1	STATE OF NEW JERSEY
2	DEPARTMENT OF COMMUNITY AFFAIRS
3	x
4	IN THE MATTER OF :
5	LOCAL FINANCE BOARD :
6	x
7	
8	Location: Department of Community Affairs
9	101 South Broad Street
10	Trenton, New Jersey 08625
11	Dated: Wednesday, May 9, 2018
12	Commencing at 11:00 a.m.
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18	
19	GUY J. RENZI & ASSOCIATES, INC.
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2 4 We have done all the research that LOCAL FINANCE BOARD we could do. We determined that the Chevy Tahoe 2 3 TIMOTHY CUNNINGHAM, Chairman was the best vehicle for this purpose. Having looked at the vehicle, it is the only vehicle of 4 MELANIE WALTER, D.A.G. EMMA SALAY, Executive Secretary its type where the exhaust system vents to the side of the vehicle. The Chief Officer at a fire WILLIAM CLOSE 7 FRANCIS BLEE ground situation spends an enormous amount of DOMINICK DiROCCO time at the rear of this vehicle, and therefore the exhaust venting out to the side prevents that 9 ALAN AVERY TED LIGHT 10 from blowing into his face while he is spending 10 ADRIAN O. MAPP 11 time there. 12 We have done our research, The state 12 contract price to this vehicle with the initial 13 14 equipment, it was cheaper to utilize the HGAC 15 contract. We had a public hearing and pushed on 16 the balance lot in February to object sustain 17 this vehicle for - with a cost not to exceed 18 18 72,000 and which was passed with a 91.8 percent 19 in favor vote which was only 2.3 percent of the 20 voters, but that is not our -- we can't force the 21 21 people to come out and vote 22 22 BOARD MEMBER BLEE: What was the 23 23 actual count? MR. PAUL: 61 votes and 91.8 percent 24 24 25 25 of them voted in favor of the purchase 3 5 CHAIRMAN CUNNINGHAM: Good morning. BOARD MEMBER BLEE: Thank you. 2 We are going to resume the Local Finance Board 2 MR. PAUL: We determined, again --3 Meeting. We will start first on the agenda, we looked at purchasing a vehicle outright which 4 Franklin Township Fire District #4. would have avoided us having to come before this 5 We have a new court reporter and I board, but that would have meant increasing the ask all of us to be cognizant and make sure to tax rate by three cents. By utilizing a Lease introduce yourself for the record and those who Purchase Agreement, we are able to spread it out are not counsel need to be sworn in. over seven years and have no effect on the tax MR. PAUL: Good morning gentlemen. rate to the individuals. There has been a 10 My name is Edward Paul, I represent Ball, Buckley question raised over the striping costs on the 11 & Seher and Franklin Township Fire District #4. 11 vehicle. Most of those costs are to meet NFPA 12 I will allow Nick to introduce himself so I don't 12 and DOT requirements for reflectivity in the 13 kill his last name. 13 vehicle. There are very stringent requirements 14 as to how much reflectivity these vehicles have, (Mykola Myronowskyj sworn) 14 15 MR. MYRONOWSKYJ: Mykola 15 even for a command vehicle. 16 Myronowskyj I'm Board Fire Commissioner Member 16 I will turn it over now to Nick who 17 Secretary and also a member of the fire company will answer the question on the fact that \$72,000 17 18 that we have for the district. was a lot of money for a vehicle that's only used MR. PAUL: This application is for a to get the chief to the fires. There are a lot 20 replacement of a 2001 repurposed command vehicle. other uses which the fire company places on this 21 The original command vehicle was a refurbished vehicle and he has a statement here on what those 21 22 police car. When we received it, it had 130,000 22 other uses are. 23 miles on it. We have continued to use this up 23 MR. MYRONOWSKYJ: I have made a copy 24 until today, until recently when it became 24 for each member here. May I pass them around? 25 completely unusable. 25 CHAIRMAN CUNNINGHAM: Sure.

1 MR. MYRONOWSKYJ: While I am passing 2 around it I'd like to read it unless you want me

3 to wait until you get your copy?

"In our district of 66 square miles,

a Command vehicle is a vital piece of apparatus.

6 In addition to mere transportation to the

7 emergency scene, the Command vehicle is the first

8 piece of emergency service apparatus to get on

9 scene and it serves many other functions.

Due to its immediate deployment and arrival at the emergency location, the Chief

12 officer in charge is able to get on scene faster

13 and make the initial size up and call in

14 additional resources as needed. Establishment of

15 a command post and beginning the initial steps to

16 mitigate the situation.

4

17 The Command vehicle is also set up

18 in a way that if a life safety situation were to

19 be present, the Officer has the needed tools and

20 PPE on hand to make the rescue. This PPE

21 includes the fire gear, the SCBA, TIC, and other

22 various hand tools. This is vitally important,

23 as the other apparatus is being manned and

24 leaving the fire company building, this vehicle

25 is on scene and starting the work at hand.

1 used for quick response to weather or natural

2 disaster calls. We also use it as a recon

3 vehicle to check on the community residents,

4 checking for everything from generators during

5 power outages, checking in on residents that have

6 oxygen in their homes and we provide a general

7 sense of well being when our residents see the

8 command vehicle going through the neighborhood.

9 Having the ability to not only clear roadways

10 with the use on the chain saw on board, but to be

11 able to clear the resident's minds and show that

12 we are in your area and we are here to help.

This is also used as a support

14 vehicle when taking a full-size fire engine is

15 not practical; using it from everything from

16 community relations, fund raising door to doors,

17 making shopping trips for the fire house.

18 Assisting our elderly and incapacitated with home

19 deliveries of our BBQ platters, or to bring them

20 to the fire house to support our other

21 fund-raising efforts. Going to meetings with the

22 other fire companies, or to the county meetings

23 as needed.

24 CHAIRMAN CUNNINGHAM: Where would

25 the vehicle be kept?

7

During a large-scale incident or an

2 incident involving multiple fire departments or

3 agencies, this vehicle is equipped as a full

4 command post with multiple radios for the

5 multitude of other fire companies that we are

6 joined through mutual aid. This interlink of

7 radios allows cross communication between

8 companies and other emergency or O.E.M. agencies.

