



VILLAGE OF KEY BISCAYNE

Office of the Village Manager

Village Council
Robert L. Vernon, *Mayor*
Enrique Garcia, *Vice Mayor*
Michael W. Davey
Robert Gusman
Michael E. Kelly
Jorge E. Mendia
Thomas Thornton

MEMORANDUM

Village Manager
Genaro "Chip" Iglesias

DATE: April 6, 2010
TO: Honorable Mayor and Members of the Village Council
FROM: Genaro "Chip" Iglesias, Village Manager
RE: Lightning Detection/Warning System

GM for Chip Iglesias

RECOMMENDATION

It is recommended that the Village Council consider authorizing the purchase and installation of a lightning detection or warning system.

BACKGROUND

In September of 2009, staff investigated the installation of a lightning protection or detection system for the Community Center pool and Village Green. Three firms were contacted who were currently providing this service. Quotes were received by ThorGuard and Strike Guard. Strike Guard was not able to provide local references. ThorGuard was able to provide references of the forty two (42) local municipalities using their system in two hundred seventy two (272) facilities. This recommendation was forwarded to the Village Council.

WeatherBug was not identified in the initial search. Since it was brought to staff's attention it has been considered as a viable alternative to the recommended ThorGuard product. WeatherBug representatives will be present at the April 13, 2010 Village Council meeting to discuss why some communities have recently chosen this product over its competitors, including local entities. These representatives will conduct a site visit of the Community Center, Village Green, Key Biscayne K-8, and St. Agnes so, they may discuss with the Council the lightning protections options WeatherBug can provide this community utilizing different technologies and alerting mechanisms.

Strike Guard Quote

SHEET

TO: Todd Hofferberth	FROM: ERIC
COMPANY: Village of Key Biscayne	DATE: 10/01/09
FAX NUMBER: 305-365-8991	PAGES INCLUDING COVER: 1
PHONE NUMBER: 305-365-8900 x-1213	RE: Lightning warning system

URGENT FOR REVIEW PLEASE COMMENT PLEASE REPLY PLEASE RECYCLE

Lot price \$16325.89

Consist of:

1-SG001 / strike guard lightning warning system

1-SG002 / strike view software/windows

1-Wave-tr01 / Wave transmitter controller

1-Wave-ss03 / triple remote siren station

Optional items

1-Solar-ss / Solar power option kit \$900.00

1-Wave-ss-ewae / Wave-extended Warranty for Wave Transmitter & Siren \$850.00/e

A warranty covers one component, ie. For Wave transmitter and siren, 2 warranties are required

1-Sg003 / strike guard-extended warranty 3 years \$1,500.00

A warranty covers one component, ie. For the strike guard and software, 2 warranties are required

1-IS50ouxco / DC blocked broadband protector \$61.89/e

Quotes are plus tax

Thanks, Eric Domenech

(EW) Electrical Wholesalers

3405 NW 115 AVE

Doral, FL. 33178

Voice: 305-418-9141 Ext: # 3012

Fax: 305-418-9904

e.domenech@ew-inc.com

ThorGuard Quote

SEP-23-2009 WED 12:12 PM THOR GUARD INC.

FAX NO. 954 835 0808

P. 04



Quotation

September 23, 2009			
Village of Key Biscayne Aquatic Center			
Todd Hofferberth (W) 305.365.8900 EXT. 1213, (F) 305.365.8991			
Pat Bennett © 954.816.0894, (F) 954.835.0808			
THOR GUARD Model L75R			
	(1) @ \$6,500.00	\$6,500.00	
Voice of THOR Base Driver w/transmitter (VOTBD)			
	(1) @ \$3,200.00	\$3,200.00	
Voice of THOR Remote (VOTRC) Solar w/ Strobe			
	(1) @ \$3,000.00	\$3,000.00	
Hardware: Pipes, Tri-pods, Wall mounts, Etc.			
	\$250.00	\$250.00	
OPTIONAL EQUIPMENT AND INSTALLATION FEES			
Installation and Add'l Fees			
		\$2,775.00	
Outdoor Strobes			
	(2) @ \$175.00	\$350.00	
Solar Panels with mounting bracket			
	(1) @ \$350 each	\$350.00	
UPS - Line Conditioner, Two Hour Backup, and Surge Protector			
	(1) @ \$180.00	\$180.00	
Lightning Information Packet and Large Posters			
		N/C	Complimentary w/remote purchase
PMA-Preventive Maint. Agreement			
			\$850.00
Estimated Freight Pat will Deliver			
		\$0.00	
TOTALS		\$16,605.00	\$850.00

