

**READING MUNICIPAL
LIGHT DEPARTMENT**

BOARD OF COMMISSIONERS

REGULAR SESSION

THURSDAY MARCH 19, 2020

DRAFT OF CITIZENS' ADVISORY BOARD
MEETING DISCUSSION REGARDING THE
PAYMENT TO THE TOWN OF READING
ATTCHMENT 1

GENERAL MANAGER AND BUSINESS
FINANCE DIRECTOR FEEDBACK ON TOWN
PROPOSALS AND UPDATED
RECOMMENDATION
ATTACHMENT 2

MEMORANDUM

Date: March 17, 2020
To: RMLD Board of Commissioners
From: Coleen O'Brien, General Manager
Subject: TOWN OF READING PAYMENT REVISED RECOMMENDATIONS

The Director of Business Finance and I have had a chance to review the payment proposals from the Town of Reading. The RMLD does not recommend a formula based on revenue. Base revenue is the only component that the RMLD can control to ensure that the RMLD covers its cost of production by law. As a reminder, power supply is approximately 75% of the budget and is purely pass-through.

By utilizing the revenue or the combination of revenue and kWhr sales, as delineated in the options, a base rate increase (unlikely based on an increase in sales) to support operations, results in the town receiving that increase or a portion thereof, resulting in higher rate increases to the RMLD customers. The combination of the revenue and kWhr negates the RMLD's ability to strategize to stabilize its rate of return, capital funds, kWhr sale fluctuations, cost of living and operational business in general.

The RMLD understands and appreciates the Town of Reading's concerns and the intent of their proposals. The RMLD remains focused on its original two studies in that a unit of kWhr sales is the best business model for the RMLD. While sales have a flat to slight decreasing trend for the short term, the recent capacity auction came in lower than projected, but the transmission costs are escalating, but a slight margin emerged. We have re-analyzed our previous recommendations. While we are confident that the escalated above industry trend and above study recommendations of 3.75 mils of kWhr sales (adjusted by annual audited financials) remains acceptably commensurate with our fiduciary duty for the RMLD and its customers, an upgraded recommendation that supports the town's need for stability, but allows for fluctuations in the RMLD business is as follows:

Based on the current RMLD financial projections, move to 4mils/kWhr for 5 years and re-evaluate in 4 years for commencement in the next 5 year term relative to continued fiduciary duty utilizing a unit mils/kWhr formula.

POWER SUPPLY REPORT
JANUARY 2020
ATTACHMENT 3

Board of
Commissioners
Meeting
March 19, 2020

*Charles Underhill,
Director of Integrated
Resources*

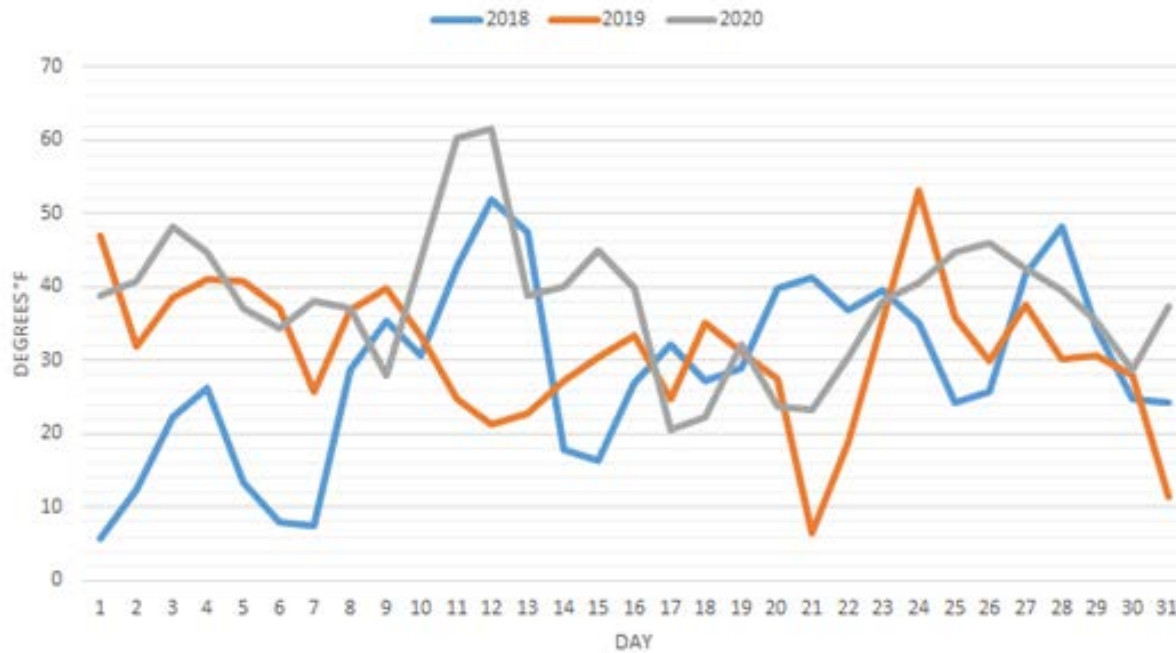
*Reporting for January
2020.*

RMLD: Monthly Loads January

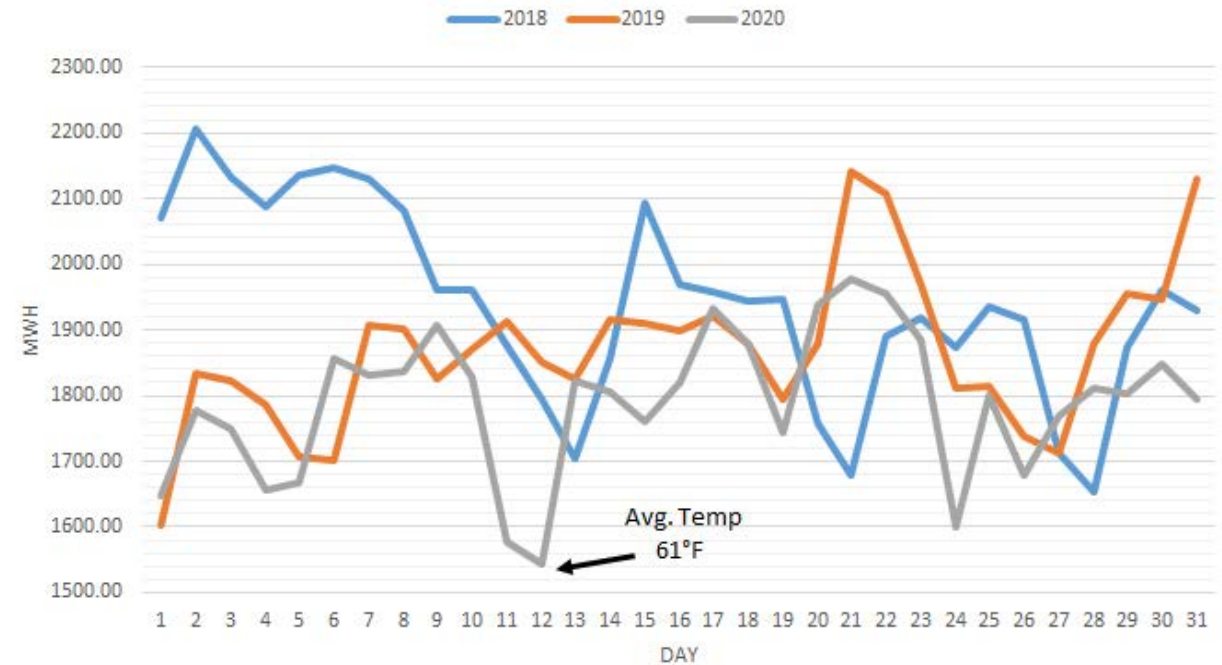
Average Daily Loads for January 2020 were down 4.4% compared to 2019 and 8.4% compared to 2018.

While this may look like RMLDs Average Daily Loads are declining, weather can be attributed to this decrease. The monthly average temperature was nearly 24% higher in 2020 compared to 2018. Notice the correlations between the graphs. As the temperature increases, RMLD loads decrease due to less heating activity.

Daily Temp Avg: January



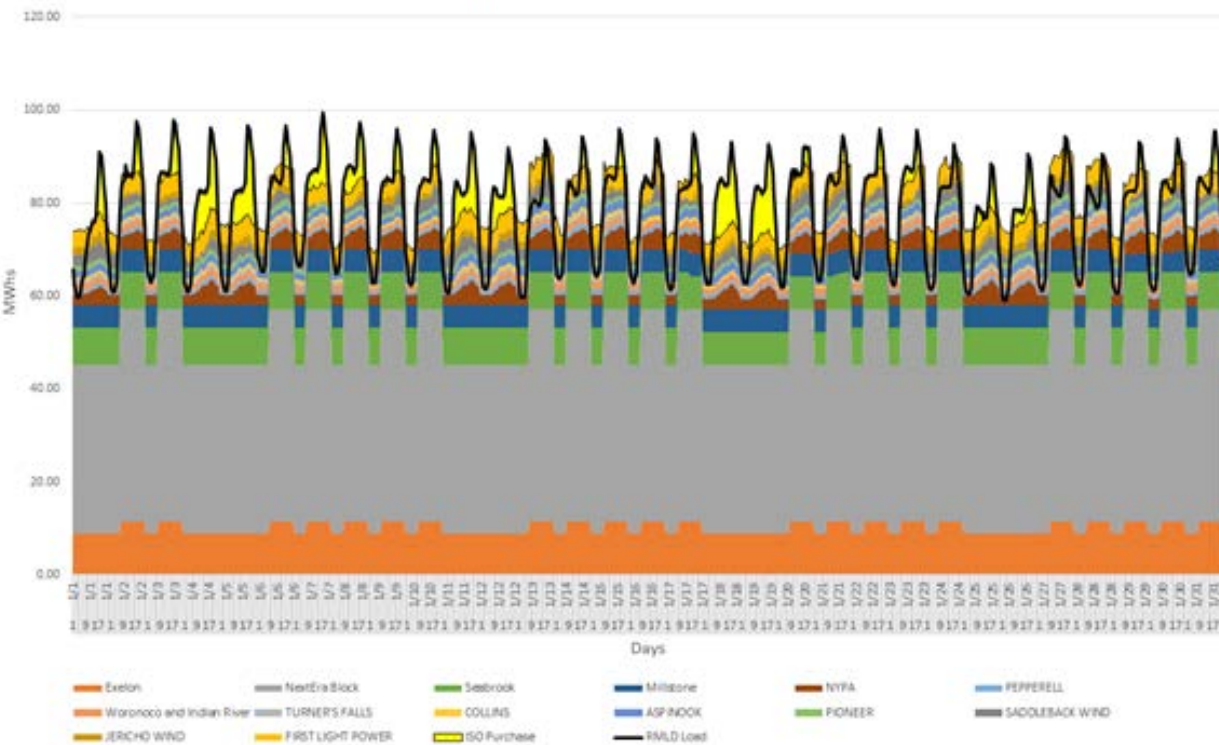
Daily MWhs: January



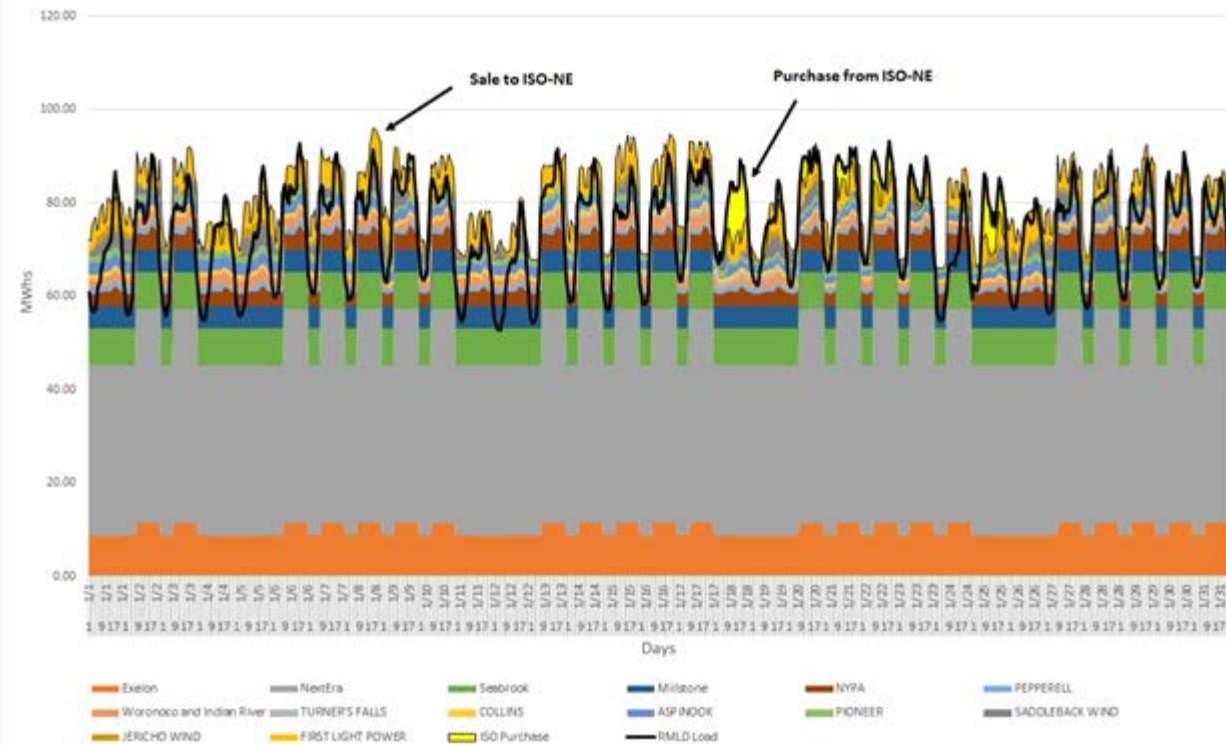
RMLD Monthly Power Supply Position

The two graphs below show a forecasted position and the actual position experienced in the month of January by RMLD. While the forecasted generation of the RMLD portfolio matched closely with the actual generation, lower monthly loads lead to a greater number of ISO-NE sales than expected. The Power Supply group forecasted that in January, RMLD would have 1,682 MWhs of Purchases and 2,968 MWhs of Sales from ISO. Warmer than expected temperatures in January lead to RMLD having 695 MWhs of Purchases and 5,102 MWhs of Sales.

