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CITY OF NORTH CANTON, OHIO

BOARD OF CONTROL

IN RE:)	
)	
June 26, 2018)	TRANSCRIPT OF PROCEEDINGS
Board of Control)	
Meeting)	

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Transcript of Proceedings before the North Canton Board of Control, taken by me, the undersigned, Laurie Maryl Jonas, a Registered Merit Reporter and Notary Public in and for the State of Ohio, at North Canton City Hall, City Council Chambers, 145 North Main Street, North Canton, Ohio, on Tuesday, June 26, 2018, at 9:32 a.m.

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PRESENT:

Patrick A. DeOrio, Director of Administration

David J. Held, Mayor

Timothy L. Fox, Director of Law

Laura Brown, Director of Finance

Robert L. McNutt, PE, CT Consultants

Brian Hill, Superintendent of Parks and Water
Distribution

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1 MR DEORIO: It is 9:32 a.m. on --

2 MR. FOX: June 26.

3 MR DEORIO: -- June the 26th, 2018. I'd like
4 to call to order the Board of Control meeting. And I
5 will take the attendance. This is Patrick DeOrion;
6 I'm here. Mr. Fox.

7 MR. FOX: Here.

8 MR DEORIO: Laura Brown.

9 MS. BROWN: Here.

10 MR DEORIO: Mayor Held is not here at the
11 moment but I believe he is en route. So in the
12 meantime we can probably go ahead with taking care of
13 a few items on the agenda.

14 The first, we have the packet of previous
15 meeting minutes that we should approve going back to
16 the April the 9th meeting, so I would like to just
17 entertain discussion and motion on each one of these
18 individually. So if you want to take some time to
19 look those over.

20 The first one is from April the 9th, which
21 you recall was the first meeting on the insurance
22 packet that was held in the back conference room, and
23 that went on for a long time. I think our first shot
24 at it we only had three pages of it and now we have
25 the balance.

1 MS. BROWN: And it appears to be complete to
2 me as of now. So I motion we approve the April 9.

3 MR. FOX: Second.

4 MR DEORIO: It's been moved and seconded by
5 Members Fox and Brown to approve the Board of Control
6 minutes from April the 9th. All those in favor,
7 signify by saying "aye."

8 IN UNISON: Aye.

9 MR DEORIO: All those opposed? Aye's have
10 it.

11 April 12, 10:30 a.m. meeting. This is also
12 the Board of Control that discussed the insurance
13 that was here in this chambers. And Jacksonville's
14 team.

15 MS. BROWN: And again, those are very lengthy
16 but they appear to be complete so I motion we approve
17 those.

18 MR. FOX: Second.

19 MR DEORIO: Moved by Member Brown, second by
20 Member Fox. All those in favor, signify by saying
21 "aye."

22 IN UNISON: Aye.

23 MR DEORIO: All opposed? Aye's have it.

24 May 11, 2018, Board of Control. This was on
25 the Price Park walking path improvements, I believe.

1 MS. BROWN: Motion to approve the May 11
2 minutes.

3 MR. FOX: Second.

4 MR DEORIO: Moved by Member Brown, second by
5 Member Fox. All those in favor, signify by saying
6 "aye."

7 IN UNISON: Aye.

8 MR DEORIO: All opposed? Aye's have it.

9 May 21, 2018, 6:30 p.m., Board of Control.
10 This was the Bachtel Street, Southeast,
11 rehabilitation project. It was a very short meeting.

12 MS. BROWN: Motion to approve the May 21
13 meeting.

14 MR. FOX: Second.

15 MR DEORIO: Moved and seconded by Members
16 Brown and Fox. All those in favor, signify by saying
17 "aye."

18 IN UNISON: Aye.

19 MR DEORIO: All those opposed? Aye's have
20 it.

21 May 31, 2018, meeting. This is the South
22 Main Street project.

23 MS. BROWN: This is West Maple.

24 MR DEORIO: I meant to say West Maple.

25 MS. BROWN: They're very similar. Federal

1 grant projects.

2 MR DEORIO: Yes. I get them confused.

3 MS. BROWN: But I would motion to approve
4 May 31.

5 MR. FOX: I'll second.

6 MR DEORIO: Moved and seconded by Members
7 Brown and Fox. All those in favor, signify by saying
8 "aye."

9 IN UNISON: Aye.

10 MR DEORIO: All those opposed? Aye's have
11 it.

12 That takes care of all the previous meeting
13 minutes. I thank you for your indulgence on that.

14 Members of the board, we now turn ourselves
15 to Item 2 on the agenda authorizing the mayor of the
16 City of North Canton, through the Board of Control,
17 to enter into an agreement with Core & Main for the
18 fixed-base water meter project per Ordinance No.
19 46-15.

