

RESOLUTION 20-182

A RESOLUTION TO APPROVE PROPOSAL FROM PATH COMPANY LLC TO PREPARE A STREETLIGHT FEASIBILITY STUDY

WHEREAS, the City of Spring Hill is served by three different electric utility providers that include Duck River Utility Commission, Middle Tennessee EMC, and Columbia Power and Water System; and

WHEREAS, the City of Spring Hill has numerous street light fixtures installed throughout the community providing important street and pedestrian lighting serving the citizens and businesses of the community; and

WHEREAS, Path Company, LLC, an infrastructure solutions company focused on helping government entities identify, develop and implement uniquely tailored utility solutions for their clients; and

WHEREAS, Path Company, LLC contacted the City of Spring Hill to explore an opportunity for the City to significantly reduce energy use by replacing existing higher wattage high-pressure sodium (HPS) or other traditional street lighting fixtures throughout the community with lower wattage light-emitting diode (LED) lighting fixtures; and

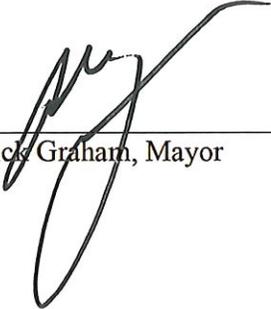
WHEREAS, the benefits to the City of Spring Hill to convert to lower wattage LED fixtures include, but are not limited to, providing a more uniform lighting pattern and distribution, easily adaptable for additional energy savings (dimming), reduction in ongoing maintenance cost, and environmentally friendly; and

WHEREAS, Path Company LLC presented the City of Spring Hill with a proposal attached hereto to perform an initial Street Lighting Feasibility Study at no cost to the City in order to determine the potential feasibility of converting existing street lighting to LED lighting fixtures.

NOW, THEREFORE, BE IT RESOLVED, that the City of Spring Hill Board of Mayor and Aldermen do hereby:

1. Approve the Proposal for Streetlight Feasibility Study attached hereto with Path Company, LLC to perform an initial street lighting feasibility study for conversion to LED street lighting fixtures at no cost to the City of Spring Hill, Tennessee. The City of Spring Hill is under no obligation following completion of the feasibility study to proceed with further services from Path Company, LLC.
2. Authorize the Mayor to execute the Proposal for Streetlight Feasibility Study attached hereto.

Passed and adopted by the Board of Mayor and Aldermen of the City of Spring Hill, Tennessee on this 16th day of November, 2020.



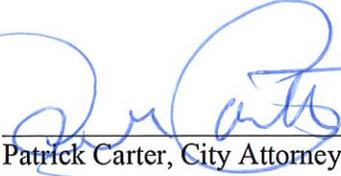
Rick Graham, Mayor

ATTEST:



April Goad, City Recorder

LEGAL FORM APPROVED:



Patrick Carter, City Attorney



Proposal for Streetlight Feasibility Study

Proposal Date: November 5, 2020

Proposal Number: 2020-1105-RW

To:

City of Spring Hill, TN (hereinafter "Customer")
Attn: Mr. Victor Lay, City Administrator
199 Town Center Parkway
Spring Hill, TN 37174

Purpose:

The purpose of this proposal is to confirm the intent of both Customer and PATH Company (hereinafter "PATH" and collectively the "Parties") to develop a Professional Development Agreement in order to complete a city-wide streetlight audit and project proposal. Customer agrees to provide all information related to its current streetlight expenses (i.e. streetlight bills (PDF copies of previous 24 months), number of streetlights (if available) and information regarding the current streetlight plant value (from utility if available).

