From: Mayor

Subject: Proprietary Purchase to Furnish LED Street Light Fixtures from BetaLED, c/o Arctic Sales, Inc. for the Municipality of Anchorage, Office of Economic & Community Development ($2,199,471)

The Office of Economic & Community Development is requesting a proprietary purchase of 3,996 LED Street Light Fixtures from BetaLED, in care of their local representative Arctic Sales Inc. These fixtures will be replacements for approximately 25% of the current roadway fixtures maintained by the Municipality of Anchorage (MOA), Street Light Maintenance.

In March of 2008, the MOA invited four manufacturers of LED street lights to furnish lighting fixtures for the purpose of conducting a feasibility and operational test of their various products for operation within the harsher climates of Alaska. There were several individuals involved with the feasibility study including, the MOA, Street Light Maintenance Division, Clanton & Associates (expert lighting consultants under contract with the MOA) and several members of the community where the test lights were installed. Of the fixtures tested, only the lights manufactured by BetaLED met or exceeded the established minimum standard requirements.

BetaLED is extending an offer to sell these light fixtures direct to the MOA, at a 35% discount from manufacturers suggested retail, through their local representative Arctic Sales, Inc. The total cost of the 3,996 fixtures, including shipping and handling charges, is $2,199,471.

Based upon the above information and attached Department Memorandum, it is recommended that the Assembly approve the proprietary purchase from BetaLED in an amount not to exceed $2,199,471.

Recommended by: Barton R. Mauldin, Purchasing Officer

Fund Certification: Sharon Weddleton, CFO

141-7470-2301-BP2008 - $1,699,471
(Subject to Appropriation, see AR2008-164)
441-7253-2301-PME05006G08E-BP2008 - $500,000
(2008 State Legislative Grant)

Concur: Michael K. Abbott, Municipal Manager

Respectfully submitted, Mark Begich, Mayor