20 As somewhat of a recap, this project has been
21 in the state of suspended animation for a period of
22 years. The last time this was being moved on there
23 were still some outstanding questions that we had.
24 The bids that we had received, we passed the time
25 limit on accepting those. So in an effort to restart

1 this project, I had discussions with the law director
2 strictly on whether or not the ordinance that was
3 passed authorizing the mayor to advertise and receive
4 bids would be acceptable and still in force given
5 that we had not taken any action as a result of
6 that -- of that Ordinance No. 46-15. So with that
7 understanding, went ahead and advertised the bids,
8 received the bids to which we are now at the point
9 here where we will have our consultant, Bob McNutt
10 from CT Consultants, kind of walk through with us
11 that portion of bids received, who did we get bids
12 from, how much are the bids for. I believe
13 Mr. McNutt put together a letter dated May 31, and
14 give you an opportunity to talk about that as well.

15 MR. MCNUTT: Okay. Thank you very much. On
16 this project for the technology that we were bidding
17 out, the specific technology you wanted --

18 (Mayor Held entering room.)

19 MR DEORIO: Time out. I have to interrupt to
20 let the Record reflect that Mayor Held has entered
21 the meeting.

22 MR. HELD: Good morning, everyone.

23 MR DEORIO: Please continue, Mr. McNutt.

24 MR. MCNUTT: Okay. The particular technology
25 that we're bidding out, there were two main bidders

1 that routinely bid this technology. And that is Core
2 & Main as the representative for Sensus, and NECO as
3 the representative for the Neptune Meter Company.
4 Both of those companies did provide a bid for this
5 particular project. As we were preparing for the
6 rebid, we worked with both companies to try to
7 address as many of the previous questions that we
8 could. Mr. Fox brought up a lot of great questions
9 and we tried to go through and get them all answered.

10 The rebid that happened, both of these
11 companies presented the rebid. The two different
12 bids, bid tabulation was included in the May 31
13 letter. The Core & Main, their total base bid was
14 1,218,050 and the NECO bid was 1,219,162.50. So both
15 bids were very, very close numerically. The major
16 differences between the bids were in the technical
17 proposal, which with this type of a project requires
18 both the price and the technical. Core & Main's bid
19 was more in line with what the city was desiring to
20 go with, and so, overall, our recommendation as we
21 reviewed the various aspects of the project and the
22 proposals was that we recommended to the city to
23 proceed with Core & Main with the Sensus-based
24 equipment.

25 MR. FOX: Mr. McNutt, just a question, and

1 maybe this is more related to how as a city we are
2 going to store this data. But I notice on Point No.
3 3 it mentions that NECO stores 96 days hourly data,
4 Core & Main at end point stores seven days. And so I
5 guess from our standpoint, are -- is this data
6 something that we'll hold ourselves, we'll have our
7 own database so that it is certainly clear that the
8 seven days will be on their side of Core & Main
9 saying that where we bill monthly and there may be
10 time periods where we need to go back, someone asks,
11 I'm buying this house. Can you tell me for the last
12 year how much water gets used, because it runs a
13 sprinkler system. So is that something that we'll do
14 in-house to store the historical information?

15 MR. MCNUTT: Okay. Let me -- let me clarify
16 what that is particularly talking about.

17 MR. FOX: Okay.

18 MR. MCNUTT: This end point is what's
19 physically on the house itself.

20 MR. FOX: Got you.

21 MR. MCNUTT: So that data, once it goes from
22 that end point and through the data collector, that
23 has a different amount of data that it retains and
24 then it goes into the final database. That final
25 database actually stores the data for years.

1 MR. FOX: Very good.

2 MR. MCNUTT: But it's not just seven days.
3 So yes, you can go back and get your data at any
4 time. In this particular case, the data would be
5 stored in the Core & Main's online Cloud-based system
6 and backed up through the various backups that way so
7 that you wouldn't have to upgrade your in-town
8 networks and maintain all that data yourself.

9 MR. FOX: Okay. That -- that answers that.
10 Now it makes sense, looking at the end point is
11 actually perhaps if someone went to where that meter
12 is, snatched that, one stores seven days, the other
13 96 --

14 MR. MCNUTT: Correct.

15 MR. FOX: -- days; however, the electronic
16 transmission of the information we can have years'
17 worth. So --

18 MR. MCNUTT: Correct.

19 MR. FOX: All right. Very good. Thank you.

20 MR DEORIO: Just for point of clarification
21 for the mayor, we had just started when you got here
22 so you didn't miss anything.

23 MR. HELD: Okay.

24 MS. BROWN: One thing that I was pretty
25 interested in, in looking at the bid tab, you have

1 the six different components for each bid. No. 2 was
2 an annual hosting agreement. I'm assuming for
3 hosting the data that we're storing. It looks like
4 it's a five-year agreement in both cases. That
5 particular component, Core & Main is about \$15,000
6 cheaper over the term than the NECO price. Is that
7 something then we'd have to renew every five years
8 and continue to pay for that hosting?

9 MR. MCNUTT: Correct. That hosting is the
10 similar computer-type licensing agreements that you
11 have to do for many different applications in the
12 city, such as your billing software.