9 The Command vehicle is far much more 0 than that, the Forest Grove Volunteer Fire

11 Company, also uses this vehicle for the following

12 purposes:

We use it to tow our Emergency

14 Response Vehicle (ERV) Polaris 6x6, and to tow

15 our boats for our marine rescue unit. It is

16 equipped with EMS equipment to quickly and

17 effectively assist EMS on rescue calls. It is

18 equipped with all needed tools to prepare a

19 helicopter landing zone.

It is equipped with forceable entry tools so that in the event that quick entry is

22 needed before the rescue truck arrives on scene

23 we are able to perform this function.

24 It is used for traffic control at

25 emergency scenes. With the 4-wheel drive, it is

1 MR. MYRONOWSKYJ: Actually kept at

9

2 the Chief Officer that is in charge. If a Chief

3 is on duty, it is at his home which is across

4 from the firehouse; but when the Chief is not

5 available, the command vehicle then goes to the

6 Deputy Chief, and the Deputy Chief vehicle goes

7 to the Assistant Chief, so it is always being

8 dispatched.

9 CHAIRMAN CUNNINGHAM: You can

10 understand, and so there are no surprises, the

11 Board is aware that I did a call yesterday to

12 express the concern, never my endeavor to

13 surprise anybody. I wanted you to be aware these

14 questions are were going to be coming.

You can understand that we can

6 understand that it is a purchase of equipment for

17 \$72,000, the highest line in the Chevy truck

18 world that you could possibly get. By your own

19 admission, you have been using an old police car

20 and that is, understandably, no longer able to do

21 the job. But to go to a car of this magnitude

22 gives me pause and concern, so I hope you can

23 understand that, that issue.

24 The simple fact of the matter is you

25 are before the Board for what's called positive

10 | 12

- 1 findings. If you are to go out for a bond deal,
- 2 the lack of "positive findings" could adversely
- 3 effect your ability to get to the market.
- 4 Because you are doing a lease purchase through
- 5 the HGAC co-op, whether or not the Board provides
- 6 positive findings is likely not going to impact
- 7 your ability to acquire this piece of equipment.
- 8 I would also note that it is
- 9 disappointing that the entirety of the purchase
- 10 price is being financed. There's no down payment
- 11 coming out? It is not that you saved up for it?
- 12 Kind of similar if I went out and purchased a new
- 13 vehicle, to go in and not put any down payment at
- 14 all. It is not the most prudent of financial
- 15 practices.
- 16 Do any of my colleagues on the Board
- 17 have any comments? If you have any questions
- 18 about the use of the vehicle, anything at all? I
- 19 think you should ask the applicants before we
- 20 take a vote.
- 21 BOARD MEMBER MAPP: I have a
- 22 question. The vehicle costs seem somewhat high
- 23 to me. What is it about this vehicle -- what can
- 24 this vehicle do that a 30, \$40,000 vehicle
- 25 wouldn't be able to do, especially in light of

- 1 Explorer that didn't fit. We looked at smaller
- 2 vehicles, but that didn't fit the sizes and some
- 3 things that weren't available to be put on the
- 4 vehicles as far as the equipment and apparatus
- 5 that we need to have in there, just by the shear 6 size.
- 7 The Chevy Tahoe was picked because
- 8 of the exhaust issue and the other vehicle was a
- 9 Ford Excursion, we looked at that as well, the
- 10 similar size, but the exhaust issue was big
- 11 because the exhaust vent is out the back and when
- 12 the vehicle opens up, there is what is called a
- 13 command box. One of the things added to the
- 14 cost, were all the radios and all the emergency
- 15 vehicles sit on, so the officer in charge can use
- 16 that as a command post.
- 17 BOARD MEMBER CLOSE: So you are
- 18 repurposing to -- Mr. Mapp's question, you're
- 19 repurposing your original vehicle by it's
- 20 undersize and you have another vehicle that you
- 21 repurposed. What are you doing with that vehicle
- 22 if you purchase this one?
- THE WITNESS: That one we are
- 24 waiting to see what we are going to have here.
- 25 The 2001 Crown Victoria, we are either going to

11 | 13

- 1 the vehicle that you now have.
- 2 MR. PAUL: The vehicle itself is a
- 3 30, \$40,000 vehicle. It is the additional
- 4 packaging that is necessary; the lighting and
- 5 everything else that has to be put on this
- 6 vehicle which is very expensive.
- BOARD MEMBER MAPP: How are you
- 8 getting by now with what you have?
- 9 MR. PAUL: We actually repurposed a
- 10 utility vehicle that we have, it is a bit
- 11 ineffective, as far as the size goes. We are
- 12 using that temporarily until we can either repair
- 13 or replace the vehicle that we have.
- 14 BOARD MEMBER MAPP: And so you think
- 15 this is absolutely necessary in order for you to
- 16 provide a level of services that you are required
- 17 to provide?
- 18 MR. MYRONOWSKYJ: Absolutely, yes,
- 19 sir.
- 20 BOARD MEMBER CLOSE: Was there an
- 21 alternative vehicle that you considered, Chief?
- MR. MYRONOWSKYJ: I am not the
- 23 chief, but yes, we looked at other vehicles.
- BOARD MEMBER CLOSE: Which ones?We looked at was it the Ford

- 1 sell it or donate it, because it needs repairs.
  - 2 It will not pass inspection. Needs a new
- 3 computer, needs a lot of repairs and we have
- 4 repaired it many, many, many times and it is now
- 5 not cost effective to fix.
- 6 BOARD MEMBER CLOSE: Why is there no
- 7 down payment put forth on this?
- 8 MR. PAUL: Because of the need to
- 9 get this done as soon as possible. When we were
- 10 provided our budget this year, we had money in
- 11 there if we were intending to do what is called
- 12 an operating lease, had money in there; but
- 13 because we didn't have the question approved
- 14 prior to this year's budget being introduced, we
- 15 couldn't do that. We had to repurpose that money
- 16 into the reserve which will go into helping to
- 17 keep the cost -- keep the future tax rates down
- 18 on us.
- 19 BOARD MEMBER CLOSE: Okay. Your
- 20 notice, you published notice under LFM2012-10
- 21 which says that you were publishing a notice; did
- 22 you public a notice about using a national
- 23 cooperative.
- MR. PAUL: We had those prepared to
- 25 go.

