

EAST LYME BOARD OF SELECTMEN
REGULAR MEETING OF NOVEMBER 16, 2022
EAST LYME TOWN HALL UPPER MEETING ROOM
Hybrid / Zoom Details listed below
7:00 P.M.

AMENDED AGENDA

1.
 - a) Call Meeting to Order and Pledge of Allegiance
 - b) Additional Agenda & Consent Calendar Items
 - c) Delegations
 - d) Approval of Minutes - Regular Meeting of November 2, 2022
 - e) Consent Calendar
2. Presentation by the SCORE Group
3. New Business
 - a) Approve 2023 Board of Selectmen Meeting Schedule
 - b) Schedule Special Town Meeting – December 7, 2022
 - c) Discussion – Dominion Building – 278 Main Street
4.
 - a) Ex-Officio Reports
 - b) First Selectman’s Report
5. Communications
6. Public Comment
7. Selectman’s Response
8. Executive Session – Real Estate – East Lyme Land Trust - Oswegatchie Hills Property
9. Adjourn

Join Zoom Meeting:

<https://us02web.zoom.us/j/87343314386?pwd=aFQwTi9pS2hSZzIySDVuZlVldEtGdz09>

Meeting ID: 873 4331 4386

Passcode: 06357

Dial by your location:

- +1 646 558 8656 US (New York)
- +1 301 715 8592 US (Washington DC)
- +1 312 626 6799 US (Chicago)
- +1 346 248 7799 US (Houston)
- +1 669 900 9128 US (San Jose)
- +1 253 215 8782 US (Tacoma)

Watch live on cable TV channels (Breezeline 191, Comcast 97, Frontier 6112) or [YouTube.com/eltownhall](https://www.youtube.com/eltownhall).
See eltownhall.com/government/videos to view the cable TV replay schedule or to view On Demand.

Minutes of EAST LYME BOARD OF SELECTMEN MEETING - 11/02/22

Date and time: 11/02/22 7:00 PM to: 11/02/22 8:00 PM

Present: Brooke Stevens, Recording Secretary, BOS Members Present:, Kevin Seery, First Selectman, Ann Cicchiello, Dan Cunningham, Bill Weber, Anne Santoro, Rose Ann Hardy

CC: Also Present: , Kevin Gervais, Finance Director, Chris Lund, Director of Facilities East Lyme School District, Jeffrey Newton, East Lyme Superintendent of Schools, Maryanna Stevens , East Lyme Public Schools Director of Finance, Gary Goeschel, Town Planner

Location: EAST LYME TOWN HALL UPPER MEETING ROOM

Link: <https://app.meetingking.com/meetings/388005>

Topics

1. Call Meeting to Order and Pledge of Allegiance

Note Mr. Seery called the meeting to order at 7:00 p.m. and led the Pledge of Allegiance.

1-1. Additional Agenda & Consent Calendar Items


Note There were none.

1-2. Delegations

Note There were none.

1-3. Approval of Minutes - Regular Meeting of October 19th, 2022

Note See attached meeting minutes.

 [BOS-October-19-2022-Minutes.pdf](#)

Decision MOTION (1)

Ms. Santoro moved to approve the Regular Meeting Minutes of October 19,2022, as submitted.

Ms. Cicchiello seconded the motion.

Motion carried, 4-0-1.

Mr. Weber abstained from the vote due to his absence from the October 19th, 2022, meeting.

1-4. Consent Calendar

Note See attached consent calendar.

 [Consent_Calendar.pdf](#)

Decision MOTION (2)

Ms. Santoro moved to approve the consent calendar for the Regular Meeting of November 2nd, 2022, in the amount of \$3,204.07.

Ms. Cicchiello seconded the motion.

Motion carried, 5-0-0.

Note Ms. Hardy arrived at 7:02 p.m.

2. New Business

2-1. Special Appropriation - LEARN Fund - Replacement of ELMS Water Heater

Note Chris Lund, Director of Facilities for the East Lyme School District, reported the following: The water heater at the middle school, which is located in the basement, sprung a leak in March. It was a very slow drip, but they didn't want to leave anything unchecked. They brought in their mechanical contractor, who in turn, called the manufacturer's rep for the tank itself. They were already past budget season and have been nursing it along as best they can. Over time, it has gotten progressively worse, and they estimate that it's leaking anywhere from 5-7 gallons per hour. It's a steady stream now so there's obviously further deterioration in the tank itself, and the tank cannot be taken apart and repaired. They need to replace it much like one would replace their water heater at home. The estimated cost using their contractor is \$84,084. The unit itself and the associated plumbing costs are \$76,000. The rigging and labor to get the old one out and put the new one in is \$7800. The price is driven by the cost of the unit itself. It's basically a one-on-one replacement for what's there but the more modern version. The Middle School is our shelter in town, so the unit is bigger than what you would normally see. They did check around and consult Chief Finklestein, but unfortunately, there are no grants available. With the Board of Selectmen's permission, they would like to use their internal LEARN funds.

Note Mr. Seery pointed out that the Middle School is not just a local shelter, but a regional shelter as well.

Note Mr. Weber said he believes the water heater is 20 years old and Mr. Lund replied that it is and is original to the building.

Note Mr. Weber asked if this is a single quote or if they got multiple quotes. Mr. Lund explained that the pricing is through their vendor that they use for their mechanical service contract; this quote is lower than the other informal verbal quotes they received.

Note Ms. Hardy asked if Emcor requires that all maintenance surfaces be done through them, and Mr. Lund confirmed that Emcor is their mechanical contractor, so they maintain all of their equipment.

Note Ms. Hardy said the town generally has a three-bid requirement and Mr. Lund replied that they did go out to some other vendors as he just mentioned, for quotes and got informal quotes, which were significantly higher. He added that their saving quite a bit on labor because the component would have been a similar price no matter what vendor was chosen.