Scope:

1. PATH Company will provide the following services related to Customer's streetlights:
 - a. Streetlight utility bill analysis
 - i. Number of streetlights
 - ii. Current list of streetlight account charges
 - iii. 20-year streetlight expense projections - status quo vs. conversion to LED
 - b. Project savings & budget impact projections

Deliverables:

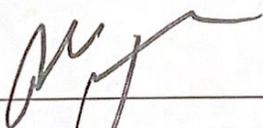
1. Preliminary Streetlight Analysis Summary

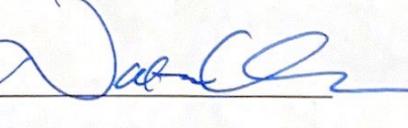
City of Spring Hill, Tennessee

Path Company LLC

By: Rick Graham

By: Nathan Wells

Signature: 

Signature: 

Title: Mayor

Title: Co-Founder & Principal

Date: 11-16-2020

Date: 11/16/20



REQUEST: Resolution 20-182 Approve Proposal from Path Company LLC to Prepare a Streetlight Feasibility Study

SUBMITTED BY: Chuck Downham, Assistant City Administrator

DATE: November 16, 2020

ATTACHMENTS: Resolution 20-182 and supporting documents

PURPOSE:

Approve Resolution 20-182 to approve a proposal from Path Company LLC to prepare a streetlight feasibility study for the City of Spring Hill.

BACKGROUND:

The City of Spring Hill is served by three different electric utility providers that include Duck River Utility Commission, Middle Tennessee EMC, and Columbia Power and Water System. The City of Spring Hill has numerous street lights of varying types located throughout the community providing lighting for residential and business areas.

The City was contacted recently by Path Company LLC regarding an opportunity for the City to explore converting its current street lighting from higher wattage high-pressure sodium (HPS) or other traditional street lighting fixtures with lower wattage light-emitting diode (LED) lighting fixtures. Path Company LLC is an infrastructure solutions company focused on helping government entities like Spring Hill identify, develop and implement tailored utility solutions that provide more uniform lighting patterns and distribution while reducing overall O&M costs for street lighting along with the important benefit of being an environmentally-friendly solution in reducing the City's overall carbon footprint.

FINANCIAL IMPACT:

Path Company LLC presented the City with a proposal to perform a feasibility study at no cost to the City to determine the feasibility of converting street lighting from higher wattage high-pressure sodium (HPS) or other traditional street lighting fixtures with lower wattage light-emitting diode (LED) lighting fixtures. The feasibility study is proposed to be performed at no cost to the City of Spring Hill and the City will be under no obligation for other services following completion of the feasibility study.

RECOMMENDATION:

City staff recommends approval of Resolution 20-182 to approve the proposal from Path Company LLC to prepare a streetlight feasibility study at no cost to the City of Spring Hill and to authorize the Mayor to execute the proposal attached as an exhibit to the Resolution.

April Goad

From: Rick Graham
Sent: Wednesday, October 21, 2020 1:19 PM
To: Scott Gilmer; April Goad
Cc: Victor Lay
Subject: Re: [External] Re: Hello

April, please add Scott to our next agenda as a presentation, and guide him on the A/V. Thanks.

Make a great day,

Rick Graham, Mayor
Spring Hill, Tennessee
Sent from my iPhone

On Oct 21, 2020, at 11:47 AM, Scott Gilmer <scott@pathcompany.com> wrote:

****External Email****

Mayor Graham,

Thank you! Let's plan for Monday, November 2, at 6:00 PM if that works for you. Is AV available? If so, I would like to show a handful of slides as part of a short presentation.

I'm looking forward to seeing you in November! Thank you.

All the best,

Scott

From: Rick Graham <rgraham@springhilltn.org>
Date: Wednesday, October 21, 2020 at 8:39 AM
To: Scott Gilmer <scott@pathcompany.com>, Victor Lay <vlay@springhilltn.org>
Subject: Re: Hello

Scott,

It is good to hear from you. I would like to invite you to one of our BOMA meetings to speak in about 10 minutes the benefits. We meet the first (6 pm) and third Mondays (7pm) of the month. Let me know if you want to do this.