January 2020: Forecasted Position



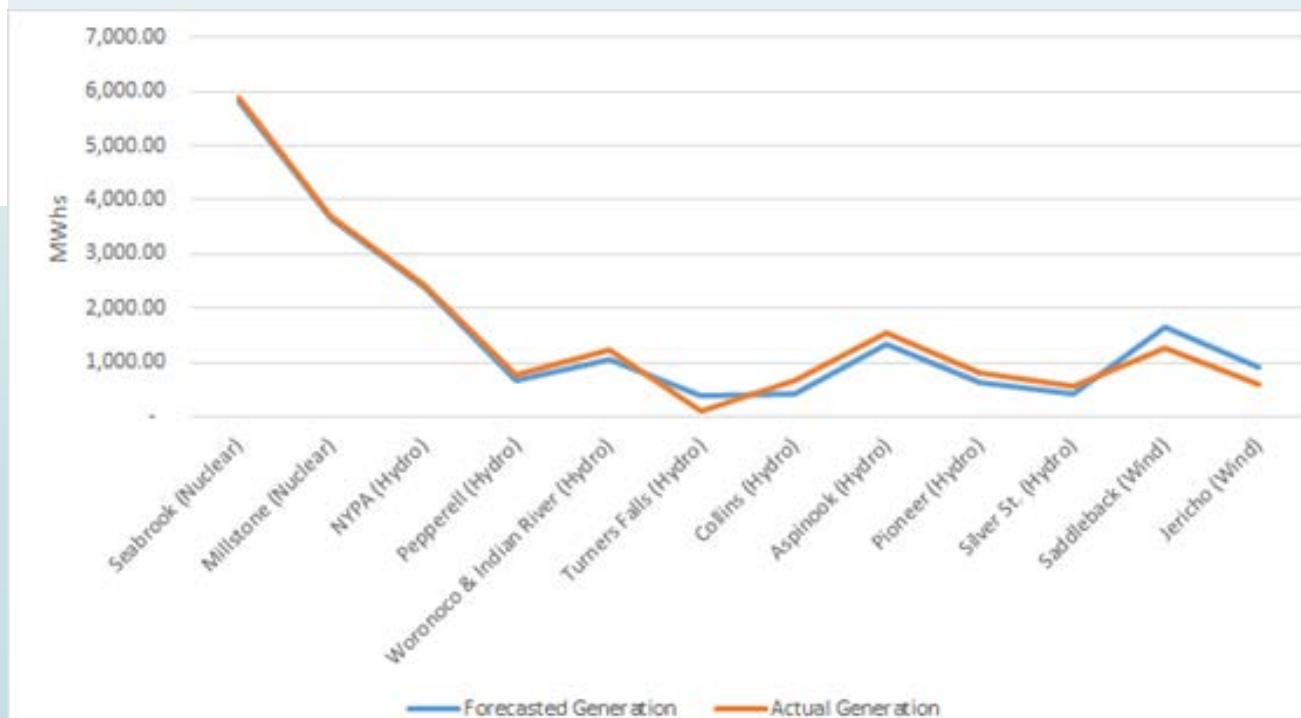
January 2020: Actual Position



RMLD Monthly Generation

Forecasted generation matched closely with actual generation for the month of January. Although our Wind assets generated less than forecasted and our Hydro assets generated more than forecasted, we came out with a net of 251.08 MWhs of more generation than forecasted shown in the charts below.

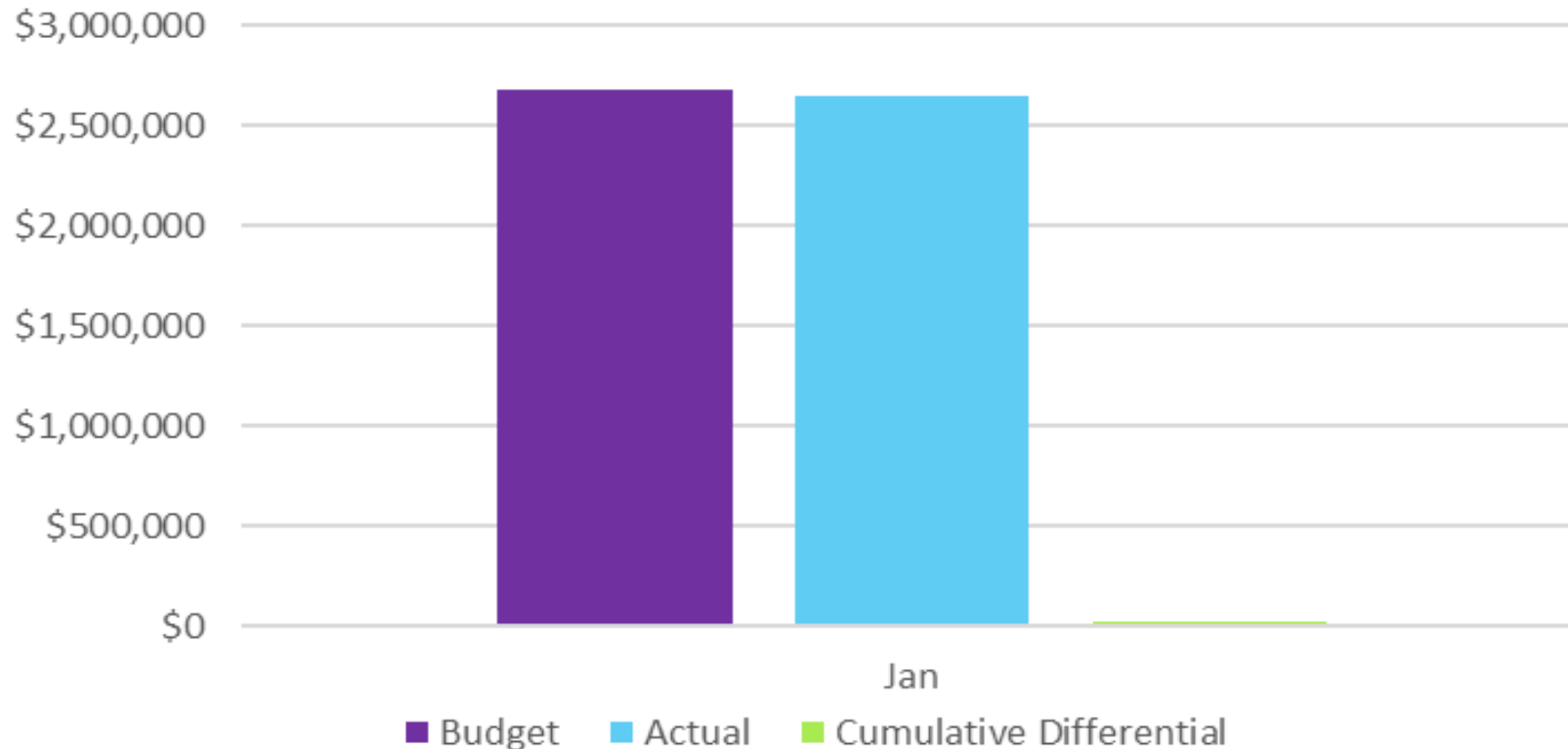
January			
	Forecasted Generation	Actual Generation	Difference
Seabrook (Nuclear)	5,815.48	5,894.06	78.59
Millstone (Nuclear)	3,671.79	3,693.54	21.76
NYPA (Hydro)	2,402.61	2,441.28	38.67
Pepperell (Hydro)	677.50	776.50	99.01
Woronoco & Indian River (Hydro)	1,046.24	1,235.75	189.52
Turners Falls (Hydro)	389.97	122.22	(267.75)
Collins (Hydro)	442.69	685.71	243.02
Aspinook (Hydro)	1,338.23	1,560.85	222.61
Pioneer (Hydro)	654.34	809.39	155.05
Silver St. (Hydro)	412.79	573.94	161.16
Saddleback (Wind)	1,649.55	1,276.78	(372.77)
Jericho (Wind)	905.05	587.27	(317.78)
		Total Difference	251.08 MWhs



RMLD Monthly Energy Costs

When looking at Total Energy costs for January, RMLD finished under budget by \$25,587. Our budget projected a total energy cost of \$2,672,894 for the month but finished January at \$2,647,307. This resulted in an Energy Portfolio Cost of \$44.38/MWh. The chart below shows how this compares with previous years.

Energy Costs
Budget vs Actual January 2020

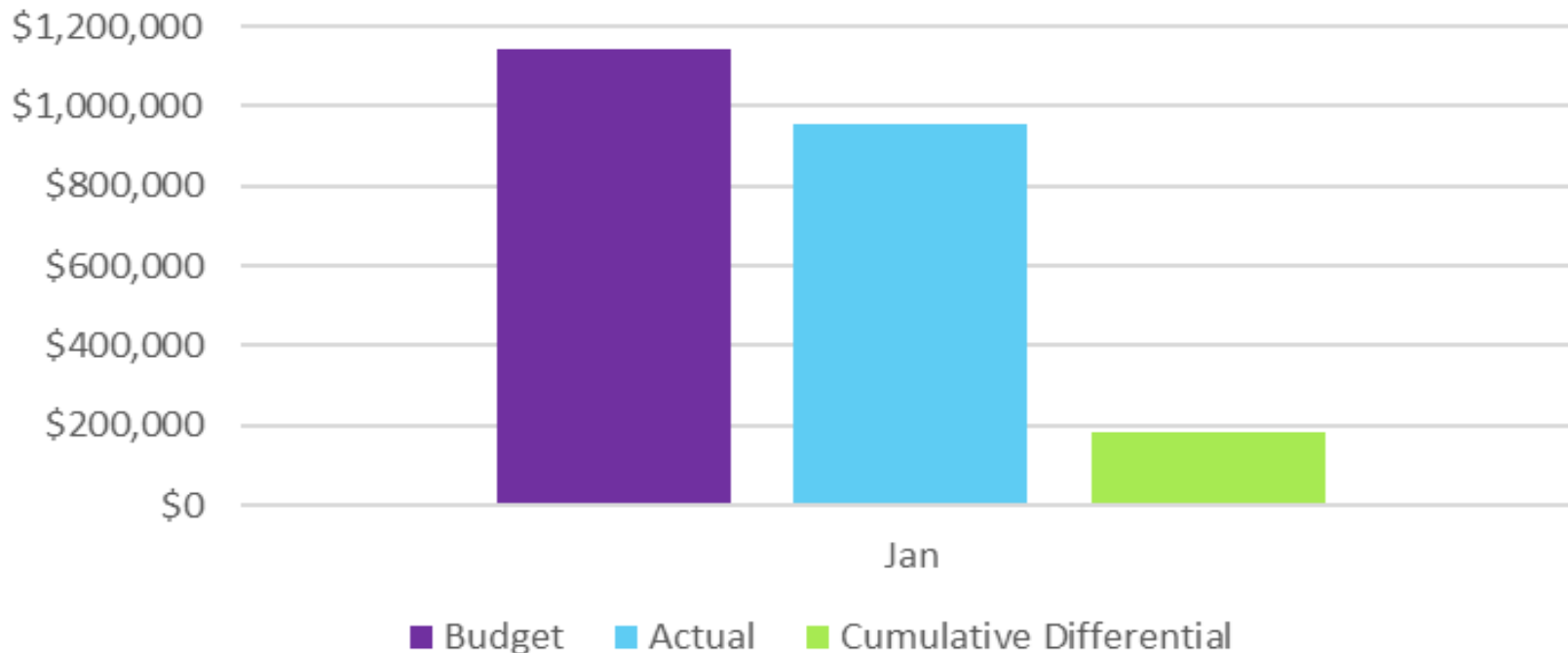


Year	Energy Portfolio Costs \$/MWh
2020	\$44.38
2019	\$54.79
2018	\$63.14

RMLD Monthly Transmission Costs

When looking at Total Transmission costs for January, RMLD finished under budget by \$184,949. Our budget projected a Total Transmission cost of \$1,140,262 for the month but finished January at \$955,313. This resulted in a Transmission Portfolio Cost of \$18.27/MWh. The chart below shows how this compares with previous years.

Transmission Costs
Budget vs Actual January 2020

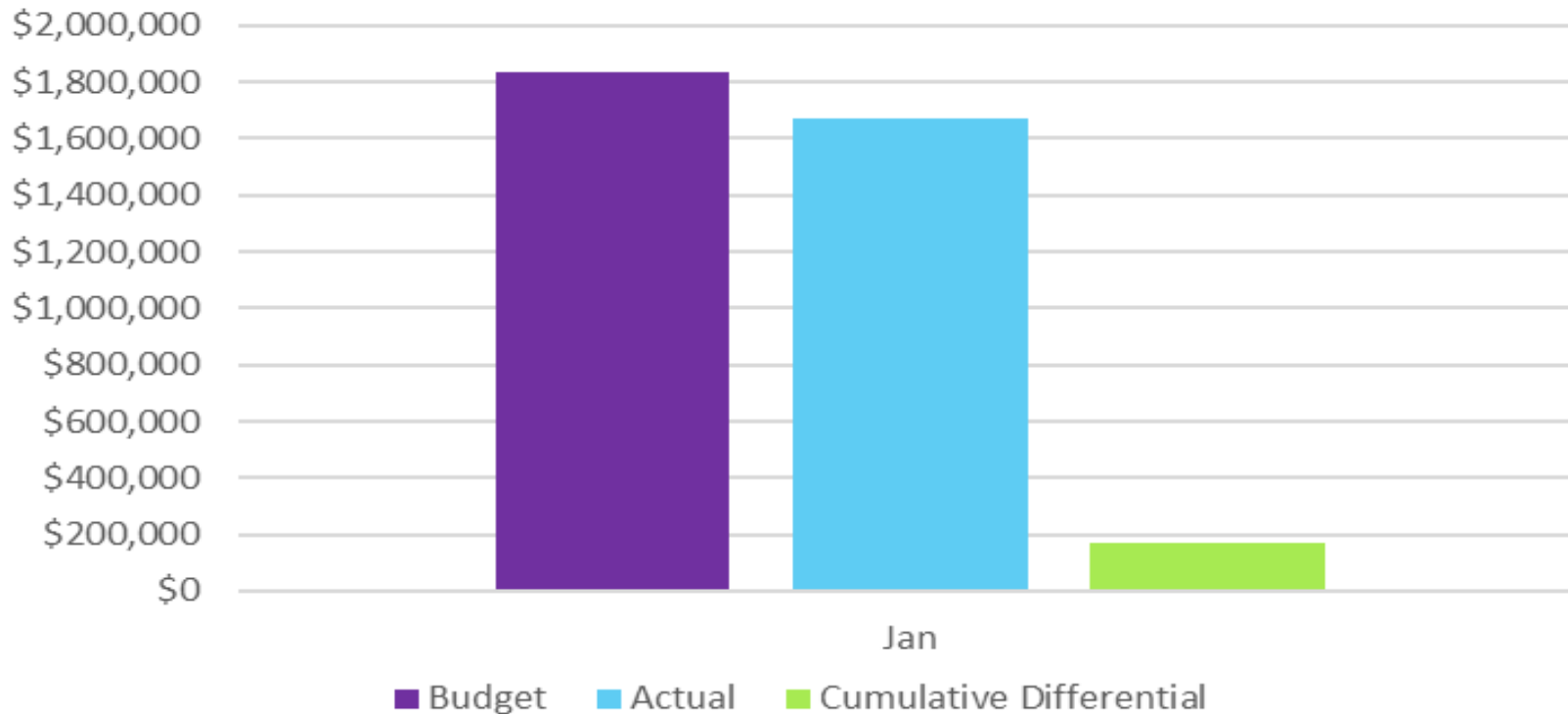


Year	Transmission Portfolio Costs \$/MWh
2020	\$18.27
2019	\$17.71
2018	\$19.56

RMLD Monthly Capacity Costs

When looking at Total Capacity costs for January, RMLD finished under budget by \$168,150. Our budget projected a Total Capacity cost of \$1,837,742 for the month but finished January at \$1,669,592. This resulted in a Capacity Portfolio Cost of \$30.08/MWh. The chart below shows how this compares with previous years.