1 BOARD MEMBER CLOSE: The answer is 2 no?

MR. PAUL: The last time we came to 3

4 the board we were told we couldn't do anything

awarding the contract prior to board approving

our approvals, so not wanting to spend taxpayers

dollars, we have them ready to go. We will, they

will go as soon as we receive or do not receive

your approval for this project.

10 BOARD MEMBER CLOSE: So we gave you

11 direction --

12 CHAIRMAN CUNNINGHAM: -- I remember

13 the last time there was a little bit of

14 confusion, from my recollection that dealt with

15 which budget year the issue was coming out, not

16 the ability to set --

17 MR. PAUL: The issue I had last time

18 we had -- I am going back to olden days, we used

to buy the truck and then do the financing at the

20 time and come to the Board when we did the

21 financing.

22 This particular Fire District did

23 follow that procedure, which is now what the

24 board does not wish us to do. So in light of

25 that, based on that statement, the Board's

CHAIRMAN CUNNINGHAM: I don't know.

2 in this context I don't know what this Board's

decision should we not provide positive findings.

4 I don't know if it effects you one way or the

other. If you are going out to the bond market

and putting in official statement that is there

lack of positive findings or negative findings, I

would imagine that would potentially drive the

cost of the financing up. You already have your

rates, you already have your contract price. So

I don't know that the absence of positive

12 findings would impact you. Do you disagree?

13 BOARD MEMBER LIGHT: While he is

14 thinking, if we had lack of positive findings

15 that would increase the cost because of the risk

somewhat.

17 CHAIRMAN CUNNINGHAM: If it was a

18 public offering of some type, but this is very

different, they are purchasing it from a co-op

20 and already went out and obtained finance rates.

21 BOARD MEMBER LIGHT: Unless the

22 co-op wanted to withdraw.

23 CHAIRMAN CUNNINGHAM: I think they

24 want to sell the truck.

25 BOARD MEMBER AVERY: Can you tell me

15

1 decision at that time we determined that we would

5

2 handle everything as soon as we came before the

3 board.

4 MR. MYRONOWSKYJ: Just so -- the

notice is ready. I just need to attach it to the

e-mail and send it out for immediate publication,

and if we get approval today, this will go out

today, so it can be immediately posted.

I also, in addition to spending the

10 taxpayer money on sending out notification, that

11 if the Board says no, would be unnecessary, would

12 also eliminate the need for tax members of the

13 community to reach out to, us to come and look at

14 the lease and the information, because they would

15 have an opportunity to come and look at it.

16 I didn't want to have any confusion

17 of them coming to look at it and us saying we are

18 denied.

19 BOARD MEMBER MAPP: If you are

20 denied, what are you going to do?

21 MR. MYRONOWSKYJ: We don't know, we

22 will have to try and figure that out. I don't

23 have an answer to that. The only option we would

24 have is to spend money on a vehicle that is

25 frankly, well past its usable time.

1 how much of a difference between the vehicle cost

17

and the total cost of the package is; equipment

that comes with it, the lighting and I assume

that's the emergency lighting?

MR. MYRONOWSKYJ: The additional

light over the top of the HGAC price are about

20,000, there's 7,000 thousand for striping and

detailing. There's two prices for command

purchase, command items in the back, the console

and -- radio console, and there's money for a

11 battery remote starter for the batteries, so they

12 could jump start other vehicles.

13 Now, we are repurposing the radios,

14 we are not purchasing new. So the radios that

would be going into the command vehicle, if it's

approved, are radios that we currently own that

would be taken out of the other vehicle. And the

hardware and the equipment that I spoke of is all

19 hardware and equipment that we'll reusing from

20 the old vehicle.

21 So as many things as we can take off

22 of the old vehicle we will be repurposing and

23 keep the cost down.

BOARD MEMBER AVERY: Handheld

25 radios?

MR. MYRONOWSKYJ: Both, mobile 1

2 radios, fix mount radios. So if the commander

has to leave the command post, he can take a

portable radio with him, and whether he comes

back, he is able to come -- go into the fixed

radio that is in the radio box.

BOARD MEMBER CLOSE: You estimate

the savings at five to ten thousand dollars less

than the State contract?

10 MR. PAUL: Yes. Utilizing state

contract and adding the additional equipment it

is about five or ten thousand dollars cheaper.

BOARD MEMBER CLOSE: Is this an 13

14 apples to apples comparison in terms of you looked at the same exact model with the same

exact features?

17 MR. PAUL: Yes.

18 BOARD MEMBER CLOSE: What is it

19 exactly, you are saying between five and ten

thousand dollars? If you look at it exactly you

would know what the number is. I don't

22 understand why we are estimating.

23 MR. PAUL: We went out and got

24 estimating prices on light bars and things like that. We didn't sit down and do an actual, okay 1 case, in this vehicle, the vehicle is outfitted

with the lighting package.

3 BOARD MEMBER CLOSE: Right. I took

4 a look.

5 MR. PAUL: The lighting package is

there. Everything is included in it with the 6

exception of the manned console in the back, the

mounted brackets for the radio in the back, the

striping.

10 There is a unit price accepted by

11 HGAC for the total package with the exception of

four items which were additions to it. 12

13 All of those four items are items

that were bid by HGAC as acceptable options. 14

15 There are no unpublished options here.

BOAR MEMBER CLOSE: You have

verified under 2012-10 have you completed all of 17

18 the requirements of the Local Finance Notice? I

19 am looking here at the staff's report. It is

20 unclear to me whether you met all those

21 requirements.

22 MR. PAUL: At this point we had not

23 on paper documented the savings, but we can do

24

16

25 BOARD MEMBER CLOSE: That's one

21

19

this is the actual light bar total.

2 BOARD MEMBER CLOSE: Then the

3 contract is different. You are getting HGAC

4 versus the State contract.

