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Town of East Fishkill
Dutchess County, New York
330 Route 376, Hopewell Junction, NY 12533
New York 12533

TOWN OF EAST FISHKILL
MAY 8, 2025 SPECIAL MEETING AGENDA @ 6:00 PM
& WORKSHOP MEETING @ 6:15 PM

Pledge of Allegiance

Supervisor's Announcements

Roll Call

Announcement of Additions to the Agenda

Courtesy of the Floor

Resolutions:

(1) Award 2025 Town Wide Paving Bid
(2) Award Advanced Metering Infrastructure Bid

Board Member Comments

Adjournment

Open Work Session

Discussion:

Carmel School District Budget Presentation

Close Work Session

Next Town Board Meetings: Regular Meeting: May 22, 2025
Workshop/Regular Meeting: June 24, 2025

RESOLUTION

(AWARD 2025 TOWN WIDE PAVING BID)

BID RESULTS NOT AVAILABLE AT TIME OF POSTING

DATED: MAY 2, 2025
EAST FISHKILL, NY 12533

RESOLUTION-xxx/2025

(AUTHORIZE ADVANCED METERING INFRASTRUCTURE BID)

WHEREAS, the Town continues to complete the interconnections of various water districts throughout the Town to create redundant water sources and better share water sources, encouraging the Town to best manage available water and limit water loss; and

WHEREAS, the Town previously allocated up to $400,000.00 towards water efficiencies to be applied to all of our water districts through the ARPA funding; and

WHEREAS, the Town solicited for public bids and received five (5) responses on March 6, 2025. The Town then evaluated the three lowest 10-yr cost proposals, performed interviews, and then completed scoring. Dynamic Water Concepts/Zenner USA received the best score. The Dynamic proposal includes the ability to remotely collect and record daily water usage from every existing meter location as well as make water usage information available to our Water Customers and Town Staff. The Dynamic proposal of services is $383,655.00; and

WHEREAS, this is a Type II SEQR classification and no further SEQR action is needed; and

NOW THEREFORE, IT IS RESOLVED, that the Town Board hereby declares and authorizes Town Supervisor, Nicholas D'Alessandro, be provided the authority to negotiate and authorize Dynamic Water Concepts/Zenner USA for an amount not to exceed $383,655.00.

BY ORDER OF THE TOWN BOARD
PETER CASSIDY, TOWN CLERK

DATED: MAY 8, 2025
EAST FISHKILL, NY

Town of East Fishkill

Sewer and Water Department

330 Route 376, Hopewell Junction, New York 12533

Telephone 845-223-5114

Engineer's Memo

Subject: Automated Meter Infrastructure - AMI
From: George Cronk, P.E.
Date: April 9, 2025

Benefits of Infrastructure:

The Town Water & Sewer Department has been working towards a goal of interconnecting many of our Water Districts together and sharing water sources. As part of the interconnection process, being able to account for water production and water usage becomes more important and more of an impact. Poor water management, whether through water loss or over water use (irrigation/leaking toilets) or having changes to our wells, leads to the need to have more accurate and timely water data available.

The proposed infrastructure solution includes a remote meter reading system that will allow the Town to perform daily analysis of the water system production and usage. The new infrastructure provides a solution to three main objectives;

1. Customer Access: Water Customers will have daily, direct access to their water usage via computer and smart phone; keeping them informed of their consumption, and help identify unknown usage such as a leaking toilet or how much water they are using to irrigate their lawn.
2. Reduce Water Loss: Utilizing the new infrastructure allows the Town to identify increasing in water loss daily. In the past, meter reading are done quarterly, allowing a leak to go undocumented for up to 90 days. Decreasing the time to identify a water loss occurrence, allows the Town to locate a leak much more quickly, minimizing total water loss. With several of our older water systems pipes being decades old, waterline breaks occur more frequently and create a demand for extra water. In 2024 the Town repaired over a dozen water line breaks, causing hundreds of thousands of gallons of lost drinking water. Several of the breaks were not identified for weeks/months before the water loss was stopped.

3. Water Department Efficiency: The Water & Sewer Department receives phone calls from frustrated customers when they receive a high usage water bill. The higher than normal water usage is often due to a leaking toilet. However, most homeowners believe the meter is working incorrectly. When the Department receives a call of this type, most of the time, a site visit follows where the home owner then contacts a plumber to repair the leaking toilet. Being able to identify the unknown water usage, via the new infrastructure, a site visit may no longer be needed. Further, the new infrastructure will allow the Department to analyze and trend water usage. The trending will allow the department to narrow down a water leak to a specific district. As our Districts expand (or interconnect) being able to isolate an area keeps the Department efficient and minimizing water loss.

