

**AGENDA MINUTES
CITY COUNCIL
FATHOM WORKSHOP
CITY OF ARCADIA
TUESDAY, FEBRUARY 7, 2017
5:00 P.M.**

The following minutes reflect action items of the City Council of the City of Arcadia. For a verbatim copy of the minutes, you may contact City Administration to obtain a copy of the recorded meeting.

CALL TO ORDER AND ROLL CALL

Arcadia City Council

Mayor Judy Wertz-Strickland
Deputy Mayor Jaccarie D. Simons

Councilmember Susan Coker
Councilmember Robert W. Heine, Jr.

Councilmember S. Delshay Turner – not in attendance

Arcadia City Staff

City Administrator Terry Stewart
City Clerk Penny Delaney

ACTION ITEMS

Agenda Item 1 – FATHOM

City Administrator Stewart thanked City Council for the opportunity to bring information forward that he felt would be helpful in enabling the City regarding utilities services and liability to step up to the next level. He expressed that he felt what would be presented would enable the City to step up into an elite group of providers that would provide services to the community and internally to our personnel. He explained that while attending the Annual Conference for the Florida City County Managers Association (FCCMA), he met Eddie Quinn of FATHOM and was impressed with what FATHOM could bring to the plate. He advised he had provided information to City Council regarding such and the principals of the company would be providing a presentation. Mr. Stewart also advised that he had checked with different businesses and cities that FATHOM provides their services to and those businesses and cities provided outstanding references for the company and its services. He also advised that the Utilities Director, the Finance Director and he fully support it. Jason Bethke, the President and Chief Growth Officer for FATHOM, introduced Eddie Quinn, Business Development Manager and the Florida local representative, and Michael Modsvavi, the Vice-President of Business Development. Mr. Modsvavi addressed City Council and provided a presentation. The presentation included a review of the following: 1) City goals which included improving customer service and utility

modernization; 2) FATHOM history; 3) the value proposition (simple) which included FATHOM smart grid for water, CIS and utility billing and MDM and user portals; 4) the financial impact; 5) scope of services which included revenue assurance audit, meter data management and meter replacement and AMI installation; 6) the customer experience; 7) the financial aspects of the system; 8) alerts and notifications; 9) integrated tools to drive efficiencies and effectiveness; and 10) utility-utility partnership benefits. A hard copy of the presentation is available in the City Clerk's office. Mr. Bethke stated this was a way to enhance customer service with some of the best software available, give information to the utility operators to help them make better decision, replace aging infrastructure and upgrade it to the newest technology. He further stated that the financial model had been built in a conservative way such that they can document that it pays for itself. He then asked for any questions that Council may have.

Mayor Wertz-Strickland asked what happens when a part breaks and Mr. Bethke advised that FATHOM had negotiated very good warranty structures with the suppliers so they can ensure that if a part breaks within the term of the agreement that it gets replaced, or they partner with the City staff and have them fully trained so they can go out and replace that particular piece of equipment. City Administrator Stewart added that while the way it is being used and the manner in which information being transmitted is at the forefront, it is not wildly different from what it is now. He explained that the newer technology broadcasts all the time, as opposed to logging once a month, and is received at set receiving stations throughout the City and is constantly transmitted. He stated it would not be much different for City staff to go out and replace one that went bad because they are replacing the meter not the electronics. Councilmember Coker asked for confirmation that the City would be replacing their software with FATHOM's software which FATHOM will monitor along with replacing all the meters throughout the City and the annual cost will include the financing of the meters. Mr. Bethke confirmed such. Councilmember Coker then asked how long it would take to pay off the meters and how long they warranty the meters and Mr. Bethke replied that the financing agreement is for fifteen (15) years and they warranty all the electronics for fifteen (15) years. Discussion then included the life of the meters and the prioritization of replacement of same. Councilmember Coker then asked if the replacement of the meters was equivalent to buying new ones and Mr. Bethke stated it was an equivalent cost. Regarding technology changes, Councilmember Heine asked what would happen five (5) years from now if the meter they install is not adaptable any longer and Mr. Bethke stated that was the reason it was done as a service and as technology advances, new technology is included in the service. Councilmember Simons asked, other than meter installation, what other hardware would the City be required to have and Mr. Bethke replied that it would only require an internet connection and a browser.

City Administrator Stewart asked if City Council had a comfort level with the idea and if so, if they would want a motion to be brought back for their approval. It was the general consensus of the City Council for a motion to be brought back to them. Councilmember Simons stated he agreed with the new technology, was pleased with the number of ways for the customers to make payments, and he stated that he felt it was very positive.

PUBLIC

None

ADJOURN

Councilmember Coker made a motion to adjourn and Councilmember Heine seconded the motion. No discussion followed and it was unanimously, 4/0, approved. Having no further business at this time, the meeting was adjourned at approximately 5:45 P.M.

ADOPTED THIS 21st DAY OF February, 2016.

By:

Judy Wertz Strickland
Judy Wertz-Strickland, Mayor

ATTEST:

Penny Delaney
Penny Delaney, City Clerk