Capacity Costs
Budget vs Actual January 2020

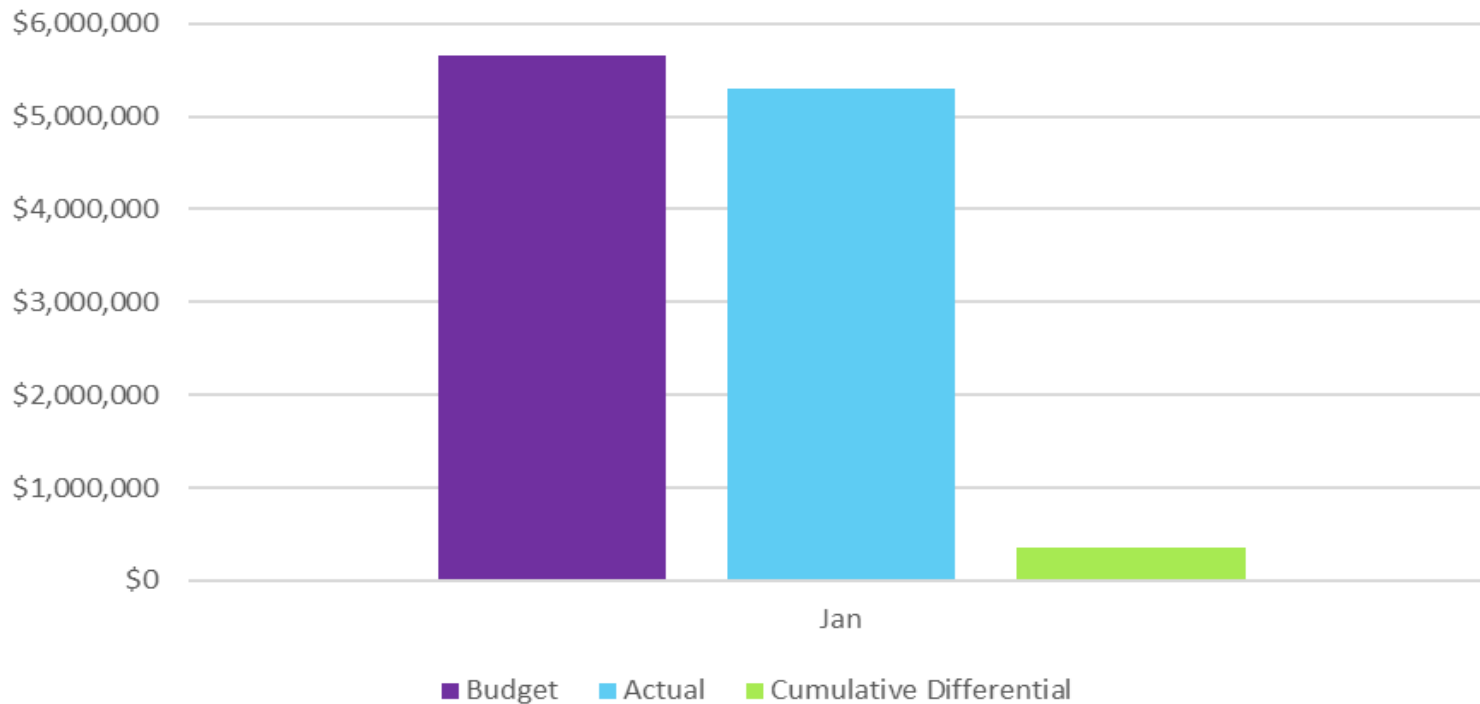


Year	Capacity Portfolio Costs \$/MWh
2020	\$30.08
2019	\$34.72
2018	\$35.07

RMLD Monthly Total Purchase Power Cost

When looking at Total Purchase Power costs for January, RMLD finished under budget by \$345,445. Our budget projected that Total Purchase Power would cost \$5,650,898 for the month but finished January at \$5,305,454. After additional credits and charges have been accounted for (outside of Energy, Capacity and Transmission) RMLD Total Portfolio Cost came in at \$83.62/MWh for the month of January. The chart below shows how this compares with previous years.

Total Purchase Power Expenses
Budget vs Actual January 2020



Year	Total Portfolio Costs \$/MWh
2020	\$83.62
2019	\$85.16
2018	\$95.41

UPDATE ON HOMEOWNER PROGRAM
ATTACHMENT 4

RMLD



Reading Municipal Light Department

RELIABLE POWER

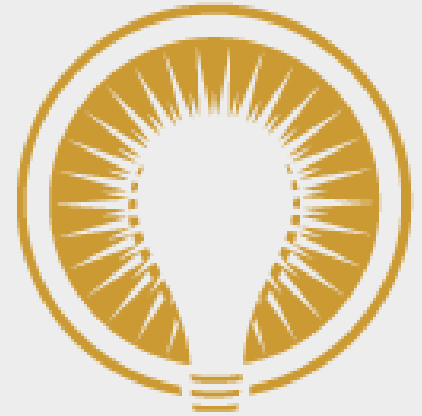
Homeowner Info Session

March 2020

Topics

- About RMLD
- Online Tools
- Energy Efficiency Programs
- Shred the Peak Program
- Time-of-Use Rate
- Electrification & NEW REBATES!
- Energy efficiency tips for the home
- An overview of the home electrical service configuration covering topics such as ownership and safety





About RMLD

- Electric distribution utility - ~75 employees
- Locally owned and operated; not for profit
- Established in 1894 (celebrated 125 years in 2019!)
- Serves 4 municipalities – Reading, North Reading, Wilmington & Lynnfield Center
- ~29,000 meters; ~68,000 customers served
- 1/3rd of sales residential, 2/3rd of sales commercial
- Governed by a 5-member Board elected by Reading voters. A Citizens' Advisory Board, appointed by the four communities RMLD serves, makes recommendations to the Board. Public meetings monthly (posted to website www.rmld.com)

Online Bill Payment System

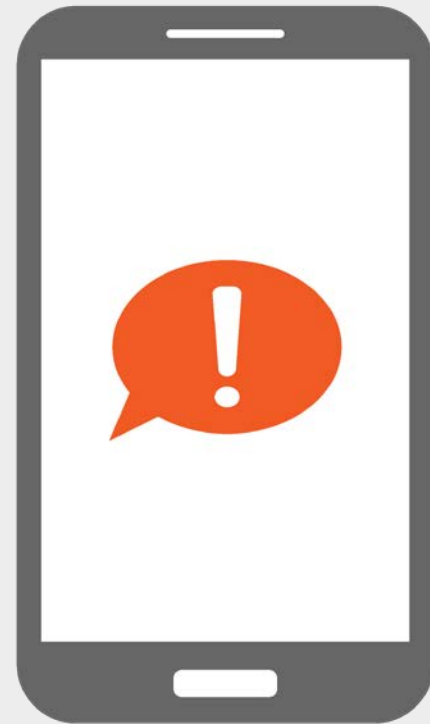
Pay online at RMLD.com:

- Payments are applied the same day
- Store payment information
- Schedule payments in advance
- Manage multiple accounts
- Sign up for **paperless** billing
- Enroll in **autopay**
- **Best way to ensure prompt payment discount**



Upcoming: Customer Notification System

- Phase 1:
 - Unplanned Outage Alerts, which will send specific outage information to affected customers that have enrolled via their preferred communication method(s).
 - An online outage map with real time information and updates on area outages at RMLD.com. Outages may also be reported via the online outage map.
 - A dedicated phone number to report area outages.
- Customers will be able to opt-in within next few months, launch to follow



Energy Star Appliance Rebates

Appliance*	Rebate Amount
Electric Heat Pump Hot Water Heater	\$500
Central Air Conditioning	\$200
Room Air Conditioner	\$25
Refrigerator	\$50
Washing Machine	\$50
Electric Clothes Dryer	\$50
Dehumidifier	\$25
Wireless Smart Thermostat	\$50

*See program guidelines for specific requirements.

Apply online via Customer Rebate Portal

Online Store

- LED lighting and advanced power strips at 50% off
- Wireless thermostats with instant rebate applied
- Promos with additional discounts offered frequently
- Smart home products available



No-Cost Home Energy Assessment

- Assesses:
 - Home insulation
 - Lighting
 - Heating/Cooling systems
 - Potential for solar installation
- Makes recommendations for improvements to make home more energy efficient
- Complimentary LED lightbulbs with assessment
- Call RMLD's provider, Energy New England to make an appointment (**888-772-4242**)
- If you have gas, it is recommended that you go through MassSave

Shred the Peak

- A peak is the highest amount of electrical power used within a specific timeframe.
- RMLD's usage during peaks impacts *future* power supply costs and in turn, customer bills. There are also environmental impacts.
- Important peaks include:
 - Annual Capacity peak, which typically occurs on a hot and humid weekday in the summer between the hours of 2:00 pm and 7:00 pm
 - Monthly Transmission peaks



Shred the Peak Participation

- When a peak is predicted, we'll ask customers to voluntarily conserve electricity

**Sign up for email
alerts from RMLD**



**Follow RMLD on
Twitter (@readinglight)**



- Peaks will be predicted multiple times over the course of each month and the year to ensure the actual peak is captured.

RMLD Shred the Peak Efforts

- Peak Shaving Generator – natural gas
- Battery Energy Storage System
- Solar Choice Program
- Time-of-Use Rate



Time-of-Use Rate

Charges	Standard Residential Rate	Residential Time-of-Use Rate
Customer Charge	\$5.12/month	\$8.00/month
Distribution Charge	\$0.06711/kWh	\$0.04022/kWh
Fuel Charge (February 2020)	\$0.03750/kWh	On-Peak: \$0.08685/kWh
		Off-Peak: \$0.02337/kWh

PPCT and Energy Conservation Charges are the same for both rates.

Blended Rate (all kWh line items)	~\$0.16/kWh	~\$0.12/kWh (75/25 split)
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On-Peak: Mon-Fri 12 pm – 7 pm (excluding holidays)

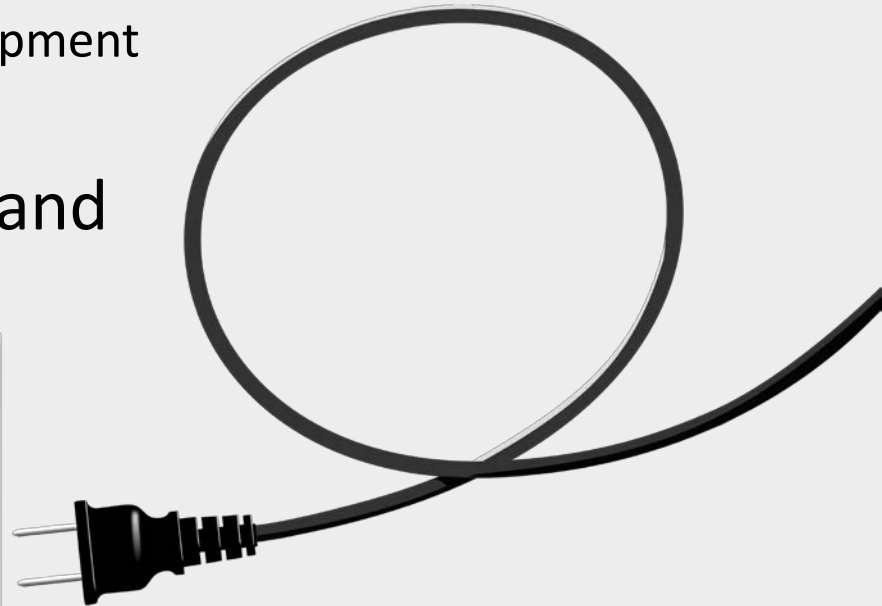
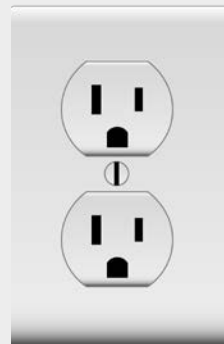
Off-Peak: All other hours

Time-of-Use Rate

- Customers who wish to participate opt-in
- Requires a special meter
- Minimum participation of one year
- Average residential customer uses 39% of their electricity during on-peak hours
- Shift to 75% off peak and 25% on peak on TOU equates to ~18% savings

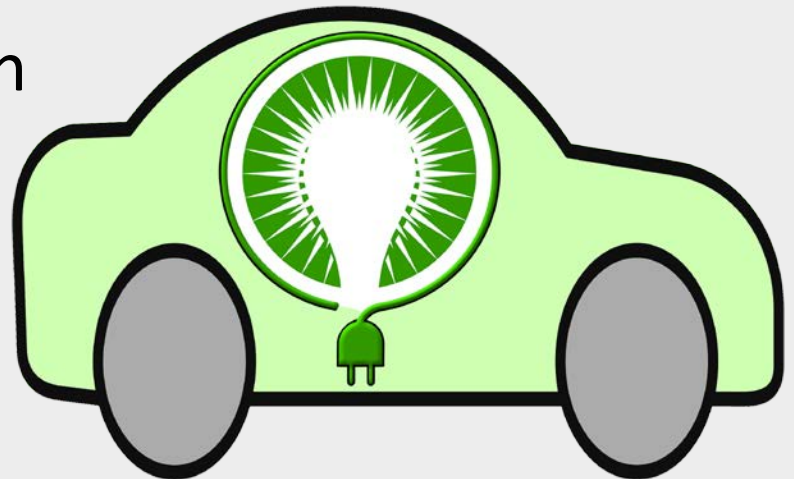
Electrification – what is it?

- The ongoing shift away from fossil fuels toward electric powered items
 - Significant Trends in the areas of:
 - Transportation: **Plug-in Electric Vehicles**
 - Building Heating/Cooling and Water Heating: **Heat Pumps**
 - Industrial Manufacturing Equipment
- The movement to produce electricity with carbon free and renewable resources



Electrification - Plug-in EVs

- Level 2 Electric Vehicle Charging Station Rebate
 - Up to \$750 for equipment
 - Must sign up for Time-of-Use rate and share charging data
- Strategies/policies to increase availability of public charging infrastructure
- 1-2 educational events a year
- Reviewing fleet electrification



Electrification – Air Source Heat Pumps

- Air source heat pumps provide many advantages over traditional fossil-fuel or electric resistance systems:
 - One system to provide both heating and cooling
 - Reduces greenhouse gas emissions
 - Filters and dehumidifies the air
 - Operates quietly
 - AND...

