



## AGENDA

### LONOKE CITY COUNCIL SPECIAL COUNCIL MEETING & WORKING SESSION

March 1, 2021

6:00 P.M.

Via ZOOM

1. CALL TO ORDER WITH INVOCATION
2. ROLL CALL
3. APPROVE FIRST SECURITY FINANCE AS LENDER FOR ESCO PROJECT
4. ADJOURN

#### WORKING SESSION TOPICS:

LIGHTING STANDARDS & CUSTOMER REQUESTS  
BURN BAN (LACK OF...)  
BULK ITEM REMOVAL PROPOSALS

## RFP Results for Financing Agent

	<b>First Security</b>	Stephens	Raymond James	AAIG
Type	<b>Direct loan</b>	Bonds	Bonds	Direct loan
Rate & Term (Est.)	<b>2.23% -20 yr.</b>	2.625% -20 yr.	2.35% - 19 yr.	2.80% - 18.3 yr.

Rates above are considered estimated but assuming we act quickly should be correct.

Bond issuance costs estimated at \$40,000 to \$50,000 if bonds are used

First Security annual payments show to be approximately \$14,206 less than guaranteed savings.

First Security secured loan costs would be estimated at \$1,000

We could not prepay principal in first five years but we could accumulate excess savings.

**Proposal to Serve as Lender**  
**City of Lonoke**  
**Energy Efficiency/Conservation Project**  
**February 24, 2021**



February 24, 2021

Ms. Regina Ibbotson  
Deputy City Clerk  
City of Lonoke  
107 W. 2<sup>nd</sup> Street  
Lonoke, AR 72086

**RE: Proposal to Serve as Lender/Placement Agent/Investor for the City of Lonoke's  
Energy Efficiency/Conservation Project**

Ms. Ibbotson,

First Security Finance ("FSF") cordially submits this proposal to serve as lender for the City of Lonoke's ("the City") Energy Efficiency/Conservation Project.

Given our extensive experience with energy conservation financings, both in Arkansas and nationally, we believe our firm is uniquely qualified for this engagement and can be a significant resource to help the City achieve the most efficient financing possible.

Please contact us with any questions or to discuss aspects of our qualifications in further detail.

Respectfully submitted,

A handwritten signature in blue ink that reads "Mark Killingsworth". The signature is written in a cursive style and is positioned above a horizontal line.

Mark Killingsworth  
Vice President  
501.978.6353  
mkillingsworth@firstsecurityfinance.com



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## 1. Personnel

***Describe the manner in which you would organize your firm's resources to serve as the City's senior managing Lender /placement agent/investor. In doing so, please address the following questions or issues:***

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As an experienced lender on borrowings substantially identical to this transaction, FSF will allocate significant resources to the City. We understand that the City does not work on these types of issues every day, and our team will dedicate specific personnel to the City's finance and administrative team to assist in all aspects of the borrowing before, during and after the financing closes. With a local presence, we are here to provide continuous support from our veteran public finance professionals.

- a) ***Identify the individual who will manage this financing on a day-to-day basis. Indicate the degree to which he or she will be able to commit the firm's resources to City. What is this person's availability for this financing and what other commitments does he or she have?***



### **Mark Killingsworth**

**Vice President**

**mkillingsworth@firstsecurityfinance.com • 501.978.6353**

**521 President Clinton Ave., Suite 800 • Little Rock, AR 72201**

Mark Killingsworth has been with FSF for ten years and focuses exclusively on financing energy conservation and renewable energy financings for local governmental entities of all types and sizes across the nation. Mark is authorized by corporate resolution to originate financing obligations for FSF and sign on behalf of the firm.

Mark will dedicate his full availability to assist the City with the financing process from start to finish, as well as post-closing. This includes periodic conference calls with the City leaders to talk through any questions or concerns, as well as the ability to attend any in-person meetings at the City's request.

Mark has worked with large and small City governments across the country and is skilled in listening to the needs of the borrower and ensuring that the financing is tailored to meet the City's specific budgeting goals.



b) *Identify other public finance bankers who will be assigned to work on this project, their roles and responsibilities. What are some relevant aspects of their background?*



**Edmond Hurst**

**Senior Managing Director**

**501.978.7941**

**521 President Clinton Ave., Suite 800 • Little Rock, AR 72201**

Edmond Hurst is a senior officer of FSF and is a Senior Managing Director of FSF's affiliate company, Crews & Associates, Inc., where he has worked since 1993. Edmond helps public and private entities access capital. His primary focus is in public finance where he facilitates financing through bonds and leases for state and local governments and non-profit corporations. In his more than 25 years at the firm, he has served a wide variety of clients in many states throughout the country.

Edmond will provide oversight from start to finish with the transaction and will be available as needed to help the City achieve an economically efficient and smooth closing.

*In addition to its banking staff, FSF has access to a team of analytical professionals who are experienced in reviewing energy efficiency and renewable energy projects and their related savings projections and cash flows. Our analytical team will be at the City's complete service to ensure the financing is appropriately sculpted to fit the project savings projections.*



## 2. Financing Approach and Recommendation for the Financing Plan

*Please respond briefly to the following issues as you deem appropriate:*

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**a) What financing structure would you recommend that the City take? Why?**

Based on our understanding of the proposed project and financing structure, FSF would recommend structuring this transaction as a direct private placement with FSF serving in the capacity of lender.

There are numerous advantages to utilizing this approach. A couple of the chief advantages are a quicker timeline to closing and significantly less legal documents and transaction costs. Also, as a direct placement, the City would not be burdened by formal annual continuing disclosure filing requirements, as would be the case with a public offering.

In developing the final financing plan, FSF will work with the City on:

- Obtaining a thorough understanding of the City's short and long-term goals;
- Determining the means available to achieve those goals; and
- Cooperating with the City, bond attorneys, and other involved parties to structure the most suitable financing.

