

City of Coral Gables City Commission Meeting
Agenda Item I-4
March 10, 2020
City Commission Chambers
405 Biltmore Way, Coral Gables, FL

City Commission

Mayor Raul Valdes-Fauli
Vice Mayor Vince Lago
Commissioner Pat Keon
Commissioner Michael Mena
Commissioner Jorge Fors

City Staff

City Manager, Peter Iglesias
City Attorney, Miriam Ramos
City Clerk, Billy Urquia
Information Technology Director, Raimundo Rodulfo

Public Speaker(s)

Federico Francesconi

Agenda Item I-4 [11:09 a.m.]

A Resolution of the City Commission of Coral Gables, Florida, authorizing the City Manager to negotiate and execute an agreement with Pininfarina of America Corp. and Ekin, LLC, individually or collectively, to provide the city with objective design standards for small cells and smart city street poles and a proof-of-concept design of Ekin's cutting-edge consolidating technology that allows for the cost effective co-location of multiple functionalities into a single module, for a combined amount not to exceed \$150,000.00, under the Procurement Code Exemption contained in Section 2-607 (24) of the City's Procurement Code.

Mayor Valdes-Fauli: Next item.

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Agenda Item I-4 - Resolution of the City Commission of Coral Gables, Florida, authorizing the City Manager to negotiate and execute an agreement with Pininfarina of America Corp. and Ekin, LLC, individually or collectively, to provide the City with objective design standards for small cells and smart city street poles and a proof-of-concept design of Ekin's cutting-edge consolidating technology for cost effective co-location.

City Attorney Ramos: I-4 is a resolution of the City Commission of Coral Gables, Florida, authorizing the City Manager to negotiate and execute an agreement with Pininfarina of America Corp. and Ekin, LLC, individually or collectively, to provide the City with objective design standards for small cell and smart city street poles and a proof-of-concept design for Ekin's cutting-edge consolidating technology that will allow for cost efficient co-location and multiple functionalities. I will note that Commission Mena asked me at the last meeting to look at what the Florida Statute says with regard to cost. There is a provision in Florida Statutes that states that the design standards may not impose an excessive expense. Of course, this is a new statute, so there's no case law really defining what excessive is, but we should keep it within the industry standards to make sure that it is defensible.

Assistant City Manager Santamaria: Good morning, Mr. Mayor, Commissioners. Ed Santamaria, Assistant City Manager, Operations and Infrastructure. I-4, before you, will provide for a procurement code exemption authorizing the Manager to negotiate directly with Pininfarina of America LLC, as well as for Ekin, which is an international company, to provide for objective design standards, number one, for our small cell infrastructure, as well as for other infrastructure that may be located in the right-of-way having to do with technology. It provides for the look and feel of that technology. And it will also provide potential avenues in the future for co-location of 5G facilities, conditions permitting. Here I have Federico, from Pininfarina. Federico Francesconi, who is here available to answer any questions you might have. I will also note that Pininfarina has already submitted a proposal in the amount of \$125,000, which we think is a fair price. And we also expect that all the negotiations when concluded in the aggregate will not exceed \$150,000. That's why the amount is there for you on paper. Any questions?

Commissioner Mena: So, I just want to relay the conversation I had with the Manager yesterday about this topic. The grand slam scenario here would be that they design a product that could potentially lead to co-location by the different utilities. I think we all recognize that they're not

required to co-locate. I think the Manager's hopeful that with a good design and if it's cost effective for them to co-locate, that maybe they would consider it. Because less poles...

Vice Mayor Lago: Yep.

Commissioner Mena: They split the cost. I appreciate that goal and I think it's a worthy goal. I also want to be mindful of the fact that it's probably unlikely that they're going to ultimately agree to co-locate. And so, we should try to at least come out of this agreement with an objective design standard that we can then require them to implement on their own poles. And so, what I want to be mindful of is that in our direction to Pininfarina, that there's a cost component to what they design, that the presentation the gentlemen gave last time was spectacular. Under Florida law though, we're probably not going to be able to sell a Ferrari to the utilities. You know, we're probably going to need like a Ford or something. So, no, all joking aside, you know, if we're going to be -- I would love to have a beautiful objective standard that we can require of the utilities. But -- and the guidance from the Legislature is not to exceed excessive expense. We don't know exactly what that means, but I just want one of the criteria that you're giving them for what they need to design to be some sort of cost factor, whether it's looking at poles that have already been installed in the City of Miami or elsewhere, finding out, okay, what does that pole that has already been approved cost, and then based on some factor of that, okay, we can go another 10 percent, another 15 percent, another 20 percent, whatever the number is, but not go three times more expensive because then we're not going to be able to make them use that as an objective standard. So...