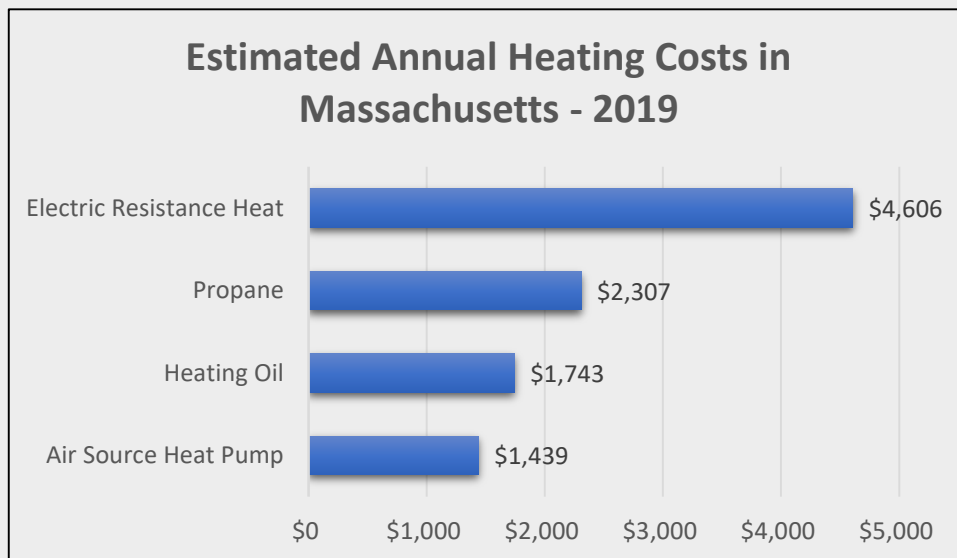


Photo courtesy of MassCEC

Electrification – Air Source Heat Pumps

- **SAVES MONEY**

- For customers with existing oil or propane systems, the increase in electricity to operate an air source heat pump is offset by the decrease in oil/propane costs
- For customers with existing electric resistance heat, air source heat pumps are more efficient



Source: MA DOER 2019



Electrification – Air Source Heat Pumps

UPDATED REBATE LAUNCHES APRIL 1st!!!



Equipment	Rebate
Air Source Central Heat Pump	\$750
Air Source Mini-Split Heat Pump	\$200 or \$1,000 per ton ¹
Integrated Controls Add-on	\$500
¹ Minimum efficiency requirements apply.	

	Existing Fuel	Delivery Method	Efficiency Requirements	Rebate
Air Source Central Heat Pump	Any		Central HP AHRI SEER ≥ 15 , HSPF ≥ 9	\$750
Air Source Mini-Split Heat Pump	Existing HP	Non-Ducted	SEER ≥ 15 , HSPF ≥ 10 , COP 1.75 at 5°F	\$200 per ton
		Ducted, Mixed-Ducted	AHRI SEER ≥ 15 , HSPF ≥ 9	
	Oil or Propane	Ducted, Mixed-Ducted	AHRI SEER ≥ 15 , HSPF ≥ 9	\$1,000 per ton
		Non-Ducted	SEER ≥ 15 , HSPF ≥ 10 , COP 1.75 at 5°F	
	Electric Resistance	Ductless, Ducted, Mixed-Ducted	AHRI SEER ≥ 15 , HSPF ≥ 9	
Integrated Controls Add-on	Oil or Propane	Ducted, Mixed-Ducted or Non-Ducted	Add-on to central or mini-split heat pump	\$500

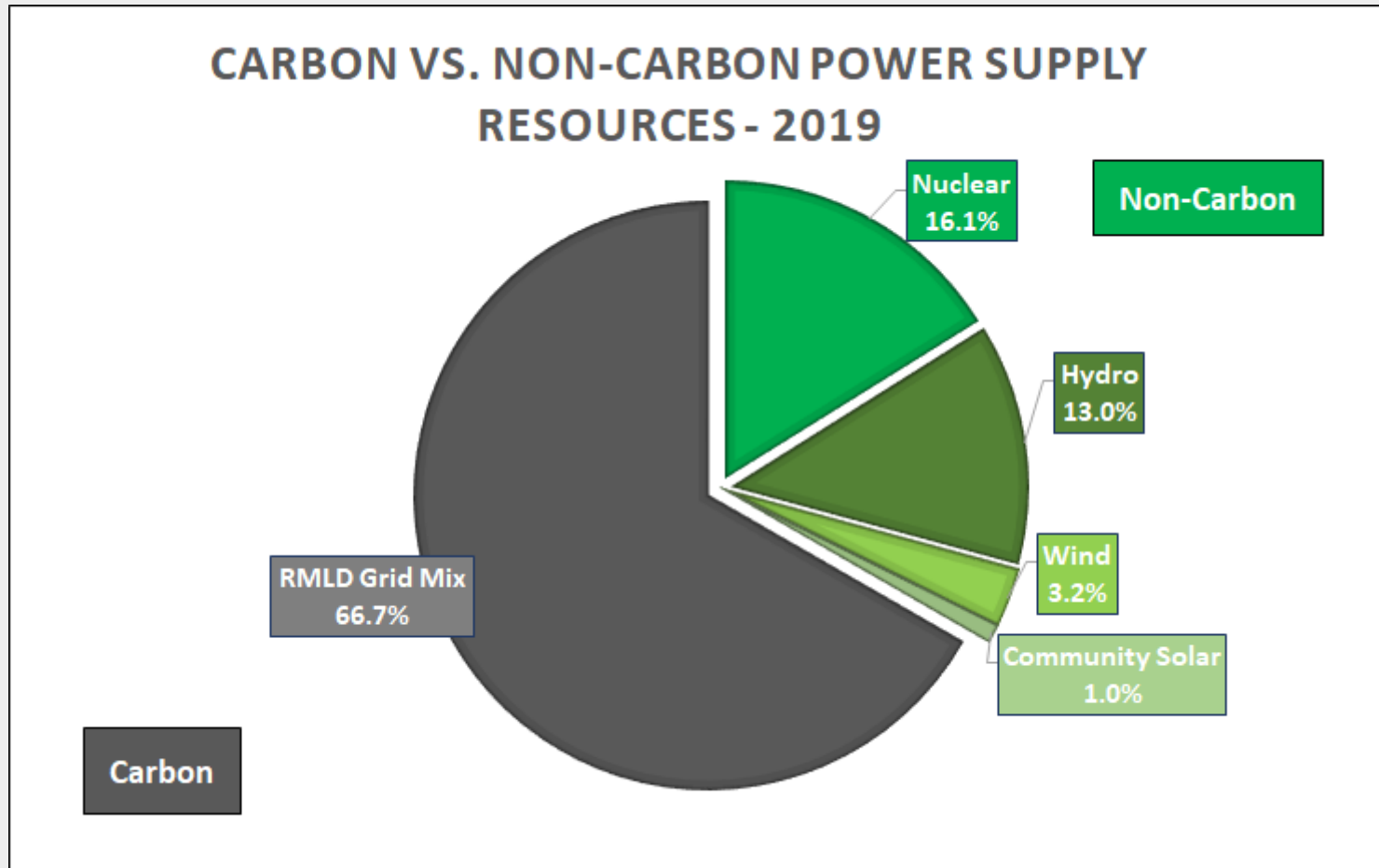
Electrification – Residential Electric Panel Upgrade

- **BRAND NEW REBATE LAUNCHES APRIL 1st!**
- Supports residential customers who may need to upgrade their electrical panel to a higher amperage in order to accommodate additional load from an EV charging station, heat pump, or other electrical equipment

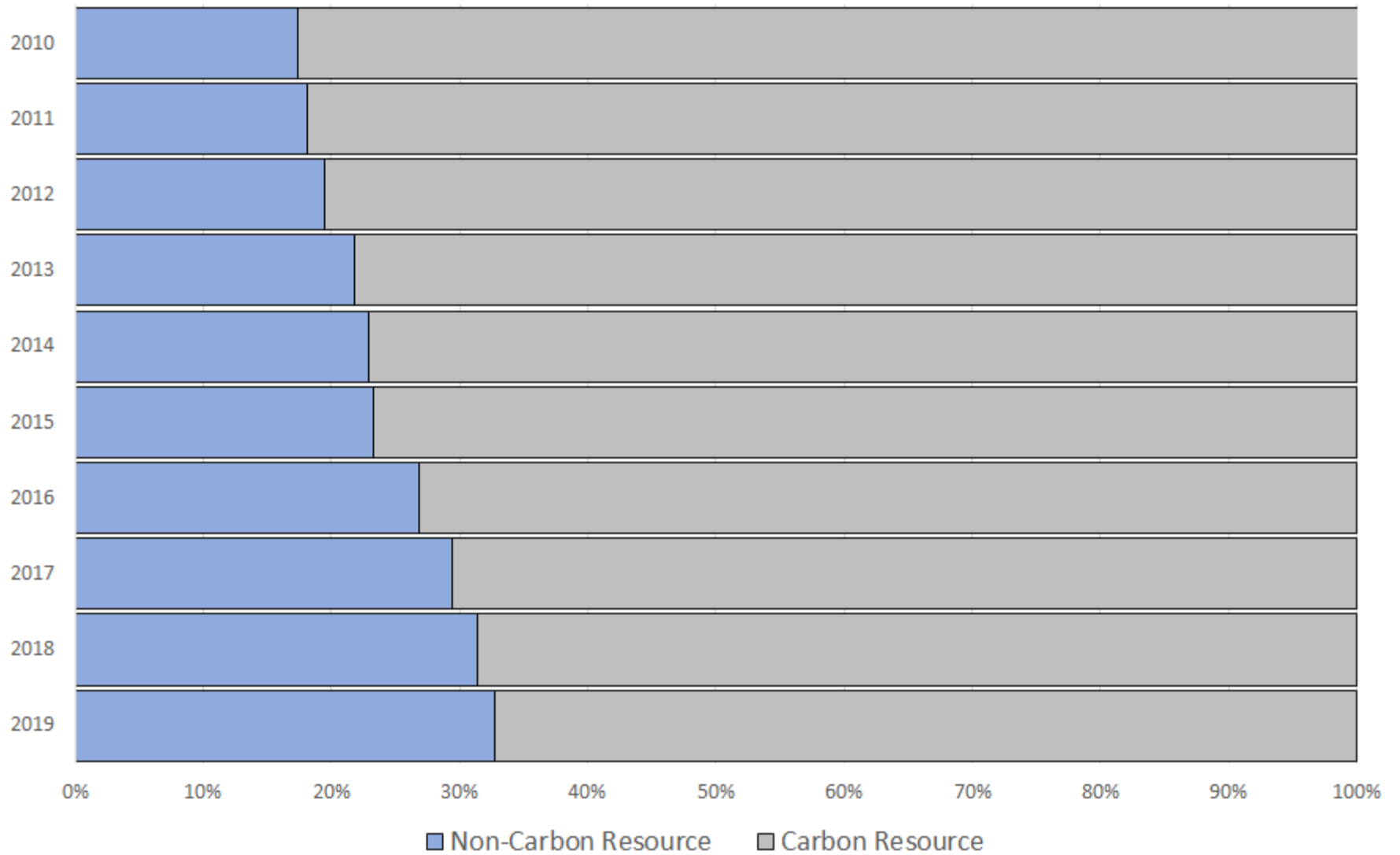


Amperage Upgrade	Rebate
Upgrade to 100-amp standard or smart panel	\$300
Upgrade to 200-amp standard or smart panel	\$500
Upgrade to 400-amp standard or smart panel	\$750