We approach these transactions with a view to help the City maximize the available resources and allow for future flexibility, while at the same time creating a fundamentally sound financing transaction.

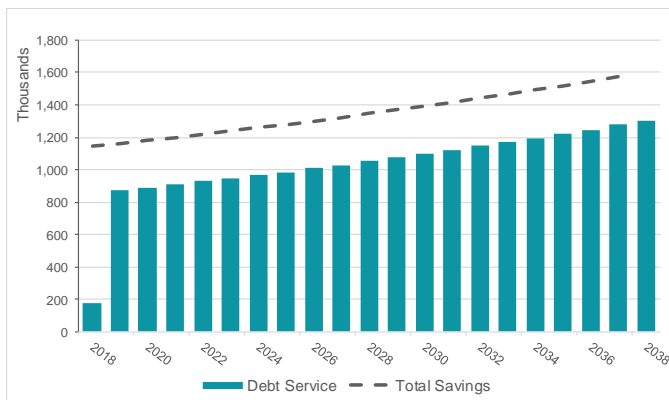




The following are key structuring components and considerations to help achieve those goals:

- **Structure of the Financing:** The traditional base financing document for energy efficiency conservation financing is an equipment lease purchase agreement or other similar installment financing agreement. We believe that same structure is well suited for this proposed program.
- **Term of Financing:** Certain types of energy conservation improvements can have shorter useful lives than traditional bricks and mortar projects. As a result, careful consideration will need to be given to make sure the term of the financing is in line with the useful life of the equipment being financed. While we did not notice any specific financing term requests within the RFP, similar projects we've financed have utilized terms in the 15-20 year range.
- **Amortization Considerations:** Guaranteed energy savings contracts typically include an inflation factor that provides for increasing projected savings over time. While traditional level debt service is sometimes utilized, we frequently provide for debt service payments that increase annually to mirror the projected increase in the guaranteed energy savings as displayed in the graphic below titled Uniform Structure. The chosen structure depends largely on the goals and objectives of the City. Our team will discuss with the City leaders to determine

**Uniform Structure**



**Level Structure**



- **Interest Rate Mode:** Despite increased volatility and increasing yields, we are still in a historically low interest rate environment. We continue to recommend locking rates for the duration of the financing term. Long-term fixed rate financing allows the borrower to intrinsically hedge against interest rate risk.
- **Credit Enhancement:** We do not anticipate bond insurance will add value to this transaction; however, we will perform a formal cost benefit analysis once engaged by the City.
- **Debt Service Reserve Fund:** Rating agencies and investors do not typically look for a debt service reserve fund in this type of transaction. We would not anticipate one for the City's borrowing in this case.



- **Capitalized Interest Fund:** During the construction process and prior to the materialization of energy savings, it is common for these types of project financings to capitalize the interest during the construction term. The benefit to this is that it allows the City to not make any “out-of-pocket” debt service payments until after the project installation is complete and the guaranteed savings are being realized. We can discuss this option with the City and determine if utilizing this approach would benefit the City.
- **Additional Financing Considerations:** There are many instances when energy savings exceed expectations and municipalities choose to further leverage those savings to make additional improvements. We can work with counsel to make sure the City preserves the ability for additional future financings.
- **Sample Financing Structure:** Indicative cash flows and sample structures are included in Appendix A.

***b) What are likely credit concerns associated with this transaction?***

FSF does not anticipate any credit concerns for the proposed transaction. With our close proximity to the City and our extensive understanding of Arkansas public finance, we have a high degree of confidence in our ability to assist the City in completing this financing. In addition to the credit considerations, we understand the integral mechanics of the financed project. Our firm is an expert in energy performance contract finance and can explain the nuances of these transactions to our credit team.

***c) Describe your firm’s specific marketing plan for selling, placing or investing in these bonds and any issues that might impact this considering the challenges presented in the current market environment. Include a discussion of the types of investors who are most likely to participate in the sale.***

As discussed above, we envision this being structured as a direct placement with FSF serving as the lender. As such, there is no additional marketing plan in place from the City’s standpoint. This will be a direct borrower/lender relationship.

We believe that it is important for the City to have a lender with a substantial presence in Arkansas, in particular, one that actively serves Arkansas municipal borrowers on a daily basis. Our experience working with Arkansas state and local governmental entities of all sizes provides FSF with a unique ability to understand the project and any economic or credit challenges that the City may need to consider when structuring this financing.



***d) Provide the City with the proposed scale/maturity for the debt issuance assuming it was to be priced as of the market close of business, February 19, 2021. This is not a bid. The City is interested in learning more about pricing thoughts, ideas and structures.***

Since this financing will be structured as a direct placement with FSF as the lender, it substantially simplifies the uncertainty relating to pricing and structure. Rather than searching for and reflecting investor feedback, FSF would have the ability to work directly with the City on the desired term and amortization structure and prepare the financing accordingly. FSF will work with the City on discussing the various terms and conditions to arrive at the optimal structure for the City, but based on our preliminary review of the proposed project, the below term and rate scenarios provide some indicative guidance based on current market conditions.

- 15 Year Term, 9 Year Average Life – 2.19% Fixed Rate
- 20 Year Term. 13 Year Average Life – 2.23% Fixed Rate



### 3. Arkansas Presence

*Please explain your firm's presence within Arkansas and describe how that presence is relevant to this proposed transaction.*

Our Arkansas presence is very relevant to this transaction. FSF and our affiliates commit substantial resources to support our clients in Arkansas. As described earlier in 2b regarding credit concerns, if a challenge of any magnitude arises, we will pull out all the stops to move a transaction forward. Our decision makers are in Arkansas and care about the success of each financing. Working with the City would not be just another deal to us. Our core business is Arkansas public finance, period. We want your business and want you to enjoy working with us.

Our parent company, First Security Bancorp, is a \$6+ billion Arkansas-based bank holding company. Our partnership with First Security Bancorp enhances our company's management team, our access to capital and our access to the most advanced technology.