Note Ms. Hardy asked what the expected lifespan is on this unit and Mr. Lund said 15 to 20 years.

Note Ms. Cicchiello asked if service is included in the price and Mr. Lund explained that they have a comprehensive separate maintenance contract for all the buildings with Emcor, which covers everything from water heaters to boilers, and the like.

Note Ms. Santoro said the pricing is from May 23rd and asked if that quote of \$84,004 is still valid given inflation and Mr. Lund replied that they have held the price for them.

Note Ms. Santoro asked if the funds in the LEARN account had been originally earmarked for any other items and Mr. Lund said the intent has always been to use it for CNRE like projects, such as a past vehicle purchase.

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Decision MOTION (3)

Ms. Santoro moved to approve the expenditure of \$84,084 from account 32-99-094-900-002 (LEARN Rental Fees) for the purchase and installation on a new hot water heater for the East Lyme Middle School, forward to the Board of Finance for approval, and noted that this item requires a Town Meeting. Mr. Cunningham seconded the motion. Motion carried, 6-0-0.

2-2. Special Appropriation - LEARN Fund - Replacement of ELPS Pickup/Plow Truck

Note Mr. Lund said some of the following:

This request is to replace one of the plow trucks that they have.

The truck in question is from 2006 and is a Chevy 35 truck that was originally owned by Parks and Rec and transferred to the Board of Ed in 2019.

At the time of its transfer, the head mechanic told us to expect three or four more years of life out of it.

In the most recent checkup, the mechanic informed them it can no longer be used for plowing or towing and shouldn't be driven on the highway.

Therefore, they're looking to replace this truck.

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Note Mr. Seery said he's surprised they could find a vehicle right now and Mr. Lund said this is the Statewide Contract quotes, and his concern is what may have been on a lot at that time may not be there now.

Note Mr. Lund said they were instructed to call when they have approval, and the owner will tell them what they have available.

Note Mr. Lund said he anticipates that it will take them a while to actually get the vehicle on site after they make the securement, and they may miss part of the plow season; he has been working with a fleet management rental agency out of North Haven to ensure that they have rental truck plow truck support to use for this winter season.

Note Ms. Hardy asked how this compares to the other vehicles used by the town and Mr. Lund commentated that they always try to match the town, who is currently leaning more towards Ford models; purchasing similar vehicles ensures that the town mechanics are familiar with maintaining them.

Decision MOTION (4)

Ms. Santoro moved to approve the expenditure of \$53,191.46 from account 32-99-094-900-002 (LEARN Rental Fees) for the purchase of a 2022 F-350 Super Cab 4WD Pickup Truck with a Tommy Gate lift gate and a BOSS Vee snowplow attachment, forward to the Board of Finance for approval, and noted that this item requires a Town Meeting.

Ms. Cicchiello seconded the motion.

Motion carried, 6-0-0.

2-3. Discussion and Possible Action - Release of Easement - Deerfield Village

Note Gary Goeschel, Town Planner, shared the following:

The Connecticut DOT has requested that the town subordinate an existing conservation easement to Deerfield village, that's associated with the I-95 interchange and exit 74 improvements at route 161, and replacement of bridge number 00250, otherwise known as project #44-156.

Since the State plans to widen I-95 and improve abutments, they would like us to subordinate a conservation easement, which would provide them access to the area on the east side of the bridge. They can't actually access the area under the bridge without coming in from the west.

He's analyzed this with the Town Engineer and there's no other impacts of the conservation easements otherwise.

This will provide the State the ability to maintain that area of the rock weirs in the future.

Long term environmentally, this is ideal, since they will have the ability to go in there and maintain their structures.

The access is already there, no new access would have to be created that would go through wetlands or the stream on the other side of the bridge.

He doesn't foresee any adverse impacts.

Note Mr. Goeschel clarified that it's not a complete release of the easement.

Note Ms. Hardy asked about the material that will be used and Mr. Goeschel said it will be basic natural stone, but it won't be visible from the highway, any of the side streets, or even from Deerfield Village because it's virtually not visible now given the existing vegetation.

Note Mr. Weber asked if it would go back to the way, it previously was once construction is complete. Mr. Goeschel replied that it's a subordination of easements; the State will maintain that access, it will be a gravel access to the bridge, as shown on the sheet, and continue on in perpetuity.

Decision MOTION (5)

Ms. Santoro moved to approve the following resolution:

Resolved, that the First Selectman is authorized, in the name of and on behalf of the Town, to execute and deliver a document entitled "Subordination Agreement" pertaining to a conservation easement in favor of the Town of East Lyme over land now owned by Deerfield 95 Investor Associates, LLC to be used in connection with the Connecticut Department of Transportation I-95 Interchange Improvements. Dated at East Lyme, on this 2nd day of November 2022.

Ms. Cicchiello seconded the motion.

Motion carried, 6-0-0.

3. Old Business

3-1. Discussion and Possible Action - Purchase of Garbage/Recycle Containers for Main St

Note Mr. Seery said we've gotten our second disbursement from the net fund, and it was \$13,808. He added that the quote that was obtained a while back is for \$13,146.50, the plan is to put them in front of the movie theater and the Black Sheep and obtain more in the future if they work well.

Note Mr. Weber commented that he was just in Charleston, North Carolina and they have them everywhere there.

Decision MOTION (6)

Ms. Santoro to approve the expenditure of \$13,146.50 from account 32-30-400-700-727 (NIPS Grant Expenditures) for the purchase of two HC5/SC5.5 Double Station Garbage/Recycle containers, forward to the Board of Finance for approval, and noted that this item requires a Town Meeting.

Mr. Cunningham seconded the motion.

Motion carried, 6-0-0.

3-2. Charter Revision - Update

Note Mr. Seery shared the following:

Last night they held a Public Hearing at the Middle School and there was about five members of the public that got up and spoke.

He attended, as did Ms. Cicchiello.

One new item that came up is to look at establishing a Town Manager position, who would essentially be the CEO of the town.

