



City of Smyrna

2800 King Street
Smyrna, Georgia 30080

Meeting Minutes - Final Committee of the Whole

Thursday, July 1, 2021

6:00 PM

City Hall

Roll Call

Present 7 - Mayor Derek Norton, Councilmember Glenn Pickens, Councilmember Travis Lindley, Councilmember Charles Welch, Councilmember Susan Wilkinson, Mayor pro tem / Councilmember Tim Gould, and Councilmember Lewis Wheaton

Absent 1 - Councilmember Austin Wagner

Also Present 1 - Scott Cochran

Staff 9 - Joe Bennett, Penny Mocer, Heather Peacon-Corn, Louis Defense, Robert Harvey, Dat Luu, Frank Martin, Russell Martin, and Keith Zgonc

1. Call to Order

Mayor Derek Norton called the July 1, 2021 Committee of the Whole Meeting in the HR Conference Room to order at 6:00pm.

2. New Business

Mayor Norton called on any staff that had agenda items to discuss before the presentations.

Public Works Director Frank Martin reviewed the Approval to Award RFP21-015, a Full Service Janitorial Contract with American Facility Services of 1325 Union Hill Industrial Court, Suite A, Alpharetta, Georgia, 30004 in the amount of \$169,200.00. The current vendor is being released due to poor performance.

There were no questions regarding this item.

A. [COW21-51](#)

Presentation by Wyndcliff Apartment New Owners Deputy Chief Robert Harvey

FCP are the new owners of the Wyndcliff Apartments and came to speak to Mayor and Council regarding the changes they plan to implement to the housing. The following representatives were present to speak and answer questions.

- Jeff Robertson (Vice President, Asset Management)
- Cristina Istrate (Associate, Asset Management)
- Matt Kirvan (Senior Project Manager)
- Edgar Ruiz (Junior Project Manager)

Overview of Agenda:

FCP purchased Wyndcliff Galleria on May 27, 2021, and is actively investing \$11.9 million of budgeted money in the property

FCP is a responsible owner committed to clean, safe, affordable housing

FCP has made tremendous strides performing a variety of projects to date, with plans for more projects in 2021 and beyond

FCP is working with many rental assistance agencies to help residents who were financially impacted by the pandemic at Wyndcliff Galleria and throughout the Atlanta area

FCP is committed to being an involved partner with the City of Smyrna
What we would like assistance with, and what we can do

Who is FCP?

FCP is a privately held real estate investment company that has invested in or financed more than \$8.6 billion in assets since its founding in 1999

FCP is currently managing five (5) funds totaling \$3.6 billion in assets

There are more than 60 FCP professionals – hands-on approach to investment

FCP is based in Chevy Chase, MD and has an office here in Atlanta, GA

FCP is a responsible owner committed to clean, safe, affordable housing

FCP has significant local presence in ATL with 4,200 multifamily units owned or in the acquisition process (top 10 multifamily owners in ATL metro).

Wyndcliff Galleria - Changes to Operations

Hired Cushman & Wakefield (4th largest manager in ATL) as the property management company

Focused on improving the property operations through excellent customer service, timely repairs, and addressing all the deferred maintenance concerns.

Re-screening ALL residents for criminal background before extending a renewal letter
Issued 1 Do Not Renew in August due to criminal background results

Re-branding the property to The Canopy on Cobb – new signage and new online curb appeal

Committed to improve the lifestyle of our residents through resident events, above and beyond customer service, and FCP Serves

Ongoing Capital Projects to Date:

Install Flock Cameras– existing partner, finalizing contract

Install Controlled Access Gate – contract signed

Install additional security cameras – contract signed

Engaged armed security – Cat Night starting in July

Roof replacement – work started

Gutter cleaning and repair – work started

Exterior and Structural repairs – work started

Repair all down units – planning phase

Trash issues – contracted CleanStar and deep cleaned the property; will consider

Valet Living or other trash pick up services, as an amenity for residents

Other Planned Projects:

Amenities Upgrade & New Sports Court - \$310,000 budgeted

Landscaping enhancements - \$365,000 budgeted

Continue repair and replacement of roofs - \$400,000 budgeted

Paint all interior breezeways & improve lighting - \$150,000 budgeted

Water conservation program - \$150,000 budgeted

Improve interiors of apartments - \$2.5 million budgeted

Exterior Buildings and Site Work - \$1.5 million budgeted

Continued repair and replacement of HVAC systems - \$1.1 million budgeted

Community Impact:

Already in contact and partnering with Star-C and other local non-profit organizations to

provide rental assistance to residents financially impacted by the pandemic
Employee-led FCP Serves program - \$5,000 allocated to each property to spend on activities and involvement where we can be highly impactful, such as:
Back to School campaign with backpack donations
Scholarship for children of residents to attend summer camps
Toy, food, and clothing drives
Help residents who are going thru health challenges with food deliveries, clothing, etc.
Getting involved with women/homeless shelters in the neighborhood to provide necessities
"Adopt" vulnerable families around the holidays and buying gifts and other necessities for children
Exploring the option of an on-site after-school program at Wyndcliff Galleria

What we would like assistance with:

Police Presence

Continue to be involved and responsive to resident and property team needs

Accept our offer of free housing for SPD officer who lives on site

Increase random night patrols

Continue to regularly meet with FCP and Cushman team, with our preference being monthly on-site meetings + email communication in between

What can FCP do?