Beginning with its initial bank charter in 1932, First Security now serves the State with 75+ banking centers and 1,000+ employees.





## 4. Rationale for Appointment and Proposal Summary

*This section of the proposal should be used by each proposer to present the case for its appointment to the position sought. It is not necessary for you to recite comprehensively your firm’s qualifications and experience, but it would be useful for you to describe how your qualifications and experience is relevant to the proposed transaction. In particular, you may want to select, e.g., three (3) past deals (indicating the date of issue, issuer, credit description, size and method of sale) and summarize their similarity to this program and its successfulness.*

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### **WE KNOW ARKANSAS**

Local decisions. Local understanding. Local commitment. It’s all a part of working with a nimble, client-centric team. And one of the biggest benefits of using FSF.

### **WE KNOW ENERGY CONSERVATION FINANCING**

FSF doesn’t force your financing to fit pre-determined packages. Our professionals work with you to understand your unique situation before crafting a real, workable solution. With extensive experience nationally in energy conservation transactions ranging from less than \$1 million to approximately \$60 million, we have the skill and flexibility to create custom solutions that suit any set of needs – including the City’s.

### **WE KNOW OUR CLIENTS**

Our team is easy to work with and believes in open communication. We’re ready to solve problems for you. Even more importantly, our team is ready to solve problems with you. Furthermore, we do it all with a mindset that addresses immediate needs while investing in your future success. With us, you get service after the transaction and a trusted resource ready to offer assistance in the future.



## Sample Energy Conservation Transactions FSF and its Affiliates

**\$6,325,000**

**Arkansas Development Finance Authority  
(DHS Project)**

State Agency Qualified Energy Conservation  
Bonds / State Agency Facilities Revenue  
Bonds

Sole Senior Manager

**\$2,897,723**

**Stuttgart School District, AR  
Solar Project Financing**

Lease Purchase Agreement  
Lessor

**\$10,136,926**

**Arkansas Development Finance Authority  
(Henderson State University Project)**

Qualified Energy Conservation Bonds /  
Educational Facilities Energy Conservation  
Bonds

Placement Agent

**\$1,537,658**

**Board of Trustees of Arkansas State  
University**

**Energy Conservation Financing**

Lease Purchase Agreement  
Placement Agent

**\$1,830,900**

**Howard County, AR  
Energy Conservation Financing**

Installment Financing Agreement  
Lender

**\$5,069,440**

**Miller County, AR  
Energy Conservation Financing**

Installment Financing Agreement  
Lender

**\$2,388,626**

**City of Nashville, AR  
Energy Conservation Financing**

Installment Financing Agreement  
Lender

**\$1,995,760**

**Sebastian County, AR  
Energy Conservation Financing**

Installment Financing Agreement  
Lender



**\$2,388,626**

**City of Nashville, Arkansas  
Energy Conservation Project  
(McKinstry Project)**



**Installment Financing Agreement**

**Lender**

**Dated: October 29, 2020**

**Relevance to Proposed Transaction:**

- **Energy conservation financing for another Arkansas city**
- **Similar Credit – City of Nashville has a similar population**
- **Similar project size**
- **Same energy company**
- **Same bond counsel**

**Background**

The City of Nashville engaged FSF to finance their renewable energy and energy conservation project with McKinstry. While other lenders typically provide quotes based on pre-set packages, FSF worked with the City of Nashville to understand their project goals. After multiple iterations, we arrived at a budget-neutral financing structure that consisted of a 19-year term with monthly debt service that escalated at approximately 3% per year.



**\$1,995,760**

**Sebastian County, Arkansas  
Energy Conservation Project  
(McKinstry Project)**



**Installment Financing Agreement**

**Lender**

**Dated: July 28, 2020**

**Relevance to Proposed Transaction:**

- **Energy conservation financing**
- **Arkansas local government**
- **Similar project size**
- **Same energy company**
- **Same bond counsel**

**Background**

Sebastian County engaged FSF to finance their 1.18 MW ground-mounted solar renewable energy project with McKinstry. During the negotiation stage we learned that this project was actually the County's second phase energy project with McKinstry. The bank they utilized for the first phase was an out-of-state bank that provided a structure that the County admitted they didn't fully understand when they entered into the agreement. The County was not happy with the way the phase one financing worked out. The FSF team listened to the County's goals and objectives and tailored a financing structure that fit exactly what the County wanted to achieve. We arrived at a 20-year repayment structure with level debt service.





**\$2,897,723**  
**Stuttgart School District, Arkansas**  
**Solar Project**



**(Scenic Hill Solar Project)**  
**Lease Purchase Agreement**  
**Lessor**

**Dated: February 20, 2020**

**Relevance to Proposed Transaction:**

- **Renewable energy/solar financing**
- **Similar project size**
- **Arkansas governmental credit**
- **Same bond counsel**

**Background**

Stuttgart School District engaged FSF to assist the District with financing their solar project with Scenic Hill Solar. The District was not familiar with this type of financing and leaned heavily on FSF's expertise in assisting the District with reviewing the project savings and cash flows and modeling the repayment structure in accordance with the project's parameters. FSF held multiple conference calls with the District's leadership team throughout the process to ensure they were up to speed and comfortable with the financing structure and approach. Post-closing, FSF continued to assist the District with securing Payment and Performance Bonds from their contractor, as well as assisted them with reviewing the invoices received from the contractor prior to processing them for payment.



## 5. Cost Proposal

***Provide an estimate of your total costs, including takedown or placement fees associated with serving as senior manager on this transaction. Takedown/Sales concession or placement fees will be negotiated with the City prior to the sale/placement. Your response should include: a) Management fee, if any; b) Takedown/Sales or Placement Fees; c) Expenses.***

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Given the proposed structure of the financing, FSF's fee is built into the interest rate, and we would not charge any additional fees in relation to the financing. We also would not need any fee allowance for any lender's counsel we may engage, and we are comfortable with the bond counsel the City has engaged. We are experienced in working with the Mitchell Williams firm to structure these types of financings and are confident we can work with the City's legal team to arrive at mutually agreeable financing documents.



