



## STAFF REPORT

DATE: 4/2/2024

### **CONSENT**

**TO:** City Council

**FROM:** Marty Powers, Public Works Director

**AGENDA ITEM:** Advanced Metering Infrastructure Antenna Installation

**REVIEWED BY:** Clark Schroeder Interim City Administrator  
Clarissa Hadler, Finance Director

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**BACKGROUND:** Currently Public Works Staff uses a truck mounted receiver and drives by each utility customer's property to collect water usage data from all water meters. This occurs when doing quarterly reading of all utility customers, as well as every time there is a change of ownership (move in or move outs), and when issues arise (failing batteries, meter tampering, suspected leaks, etc.). The City's Utility Department then downloads the readings to create bills, set up accounts, trouble shoot issues, or when dealing with discrepancies, etc.

Public Works has been updating water meters over the last 7 years, working towards the goal of having all city water meters updated so water usage data can be collected automatically through an AMI (Advanced Metering Infrastructure) system. With a lack of snow this season, and the availability of water meters improving, Public Works has been able to complete the meter change out program ahead of schedule and is now ready to install the AMI antennas. Having the capability of reading meters from the Utility Office at any time will not only eliminate the need for staff to drive the city to collect readings, but will quickly inform the utility department when leaks are occurring, property owners are not abiding by irrigation restrictions, when meters fail, or if they are tampered with. Having immediate remote access to this water data will not only reduce public works staff time for collecting meter reads, but more importantly will help staff and residents reduce water loss and improve water conservation. Having this data could also assist staff if the need to change irrigation zone boundaries is considered.

At this time three antennas are being proposed on water towers 2, 3 & 4. Tower 1 on Langley Ave is in the planning stages to be decommissioned in 2025 and will not receive an AMI antenna. Should a fourth antenna be needed to communicate with the north east corner of the city, staff we continue to look to add a monopole for communication leases and the AMI system in that area as initially planned.

**ISSUE BEFORE COUNCIL:** Should the City Council approve the purchase and installation of the three AMI antennas, implementation, training and setup fees to assist in collecting water usage as outlined in the 2026 Capital Improvement Plan?

**PROPOSAL DETAILS/ANALYSIS:** Proceeding with this purchase will benefit the city and its citizens by having on-demand water data. The improved efficiencies will reduce Public Works staff time, fuel and will free up a vehicle when routinely collecting water data. This purchase will also aid the City in its water conservation efforts.

**FISCAL IMPACT:** Purchase and installation of the three AMI antennas, set up, training and the first annual fee subscription for the system would be funded from the utility enterprise account and shall not

exceed the budgeted \$325,000 in the 2026 CIP. Annual fees after the first year will be around \$18,000 over the first five years. Core and Main is a single source provider for this sensus metering equipment, documents attached. Customer access portals are an addition \$31,000 for set up and installation the first year, then an additional \$11,000 approximately each year after that. The Customer Portal option is not included in this initial council request.

**OPTIONS:**

- Approve purchase & installation of the three AMI antennas along with costs for the initial system setup, training, and integration as outlined in the 2026 CIP from Core & Main
- Deny purchase of the AMI system at this time

**RECOMMENDATION:** *If removed from consent agenda.....*

***“Motion to approve the purchase and installation of the three AMI antennas and system set up, training and integration for an amount not to exceed \$325,000 from Core and Main”***

**ATTACHMENTS:**

- Core & Main AMI Antenna Quote
- Core & Main Annual fees for all set up, integration and training
- Sensus Sole Source Letter-Core & Main



Bid Proposal for Lake Elmo Base Stations/Installs

CITY OF LAKE ELMO
Job Location: Lake Elmo, MN
Bid Date: 02/14/2024
Core & Main 3366839

Core & Main
15800 W 79th St
Eden Prairie, MN 55344
Phone: 9529379666
Fax: 9529378065

Table with 6 columns: Seq#, Qty, Description, Units, Price, Ext Price. Contains 2 rows of item data.