A few members of the Zoning Commission were in attendance, and they spoke against merging the Zoning Commission and Planning Commission.

The Commission formed 3 subcommittees- Town Budget, Town Commissions, and Town Structures.

They're going to meet twice a month.

The first Tuesday of the month will be a regular meeting while the third Tuesday of the month will primarily deal with subcommittee work.

Note Ms. Hardy said she wanted to clarify that the merging of Planning and Zoning was not put on the list at her request; it was already on the list and not her request.

4. Ex-Officio Reports

Note Ms. Hardy reported the following:

She attended the Board of Ed Meeting, and it was pretty much a continuation of the previous meeting she already reported on.

The Zoning Commission Meeting was cancelled, and this is the third cancellation in a row due to applications being withdrawn.

The Historic Cemetery Association will be meeting on Friday.

They have very little funding and if we receive another round of Rescue Funds, they could consider helping them out along with some of the other historic organizations.

Note Mr. Seery said except for an emergency, all the Rescue Funds available have already been allocated.

Note Mr. Cunningham reported the following:

He attended the Brookside Farm Museum Meeting, and the outside siding of the barn is a huge concern.

They're unsure how to proceed and any solution will most likely be expensive.

They will have Christmas Trees adjacent to the barn again this year and are considering combining that with some hot chocolate events in the barn, to earn some extra money.

Note Ms. Santoro reported the following:

She attended Town Building and the final invoice for the elementary school project was approved. The Town Building Committee voted to recommend to the Board of Education to close out the project. She attended the Annual CCM Conference held at Mohegan Sun Casino. She went to a FOIA Seminar and a Green Energy Seminar that focused on EV Chargers. The seminars will eventually be made available on the CCM website for viewing. She received a lot of valuable information which she will share in the future as relevant topics come up. The third seminar she went to was on labor issues, in particular, arbitration decisions by the State Board.

Note Ms. Cicchiello said she had nothing new to report.

Note Mr. Weber said he had nothing to report this evening as well.

4-1. First Selectman's Report

Note Mr. Seery reported the following:

In the past there was a municipal revenue sharing account by which the State shares some revenue, but this hasn't happened since 2017.

It has started up again and they will be receiving an unanticipated addition to their revenue source. They will be receiving \$368,600.

Note Kevin Gervais, the Finance Director, said some of the following:

The municipal revenue sharing account is a portion of the sales tax revenue that the State of Connecticut takes in.

They're supposed to allocate a certain percentage of that to four different grant programs for municipalities, and they haven't done that in the last four budget cycles.

This was a good surprise.

The other chunk of revenue he anticipates is interest.

The Fed has increased interest rates 35 basis points again, so when we collect money in January, we're going to collect about \$30-35 million of tax revenue.

The money will dwindle down as the fiscal year progresses, but we should be able to earn a good amount of interest while it sits there.

Suppose we have 25 million in February, at 3 1/2% or 4%, interest is almost \$80,000 a month.

Note Mr. Gervais further discussed interest and the new banking accounts. He added that he will have a more detailed interest income breakdown projection for the year, which he will present at the next Board of Finance Meeting. He will share this information at the next Board of Selectmen meeting as well.

Note Mr. Seery also reported the following:

He attended the annual graded Millstone drill yesterday and it went extremely well.

Dan Cleary, our new IT Director, and Sandy Spencer, our new Human Resources Director are now at work.

The Route 161 Corridor Presentation was very informative and they're seeking public input.

They're hoping to finally hold an open house at the new Public Safety Building sometime after the holidays.

The boys' cross-country team are Division Double M State Champions this year., and the girls team finished in third.

He congratulated them both.

The boys' soccer team is playing in the ECC Finals as we speak.

A Public Hearing was held for Water & Sewer, and rates will be increasing by 8%.

The water meter replacement project is 50% done and they're hoping to be finished in a year.

Note Ms. Hardy said she would like to add a review of the Ethics Policy to a future agenda. She added that the Board of Education was supposed to establish a sister plan, but she thinks the ball was dropped.

5. Communications

Note There were none.

6. Public Comment

Note There was none.

7. Selectman's Response

Note There was none.

8. Executive Session

Decision MOTION (7)

Ms. Santoro moved to enter Executive Session at 7:51 p.m. for the purpose of discussing Real Estate matters (EL Land Trust and Oswegatchie Hills).

Mr. Weber seconded the motion.

Motion carried, 6-0-0.

Note The Board exited Executive Session at 8:26 p.m., with no action taken.

9. Adjournment

Decision MOTION (8)

Ms. Santoro moved to adjourn the Regular Meeting of the November 2nd, 2022, Board of Selectmen at 8:27 p.m.

Mr. Cunningham seconded the motion.

Motion carried, 6-0-0.

Note Respectfully Submitted,
Brooke Stevens, Recording Secretary Pro Tem

Note

BOS

Board of
Selectmen

NOV 16 22

Agenda Item
30

To: Boards and Commissions
From: East Lyme Town Clerk, Karen Miller Galbo
Date: October 21, 2022
RE: Meeting Information

According to Connecticut General Statutes, Section 1-225, the Chairman of each Board and Commission is required to file a schedule of Regular Meetings for the ensuing year with the Town Clerk's Office. Schedules should be filed no later than January 31st of each year. However, no meeting of any Board or Commission shall be held sooner than thirty days after such schedule has been filed. Therefore, it is recommended that schedules be filed no later than December 31st.

Each Board and Commission is required to make available its Agenda for each Regular Meeting at least twenty four hours before the meeting to which it refers. This Agenda is required to be filed with the Town Clerk. Minutes for each meeting are required to be made available to the public in the Town Clerk's Office within seven days, excluding weekends and holidays.

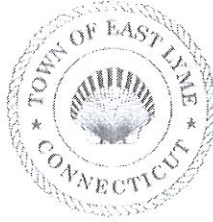
The vote of each member upon any Motion is required to be put down in writing and made available to the public within forty eight hours, excluding weekends and holidays.

