to share
4 with you, fixture and technology quality and
5 capabilities were incredibly important to us. We
6 didn't want to just get the lowest price and a
7 fixture that didn't meet our requirements. We
8 wanted to see if we could sort of have it all
9 here with a fixture and technology that provided
10 the functionality and quality that we were
11 looking for, an approach to project
12 implementation that worked in conjunction with
13 what the City's needs were, making sure that we
14 had a team that had the qualifications and
15 experience and local resources and a commitment
16 to workforce development and local economic
17 initiatives that we laid out very clearly in the
18 RFP. Go ahead.

19 MR. SCOTT: I have one more question.

20 MS. DARLING: Sure.

21 MR. SCOTT: It's about capabilities as well.
22 So, you know, we all know about the public safety
23 dilemma that we're experiencing in Chicago. And
24 the district that is in the 24th Ward, the 11th

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1 District, has been afforded the pilot of
2 ShotSpotter.

3 Wondering what is the ability to link
4 the two so that when that program is rolled out
5 across the City, is it possible to use -- right
6 now they're affixing them to individual's homes.
7 And they have to get a signoff and a waiver from
8 that individual. If that ability presents itself
9 on any of these new converted heads, I think that
10 would be a better possibility for the City of
11 Chicago. So has that been explored by CPD and is
12 it -- is it compatible?

13 MS. DARLING: We have been in touch with CPD
14 consistently about this project in working with
15 Jonathan Lewin our CIO. He's aware of our
16 project and we have been working together on
17 plans and how this may be rolled out including
18 areas that have public safety issues. So that is
19 something that we are -- we are having
20 conversations about.

21 I don't want to make a commitment to
22 you right now, but it's certainly something that
23 if they feel the use of the poles and/or these
24 fixtures could benefit and, you know, there's a

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1 fiscal match up there; then obviously, you know,
2 I'm sure that CDOT and CPD would work closely
3 together on making that a reality.

4 CHAIRMAN SUMMERS: I think just to address
5 the concern what I would say is what we can make
6 sure the staff does is be proactive rather than
7 reactive to wait for them to say understanding
8 from your perspective and I've heard this from
9 Alderman O'Shea whether we hear from CPD or not
10 that it's their priority, from the perspective of
11 the two members of the council who are
12 represented here, it's something that we should
13 be proactively pursuing. So I think the staff
14 will do that.

15 MR. SCOTT: And I do not -- I don't want a
16 guarantee. I just want to make sure that if that
17 opportunity presents itself and they match up
18 dollar for dollar and it's something that is
19 compatible technology wise, that we are exploring
20 every possible option to help with not only
21 saving costs for them as well as the City; but
22 making sure that we've explored, you know, how to
23 combat that public safety issue.

24 And I know that we have been thinking

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1 about that with the lights and the dimming
2 capabilities and all the other capabilities. I
3 just wanted to make sure that ShotSpotter was on
4 the table as well.

5 MS. DARLING: Absolutely, Alderman Scott. I
6 give you my commitment that we will continue to
7 be proactive about that and make sure that we're
8 working together with CPD on making sure that we
9 are not siloing this project and we're working
10 together with all the City departments.

11 And, you know, we've really worked
12 hard to work with all the stakeholders from OEMC
13 to park district to CPD. And I could go on and
14 on because there's been so many different
15 stakeholders that we have been working with as
16 part of this project and we will make sure that
17 CPD is prioritized.

18 MR. SCOTT: Thank you very much.

19 CHAIRMAN SUMMERS: My biggest concern is
20 everybody saw this new show last night, APB.
21 It's going to be apps and, you know, all kinds of
22 stuff.

23 MS. DARLING: I heard about that, but I
24 didn't see it. Uh-oh.

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1 MR. SCOTT: It's based here in Chicago as
2 well.

3 MR. SILVERS: You're responsible for making
4 that a reality.

5 MS. DARLING: We're going to get right to
6 work. So I don't want to spend a lot of time on
7 this slide, but I wanted you to see the thought
8 process that went into how we consider the total
9 project score as we did the evaluation of the --
10 of the RFP responses.

11 So these are the items that we looked
12 at. A little bit about how they were weighted.
13 So I wanted you to just sort of get a feel for
14 the breath and depth of thought that we put into
15 how we were going to weigh the value of these
16 proposals.

17 I wanted Tom to take a quick minute to
18 discuss how the evaluation time and the
19 evaluation process works. You know, we really
20 wanted to have an aggressive schedule, but a very
21 comprehensive and -- comprehensive process with a
22 very robust evaluation team that involved, as I
23 just said, many of the stakeholders.

24 So, Tom, if you could just take, you

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1 know, a minute or two and quickly talk about the
2 process and we can entertain questions on that.

3 MR. BUDESCU: Sure. Thanks, Leslie. So,
4 you know, we'll start on the right. The
5 evaluation team was set up prior to the proposals
6 coming in. And we wanted to have a very defined
7 process that once the proposals came in, we could
8 move as fast as possible because the goal is
9 really to get these lights up as soon as we can.

10 And so the evaluation team is composed
11 of three broad groups; the technical advisors,
12 the evaluation committee and the selection
13 committee.