## 6. Equal Opportunity Statement

***Please submit your Equal Opportunity Policy to the City in accordance with Arkansas Act 2157 of 2005. This act requires any firm wishing to respond to an RFP to the City to provide to the City with your Equal Opportunity Policy.***

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FSF has a policy of providing every employee with a copy of the outline of laws and regulations related to equal employment opportunity, sexual harassment and the provisions of the Arkansas Civil Rights Act. FSF supports policies of equal employment opportunity and has never been the object of a complaint concerning equal employment opportunity.

With regard to minority recruitment efforts, it is the policy of FSF to recruit qualified individuals for professional or clerical positions based upon qualifications, education and other relevant employment factors. Minority employees occupy professional, technical (IT) and clerical positions within the public finance and sales force of the company.

## 7. Acceptance

***Submission of proposals, in response to this Request for Proposal, constitutes acceptance of all conditions, requirements and limitations described in this document.***

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We recognize that submission of our firm's proposal, in response to this Request for Proposal, constitutes acceptance of all conditions, requirements and limitations described.



# **APPENDIX A**

## **Sample Financing Structure**



## Scenario 1: 20-Year Term

### CASH FLOW SCHEDULE

City of Lonoke, Arkansas

Project Amount:       \$2,200,000  
 Repayment Term:     20 Years  
 Interest Rate:        2.23 %

Year	Savings	Principal	Interest	Capitalized Interest	Payment	Net Cash Flow
1	\$127,405	\$64,139	\$49,060	\$0	\$113,199	\$14,206
2	\$130,066	\$68,230	\$47,630	\$0	\$115,860	\$14,206
3	\$132,785	\$72,470	\$46,108	\$0	\$118,579	\$14,206
4	\$135,565	\$76,866	\$44,492	\$0	\$121,359	\$14,206
5	\$138,406	\$81,422	\$42,778	\$0	\$124,200	\$14,206
6	\$140,025	\$84,856	\$40,962	\$0	\$125,819	\$14,206
7	\$142,965	\$89,689	\$39,070	\$0	\$128,759	\$14,206
8	\$145,969	\$94,693	\$37,070	\$0	\$131,763	\$14,206
9	\$149,041	\$99,876	\$34,958	\$0	\$134,835	\$14,206
10	\$152,180	\$105,243	\$32,731	\$0	\$137,974	\$14,206
11	\$155,390	\$110,799	\$30,384	\$0	\$141,184	\$14,206
12	\$133,671	\$91,551	\$27,913	\$0	\$119,465	\$14,206
13	\$162,025	\$121,947	\$25,872	\$0	\$147,819	\$14,206
14	\$165,454	\$128,095	\$23,152	\$0	\$151,248	\$14,206
15	\$168,959	\$134,457	\$20,296	\$0	\$154,753	\$14,206
16	\$172,543	\$141,039	\$17,297	\$0	\$158,337	\$14,206
17	\$176,207	\$147,848	\$14,152	\$0	\$162,001	\$14,206
18	\$179,954	\$154,892	\$10,855	\$0	\$165,748	\$14,206
19	\$183,785	\$162,177	\$7,401	\$0	\$169,579	\$14,206
20	\$187,701	\$169,710	\$3,785	\$0	\$173,495	\$14,206
<b>Totals:</b>	\$3,080,096	\$2,200,000	\$595,967	\$0	\$2,795,967	\$284,129



## Scenario 2: 15-Year Term

### CASH FLOW SCHEDULE

City of Lonoke, Arkansas

Project Amount: \$2,200,000  
Repayment Term: 15 Years  
Interest Rate: 2.19%

Year	Savings	Principal	Interest	Capitalized Interest	Payment	Net Cash Flow
1	\$127,405	\$108,596	\$48,180	\$0	\$156,776	-\$29,371
2	\$130,066	\$113,635	\$45,802	\$0	\$159,437	-\$29,371
3	\$132,785	\$118,843	\$43,313	\$0	\$162,156	-\$29,371
4	\$135,565	\$124,226	\$40,710	\$0	\$164,936	-\$29,371
5	\$138,406	\$129,787	\$37,990	\$0	\$167,777	-\$29,371
6	\$140,025	\$134,248	\$35,148	\$0	\$169,396	-\$29,371
7	\$142,965	\$140,129	\$32,208	\$0	\$172,336	-\$29,371
8	\$145,969	\$146,201	\$29,139	\$0	\$175,340	-\$29,371
9	\$149,041	\$152,475	\$25,937	\$0	\$178,412	-\$29,371
10	\$152,180	\$158,953	\$22,598	\$0	\$181,551	-\$29,371
11	\$155,390	\$165,644	\$19,117	\$0	\$184,761	-\$29,371
12	\$133,671	\$147,553	\$15,489	\$0	\$163,042	-\$29,371
13	\$162,025	\$179,138	\$12,258	\$0	\$191,396	-\$29,371
14	\$165,454	\$186,491	\$8,334	\$0	\$194,825	-\$29,371
15	\$168,959	\$194,080	\$4,250	\$0	\$198,330	-\$29,371
Totals:	\$2,179,906	\$2,200,000	\$420,472	\$0	\$2,620,472	-\$440,566