13 MS. BROWN: Okay. Very good. So I'm just
14 trying to look at ongoing costs past this original
15 project.

16 The other thing I wondered about in this same
17 thing is No. 3 and No. 4, I see that with Core & Main
18 we have the data collectors on city-owned assets on
19 the water towers.

20 MR. MCNUTT: Uh-huh.

21 MS. BROWN: But with NECO, some of the data
22 towers are on non-city-owned assets. Is there a
23 danger in doing that? Any danger of losing control
24 of that data collector?

25 MR. MCNUTT: There's two things to think

1 about. Every single data collector you have will end
2 up having its own end costs for maintenance, so if
3 you have two, it's going to be two times the unit
4 rate. If you have five, it's five times. So the
5 more data collectors you have, the more annual costs
6 you have.

7 The second part of that question is before we
8 will accept having a data collector on a non-city
9 site, we would require them, "them" being NECO in
10 this case, to have an easement for that site to the
11 city from whoever that property owner is. So you
12 would have an easement the same way you would on any
13 other easement for water, sewer or anything else you
14 have.

15 MS. BROWN: Okay. Thank you.

16 And then just one question for Mr. Hill. The
17 biggest part of the cost on this project is buying
18 those MTUs, the device that goes on the individual
19 home or business. We have some MTUs now that we use
20 for some of our, you know, meters that are down in
21 the home that you can't get to with a handheld
22 reader. How have those been working for your staff
23 in the field?

24 MR. HILL: They have been working okay other
25 than I think something needs to be addressed with the

1 command link as far as signaling that we're working
2 with now to retrieve as we move forward to get a
3 better reading of that. The command link and the
4 handheld that we're using now sometimes works,
5 sometimes doesn't, it's a little inconsistent, which
6 then follows up with a -- with the utilities, an
7 estimate. Other than that, things are working well.
8 We just -- we need to work on the signal. A stronger
9 signal.

10 MS. BROWN: Is the signal that we would have
11 going forward going to be stronger than the devices
12 that we use now?

13 MR. HILL: There is -- there is a component
14 out there that is -- that you can put inside the
15 truck that we brought in. We did use it and we got,
16 I think, 99 percent.

17 MS. BROWN: Okay.

18 MR. HILL: And --

19 MR. MCNUTT: The issue, if I can mention it,
20 is it's not the end point itself, it's not that
21 signal, it's the reading device. Right now your
22 handheld readers have one ability as far as what they
23 will reach out to. The truck-mounted unit will reach
24 out further. It's more powerful. In this particular
25 project, the data collectors on the two city-owned

1 sites are even more powerful.

2 MS. BROWN: Okay.

3 MR. MCNUTT: So they will be able to read
4 systemwide, and it reads multiple reads per day. So
5 if you miss a read, like right now if you go by and
6 touch it you miss a read, you can go back. Either
7 that or you don't have it. This other way the data
8 is constantly being read and submitted
9 electronically.

10 MR DEORIO: And then I know one of the
11 concerns I think that my predecessor had in the May
12 meeting, wanted to make sure I was cognizant of, is
13 on the -- the license frequency. And that, you know,
14 we, you know, maintain our primary license frequency
15 that you put here, it's ours, it doesn't interfere
16 with anything else, similar to police and fire using
17 primary licensing frequencies from the FCC.

18 MR. MCNUTT: That -- that is what this system
19 is. It is primary license. It is protected. Some
20 of the newer units where we're using them now,
21 because we had upgrade for the newer handhelds, based
22 on the age of the old technology, we now have that
23 license. We, the city, now have that frequency and
24 that license and we use it on the newer meters, a
25 couple that has to be read with the newer handhelds.

1 MR DEORIO: But NECO does not offer that.

2 MR. MCNUTT: Correct. NECO's technical
3 proposal is not to be protected on a fixed-base and
4 primary license. Which is one of the main reasons
5 for not going with that technology.

6 MR. FOX: And does that mean, because it's
7 not protected, that there would be times where there
8 could be interference and so forth and difficulty
9 maintaining our signal and transmitting and receiving
10 that information?

11 MR. MCNUTT: Yes. Yes. And yes.

12 MR. FOX: Goodness. That's -- it seems
13 crucial because one of the unique features with --
14 with this versus what we have now is to know, say,
15 how much water has been used if someone is moving,
16 leaving, and they need to close out their account.
17 Well, we need to schedule someone to go out there
18 with the wand to touch the wand and they come back
19 and that's read, versus my understanding is because
20 this is -- it sends the signal, I believe at least
21 four times a day, that someone sitting here at city
22 hall in front of a terminal can almost
23 instantaneously make that determination this is how
24 much water has been used at this location and can
25 close out that account.

1 MR. MCNUTT: The normal -- the answer is yes.
2 The normal is to read four times a day. But you have
3 the capability with the Sensus system to pin it at
4 any time of the day you want to. You can get an
5 instantaneous read.