Vice Mayor Lago: What do you think about -- if I just may add something to your comments. Do you think it's worth having a conversation -- before we get too deep into the actual design standards -- we have a conversation with the vendors, with the utilities?

City Manager Iglesias: Can...

Vice Mayor Lago: That we have some sort -- I mean, again...

City Manager Iglesias: Yes. I just want -- I think...

Vice Mayor Lago: Just to kind of get an idea. They can give us a manual or standards, you know, but I think we should have more than just that. We should have a discussion and say we're embarking -- we're embarking and we're about to spend a pretty significant amount of money, and before we find out or, you know, delineate what these standards are, I think it's worth having just a simple sit-down discussion. Even if nothing comes out of it, at least we had that discussion. We can always say we had a discussion and we brought them to the table.

City Attorney Ramos: So, Vice Mayor, we...

Vice Mayor Lago: To get their input.

City Manager Iglesias: This product...

City Attorney Ramos: Met with several of the providers as they've applied.

Vice Mayor Lago: Has -- I understand that but my...

Mayor Valdes-Fauli: Let...

Vice Mayor Lago: But wait. I just want...

Mayor Valdes-Fauli: The City Manager wanted to answer it.

Vice Mayor Lago: Has this gentleman, has Pininfarina been in those meetings?

Assistant City Manager Santamaria: Not yet.

Commissioner Mena: How do they design to be required...

Assistant City Manager Santamaria: Not yet.

Vice Mayor Lago: But I'm saying...

Commissioner Mena: And specificity of what each of the companies requires?

Vice Mayor Lago: That's my point. So that's what I'm...

City Manager Iglesias: That's part of what we're planning on doing. I don't think -- right now, technology's being destructive, and it doesn't have to be destructive, and that's what we're trying to prove, that we don't need five poles at every intersection.

Vice Mayor Lago: I agree with you.

City Manager Iglesias: Five ugly poles at every intersection, which would certainly be against branding of Coral Gables. So, this technology not only helps us in 5G, but also helps consolidate all the systems that we're trying to do. I think our IT director has a small presentation to show how many things can be consolidated into one of these devices. So, being kind of a modular system, the 5G technology, when I first say it, fits into this mold in the sense that there can be more than one vendor there. And I understand they don't have to be, but if the technology can prove to be cost effective and also within the branding of Coral Gables, this is what we're trying to do. Because right now, everybody says there's no alternative. Well, there are alternatives, and we're trying to prove that there are alternatives to this.

Mayor Valdes-Fauli: I think it's a wonderful (INAUDIBLE).

City Manager Iglesias: And so, if we just -- if we stand back and do nothing, then we may get those five poles at every intersection that we don't want.

Mayor Valdes-Fauli: Let's make it worth it for them to consider this alternative. I'm all...

Commissioner Keon: Can I...

Mayor Valdes-Fauli: I think it's a wonderful idea.

City Manager Iglesias: If our IT Director can show -- can -- has some slides to show what this technology can look like.

Commissioner Keon: While he's coming up, can I ask a question? Don't -- are we also going to use this pole in the city for our use as well?

City Manager Iglesias: Yes, of course.

Commissioner Keon: So, it's -- I mean, our hope will be that the utilities will co-locate so that everybody can use the similar pole. But regardless, we're going to use this pole for a number of nodes that we're going to use ourselves. So, even if they choose not to co-locate with us, at least we will have a pole that will be consistent throughout the city.

City Manager Iglesias: That is correct.

Commissioner Keon: It would be better if we could get them to co-locate and you hope that that conversation takes place while we're in the process of developing these -- these criteria. But we also know that this is going to be our pole for our use as well.

City Manager Iglesias: Correct.

Commissioner Mena: But the middle ground there is...

Commissioner Keon: It has to be affordable.

Commissioner Mena: No, but I'm saying, there's the -- the A plus is they co-locate. What you just described is okay for our own nodes, but then if they're not required to co-locate or if they don't agree to co-locate -- because they can't be required to co-locate.

Commissioner Keon: It's up to them.