# Arkansas

2019

**LED STREET LIGHTING  
EQUIPMENT AND TARIFFS**

**LED RESOURCE GUIDE**







ILLUSTRATION LED	EQUIVALENT HID	LED FIXTURE DESCRIPTION	LED MANUFACTURER CATALOG NUMBER AND STOCK NUMBER	LED RATE KEY AND MONTHLY BASE RATE
SL1M / SLIME GRAY 	NO CURRENT HID RATE 	<p><b>Lighting: Nema LED equivalent to a 150 watt HPS Nema.</b> Distribution type V, Input watts minimum 48 (input wattage labeling rounded to nearest 10<sup>TH</sup> per ANSI). Delivered Lumens minimum 6,585. CCT 4k, CRI 70, 1.1 minimum foot candles based on 25' mounting height. Gray in color. 7 pin control receptacle, dimmable driver and 3" refractor. Must include Entergy approved LED photo control stock code 0032114260. Must meet Entergy LED Specification DK08-12; latest revision.  <b>DIS CU = SLLEDNEMA3, LABEL = N2</b></p>	<p><b>ACUITY</b>  <b>CAT ID</b> LNH2 LU5 RFD184860  <b>STOCK NUMBER</b> 0032114910  <b>REPLACES</b> NONE</p>	<p>SL1M            \$12.89            SL1ME            \$8.16</p>
SL1N/ SL1NE <i>(Rate description is Flood)</i> GRAY 	L1Z / L1ZE 320W OPEN 	<p><b>Lighting: NEMA LED equivalent to a 250 watt HPS NEMA.</b> Distribution type V, Input watts minimum 115 (input wattage labeling rounded to nearest 10<sup>TH</sup> per ANSI). Delivered Lumens minimum 14,263. CCT 4k, CRI 70, 1.1 minimum foot candles based on 25' mounting height. Gray in color. 7 pin photo control receptacle and dimmable driver. NO REFRACTOR. Must include Entergy approved LED photo control stock code 0032114260. Must meet Entergy LED Specification DK08-12; latest revision.  <b>DIS CU = SLLEDNEMA5A, LABEL = N3</b></p>	<p><b>ACUITY</b>  <b>CAT ID</b> ATBM E MVOLT RFD207993  <b>STOCK NUMBER</b> 0032114915  <b>REPLACES</b> NONE</p>	<p>SL1N            \$14.43            SL1NE            \$9.70</p>
SL1P / SL1PE 	L1H / L1HE, L1SHA / L1SHAE, 150W COBRA 	<p><b>Lighting: COBRA LED equivalent to a 150 watt HPS COBRA. COLOR = GRAY</b> Distribution type II, input watts minimum 60 (input wattage labeling rounded to nearest 10<sup>TH</sup> per ANSI). Delivered Lumens minimum 7,194. CCT 4k, CRI 70, 2.8 minimum foot candles based on 25' mounting height. 7 pin photo control receptacle and dimmable driver. NO REFRACTOR. Must include Entergy approved LED photo control stock code 0032114260. Must meet Entergy LED Specification DK08-12; latest revision.  <b>DIS CU = SLLEDCOBRA7, LABEL = C2</b></p>	<p><b>ACUITY</b>  <b>CAT ID</b> ATBS H RFD184687  <b>STOCK NUMBER</b> 0032114923  <b>REPLACES</b> NONE</p>	<p>SL1P            \$14.50            SL1PE            \$9.86</p>









ILLUSTRATION LED	EQUIVALENT HID	LED FIXTURE DESCRIPTION	LED MANUFACTURER CATALOG NUMBER AND STOCK NUMBER	LED RATE KEY AND MONTHLY BASE RATE
SL1Q / SL1QE GRAY 	L1I / L1IE, L1SHB / L1SHBE, 250W COBRA 	<b>Lighting: COBRA LED equivalent to a 250 watt HPS COBRA. COLOR = GRAY</b> Distribution type III, input watts minimum 115 (input wattage labeling rounded to nearest 10 <sup>TH</sup> per ANSI). Delivered Lumens minimum 13,416. CCT 4k, CRI 70, 3.3 minimum foot candles based on 25' mounting height. 7 pin photo control receptacle and dimmable driver. NO REFRACTOR Must include Entergy approved LED photo control stock code 0032114260. Must meet Entergy LED Specification DK08-12; latest revision. DIS CU = SLLEDCOBRA9, <b>LABEL = C3</b>	<b>ACUITY</b>  <b>CAT ID</b> ATBM E MVOLT RFD187935  <b>STOCK NUMBER</b> 0032114925 REPLACES NONE	SL1Q \$16.00  SL1QE \$11.36
SL1Q / SL1QE BLACK 	L1I / L1IE, L1SHB / L1SHBE, 250W COBRA 	<b>Lighting: COBRA LED equivalent to a 250 watt HPS COBRA. COLOR = BLACK</b> Distribution type III, input watts minimum 115 (input wattage labeling rounded to nearest 10 <sup>TH</sup> per ANSI). Delivered Lumens minimum 13,416. CCT 4k, CRI 70, 3.3 minimum foot candles based on 25' mounting height. 7 pin photo control receptacle and dimmable driver. NO REFRACTOR Must include Entergy approved LED photo control stock code 0032114260. Must meet Entergy LED Specification DK08-12; latest revision. DIS CU = SLLEDCOBRA10, <b>LABEL = C3BK</b>	<b>ACUITY</b>  <b>CAT ID</b> ATBM E MVOLT RFD212633  <b>STOCK NUMBER</b> 0032149763 REPLACES NONE	SL1Q \$16.00  SL1QE \$11.36
SL1Q / SL1QE BRONZE 	L1I / L1IE, L1SHB / L1SHBE, 250W COBRA 	<b>Lighting: COBRA LED equivalent to a 250 watt HPS COBRA. COLOR = BRONZE</b> Distribution type III, input watts minimum 115 (input wattage labeling rounded to nearest 10 <sup>TH</sup> per ANSI). Delivered Lumens minimum 13,416. CCT 4k, CRI 70, 3.3 minimum foot candles based on 25' mounting height. 7 pin photo control receptacle and dimmable driver. NO REFRACTOR Must include Entergy approved LED photo control stock code 0032114260. Must meet Entergy LED Specification DK08-12; latest revision. DIS CU = SLLEDCOBRA11, <b>LABEL = C3BZ</b>	<b>ACUITY</b>  <b>CAT ID</b> ATBM E MVOLT RFD212632  <b>STOCK NUMBER</b> 0032149764 REPLACES NONE	SL1Q \$16.00  SL1QE \$11.36