6 MR. FOX: And I -- to me it's a real head
7 scratcher that these are two very sophisticated bids,
8 and our Board of Control meets at least twice a month
9 and we look at just a litany of bids, any contract
10 that is not sole source, that is projected to be over
11 \$50,000, by law we're required that it has to be bid
12 out. And so we see so many of these bids, and often
13 for things that are popular involving, say, the
14 street paving, water lines and so forth, that will
15 have five, six bidders and sometimes they kind of
16 group together and you can see that they'll break
17 those down by -- by unit, by cost. But there tends
18 to be a wide range. Sometimes there might be an
19 outlier and sometimes we have to look at that, make
20 sure they haven't missed anything, giving them an
21 opportunity to sometimes bring those back, Oh, we
22 forgot that one thing, and we determine whether or
23 not they're able to amend their -- their bid. But
24 often there's -- there's this window. And sometimes
25 when we look at it, it can be a simple component.

1 For some reason I've often seen conduit as the one
2 item that seems to be, wow, because there's so much
3 conduit that's used, perhaps because this vendor had
4 some on hand and didn't have to go and price it and
5 perhaps decided, well, maybe that's where we can get
6 this cost saving, we have it on hand, maybe that's
7 the difference between being the lowest and best
8 bidder or being second or third.

9 Here I think it's remarkable that so much is
10 in play with the technology, the transmitters and
11 receivers and equipment and we have two bids and one
12 is for \$1,218,050 and the second is \$1,219,162.50.
13 That they are close enough that if there are factors
14 between the two that determine that the lowest and
15 best, I believe that they're close enough that
16 they're -- they're nearly identical, given the amount
17 of money that's in play in the bottom line, and that
18 leads us to -- and we thank you for going through
19 these, these items, I believe you went through 15
20 items and then had four lines of recommendations, and
21 Item 4 had two sections, so that we can look at some
22 of these things that very well may be critical and,
23 as I said, what stands out to me is that unlicensed
24 frequency.

25 That I guess it's a head scratcher if -- my

1 understanding of the benefit of the technology is
2 that it's electronic transmission, and so you'd think
3 that because the big difference in how we do it now
4 with sending meter readers, people on foot walking to
5 all of these locations to where the actual meters are
6 on buildings and sometimes inside buildings and all
7 of those things, that the very feature that makes
8 this so attractive is that meter itself sends the
9 signal. And so the signal, in my mind, is the most
10 important feature of this.

11 And it appears that between the two bids, one
12 of them, Core & Main, has elected to have a primary
13 license for your frequency to protect it so if it
14 gets jammed or someone -- they think, the FCC thinks
15 that you can go through to protect that, and the
16 other is the unlicensed frequency like when you're
17 traveling and you're losing your radio station and
18 the frustration with that, whereas this other one is
19 a lock. You know wherever you go you're going to get
20 that. And so I think that number one, and perhaps
21 that's why you listed it as number one, that, I don't
22 know, it's a corporate decision in not providing
23 this, this primary license frequency, but it
24 certainly feels as though that's a critical feature
25 that differentiates between NECO and Core & Main.

1 What's the benefit of having the wireless
2 feature if you're going to experience interruptions
3 with that. Or perhaps, I don't know, if someone's
4 using that you have to wait until they get off until
5 you can get on and use it. I'm not certain about
6 that. But I -- for me, that's the overriding
7 feature. Many of these things are -- are close in
8 amount of storage data. Yeah, one is 96 days for
9 NECO, the other is seven days; however, you've
10 cleared that up that we already have it here and
11 perhaps the only time that we'd ever need that is if
12 there's some catastrophic failure here and you need
13 to go, or if there's a challenge, let's go look
14 straight from the meter itself, but seven days
15 appears reasonable versus 96 when we have that back
16 and we can store it, as you said, on the Cloud for as
17 long as we believe it's relevant to store that.

18 So I appreciate you pointing out and making
19 that number one because I can't imagine spending this
20 amount of money and rolling this out for the public
21 for all the benefits that we'll have and then the
22 crucial factor is that signal and the signal's not
23 protected. So to me that's -- I think the way that I
24 would recommend it and vote is that's a critical
25 factor.

1 MR. HELD: Bob, I have a question. When --
2 David Held, by the way.

3 So on Point No. 2, it says that NECO has a
4 read every 15 minutes but they don't have a secure
5 pathway for communication; right? So I'm assuming
6 that even though it does it every 15 minutes, you
7 still get fewer or less reads than if you do it every
8 six hours with the Core & Main? Is that --

9 MR. MCNUTT: The reason for sending that
10 signal every 15 minutes is because of the static on
11 the line. The reason they maintain 96 days' worth of
12 data is because of the statics in the line. They
13 have to transmit more often. All of them read every
14 hour. So, however, you get data points hour by hour.
15 But, it's however they transmit.

16 MR. HELD: I don't -- what's stored in the
17 unit.

18 MR. MCNUTT: Correct.

19 MR. HELD: And then it's transmitted every
20 six hours.

21 MR. MCNUTT: Right.

22 MR. HELD: So you have a ping. So let's say
23 that you have a customer that wants to come in and
24 want to pay their water bill, they're moving out.
25 Then that can be done from city hall where they send

1 out a ping and get an instantaneous read?

