

Report of proceedings - October 18, 2016

1 CHICAGO INFRASTRUCTURE TRUST
2 BOARD OF DIRECTORS MEETING

3 BEFORE:

**CERTIFIED
TRANSCRIPT**

4 CHAIRMAN CARL LINGENFELTER
5 MS. LESLIE M. DARLING
6 MR. GEORGE MARQUISOS
7 MR. TOM BUDESCU
8 MS. KYM HUBBARD
9 MR. MIGUEL ZARATE
10 MR. MICHAEL SCOTT, JR.
11 MR. MATT O'SHEA
12 MS. DEBRA A. CAFARO
13 MR. JORGE RAMIREZ
14 MS. MARY SUE BARRETT
15 MR. RALPH AFFRONTI
16 MR. SCOTT FALK
17 MS. PATRICIA DOMINGUEZ

18 The meeting of the Chicago Infrastructure
19 Trust, before the Chicago Infrastructure Trust
20 Board of Directors, taken before
21 CHERYL L. SANDECKI, Certified Shorthand Reporter
22 of the State of Illinois, on October 18, 2016,
23 at 140 South Dearborn Street, Chicago, Illinois,
24 commencing at 10:01 a.m.

25 REPORTED BY: CHERYL L. SANDECKI, CSR, RPR
26 LICENSE NO.: 084-03710

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1 (Whereupon the meeting
2 commenced at 10:01 a.m.)

3 CHAIRMAN LINGENFELTER: Good morning
4 everybody. I'm going to call us to order.

5 As you will notice, I'm not Kurt
6 Summers. He had a death in the family, so I'm
7 going to sit in as chairman today.

8 We have an agenda of updates and not
9 much in terms of actual action. The first item
10 is approval of the minutes of July 19, 2016.
11 Any objection or changes?

12 MR. O'SHEA: Move.

13 MS. CAFARO: Second.

14 CHAIRMAN LINGENFELTER: All those in favor
15 say aye.

16 (Chorus of ayes.)

17 MS. HUBBARD: I will abstain.

18 CHAIRMAN LINGENFELTER: Director Hubbard
19 abstains. So motion to approve the minutes
20 carries.

21 The next item is -- we are trying to
22 click forward. We have it in front of us. We
23 will go forward while we wait for the
24 presentation.

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1 MS. DARLING: So we are working with
2 Treasurer Summer's office and all of your
3 offices, actually, to make sure that these dates
4 work for everyone. They are not confirmed.
5 They are the dates we are working for right now.
6 They could change pending on all of your
7 schedule, but we wanted to put them out there.
8 And Patty will be confirming with your offices
9 if they don't work.

10 We will make sure that they get moved
11 for ones that do work for you. But these are
12 the dates that we have been working from. But
13 they are very tentative and certainly subject to
14 change, but I wanted to let you know.

15 All right. We will move on to a very
16 quick operations update. All of you received an
17 e-mail from me about this. But in September,
18 Tom Budescu returned triumphantly to the Chicago
19 Infrastructure Trust as our new managing
20 director of finance after heading back to E&Y
21 after his CCA fellowship with us. We were very
22 happy with his work and wanted to partner with
23 him and continue working with him.

24 And so he rejoined us back in September

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1 as a full-time member of our team and we are
2 really pleased about that. And I know you have
3 all got a chance to work with him and talk to
4 him, and I know you will continue to enjoy
5 working with him and appreciate his expertise.
6 He has already, of course, made himself
7 indispensable and we are excited to have him as
8 a member of our team.

9 Also, as you know, we engaged the audit
10 firm of Prado & Renteria as the CIT's
11 independent auditor for 2015 and 2016. The main
12 reason for our meeting today on our agenda is to
13 finalize our 2015 financial statements and
14 approve the -- approve the audit as done by
15 Prado & Renteria.

16 I do want to thank Yesenia Hernandez
17 and Hilda Renteria who have been incredibly
18 responsive and helpful on a very tight timeline
19 so that we can present this so our board today.
20 And I appreciate their work and am looking
21 forward to having a fulsome discussion of their
22 work.

23 As you know, last time we talked about
24 how we are continuing and interested in hiring

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1 additional positions to the Trust by the end of
2 the year, especially a program analyst and
3 probably one or two additional interns. Nicole
4 Karwowski, our intern for the summer, has
5 continued with us on a very part-time basis.
6 She has been a great help. And we realize that
7 we have plenty of work, so we are currently
8 interviewing some additional members to join our
9 team.

10 I was lucky enough to be invited to the
11 U.S. Infrastructure Law forum, which is an
12 invite-only conference of about 50 members of
13 the infrastructure law community, really some
14 top-notch talent of a lot of expertise. And I
15 was very pleased to be invited from our friends
16 from Mayer Brown and was able to learn about
17 best practices and issues facing infrastructure
18 and peek REITs in the U.S.

19 It was the first time they had done a
20 United States infrastructure law forum. They
21 had done a North American law and done this same
22 forum in Europe, and this is the first time they
23 did a U.S. one.

24 So one of the things I was able to

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1 learn when faced with some of the same issues
2 that we are dealing with on our smart lighting,
3 RFP, and procurement, they were issues that have
4 been dealt with many times over. And so I was
5 able to really get a good feel that we were
6 absolutely on the right track with our
7 procurement and giving a lot of comfort and
8 excitement that we are on the right track with
9 our work.

10 Also, we are going to talk today, based
11 on the timing of Yesenia and Hilda's schedule,
12 we are going to move into the audit first. But
13 then I will talk to you about the procurement of
14 employee benefits for our employees. So I will
15 kind of put a pin in that until we get past our
16 audit discussion.