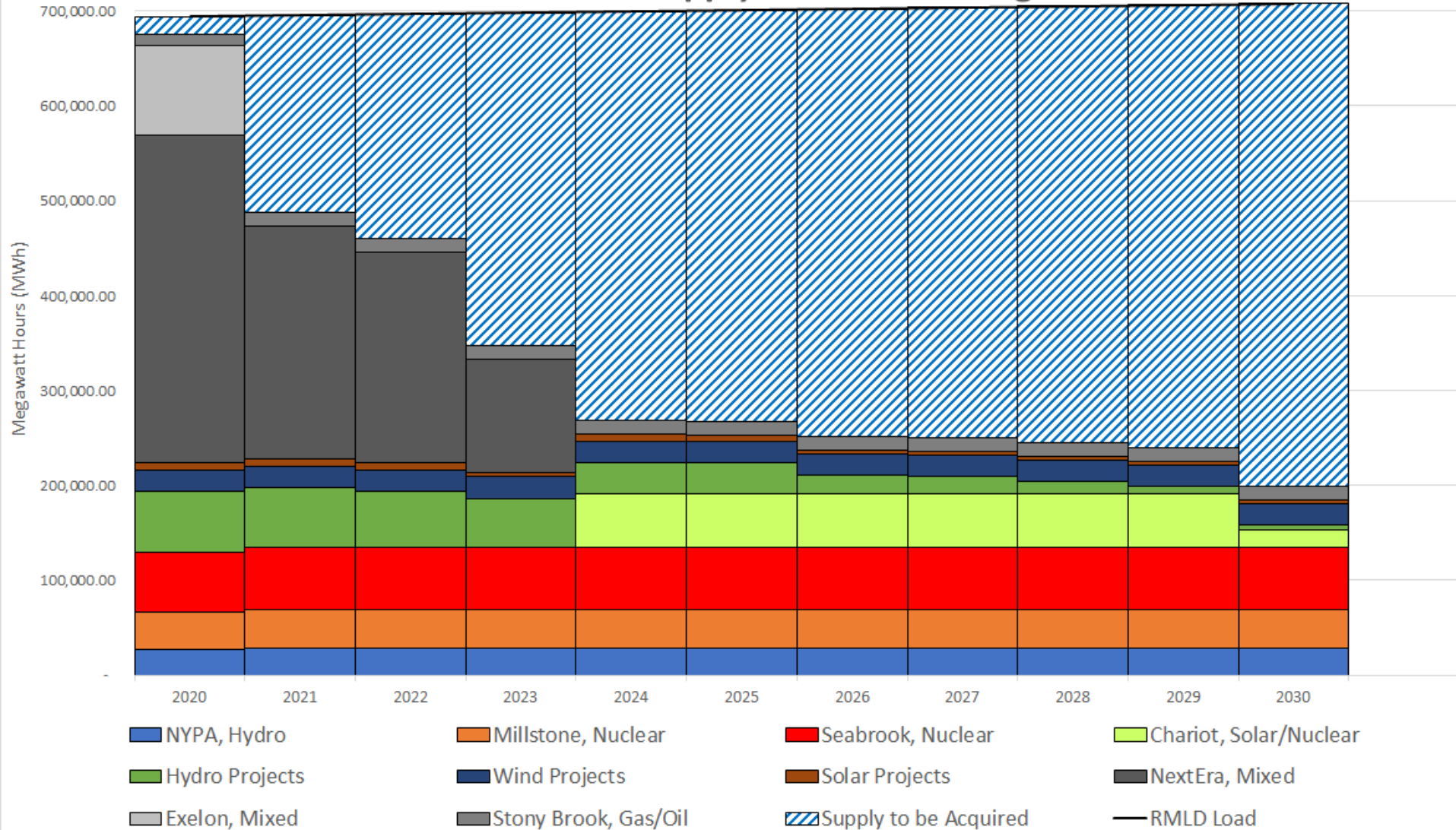
Electrification – Power Supply



RMLD Non-Carbon vs. Carbon Historical Portfolio %

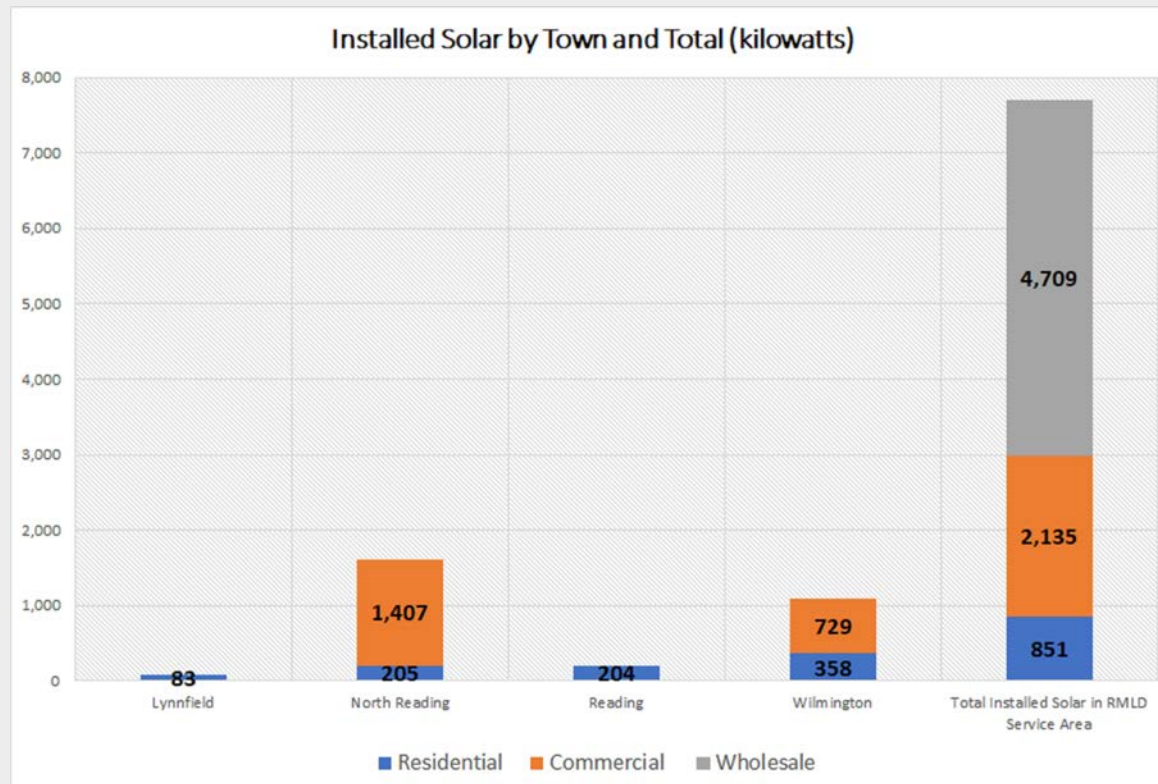


RMLD Power Supply: Outlook Through 2030



Electrification - Residential Solar

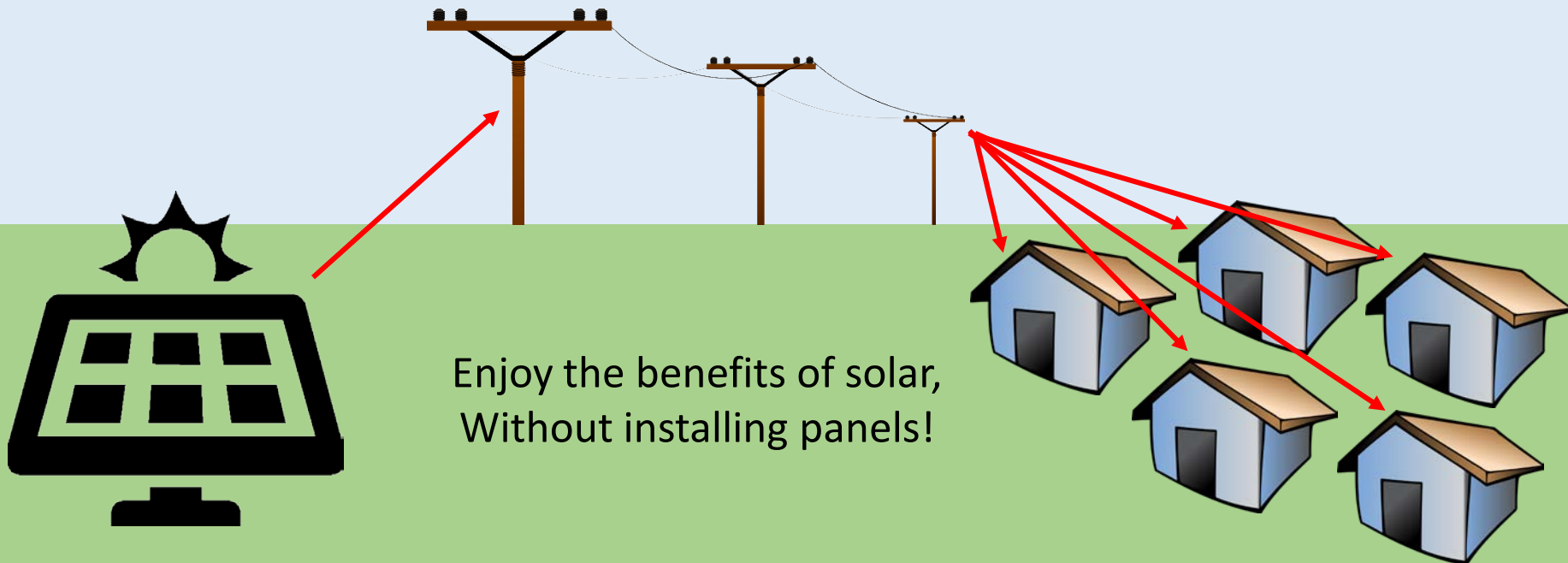
- Limited-Time MLP Rebate Available Thru July 1st
 - \$1,200 per kilowatt (max size 25 kilowatt)
 - Not to exceed 50% of total install costs



Electrification - Solar Choice

Community Shared Solar

- RMLD purchases the electricity from the arrays (locally installed)
- The electricity is distributed to the community
- The program is financed by customers who opt-in or “subscribe.” Participating customers share in the costs and the financial benefits



ENERGY EFFICIENCY

Facts About Heating and Cooling

Heating and cooling is the largest energy user in your home, typically making up about 35-40% of your total energy use.

You can save as much as 10% per year on heating and cooling by turning your thermostat down 7-10 degrees for eight hours a day in the fall and winter and vice versa in the spring and summer.

Heat and Cool Efficiently

- Use a programmable/wireless thermostat to control temperature.
- Consider a smart thermostat which automatically adjusts temperature settings for optimal performance.
- Maintain your home heating and cooling systems per the manufacturer's specifications.
- Seal air ducts at joints.



Weatherize Your Home

- Weatherstrip doors and windows.
- Caulk and seal air leaks.
- Install foam gaskets behind outlet and switch plates on walls.
- Use foam sealant on larger gaps around windows, doors, etc.
- Check for open fireplace dampers and make sure they operate properly.
- Consider additional insulation.

Be Efficient with Appliances

Refrigerator

- Check that door seals are air-tight
- Use a thermometer to ensure both fridge and freeze are set at the appropriate temperature

Dishwasher

- Only run when full (but not overloaded)
- Let dishes air dry instead of using the heated dry cycle

Clothes Washer

- Using warm or cold water instead of hot water can cut a load's energy use in half.
- Use the appropriate water level setting based on the amount of clothes you're washing.

Clothes Dryer

- Use lower heat settings even if the drying cycle is longer.
- Dry towels and heavier cottons separate from lighter-weight clothes.

Be Efficient with Lighting

Choose energy efficient lighting fixtures when possible.

Expected Lifespan of Various Bulb Types

Traditional Incandescent	Energy Saving (Halogen) Incandescent	Compact Fluorescent Light Bulbs (CFLs)	Light Emitting Diode (LED) Bulbs
1,000 hours	3,000 hours	10,000 hours	25,000 hours

Home Electrical Service Configuration

- Ownership
- Whole-home Surge Protector
- Safety



Questions?
Thank You!

RMLD



Reading Municipal Light Department
RELIABLE POWER

781-942-6598

energyrml@gmail.com

www.rml.com

ENGINEERING & OPERATIONS REPORT
ATTACHMENT 5

ENGINEERING & OPERATIONS REPORT

Hamid Jaffari, Director of Engineering & Operations

RMLD Board of Commissioners Meeting
March 19, 2020



Customer Notification System

Phase 1 (IVR) – Unplanned Outage Alerts

- **Customers who enroll will receive Outage Alerts:**
 - Customers must Opt in! Customer preferred communication method (phone, text, and/or email)
 - Outage Alerts are sent when:
 - An outage is detected by OMS through **AMI-Last Gasp/SCADA**
 - An ETR (estimated time of restoration) is determined by **OMS/Operator** and the message is delivered by **IVR**
 - Power restoration is notified by **IVR**
- **Reporting/Viewing Outage Tools:**
 - Dedicated Outage Phone Line (automated) will be provided for reporting the outages– no enrollment needed
 - Outage Map available for viewing on website – no enrollment needed
- **Campaign to seek customer enrollments to launch April 1**
- **System to go live estimated July 1**



Phase 1: How It Works

Survalent OMS

- Detects outage
- Once verified, communicates with IVR to send alert to customers who have enrolled
- Outage Map shows up-to-date info and accepts outage reports

Centurion CARES(IVR)

- Receives alert that there is an outage from OMS
- Checks data from SpryPoint and CIS to get customers information in affected area
- Sends outage alerts based on customer preference (Text, Phone, Email)
- Takes outage reports via Automated Outage Phone Line and text/email (for enrolled customers) and sends info back to OMS

SpryPoint Opt-in Portal

- Allows customers to enroll in alerts at any time
- Sends updated customer data to Centurion CARES IVR every 5 minutes



Customer Notification System Phase 2 (**CNS**)

Planned Outage Alerts

- For maintenance work, meter changeouts, etc.

Shred the Peak Alerts/ISO-Alerts

- Appeals to conserve electricity during peak times

Program/Event Notifications (**Must Opt In!**-future)

- New rebate programs
- New customer tools
- Educational Events
- ***No launch date at this time**



Phase 2: How It Works

Centurion CARES (CNS)

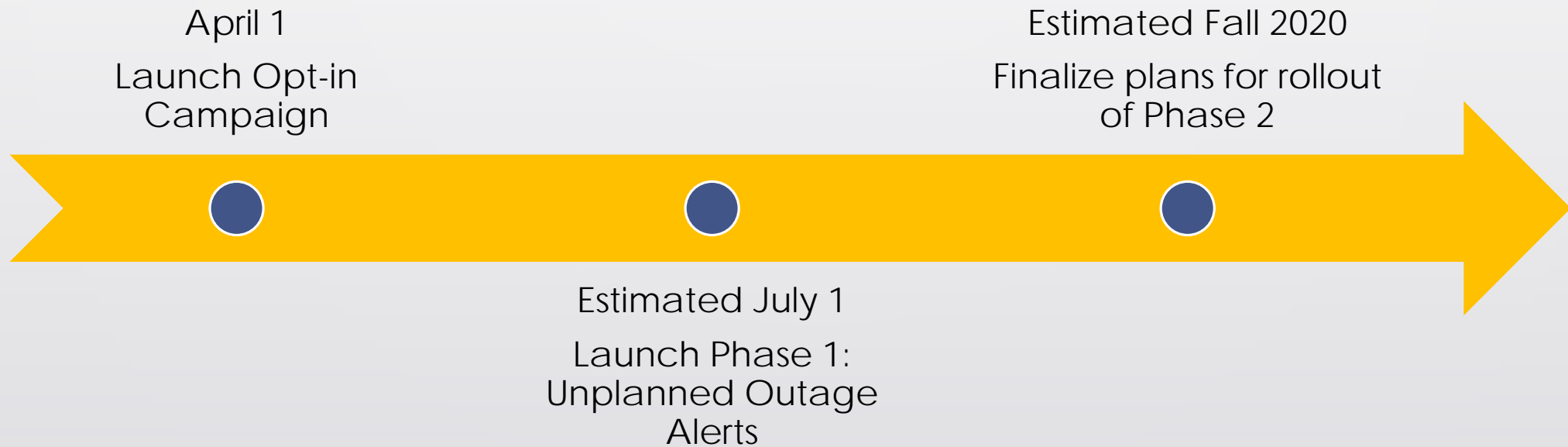
- Integrates with SpryPoint/CIS & GIS systems to be determined as avenue to send messages
- Sends alerts/messages via preferred method of communication to all customers within a certain geographic area

SpryPoint Opt-in Portal

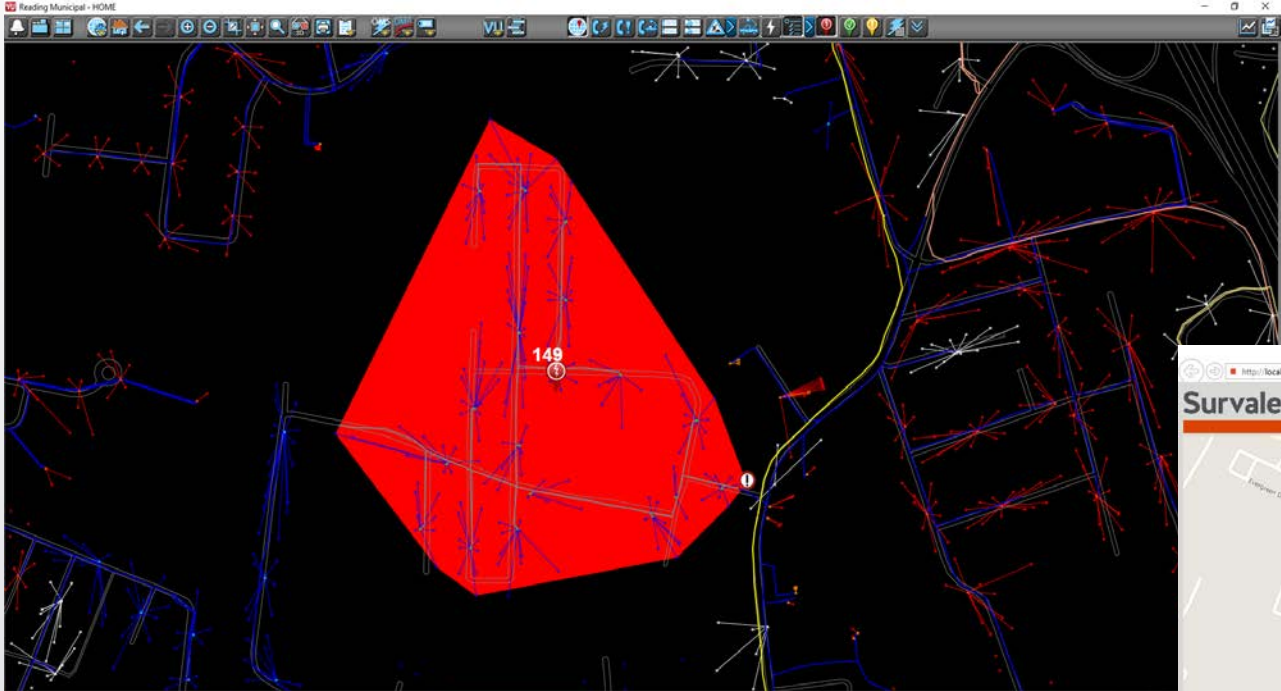
- Allows customers to enroll in alerts at any time
- Sends updated customer data to Centurion CARES every 5 minutes