2 MR. MCNUTT: The Core & Main and Sensus
3 system, that is yes, because it is true two-way. It
4 is not the same, with my understanding, the Neptune
5 or NECO systems.

6 MR. HELD: And then is there -- there's no
7 extra charge to do these extra pings?

8 MR. MCNUTT: No.

9 MR. HELD: It's a part of the system.

10 So you have references. Now, can you give us
11 like a few communities, the names of the ones that
12 use the Sensus right now or the one to check with?

13 MR. MCNUTT: Stow. We checked these
14 references, they're the same when we bid this in '15
15 as now so I did not re-call the same references, but
16 Stow, Ohio, has them. They were one of the first
17 communities that put in the fixed-base system back in
18 '06-'07. They absolutely love them. I can't
19 remember the others right off the top of my head
20 because it's been a while.

21 MR. HELD: Right.

22 MR. MCNUTT: The Neptune system, we, as an
23 agent for Lakewood, Ohio, they have been fighting to
24 get this in for the last few years.

25 They're going into Elyria right now, and so

1 I'm working with NECO in the Elyria project. Mixed
2 results.

3 One of the things that I have found in all of
4 our reference checks, if a community has the Neptune
5 meters and they love them, they want the NECO system.
6 Barberton just put it in, the NECO. If a community
7 has Sensus meters, they want the Sensus system. If a
8 community has Badger meters, they want the Badger.
9 It just seems to be across the board that's the way
10 it falls. But --

11 MR. HELD: And it's usually because those
12 systems align. So if you already have -- if you
13 already have, what do you call that --

14 MR. MCNUTT: Like the Sensus meters?

15 MR. HELD: If you have the meters in, then
16 they're naturally going to go with their --

17 MR. MCNUTT: It aligns right up with that.

18 MR. HELD: Because otherwise it would be
19 expensive.

20 MR. MCNUTT: Correct.

21 MR. HELD: They already know the company
22 they're dealing with; right?

23 MR. MCNUTT: Correct.

24 MR. HELD: It's similar to like our software,
25 financial software. A customer working with a

1 certain company, you want to stay with them and
2 upgrade.

3 MR. MCNUTT: And that's across the board
4 everywhere.

5 MR. HELD: So really the companies -- the
6 cities that you're consulting with you're -- you're
7 servicing communities that -- that purchased both.

8 MR. MCNUTT: Correct.

9 MR. HELD: And but it sounds like the
10 industry is continuously evolving.

11 MR. MCNUTT: There are a lot of evolving
12 changes in the technology. A few years back, more
13 companies would bid this same fixed-base system and
14 some of them, like Badger meter, has gone on to
15 cellular. When we were reviewing our options here,
16 cellular was the most- option. Those guys are
17 working, like with all new technology, to bring the
18 costs down, but it is still more expensive than what
19 we want here. As I reviewed with not only from North
20 Canton but Elyria and other places, the actual
21 technology, my opinion is that the Sensus technology
22 is the best available technology right now.

23 MR. HELD: Okay. So if you -- so just like
24 in summary, if you could give us the top three
25 reasons why you would recommend that we go with

1 Sensus system based on your opinion.

2 MR. MCNUTT: Okay. In my opinion, the top
3 one is the fixed-base primary license. The second
4 one --

5 MR. HELD: When you say, so elaborate more on
6 the fixed-base.

7 MR. MCNUTT: Okay. The fixed-base primary
8 license is just like your fire and EMS. It is a
9 primary FCC band that only you can be on. You're not
10 sharing that band, if you will, with cordless phones,
11 baby monitors and any and every other, you know,
12 spread-spectrum signal that's out there.

13 MR. HELD: So don't have the noise, you don't
14 have the static.

15 MR. MCNUTT: Correct.

16 MR. HELD: When you get a reading every six
17 hours, you're going to get a clear reading.

18 MR. MCNUTT: Or ping it instantaneously at
19 any time.

20 MR. HELD: Okay.

21 MR. MCNUTT: So that's the primary reason, in
22 my opinion.

23 The second issue, in my opinion, is the true
24 two-way communications. A lot of companies state
25 that they have two-way, but it stops before it

1 actually hits the meter. That's very important as we
2 move forward with technology because you can do more
3 in like rentals where you may have to shut somebody
4 off for nonpayment --

5 MR. HELD: Now, when you say it stops, what
6 do you mean by that?

7 MR. MCNUTT: Some of the technology they can
8 read from the system at the city to only the
9 transmitter unit. If you have to update or upgrade
10 either your firmware or software on that radio, the
11 end point, it will stop there. The Sensus system can
12 go all the way through to the actual meter itself.
13 And so you can update and get information -- not just
14 your reading, but information from the actual meter.
15 So you can communicate both ways all the way through
16 your meters. Go ahead.