17 Unless anyone has any questions, I will
18 move that discussion. I already introduced
19 Hilda and Yesenia. And I will turn the
20 presentation over to both of them to discuss the
21 audit.

22 MS. RENTERIA: Thank you very much for the
23 opportunity to work with the Trust. We are very
24 excited to be your auditors and look forward to

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1 many years of our relationship.

2 Today we are presenting the results of
3 the financial statement audit for the year
4 ending December 31st, 2015. Our presentation
5 includes just two items. The first item is
6 audit highlights, so that will be on page 8, and
7 then required communications.

8 So on page 9, we are presenting that
9 the auditor's opinion on the financial
10 statements is unmodified, meaning a clean
11 opinion. And in regards to highlights on the
12 financial statements, we are presenting 2014
13 balances so that you can have something to
14 compare the results of 2015 to.

15 So in terms of your statement of
16 financial position, your total assets increased
17 by 89 percent. And the majority, 91 percent of
18 your assets is represented by cash.

19 Your liabilities increased by
20 45 percent compared to 2014. And 71 percent of
21 those liabilities are represented by accounts
22 payable and accrued expenses.

23 Your net assets increased by a total of
24 315 percent compared to 2014. In 2015, you have

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1 two categories of net assets, unrestricted and
2 temporarily restricted. Temporarily restricted
3 net assets represent funding that you are
4 required to follow, like the grant agreement
5 requirements that you have with the City in
6 spending that money.

7 And the next slide, we present the
8 statement of activities. Your total revenue
9 increased by 23 percent. And the majority, as
10 you know, 93 percent of your revenue comes from
11 City of Chicago grants. And note five to the
12 financial statements, you indicate that that is
13 the case for 2015 and 2014, that the majority of
14 the funding comes from the City, and that if you
15 were to stop receiving funding from the City,
16 you will need to find other funding sources for
17 the organization.

18 Total expenses increased by 15 percent.
19 And salaries, benefits, and consultant fees
20 account for 79 percent of your expenses which is
21 -- salaries and benefits is typical in a
22 nonprofit organization. They usually account
23 for most of the expenses of the organization.

24 Change in assets, there was an increase

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1 of 215 percent. Again, that's due to having
2 received more funding from the City in 2015
3 compared to 2014.

4 Okay. This is the part that covers the
5 required communication with those charged with
6 governance. Our standards require that we
7 inform you about these matters. The first one
8 is auditor's responsibility. Our responsibility
9 has been communicated to you in our engagement
10 letter, which was dated September 14, 2016.

11 And also we are required to inform you
12 about the scope of our engagement. So, again,
13 we were engaged to audit the financial
14 statements for the year-ended December 31st,
15 2015.

16 On the next slide, we present
17 highlights of the audit results. Again, these
18 are a required communication. There were no new
19 accounting policies adopted by the Trust. We
20 encountered no difficulties in performing the
21 audit. There were no disagreements with
22 management. And as far as we know, there were
23 no consultations with other accountants in
24 regards to matters pertaining to the audit, and

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1 there were no significant issues discussed with
2 management, other than the regular communication
3 that happens in an audit.

4 In terms of written communication
5 between our firm and management, we have
6 presented a standard client representation
7 letter that will be issued to us where
8 management will be representing that they are
9 responsible for the financial statements and
10 that they have disclosed everything to us that
11 is important to the audit.

12 And, finally, all significant
13 transactions have been recognized in the
14 financial statements of the Trust. And the last
15 item that we need to communicate is we are
16 independent of the Trust.

17 So if you have any questions about the
18 financial statements, we will be happy to answer
19 those questions at this point.

20 CHAIRMAN LINGENFELTER: Any questions? Thank
21 you all very much. We also know you are also
22 engaged to do next year's, which will be sooner.
23 So we look forward to seeing you in a few
24 months.

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1 MS. DARLING: Do we need to go into executive
2 session for anything?

3 MS. RENTERIA: If you would like, we could do
4 that.

5 MR. FALK: I think there are no questions,
6 unless any members of the Board would request
7 it.

8 MS. DARLING: Okay.

9 CHAIRMAN LINGENFELTER: There is a resolution
10 in the materials -- to approving the materials
11 attached. Do I have a motion to approve?

12 MS. HUBBARD: So moved.

13 MR. O'SHEA: Second.

14 CHAIRMAN LINGENFELTER: Director Hubbard,
15 Director O'Shea. All in favor say aye.

16 (Chorus of ayes.)

17 CHAIRMAN LINGENFELTER: No opposed.
18 Resolution carries. Thank you very much.

19 MS. DARLING: Thank you very much. We
20 appreciate it.

21 CHAIRMAN LINGENFELTER: Back to employee
22 benefits.

23 MS. RENTERIA: Thank you.

24 MS. DARLING: So moving on to employee

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1 benefits, these documents are fresh off the
2 press from our insurance broker. I wanted to
3 just share with you what we were thinking.

4 As you know, we are currently
5 recruiting new members to our team. And then in
6 order to attract and to keep good talent, we --
7 we know we need to offer a full suite of
8 benefits.

9 In April of this year, you authorized
10 us to begin a 401(k) plan, which has been
11 operating as planned, and has been both very low
12 cost and easy to administer and a benefit to our
13 employees. We also need to offer health,
14 vision, and dental benefits so I wanted to share
15 with you the quotes that we have received.