ILLUSTRATION LED	EQUIVALENT HID	LED FIXTURE DESCRIPTION	LED MANUFACTURER CATALOG NUMBER AND STOCK NUMBER	LED RATE KEY AND MONTHLY BASE RATE
<p>SL1R / SL1RE GRAY</p> 	<p>L1K / L1KE, L1SHC / L1SHCE, L1AZ / L1AZE, 400W COBRA, 320W COBRA</p> 	<p><b>Lighting: COBRA LED equivalent to a 400 watt HPS COBRA.</b> Distribution type III, input watts minimum 238 (input wattage labeling rounded to nearest 10<sup>TH</sup> per ANSI). Delivered Lumens minimum 26,435. CCT 4k, CRI 70, 4.8 minimum foot candles based on 25' mounting height. Gray in color. 7 pin photo control receptacle and dimmable driver. NO REFRACTOR Must include Entergy approved LED photo control stock code 0032114260. Must meet Entergy LED Specification DK08-12; latest revision. DIS CU = SLLEDCOBRA15, <b>LABEL = C4</b></p>	<p><b>ACUITY</b>  <b>CAT ID</b> ATBL E MVOLT RFD RFD229835  <b>STOCK NUMBER</b> 0032114927 REPLACES NONE</p>	<p>SL1R \$19.94  SL1RE \$15.30</p>
<p>SL1T / SL1TE BRONZE</p>  <p>Series Area Size 2</p>	<p>NO CURRENT HID RATE</p> 	<p><b>Lighting: SHOEBOX equivalent to a 400 watt HPS SHOEBOX.</b> Distribution type V, input watts minimum 188 (input wattage labeling rounded to nearest 10<sup>TH</sup> per ANSI). Delivered Lumens minimum 22,758. CCT 4k, CRI 70, 1.9 minimum foot candles based on 35' mounting height, <u>Includes adaptor/mounting for round or square poles.</u> Bronze in color. 7 pin photo control receptacle and dimmable driver. NO REFRACTOR Must include Entergy approved LED photo control stock code 0032114260. Must meet Entergy LED Specification DK08-12; latest revision. DIS CU = PLLED SHOEBOX3, <b>LABEL = SB2BZ</b></p>	<p><b>ACUITY</b>  <b>CAT ID</b> DSX2 LED 80C RFD193699  <b>STOCK NUMBER</b> 0032114932 REPLACES NONE</p>	<p>SL1T \$23.54  SL1TE \$14.39</p>
<p>SL1T / SL1TE BRONZE</p> 	<p>NO CURRENT HID RATE</p> 	<p><b>Lighting: SHOEBOX equivalent to a 400 watt HPS SHOEBOX.</b> Distribution type V, input watts minimum 208 (input wattage labeling rounded to nearest 10<sup>TH</sup> per ANSI). Delivered Lumens minimum 22,718. CCT 4k, CRI 70, 1.9 minimum foot candles based on 35' mounting height, <u>Used with 2" pipe bracket applications.</u> Bronze in color. 7 pin photo control receptacle and dimmable driver. NO REFRACTOR Must include Entergy approved LED photo control stock code 0032114260. Must meet Entergy LED Specification DK08-12; latest revision. DIS CU = PLLED SHOEBOX9, <b>LABEL = SB5BZ</b></p>	<p><b>ACUITY</b>  <b>CAT ID</b> ATB2 60BLEDE10 R4 BZ RFD230936  <b>STOCK NUMBER</b> 0032141633 REPLACES NONE</p>	<p>SL1T \$23.54  SL1TE \$14.39</p>

ILLUSTRATION LED	EQUIVALENT HID	LED FIXTURE DESCRIPTION	LED MANUFACTURER CATALOG NUMBER AND STOCK NUMBER	LED RATE KEY AND MONTHLY BASE RATE
<p>SL1U / SL1UE BRONZE</p>  <p><small>Series Area Size 2</small></p>	<p>NO CURRENT HID RATE</p> 	<p><b>Lighting: SHOEBOX equivalent to a 1000 watt HPS SHOEBOX.</b> Distribution type IV, input watts minimum 360 (input wattage labeling rounded to nearest 10<sup>TH</sup> per ANSI). Delivered Lumens minimum 37,339. CCT 4k, CRI 70, 2.6 minimum foot candles based on 35' mounting height, <u>Includes adaptor/mounting for round or square poles.</u> Bronze in color. 7 pin photo control receptacle and dimmable driver. NO REFRACTOR Must include Entergy approved LED photo control stock code 0032114260. Must meet Entergy LED Specification DK08-12; latest revision. DIS CU = PLLED SHOEBOX5, <b>LABEL = SB3BZ</b></p>	<p><b>ACUITY</b></p> <p><b>CAT ID</b> DSX2 LED 100C RFD193701</p> <p><b>STOCK NUMBER</b> 0032114935 REPLACES NONE</p>	<p>SL1U \$26.25</p> <p>SL1UE \$17.09</p>
<p>SL1U / SL1UE BRONZE</p>  <p><small>Series Area Size 2</small></p>	<p>NO CURRENT HID RATE</p> 	<p><b>Lighting: SHOEBOX equivalent to a 1000 watt HPS SHOEBOX.</b> Distribution type IV, input watts minimum 274 (input wattage labeling rounded to nearest 10<sup>TH</sup> per ANSI). Delivered Lumens minimum 29,567. CCT 4k, CRI 70, 2.6 minimum foot candles based on 35' mounting height, <u>2" pipe bracket applications.</u> Bronze in color. 7 pin photo control receptacle and dimmable driver. NO REFRACTOR Must include Entergy approved LED photo control stock code 0032114260. Must meet Entergy LED Specification DK08-12; latest revision. DIS CU = PLLED SHOEBOX11, <b>LABEL = SB6BZ</b></p>	<p><b>ACUITY</b></p> <p><b>CAT ID</b> ATB2 80BLEDE10 R4 BZ RFD230938</p> <p><b>STOCK NUMBER</b> 0032141635 REPLACES NONE</p>	<p>SL1U \$26.25</p> <p>SL1UE \$17.09</p>
<p>SL1V / SL1VE BLACK</p> 	<p>NO CURRENT HID RATE</p> 	<p><b>Lighting: ACORN LED equivalent to a 150, watt HPS ACORN.</b> Distribution type V, input watts minimum 60 (input wattage labeling rounded to nearest 10<sup>TH</sup> per ANSI). Delivered Lumens minimum 7,465. CCT 4k, CRI 70, .40 minimum foot candles based on 20' mounting height. Acyclic refractor. Black in color. 7 pin photo control receptacle and dimmable driver. Must include Entergy approved LED photo control stock code 0032114260. Must meet Entergy LED Specification DK08-12; latest revision. DIS CU = SLLEDPOSTTOP4, <b>LABEL = PT4BK</b></p>	<p><b>ACUITY</b></p> <p><b>CAT ID</b> AWDE2 P30 BK 5 N RFD217381</p> <p><b>STOCK NUMBER</b> 0032114945 REPLACES NONE</p>	<p>SL1V \$19.57</p> <p>SL1VE \$14.77</p>