14 The technical advisors were
15 essentially nonvoting advisors. It was a group
16 of City staff as well as staff from partner
17 organizations that had the technical expertise to
18 support the evaluation committee in better
19 understanding the proposals and evaluating the
20 proposals.

21 There are three separate subgroups
22 within that. One was specifically set up to
23 provide technical advice on lighting. So
24 understanding the luminaire specifications and

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1 what was being proposed. A technology subgroup
2 that helped with the lighting management system.
3 And a workforce development subgroup that helped
4 evaluate the workforce development plans that
5 were coming in for the proposals.

6 The evaluation committee was an
7 independent review committee that was tasked with
8 essentially aggregating all that feedback as well
9 as going through all the proposals, scoring them
10 and reaching a consensus on the ranking of what
11 proposals offer from the best value to the least
12 value for the City.

13 They would then provide their
14 recommendation to the selection committee whose
15 job was to review that work, review that
16 recommendation and either accept or reject. And
17 if they accept, they would then provide that
18 recommendation to the executive director of the
19 Infrastructure Trust.

20 So very quickly and in a little more
21 detail, it was really a four-phase evaluation
22 process. The preliminary responsiveness review
23 was conducted by the CIT to say, we received six
24 proposals. Do they meet the criteria we set out

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1 as responsive -- for responsiveness in the RFP?
2 And all six did. Which moved them to the scoring
3 phase and the independent proposal review by the
4 evaluation committee. This included oral
5 presentation and demonstration of the technology
6 solution by each of the proposers, a review by
7 the technical advisor meetings and separate
8 workshop with each of the technical advisor
9 subgroups to provide their insight and feedback
10 to the evaluation committee and also for the
11 evaluation committee to ask the technical
12 advisors any questions they had in terms of
13 interpreting the proposals.

14 Then there was a preliminary scoring
15 consensus by the evaluation committee and a
16 consensus decision about whether to request best
17 and final offers or not. And then finally there
18 was a final evaluation committee census on best
19 value determination. That was phase three.

20 That evaluation committee
21 recommendation was then memorialized and provided
22 to the selection committee and presented as part
23 of an in-person presentation by representatives
24 of the evaluation committee to provide the

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1 rationale for their recommendation as well as
2 afford the selection committee the opportunity to
3 ask the evaluation committee any questions about
4 their process.

5 MS. DARLING: Thanks, Tom. We really wanted
6 to -- we really wanted to create this vision and
7 set the stage to make it a reality. We were
8 given a very high-level idea, as George had
9 mentioned, and we worked to craft the scope and
10 the process to really improve the quality of life
11 for Chicago residents. We wanted to make sure
12 that we were saving energy and providing better
13 services to City residents and providing better
14 quality of light and quality of life.

15 Also, we wanted to create additional
16 jobs to the extent that this project will be able
17 to do that. We are very pleased about where we
18 ended up.

19 And so, you know, at this point we are
20 happy to answer additional questions; but we
21 would like to recommend the resolution that you
22 were sent previously and sits before you
23 regarding moving the great finalists to the City
24 so they may begin negotiations of the selected

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1 members.

2 CHAIRMAN SUMMERS: Yes.

3 MR. SILVERS: Could the staff amplify --
4 explain a bit more about the workforce
5 development part of the criteria? What you were
6 looking for and --

7 MS. DARLING: Sure, absolutely.

8 MR. SILVERS: And so where we are.

9 MS. DARLING: So, first of all, I can tell
10 you that the finalists all met or exceeded the
11 MBE/WBE requirements as set forth in the RFP. We
12 also are requiring in the RFP and the finalists
13 agreed to meet the requirements of having 50
14 percent of the work hours be performed by City of
15 Chicago residents.

16 Of those 10 percent are going to be
17 from economically disadvantaged neighborhoods as
18 set forth in the City's EEO ordinance and a map
19 created by the Department of Planning and
20 Development. Those are split into 2 areas of the
21 City.

22 And so the west and south sides of the
23 City will be separate -- are in separate parts of
24 the map. So 5 percent from each west and north

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1 and 5 percent from east and south. So and I
2 would be happy to provide that map to you.

3 MR. BUDESCU: Yes, there is also a
4 requirement that 50 percent of the staff hired to
5 do the asset condition assessment --

6 MS. DARLING: Thank you.

7 MR. BUDESCU: -- in the first year of the
8 project have to be -- come from either CPS
9 programs that are -- there's a specific
10 requirement.

11 MS. DARLING: Yes, it's a vocational program
12 and -- or from the Chicago Community College
13 Vocational Program.

14 MR. BUDESCU: Or from an ex-offender
15 apprentice program.

16 MS. DARLING: Right. So and all of the
17 respondents agree to do that and abide by that
18 and made a commitment one way or the other. We
19 believe that we'll be able to meet or exceed
20 those workforce recommendations and requirements
21 with selected measures.

22 MR. BUDESCU: And one more thing. There was
23 also an encouragement to meet the City's minority
24 and female participation goals as set out in the

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1 EEO ordinance as well.

2 MS. DARLING: Correct.

3 MR. BUDESCU: And those that provided a
4 commitment to do so were given positive
5 consideration in the evaluation of their
6 workforce development plan as well.