5 MR. PAUL: State contract for the

6 vehicle.

7 BOARD MEMBER CLOSE: But the other

items on the state contract, did you outfit with 8

9 items on state contract?

10 MR. PAUL: Yes, they would be

11 lights. I'm sorry, we did not go back and

actually make up -- we took those prices, added

13 them up and got a value. We did not prepare a

14 documented list of that.

15 BOARD MEMBER CLOSE: I am saying

16 part of what it says, you are supposed to detail

certain things. Seems to me you can identify

that because if you look at it, you have

identical things, the base model plus the

20 equipment what is offered, so HGAC would do the

same thing. Gives you multiple models and gives

22 options so you can choose the type of model, the

23 type of truck you wish to buy; is that not

24 correct?

25 MR. PAUL: No, in this particular 1 component of the notice. There's several

components.

3 MR. PAUL: We have done it but we

have not documented it.

5 BOARD MEMBER CLOSE: I will accept

6 that. There are several other components. Have

you met those components? Everything here

supports volunteer and wants to support these

activities and the equipment that allows you the

resources to do that? Part of that is also

understanding that you did, you know, took the

necessary steps to get to that point. I can't 12

13 tell from the report if you did that.

14 MR. PAUL: We did that, preparing to

15 advertise for use of it. We have one, provided

the savings. Number two, we are prepared to

advertise that we are utilizing that contract. 17

Number three, we are preparing the award, a

contract under that. I think those are the three 19

20 main components. If there is a component that I

21 am missing.

22 BOARD MEMBER CLOSE: I am presuming

you come here knowing the components because you

24 are making the application.

CHAIRMAN CUNNINGHAM: Any other

1 questions? Anything from the Board on how to go?

2 Feel free to speak up.

3

BOARD MEMBER DiROCCO: Clearly the

4 cost does -- all of us look at this and say let's

dig a little deeper. I can appreciate, this is

helpful and I appreciate you putting this

commentary together, and I commend you for

getting 17 years out of the previous vehicle,

which is commendable, and that you have exhausted

10 the useful life of the vehicle.

11 What does concern me a little bit

12 that you are making such a big leap, an expensive

vehicle. I think some of the things that have

14 been ticked off here about what the vehicle is

15 used for can probably be handled with a less

16 costly vehicle, but I understand that these are,

you know, when you retire a 17 year old vehicle

18 and you want to move to the next step, you want

to get something that is very useful, top of the

20 line, and last a long time and meet all your

21 needs. I can get that and appreciate that.

22 I understand that the vote tally was

23 low as they always are in these situations,

24 didn't go before the voters and didn't seem close

25 vote that sort of alleviates some of my concerns

you make a motion?

BOARD MEMBER DiROCCO: I will make

3 that motion.

4 CHAIRMAN CUNNINGHAM: Just be clear

for the record. Make a motion how you describe

6 it.

7 BOARD MEMBER DiROCCO: I would make

8 the motion for positive findings contingent upon

a subsequent demonstration to board staff that

all of the LFB notice requirements and other

11 statutory and regulatory requirements are

12 satisfied.

13 BOARD MEMBER LIGHT: I would second

14 that motion, adding to it that I would stress as

an individual member of the board that the

applicant and future applicants in this area pay

much more attention to try to bring down the 17

glamour, I guess is the best way I can word it

19 and be looking more at the efficiency of the cost

20 when purchasing a vehicle such at this.

21 CHAIRMAN CUNNINGHAM: We have a

25

22 motion and a second on the floor. Roll call

23 please.

24 BOARD MEMBER MAPP: No.

25 BOARD MEMBER DiROCCO: Yes.

BOARD MEMBER CLOSE: No.

2 BOARD MEMBER AVERY: Yes.

3 BOARD MEMBER BLEE: Yes.

4 BOARD MEMBER LIGHT: Yes.

5 CHAIRMAN CUNNINGHAM: Yes. It

passes, you got positive findings from the Board. 6

You just have to demonstrate to us that all of

the various components have been adhered to and

9 then you can move forward with the positive

10 findings.

11 MR. MYRONOWSKYJ: Thank you for your

12 time and I give you my word that today this

notice will be going out into the papers. Thank

14 you for your time and have a good day.

15 CHAIRMAN CUNNINGHAM: We will move

16 to Middle Township Fire District. Mr. Braslow,

17 welcome. Introduce your colleague.

MR. BRASLOW: This is Commissioner 18

19 Mike McNulty who is the Chair of the Middle

20 Township Fire District Number 1.

21 (Michael McNulty, sworn.)

22 MR. BRASLOW: Thank you. Richard

23 Braslow representing the Fire District. This is

24 a proposed lease purchase. The Fire District

25 secured voter approval at the regular annual

23

1 this, about this when you have the voters.

2 That being said, the issue of some

3 of the outstanding checks and balances that the

4 division requires, I would suggest to my

colleagues maybe we make a motion, this is just

6 my thoughts. Everyone has their own independent

thoughts, that we can make a motion to approve contingent upon the Division seeing all of those

ancillary approvals that are needed with respect

10 to the LFB requirements that tick off all the

general issues that we are talking about.

CHAIRMAN CUNNINGHAM: You are making 12

13 that as a motion?

14 BOARD MEMBER DiROCCO: If I see

there is a consensus. We don't have to make that

16 motion, I am curious how that my colleagues --

17 BOARD MEMBER LIGHT: I would agree

and willing to second that. I think we need to

send a future message. They have come in here

20 with something that appears to be extravagant to

21 everybody who is sitting on the Board. The

22 message; looking at the glamour of the type of 23 vehicle that you are purchasing, bring it down a

24 notch or two on the economic scale. I think that 25 is the message we are trying to pass out. Did

1 election. Financing proposals were received, ten2 big packages were sent out. Three bids received.

3 The low bid was TD Equipment Finance at 3.410

4 this will be proposed over a 10-year period. The

5 Fire District is replacing a 2003 platform truck

6 with a Rosenbauer 101 Foot Aerial Ladder Truck.