16 We are a very small organization, as
17 you know, and so we are somewhat restricted in
18 what kind of plans we can offer. Right now we
19 are looking at a PPO, Blue Cross Blue Shield
20 plan, and high-deductible health savings plan to
21 offer to our employees.

22 You can see from the pricing there
23 approximately what it would cost per -- per
24 employee. We are comparing two vendors right

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1 now. But from what we can see, the prices for a
2 company of our size where the coverages are
3 almost identical -- because the quotes are from
4 the same carriers -- we have been able to find
5 plans that should fit our needs.

6 So this is a budgeted line item that
7 would be included in a budget we have already
8 approved for 2016. And I shared with you a
9 tentative 2017 budget. It also has a line item
10 in there for employee benefits. So this isn't
11 something that is -- that is new.

12 You can see the dental quote and also
13 the vision. These are very standard programs,
14 not dissimilar to non-profits of our size and
15 coverages that are somewhat similar to what the
16 City of Chicago offers. I'm happy to answer any
17 questions on it.

18 MR. FALK: Clarify for the Board the
19 distinction between the Trust's proposed
20 contribution to the total premium expenses and
21 the employee contribution.

22 MS. DARLING: Sure. Right now we have not --
23 have not finalized that. But our goal is to
24 have the Trust, again as budgeted, cover

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1 approximately 85 to 90 percent of the coverage,
2 which is similar to what the City of Chicago
3 offers its employees. And so we would like to
4 stay similar to that. And, as mentioned, this
5 is what we budgeted for. Thanks for bringing
6 that up.

7 CHAIRMAN LINGENFELTER: Comments or
8 questions? If not, I will entertain a motion to
9 approve the resolution authorizing the staff to
10 implement employee benefits.

11 MR. RAMIREZ: Motion.

12 MS. CAFARO: Second.

13 CHAIRMAN LINGENFELTER: Motioned by Director
14 Ramirez, second by Deb.

15 All in favor say aye.

16 (Chorus of ayes.)

17 CHAIRMAN LINGENFELTER: None opposed. Motion
18 carries.

19 Project updates.

20 MS. DARLING: I think you all are aware that
21 our team has been absolutely consumed by
22 preparing two things for today. We have been
23 working on getting our RFP ready to put on the
24 street for smart lighting and we've been working

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1 to complete the audit. So we are going to give
2 you a brief update on where we are on the smart
3 lighting procurement.

4 When we last spoke in July, you
5 approved the short list of nine respondents to
6 our RFQ for smart lighting. And so we have been
7 fully engaged in an iterative process with those
8 nine respondents and we've been working to meet
9 the following goals, as you can see in the
10 slide.

11 We want to release the RFP by the end
12 of the month. What we have been doing is we
13 have a data portal and we've been posting draft
14 RFP documents on that data portal in an effort
15 to get feedback from the short list of
16 respondents. And that was done for a number of
17 reasons. First and foremost is we want to make
18 sure we have project feasibility. We don't want
19 to put out an RFP that the City's needs cannot
20 be met by the vendor community.

21 So this ensures and gives the vendors
22 an opportunity to respond to us and tell us what
23 works and what doesn't, to work on both the
24 technology aspects and the project

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1 implementation and make sure that our analysis
2 and feasibility study that we did is accurate.
3 That has been well worth our while.

4 We have been very pleased with the
5 results. We have gotten very positive and
6 helpful feedback that we can -- and many
7 questions, which we have been able to answer to
8 the end vendor community. And it's really
9 helped us refine our project scope. And our
10 goal is to make sure that we shorten the
11 timeline.

12 A lot of times the projects can -- the
13 RFPs can be out on the street for months and
14 months while the City answers questions and does
15 amendments. Our goal is to limit that and make
16 the timeline as short as possible so we can move
17 to get this project on the street as quickly as
18 we can.

19 MS. HUBBARD: All of the nine pre-approved
20 vendors received the RFP?

21 MS. DARLING: That is correct. But they are
22 encouraged to form teams. And you don't have to
23 be a short-list respondent to be on a team.

24 MR. RAMIREZ: That was the list that you gave

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1 us at the last meeting?

2 MS. DARLING: That's correct.

3 MR. RAMIREZ: Sorry. Have any of them
4 announced an intent to work together yet that
5 you are aware of, or is that not the right stage
6 yet?

7 MS. DARLING: No, they have not told us they
8 are team members, and they are not, at this
9 point, required to do so. So there is -- you
10 know, we have encouraged them to form their
11 teams because we have let them know the -- our
12 intent is to issue the RFP in very short order.
13 So we would expect they will move quickly
14 because there will be a tight timeline to
15 respond to the RFP. So we expect that to
16 happen, but we have not been informed as to who
17 is on the team.

18 MR. RAMIREZ: Okay.

19 MS. DARLING: And the last thing is we are
20 also hoping for expedited contract negotiation.
21 So we released the contract terms and
22 conditions, which are very similar to the City's
23 typical boilerplate. This will be a City of
24 Chicago contract, not a CIT contract.

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1 So while we are conducting the
2 procurement, the actual contract will be with
3 the City of Chicago. And we are hoping that
4 that's -- that we can cause that to be very,
5 very expedited.

6 You know, the whole point in doing this
7 is we want to make sure we have a project that's
8 plausible and practical, and we think we have
9 accomplished that through this process. It's,
10 as I said, been very worthwhile.

11 Then I think I'm going to turn it over
12 to George and Tom to talk a little bit about the
13 LED, lighting public demonstration, and what's
14 going to be happening in likely early December
15 where we will display a proof of concept of the
16 lighting spec.