7 CHAIRMAN SUMMERS: I think just to make sure
8 that we didn't miss anything, after the meeting
9 we can just send around what those criteria were.

10 MS. DARLING: Yes.

11 CHAIRMAN SUMMERS: They were part of the
12 public documents.

13 MS. DARLING: They were part of the public
14 documents and also part of your briefing.

15 MR. SILVERS: Thank you.

16 CHAIRMAN SUMMERS: Any other questions?

17 MR. LINGENFELTER: Just to really backhoe on
18 Damon's earlier points. To be a procurement
19 aficionado to be able to go through a process
20 like this and to get such significant, you know,
21 multiple respondents that were qualified across
22 such a complex process is really a credit to all
23 of you for structuring it. And sort of
24 demonstrates the value that you get when you get

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1 a dedicated set of people to coordinate the
2 complexity and the innovation. And so I support
3 a best value process and to have the level of
4 interest we had sustained through this is a real
5 accomplishment.

6 CHAIRMAN SUMMERS: Everyone has been
7 provided a copy of the resolution that's proposed
8 instructing the team here to having reviewed
9 responses from all six proposers and received a
10 recommendation of two finalists to move forward
11 with negotiations for the project in recommending
12 that to the City of Chicago moving forward with
13 those two finalists. If there are no other
14 questions, I'd be happy to entertain that motion.

15 MS. HUBBARD: So moved.

16 CHAIRMAN SUMMERS: Moved by Miss Hubbard.
17 Seconded by Mr. Lingenfelter.

18 All in favor?

19 (Chorus of ayes.)

20 CHAIRMAN SUMMERS: Any opposed?

21 (No response.)

22 CHAIRMAN SUMMERS: Motion passes.

23 MS. DARLING: Thank you very much. So
24 moving quickly through the rest of our agenda. I

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1 appreciate your indulgence and patience on the
2 Smart Lighting.

3 For Home Buyer's Assistance winter is
4 always a slower period for home buying in the
5 Chicago area. We are looking forward to kicking
6 up in the spring. The Home Buyer's Assistance
7 Program now has 15 approved lenders. We have
8 closed loans in 37 of the City's 50 wards.

9 In 2017 we are looking forward to
10 increasing the reach of the program including
11 through ward events. Both Alderman Scott and
12 Alderman O'Shea have hosted events in their ward.
13 One for constituents and one for realtors and
14 lenders. We are hoping to do more work with the
15 realtor and lender community as well as the
16 community at large to spread -- continue to
17 spread the word on this program.

18 We expect that we'll have about \$23
19 million in loans closed shortly. And we have
20 almost 7-and-a-half million dollars worth of
21 loans that are pre-qualified for 36 borrowers.
22 So this has been a good start to the program, but
23 we are looking forward to really increasing our
24 capability on this and continuing to drive

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1 investment in our neighborhoods.

2 CHAIRMAN SUMMERS: One of the things that,
3 Ralph, you mentioned before and I know Kristi had
4 come out to speak with your guys, but that, you
5 know, springtime is obviously an important time
6 for this. I think we should really plan to -- I
7 know there is some staffing associated with this
8 as well. But plan to gear up before the
9 springtime and peak home buying and revisit with
10 you, Ralph, and all of the member organizations
11 between you and Jorge and Miss Fredop (phonetic).

12 If you look at the numbers here, this
13 is kind of just off the top of my head; but of
14 the loans that have closed so far, you know,
15 you're talking about an average home of about
16 \$220,000. You know, average family income of,
17 you know, just north of \$70,000. And credit
18 score just south of 700. You know, this is --
19 this could not be further in the middle of
20 working families of Chicago. Right.

21 And the number of people that this
22 applies to is massive. And we've had, you know,
23 good traction, but this isn't -- this is the --
24 the euphemism, the tip of the iceberg. This

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1 isn't even the tip of the iceberg. This is like
2 a snowflake off of the top.

3 And just a tremendous -- you know, the
4 average grant size is somewhere on the order of
5 \$8,000. You know, this is -- \$8,000 would
6 effectively, you know, free money that we're
7 having a difficult time with 81 loans closed
8 getting more folks to apply.

9 So I think we need your help, Ralph,
10 and some of your colleagues. We need your help,
11 Alderman Scott and Alderman O'Shea, with your
12 colleagues in getting more traction. Figuring
13 out what went well, what didn't go well. Because
14 this is such a tremendous opportunity that is
15 made available because of, you know, kind of
16 where we are in the cycle. And I think as
17 there's more rate uncertainty, it will -- it
18 should spark even further interest in people
19 wanting to kind of lock in sooner.

20 So as we approach the spring and as we
21 approach potentially more rate uncertainty, you
22 know, we would love your feedback to the team in
23 how we get this out, get this widely adopted and
24 take advantage of this next season.

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1 MS. HUBBARD: I just wanted to ask one
2 question and I have to leave unfortunately. I
3 mentioned that to you, Leslie. Is it impacted by
4 the potential increase in interest rate or is it
5 a fixed rate on this program?

6 CHAIRMAN SUMMERS: Well, so all the rates
7 are subject to whatever the rates of the lenders
8 are.

9 MS. HUBBARD: Okay.

10 CHAIRMAN SUMMERS: So if -- if the -- if
11 people believe pay rates are going up, I better
12 lock in even my refi now let alone purchase a new
13 home, you know, there's -- there is a benefit to
14 early action.