I did put in the narrative the fact

8 that the Fire District did look at alternatives,

it looked at refurbishing the current truck. The

0 current 2003 vehicle has significant repair and

11 maintenance issues. They did a cost analysis,

12 received proposal. It did not appear to be cost

13 effective to do the refurbishing.

I know we generally talk about a down payment, if I can address that. The Fire

16 District does have money in its Capital Reserve

17 Fund, but there is a second project they are

18 working on now. They have a 1990 pumper that

19 they are going to replacing. The cost probably

20 to replace is 450 to 500,000. Their intent is to

21 use the money that they in Capital Reserve

22 towards that project.

The reason this project has predated that one; there are repair issues with the 1990

25 bumper, but because of the nature of this

1 we didn't see the same discretion with it.

2 MR. BRASLOW: I would like to raise

3 one issue. I don't know if you recall this Fire

4 District was here with an application and I think

5 of interest for the record, they owned nothing

6 but a Pierce. Some of the board members were

7 here. I don't know if you know the application;

8 they did their cost analysis and their homework.

9 This is the first non Pierce Fire

10 Truck they are purchasing, which speaks for

11 itself. I know we had an issue back then and had

12 to do some additional review. I think that

13 speaks for the nature of wanting to get the most

4 effective -- cost effective piece of equipment.

15 CHAIRMAN CUNNINGHAM: Thank you,

16 Mr. Braslow. It is a substantial piece of

17 equipment. I do have one question, so it is May

18 of 2018, you can't actually undertake until '19,

19 are there rates that you are able to -- both the

20 cost of the vehicle on the co-op and the rates

21 they are going to be carried?

MR. BRASLOW'S: They are locked in

23 and consistent. As we know Fire District Law the

24 first payment on the debt will not be until next

25 year.

27

1 district and the services they provide, they felt

2 that proceeding with the truck currently with the

3 application, was appropriate at this time.

4 That additional money will be

5 utilized and committed toward the replacement of

6 the 1990 pumper and the truck that they are

7 replacing in this application, they will attempt

8 to sell that truck and commit that money towards

9 the debt service on this truck. Those are the

10 highlights of the application.

11 CHAIRMAN CUNNINGHAM: You didn't get

12 a call yesterday, right?

13 MR. BRASLOW: No, I did not.

14 CHAIRMAN CUNNINGHAM: Probably a

15 good sign. Again, I think that our questioning

16 of the prior applicant had nothing to do with the

17 need for or our commitment to the safety of the

18 public. It had to do with whether the underlying

19 vehicle that was going to be equipped was

20 necessary for the job.

21 I think when it comes to an aerial

22 piece of equipment, you know, they cost what they

23 cost, you don't have the option to say I want the

24 Dodge Duran or Ford Explorer as opposed to the

25 Chevy Tahoe. That is why when we looked at it,

1 CHAIRMAN CUNNINGHAM: Worried if

29

2 they would be locked in.

3 MR. BRASLOW: They are.

4 CHAIRMAN CUNNINGHAM: Any other

5 questions?

6 BOARD MEMBER CLOSE: I want to

7 commend Mr. Braslow. As you said, the difference

8 is the questioning of this application versus the

9 last application. This is in order, you come

10 prepared. The nature of the equipment you are

11 buying, you are committing to put the proceeds

12 from the sale of the other equipment towards this

13 vehicle. Shows a commitment, financially, to it

14 as well, and I would want to note that for the

15 record. Those things are appreciated when you

16 come prepared and have those items addressed.

MR. BRASLOW: Thank you.

18 CHAIRMAN CUNNINGHAM: Care to make a

19 motion?

17

20 BOARD MEMBER CLOSE: I make a motion

21 to approve.

22 BOARD MEMBER BLEE: Second.

23 CHAIRMAN CUNNINGHAM: Roll call.

24 BOARD MEMBER MAPP: Yes.

25 CHAIRMAN CUNNINGHAM: Yes.

1 BOARD MEMBER DiROCCO: Yes. 2 BOARD MEMBER AVERY: Yes. 3 BOARD MEMBER BLEE: Yes. 4 BOARD MEMBER LIGHT: Yes. 5 MR. BRASLOW: Thank you very much. CHAIRMAN CUNNINGHAM: Next is Lake 6 7 Como. 8 MR. JOHNSON: Good morning. 9 CHAIRMAN CUNNINGHAM: Would you 10 kindly have your team introduce themselves if 11 they are not counsel. (Louise Nekoosa and Bruce Koch, sworn) 12 13 MR. JOHNSON: I am Everett Johnson, 14 bond counsel to the Borough of Lake Como, from 15 the law firm of Wilentz, Goldman & Spitzer. 16 To my far left is Louise Mekosh,

17 CFO. To my next left is Bruce Koch, the Engineer 18 from CME Associates related to the project.

19 CHAIRMAN CUNNINGHAM: If I could 20 before we get started, the board knows this; we 21 had two applications for USDA projects on the 22 agenda, both of them similar, and you know that I am very much in favor of the USDA Program, I 24 think is the way to go. These USDA Programs are

25 tremendous. I am living in Belmar and I am very

1 water quality for residents and also entail the replacement of fire hydrants that will upgrade 3 the system.

4 As you know, the program requires 5 level annual depth service over the term of the bond for four-year period. Therefore, in the

beginning you are going to have more interest, in the end it will be primarily principal. As a

result, the Section 26 Local Bond Rule with

regards to principal payments will not be in 10 conformance with regards to this particular

financing, hence, we need a non-conforming 12

maturity schedule. Obviously, benefits because 13

they can pay this off in a four-year period and 15 also receive the \$700,000 Grant from the USDA

with regards to the cost of issuance by Director 16 Cunningham. 17

18 I will state for the record, as I 19 mentioned this is Phase 2. Phase 1 of bond

20 counsel cost of the issue was actually \$7,000

21 more than was in the current application, so our 22 fees is actually less than it was in Phase 1 and

23 with regards to the local counsel cost. I am

going to have Louise Mekosh speak on that aspect

25 of it.

31 33

familiar with Lake Como and see all the good work you are doing there.