Please Note The Following Important Information:

- When a Member resigns from a Board, Commission, Agency, or Committee they must provide a letter of resignation to the Town Clerk, with an effective date of resignation stated in that letter.
- When a New Member is appointed to a Board, Commission, Agency, or Committee the Town Clerk's Office must be notified. The new members must also be advised to come into the Town Clerk's Office to be sworn in. A Member cannot vote at any meeting until they have been sworn in. We need to know about the new appointment prior to that member coming to us for swearing in. Often times the new members come in the following day and we have not been notified that they have been appointed. We need confirmation of their appointment prior to swearing them in.
- If a meeting is scheduled by a Board, Commission, Agency, or Committee and that meeting is not on the Schedule of Meetings that was provided to the Town Clerk's Office at the beginning of the year the newly scheduled meeting is called a Special Meeting. No other business may be undertaken at a special meeting except that stated on the Agenda.

Town of

First Selectman
Kevin A. Seery
KSeery@eltownhall.com
Phone (860) 691-4110



East Lyme

108 Pennsylvania Avenue
P.O. Box 519
Niantic, Connecticut 06357
Fax (860) 739-2851

TO: East Lyme Town Clerk
FROM: Kevin Seery, First Selectman
DATE: November 16, 2022
RE: East Lyme Board of Selectmen - Regular Meeting Schedule for 2023

Meetings are held in the Upper Meeting Room at East Lyme Town Hall on the first and third Wednesday of the month and will commence at 7:00 p.m., unless otherwise noted on the agenda. During the summer months of July and August, there will only be one meeting to be held on the first Wednesday of the month.

January 4th
January 18th

February 1st
February 15th

March 1st
March 15th

April 5th
April 19th

May 3rd
May 17th

June 7th
June 21st

July 5th

August 2nd

September 6th
September 20th

October 4th
October 18th

November 1st
November 15th

December 6th
December 20th

TOWN OF EAST LYME
NOTICE OF SPECIAL TOWN MEETING

Notice is hereby given of a Special Town Meeting of the Town of East Lyme to be held on December 7, 2022 at 7:00 P.M. (E.T.) at the East Lyme Town Hall Upper Meeting Room for the following purposes:

1. To consider and act upon a special expenditure of \$84,084 from account 32-99-094-900-002 (LEARN Rental Fees) for the purchase and installation on a new hot water heater for the East Lyme Middle School.
2. To consider and act upon a special expenditure of \$53,191.46 from account 32-99-094-900-002 (LEARN Rental Fees) for the purchase of a 2022 F-350 Super Cab 4WD Pickup Truck with a Tommy Gate lift gate and a BOSS Vee snowplow attachment.
3. To consider and act upon a special expenditure of \$13,146.50 from account 32-30-400-700-727 (NIPS Grant Expenditures) for the purchase of two HC5/SC5.5 Double Station Garbage/Recycle containers.
4. To transact any other business proper to come before the meeting.

Dated at East Lyme, Connecticut, this 16th day of November, 2022.

EAST LYME BOARD OF SELECTMEN

 **EMCOR Services**
New England Mechanical

New England Mechanical Services, Inc.
70 Foster Road
Waterford, CT 06385

Phone: 860 442 1855
Fax: 860 481 3250
www.nemsi.com

May 23, 2022

Not
an
emergency

Mr. Christian Lund
East Lyme Schools
165 Boston Post Road
East Lyme, CT 06333

Reference: Proposal Number: Q1312488654 (Rev-1)
Subject: Replace leaking hot water heater at Middle School
Location: 31 Society Road, Niantic, CT 06357

Dear Christian:

Thank you for giving EMCOR Services New England Mechanical (NEMSI) the opportunity to provide a quotation for the above referenced project.

The scope of our work will include labor and materials for the following:

- * Secure power, gas valves, and isolation valves to water heater
- * Have riggers remove and install new water heater
- * Properly dispose of old water heater
- * New water heater is like for like
- * Connect new piping to existing water piping
- * Reuse existing power flame gas burner on new water heater
- * Tie in electrical to burner and water heater
- * Do a start up on water heater and put into service

Clarifications and/or Exclusions:

- * Hazardous work and material (asbestos)
- * Overtime
- * New water heater is 4-6-week lead time from date ordered

NEMSI's price to perform the work outlined above is \$ 84,084.00, excluding applicable sales tax, subject to the receipt of a valid exemption certificate. If a valid exemption is not received, then the aforementioned price will be subject to sales tax. Our price is valid for five (5) days from the date of this quote. Due to varying lead times from our suppliers and the volatility of the commodities market, such as copper, steel, wiring, etc., some material items will be subject to re-pricing on the day of acceptance and for 5 days after the date of approval.

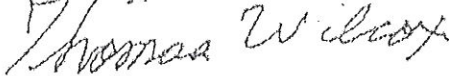
Q1312488654
East Lyme Schools
March 1, 2022
Page 2

New England Mechanical Services, Inc

This work will be invoiced and is payable within 30 days after invoicing. Please see the last page for our Terms and Conditions. To begin this work, please sign the acceptance line below and either fax or mail this letter back to us.

We would like to thank you for the opportunity to work with you on this project. Please call with any questions.