15 MS. CAFARO: Mr. Chairman, it's February and
16 it's already spring in Chicago I think looking
17 outside. And I do think this is -- we are not
18 approaching actually the season. I think we are
19 in it. So I would accelerate that. Usually post
20 Super Bowl --

21 CHAIRMAN SUMMERS: People start --

22 MS. CAFARO: So I would -- I think your
23 comments are right on, but maybe it's more
24 immediate.

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1 CHAIRMAN SUMMERS: Yes. And I've seen, you
2 know, we've participated in the City service
3 fairs, we've participated in different
4 aldermanic; it just hasn't taken hold.

5 MS. CAFARO: And it should.

6 CHAIRMAN SUMMERS: And it absolutely should.
7 Again, average size of the grant is \$8,000.
8 These are working families. You know, full
9 family income with \$70,000 on average. Not, you
10 know, stellar credit scores. And the fact that
11 it's in 37 of the 50 wards means it's applicable
12 everywhere.

13 So, you know, I think we have to be
14 more thoughtful, but more creative about it. We
15 also haven't had the dedicated resource to it
16 which I think will help as we try to do that.

17 But, you know, I think being
18 thoughtful in partnerships with the realtors
19 maybe and sort of doing more of that. The
20 lenders have been helpful, but there's only so
21 much that they're going to do. I think the
22 realtors are the ones who are trying to, you
23 know, drive demand.

24 MS. DARLING: And we did meet with the --

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1 just to add to that, we did meet with the
2 Illinois Association of Realtors, their public
3 policy committee, and they sent out a blast
4 through the MLS Service to all the realtors that
5 show in the City of Chicago to make them aware of
6 the program.

7 So we have been taking steps to spread
8 the word. We are obviously going to become more
9 aggressive. So this is not the only program like
10 this that's available. So we have to make sure
11 that the program also stays competitive.

12 CHAIRMAN SUMMERS: Yes.

13 MS. BARRETT: This update and the
14 partnerships you just mentioned in relation to
15 the realtors are really important. In addition,
16 there is a network of not-for-profit housing
17 counseling organizations. And like you said
18 there is a lot of offerings out there. So
19 backing -- backup that marketing push I think
20 would be helpful, and we can assist with that
21 network of organizations as well as there's been
22 a fair amount of attention to the Cook County
23 Land Bank making both land and parcels with homes
24 on them available. So there may be some

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1 partnership marketing opportunities there.

2 CHAIRMAN SUMMERS: Yes, I also think that
3 there's -- you know, there was -- you're more
4 familiar with this probably than anyone, Mary
5 Sue, but the hardest hit program that was driven
6 by the U. S. Treasury that put money in the
7 states in this case that will be -- we talked a
8 little bit about this, that will be the local
9 agency that administers as IDA. Which I think
10 Kim used to run actually.

11 But I think that after this session in
12 Springfield there will be more attention to that
13 program. And the sort of release and
14 proliferation of those resources driving more
15 demand. And I think that these two programs are
16 not mutually exclusive and can be done in
17 conjunction.

18 I think that's part of the -- you
19 know, Leslie raises the issue. There are a lot
20 of different housing programs out there. And us
21 being clearer about what we can partner with and
22 what by definition is similar and needs to be
23 mutually exclusive, I think will be helpful in
24 partnering with the folks who are already --

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1 MS. BARRETT: Experts.

2 CHAIRMAN SUMMERS: Yes, experts in marketing
3 there and will help a lot. Okay.

4 MS. DARLING: So we are going to continue to
5 be very involved in the Smart Lighting Project
6 both through the contract negotiation process and
7 at least the first year of implementation at the
8 request of the City. So we expect that that will
9 continue to be a pole on our resources
10 particularly through getting a contract executed
11 and getting the project up and running. So we
12 expect that will continue to take quite a bit of
13 our resources.

14 But we are, as you know, continuing to
15 explore new opportunities in pertaining to the
16 development of many new projects. We are
17 continuing to work on a Retrofit 2 Project. We
18 have a meeting set up next week that the City is
19 coordinating. So we will be circling back with
20 you on a possibility of additional energy savings
21 projects.

22 So that is -- that is what I can share
23 right now. I don't have a lot of specifics on
24 additional projects that are under consideration,

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1 but we are consistently working on maximizing
2 value of underutilized assets for the City and
3 also looking to partner with the City on future
4 investments.

5 I think we are very uniquely
6 positioned. We think the Smart Lighting Project
7 has proven out what we are capable of and we are
8 looking forward to partnering with the City as we
9 go forward.

10 I've spent some time talking to
11 Chairman Summers about some other ideas about
12 using some of our own program funds to see what
13 we can do to continue to invest in our City even
14 a small amount. We feel like that may be a very
15 beneficial use of our time and look forward to
16 brainstorming with all of you on that in the
17 coming months ahead.

18 We want to get a jump on that and are
19 looking forward to having more to share with you
20 in the coming months. But as always we are --
21 want to tap the great resources that you as the
22 board have and are open to hearing your ideas
23 and, of course, the ideas in the broader
24 community.

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1 MS. DARLING: Miguel.