17 MS. BROWN: Do you mind if I clarify
18 something?

19 MR. MCNUTT: Sure.

20 MS. BROWN: So in the future, if we upgraded
21 certain meters, let's say we had a property that was
22 an habitual late payer/non-payer, that's what you
23 want. You just saw one of the gentlemen go out about
24 half an hour ago to go shut off people for
25 nonpayment. This is shut-off day. Could we update

1 that to then send a signal to that meter to shut off
2 the water?

3 MR. MCNUTT: Correct. There are special
4 meters you can do that with now, and you could do it
5 from your office, thus saving the city and water
6 utility extra costs to going out to shut it off. If
7 it happened to be an overtime, extra cost to go back
8 out and turn it back on, this is one of many
9 cost-saving features that this technology buys you.

10 MR. HELD: So normally when we go and shut
11 off a water meter, we do it at the curb, or at the
12 sidewalk. So this is now going to be done
13 electronically.

14 MR. MCNUTT: At the meter.

15 MR. HELD: At the meter.

16 MR. MCNUTT: It can be if you have that
17 special meter.

18 MR. HELD: Or we have that special meter.

19 MR. MCNUTT: That's up to you. That's not
20 part of this project.

21 MR DEORIO: Well, I think the point, though,
22 is that as we go through an analysis of the utilities
23 department and we find that there are individuals who
24 have difficulty maintaining their payment for their
25 water utility on a consistent basis, that's where we

1 would want to invest the meter. But for the
2 95 percent of the other people that pay on time all
3 the time --

4 MR. HELD: It's not a necessity.

5 MR DEORIO: It's not a necessity.

6 MS. BROWN: But we have the ability to do for
7 people we noticed are a problem.

8 MR. HELD: So it's like basic service or you
9 can get, like, a more extensive service as you needed
10 to but it has the capability.

11 MR. MCNUTT: So that's my second reason.

12 MR. HELD: Okay.

13 MR. MCNUTT: So what's my good third reason.
14 Trying to compare the technologies.

15 MR. HELD: Right.

16 MR. MCNUTT: Boy, there's so many other good
17 ones. I think my third reason for you guys in this
18 case is the fact that it can all be hosted in the
19 Cloud, saving you, again, a lot of your own hardware
20 at city hall, your IT staff to try to maintain that
21 current with all the changing computer issues. By
22 having it hosted by someplace else, they update that
23 software automatically and it's completely seamless
24 to you.

25 MR. HELD: Okay.

1 MR. MCNUTT: It's hard to say that's the
2 third one, but that's the quickest one I can think of
3 because there's so many other great ones in here.

4 MR. HELD: What would you say would be --
5 because no system is perfect, what would you say,
6 based on your experience, are going to be the
7 problems that we can expect?

8 MR. MCNUTT: That -- that's a toughie. I
9 think your biggest problem that you're going to
10 encounter you're going to encounter with anybody, and
11 that's the initial deployment. Whether you're --
12 these end pieces turn out, and you've already done
13 some of the reading itself, but the initial
14 deployment, there's always a lot of headaches. The
15 technology is relatively new here, but not brand-new.
16 It's been around for a decade now, tried and true.
17 It works great. So I don't see a real issue on the
18 technology side. Moving forward, other technologies
19 will come up. Fifteen, 20 years down the road you
20 might look at something different, which you should
21 every 20 years anyway with any technology. But I
22 think that's probably the biggest issue.

23 One of the good things here is the city is
24 actually going to be doing the installs yourself on
25 the actual end points.

1 MR. HELD: So the meters that we have now, is
2 that like a big shift from going with this system or
3 does it just adapt or --

4 MR. MCNUTT: It's already set up. Your touch
5 pads that's on the house, now these units go right on
6 top of that and couple right to it. So your meters
7 are going to do exactly what they do now.

8 MR. HELD: So this system could go on any
9 different meter.

10 MR. MCNUTT: Correct.

11 MR. HELD: In any other city. It just has
12 the adaptability.

13 MR. MCNUTT: Correct.

14 MR. HELD: So we're not like the other cities
15 that are going to the system because what we have
16 their technology that we've been using; correct?

17 MR. MCNUTT: Correct. But you could go with
18 NECO. You can do that. You can go with what Badger
19 offers. The technology will adapt to your meters the
20 same way the Sensus will adapt to all of those other
21 meters.

22 MR. HELD: Right. But you're saying
23 municipalities usually stick with the companies
24 they're with.

25 MR. MCNUTT: I think it's because they have a

1 great working relationship and they can get their
2 needs taken care of immediately if something happens.

3 MR. HELD: The company that we're working
4 with now on this, is that the same -- is that the
5 same situation?

6 MR. MCNUTT: Yeah, you have the Core & Main
7 is your current meter provider, and has been for two
8 decades-ish, so yes, you have the long-term
9 relationship with them.

10 MR. HELD: So we're doing what most cities
11 do. They transition into that system that -- with
12 the company that they're already working with.

