



The Corporation of the Town of LaSalle

Date:	July 18, 2017	Report No:	FIN-22-2017
Directed To:	Members of Council	Attachments:	
Department:	Finance		
Prepared By:	Dale Langlois, CPA ,CA Manager of Finance & Deputy Treasurer Peter Marra, P. Eng. Director of Public Works	Policy References:	None
Subject:	Vollmer Centre Pool Conversion to LED Lights		

Recommendation:

As endorsed by the Town of LaSalle's Environmental Strategic Planning Committee THAT the Town proceed with replacing the Vollmer Centre pool lights with LED lights during the Pool shutdown from August 28th through October 9th and that the contract be awarded to Ameresco.

Report:

On July 18th, 2017 the Town of LaSalle's Environmental strategic planning committee endorsed the following report:

As the Vollmer Center pool will be shut down from August 28th through October 9th to upgrade the pool's HVAC system, an analysis has been performed to determine weather the lighting should be converted to LED lighting while the pool is shutdown. Performing these projects concurrently will eliminate the need to shutdown the pool in future years to convert the lights to LED.

Administration obtained two quotes, one from Ameresco who is has been awarded the contract to perform the HVAC work in the pool and one from Kenwil Services Limited, who has no involvement with the existing HVAC project.


Ameresco's quote is for \$35,000 + HST and includes engineering, project management, incentive support and construction. The estimated SaveONEnergy incentives amount to \$2,480.00. Estimated annual operating cost savings amount to \$4,650.00 which will result in a payback period of 7.0 years. Also, under


this option savings are guaranteed, all equipment is included and the Town will not be required to provide any labour (turn key).

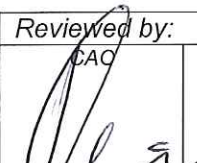
Kenwil Service Limited's quote is for \$21,720 + HST and includes the supply and installation of 17 LED lights. This quote does not include a man lift or access for a man lift, premium time, or any other items required to install the LED lights that are not included in their quote. This option also does not guarantee savings, include any engineering of lighting levels or assist in the application for incentives.

The Town has an annual capital budget allocation of \$50,000 for energy savings initiatives, which both of these quotes meet. Administration will recommend that Ameresco is awarded the contract for the following reasons: First, there is no unknowns in the Ameresco quote. The Kenwil quote could result in significant extra costs as the Town will have to pay for the lift, any required engineering costs, labour to fill out incentive forms, premium time and "other items not included in their quote". Second, since Ameresco has already been awarded the contract to perform the HVAC work, they will be able to perform the work concurrently as the HVAC system is installed. Under the Kenwil option, it will have to be performed once the HVAC work is complete and will result in an extended amount of time that the pool is closed. Third, Ameresco guarantees their estimated savings. Kenwil does not provide a savings estimate.

Yours truly,


Dale Langlois, CPA, CA
Manager of Finance &
Deputy Treasurer


Peter Marra, P. Eng.
Director of Public Works

Reviewed by:						
	Finance	Council Services	Public Works	Development & Strategic Initiatives	Culture & Recreation	Fire Services