Make a great day,

Rick Graham

Mayor, City of Spring Hill, Tennessee
Cell: 615.479.1942 Email: rgraham@springhilltn.org Website: Springhilltn.org
Want to know more about our road projects? Watch the 2019 State of the City
https://www.youtube.com/watch?v=TYoNruG_a4q&feature=youtu.be

"It'll Be Worth It

From: Scott Gilmer <scott@pathcompany.com>
Sent: Tuesday, October 20, 2020 2:56 PM
To: Rick Graham <rgraham@springhilltn.org>; Victor Lay <vlay@springhilltn.org>
Subject: [External] Hello

****External Email****

Mayor Graham and Mr. Lay,

Hello! I hope you are doing well and enjoying this beautiful fall weather.

Before the pandemic started, we had the opportunity to discuss LED streetlights and the opportunity available for the City of Spring Hill. We are moving forward on our project Columbia and believe there is a similar opportunity for Spring Hill to enjoy the aesthetic, public safety, and cost-savings of LED streetlight conversions. At your convenience, could we meet to recenter our conversation and discuss next steps for Spring Hill?

Thank you for the consideration, and I hope to hear from you soon.

Have a great day!

All the best,

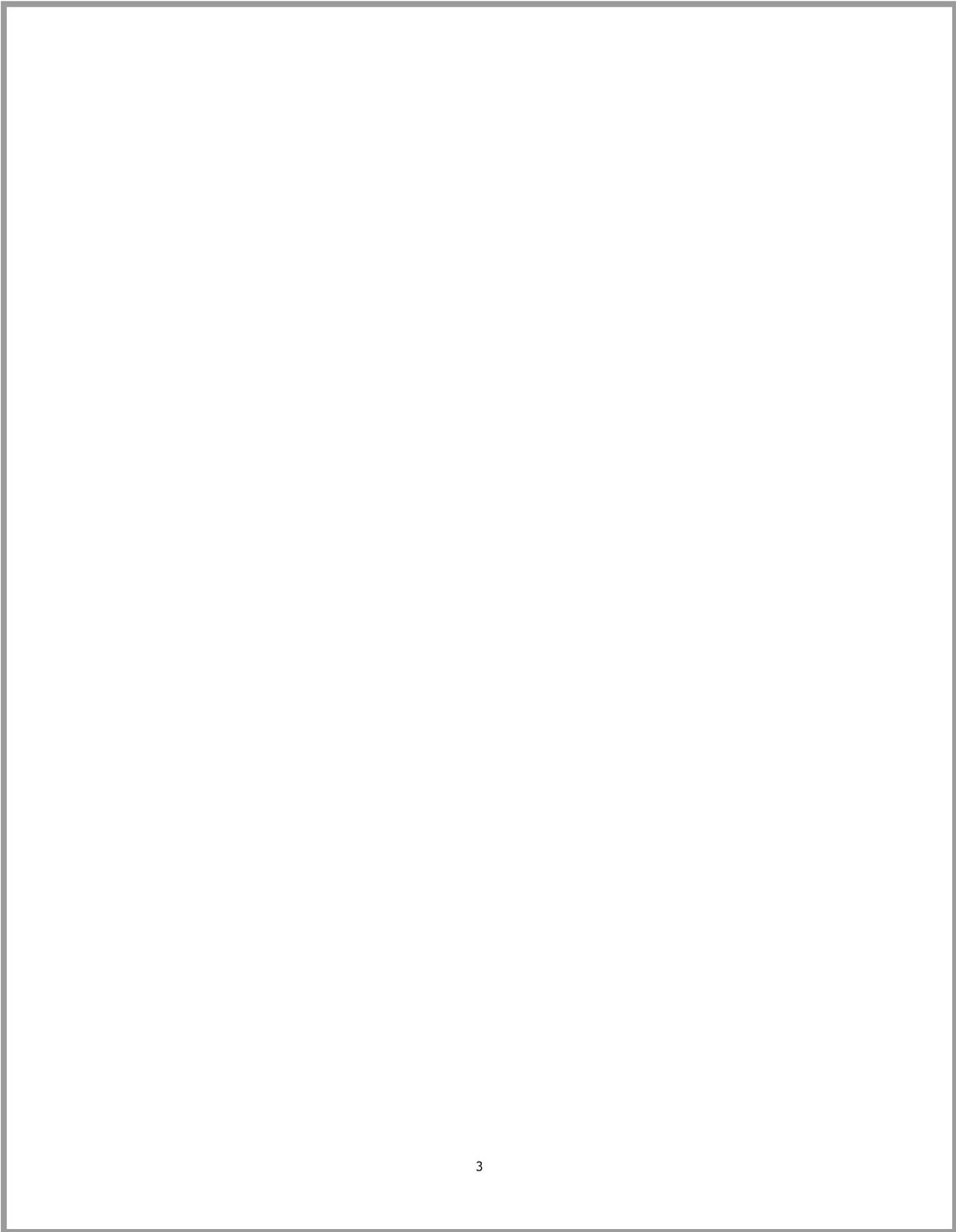
Scott

Scott W. Gilmer,
Vice President - Development
PATH Company
615-483-7802

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www.avast.com



PATHTM



LED Streetlight Conversion

November 2, 2020

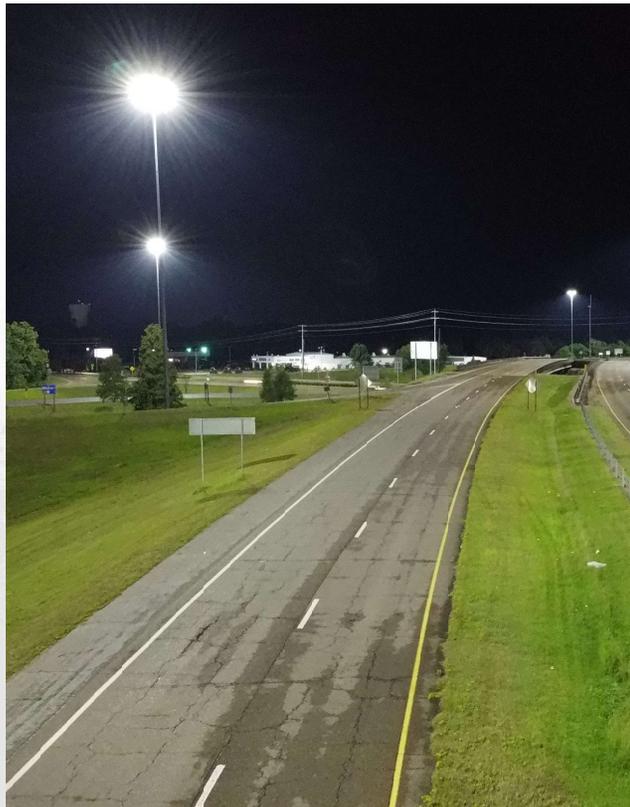
PATHTM

Traditional vs. LED streetlights





Advantages of LED Streetlight Conversions



Cost savings

Aesthetics

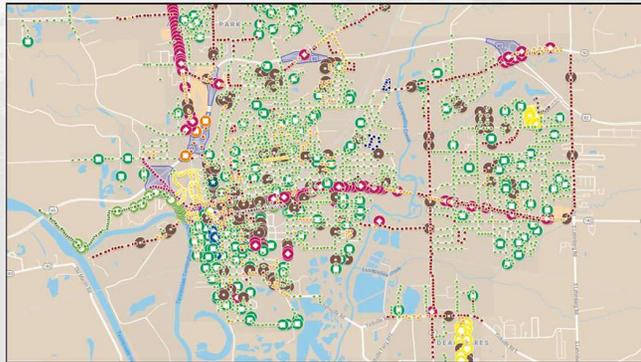
Performance

Public safety

Environment



Case study: Columbus, Mississippi



Pre-project annual
streetlight bill:
\$515,658

4,276 fixtures

PATH™

The PATH Process



Feasibility study



Investment Grade Audit (IGA)



Final proposal



Project authorization