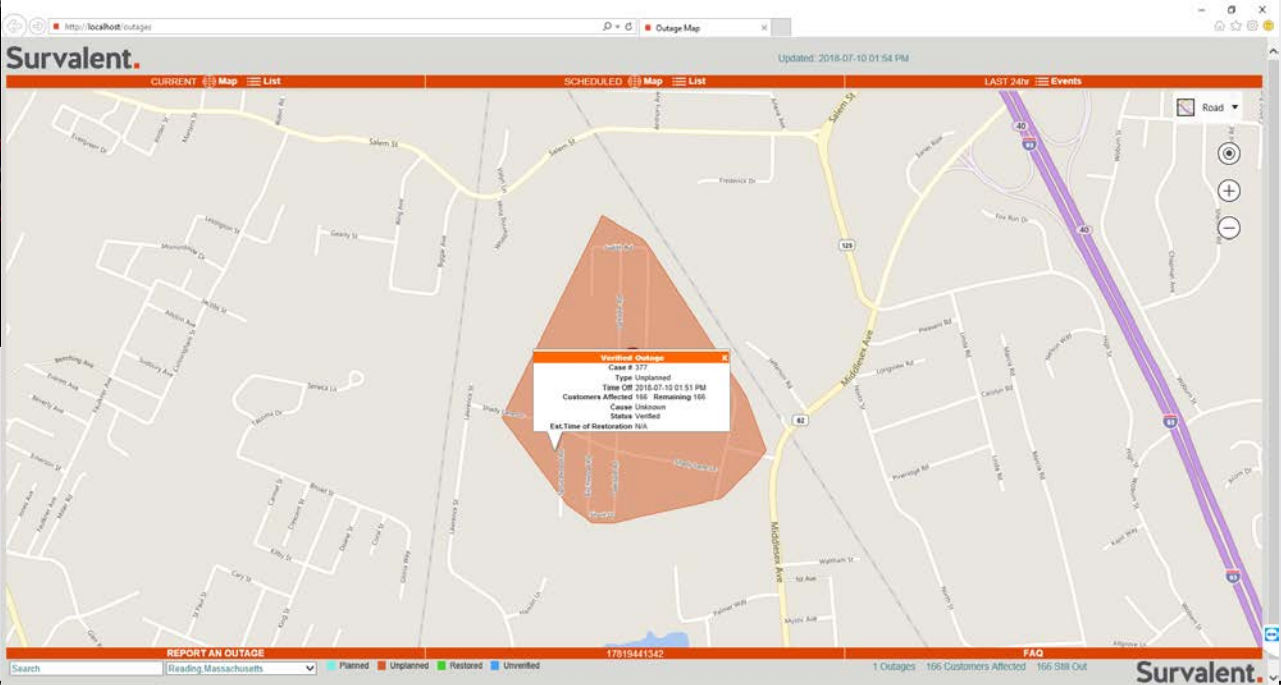
Timeline



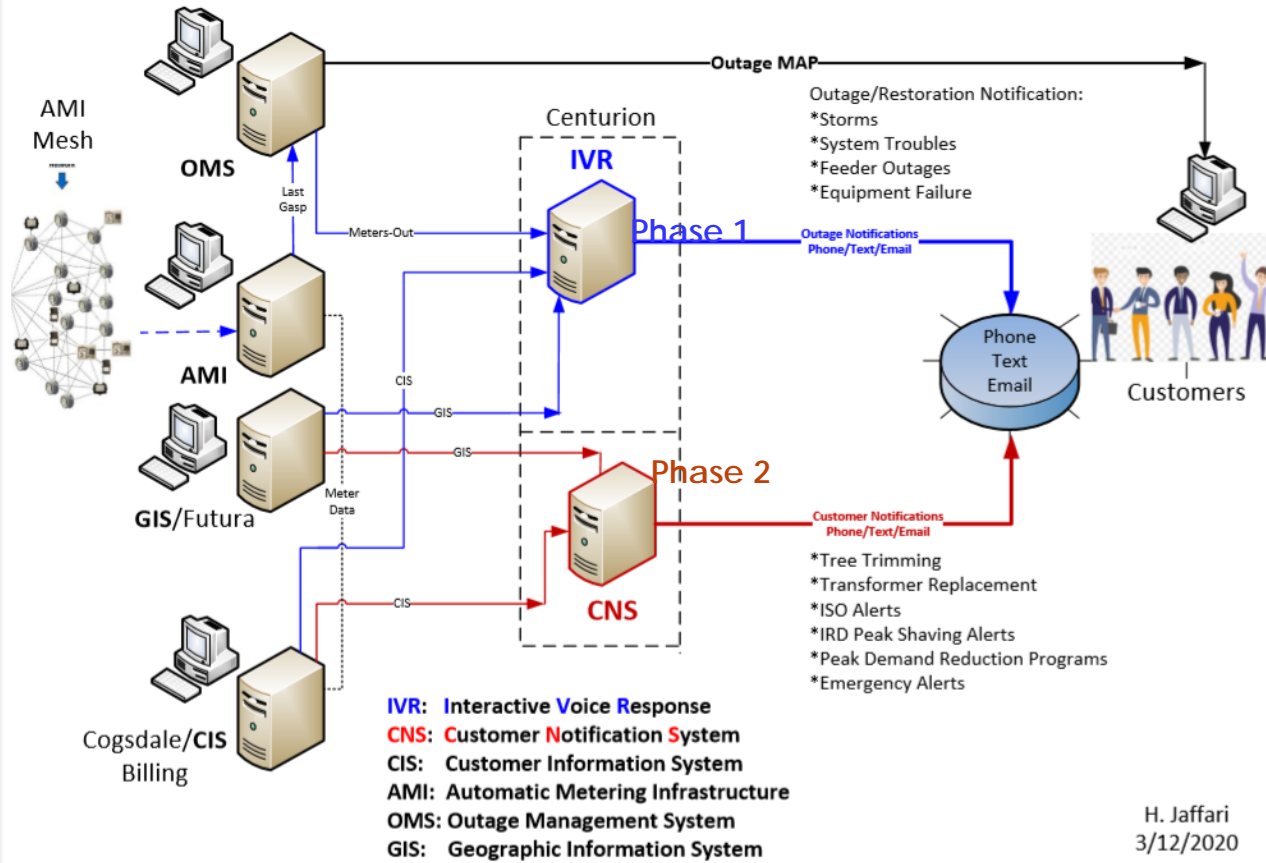
SCADA/OMS



Customer Portal



RMLD Intra Communication with Customers (OMS/IVR/CNS)



H. Jaffari
3/12/2020

Maintenance Programs

- ❖ Tree Trimming – January: 15 spans 15 spans YTD

- ❖ Inspection of Feeders –
 2020 Inspections To Date (thru 3/13/20):
 - 3W5, 3W6, 3W7, 3W8, 3W13, 3W14, 3W15 and 3W18
 - 4W4, 4W5, 4W6, 4W7, 4W9, 4W10, 4W16, 4W17

- ❖ Pole Inspection/Replacement Program
 277 of 518 failed poles have been set 255 of 277 transfers completed

- ❖ Infrared Scans – Completed through February - No Hot Spots Found

- ❖ Manhole Inspection – on-going

- ❖ Porcelain Cutout Replacement – on-going

Maintenance Programs (continued)

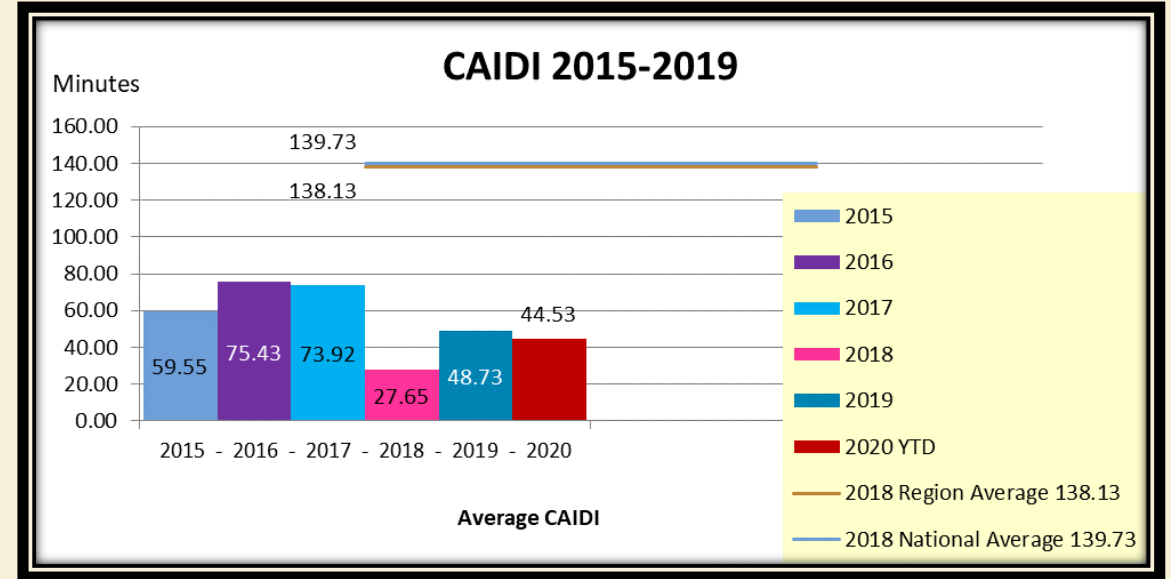
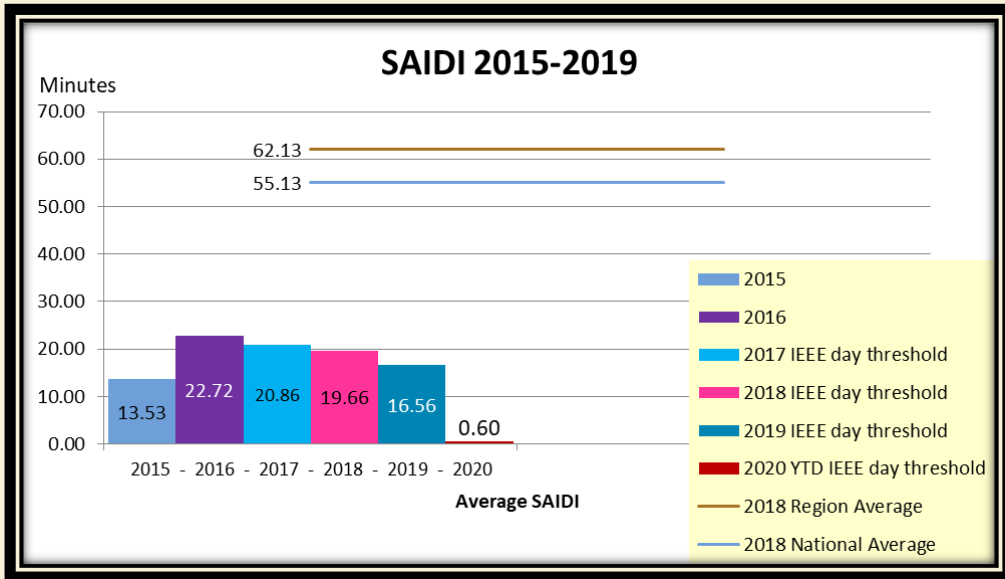
Aged Transformer Replacement 2020

2020	Pad-mount		Pole-mount		Total
	single-phase	three-phase	single-phase	three-phase	
JANUARY	0	0	2	1	3
FEBRUARY	0	0	7	2	9
YTD TOTAL:	0	0	9	3	12

TRANSFORMERS SYSTEM-WIDE			
	# OF TRANSFORMERS	# 25-YEARS OR OLDER	% 25-YEARS OR OLDER
<i>As of March 13, 2020</i>	4,057	1,541	37.98%

RMLD Reliability Indices

YTD Averages through February

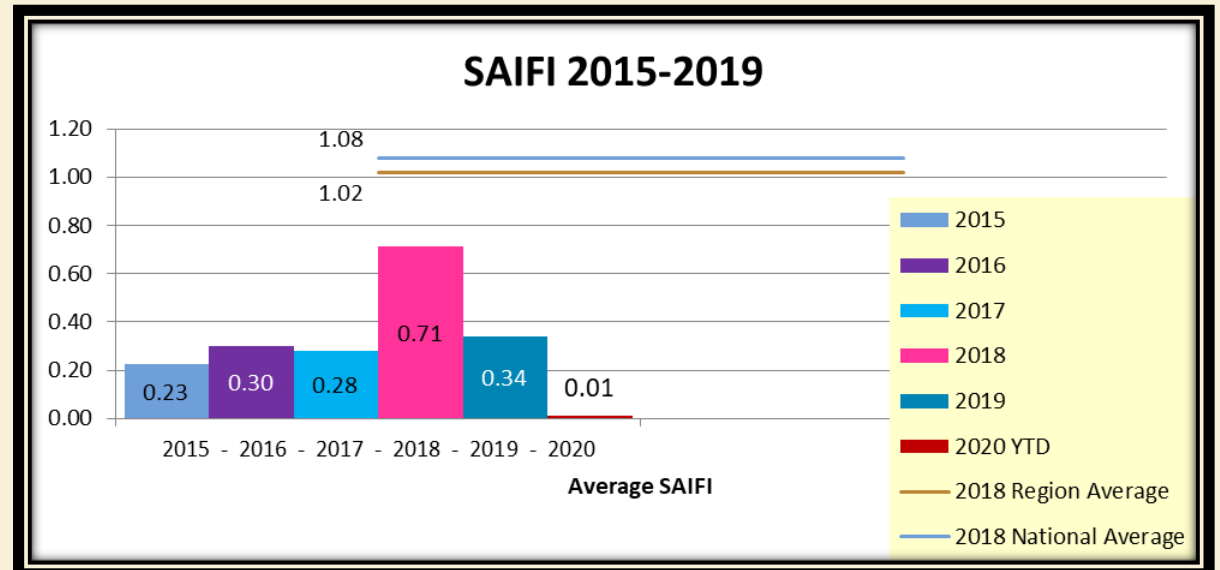


$$SAIDI \text{ (Minutes)} = \frac{\text{Total Duration of Customer Interruptions}}{\text{Total Number of Customers Served}}$$