ALL PRICES ABOVE EXCLUDE APPLICABLE STATE OR LOCAL TAXES

20 % Deposit required with signed quote or purchase order.

QUOTATION VALID FOR 90 DAYS FROM ISSUE DATE.

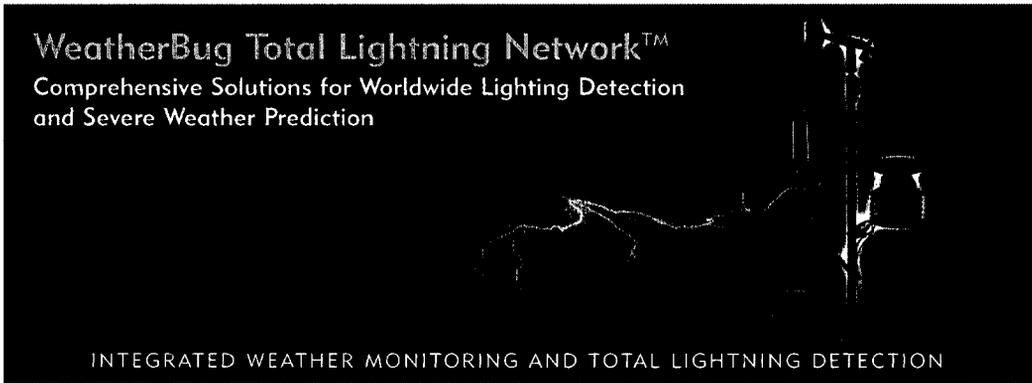
Approved by (customer signature): _____

Date: _____

1193 Sawgrass Corporate Parkway, Sunrise, FL 33323 Tel: (954) 835-0800 Fax: (954) 835-0808
www.thorguard.com

ThorGuard Reference List

THOR GUARD, INC.			
Local Park Departments		July 29, 2009	
Park Department	# Of Parks	Contact	Phone Number
City of Aventura	3	Tonya Nimark	305-466-8932
City of Boca Raton Parks	9	Greg Stevens	561-393-7869
Broward County Parks	20	Toni Peyton	954-357-8100
City of Coconut Creek Parks	8	Larry Spollen	954-973-6780
City of Cooper City Parks	3	Ken Richardson	954-434-4300
City of Coral Gables Parks	2	Jason Gilley	305-460-5607
City of Coral Springs	7	Louis Goldstein	954-345-2112
City of Dania Beach Parks	4	Mark Felicetty	954-924-3600
Town of Davie Parks	1	Dennis Andresky	954-797-1145
City of Deerfield Beach Parks	1	Paul Collette	954-480-4360
City of Delray Beach Parks	2	Tom Kwiatek	561-243-7163
City of Doral Parks	2	Jesus Palacios	305-593-6602
City of Hallandale Beach	2	Rebecca Munden-Correa	954-467-1462
City of Hialeah Parks	4	Reggie Betancourt	305-687-2650
City of Hollywood Parks	7	Jack Mathison	954-921-3404
City of Homestead Parks	3	Omar Luna	305-224-4576
Indian River County Parks	2	Dave Smith	772-581-7665
Town of Jupiter	1	Roy Booth	561-741-2628
City of Lauderdale Hill Parks	8	Scott Newton	954-730-3084
City of Lauderdale Lakes	4	Jeff Barr	954-635-2796
City of Margate Parks	8	Mike Jones	954-972-8458
Miami-Dade County Parks	25	Joe Dopico	305-596-4460
Town of Miami Lakes Parks	2	Tony Lopez	305-364-8100
Village of Miami Shores Parks	2	John Estep	305-796-2233
City of Miami Parks	1	Arfel Guillian	786-269-2823
City of Miami Springs	4	Ron Gortand	305-806-5010
City of Miramar Parks	8	Holly Hicks	954-883-6950
Village of North Palm Beach Parks	2	Adam Magun	561-841-3364
City of Parkland Parks	6	Jim Cowen	954-757-1909
City of Pembroke Pines Parks	17	Chuck Vones	954-443-4829
City of Plantation Parks	10	Phil Goodrich	954-452-2511
City of Pompano Beach Parks	6	Nick Lazazzara	954-786-4119
City of Port Saint Lucie Parks	7	Garry Melville	772-871-5099
Village of Royal Palm Beach Parks	4	Lou Recchio	561-790-6194
Saint Lucie County Parks	5	Anthony Allen	772-462-1700
Okeachobee County Parks	1	Darrell Enfinger	863-763-6950
City of South Miami	2	Rudy De La Torre	305-798-1543
City of Sunrise Parks	8	Steve Kane	954-747-4600
City of Tamarac Parks	6	Greg Warner	954-718-1782
City of Wilton Manor Parks	1	Bill Wetzel	954-380-2100
Village of Islamorada Founder's Park	1	Maria Bagiotti	305-853-1686
Village of Wellington Parks	5	Bruce Wagner	561-791-4757
City of Weston Parks	3	Jeff Skidmore	954-389-4321
Total	227		