**EAI MUNICIPAL STREET LIGHTING LED BASE RATE COMPARISON**

HPS/MH = LED	HPS/MH First Unit/Pole	HPS/MH Each Excess Unit/Pole	EQUIVALENT LED First Unit/Pole	EQUIVALENT LED Each Excess Unit/Pole	LABEL	LED STOCK NUMBER
150W HPS OPEN = 50W NEMA, 6900 LUMEN	NR	NR	\$12.89	\$8.16	N2	0032114910
150W HPS COBRA = 60W COBRA, 9100 LUMEN	\$5.75	\$4.53	\$14.50	\$9.86	C2	0032114923
150W HPS COBRA (SHIELDED) = 60W COBRA, 9100 LUMEN	\$6.71	\$4.82	\$14.50	\$9.86	C2	0032114923
150W HPS ACORN = 60W ACORN, 8400 LUMEN	NR	NR	\$19.57	\$14.77	PT4BK	0032114945 (BLACK)
250W HPS COBRA = 120W COBRA, 12300 LUMEN	\$6.95	\$5.50	\$16.00	\$11.36	C3	0032114925 (GRAY)
					C3BK	0032149763 (BLACK)
					C3BZ	0032149764 (BRONZE)
250W HPS COBRA (SHIELDED) = 120W COBRA, 12300 LUMEN	\$8.07	\$6.62	\$16.00	\$11.36	C3	0032114925 (GRAY)
320W MH OPEN = 120W NEMA, 12300 LUMEN	\$24.62	\$20.33	\$14.43	\$9.70	N3	0032114915
320W MH COBRA = 210W COBRA, 21000 LUMEN	\$23.75	\$19.47	\$19.94	\$15.30	C4	0032114927
400W HPS COBRA = 210W COBRA, 21000 LUMEN	\$7.39	\$6.27	\$19.94	\$15.30	C4	0032114927
400W HPS COBRA (SHIELDED) = 210W COBRA, 21000 LUMEN	\$8.41	\$7.29	\$19.94	\$15.30	C4	0032114927
400W HPS SHOEBOX = 190W SHOEBOX, 22400 LUMEN	NR	NR	\$23.54	\$14.39	SB2BZ	0032114932 (pole mnt.)
					SB5BZ	0032141633 (pipe mnt.)
1000W HPS SHOEBOX = 360W SHOEBOX, 24800 LUMEN	NR	NR	\$26.25	\$17.09	SB3BZ	0032114935 (pole mnt.)
					SB6BZ	0032141635 (pipe mnt.)

**EAI STEEL POLES AVAILABLE IN RATE SCHEDULES L1 AND L1SH**

POLE DESCRIPTION	RATE CODE	BASE RATE
STEEL POLES 30 FEET OR LESS MOUNTING HEIGHT	L1V, L1VSH	\$1.83
STEEL POLES 35 FEET MOUNTING HEIGHT	L1W, L1WSH	\$2.81

**10.4.1 E.**

The first unit/pole rate indicates the rate for a single light on the company owned pole. Each excess unit/pole rate indicates the rate for any additional light beyond the initial light on the same pole.

**10.4.1 F.**

Any painting service requested (for steel poles) by the municipality will be scheduled by the Company utilizing additional resources, and the Company shall recover the cost of acquiring the additional resources from the requesting municipality. The requesting municipality will be informed of such costs prior to the start of any requested painting service.

**10.4.1.**

...If Company provides change-outs or removals of functioning lighting equipment at the request of the municipality, the municipality will be responsible for the costs of such change-outs or removals. Such change-outs and removals will be scheduled reflecting the Company's available normal resources. If the quantity of change-outs or removals cannot be completed by the Company with normal resources in the time frame requested by the municipality, the Company may utilize additional resources to meet the requested time frame with the consent of the municipality or the municipality may accept the timeline proposed by the Company. In such case, municipality will be responsible for any Company costs associated with the change-outs or removals and the cost of the additional resources.

## **CITY OF HURST STREET LIGHT POLICY & PROCEDURE**

The City of Hurst receives numerous requests regarding the installation of streetlights. The primary purpose of streetlights is to provide drivers with quick, accurate, and comfortable visibility at night. A major cause of accidents at night is poor visibility. Street lights aid in reducing these accidents and facilitating the traffic flow.

Citizens should realize that streetlights are provided for traffic safety, not property security. It is true that streetlights do provide some amount of security in residential areas. This, however, is not their primary intent and they are never installed for security reasons alone.