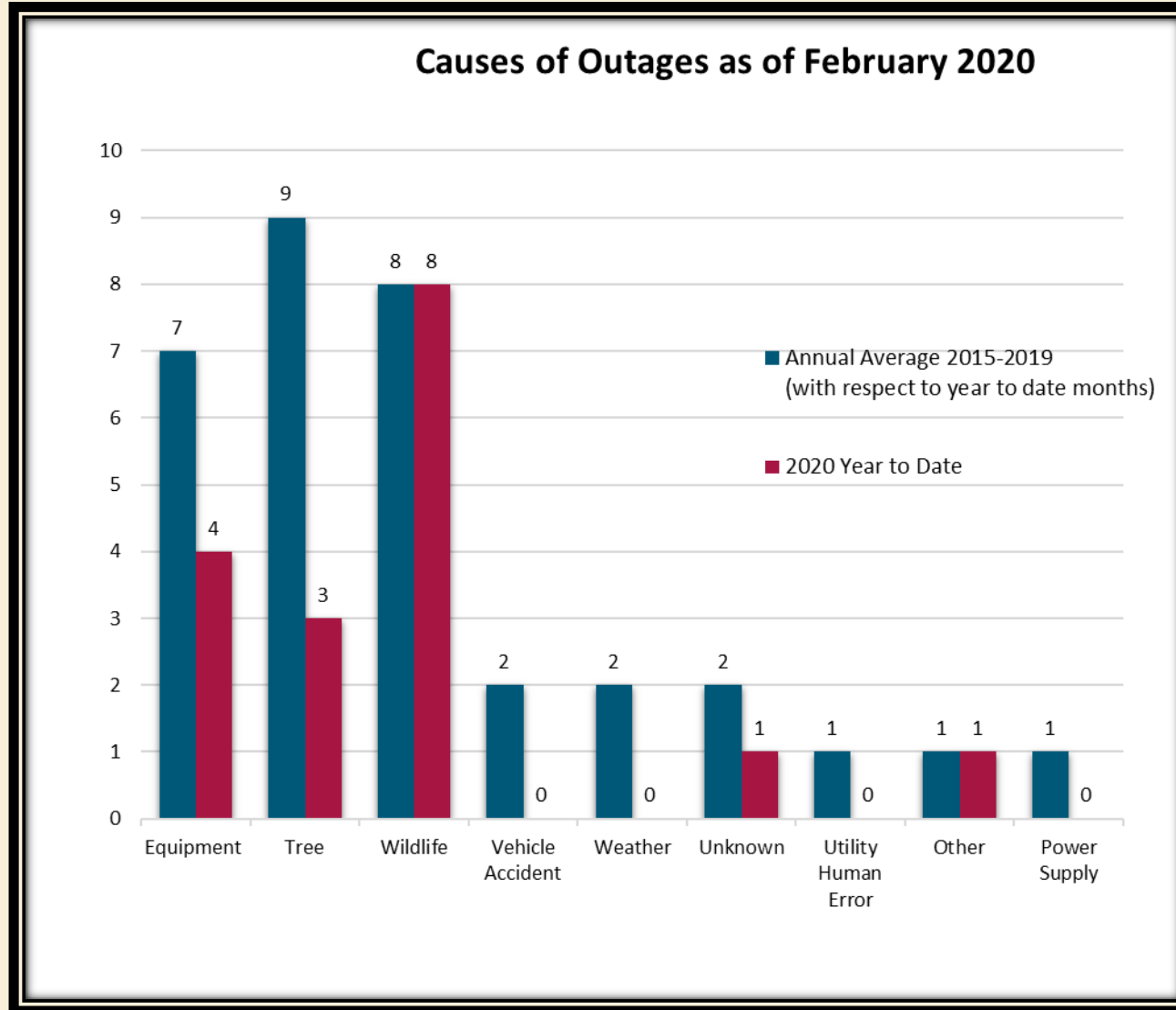
$$CAIDI \text{ (Minutes)} = \frac{\text{Total Duration of Customer Interruptions}}{\text{Total Number of Customer Interruptions}}$$

Note: The major event (ME) threshold allows a utility to remove outages that exceed the IEEE 2.5 beta threshold for events. These events could be severe weather, which can lead to unusually long outages in comparison to your distribution system's typical outage.

$$SAIFI = \frac{\text{Total Number of Customer Interruptions}}{\text{Total Number of Customers Served}}$$



Outages



FACILITIES PROJECTS



BACK-UP GENERATOR - COMPLETE

RMLD PROCUREMENT REQUEST
REQUIRING BOARD APPROVAL
ATTACHMENT 6

February 27, 2020

Town of Reading Municipal Light Board

Subject: IFP 2020-04 Solid Dielectric Padmounted Switchgear

Pursuant to M.G.L c. 164 § 56D, on February 5, 2020, an invitation for proposals was placed as a legal notice in the Middlesex East Section of the Daily Times Chronicle and posted on the RMLD website requesting sealed proposals for Solid Dielectric Padmounted Switchgear.

An invitation for proposals was sent to the following seventeen companies:

Anixter Inc.	Circuit Breaker Sales Co., Inc.	Deltek
Diversified Electric Services, Inc.	E.L. Flowers & Associates	Eaton Cooper Power Systems
Electric Control Equipment	Graybar Electric Company, Inc.	Hasgo Power Equipment Sales, Inc.
Innovative Switchgear Solutions, Inc.	Stuart C. Irby Company	Power Sales Group, Inc.
PowerTech Associated dba UPSC	Robinson Sales, Inc.	Shamrock Power Sales LLC
Trayer Engineering Corp.	WESCO Distribution, Inc.	

Sealed proposals were received from four companies: Innovative Switchgear Solutions, Inc., S&C Electric Company c/o E.L. Flowers & Associates, G&W Electric Company c/o Power Sales Group, Inc., and WESCO Distribution, Inc. S&C Electric Company c/o E.L. Flowers & Associates and G&W Electric Company c/o Power Sales Group, Inc. were non-responsive.

The sealed proposals were publicly opened and read aloud at 11:00 a.m., February 26, 2020, in the Town of Reading Municipal Light Department's Audio Visual Spurr Room, 230 Ash Street, Reading, Massachusetts.

The proposals were reviewed, analyzed, and evaluated by staff and recommended to the General Manager.

Move that IFP 2020-04 for Solid Dielectric Padmounted Switchgear be awarded to **Innovative Switchgear Solutions, Inc. for \$988,650¹** (3-year contract) pursuant to Chapter 164 § 56D on the recommendation of the General Manager.

¹See attached analysis.

The CY20 Capital Budget amount for this item is \$312,500.



Peter Price



Hamid Jaffar



Coleen O'Brien

**Solid Dielectric Padmounted Switchgear
IFP 2020-04**

<u>Bidder</u>	<u>Manufacturer</u>	<u>Unit Price</u>	<u>Qty</u>	<u>Total Price</u>	<u>Delivery Date</u> <u>ARO</u>	<u>Meets</u> <u>specifications</u>
Innovative Switchgear Solutions, Inc.						
Padmount Switchgear	Innovative Switchgear					
Year 1		\$69,320.00	5	\$346,600.00	16 weeks	yes
Year 2		\$70,710.00	5	\$353,550.00	16 weeks	yes
Year 3		\$72,125.00	4	\$288,500.00	16 weeks	yes
				<u>\$988,650.00</u>		

Engineering Notes: Exceptions are acceptable.

WESCO Distribution, Inc.						
Padmount Switchgear	ABB					
Year 1		\$115,978.00	5	\$579,890.00	22-24 weeks	yes
Year 2		\$120,811.00	5	\$604,055.00	22-24 weeks	yes
Year 3		\$125,845.00	4	\$503,380.00	22-24 weeks	yes
				<u>\$1,687,325.00</u>		



March 13, 2020

Town of Reading Municipal Light Board

Subject: IFP 2020-05 Pole Mounted Transformers

Pursuant to M.G.L. c. 164 § 56D, on February 19, 2020, an invitation for proposals was placed as a legal notice in the Middlesex East Section of the Daily Times Chronicle, and on February 21, 2020, the invitation was posted on the RMLD website requesting sealed proposals for Pole Mounted Transformers.

An invitation for proposals was sent to the following twelve companies:

- | | | |
|-----------------------------------|----------------------------|--------------------------------|
| E.L. Flowers & Associates | First Line Associates, LLC | Graybar Electric Company, Inc. |
| Hasgo Power Equipment Sales, Inc. | Power Sales Group, Inc. | PowerTech Associates dba UPSC |
| Prime Vendor, Inc. | Robinson Sales, Inc. | Shamrock Power Sales LLC |
| Stuart C. Irby Company | WESCO Distribution, Inc. | Yale Electrical Supply Company |

Sealed proposals were received from five companies: Central Moloney, Inc., Graybar Electric Company, Inc., WESCO Distribution, Inc., Stuart C. Irby Company, and two (2) from Howard Industries, Inc. c/o Power Sales Group, Inc. Central Moloney, Inc., was non-responsive.

The sealed proposals were publicly opened and read aloud at 11:00 a.m., March 4, 2020, in the Town of Reading Municipal Light Department's Audio Visual Spurr Room, 230 Ash Street, Reading, Massachusetts.

The proposals were reviewed, analyzed, and evaluated by staff and recommended to the General Manager.


Move that IFP 2020-05 for Pole Mounted Transformers be awarded to: **Graybar Electric Company, Inc., for \$220,589 and WESCO Distribution, Inc., for \$6,787, for a total of \$227,376¹**, pursuant to M.G.L. c. 164 § 56D, on the recommendation of the General Manager.

¹See attached analysis.

The 2020 Capital Budget amount for these items is \$275,425.


Vaughan Bryan 3/13/2020


Hamid Jaffari 3/17/2020


Coleen O'Brien

**Analysis - Pole Mounted Transformers
IFP 2020-05**

<u>Proposer</u>	<u>Manufacturer</u>	<u>Delivery Date</u>	<u>Unit Price</u>	<u>Qty</u>	<u>Total Net Price</u>	<u>Net Cost Awarded</u>	<u>Meet Specification Requirement</u>
Graybar Electric Company, Inc.							
Item 1 25 kVa 1Ø Δ 240/120	GE	9 Weeks	\$917.00	3	\$2,751.00	\$2,751.00	yes
Item 2 37.5 kVa 1Ø Δ 240/120	GE	9 Weeks	\$987.00	9	\$8,883.00	\$8,883.00	yes
Item 3 37.5 kVa 1Ø Δ 480/240	GE	9 Weeks	\$1,025.00	6	\$6,150.00	\$6,150.00	yes
Item 4 225 kVa 3Ø Δ 277/480	no quote						
Item 5 25 kVa 1Ø WYE 240/120	GE	9 Weeks	\$973.00	5	\$4,865.00	\$4,865.00	yes
Item 6 37.5 kVa 1Ø WYE 240/120	GE	9 Weeks	\$1,072.00	25	\$26,800.00	\$26,800.00	yes
Item 7 50 kVa 1Ø WYE 240/120	GE	9 Weeks	\$1,186.00	50	\$59,300.00	\$59,300.00	yes
Item 8 75 kVa 1Ø WYE 240/120	GE	9 Weeks	\$1,716.00	45	\$77,220.00	\$77,220.00	yes
Item 9 100 kVa 1Ø WYE 240/120	GE	9 Weeks	\$2,308.00	15	\$34,620.00	\$34,620.00	yes
					<u>\$220,589.00</u>	<u>\$220,589.00</u>	
WESCO Distribution, Inc.							
Item 1 25 kVa 1Ø Δ 240/120	Power Partners	10-12 Weeks	\$954.00	3	\$2,862.00		
Item 2 37.5 kVa 1Ø Δ 240/120	Power Partners	10-12 Weeks	\$1,129.00	9	\$10,161.00		
Item 3 37.5 kVa 1Ø Δ 480/240	Power Partners	10-12 Weeks	\$1,075.00	6	\$6,450.00		
Item 4 225 kVa 3Ø Δ 277/480	Power Partners	14-16 Weeks	\$6,787.00	1	\$6,787.00	\$6,787.00	yes
Item 5 25 kVa 1Ø WYE 240/120	Power Partners	10-12 Weeks	\$1,241.00	5	\$6,205.00		
Item 6 37.5 kVa 1Ø WYE 240/120	Power Partners	10-12 Weeks	\$1,373.00	25	\$34,325.00		
Item 7 50 kVa 1Ø WYE 240/120	Power Partners	10-12 Weeks	\$1,445.00	50	\$72,250.00		
Item 8 75 kVa 1Ø WYE 240/120	Power Partners	10-12 Weeks	\$2,212.00	45	\$99,540.00		
Item 9 100 kVa 1Ø WYE 240/120	Power Partners	10-12 Weeks	\$2,977.00	15	\$44,655.00		
					<u>\$283,235.00</u>	<u>\$6,787.00</u>	
Stuart C. Irby Company							
Item 1 25 kVa 1Ø Δ 240/120	Power Partners	10-12 Weeks	\$965.00	3	\$2,895.00		
Item 2 37.5 kVa 1Ø Δ 240/120	Power Partners	10-12 Weeks	\$1,141.00	9	\$10,269.00		
Item 3 37.5 kVa 1Ø Δ 480/240	Power Partners	10-12 Weeks	\$1,087.00	6	\$6,522.00		
Item 4 225 kVa 3Ø Δ 277/480	Power Partners	16-18 Weeks	\$6,859.00	1	\$6,859.00		
Item 5 25 kVa 1Ø WYE 240/120	Power Partners	10-12 Weeks	\$1,241.00	5	\$6,205.00		
Item 6 37.5 kVa 1Ø WYE 240/120	Power Partners	10-12 Weeks	\$1,407.00	25	\$35,175.00		
Item 7 50 kVa 1Ø WYE 240/120	Power Partners	10-12 Weeks	\$1,497.00	50	\$74,850.00		
Item 8 75 kVa 1Ø WYE 240/120	Power Partners	10-12 Weeks	\$2,265.00	45	\$101,925.00		
Item 9 100 kVa 1Ø WYE 240/120	Power Partners	16-18 Weeks	\$3,250.00	15	\$48,750.00		
					<u>\$293,450.00</u>	<u>\$0.00</u>	
Howard Industries c/o Power Sales Group							
Item 1 25 kVa 1Ø Δ 240/120	Howard	12-14 Weeks	\$1,068.00	3	\$3,204.00		
Item 2 37.5 kVa 1Ø Δ 240/120	Howard	12-14 Weeks	\$1,167.00	9	\$10,503.00		
Item 3 37.5 kVa 1Ø Δ 480/240	Howard	12-14 Weeks	\$1,175.00	6	\$7,050.00		
Item 4 225 kVa 3Ø Δ 277/480	Howard	14-16 Weeks	\$9,576.00	1	\$9,576.00		
Item 5 25 kVa 1Ø WYE 240/120	Howard	12-14 Weeks	\$1,353.00	5	\$6,765.00		
Item 6 37.5 kVa 1Ø WYE 240/120	Howard	12-14 Weeks	\$1,535.00	25	\$38,375.00		
Item 7 50 kVa 1Ø WYE 240/120	Howard	12-14 Weeks	\$1,758.00	50	\$87,900.00		
Item 8 75 kVa 1Ø WYE 240/120	Howard	12-14 Weeks	\$2,639.00	45	\$118,755.00		
Item 9 100 kVa 1Ø WYE 240/120	Howard	12-14 Weeks	\$3,194.00	15	\$47,910.00		
					<u>\$330,038.00</u>	<u>\$0.00</u>	
Howard Industries c/o Power Sales Group							
Item 1 25 kVa 1Ø Δ 240/120	Amorphous	14-16 Weeks	\$1,236.00	3	\$3,708.00		
Item 2 37.5 kVa 1Ø Δ 240/120	Howard	14-16 Weeks	\$1,341.00	9	\$12,069.00		
Item 3 37.5 kVa 1Ø Δ 480/240	Howard	14-16 Weeks	\$1,343.00	6	\$8,058.00		
Item 4 225 kVa 3Ø Δ 277/480	Howard	16-18 Weeks	\$10,501.00	1	\$10,501.00		
Item 5 25 kVa 1Ø WYE 240/120	Howard	14-16 Weeks	\$1,362.00	5	\$6,810.00		
Item 6 37.5 kVa 1Ø WYE 240/120	Howard	14-16 Weeks	\$1,530.00	25	\$38,250.00		
Item 7 50 kVa 1Ø WYE 240/120	Howard	14-16 Weeks	\$1,775.00	50	\$88,750.00		
Item 8 75 kVa 1Ø WYE 240/120	Howard	14-16 Weeks	\$2,558.00	45	\$115,110.00		
Item 9 100 kVa 1Ø WYE 240/120	Howard	14-16 Weeks	\$3,067.00	15	\$46,005.00		
					<u>\$329,261.00</u>	<u>\$0.00</u>	
Total cost for all of the lowest unit price items						\$227,376.00	



March 13, 2020

Town of Reading Municipal Light Board

Subject: IFP 2020-06 Pad Mounted Transformers

Pursuant to M.G.L. c. 164 § 56D, on February 19, 2020, an invitation for proposals was placed as a legal notice in the Middlesex East Section of the Daily Times Chronicle, and on the RMLD website requesting sealed proposals for Pad Mounted Transformers.