2 MR. ZARATE: Just a question. Is the
3 Department of Energy Loan Program still on the
4 table for us?

5 MS. DARLING: No, it is not.

6 CHAIRMAN SUMMERS: Okay. I think now we
7 have the time for public comment. If there are
8 any -- those wishing to make public comment.

9 MS. DARLING: Did you sign in today?

10 (Discussion outside the
11 record.)

12 MR. SILVESTRI: My name is Larry Silvestri.
13 I'm from Michigan City, Indiana. I live at 314
14 Kenwood Place. I am the Vice President of the
15 Michigan City Redevelopment Commission and I'm
16 Secretary of the Michigan City Park Board, but
17 I'm speaking as an individual. I wasn't asked to
18 attend this meeting.

19 I have been an amateur astronomer for
20 50 years. And from the Indiana Dunes 40 miles
21 away the sky is lit up so brightly that on the
22 darkest night you can easily walk and in --
23 without a flashlight. And the brightest sort of
24 light pollution from that distance is the City of

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1 Chicago.

2 During my lifetime I've seen the stars
3 disappear. And, for example, from the beach at
4 the Indiana Dunes, the City of Chicago at
5 midnight looks like sunrise. And so that's
6 contributing to the sky glow over -- the light
7 dome over the City of Chicago is contributing to
8 the light sky glow over the Indiana Dunes.

9 But, yeah, so this is not -- not
10 necessary. It -- if you can walk at the Indiana
11 Dunes with no light, and I'm not suggesting that
12 you eliminate all lights in the City of Chicago;
13 but the lighting is unnecessarily bright.
14 Because just by your own public comments 88
15 percent of the public say that the sky or that
16 the demo lights is more than sufficient.

17 Now, I mean, that sounds like a good
18 thing, but it's actually a bad thing. The -- I
19 wonder if you had an expert on vision on your
20 list of technical experts. Because by increasing
21 the lighting, you're actually increasing the
22 contrast. So in a shaded area it -- from an
23 illuminated street to look into a dark section,
24 it's actually more difficult to see. So, you

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1 know, there is actually some disadvantage to
2 increasing the lighting.

3 But there is several things, several
4 factors, the blue content shielding timers which
5 I think you've got covered. And, like I said,
6 the contrast. But the blue content of the light,
7 that interferes with your night vision. So if
8 you're dark adapted in one area and walk into the
9 blue rich section under the LED lights, not that
10 LED's are particularly different than mercury
11 vapor; but the effect is the same and -- although
12 LED's are more efficient and cost effective.

13 But so your damage -- your night
14 vision you go back into a darker area, it's going
15 to take you, you know, minutes or more to adapt.

16 The blue content has several effects.
17 Well, the AMA, American Medical Association,
18 recommends that it be 3,000 Kelvin or less and
19 that's just over the summer they made this
20 recommendation. So your lights are at the
21 highest limit of the American Medical Association
22 recommendation. Also, the International Dark Sky
23 Association recommends 3,000. And they have been
24 both, you know, lowering their color temperature.

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1 CHAIRMAN SUMMERS: Mr. Silvestri, if I could
2 ask you to wrap up your comments here.

3 MR. SILVESTRI: Okay.

4 CHAIRMAN SUMMERS: I'm sorry, but we have a
5 three-minute time limit. I didn't say that
6 upfront, so I let you go over a bit. So If you
7 could just --

8 MR. SILVESTRI: Okay. Michigan City just
9 had a test intersection at Franklin and 6th
10 Street. And we left that up for almost a year.
11 And we went through several iterations of
12 different light. Just for our small, you know,
13 our district. And we settled on 3,500 Kelvin.
14 And we regret that because now the AMA is
15 recommending 3,000. This is after the fact.

16 Now, I would ask -- in conclusion I
17 would ask that you do another demo. By your own
18 admission this is not the final product. You say
19 that the next -- the full rollout of all the
20 streetlights will be better, but why not do a
21 demo of the final product. And I would recommend
22 far below the 3,000 Kelvin color temperature.

23 CHAIRMAN SUMMERS: Thank you. Thank you
24 very much.

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1 MR. SILVESTRI: You're welcome.

2 CHAIRMAN SUMMERS: Miss Fischer. Again, if
3 you can keep your comments to three minutes or
4 less.

5 MS. FISCHER: If you can give me clue
6 because I -- you know.

7 CHAIRMAN SUMMERS: No problem.

8 MS. FISCHER: I have been involved -- my
9 heart has been involved in this since 2008,
10 probably before then. I've donated tens of
11 thousands of hours studying the light pollution
12 issue. Originally for starlight, but because of
13 my cancer history I now have a dedication for
14 reducing the health issues of light at night.

15 Briefly it turns out that life
16 involved in the planet with the day and night
17 that your brain is suprachiasmatic nucleus and
18 the brain interprets that as blue light in the
19 daytime, lack of blue meaning nighttime.

20 So when the retina notices blue light,
21 it immediately within one second shuts down your
22 melatonin production. What does that have to do
23 with health?

24 Turns out that lack of melatonin

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1 signaled by blue light at night will give you a
2 higher increased rate of breast, prostate, bone
3 cancers, some pancreatic, some lymphomas,
4 aggression, sleep disorders, more propensity for
5 wanting drugs and alcohol, that ability of not
6 being able to control and mood disorders, memory
7 disorders and more.