Sincerely,



Thomas Wilcox
Project Manager
twilcox@nemsi.com
860-235-9482 Cell
860-865-6126 Office
TW:cl

ACCEPTANCE/AUTHORIZATION TO PROCEED

- Authorized Signature: C.R. Lund
- Printed Name: C.R. Lund
- Title: FACILITIES DIRECTOR
- Date: 6/28/2022
- Purchase Order #: _____

Gengras Ford, LLC

225 New Britain Avenue
Plainville, CT 06062
Phone: 860.727.6302
www.gengras.com



Quote Number: 220817009

Aftermarket Accessories				
	Vendor / Manufacturer	Hours	Description	List Price
1	Tommygate	2.0	TOMMY GATE G2-60-1342 EA38 LIFTGATE 1300# CAPACITY, BI-FOLD ALUMINUM LIFTGATE, 38" + 6" TAPER	\$ 6,520.00
2	Other	2.0	8 ft 3 in Boss Vee plow	\$ 9,995.00
3		0.0		\$ -
4		0.0		\$ -
5		0.0		\$ -
6		0.0		\$ -
Total Hours		4.0		
<i>Total Aftermarket Options (list price)</i>				\$ 16,515.00
<i>Total Aftermarket Options Discount (20%)</i>				\$ (3,303.00)
<i>Total Hours x \$130 / hour rate</i>				\$ 520.00
Total Net Aftermarket Options plus Total Labor				\$ 13,732.00
Trade Allowance				
Year	Make	VIN	Description / Mileage	Allowance
				\$ -
				\$ -
				\$ -
<i>Total Trade in Allowance</i>				\$ -
Comments: Bailment pool pick up truck stock order placed by Gengras Ford. Chassis upfit is required before pool release to dealer.			Additional fees / Charges	
			State of CT Trade in Assessment (Note: Fee is payable to State of CT):	\$ -
			Dealer Conveyance Fee (\$799.00)	\$ -
			Registration Fee (estimated)	\$ -
			DMV Inspection Fee (as required)	\$ -
			Total Additional Fees	\$ -
Customer:	East Lyme Public Schools			
FIN Code:	QJ725			
VIN:				
<i>Total (per unit)</i>				\$ 53,191.46
Quantity	1			
Grand Total (all)				\$ 53,191.46

Gengras Ford, LLC

225 New Britain Avenue
Plainville, CT 06062
Phone: 860.727.6302
www.gengras.com



Quote Number: 220817009

STATE CONTRACT NO: 19PSX0161

Make	MY	Model	Contract Price
Ford	2022	F-350 Super Cab 4x4 (X3B) -148" wheelbase, 6-3/4 foot bed	\$ 29,816.00

All specifications are subject to verification of manufacturer's published standard and optional equipment. Vehicle to include all manufacturers standard equipment plus the following options:

	Option Code	Description	List Price
1	Z1	Oxford White	\$ -
2	3S	Cloth 40/20/40 Medium Earth Gray	\$ -
3	996	6.2L EFI V8 ENG	\$ -
4	44G	Ten speed Automatic Trans	\$ -
5	613A	XLT Package	\$ 4,784.00
6	473	Snow Plow Prep	\$ 250.00
7	TDX	AT Tires	\$ 265.00
8	66S	Upfitter Switches	\$ 165.00
9	67E	HD Alternator - 240 amp	\$ 85.00
10	86M	Dual Batteries (required with 473)	\$ 210.00
11	85S	Tough bed	\$ 595.00
12	66L	LED Bed Lights	\$ 75.00
13	X3E	3.73:1 Elocking Rear Axle	\$ 390.00
14	16T	All Weather Floor Mats	\$ 130.00
15	18B	Cab Steps	\$ 445.00
16	592	Roof Clearance Lights	\$ 95.00
17	61S/62S	Splash Guards	\$ 130.00
18	76C	Back Up Alarm	\$ 140.00
19	PRI	Stock to fleet	\$ 2,500.00
20			\$ -
21			\$ -
22			\$ -
23			\$ -
24			\$ -
<i>Total Options per Contract Price (list price)</i>			\$ 10,259.00
<i>Total Factory Options Discount (6%)</i>			\$ (615.54)
<i>Total Options per Contract Price (net price)</i>			\$ 9,643.46

Exhibit #2

Trash Compactor
info

Hi Justin,

I enjoyed speaking with you yesterday. I am going to briefly recap what we spoke about, summarize some of the pricing information we went over, and pass along some informational material for you to review and distribute.

Recap:

- East Lyme has recently come into some funds from a new Nip (alcohol) initiative that gives 5 cents to municipalities for every nip purchased in that municipality.
- You looked into bigbelly in the past but were deterred by price.
- You have a large and active downtown area where you host a lot of events etc. and are looking to replace bins.
- You have been working with the first selectman and others in the town and believe that everyone is on board
- Parks and rec employees go to the downtown bins once a day to empty bins
- Main priority is to decrease this frequency.
- You want to have the bins wrapped by a local wrapper after installed

Pricing:

Capital Program: outright purchase, 5 year warranty. Complete ownership, software program is required at initial purchase and is available in 5, and 8 year terms (estimate below is for 5 years of software). Warranty includes hardware, software, collaborative monitoring; factory warranty and parts warranty, customer support, setup and training.

1 HC/SC (High capacity + standard capacity) 200 total gallon capacity: \$5,900

Basicbelly (no software):

1 HC/SC (High capacity + standard capacity) 200 total gallon capacity: \$4,900

I have attached an approximate estimate for my personal recommendation, 7 HC/SCs with software. I believe that due to your size, desire to cut back on labor hours, and propensity for overflows, that the software and mix of compacting and non compacting kiosks will best suit your needs and budget for a starter deployment.

Information:

I have attached some of the information that you can forward to your first selectman and other interested parties. Our hardware configuration brochure and executive communications document should give them a good sense of the bins appearance and available options.

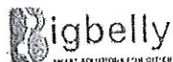
In terms of some of our customers in CT, I can name New Haven, Yale University, Stratford, Stamford, Guilford, and soon to be New London as a few. I know my colleague has been communicating directly with New London's mayor to assist in their future deployment.

Please feel free to reach out if you have any questions. I would be more than happy to do a formal introduction with you and your first selectman if you would like.