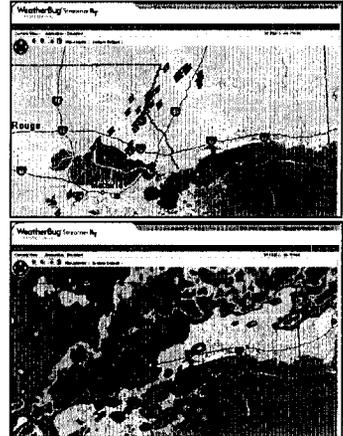


WTLN incorporates the most advanced lightning location technology available and is the first in-cloud (IC) lightning detection network deployed on a national basis. The ability to detect IC lightning at high efficiencies is critical for the advanced prediction (5 to 30 minute lead times) of severe weather phenomena such as tornados, damaging downburst winds, wind shear, and deadly cloud-to-ground (CG) strikes.

WTLN currently encompasses over 325 broadband high frequency lightning sensors covering the US, Canada, Mexico and the Caribbean. Expansion is currently underway within 34 countries including key areas throughout North and South America, the Caribbean, Europe, Australia, Africa and Asia; making WTLN the largest and most sophisticated lightning sensor network in the world.

This translates into significant improvements in severe storm warning lead times and associated asset protection. Combined with advanced analytics and display capabilities, WeatherBug solutions meet the needs of weather sensitive users and industries worldwide including:

- Utilities
- Energy
- Public Safety
- Shipping
- Sports and Recreation
- Education



12.14.09 WTLN detects a line of lightning in Louisiana in the top image. The lower image shows the lightning and radar as the storm develops and tracks following the path of the lightning.

Multi-Functional, Broadband System for Unmatched System Performance and Aerial Coverage

- State-of-the-art, dual frequency/broadband total lightning sensors
- High radio frequency (HF) to detect IC pulses
- Low radio frequency (LF) for timing and location of CG strokes
- Unsurpassed detection efficiency and location accuracy
- Complete waveform collection and IC/CG classification
- Professional grade instrumentation for collection and reporting of 27 weather variables
- Flexible sensor siting and easy to install: WMO standard or roof/building mount
- Cost effective, scalable solution for network density, redundancy and reliability
- Remote system diagnostics and upgrade capabilities
- Comprehensive maintenance with 24 x 7 network monitoring and support
- Only cost-effective solution for national (broad area) IC coverage

Single Locations, Limited Areas of Interest or Global Scale Coverage

TO: Mr. Todd Hofferberth
Key Biscayne Dept. of Parks and Rec.
88 West McIntyre Street
Key Biscayne, FL 33149