FCP wants to continue improving both The Canopy on Cobb (aka Wyndcliff Galleria) and the surrounding community, and would love feedback on:

The projects we have completed to date

Additional projects worth pursuing

Ways to become more actively engaged in the Smyrna community

Councilmember Wilkinson asked specifically about the childcare and offered some suggestions to more opportunities to assist residents.

B. [COW21-53](#)

Presentation by Ameresco

Presenting for Ameresco:

Mark Turner - VP of Business Development East Region

Taneshia Marshall - Senior Account Executive - Georgia

Ameresco representative Tanisha Marshall is present to discuss the Energy RFP.

The following presentation was given:

Key Takeaways for this presentation:

Keeping the City's Energy Project Moving

Collaboration and Planning Tools

Next Steps and Timing

Appendix - Ameresco and Local Project Experience

Plan to Move the Project Forward:

Project Development Activities:

- Review the City's audit from Schneider
- Perform utility bill analysis (12-36 months)
- Visit each site to verify existing conditions specified in audit
- Connect with the City's preferred contractors to price measures from the audit that the City is interested in pursuing
- Identify potential measures not in original audit

- Develop savings models
- Present interactive finance model - costs and savings for each measure

Project Development Sample Measures:

Standard Technologies:

LED Lighting & Controls

Building Controls

Heating/Cooling Systems

Water Systems

Building Envelope

Retro-commissioning Ventilation & Indoor Air Quality

Energy Star & LEED Certification

Innovative Technologies:

Solar Power

Energy Storage/Batteries

Geothermal

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Bi-polar Ionization Daylighting

AMI/AMR

Water Reclamation Microgrids

EV Charging Stations

Data Analytics Software

Benefit:

Comprehensive solution incorporating innovative technologies to take the Government to the next level of efficiency.

Project Development Sample Timeline:

- Ameresco analyzes utility bills and City's current audit (July '21)
- Ameresco conducts site walks and assessment (Aug. '21)
- Ameresco presents findings to City of Smyrna (Sept. '21)
- City/Ameresco execute Audit Agreement (Oct. '21)
- Conduct and present Investment Grade Audit (Dec. '21)
- City's review and approval (Jan. '22)
- Contract & financing review and execution (Feb. '22)
- Construction commences (March. '22)

Collaboration and Planning Tools

Project Selection Tools:

Interactive Finance Model -

Allows the City to choose which measures to include.

The City can customize the project based on cost, savings, etc.

See the project impact in "real-time".

Inventory and Grading - Asset Planner

Software Based Solution

- Inventory
- Grading
- Life-Cycle
- Budgeting
- Investment Approach

A list of project experience was also provided in other City's and states such as Georgia, South Carolina, Florida and Tennessee.

Company Overview:

Ameresco (NYSE:AMRC) is a leading energy services company with a comprehensive portfolio of energy efficiency and renewable energy solutions.

Founded in 2000 | Public in 2010

Comprehensive Portfolio

Objective approach and in-house technical expertise delivers the most advanced technologies to meet the unique needs of each customer. Majority of projects are budget-neutral, funded by energy cost savings.

Customer Driven

Federal & Municipal Governments, Commercial & Industrial, Higher Ed, K12, Public Housing, Healthcare, Airports. Market reputation across North America & Europe for excellence in customer satisfaction.

\$6 Billion+ in energy solution projects, 260 MWe of Owned Assets in Operation

1,000+ Employees throughout North America and the United Kingdom

70+ Offices providing local expertise in markets served

8,000+ Customers benefitting from energy efficiency measures and renewable energy generation

Up to 45% Energy cost savings with comprehensive, audit- based improvements

In 2019, our renewable energy assets and customer projects delivered a carbon offset equivalent to 11,167,978 metric tons of CO2

The Ameresco Advantage

Manufacturer Independent

- No equipment or controls affiliations like other ESCOs
- City has control over preferred equipment, systems and maintenance levels
- Allows the City to evaluate all viable technologies and brands for best value

Strongest Energy Savings Guarantee Performance Record

Unparalleled Customer Satisfaction

Lower corporate and project cost structure – Results in best project pricing

Use in-house engineering and project management

- Not a part of a large corporate parent company having higher overhead costs

- Energy services is our only business – Not burdened by other business division costs

Competitive project bidding process – labor and equipment
Assume greater project costing and management risk

C. [COW21-52](#)

**Review of the License and Variance Board Ordinance
Community Development Director Rusty Martin**

Community Development Director Rusty Martin stated this was a reversal of the recent changes and all License and Variances would be heard by the Board unless there was opposition, in which case they would move to Mayor and Council.

3. Review of the July 6, 2021 Mayor and Council Agenda

A. [COW21-54](#)

Review of the July 6, 2021 Mayor and Council Meeting Agenda.

4. Other Business (as needed)

5. Executive Session (as needed)

6. Adjournment

Mayor Derek Norton adjourned the July 1, 2021 Meeting of the Committee of the Whole at 7:25PM