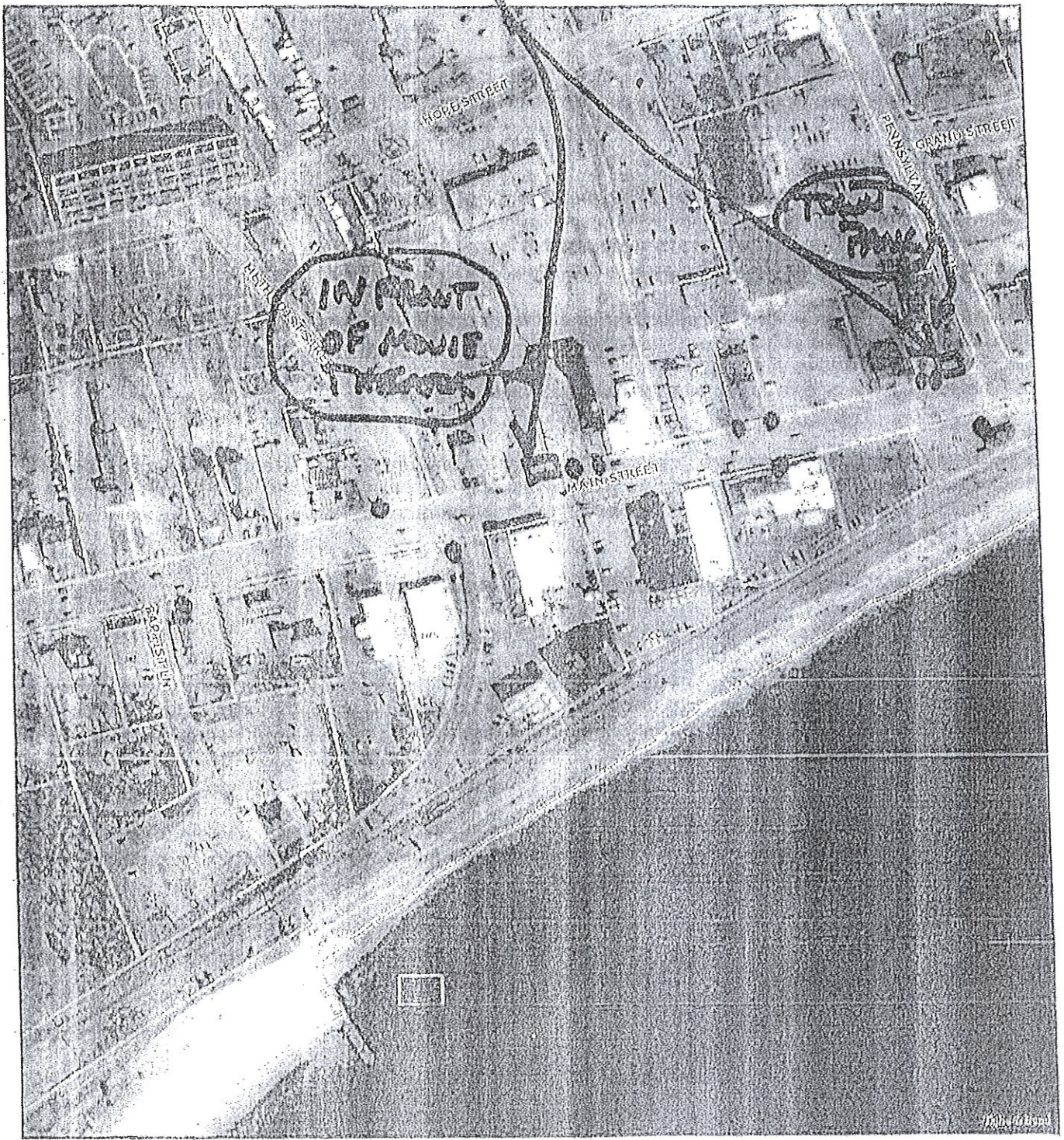
Best Regards,

Josh

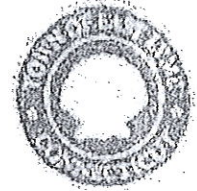
Josh Erhard
Inside Sales Representative
+1 617.691.5111
150 A Street, Suite 103 | Needham, MA 02494
+1 781.444.6002 main | +1 781.444.5651 fax
www.bigbelly.com



PROPOSED UNITS



• EX. GARAGE RECEIPTS



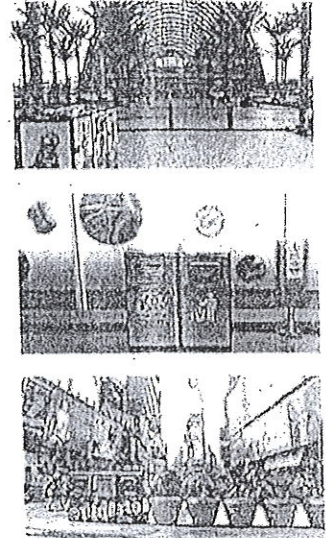
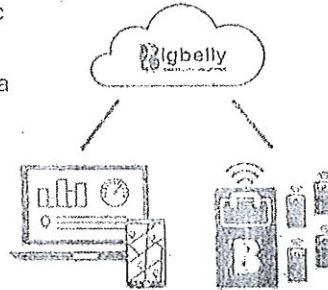


Bigbelly Smart City Solutions

The World Leading Smart Waste & Recycling System

Bigbelly is the world leader of smart waste & recycling solutions for public spaces. Communities deploy smart, sensor-equipped waste & recycling stations that communicate real-time status to streamline waste management operations.

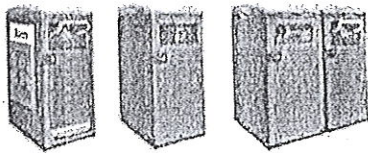
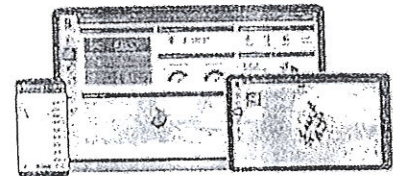
Municipalities, universities, and organizations in over fifty countries rely on the Bigbelly platform to enhance public space cleanliness, increase productivity, and measure their commitment to sustainability. Adoption promotes a cleaner, consistent, sustainable, and connected culture catered to pedestrians. Cities maximize public waste management productivity with up to 80% reduced collection frequency, in addition to achieving major environmental goals through complete waste containment and recycling diversion.