UNLESS OTHERWISE SPECIFIED HEREIN, PRICES QUOTED ARE VALID IF ACCEPTED BY CUSTOMER AND PRODUCTS ARE RELEASED BY CUSTOMER FOR MANUFACTURE WITHIN THIRTY (30) CALENDAR DAYS FROM THE DATE OF THIS QUOTATION. CORE & MAIN LP RESERVES THE RIGHT TO INCREASE PRICES TO ADDRESS FACTORS, INCLUDING BUT NOT LIMITED TO, GOVERNMENT REGULATIONS, TARIFFS, TRANSPORTATION, FUEL AND RAW MATERIAL COSTS. DELIVERY WILL COMMENCE BASED UPON MANUFACTURER LEAD TIMES. ANY MATERIAL DELIVERIES DELAYED BEYOND MANUFACTURER LEAD TIMES MAY BE SUBJECT TO PRICE INCREASES AND/OR APPLICABLE STORAGE FEES. THIS BID PROPOSAL IS CONTINGENT UPON BUYER'S ACCEPTANCE OF SELLER'S TERMS AND CONDITIONS OF SALE, AS MODIFIED FROM TIME TO TIME, WHICH CAN BE FOUND AT: https://coreandmain.com/TandC/



## Yearly Fees

THE BELOW IS FOR THE SENSUS ANALYTICS AND RNI FEES, YEAR ONE SETUP AND ANNUALS.  
YEARS 2-5 ARE JUST THE ANNUAL FEES.

	Total Cumulative SmartPoints at the end of YEAR 1	Total Cumulative SmartPoints at the end of YEAR 2	Total Cumulative SmartPoints at the end of YEAR 3	Total Cumulative SmartPoints at the end of YEAR 4	Total Cumulative SmartPoints at the end of YEAR 5
Water	3,500	3,700	3,900	4,100	4,300
Gas	-	-	-	-	-
Electric	-	-	-	-	-
<b>Total</b>	<b>3,500</b>	<b>3,700</b>	<b>3,900</b>	<b>4,100</b>	<b>4,300</b>

Description	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
	PRICE	PRICE	PRICE	PRICE	PRICE
Sensus SaaS RNI - Annual Fee	\$ 9,064	\$ 9,336	\$ 9,616	\$ 9,904	\$ 10,202
Annual RNI SaaS Fee (Part number for years 2-5)	\$ -	\$ -	\$ -	\$ -	\$ -
Sensus SaaS RNI - Setup Fee	\$ 7,957	\$ -	\$ -	\$ -	\$ -
Training (AMI FlexNet® Core Education - delivered by certified VAR)	\$ 3,000	\$ -	\$ -	\$ -	\$ -
Sensus Analytics - Water	\$ 7,734	\$ 7,966	\$ 8,205	\$ 8,451	\$ 8,705
Sensus Analytics Setup Fee - Water	\$ 3,750	\$ -	\$ -	\$ -	\$ -
Sensus Analytics Standard Integration Performed by Sensus PS	\$ 6,875	\$ -	\$ -	\$ -	\$ -
<b>ORDER TOTALS</b>	<b>\$ 35,380</b>	<b>\$ 17,302</b>	<b>\$17,821</b>	<b>\$ 18,356</b>	<b>18,906</b>
	<b>YEAR 1 PRICE</b>	<b>YEAR 2 PRICE</b>	<b>YEAR 3 PRICE</b>	<b>YEAR 4 PRICE</b>	<b>YEAR 5 PRICE</b>

BELOW IS THE CUSTOMER PORTAL YEAR ONE SETUP AND ANNUAL FEES  
YEARS 2-5 ARE THE ANNUAL FEE.

TOTAL	\$ 31,000.00	\$ 10,755.00	\$ 11,077.65	\$ 11,409.98	\$ 11,752.28
	<b>YEAR 1</b>	YEAR 2	YEAR 3	YEAR 4	YEAR 5

**Jim Grillo**  
Sensus USA, Inc  
Mid-West Director of Sales  
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March 19, 2024

To Whom It May Concern:

Sensus, a Xylem brand is pleased to announce that **Core & Main – Minnesota** is the exclusive Authorized Distributor of Sensus products and a Value Added Reseller (VAR) for Sensus Services such as SaaS in your area in the state of Minnesota.

Please contact your Core & Main representative for all of your Sensus needs. Purchasing Sensus products and services from the authorized distributor for your area ensures that your products will be properly supported and warranted.

We look forward to the opportunity of providing your firm with quality water measurement equipment and support in the near future. Please feel free to contact me at [jim.grillo@xylem.com](mailto:jim.grillo@xylem.com) regarding this or any other matter.

Sincerely

A handwritten signature in black ink, appearing to read "J. Grillo". The signature is fluid and cursive, written over a white background.

James C. Grillo  
Mid-West Director of Sales  
Sensus USA, Inc