8 And not only that, it hurts maybe the
9 wildlife and the ecosystems. So there's so much,
10 much more I can't -- you know, at the time I
11 can't go into this. But Larry was right.
12 There's LED's that come in all different
13 spectrums.

14 One of the top experts in the world
15 did a \$10,000 project for me for my Christmas
16 project just to show what Chicago would look like
17 with different light colors, and I can share this
18 with anybody here. I have 3 sets here that I can
19 give to you.

20 And I am nervous as heck because I
21 don't sleep well at night because I'm scared to
22 death of what you're going to decide. First, I
23 can show you this later. SLI, means starlight
24 index and MSI meaning melatonin suppression

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1 index. It's easiest to determine if you look at
2 Lake Michigan where you see a darker line in
3 here. The point of this what I'm trying to show
4 you is that starlight, your melatonin index is
5 suppressed quicker than starlight. One minute.
6 Okay.

7 So you've all noticed that your stars
8 were missing. Your melatonin has been suppressed
9 causing mental and physical issues. It's hurting
10 the birds. It's even hurting the monarchs.
11 That's new news. And I can tie it into
12 aggression. And I think it can be deliberately
13 tied into our high aggression rate.

14 We are the most light polluted city in
15 the world dammit and now we have the chance to
16 fix it and be the best most -- the best lit city
17 in the world.

18 This is -- this is PC amber. Every
19 research -- and I can show you thousands of
20 documents and I read every one of them. Every
21 single one says minimize the blue. No one says
22 increase the blue.

23 And this is -- this is 3,000 Kelvin.
24 What you want to do. Now, look at how it effects

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1 the people 100 miles away from us. If we all do
2 PC amber our entire -- 100 miles away from us
3 we'll all have the opportunity of starlight and
4 the Milky Way.

5 CHAIRMAN SUMMERS: Thank you, Miss Fischer.
6 Thank you.

7 MS. FISCHER: And more than that they'll be
8 healthier for it.

9 CHAIRMAN SUMMERS: Thank you. Next speaker
10 is -- I can't see this last name. Terry? What's
11 the last name?

12 MR. CORNEL: No, I'm passing.

13 CHAIRMAN SUMMERS: Okay. Barnaby?

14 MR. LUAUTERS: Right here.

15 CHAIRMAN SUMMERS: Come on up.

16 MR. LUAUTERS: I want to thank everyone on
17 the board for all their efforts. And I think
18 it's been an incredible collaboration and on the
19 technical side, everything. So I want to thank
20 everyone.

21 I have been involved in this
22 conversation online and I was just wondering the
23 input from the City and people like advocates
24 like the lady there, has that been taken into

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1 account in the procurement process and to what
2 degree has that been taken into account?

3 So night sky, Kelvin, color
4 temperature, light trespass. How much of has
5 that been part of the conversation in the
6 procurement process or -- I'm sure it has been,
7 but is that -- is -- to what degree has that
8 input been taken into account?

9 CHAIRMAN SUMMERS: Well, what we will do is
10 if there is a question, then after all the
11 comments we'll have a statement that addressing
12 anything that --

13 MR. LUAUTERS: Oh, I see. Okay. So I hope
14 that the input from the City because I didn't see
15 on there any input about like color temperature,
16 night sky. Like, you know, we want to make this
17 the best for the City and the region. And I know
18 everyone here does to really set an example for
19 what Chicago can do.

20 So we encourage you to, you know, and
21 I don't know where the procurement process is
22 because I work in construction. And once you're
23 down the line in procurement, any change costs
24 money. And so I'm wondering, you know, at what,

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1 you know, hopefully we can see actual mockups of
2 what they're going to -- what's been procured and
3 then be able to make adjustments after that.

4 Because otherwise, you know, once it's
5 procured because as you said the test light areas
6 are not representative of what we're going to get
7 ultimately. So it's sort of moot to go look at
8 them. Because I've been to them and they're very
9 bright and very blue. And so, you know, a lot of
10 people don't feel like those are going to be
11 beneficial for, you know, health and lighting.
12 So ideally you can see a mockup of what's going
13 to be procured and then be able to make
14 adjustments because anything other than that is a
15 waste of time.

16 So and thank you for your time and
17 effort. And we hope you make the absolute best
18 decision for Chicago. Thank you.

19 CHAIRMAN SUMMERS: Thank you. Anthony
20 Harris.

21 MR HARRIS: Hello. Hi. I would like to
22 thank the board for all the hard work they've
23 done and this opportunity to speak. I have, in
24 fact, visited a number of the sites. Based on

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1 the October 18th meeting here, the claims made
2 the lights would be, you know, not have much
3 glare and be cut off. I was looking forward to
4 the new sites.

5 When I saw the sites I was really
6 quite disappointed. The lighting is -- the word
7 that's been used is crisp, but it's actually not
8 crisp. It's harsh. And I think although the
9 tent pole achievements proposed, all the data
10 that will be received from the fixture and so
11 forth; they -- in my opinion the lights fail at
12 their most critical element.