Cloud-Connected Platform for Smart Waste Management

CLEAN Software is the cornerstone of the Bigbelly Smart Waste System: a fully integrated, centralized location for managing public space waste and providing actionable insights into ongoing operational & daily routine.

- Set of tools for system setup, management, monitoring, and optimization
- Accessible via web-based software or mobile app (iOS and Android)
- Smart stations communicate real-time status directly into CLEAN
- Auto-generated notifications tell crews which stations need collection
- Drive productivity while eliminating overflows and unnecessary pickups



Suite of Smart, Connected Waste & Recycling Stations

Smart stations keep waste contained and report fullness status to collection crews to enable increased productivity. Unique compaction technology coupled with connectivity decreases collection frequency while enabling remote management of your waste operations. The suite of stations (high and standard capacities) is customizable to match the unique needs of different areas of your community, all managed on a single platform. An enclosed design delivers total containment, keeping waste in and pests out.



150 & 50 GAL



SELF-POWERED



SMART



SENSING



GPS-ENABLED



CONNECTED



Customers experience up to 80% collection reduction in addition to cleanliness, operational, economic & environmental benefits with Bigbelly.

Cleaner Public Spaces



Total Waste Containment



No Windblown Litter or Access for Critters



No Visible Waste and Overflows

Increased Productivity



Increased Capacity (5x Traditional Bin)



Automated Real-Time Collection Notifications



Real-time Insights, Analytics & Reporting

Measurable Sustainability



Uniform Public Space Recycling Programs



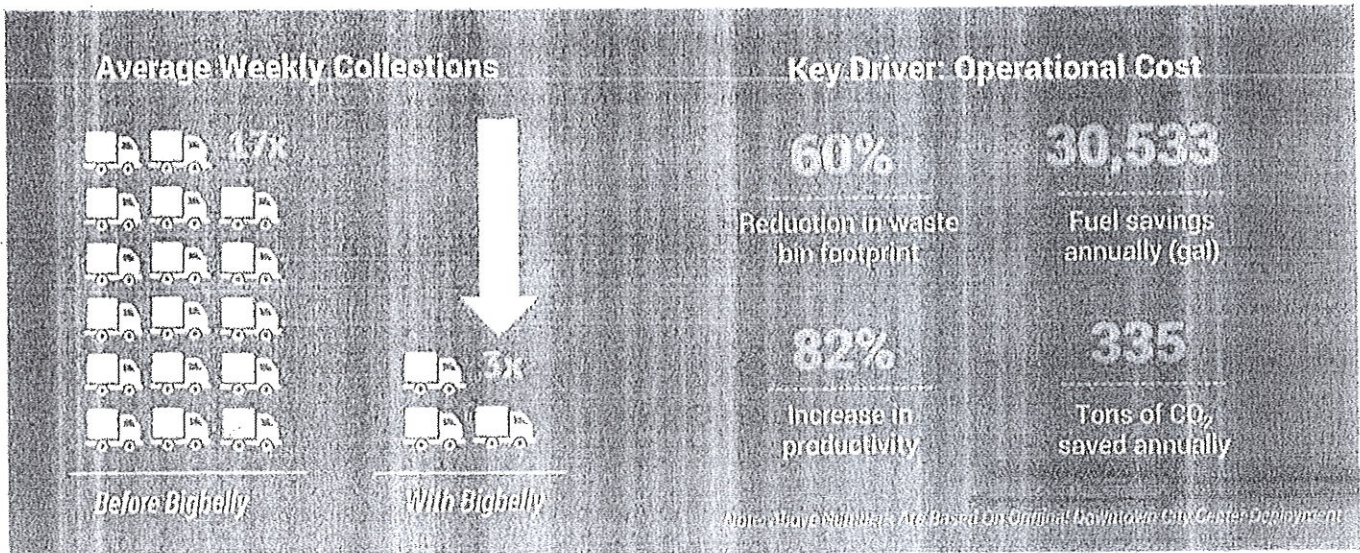
Measurable Recycling Diversion Rates



Reduced Pollution & Carbon Footprint

Customer Highlight: City of Philadelphia, PA

964 Bigbelly smart stations deployed

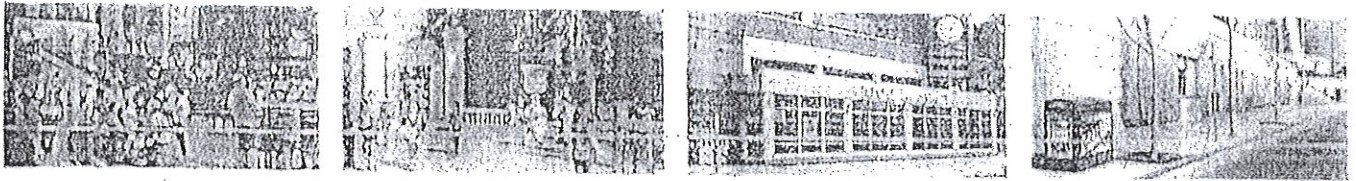


Communities deploy the Bigbelly smart waste and recycling system to eliminate the common challenges of managing public space waste. They can take advantage of required public space waste infrastructure as a host location for other applications and equipment. As a platform deployed in the public right-of-way, Bigbelly delivers much more than smart waste & recycling. In addition to modernizing a core city service, it is optimal for hosting additional technologies.