FROM: Stuart Hershon Government Sales Coordinator
1-800-544-4429 x4080
shershon@aws.com

DATE: March 18, 2010

SUBJECT: Sole Source Justification for WeatherBug in Key Biscayne, Florida

WeatherBug was founded in 1993 and employs over 300 staff based in Germantown, MD. WeatherBug operates over 9,000 weather sensors in the United States, including over 500 in the State of Florida. These custom weather sensors are connected to the WeatherBug Network via direct internet connections, and stream live data every two seconds. WeatherBug streams this data through a **proprietary network architecture** that is fully redundant and fault tolerant. **No other company or organization has a comparable network of weather sensors or network architecture assets. Only WeatherBug professional grade weather tracking stations are connected to the network.**

WeatherBug is the sole Manufacturer and Distributor of WeatherBug Weather Tracking Stations, WTLN Lightning Sensors and WeatherBug StreamerRT software.

Customer Check List

WeatherBug thanks you in advance for your business. In order for us to expedite your order, please be sure that you have signed and returned the following information:

- Signed WeatherBug Professional Agreement
- Sign and date the bottom right page of Standard Terms and Conditions where it asks for “Customer Signature and Date”
- Signed Purchase Order, Check or Credit Card Authorization
- Tax Exempt Certificate (if applicable)

If you should have any questions please feel free to contact your Account Executive:

Account Executive: Stuart Hershon
Phone: (800) 544-4429 ext 4080
Email Address: shershon@weatherbug.com
Fax: (301) 258-5210

WEATHERBUG PROFESSIONAL AGREEMENT

12410 Milestone Center Drive, Suite 300, Germantown, MD 20876
 AWS CONVERGENCE TECHNOLOGIES, INC. dba WEATHERBUG herein referred to as "AWS"

Customer Contact Information			
Business Name:	Key Biscayne Parks and Recreation	Business Address:	88 West McIntyre Street Key Biscayne, FL 33149
Contact Name:	Todd Hofferberth		
Contact Phone:	_____	Contact Fax:	

Customer Billing Information (if different from above)			
Business Name:		Business Address:	
Contact Name:			
Contact Phone:		Contact Fax:	

WeatherBug Contact Information			
Salesperson:	Stuart Hershon	Email Address:	shershon@weatherbug.com
Contact Phone:	(800) 544-4429 ext 4080	Contact Fax:	(301) 258-5210

Schedule of Products and Services				
Product Name	Notes	Quantity	Unit Price	Total Price
GIS Data Service - Lightning	Free one year license	1	\$0.00	\$0.00
Installation: Weather Station plus Lightning Package		1	\$2,500.00	\$2,500.00
Lightning Package Upgrade		1	\$3,990.00	\$3,990.00
Online Weather Center - Lifetime		1	\$0.00	\$0.00
Streamer RT – Gov't / Comm (3 Seat License)	Free one year license	1	\$0.00	\$0.00
WeatherBug Protect	Free 5 user/one year license	5	\$0.00	\$0.00

WeatherBug Tracking Station w/ Digital Display		1	\$5,000.00	\$5,000.00
--	--	---	------------	------------

Initial Term of Contract _____

Grand Total:	\$11,490.00
-------------------------	-------------

Remarks:

The buyer agrees to payment terms of Net 30 unless otherwise documented. Late payment fees will be charges as one percent (1%) per month or part thereof will be charges for any payment that is more than 30 days late.

Installation and/or maintenance costs quoted above are valid for standard installations only. Any installation or maintenance work that requires non-standard equipment, materials or regulatory expense may be subject to an additional charge.

Please allow six to eight weeks for delivery of hardware.

This order is subject to sales tax at time of invoicing.

The parties agree to be bound by the AWS terms and conditions.

Customer:

AWS Convergence Technologies, Inc.

By: _____
Name: _____

By: _____
Name: _____

Title: _____

Title: _____

Date: _____

Date: _____

Please fax all pages of the signed agreement directly to AWS at 1-301-258-5210.