13 MR. MCNUTT: Correct.

14 MR. HELD: Okay.

15 MR. MCNUTT: But when we bid it, we made sure
16 both here and Elyria, which I did, they're both set
17 up to go either way.

18 MR. HELD: All right. And then the other
19 thing is the -- so the meters right now, they will
20 always remain outside the home or in the inside of
21 the home?

22 MR. MCNUTT: The meters mostly are inside the
23 home. And the meters themselves will remain inside
24 the homes. The readers, some of them are inside will
25 be moved to the outside eventually, and you want the

1 readers on the outside.

2 MR. HELD: Okay. So the meter will go on
3 that main water, so again the main shut-off valve
4 inside the house; right? The basement usually. Is
5 that where the meter's going to be at?

6 MR. MCNUTT: We're -- this job is not
7 changing meters at all.

8 MR. HELD: Okay.

9 MR. MCNUTT: So the meters are where they are
10 today.

11 MR. HELD: Okay.

12 MR. MCNUTT: So if we go to Laura's house
13 where the meter is, that's not changing. It's just
14 the reading, the radio sending unit on the outside of
15 the house.

16 MR. HELD: Okay. And so how do you adapt
17 that? Because right now it's not an electronic.

18 MR. MCNUTT: Most of them are electronic.

19 MR. HELD: Oh, are they?

20 MR. MCNUTT: It's the radio. It's the type
21 of radio system.

22 MR. HELD: So it's really the reading. So
23 there's an electronic between the meter and the
24 reader that the fellows are walking around with their
25 readers, but now the reader on the outside of the

1 building is going to be transmitted electronically.

2 MR. MCNUTT: Correct. To a much further
3 direction versus a touch wand.

4 MR. HELD: Then where -- how about as far as
5 the -- how about as far as the towers and the
6 antennas?

7 MR. MCNUTT: The two towers are on your two
8 water towers is where they will go. And then that
9 data will be backhauled, is the term, to the Internet
10 and the Cloud where you have access to everything at
11 that point.

12 MR. HELD: And it will be backed up like
13 every six hours or once a day or once a week?

14 MR. MCNUTT: I do not know the actual backup
15 rate that they have on the Internet. It's the same
16 as Amazon uses now. I'm not a techie.

17 MR. HELD: Yeah.

18 MR. MCNUTT: I understand it's on several
19 simultaneous huge computers so that if the one here
20 in Ohio goes down --

21 MR. HELD: Yeah, but that will be secure
22 then?

23 MR. MCNUTT: Correct.

24 MR. HELD: Okay.

25 MR DEORIO: Okay. I think we skirted around

1 this, so it's on the record, this presents a lot of
2 advantages to residents with more accurate reads,
3 more timely reads. This also provides a savings to
4 the city in man-hours and deploying a couple of
5 full-time employees to spend two weeks of every month
6 going around reading meters presently. We will be
7 transitioning to a process where that doesn't need to
8 occur anymore. And then likewise, sending somebody
9 out to, you know, shut off water service if we have
10 the proper meter in the afflicted area saves those
11 man-hours. And that's man-hours that can be used to
12 do some other city service, and so it fits the
13 mayor's motif of doing more with less. And that's
14 what we're doing. So we're not hiring more people,
15 we're repurposing those individuals to a higher
16 calling of city needs.

17 MR. HELD: I think that's a great deal.

18 One of the other questions is, is there like
19 a -- there's an alarm or system that is set up, let's
20 say that somebody has a break in their water line,
21 they're out of town, how quick does that -- I think
22 that's a real problem for residents when they, you
23 know, get this \$500 water bill and they're out of
24 town.

25 MR. FOX: Because they're often out of town,

1 as they mentioned snowbirds, they have the ability to
2 leave and travel south to warmer climate and they're
3 not aware that there's been a break. And water just
4 continues to flow and maybe we don't pick it up until
5 our meter reader comes by and we see the spike. If
6 it's at the wrong time, if that meter was read the
7 day before, a couple weeks go by and no one knows.
8 And besides having the very large water bill, there's
9 the damage that could occur inside the house by the
10 residents, and I believe there's something on -- with
11 the system that notices there's an unusual; is that
12 correct?

13 MR. MCNUTT: Yeah. That is correct. Part of
14 the benefit of this system is there's a suite of
15 tools that can be programmed to your preference and
16 Laura can see it in her office, you can have text
17 messages going out to Brian and his crew, and if
18 there's a leak -- and again, this reads every hour.
19 So it's continually reading. If there is a major
20 jump in a usage that hour that's out of alignment
21 with however you set it up, it will send an automatic
22 alarm and it does not wait for six hours. Okay? If
23 it sees an alarm each time it is seeing the meter,
24 reading the meter, it will instantaneously send an
25 alarm to wherever you have it programmed. And, you

1 know, the water loss costs of this is very, very
2 minor compared to the house damage costs. You know,
3 I have a neighbor that had a leak for three hours and
4 it turned into \$50,000 of an insurance claim. So
5 it's amazing how much more that is an impact versus
6 \$500 in water bill.