17 MR. MARQUISOS: Early on, we committed as
18 part of the project goals to have public
19 engagement in this process because we recognized
20 that this represents a significant change in the
21 way that Chicagoans will experience the
22 nighttime within the city limits, so we want to
23 get this right. The quote/unquote smart
24 lighting moniker was really about not the lights

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1 necessarily, but how smart we are in choosing
2 the lights for the City.

3 And we have been working very hard on a
4 number of aspects. The two primary ones that I
5 have been directly involved in is developing the
6 specifications for the LED luminaries that are
7 going to replace our current lighting and the
8 technology that is going to be provided in
9 conjunction with this lighting.

10 And we have formed these subcommittees
11 that have expert-matter experts. And we have
12 been talking to other municipalities and
13 manufacturers and the guys who are writing the
14 current specifications nationwide and
15 internationally, and we are trying very hard to
16 get this right.

17 Chicago is recognized as having some of
18 the largest lighting infrastructure in the
19 nation, maybe the world. And so people are
20 looking here to see what Chicago is going to do,
21 so there comes a responsibility of getting it
22 right.

23 We have come up with a lighting
24 specification that we have released in draft

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1 form to our nine short listed respondents and we
2 have asked for their comments and we've received
3 some. And we are continuing the iterative
4 process because there is a bit of back and forth
5 going on here.

6 But once this lighting specification is
7 somewhat codified, but before we prove it in the
8 market, our first level of public engagement
9 will be a proof-of-concept demonstration. This
10 is where the City will procure luminaries that
11 they feel approximate the light levels that we
12 are specifying. And we are going to be putting
13 them up in representative areas across the city,
14 so four regions, north, west, south, and far
15 south. We are going to be demonstrating LED
16 lighting on a typical residential block with
17 legacy infrastructure, so the green poles we are
18 all familiar with on one side of the street.

19 We will be doing the same thing in the
20 adjacent alleys and will also be showing LED
21 lighting on a kind of smaller feeder arterial
22 street. And this will give both the aldermen
23 and other public officials, as well as the
24 general public, a sense of the light levels that

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1 we are specifying as part of this project.

2 This is a proof of concept. We have
3 done our homework on paper. Now it's up to us
4 to put it up on the streets and see what it
5 actually looks like and solicit comments.

6 MS. HUBBARD: Who is creating the proof of
7 concept? It's not one of the vendors.

8 MR. MARQUISOS: We are doing this
9 independently.

10 MS. HUBBARD: We are saying this is what we
11 want, whatever vendor is successful, this is the
12 type of lighting we are using.

13 MR. MARQUISOS: Theoretically, if we like
14 what we have specified, the vendor will be
15 offering their recommendation on the products
16 that closely meet those specifications. So we
17 would expect that what we put up on our own will
18 be duplicated or closely approximated by what we
19 end up choosing as the luminaires for the City.

20 And we have defined, I want to be
21 clear, currently Chicago turns on their lights
22 every night at dusk, and all the lights go on
23 pretty much equally across whole city. LEDs
24 offer the ability to kind of tailor lighting

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1 more specifically to the context of lighting.

2 Instead of just one 250-watt bulb doing wherever
3 it's located, an alley, a street, or arterial,
4 we have specified light levels for eight
5 different contexts. So a different light is
6 required in a viaduct or in an alley or in a
7 residential street with two-sided poles or
8 one-sided poles.

9 So we were trying to define light
10 levels per context. So this may result in
11 different luminaries for different context, and
12 that is appropriate, right. Because one of the
13 goals is to put light where it's needed and to
14 try to keep it out from where it's not. And
15 that's part of this.

16 So we are demonstrating what we think
17 is the most prevalent, common context, and
18 certainly the one that's going to be open for
19 the most public input and that is what's the
20 light in front of my house. So these are the
21 residential streets, and we are going to be
22 putting them up and we are going to see what
23 they look like.

24 MR. O'SHEA: George, we will have the ability

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1 to increase the wattage in high-crime areas?

2 MR. MARQUISOS: So that's a very good
3 question and that kind of goes to the next
4 piece, which is the technology piece.

5 So in addition to kind of having the
6 ability to put light more accurately where it's
7 needed, we now have the ability, because they
8 are solid-state lights, to get information from
9 the fixtures as to when they are working and
10 when they are not.

11 And so this technology, this central
12 lighting management network that we are going to
13 be implementing across the city, will give CDOT
14 real-time information about when lights are
15 operating or not. And that's the primary
16 function, to be more responsive. Right now,
17 citizens have to call 311 and then people go out
18 and verify whether the outage is real or not and
19 then, ultimately, it gets put on a list and gets
20 fixed at some point, as quickly as possible, but
21 it's not instantaneous. And in areas where
22 there aren't people who are inclined to call,
23 then those lights can remain out for a while.

24 So this new system is going to be --

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1 again, create a much more responsive environment
2 for the -- to deliver better service to the
3 citizens.

4 In addition to that, all of the light
5 fixtures that we will be acquiring through this
6 come with dimmable drivers. So we have the
7 ability to specify luminaries that have excess
8 lighting capacity and we can quote/unquote dim
9 them down to the normal levels if we so chose.

10 And in instances where additional light
11 levels might be required, we want to be able to
12 boost levels at a certain time should the
13 necessity arise.

14 I am not going to commit at this stage
15 that we are doing that citywide. We haven't
16 received pricing on it. Our RFP will prove that
17 out as to what all the ingredients of that
18 capability will cost, and we will have to make
19 some tough decisions as to how much of that and
20 where to have that capability.