Commissioner Mena: Then -- that their poles that our objective design criteria that they have to implement in putting out their own poles...

Commissioner Keon: Right.

Commissioner Mena: Comply by whatever this design is.

Commissioner Keon: Well, we hope.

City Attorney Ramos: Right.

Commissioner Keon: Or similar.

City Attorney Ramos: And that we can impose.

Commissioner Mena: That's the goal.

City Attorney Ramos: As long as they're reasonable.

Commissioner Mena: That would be the goal.

Commissioner Keon: That's the goal.

Assistant City Manager Santamaria: If I may add...

Commissioner Keon: That's the goal.

Assistant City Manager Santamaria: If I may add, there are already higher-quality poles out there, they're deployed in places like Denver, Colorado. We can get an idea as to what those costs are. The Eiken pole -- Eiken has a pole themselves that only deploys right now the different sensors and camera systems and whatnot. That one runs for about \$18,000, if I'm not sure.

Unidentified Speaker: Yes.

Assistant City Manager Santamaria: So, we have an idea as to what that cost might be, and that's one of the discussions that we plan to have with Pininfarina, which is we have to keep it within a reasonable cost. If not, it'll be cost prohibitive and the industry will not -- will object to us applying those standards.

Mayor Valdes-Fauli: Do I hear...

Assistant City Manager Santamaria: And have...

Mayor Valdes-Fauli: A motion?

Assistant City Manager Santamaria: Legal basis to do so in the state.

City Manager Iglesias: To answer your question, Commissioner Keon, it -- the current system has Wi-Fi capability, pedestrian traffic, vehicular traffic, air quality, CCTV, red light enforcement, speed detection, license plate recognition, smart intersection management, parking violation and central -- and parking management. So, that's all currently in that system. So, all those features we can integrate from our system -- from our current multiple systems into that one system...

Commissioner Mena: Great.

City Manager Iglesias: Just for us. Now, if we can get an industrial design criteria also from Pininfarina that they don't -- maybe they co -- they don't co -- maybe they don't co-locate with us, but they can put something similar, which is what you're saying, Commissioner Mena, to get that industrial design capability there so that it's within our branding and not overly expensive.

Mayor Valdes-Fauli: Commissioner Mena, do you want to make a motion?

City Manager Iglesias: So, we can say there is a...

Commissioner Mena: What's that?

Mayor Valdes-Fauli: You want to make a motion?

Commissioner Mena: Sure. I'll make the motion.

Mayor Valdes-Fauli: Commissioner Mena makes the motion and...

Commissioner Keon: I think he has a presentation.

Commissioner Mena: Oh, I'm sorry.

Commissioner Keon: Raimundo.

Commissioner Mena: You were going to say...

Information Technology Director Rodolfo: I had a short PowerPoint. Yes, basically you see a photo of a rendering of how the Eiken pole technology looks. The main benefit is consolidating the electronics and the footprint of all these different technologies that we have in different co-location, from CCTV, ALPR, public Wi-Fi, sensors for IoT, for traffic, for environment. So, bringing all that technology together in this slim design really brings a lot of advantages from a design and from an engineering standpoint. So, for the next slide, please. So, you see, it's a modular design. And we saw this for the first time at the Consumer Electronics Show this year, so it was -- basically, we haven't seen any other product in the market that brings all that smart city technology together in this sort of small footprint. So, they have won a lot of awards because of the design. And basically, it's adaptable. It can grow. We can add modules for Wi-Fi, for sensors, for traffic, depending on the different needs, and for public safety too. So, they have a lot of modules for police safety that I already kind of like discussed with Chief Hudak that can be able to (INAUDIBLE) also for deployment of public safety technology. And the last slide. So, this is some of the poles that have already been deployed in cities like Denver, like the Assistant City Manager was mentioning. Basically, the concept, from an engineering standpoint, is having best practices of all the electronics, all the equipment, all the wiring, all the features to go inside of the pole, so you don't have those poles that really, they are not aesthetically pleasing.

Mayor Valdes-Fauli: I can't read what's inside the pole. Would you tell us what it says?