3 The only issue I asked you to come 4 in, otherwise I would waive the appearance, the only issue I asked you to come in was to discuss

the cost of the issuance, your cost of issuance are typically high, and I think there are

compelling reasons for that. I wanted the Board

to be able to hear from them. If you want to 9 10 touch on the project so the Board has a full

understanding, if you can focus on the cost of

12 issuance that is really the only outstanding

issue. Otherwise we probably would have waived 14 the appearance.

15 MR. JOHNSON: The Borough is seeking a non-confirming maturity schedule related to the issuance of utility bonds through the USDA Loan Program. 18

19 The bond will be in the amounts of 20 \$2,519,000. The total cost of the project is will be financed with a \$700,000 grant from the 22 USDA. The project itself is a Phase 2 of a

23 project that began back in 2016. This phase consisted of cleaning, lining, inspecting water

25 mains throughout the Borough to increase improved

1 MS. MEKOSH: Yes, thank you. Again,

thank you, we did Phase 1 and completed that and

with your help allowing us to do that the first time. I know engineering fees weren't in

question, it was the attorney fees that were in

question.

Part of this project. Because we are a little town there's a lot of dead ends on

our streets for water project, not only deadened on the road but also on the pipe. No matter what

11 line we do, we are still going to have the dead

12 ends, unless you loop -- they call it looping the

project, connecting the two lines together, so

you have one continuous flow throughout the whole 15

town. Without that you are going to have, no matter how much money people spend to correct the

17 pipe, they are still going to have brown water.

So the legal fees the attorney had to negotiate 18

19 and do research with the engineer to define the

20 property and reach out to the property owners to

21 get easement and go across the properties with 22 pipes. That is why our attorney fees ended up

23 being slightly higher to do that, to do title

24 searches. Once we came looking for agreement, we

25 had to provide funding, you know, pay for that

34 36 1 portion into the easement. That's all under the 1 Town. 2 legal title if USDA. We did speak with them. 2 MR. McMANIMON: Ed McManimon from The budget is what we are anticipating, however, McManimon, Scotland & Baumann, counsel to Town of 4 if in the end we don't use that \$10,000 for legal Kearny. This is an application in connection fees as long as we get permission from them to with a Bond Ordinance under the qualified Bond reallocate it for the project, whether it be Act Law of the ordinance, is for \$833,400 another hydrant or something for the improvement authorized bonds or notes of \$791,730 of the water system 8 We were here for an approval of a 9 CHAIRMAN CUNNINGHAM: Thank you. very large project, the Gunnell Oval project 10 Ouestions from the Board? which is being put out to bid. When that project 11 (No response.) is under construction that field is out of play 12 CHAIRMAN CUNNINGHAM: I appreciate and this field needs to be utilized more often, 13 the explanation. That's what I was hoping to get 13 so at night they are putting lights in. See this 14 on the record. Thank you for coming today. If 14 is essentially Harvey Field improvements; 15 there are no other questions, I make a motion to construction of pits and cleanups to enable that 16 approve Lake Como's application for to be used in greater capacity than it has been, non-conforming maturity schedule in accordance so it can be used while this other project is 18 with the USDA finding. undertaken. It is a two year cycle for the 19 BOARD MEMBER CLOSE: Second 19 project that you previously approved, that is now CHAIRMAN CUNNINGHAM: Roll call 20 20 going to be under construction. 21 please. 21 As you know, Kearny is the qualified 22 BOARD MEMBER MAPP: Yes. 22 Bond Act Program, they have qualified bond act 23 CHAIRMAN CUNNINGHAM: Yes. revenues of \$18,465,000. Currently their debt 24 BOARD MEMBER DiROCCO: Yes. service that is covered by that bond is 25 BOARD MEMBER CLOSE: Yes. 25 \$4,970,000 so they have four times coverage to do 35 37 1 BOARD MEMBER AVERY: Yes. 1 this. They are also significantly under their 2 BOARD MEMBER BLEE: Yes. 2 three percent borrowing capacity. They are 3 3 currently at 2.13 percent, after this ordinance BOARD MEMBER LIGHT: Yes. 4 MR. JOHNSON: Thank you very much. it will be 2.16 percent. So we are using the 5 CHAIRMAN CUNNINGHAM: Middle approval to undertake this project by adopting Township. Cape May submitted an application this bond ordinance. Any questions I would be under the USDA Programs. Their application is 7 glad to answer? \$2,201,000. Again USDA is a non-conforming 8 CHAIRMAN CUNNINGHAM: Any questions? maturity schedule. Again, no down payment is 9 BOARD MEMBER CLOSE: Putting the budget this year toward the project itself or 10 required, self-liquidating sewer authority. The 11 application merely set forth the sewer 11 bonding for the full amount? 12 MR. McMANIMON: There is a down 12 improvements undertaken, therefore, I waive the 13 13 appearance. So I would ask for a motion and payment as required by the bond law BOARD MEMBER CLOSE: Anything beyond 14 14 second for this application 15 BOARD MEMBER AVERY: So moved. 15 that? Did they allocate anything further for that? 16 BOARD MEMBER CLOSE: Second. 16 17 CHAIRMAN CUNNINGHAM: Roll call. 17 MR. McMANIMON: No. 18 BOARD MEMBER MAPP: Yes. 18 BOARD MEMBER LIGHT: I move the BOARD MEMBER DiROCCO: Yes. 19 19 application be approved. 20 BOARD MEMBER CLOSE: Yes. 20 BOARD MEMBER BLEE: Second. 21 21 BOARD MEMBER AVERY: Yes. CHAIRMAN CUNNINGHAM: Yes. 22 22 BOARD MEMBER BLEE: Yes. BOARD MEMBER MAPP: Yes. 23 23 BOARD MEMBER DiROCCO: Yes. BOARD MEMBER LIGHT: Yes. 24 CHAIRMAN CUNNINGHAM: I am going to 24 BOARD MEMBER CLOSE: Yes. 25 BOARD MEMBER AVERY: Yes. 25 recuse on this matter. Next matter is Kearny