An invitation for proposals was sent to the following thirteen companies:

Deltek	E.L. Flowers & Associates	First Line Associates, LLC
Graybar Electric Company, Inc.	Hasgo Power Equipment Sales, Inc.	Power Sales Group, Inc.
PowerTech Associated dba UPSC	Prime Vendor, Inc.	Robinson Sales, Inc.
Shamrock Power Sales LLC	Stuart C. Irby Company	WESCO Distribution, Inc.
Yale Electrical Supply Company		

Sealed proposals were received from five companies: Central Moloney, Inc., Graybar Electric Company, Inc., WESCO Distribution, Inc., Stuart C. Irby Company, and two (2) from Howard Industries, Inc. c/o Power Sales Group, Inc. Central Moloney, Inc., and Graybar Electric Company, Inc., were non-responsive.


The sealed proposals were publicly opened and read aloud at 11:00 a.m., March 4, 2020, in the Town of Reading Municipal Light Department's Audio Visual Spurr Room, 230 Ash Street, Reading, Massachusetts.

The proposals were reviewed, analyzed, and evaluated by staff and recommended to the General Manager.

Move that IFP 2020-06 for Pad Mounted Transformers be awarded to: **WESCO Distribution, Inc., for \$220,756.00¹**, pursuant to M.G.L. c. 164 § 56D, on the recommendation of the General Manager.

¹See attached analysis.

The 2020 Capital Budget amount for these items is \$314,525.

 3/13/2020
Vaughn Bryan

 3/17/2020
Hamid Jaffari


Coleen O'Brien

Analysis - Pad Mounted Transformers
IFP 2020-06

<u>Proposer</u>	<u>Manufacturer</u>	<u>Delivery Date</u>	<u>Unit Cost</u>	<u>Qty</u>	<u>Total Net Cost</u>	<u>Net Cost Awarded</u>	<u>Meet Specification Requirement</u>
WESCO Distribution, Inc.							yes
Item 1 37.5 kVa 1Ø FR3 240/120	ERMCO	12-14 weeks	\$2,247.00	8	\$17,976.00	\$17,976.00	
Item 2 50 kVa 1Ø FR3 240/120	ERMCO	12-14 weeks	\$2,530.00	15	\$37,950.00	\$37,950.00	
Item 3 75 kVa 1Ø FR3 240/120	ERMCO	12-14 weeks	\$2,950.00	20	\$59,000.00	\$59,000.00	
Item 4 100 kVa 1Ø FR3 240/120	ERMCO	12-14 weeks	\$3,484.00	10	\$34,840.00	\$34,840.00	
Item 5 150 kVa 3Ø DF 208Y/120	ERMCO	12-14 weeks	\$6,262.00	1	\$6,262.00	\$6,262.00	
Item 6 225 kVa 3Ø DF 208Y/120	ERMCO	12-14 weeks	\$7,200.00	2	\$14,400.00	\$14,400.00	
Item 7 300 kVa 3Ø DF 208Y/120	ERMCO	12-14 weeks	\$8,028.00	4	\$32,112.00	\$32,112.00	
Item 8 300 kVa 3Ø DF 480Y/277	ERMCO	12-14 weeks	\$7,473.00	1	\$7,473.00	\$7,473.00	
Item 9 500 kVa 3Ø DF 208Y/120	ERMCO	12-14 weeks	\$10,743.00	1	\$10,743.00	\$10,743.00	
					<u>\$220,756.00</u>	<u>\$220,756.00</u>	
<hr/>							
Howard Industries, Inc. c/o Power Sales Group, Inc.							
Item 1 37.5 kVa 1Ø FR3 240/120	Howard	10-12 weeks	\$3,038.00	8	\$24,304.00		
Item 2 50 kVa 1Ø FR3 240/120	Howard	10-12 weeks	\$3,291.00	15	\$49,365.00		
Item 3 75 kVa 1Ø FR3 240/120	Howard	10-12 weeks	\$3,946.00	20	\$78,920.00		
Item 4 100 kVa 1Ø FR3 240/120	Howard	10-12 weeks	\$4,542.00	10	\$45,420.00		
Item 5 150 kVa 3Ø DF 208Y/120	Howard	14-16 weeks	\$9,220.00	1	\$9,220.00		
Item 6 225 kVa 3Ø DF 208Y/120	Howard	14-16 weeks	\$9,782.00	2	\$19,564.00		
Item 7 300 kVa 3Ø DF 208Y/120	Howard		\$10,320.00	4	\$41,280.00		
Item 8 300 kVa 3Ø DF 480Y/277	Howard	14-16 weeks	\$10,769.00	1	\$10,769.00		
Item 9 500 kVa 3Ø DF 208Y/120	Howard	14-16 weeks	\$15,253.00	1	\$15,253.00		
					<u>\$294,095.00</u>	<u>\$0.00</u>	
<hr/>							
Howard Industries, Inc. c/o Power Sales Group, Inc. Amorphous							
Item 1 37.5 kVa 1Ø FR3 240/120	Howard	12-14 weeks	\$3,031.00	8	\$24,248.00		
Item 2 50 kVa 1Ø FR3 240/120	Howard	12-14 weeks	\$3,267.00	15	\$49,005.00		
Item 3 75 kVa 1Ø FR3 240/120	Howard	14-16 weeks	\$3,986.00	20	\$79,720.00		
Item 4 100 kVa 1Ø FR3 240/120	Howard	12-14 weeks	\$4,247.00	10	\$42,470.00		
Item 5 150 kVa 3Ø DF 208Y/120	Howard	16-18 weeks	\$9,653.00	1	\$9,653.00		
Item 6 225 kVa 3Ø DF 208Y/120	Howard	16-18 weeks	\$9,827.00	2	\$19,654.00		
Item 7 300 kVa 3Ø DF 208Y/120	Howard		\$10,668.00	4	\$42,672.00		
Item 8 300 kVa 3Ø DF 480Y/277	Howard	16-18 weeks	\$11,526.00	1	\$11,526.00		
Item 9 500 kVa 3Ø DF 208Y/120	Howard	16-18 weeks	\$14,811.00	1	\$14,811.00		
					<u>\$293,759.00</u>	<u>\$0.00</u>	
<hr/>							
Stuart C. Irby Company							
Item 1 37.5 kVa 1Ø FR3 240/120	no quote						
Item 2 50 kVa 1Ø FR3 240/120	no quote						
Item 3 75 kVa 1Ø FR3 240/120	no quote						
Item 4 100 kVa 1Ø FR3 240/120	no quote						
Item 5 150 kVa 3Ø DF 208Y/120	WEG	32-34 weeks	\$6,787.00	1	\$6,787.00		
Item 6 225 kVa 3Ø DF 208Y/120	WEG	32-34 weeks	\$8,035.00	2	\$16,070.00		
Item 7 300 kVa 3Ø DF 208Y/120	WEG	32-34 weeks	\$8,933.00	4	\$35,732.00		
Item 8 300 kVa 3Ø DF 480Y/277	WEG	32-34 weeks	\$8,278.00	1	\$8,278.00		
Item 9 500 kVa 3Ø DF 208Y/120	WEG	32-34 weeks	\$14,854.00	1	\$14,854.00		
					<u>\$81,721.00</u>	<u>\$0.00</u>	



230 Ash Street
P.O. Box 150
Reading, MA 01867-0250

Tel: (781) 944-1340
Web: www.rml.com

March 9, 2020

Town of Reading Municipal Light Board

Subject: IFP 2020-07 Digger Derrick Truck with Trade-In

Pursuant to M.G.L. c. 164, § 56D, on February 12, 2020, an invitation for proposals was placed as a legal notice in the Middlesex East Section of the Daily Times Chronicle and posted on the RMLD website requesting sealed proposals for a Digger Derrick Truck with Trade-In.

An invitation for proposal was sent to the following twenty (20) companies:

- | | | |
|--|--------------------------------------|------------------------------|
| Altec Industries, Inc. | Baker Equipment Leasing Company | Boston Freightliner, Inc. |
| Coastal International Truck, LLC | CUES | Custom Truck & Trailer, Inc. |
| D.C. Bates Equipment Co., Inc. | Dejana Truck Equipment | Deltek |
| Doering Equipment Co. | G & S Industrial, Inc. | James A. Kiley Co. |
| Liberty International Trucks of New Hampshire, LLC | Mid-State International Trucks, Inc. | Minuteman Trucks, Inc. |
| Nutmeg International Trucks, Inc. | Place Motor, Inc. | Prime Vendor Inc. |
| Sunrise Equipment Company | Taylor & Lloyd, Inc. | |

Sealed proposals were received from four companies: James A. Kiley Co., Minuteman Trucks, Inc., Taylor & Lloyd, Inc., and Liberty International Trucks of New Hampshire, LLC, which was immediately disqualified for not including the required proposal security.

The sealed proposals were publicly opened and read aloud at 11:00 a.m. on March 4, 2020, in the Town of Reading Municipal Light Department's Audio Visual Spurr Room, 230 Ash Street, Reading, Massachusetts.

The proposals were reviewed, analyzed, and evaluated by staff and recommended to the General Manager.


Move that IFP 2020-07 for one (1) Digger Derrick Truck with Trade-In be awarded to: **Minuteman Trucks, Inc. for \$284,955.67¹**, pursuant to M.G.L. c. 164, § 56D, on the recommendation of the General Manager.

¹See attached.

The 2020 Capital Budget amount for this item is \$275,000.



Paul McGonagle



Hamid Jaffari



Coleen O'Brien

**Digger Derrick Truck with Trade-In
IFP 2020-07**

Proposer	<u>Digger Derrick Truck Before Trade-In</u>	<u>Trade-In Value</u>	<u>Digger Derrick Truck Purchase Price Less Trade- In</u>	<u>*Extended Warranty 25.3 (optional)</u>	<u>Digger Derrick Truck Price Less Trade-In including Warranty</u>	<u>Delivery Date ARO</u>	<u>Responsive Bidder</u>	<u>Exceptions</u>
James A. Kiley Co.	\$291,196.00	\$5,500.00	\$285,696.00	\$1,710.00	\$287,406.00	40-48 weeks days	Yes	No
Minuteman Trucks, Inc.	\$295,373.67	\$12,500.00	\$282,873.67	\$2,082.00	\$284,955.67	40-48 weeks	Yes	No
Taylor & Lloyd, Inc.	\$299,664.00	\$4,500.00	\$295,164.00	Cost Not Listed		40-48 weeks days	Yes	No

***Extended Warranty - 25.3:** Extended 5 years, 100,000 miles, 10,000 miles, 10,000 hours to include engine, after treatment, transmission & front and rear axles.



230 Ash Street
P.O. Box 150
Reading, MA 01867-0250

March 13, 2020

Tel: (781) 944-1340
Web: www.rml.com

Town of Reading Municipal Light Board

Subject: IFB 2020-10 Grounds and Landscaping Services

Pursuant to M.G.L. c. 30B, on February 19, 2020, an invitation for bid was placed as a legal notice in the Middlesex East Section of the Daily Times Chronicle and was posted on COMMBUYS and the RMLD website, requesting sealed bids for Grounds and Landscaping Services. On February 17, 2020, the invitation was published in the Goods and Services Bulletin.

An invitation for bid was sent to the following thirty (30) companies:

A Cut Above Landscaping, Inc.	A & M Home Services LLC	BHD Company
Burns Landscaping & Construction, LLC	Buzz Cuts Lawn	C & W Services, Inc.
Ciro Carbone and Sons, Inc.	Country Connections Landscaping Property Maintenance LLC	David J. Linehan and Son
Earthworks Landscaping Co., Inc.	EZ Landscaping Co, Inc.	Gingerplum Property & Garden Services, LLC
Greenscape Land Design, Inc.	GroundMasters Landscape Corp.	GRA Landscaping, Inc.
Hummer's Lawn Care	JR's Landscaping & Sons, LLC	JV Property Services LLC
K.M. Earle Landscaping	Leahy Landscaping, Inc.	Mayer Tree Service, Inc.
North-Eastern Tree Service, Inc.	Outdoor Perspective	Pathfinder Tree Service, LLC
Prim Vendor Inc.	ProScope Landscape, LLC	Safari Landscaping Inc.
Sawyer Landscaping	Strong Landscaping, Inc.	Tompkins Landscape

Sealed bids were received from six companies: David J. Linehan and Son, Earthworks Landscaping Co., Inc., Greenscape Land Design, Inc., M. Neves, Inc., Outdoor Perspective, and Pathfinder Tree Service, LLC. David J. Linehan and Son and Outdoor Perspective were non-responsive.

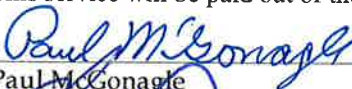
The sealed bids were publicly opened and read aloud at 11:00 a.m. on March 5, 2020, in the Town of Reading Municipal Light Department's Audio Visual Spurr Room, 230 Ash Street, Reading, Massachusetts.

The bids were reviewed, analyzed, and evaluated by staff and recommended to the General Manager.

Move that IFB 2020-10 for Grounds and Landscaping Services be awarded to: **Pathfinder Tree Service, LLC, for \$125,283.00¹**, pursuant to M.G.L. c. 30B, as the lowest responsive and responsible bidder, on the recommendation of the General Manager.

¹See attached.


This service will be paid out of the Operating Budget.



Paul McGonagle



Hamid Jaffari



Coleen O'Brien

**Grounds and Landscape Service
IFB 2020-10**

Bidder	Total Price	Meet Specification Requirements
David J. Linehan and Son	\$198,180.00	No
Earthworks Landscaping Co., Inc.	\$125,800.00	Yes
Greenscape Land Design, Inc.	\$137,800.00	Yes
M. Neves Inc.	\$170,040.00	Yes
Outdoor Perspective	\$110,100.00	No
Pathfinder Tree Service, LLC	\$125,283.00	Yes

BOARD MATERIAL AVAILABLE
BUT NOT DISCUSSED

From: [Tracy Schultz](#)
To: [RMLD Board Members Group](#)
Subject: AP and Payroll Questions for 3-19-20 Board Book
Date: Tuesday, March 17, 2020 2:13:00 PM

Good afternoon:

AP:

On February 28th there were no Commissioner questions.

On March 6th there were no Commissioner questions.

On March 13th there were no Commissioner questions.

Payroll:

On March 2nd there were no Commissioner questions.

On March 16th there were no Commissioner questions.

This e-mail will be included in the 3-19-20 Board Book.

Tracy Schultz
Executive Assistant
Reading Municipal Light Department
230 Ash Street. Reading. MA. 0186
Tel: 781.942.6489