The following is provided to explain the City's policy and procedure on street light installation and the criteria required to warrant the installation of a street light.

### **STREET LIGHT COSTS**

The City of Hurst pays approximately \$297,395 annually for streetlight operations. This cost does not include new streetlight installation or existing street light upgrading. Typically, the installation cost of a new residential streetlight can be up to several thousand dollars per streetlight depending on the location and type of construction associated with the installation (i.e. existing power). The annual maintenance cost is approximately \$182 per streetlight. The cost for installing and maintaining a new streetlight will be paid for by the City of Hurst. [The residents can request the installation of upgraded streetlights. The City of Hurst requires that the installation cost for the upgraded streetlights to be paid for by the residents.](#)

### **STREET LIGHT POLICY**

It is the intent of the City of Hurst that the developer installs and funds all streetlights needed in a subdivision or commercial area at the time of electric utility facilities.

In accordance with the Municipal Code of the City of Hurst, Texas, Section 21-9. paragraph (c), sub-section (2), street lights are required in streets smaller than minor arterials:

- Every six hundred (600) feet on one side of the street
- At each street intersection.
- At ends of the cul-de-sac.

### **STREET LIGHT REQUEST**

Request for street lighting where no lighting already exists will first be evaluated for the need to install a light system on the roadway or development, in accordance with the Municipal Code of the City of Hurst. Installation of a single independent light will only be approved on a case by case basis after completion of an evaluation for validating a lighting problem.

It is the responsibility of the individual making the street light request to complete the attached Street Light Request Form and to ensure that the request contains the following information:

- Requestor's **name, address, telephone number,** and **reason** for requesting the street light installation;
- **Exact location** (street address) of the requested street light (e.g., pole between 628 & 632 Elm Street);
- **Pole number** for the adjacent existing street lights;
- **Drawing** (on a separate sheet) showing the location of the requested street light, street width, and distance of the existing street light(s) to the requested street light;
- **Petition** with the names, addresses, phone numbers, and signatures of residents on both sides of the street within 200 feet of the proposed street light, whether in support or opposed to the installation of the street light; **Important: The petition must indicate at least a 75% majority of residents support the requested installation of the street light. The property owners shall provide the necessary utility easements for electrical service to the light at no cost to the City of Hurst.**

Upon approval of the installation of the streetlight by the City Engineer and/or the Public Works Director, the City will request necessary easement at no cost to be provided to the appropriate electric company for the purpose of installing the streetlight.

#### STREET LIGHT EVALUATION

The intent of this policy is to evaluate all requests as to the need for lighting of streets within the City of Hurst to ensure the safety of vehicular and pedestrian traffic. All street lighting installations shall be in accordance with the design criteria as described in the Municipal Code of the City of Hurst, Texas as referenced above. Any exception to the design criteria will be evaluated on a case by case basis.

All approved streetlights will be installed subject to the availability of the City funds.

#### STREET LIGHT INFORMATION

For more information about street lighting, contact the City of Hurst Public Works Department, Engineering Division at 817-788-7076.

To report a street light outage, contact TXU/ONCOR at 817-7313-4747 or logon to <http://www.oncorgroup.com/community/streetlights/>

company?

- + 42. I own a small business, and your inspector came out and told me I had to make some changes to be in compliance. I checked into it, and the changes cost a great deal of money. I want to comply, but I can't afford it right now. What do I do?

## Open Burning

- + 43. Can I burn it? Can they burn that?

- 44. What do I need to know about burning yard waste?

Yard waste is defined by law as grass clippings, leaves, and shrubbery trimmings collected from residential property. This does not include household waste.

Open burning of yard waste is strongly discouraged but permissible. [Act 1151 of 1997](#) strongly discourages open burning of yard waste and encourages residents to recycle this waste. Open burning of yard waste is allowed but can be limited.

Local authorities, such as the city council or county officials, can place local restrictions on open burning. Local authorities may also set up a permit procedure that requires residents to get a permit from the county courthouse or city hall or the fire department before burning yard waste. Also, several state and federal agencies can issue burn bans that stop burning because of weather conditions or potential hazards.

There are other reasons burning can be stopped. As outlined in the new law, open burning can be prohibited in a particular area of the state or throughout the entire state when:

- It becomes a local nuisance.
- It creates a fire or safety hazard.
- It pollutes the air, and DEQ believes it will create a situation whereby the National Ambient Air Quality Standards could be exceeded in a given area.

Complaints about air pollution caused by open burning of yard waste should be filed with DEQ. Nuisance, fire, and safety complaints should be filed with the local fire or police department or sheriff's office.

Complaints about air pollution caused by open burning of yard waste should be filed with DEQ. Nuisance, fire, and safety complaints should be filed with the local fire or police department or sheriff's office.

Local or state officials can take steps to ensure a fire is extinguished and possibly issue a ticket or a fine if they find that open burning of yard waste is one or more of the following:

- A persistent offense to neighbors
- A fire hazard to surrounding property
- A safety hazard

Complaints about air pollution caused by open burning of yard waste should be filed with DEQ. Nuisance and safety complaints should be filed with the local fire or police department or sheriff's office.

Complaints about air pollution caused by open burning of yard waste should be filed with DEQ. Nuisance and safety complaints should be filed with the local fire or police department or sheriff's office.

Local or state officials can take steps to ensure a fire is extinguished and possibly issue a ticket or a fine if that open burning of yard waste is one or more of the following:

- A persistent offense to neighbors
- A fire hazard to surrounding property
- A safety hazard

#### 45. Whom do I call if I have more questions or want to make a complaint about open burning?

If your questions are about burning yard waste, contact:

[Heinz Braun](#)

(501) 682-0756

If your questions are about recycling yard wastes, contact:

[DEQ Recycling Section](#)

(501) 682-0609

If your questions are about local ordinances, call:

- The Local Fire Department
- Mayor
- County Judge