21 But it certainly will be bought as part
22 of the overall procurement. Every luminaire
23 will have a dimmable driver, and every luminaire
24 will be controlled by a lighting management

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1 network.

2 MS. DARLING: If I can add to that, as George
3 referenced, a lot of this will be budget-driven.
4 We certainly have our own financial analysis of
5 what we think the lights will cost. But that
6 will be, as George said, proved out in the
7 responses to the RFP and the pricing that we
8 get.

9 So if there is more competitive
10 pricing, there is more of that that's available
11 to the City. But we will have to be cognizant
12 and thoughtful about the budget.

13 CHAIRMAN LINGENFELTER: It sounds like the
14 infrastructure -- if we decided five years from
15 now to set these blocks in Alderman O'Shea's
16 ward, we want to have brighter lights and we can
17 figure out the funding, you can upgrade this
18 because the infrastructure lets you do that?

19 MR. MARQUISOS: Yes. That's fair. And,
20 ideally, we would be forward-thinking enough
21 where we identify areas where we would have
22 built-in capacity within the LED that we are
23 putting up that we could allow for boosting.
24 But we have to make those decisions once we find

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1 out what is the incremental increase in cost and
2 are we going to do that citywide or are we going
3 to do that in certain areas. There may be cases
4 where there really is not going to be much need
5 for boosted light levels in which case it would
6 be foolish to kind of spend the money to have
7 extra LEDs to do that.

8 MS. DARLING: Certainly our goal at this
9 point, due to the fact that the LED lamps last
10 10 to 15 years, we certainly -- once we install
11 them, we want them to last for the whole
12 lifespan and not replace them or change them out
13 any earlier than their natural lifespan.

14 Anything you want to add, George or
15 Tom?

16 MR. MARQUISOS: I guess I will bring up a
17 topic that's been kind of circulating and the
18 whole question, we will be demonstrating to the
19 public the, quote/unquote, typical LED lighting.
20 So this is what you are used to before with high
21 pressure sodium; this is what you are likely to
22 get with smart lighting when smart lighting is
23 done and 85 percent of the city's lighting has
24 been converted to LED.

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1 There is this whole question of what is
2 the color of the light going to be and it seems
3 to be a very big question these days. And for
4 various concerns and reasons, there is dark sky
5 people and there is health people and there is a
6 lot of people who are advocating for certain
7 types of lights. And there are tradeoffs by
8 choosing color.

9 So what we are specifying as part of
10 this in initial demonstration is we are going to
11 be demonstrating 300 Kelvin-degree temperature,
12 which is a warmer white LED than we are
13 currently accustomed to. We have 4,000 up
14 currently. We will be putting up some 3,000 and
15 will be kind of, again, soliciting some feedback
16 on that as well.

17 But the overall demonstration is to
18 look at the levels of light and the dispersion
19 and then the ancillary decision as to the color.

20 Just to be clear, 3,000 Kelvin will be
21 the fixtures that we are demonstrating in these
22 four geographic areas.

23 MR. RAMIREZ: Did you say 3,000 or 3,700?

24 MR. MARQUISOS: 3,000.

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1 MS. DARLING: Our hope is they will be
2 contiguous to the already existing 4,000 Kelvin
3 lights because we are -- we want people to have
4 the opportunity to look at both.

5 MR. FALK: My recollection is that we've had
6 public comment at at least two prior meetings by
7 some public advocates who are concerned about
8 blue light, if I recall correctly. So there is
9 no blue light being proposed?

10 MR. MARQUISOS: So blue is a spectrum. It's
11 a piece of the light spectrum and it is a
12 shorter wavelength. And the 4,000 Kelvin and
13 above has more blue in it -- so the lower you go
14 temperature-wise, the less -- shorter
15 wavelengths you are releasing.

16 So the concern associated with short
17 wavelength blue spectrum light is theoretically
18 diminished when you go to a warmer white light.
19 So that's one of the reasons 3,000 is being
20 looked at. It seems like the industry is
21 migrating and moving towards 3,000 worldwide.
22 And so we wanted to see what the actual
23 difference is, so it's part of the reason we
24 chose to put it up in this demonstration.

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1 MS. DARLING: Any other questions?

2 MS. BARRETT: I had to step out for a second,
3 so apologies if you just covered this.

4 The idea of this type of transaction
5 is, of course, shared risk. Because population
6 and economic and corresponding crime concerns
7 evolve over time and will evolve over the life
8 of this contract, how does that dynamic of an
9 evolving city not just be something that the
10 city has to absorb the risk on, but that is a
11 shared risk? If you need to adjust --

12 MR. MARQUISOS: The risk of adjusting light
13 levels should context change?

14 MS. BARRETT: Yes.

15 MR. MARQUISOS: I guess when we say one of
16 our goals is future ready, we are also -- we are
17 thinking about -- it's hard to predict the
18 future and there has been a lot of talk about
19 smart cities and sensors playing an integral
20 role in how we respond and live in our
21 environments. So we will be specifying light
22 fixtures that have the kind of accepted highest
23 level of input ports.

24 So should additional sensors or

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1 monitors or anything be needed in the future,
2 hopefully, we have what it takes to add them
3 cost effectively to what we are buying. But we
4 also -- again to reiterate the point, every LED
5 fixture will come with a dimmable driver and
6 will have the ability to adjust light levels
7 should the need occur because of a changing
8 context.

9 MS. BARRETT: But I hear you saying that if
10 there needs to be a boosting of capacity, that
11 would be the City's responsibility? It would be
12 a scope change.