13 And that is because Chicago is an
14 amazing beautiful city. These lights don't
15 achieve that goal. And it has to do with a very
16 poor design in the fixtures. The LED's
17 themselves are very tiny point sources. Point
18 source illumination produces these dark, you
19 know, bright areas and then dark shadows. And
20 these lights, the fixtures, lack a diffusing
21 element.

22 Another thing also is that if you talk
23 to people, you'll find a lot of people claim that
24 these lights actually hurt their eyes they're

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1 that bright. In fact, they are about 1/30th as
2 bright as the surface of the sun.

3 And I'm sure many of us by now have
4 been driving on the road and we've seen some of
5 these new car headlights with the LED's. They're
6 great if you are behind the steering wheel, but
7 for the oncoming traffic if you're driving into
8 them, they're very unpleasant. And Chicago is
9 going to put that type of lighting in all these
10 fixtures.

11 So I would humbly advocate and ask
12 that a new lighting design is chosen. Something
13 that has a warmer hue and a diffusing element so
14 that Chicago is put in the best possible light
15 and also with a full cutoff so the lights aim
16 downward. Thank you very much for this
17 opportunity to speak.

18 CHAIRMAN SUMMERS: Thank you, Mr. Harris.
19 Before we go to executive session if Leslie or
20 George you want to respond to some of what we
21 heard here in the public comment period.

22 MS. DARLING: Sure. I think I'll turn it to
23 George and then wrap up.

24 MR. MARQUISOS: Okay. First of all, I

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1 appreciate all of your -- there's nothing better
2 than concerned citizens kind of coming forth and
3 expressing these points of view. And I think
4 that they are relevant.

5 And to answer your question, do we
6 take things seriously? Yes. And have we spent a
7 lot of time looking at and researching all forms
8 of how these lights are being perceived? And,
9 again, I'm not a lighting expert, but we are
10 lucky enough to have partnerships with people who
11 are. So the people who are writing the codes,
12 the ANSI standards right now for LED lights in
13 the future are on our team. And they're part of
14 the technical advisors that assisted us.

15 And I just want to give you -- this is
16 not a -- I'll give you an example of the kind of
17 balancing that we're trying to accomplish here.
18 So let's just take the example of amber light.
19 And, again, it's a warmer light. It is more in
20 line with the color temperature of high pressure
21 sodium. Why not put it in? Right. There's no
22 -- there's no downside.

23 Well, amber lights as best we know,
24 again, aren't widely manufactured and not readily

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1 available. But that aside we have pretty much
2 understood that whether -- they're less available
3 than the current.

4 So an amber light now is producing
5 somewhere around 74 lumens per watt as opposed to
6 120 lumens per watt per 3,000 Kelvin. What does
7 that mean? Why do I care?

8 What that means is if everything went
9 amber, the City of Chicago would spend \$6 million
10 more per year on it's electric bill. And over
11 the 15-year useful life of that, that translates
12 to over \$100 million at current rates. So that's
13 not even assuming electric rates go up. That's a
14 real consideration. And I'm not saying that it's
15 the only consideration, but we're trying to
16 balance a host of things.

17 And in addition to that we have people
18 who live in neighborhoods with high crime and
19 they like the visibility, the greater
20 effectiveness of surveillance cameras. They like
21 the peripheral vision, the color rendition.
22 There's a lot of aspects in whiter light that
23 some people respond to and very much appreciate
24 in value.

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1 So there is a host of opinions and
2 perceptions about how lighting should, in fact,
3 be deployed. The beauty I think of what we have
4 and where I'm hoping to answer your question, we
5 are not locked into a procurement. So whatever
6 we buy, this phase one, we're stuck with for the
7 next four years. We have built in a process
8 whereby we have the ability and actually it's
9 mandatory that we reprocure light fixtures every
10 year. So we are not locked in and there is no
11 built-in cost for changing fixtures.

12 And actually we have the reverse. We
13 are anticipating that the cost of light fixtures
14 are going to come down over the next four years
15 and we have a method where the City takes
16 advantage of those advancements. And so we've
17 built that in, some flexibility, into our light
18 fixture selection process moving forward.

19 The other good thing is those light
20 demonstrations that you're seeing now that many
21 are interpreting as being too bright or too
22 harsh, the dimmable drivers built into each one
23 of these fixtures allows us -- what we know about
24 LED lights is 15 years from now they will

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1 probably not be burned out. They will be
2 probably delivering less light than they do day
3 one.

4 So we have the ability to now dim them
5 to the point where we get the average light that
6 we expect over its 15-year duration. And that
7 affords us the ability to keep a consistent level
8 of light throughout its entire useful life.

9 These are all things that give us the
10 ability to respond to and adjust as we learn more
11 and adapt to what the citizens of Chicago need.

12 MR. SILVERS: Can I just ask George to
13 address the diffusion point the gentleman made
14 earlier.

15 MR. MARQUISOS: Yes, okay. So there's been
16 a lot of -- and I'm reluctant to get into it too
17 much.

18 MR. SILVERS: Please not too much, but some.

19 MR. MARQUISOS: These will be fully shield
20 and full cutoff. And so all our lights have been
21 specced so far. And the lights that are being
22 demonstrated are zero up-light lights. So there
23 is no light that is allowed to be transmitted --
24 obviously if it gets reflected up, that's another

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1 thing. But there is no light that is being
2 transmitted above the horizon line of the fixture
3 itself. So if the fixture is at 20 feet, there
4 is no light being transmitted above 20 feet. And
5 that is per the specification. And that is per
6 the recommendations of the Dark Sky and the AMA.
7 And so the light is being directed down.