7 MS. BROWN: That goes back to the employee
8 time as well. Because not only are we saving on the
9 meter readers but my staff in billing. All that
10 monitor of who's high, who's low, the zero reads, do
11 we have a dead meter, a vacant home, we have a
12 problem. That is all a manual process.

13 MR. MCNUTT: And it will be all automated.

14 MS. BROWN: Yeah. And it's all a monthly
15 process. We have to wait a whole month to get that
16 reading. And then there's additional employee time,
17 because if we manually look at zero reads, well,
18 could the house be vacant, could the meter be dead,
19 we may send out a water distribution staff member, we
20 may send out a nuisance officer, and that's all
21 employee time that can be saved by using technology
22 to monitor.

23 MR. MCNUTT: There's great value to your
24 water system. We've just hit on just a few that this
25 suite of tools brings to you. And then from my

1 perspective, selfishly as an engineer working on your
2 water system, it provides more data to me to better
3 design, analyze, and work with your system, and that
4 will be a cost savings as well.

5 MR. HELD: So these meters are exclusively
6 for the end user, the business or residence, it's all
7 allowance. So if there was like a water main break,
8 I mean, we're going to go through the normal
9 detection method that we have for that, right, or is
10 there a meter that they have on -- you know, that you
11 can attach to like a main line, you know, that shows
12 like water main break? Or just right now today's
13 technology, we just wait until the water starts
14 bubbling through the concrete?

15 MR. MCNUTT: There's not a lot of tools now
16 that will look for a main line leak. They do have a
17 few tools. There's more advances that will have to
18 be made to make that efficient for a city. If you
19 have a small area that you want to do that in, yes,
20 there are data loggers that you can attach to this
21 primary license radio system to be able to help you,
22 but doing that systemwide is not cost-effective right
23 now.

24 MR. HELD: Right.

25 MR. MCNUTT: But if you have a leak on the

1 services to the meter, you're going to know that.

2 MR. HELD: That's really what our primary
3 goal is, the assurance as to how far this technology
4 is going to go.

5 MR. MCNUTT: This technology is being
6 advanced in a lot of other ways, too, which I won't
7 get into. But as the city moves forward with several
8 other issues, i.e., Main Street lighting, your
9 current status system from the water plant and/or
10 wastewater plants and pumping stations, there's a lot
11 of data that can actually use this same license to
12 bring other stuff in-house for potential additional
13 savings. But that's an area that there's still a lot
14 of work going on to even improve what is out there,
15 what is available.

16 MR. HELD: Okay. So then your recommendation
17 would be for?

18 MR. MCNUTT: My recommendation is for the
19 Core & Main bid as bid. To put the Sensus end points
20 on all of our meters.

21 MR. HELD: Okay. And I would like to accept
22 that, make that as a motion based on Bob's
23 recommendation.

24 MR DEORIO: Okay. It's been moved by Member
25 Held to award the bid to Core & Main as the bid with

1 the lowest and best value to the city.

2 MR. FOX: I'll second.

3 MR DEORIO: It's been seconded by Member Fox
4 and we'll do a roll call vote. Member Brown.

5 MS. BROWN: Yes.

6 MR DEORIO: Member Fox.

7 MR. FOX: Yes.

8 MR DEORIO: Member DeOrion votes yes. Member
9 Held?

10 MR. HELD: Yes.

11 MR DEORIO: Motion is agreed to.

12 MR. HELD: All right.

13 MR DEORIO: I believe that was the only item
14 left on the agenda, and chair would entertain a
15 motion to adjourn.

16 MR. FOX: Motion.

17 MR DEORIO: Motion by Member Fox.

18 MS. BROWN: Second.

19 MR DEORIO: Second by Member Brown. All
20 members in favor say "aye."

21 IN UNISON: Aye.

22 MR DEORIO: Meeting is adjourned.

23 - - - - -

24 (Hearing concluded at 10:23 a.m.)

25 - - - - -

C E R T I F I C A T E

STATE OF OHIO)
)SS
 STARK COUNTY)

I, Laurie Maryl Jonas, a Registered Merit Reporter and Notary Public in and for the State of Ohio, duly commissioned and qualified, do hereby certify that this hearing was by me reduced to Stenotype and afterwards prepared and produced by means of Computer-Aided Transcription, and that the foregoing is a true and correct transcription.

I further certify that this hearing was taken at the time and place in the foregoing caption specified.

I further certify that I am not a relative, employee of or attorney for any party or counsel, or otherwise financially interested in the event of this action.

I do further certify that I am not, nor is the court reporting firm with which I am affiliated, under a contract as defined in Civil Rule 28(D).

IN WITNESS WHEREOF, I have hereunto set my hand and affixed my seal of office at Canton, Ohio, on this 28th day of June, 2018.

Laurie Maryl Jonas

Laurie Maryl Jonas, RMR & Notary Public.
 My commission expires January 6, 2022.

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