13 MR. MARQUISOS: It really comes down to, it's
14 pretty simple, right, these are LEDs. So they
15 are light-emitting diodes. And at some point if
16 you want more light, you need more
17 light-emitting diodes.

18 So the question is how many of them are
19 you willing to buy at the juncture, upfront, at
20 a cost. And if you are buying what you think
21 you are going to need most of the time, the
22 normal default levels that we are all proving
23 out as acceptable and this is the new lighting
24 of Chicago, then that is a cost.

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1 If you want to say I want the capacity
2 to increase that, that's an additional cost. We
3 want the market to tell us what that additional
4 cost is and we can make an educated decision as
5 to how much we are going to spend on it.

6 MS. BARRETT: Thank you.

7 MS. DARLING: And if I could just take a
8 quick second to acknowledge George and all his
9 work on this project because he has
10 quarterbacked this project from the beginning
11 when he first joined us and actually slightly
12 before that when he was at the BBC. But the
13 amount of effort and time he has put in to
14 manage both the light spec committee and the
15 tech spec committee to make sure that we are
16 getting this right on behalf of the City has
17 been Herculean.

18 And it is -- there is a lot of jokes
19 around our office about how many people it takes
20 to change a light bulb. But the truth is, this
21 is an incredibly complex project, and we are
22 changing the face of the City of Chicago that
23 will effect every resident and every visitor to
24 our city.

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1 And we have taken that responsibility
2 extraordinarily seriously. And luckily we have
3 been led by George's great work on really
4 helping us, hopefully, master this project and
5 make sure that we are doing it right and serving
6 the City for years to come.

7 MR. MARQUISOS: I appreciate the compliment.
8 This has been very, very much a hugely
9 corroborative effort. So the two committees
10 that I am shepherding are comprised largely of
11 the employees of City of Chicago, primarily the
12 Chicago Department of Transportation and the
13 Department of Innovation and Technology.

14 And they have been -- my job is to
15 translate what the City needs and wants. And so
16 this is not a CIT project. This is a CID
17 managing a city project, and I want to be very
18 clear on that.

19 So we are just translating what -- we
20 have some very knowledgeable people who have
21 been involved in Chicago's lighting for decades
22 now and they know the issues directly from their
23 constituents and the reports of outages and
24 everything, and we are taking all that

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1 information in and trying to disseminate a
2 specification that's going to give us a higher
3 quality of life.

4 MS. HUBBARD: I'm glad you clarified that
5 because I was going to ask: If it's a City of
6 Chicago contract, are we basically administering
7 it?

8 MR. MARQUISOS: We are. And we have
9 representatives from CDOT here that are integral
10 to this process and we can ask them to speak.
11 But this is 100 percent City driven.

12 MS. DARLING: And our partners at the City
13 have provided tremendous support in every way
14 possible to make sure we have all been on the
15 same page and working together to effectuate
16 this project.

17 We probably should recognize Dan Burke
18 and Michael Buchanan from the Department of
19 Transportation. Dan is the chief engineer for
20 CDOT and Mike assists in running the Bureau of
21 Electricity. We appreciate you being here and
22 appreciate your partnership.

23 Any other questions on smart lighting?

24 A quick update on home buyer

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1 assistance. When we last spoke -- or since we
2 last spoke in July on this, we have doubled the
3 number of participating lenders. This is the
4 list as of today of participating lenders in the
5 home buyer assistance program.

6 And so any interested person who is
7 interested in purchasing a home can contact any
8 of these lenders directly and have access to the
9 home buyers assistance program.

10 So far to date, we have closed 56
11 loans, loans lines are open, and we've qualified
12 26 borrowers, with a total of about \$24 million
13 worth of purchases or prequalified purchases.

14 These properties are located all across
15 the city, including Alderman O'Shea's ward. And
16 we are continuing to partner with the City and
17 Treasurer Summer's office to market the program.

18 I recently was able to speak to the
19 public policy group at the Illinois Association
20 of Realtors and have additional meetings set up
21 with their head of public policy to figure out
22 how we continue to market and spread the word.

23 We think that the realtor community is
24 really the key to success here. More than just

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1 the mortgage lenders, but making sure that
2 realtors are aware of it. Alderman O'Shea
3 graciously hosted an event in his ward, and we
4 have done events -- or the City has done
5 marketing events on housing-related and city
6 services throughout the City. And recently
7 Alderman Scott hosted a housing fair in his
8 ward. So we are continuing to market the City's
9 program, but particularly for us, the home buyer
10 assistance program, to make sure that we are
11 spreading the word.

12 Obviously, things in the housing market
13 in Chicago slow down in the fall. So as we
14 bring on our program analyst to help manage this
15 program, our goal will be to really ramp up so
16 that we are able to make sure we have
17 appropriate marketing and getting the word out
18 so that the program can grow exponentially
19 larger in the springtime.

20 I'm happy to answer any questions
21 there. If not, I will turn it over quickly to
22 George for a retrofit one closeout update to let
23 you know where we are and a quick talk of where
24 we are on getting retrofit two going.

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1 MR. MARQUISOS: Very quickly, we have
2 finalized all the pay applications. Everything
3 is completely closed out, accepted, finalized.
4 One of the three ESCOs has not received their
5 final payment. Although the pay application is
6 approved and ready to go, we are waiting for the
7 final lien waiver from them, and that will
8 conclude the whole project.

9 The good news is that we were able to
10 bring this project in on budget. And we had
11 some surplus funds that are currently in escrow
12 that will be utilized over the next 14 years to
13 continue the monitor and verification. So
14 annually, these ESCOs will be paid to go out and
15 verify that the savings are, in fact, being
16 maintained and the buildings are, in fact, being
17 operated as efficiently as they are today.