- 1 BOARD MEMBER BLEE: Yes.
- 2 BOARD MEMBER LIGHT: Yes. Thank you
- very much.
- 4 CHAIRMAN CUNNINGHAM: Next the
- Somerset County Improvement Authority withdraws
- their application. Next one is Mount Holly
- Municipal Utilities Authority. Would you
- introduce the team up here.
- MR. WINITSKY: Good morning, Jeff
- 10 Winitsky from Parker McCay, bond counsel. To my
- 11 right is Sherry Tracey, who is the Financial
- 12 Advisor and Robert Mayberry, Director of the MUA,
- 13 and to his right Michael Dehoff, who is the
- 14 treasurer.
- 15 (Sherry Trace, Robert Mayberry and Michael
- 16 Dehoff, sworn.)
- 17 MR. WINITSKY: Good morning. We are
- 18 here today seeking positive findings pursuant to
- NJSA 40A:5A-6, for the refund in an aggregate
- 20 principal amount not to exceed \$17,7000. The
- 21 proceeds of these refunding bonds will be
- 22 utilized to refund on a current basis three
- 23 series of bonds which include the 1998 sewer
- 24 revenue bonds, 2007 revenue bonds and the taxable
- 25 2009 revenue bonds.

- 1 payment. Now we are in a situation where it
- bounces a little bit with respect to savings
- 3 otherwise we wouldn't be here at the end of the
- 5 If you have any specific questions
- about savings and how they work, Sherry can 6
- answer those questions. If you have any
- questions about the bonds in general, I can
- answer those questions and members of the MUA are
- 10 here as well
- 11 CHAIRMAN CUNNINGHAM: As you pointed
- 12 out the savings are significant, the one hiccup
- 13 that you mentioned. Honestly, the real reason I
- wanted an appearance today was because we have
- been contacted by some of the participating
- municipalities that there has been a common theme
- lightly across the State where various utilities
- are -- participating municipalities are raising
- 19 issues of concerns in this particular case. I
- didn't know if anybody from the public was going
- to want to speak. Although in this instance it
- is to the advantage to move forward with it. So
- I didn't have a lot of questions. So I have
- 24 nothing further. I will ask my colleagues
- 25 whether they had any particular questions or

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- 1 The bonds to be refunded were issued
- for a couple purposes; principal for system
- improvements, and to actually refund a service
- 4 because there had initially been a credit
- facility that there were certain standards of credit that need to be maintained, and it was
- issued, I believe, by NBIA who went out of
- business and we had to replace that credit with
- 9 cash, so they issued the bonds for that purpose.
- 10 This refunding on aggregate produces
- 11 very, very generous savings to the tune of
- roughly, when we submitted the application, about
- 1.7 million dollars which is about 9.4 percent
- 14 savings.
- 15 The reason we are here today is
- 16 because of the nature of the structure of that
- because of the 2009 series there are instances
- where in certain years, PB savings on a per year
- base doesn't specifically hit three percent, but
- aggregate as I mentioned it, is well over three
- 21 percent, just some hiccups. It is the principal
- 22 on the '09 because that particular series was
- 23 structured mature when other series of bonds were 24 coming off the box and the MUA was to use their
- 25 debt service reserve fund to make the principal

- wanted more information about the structure or
- the deal of the savings
- 3 BOARD MEMBER DiROCCO: I make a

- 4 motion.
- 5 BOARD MEMBER AVERY: Second.
- 6 BOARD MEMBER MAPP: Yes.
- 7 CHAIRMAN CUNNINGHAM: Yes.
- 8 BOARD MEMBER DiROCCO: Yes.
- 9 BOARD MEMBER CLOSE: Yes.
- 10 BOARD MEMBER AVERY: Yes.
- 11 BOARD MEMBER BLEE: Yes.
- 12
- BOARD MEMBER LIGHT: Yes. 13
- MR. WINITSKY: Thank you very much. 14 CHAIRMAN CUNNINGHAM: Next is
- 15 Monmouth County Improve Meant Authority.
- 16 MR. DRAIKIWICZ: If I may, John
- Draikiwicz bond counsel to the Monmouth County 17
- Improvement Authority and in the audience are
- members of the various -- three participants from
- Hazlet, Tinton Falls and Howell Board of
- 21 Education, and they will be here to answer any
- 22 questions that the Board may have, if any.
- 23 CHAIRMAN CUNNINGHAM: If any of the
- 24 participating towns do decide to testify you have
- 25 been sworn in and I would ask you to clearly

1 introduce yourself for the record.

2 MR. DRAIKIWICZ: The Monmouth County

- 3 Improvement Authority proposed to issue its bonds
- 4 in the amount not to exceed \$77,627,121 to the
- 5 public which would be used to acquire the
- 6 authority's bonds. The proceeds of which will be
- 7 utilized to make loans to three Boards of
- 8 Education; Hazlet Board of Education, Howell
- 9 Board of Education and Tinton Falls Board of
- 10 Education and those monies will be used to fund
- 11 various projects.
- 12 In connection with the Hazlet Board
- 13 of Education their bond will not exceed
- 14 \$28,625,105 which amount was approved by
- 15 referendum on December 13, 2016.
- 16 Tinton Falls Board of Education
- 17 their bond will not exceed \$32,499,000 which
- 18 amount was approved by referendum on September
- 19 26, 2017.
- 20 For the Howell Board of Education,
- 21 their bond will not exceed \$16,503,016 which
- 22 amount was approved by the Board of Public
- 23 Utilities in February of 2018 in connection with
- 24 their Energy Savings Improvement Plan.
- The bonds will be secured by general

- 1 report I want them to know that this was an issue
- 2 that was previously addressed and answered, and I
- 3 understand the efficacy of the improvement
- 4 authority's overall cost structure and the
- 5 benefit that it provides.
- 6 So I just want my colleagues to know
- 7 that is not, from my perspective, an issue when
- 8 you look at this in the aggregate sense. So that
- 9 was the one main question -- not a question,
- 10 obviously it was the one main point I wanted to
- 1 get out there, something that was identified by
- 12 the team here. I think that, you know, with how
- 13 well, you know, we have seen a good number of
- 14 ESIP lately, typically the Board is just apprised
- 15 of the type of energy improvement. Maybe if we
- 16 can have testimony on the ESIP components that
- 17 would be helpful.
- 18 MR. NORTON: They awarded ESCO to
- 19 administer the ESIP Plan for the Howell Township
- 20 School District
- 21 CHAIRMAN CUNNINGHAM: Can you avoid
- 22 using acronyms and explain the energy service
- 23 company.
- MR. NORTON: The Energy Savings Plan
- 25 Program for Howell Township includes new LED

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- 1 obligation bonds from each of the school
- 2 districts, as well as a guarantee from the County
- 3 of Monmouth
- 4 The Authority hereby request
- 5 positive findings with respect to the transaction
- 6 and with respect to the county guarantees and
- 7 also requests approval of the Howell Board of
- 8 Education ESIP Plan. If there are any questions
- 9 the authority is here to answer them as well as
- 10 members of the participants from the three Board
- 11 of Education.