Bigbelly Inc. is a national Smart City solution provider and a world leader of smart waste & recycling solutions. Deployed across municipalities, campuses and organizations to over 50 countries, the cloud-enabled Bigbelly smart waste system enables communities to optimize public spaces, increase productivity, and improve quality of life.



www.bigbelly.com
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Customers experience up to 80% collection reduction in addition to cleanliness, operational, economic & environmental benefits with Bigbelly.

Cleaner Public Spaces



Total Waste Containment



No Windblown Litter or Access for Critters



No Visible-Waste and Overflows

Increased Productivity



Increased Capacity (5x Traditional Bin)



Automated Real-Time Collection Notifications



Real-time Insights; Analytics & Reporting

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Uniform Public Space Recycling Programs



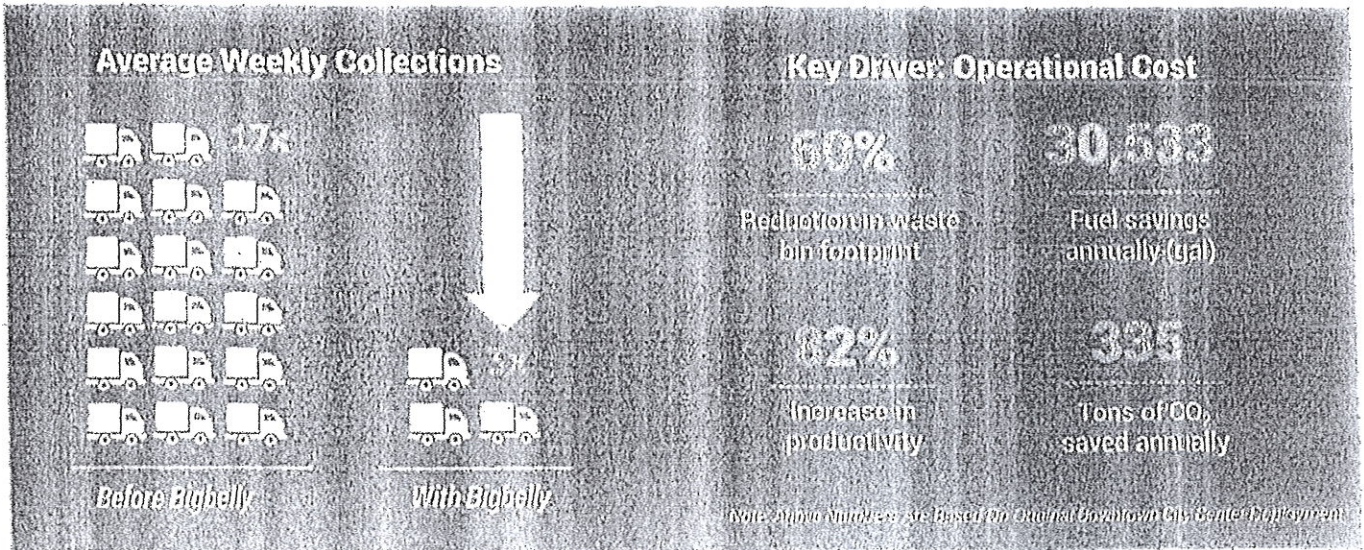
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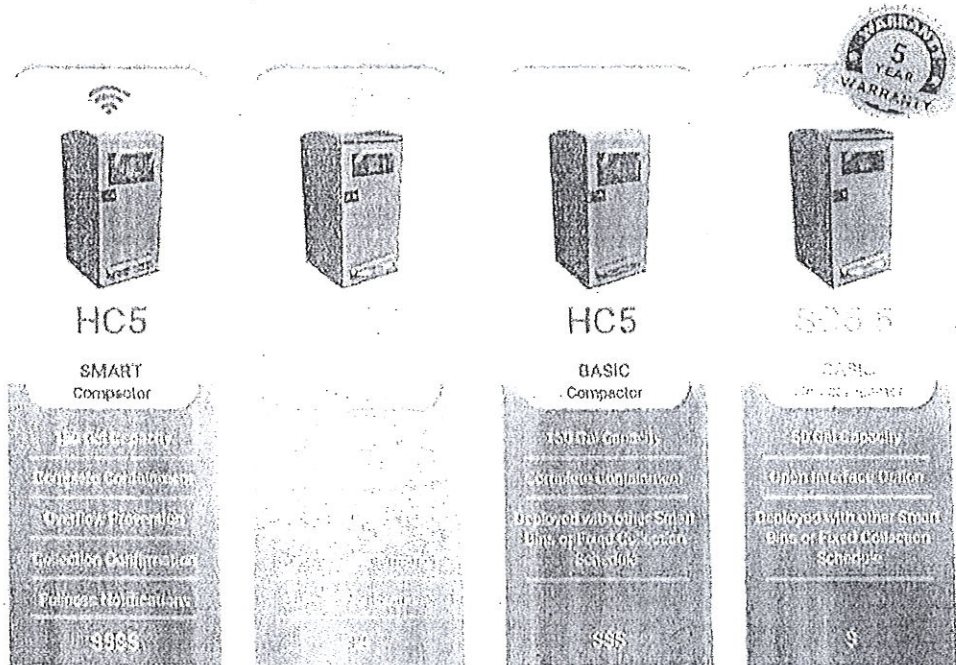


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Bigbelly, Inc. is a prominent Smart City solution provider in 100+ municipalities and smart waste and recycling solutions. Bigbelly's smart waste and recycling solutions are designed to reduce the environmental footprint of public space waste management. Bigbelly's smart waste and recycling solutions are designed to reduce the environmental footprint of public space waste management. Bigbelly's smart waste and recycling solutions are designed to reduce the environmental footprint of public space waste management.



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Bigbelly's new and expanded portfolio includes a suite of bin types with different capabilities at a range of price points. **Compacting or non-compacting, smart or not-smart, your choice of various waste interfaces - stations now start as low as \$750 or \$24 per month!**

With new bin types at lower pricing & purchase options, there are so many ways to get a Bigbelly solution that meets your goals and fits within your budget.