Vendor Selection:

The Town performed a Public Bid that was advertised on February 5th, 2025 and bids received on March 6th, 2025. The Town received 5 bids from four companies. We received bids from FW Webb, Tri Sales, Dynamic, and Core & Main. Each bid was reviewed and the 10-yr infrastructure and operational cost (annual subscriptions) were calculated. The Town then interviewed the three lowest cost options. Once the interviews/presentation were completed by the respective vendors, the Town Water & Sewer Department scored the lowest three cost options.

The three most important elements include price, water customer benefits, and infrastructure technology. The scoring system reflects the importance of there features. Below is the scoring matrix used.

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Figure 1: Scoring Method

Description	Max Points	FW Webb -	Tri Sales - Neptune	Dynamic/ Zenner	Dynamic/ Zenner	Core Main - Sensus
Type		Cellular	Cellular	Cellular	MESH	Fixed Base
Ex. Districts Infrastucture (Yr-0)		$926,876.40	$329,143.84	$360,996.96	$375,149.46	$530,190.27
Annual Cost - Assuming 20% using online program		$ 3,500.00	$ 26,244.38	$ 22,640.00	$ 11,732.80	$ 34,091.05
10-Yr Cost		$ 961,876	$ 591,588	$ 587,397	**$ 492,477**	$ 871,101
20-yr Cost		$ 996,876	$ 854,031	$ 813,797	**$ 609,805**	$ 1,212,011
30-Yr Cost		$ 1,031,876	$ 1,116,475	$ 1,040,197	$ 727,133	$ 1,552,922
Cost to Implement/Operate (40 Points)	40		32	36	40	
Type of System (Radio Tower, Mesh, Cellular, Point to point, etc.) (10 points)	10		6	6	8	
Ability to integrate multiple types of meters (10 points)	10		6	6	8	
Batery Life (10 Points)	10		8	8	4	
Batery Replacement (10 Points)	10		0	0	8	
Computer User Interface Program (10 points)	10		6	4	4	
Ability for Town to access field customer suport (20 points)	20		15	10	10	
Ability for Town to access to water use data (20 points)	20		12	14	14	
Ability for water user (customer) access to water use data (20 points) - Ease of Customer	20		16	12	12	
Integration with quarterly billing system (10 Points)	10		8	8	8	
Ability to expand and add other devices, beyond meters. (10 Points)	10		6	6	8	
	170	0	115	110	124	0

All of the bids submitted offer a portal (website) so that water customers can see their daily water usage. None of the vendors offered the ability to view their water usage and/or view or make payments to their accounts. The ability for water customers to view their water usage educates them of possible high usage and will hopefully encourage better water conservation. The online systems also allow customers to “set an alarm” for continuous flow (leak detection) and out-of-town use when away on vacation.

Of the bids received, the AMI technology options included cellular, mesh, and fixed antenna systems. The fixed base antenna system includes two large antennas (think cell tower size), but may be problematic for future water districts and is very expensive.

The cellular system is a lower upfront cost, but relies on cellular company's infrastructure where we have no control of changes (such as upgrading from type 3 network to 4LTE network or poor coverage areas) causing unanticipated future costs for upgrades or rate increases. The mesh system network will not change and guarantees coverage anywhere in our town regardless of location/topography.

The AMI annual cost to operate ranges from about $12k per year to $26k per year. At $12k per year, this works out to about $4.75 per year or about $1.25 per quarter.

Figure 2: Scoring Summary

Reviewer	Max Points	FW Webb -	Tri Sales - Neptune	Zenner	Zenner	Core Main - Sensus
		Cellular	Cellular	Cellular	MESH	Fixed Base
George	170	0	115	110	124	0
Thalia	170	0	143	137	142	0
Billy	170	0	128	120	120	0
Brandon	170	0	103	98	133	0
		0	**122**	**116**	**130**	**0**

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Recommendation:

After an extensive review of the technologies offered, we eliminated the antenna system due to cost and focused on the details of the cellular and mesh systems. The cellular system has allowed several companies to enter into this market space, with limited upfront technology costs. For Municipalities, cellular is popular option because it is a slightly lower initial start-up cost, but does carry a higher annual operational cost due to the involvement of the cell company compared to Mesh. The Mesh annual operational costs are about $12k, while the cellular options are at least twice this amount, leading to $200k additional cost over 20 years. The mesh system is a good application of this technology for a town of our size and topography. We believe the mesh system provides the best long-term control of our system and the lowest annual usage costs. All three options that were deeply analyzed meet the project objectives and are all reasonably priced. The Mesh option, proposed by Dynamic Water Concepts/Zenner USA is the best option for the East Fishkill Water Districts.

We are particularly excited to role out the program and provide the ability for home owners to be able to monitor their water usage daily and become better educated about their water usage via the online website. We believe this will lead to better water conservation and lower water bills.