12 CHAIRMAN CUNNINGHAM: Start with the

- 13 cost of the issuance. I know that with this
- 14 program a county guarantee fee is charged, and in
- 15 the past I made an issue out of that realizing it
- 16 was above what was statutorily permissible, but I
- 17 will admit that after having conversations with
- 18 you and the county, it was explained, I think
- 19 very well how the MCIA structured along with the
- 20 county deal -- these aren't always relegated to
- 21 the number in the front, always going to be
- 22 number of fees. And the challenge on this was
- 23 very clear, I raise that because I want my
- colleagues to know, some of who are new to theboard, when they see something in the staff

1 lighting replacement in the District, energy

- 2 system solar panel purchase agreement. Several
- 3 HVAC and mechanical system upgrades and combined

45

- 4 heat and power system at one of the middle
- 5 schools.

- 6 Financially, there is about \$50,000
- 7 of excess savings each year when you take into
- 8 account the debt service on it. So there is 105
- 9 percent coverage
  - CHAIRMAN CUNNINGHAM: Thank you.
- 11 Any other questions from any of participate --
- 12 either from the Improvement Authority or any of
- 13 the participating Boards of Education?
- 14 (No response)
- BOARD MEMBER AVERY: Move to approve
- 16 BOARD MEMBER BLEE: Second.
- 17 CHAIRMAN CUNNINGHAM: Roll call.
- 18 BOARD MEMBER MAPP: Yes.
- 19 CHAIRMAN CUNNINGHAM: Yes.
- 20 BOARD MEMBER DiROCCO: Yes.
- 21 BOARD MEMBER CLOSE: Yes.
- 22 BOARD MEMBER AVERY: Yes.
- 23 BOARD MEMBER BLEE: Yes.
- 24 BOARD MEMBER LIGHT: Yes.
- 25 MR. DRAIKIWICZ: Thank you.

46 48 1 CHAIRMAN CUNNINGHAM: Before we 1 these before, many times. 2 start, I do want TO note the presence of Kurt 2 BOARD MEMBER LIGHT: Moved. 3 3 Cherry. BOARD MEMBER DiROCCO: Second. 4 4 CHAIRMAN CUNNINGHAM: Yes. (Kurt Cherry, sworn.) 5 5 MR. McMANIMON: Ed McManimon from BOARD MEMBER MAPP: Yes. BOARD MEMBER DiROCCO: Yes. 6 McManimon, Scotland and Baumann, bond counsel to 6 7 BOARD MEMBER CLOSE: Yes. the Hudson Improvement Authority. Kurt Cherry to 8 my far right Executive Director Finance Officer BOARD MEMBER AVERY: Yes. 9 to that Authority and Heather Litbauer serves as BOARD MEMBER BLEE: Yes. 10 the financial advisor. 10 BOARD MEMBER LIGHT: Yes. 11 This is a continuation, three or 11 CHAIRMAN CUNNINGHAM: I will make a 12 four times Hudson County Improvement Authority 12 motion to adjourn comes down here with the County Guaranteed Local 13 BOARD MEMBER MAPP: Second. 14 14 Government Pooled Notes, which enhances the (Whereupon the hearing was concluded 15 ability of certain entities in the county who 15 at 12:00 p.m.) 16 have challenged credits. To access the note 16 17 17 market at a much bother interest rate because of 18 a county guarantee than they could on their own. 18 19 In this particular matter, the 19 20 borrowers are Weehawkin, Union City and Bayonne. 20 21 They have been here before. Weehawkin amount is 2.1 22 \$13,333,000l, three different series. There are 22 23 23 two tax exempts, one taxable on the rollovers, 24 there is a paydown for each of those consistent 24 25 25 with the requirements of the Local Bond Law 47 49 1 because these are bond ordinances that are the CERTIFICATE 2 source of being able to borrow the money. 2 3 Union City, \$6,774,000 that is a tax 3 I, LINDA L. PSYLLOS, a Certified Court 4 exempt rollover of a note that had previously 4 Reporter, License XI 1184, and Notary Public of 5 been before this Board, 256 paydown. the State of New Jersey, do hereby certify that In the case of Bayonne, \$29,224,000. the foregoing is a true and accurate transcript 6 7 One is \$1,827,000 tax exempt is a significant of the testimony as taken stenographically by and paydown. 27,397,000 taxable, also significant before me at the time, place and on the date paydown from previously. As Bayonne is trying to 9 hereinbefore set forth. 10 10 reconstruct its financial base, they would ask I DO FURTHER CERTIFY that I am neither a 11 this Board to make positive findings. relative nor employee nor attorney nor counsel of 11 None of ours are here. They were 12 any of the parties to this action, and that I am 13 advised, at least by the staff, that it was neither a relative nor employee of such attorney 14 unnecessary because of the previous testimony 14 or counsel, and that I am not financially 15 they have given with regard to these matters 15 interested in the action. 16 So it is not out of lack of 16 17 deference to this Board. They were advised they 17 did not need to be here 18 CHAIRMAN CUNNINGHAM: That's correct 19 19 20 (At which time there was a 20 Notary Public of the State of N 21 21 conference held off the record.) My Commission Expires June 20, 2022 22 22 CHAIRMAN CUNNINGHAM: Any questions 23 Dated: May 29, 2018 23 from the board? 24 (No response) 24 25 CHAIRMAN CUNNINGHAM: We have seen 25

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