Information Technology Director Rodolfo: Yeah. Basically, you have the area of the 4G and 5G antennas at the top. So, they have for radio frequency reasons, they have a height that they need to have. So, that's the only limitation in terms of laws of physics, basically. They need to have that height for it to be able to propagate the signal. And then you have those areas where we can

co-locate the technology, like the IoT sensors that we have in Miracle Mile, Giralda, so they could be deployed in that enclosure. So, it will be something that it will benefit from a design standpoint. And also, they comply with electrical code, with the safety codes, and you have -- at the base, you have all the electrical power. They're (INAUDIBLE), basically. You don't have what you see when you're driving and see those poles, concrete poles with a lot of attachments. It's not safe either, so there's a lot of benefits also from a safety standpoint.

City Manager Iglesias: That pole is also one of the nicest looking poles that they have used. It's not a cheap pole compared to our technology, but what they're using locally is basically just a concrete pole with equipment attached, which is extremely...

Vice Mayor Lago: But most of these poles that I've seen these actual ones are in Downtown Miami.

City Manager Iglesias: Right, but that's not what they're using here.

Vice Mayor Lago: Those are downtown.

City Manager Iglesias: That's not what they're using here. That is -- I believe it...

Unidentified Speaker: No, but there's similar ones to this in Downtown Miami.

Vice Mayor Lago: Downtown Miami, right by the arena.

City Manager Iglesias: Correct. But that's not what they've used in our city. We've had a few that have been installed. And so, they are concrete with -- that's a much more expensive pole than just having a concrete pole with equipment attached. So, that pole really relates back to what we're trying to do, that what we're trying to do probably meets that kind of cost structure. So, if that's - - so that's what...

Vice Mayor Lago: Can we find out why the City of Miami got those poles installed?

Assistant City Manager Santamaria: That was Super Bowl.

Vice Mayor Lago: That's why I'm saying...

Assistant City Manager Santamaria: It was related to the Super Bowl.

Vice Mayor Lago: This goes back -- it harkens back to my comments in the beginning.

City Manager Iglesias: But our -- but if you can go...

Vice Mayor Lago: Why not have a more open discussion after we bring them on board to find out, you know, why are we getting a different pole than the City of Miami?

Assistant City Manager Santamaria: My understanding is that all that work in other areas was related to the Super Bowl.

Vice Mayor Lago: That's fine. That's perfectly fine, but let's get an answer.

City Manager Iglesias: The Super Bowl.

Commissioner Mena: The Super Bowl paid for it?

Assistant City Manager Santamaria: I don't know who paid for it, whether the NFL paid for it or whether the carriers paid for it, but it was all related to the Super Bowl.

Vice Mayor Lago: I'd just like to see an answer.

Assistant City Manager Santamaria: We can find out.

Mayor Valdes-Fauli: Alright.

Vice Mayor Lago: Because the poles -- again, those poles...

Commissioner Keon: I -- yeah. I...

Vice Mayor Lago: When you see them in person, I mean, again...

Commissioner Keon: I just sent you a picture, a text. When I was leaving this morning on Edgewater, there were three large trucks with big, big large beds that had all kinds of concrete poles on them. I wondered what -- are those the poles?

Assistant City Manager Santamaria: I...

Commissioner Keon: Did it come through?

Assistant City Manager Santamaria: Let me see if I can see your text.

Commissioner Keon: I just sent you a text. It had those poles on it. To ask you if that's what they were.

City Manager Iglesias: The typical installation's a concrete pole with equipment attached, so it doesn't look very attractive.

Assistant City Manager Santamaria: They could be because these poles do have a raceway at the interior...

Commissioner Keon: Yeah.

Assistant City Manager Santamaria: Core of the pole, so they could be related to telecommunications. I don't know for sure.

Commissioner Keon: They're very ugly poles. I mean, they're just very long, big concrete poles that are...

Assistant City Manager Santamaria: And that's why the...

Commissioner Keon: Very unattractive. And I mean, there were three trucks that had the beds full of those poles.

Assistant City Manager Santamaria: And that's the importance of the objective design standards.

Commissioner Keon: Okay.

Mayor Valdes-Fauli: Okay. Commissioner Mena has made a motion. Is there a second?

Commissioner Keon: I'll second it.

Mayor Valdes-Fauli: There's a second. Will you call the roll, please?

Vice Mayor Lago: Yes.

Commissioner Mena: Yes.

Commissioner Fors: Yes.

Commissioner Keon: Yes.

Mayor Valdes-Fauli: Yes.

(Vote: 5-0)

Mayor Valdes-Fauli: Thank you very much. Good presentation.

Vice Mayor Lago: Thank you.