8 Now, LED's have different lenses that
9 we try to disperse the light. We are limited by
10 the location of our poles. The poles are where
11 they're at. We don't have the money to move
12 them. We don't have the money to change them.
13 So we have to figure out a fixture that is going
14 to deliver the light in an average dispersion and
15 not trespass as best we can given, you know, the
16 restriction of the constraint of the pole height
17 and location. And that's what we are going to
18 continue to work on and refine over and over and
19 over again.

20 And this is an ongoing process. I
21 don't want anyone to come away thinking it's a
22 done deal. This is what the City is going to
23 get. We are learning every time we deploy.

24 CHAIRMAN SUMMERS: All right.

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1 MR. LUAUTERS: Could I add just one
2 question? I know I only had three minutes. I'm
3 sorry. Just one question about the Kelvin
4 temperature. If we are shooting for 3,000 and in
5 procurement we get maybe a little more, you know,
6 or just at 3,000; why can't we come down to a
7 warmer temperature?

8 Because I think that's one of the
9 key -- the key things. Like where are we going
10 to end up? And how are we going to assure that
11 we are going to end up where we want to be?

12 CHAIRMAN SUMMERS: Okay. What we're going
13 to do is George will be available after the
14 session. And he's done a good job of responding
15 to public comments which isn't a requirement.
16 We're doing it because we think it's the right
17 thing to do. And rather than keep everyone and
18 spend time on that question, he'll be around just
19 after.

20 Leslie, do you have anything else you
21 wanted to say before I'll make a quick comment
22 before we adjourn?

23 MS. DARLING: No, but I think George really,
24 really addressed the questions and issues that

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1 came up from the public comment. I do want to
2 echo his appreciation. We do take public comment
3 and we have taken the public's reaction to this
4 project into consideration. We have taken it
5 extraordinarily seriously and we've tried to
6 balance all the interests to come out with a
7 project that works for as many Chicagoans as
8 possible.

9 This is going to be a change in the
10 night sky in the City of Chicago and we are very
11 appreciative that that change is going to occur
12 and some people are welcoming it and some people
13 less so. Our goal is to make sure that we are
14 delivering a great project for the City of
15 Chicago and its citizens. We appreciate your
16 comments.

17 This, as George said, is not a done
18 deal. We have not completed the procurement
19 process. We'll have the opportunity to continue
20 to tweak to make sure that we're delivering the
21 best light. We are following, as a couple of
22 people mentioned, the AMA recommendations and the
23 International Dark Sky Association's
24 recommendation of 3,000 Kelvin light. This will

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1 only be the spec for the first year. We are able
2 to take advantage and work it into the contract
3 and the ability to take advantage of both
4 decreases in price and increases in technology
5 as the project continues.

6 So we certainly look forward to
7 keeping you updated. And there will be a lot of
8 public outreach as a part of this project I have
9 implemented. And I think you'll see, you know,
10 possibly websites and where you'll be able to see
11 where the lights are going to be deployed. And
12 there will be a lot of information available to
13 the public and we'll look forward to keeping you
14 updated.

15 CHAIRMAN SUMMERS: Let me just say that the
16 -- this has been a more than year long process
17 inclusive of the RFI. And the team has done a
18 tremendous job of shepherding it with multiple
19 stakeholders and several different types of
20 questions that they've had to answer, financial,
21 environmental, political, you name it. And
22 they've done a phenomenal job. And I think as
23 both Damon and Carl mentioned, this is a
24 testament to what we can do in adding value and

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1 capacity to any complicated process like this.

2 One request that I would make of the
3 board and advisory board members, we didn't spend
4 a lot of time on project pipeline today. And
5 part of that is because this process has taken
6 quite of a bit of resource from the team.

7 And now that we're at this juncture,
8 Leslie and the team and all of us I think are at
9 an appropriate time to refocus our efforts on
10 what is next and be as thoughtful and creative
11 and innovative as possible.

12 And one thing that Leslie mentioned,
13 which I think should be a good guide for us, is
14 we'll all be thinking about value add, but also
15 revenue generating. And that we will have by
16 virtue of what our budget versus actual has been
17 some resources to invest and to invest in things
18 that can ultimately create opportunities for us
19 to be innovative.

20 The thing that I would ask all of you
21 is to be thinking about those things and be as
22 creative and innovative as possible. And in as
23 much as you can, give some individual time to
24 Leslie and Tom and George and the team.

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1 STATE OF ILLINOIS)

2) SS:

3 COUNTY OF L A K E)

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5 Julie Walsh, being first duly sworn,
6 on oath says that she is a court reporter doing
7 business in the City of Chicago; and that she
8 reported in shorthand the proceedings of said
9 meeting on February 7, 2017, and that the
10 foregoing is a true and correct transcript of her
11 shorthand notes so taken as aforesaid, and
12 contains the proceedings given at said meeting.

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Certified Shorthand Reporter

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