18 And so we are pleased that, you know,
19 the final accounting is done and we still have
20 money left over to pay for the M and V that is
21 scheduled in the upcoming years.

22 The other good news is that we have
23 received a fair amount of generous support from
24 various agencies that incentivize energy

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1 efficiency programs, primarily the Department of
2 Commerce and Economic Opportunity. And
3 collectively today we have received \$1,188,492
4 in energy efficiency incentives for this
5 program.

6 There is still an opportunity to
7 receive a little bit more as they -- that they
8 are still kind of negotiating what they are
9 going to distribute and when downstate. But I
10 think right now that million one is in pocket
11 and we have received it. So that's a really
12 nice -- that was never really counted on. But
13 it's a nice benefit for doing this kind of work.

14 I think overall the feeling has been
15 positive regarding retrofit one. And to that
16 effect, 2FM has started conversation about doing
17 retrofit two. So they have approached the Trust
18 and asked if we would be interested in going
19 another time, and we are looking at a laundry
20 list of buildings, some of which had been
21 analyzed in the previous round but dropped out
22 because they didn't quite meet the criteria.
23 And we are looking at now because the
24 technologies advanced since 2012. And we are

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1 coming up with a new list of buildings that
2 might be good candidates for retrofit two.

3 So there is an appetite both from the
4 City and Trust. We would love to help implement
5 it to see if we can't duplicate this.

6 MS. DARLING: So I think part of the value
7 add that the CIT provides here is the
8 aggregation of projects and work with the sister
9 agency and the City. Part of the retrofit one
10 was a relatively small financial project, even
11 though it was a large project that covered many,
12 many buildings, but it wasn't very extensive.

13 And part of what we are seeing in the
14 private finance world is they want to do
15 projects of a certain size. And I think some of
16 the value that CIT can provide is we can
17 aggregate those projects. So while we are
18 working with 2FM and the City of Chicago, of
19 course, on the city projects, we also have been
20 in contact with the senior people at the Chicago
21 Park District and MPEA, who have quite a large
22 project on deck.

23 And if we can aggregate all those
24 projects together, that would be a very

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1 financeable and feasible deal to do, and that's
2 the kind of value that we want to provide at the
3 CIT.

4 MS. BARRETT: I think recognizing and sharing
5 kudos on this as well is important. This is not
6 what people expect from a public sector
7 innovation like this is to save money and
8 deliver it under budget. So I'm wondering how
9 important is it to the Trust's future
10 initiatives that we do some communications about
11 that success.

12 MS. DARLING: I absolutely think that we will
13 be continuing to talk about it, especially as we
14 ramp up to retrofit two, to be able to speak
15 positively about the effects of retrofit one,
16 and also make sure that we are engaging our city
17 partners to talk about the benefits that have
18 been provided. So absolutely, and we will make
19 sure that we do that.

20 MS. BARRETT: I think all of that around the
21 table could do that through networks.

22 MS. DARLING: Great, we will be doing that.

23 MR. FALK: I don't know if this is for you or
24 for Tom. But when Ms. Renteria was going

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1 through the FY '15 numbers, she said that 93
2 percent of the funding came from the City. That
3 1.2 million is obviously way more than 7 percent
4 of our P&L. Is that -- are we counting that
5 money as City money?

6 MS. DARLING: Yes. And George can probably
7 address this first and foremost. But the --
8 most of the money goes back to the City because
9 the City is the applicant to the grantors, you
10 know, which primarily are DCEO and Illinois
11 Clean Energy.

12 MR. FALK: What is the Trust's net?

13 MR. MARQUISOS: The Trust's net is just shy
14 of \$100,000. It's 98,000. So there was an
15 agreement that the City would recoup managerial
16 costs up to this level and anything above and
17 beyond that would revert to the Trust. But that
18 is a -- kind of memorandum of understanding.

19 And so we are approximately \$100,000
20 over that threshold. And should any other funds
21 become available, all of those would accrue to
22 the Trust.

23 MS. DARLING: We have not yet received those
24 funds from the City. So the State recently

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1 closed out its 2015 grant year and released some
2 funds, but we have not received those from the
3 City of Chicago.

4 That concludes our project updates.
5 And so at this point, we would have public
6 comment. I think Patty had a -- an available
7 sign-up sheet for public comment.

8 I think public comments is limited to
9 three minutes per person, and we are going to
10 ask those who have not dressed the Board before
11 to go first. Sir, do you want to begin?

12 Please introduce yourself.

13 MR. HARRIS: My name is Anthony Harris. I'm
14 the current president of the Chicago
15 Astronomical Society. And I would like to thank
16 the Board for this opportunity to address my
17 concerns regarding the new LED streetlights.

18 I prepared a little statement. But,
19 actually, all the actions that George -- if
20 those actions are followed, it's really
21 wonderful. He has really got the science down
22 very well, very accurately.

23 My fear and my concerns when I travel
24 the country, I see a lot of really bad lighting.

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1 Bad lighting that's not following good science.

2 In fact, I just got back from Yellowknife,

3 Canada, to view the Aurora Borealis.

4 Yellowknife, Canada, makes a lot of money off of

5 people flying up there to see the Aurora

6 Borealis. It's a serious part of their tourist

7 industry and yet they have got their lighting

8 wrong.

9 And when I talk to people there, they

10 all thought these LEDs were going to make it

11 better. But the new LEDs they have are so much

12 brighter and so much bluer that they wind to

13 possibly poisoning their own industry.

14 So, you know, seeing a situation like

15 that where it's so clear -- and Chicago,

16 obviously, doesn't have tourists flying in to

17 see sky, but it would still be nice if we could

18 aim our lights down where we need them and have

19 a warmer color so the nights are more beautiful.

20 We can maybe see some stars and we don't have

21 that ghastly blue illumination so we all look

22 like the walking dead.

23 So anyhow, I just want to thank George

24 very much for the work he has been doing. And I

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1 really am hopeful that this is going to make me
2 bring back some stars to Chicago and make our
3 city a much more beautiful, habitable place.
4 Thank you very much.

5 MR. MARQUISOS: Thank you for your comments.
6 By the way, we are -- the lights you will be
7 seeing are full cutoff, so there will be no
8 light transmitted above the top of the light
9 fixture.

10 MR. HARRIS: If you have a chance, go to
11 Yellowknife before they poison the sky. The
12 Aurora is really beautiful.

13 MS. DARLING: Audrey?

14 MS. FISHER: I apologize, my name is Audrey
15 Fisher. And I work with International Dark-Sky
16 as a Chicago Chapter leader. I'm -- I'm a
17 chairperson for the -- for lighting for --
18 International Lighting Symposiums supported by
19 UNESCO.

20 And, first, I apologize, I came late.
21 I had a family emergency with mom. And -- but
22 so I missed your presentation. And I was
23 encouraged by Tony's remarks. And I hope it's
24 right that you are going to go with lower than

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1 3,000 Kelvin. And I hope that if we -- when
2 we -- if we have a 4,000 Kelvin shown as an
3 example, that that -- it's not just letting the
4 public say here is -- like choosing lights for a
5 battery house. We have to let them know that
6 there is ecological consequences attached to the
7 4,000, there aren't to the 3,000.

8 And I have seen 3,000 Kelvin in rich
9 and blue light, so we have to really spec that
10 out really well. Not all 3,000 are created
11 equal. Of course, 2,700 is better. And
12 dimmable is really important.

13 I hope you will stop light trespass
14 into people's homes, in the bedroom windows, and
15 property light. You can look at this as fiscal
16 responsibility too. Why should taxpayers be
17 paying to light up the high-rises and all the
18 people's lawns. If they want their lawns lit
19 up, let them do it.

20 And like Tony, I had a whole bunch of
21 comments that you already know about.

22 And I have so many books from authors
23 that have things written to the mayor. "Nature
24 Needs Light, People Need Nature. Rahm Emanuel,

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1 You Are the Mayor Who Can Make It Happen." He
2 is Travis from Ecological Consequences of
3 Artificial Light. And I can tell you there is a
4 thousand more documents since he published this.

5 Paul Brogart, "Searching For Natural
6 Darkness in the Age of Artificial Light." Ten
7 years ago, when I talked to the top experts in
8 the world and said -- I didn't believe it. But
9 light pollution is really harmful to human
10 health. It really does increase the cancer
11 rates and the Type 2 diabetes and depression
12 and -- and it can even be tied into aggression
13 and suicide. The documentation is there.

14 I said you know what, everybody, even
15 IDA, International Dark-Sky association, they
16 were so focused on protecting the existing
17 starlight over natural properties, and they
18 didn't think it was possible to restore
19 starlight over a city. But now we can. We
20 literally can make history and be the first
21 major city in the world that has safe lighting
22 and streetlights that we need and starlight.

23 He mentioned he traveled all the way to
24 Canada to see Auroras. We had Auroras here last

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1 week. Nobody could see them. We have -- we
2 have meteor that -- showers. I showed this
3 picture to people -- not this exact picture --
4 at the Taste of Chicago with Milky Way and the
5 starlit sky because I was a part of Chicago
6 Conservation. They gave me a booth. I couldn't
7 normally afford myself anyway. And I showed
8 them the -- a gigantic three-foot picture of the
9 Milky Way and starlit sky. I asked 400 kids
10 what do you see in that picture? Not one child
11 recognized it was stars, and only two adults.

12 I asked them, why do you think you
13 can't see stars like this over your backyard?
14 And 100 children asked me the same question.
15 Did our stars die? And the parents immediately
16 looked right into my eyes because they didn't
17 know the answer. We need more science training.

18 But the point is that we are raising
19 the first generation of children that neither
20 their parents -- neither have they seen a
21 starlight and their children -- and their
22 parents.

23 So anyway, I'm really encouraged if we
24 can be the first starlit city. UNESCO has a

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1 gigantic meeting next year, and UNESCO wants to
2 see representatives there to show the world how
3 you did it. Thank you.

4 MS. DARLING: Thank you very much.

5 MS. FISHER: I'm sorry. I don't know if you
6 know Scott Stantus. He had a full page in the
7 Chicago Tribune, "Growing up under a Starlit
8 Sky." And, you know, I can't wait for this to
9 be the before and after picture. You guys, you
10 are amazing if you could pull this off. Thank
11 you.

12 MS. DARLING: Thank you.

13 CHAIRMAN LINGENFELTER: Is there a need for
14 executive session?

15 MS. DARLING: I don't think so.

16 CHAIRMAN LINGENFELTER: If not, then I will
17 hear no objection to adjourning. We are
18 adjourned.

19 (Meeting adjourned at
20 11:00 a.m.)

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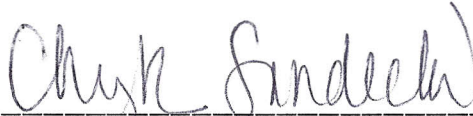
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