



Las Campanas Water Cooperative

SANTA FE, NEW MEXICO

Annual Board Meeting - Closed Board Meeting LCWC Offices

July 20, 2023 @ 8:30am – 10:15am

- I. Call to Order: President, Stephen Raab
- II. Old Business
 - A. Approval of the May 4, 2023, Quarterly Board Meeting minutes: Stephen Raab, **Exhibit A** (action)
- III. New Business
 - A. President's Report: Stephen Raab, **Exhibit B**
 - B. General Manager's Report: Michaelene Kyrala **Exhibit C**
 - C. Operations Committee Report: Ben Lee **Exhibit D**
 - D. Sustainability Committee Report: Stephan Raab **Exhibit E**
 - E. Legal & Governance Report: Stan Weiner **Exhibit F** - Contact mkyrala@lcwatercoop.com
 - F. Finance Committee Report: Stephen Miller **Exhibit G**
 - i. Financial Summary - Contact mkyrala@lcwatercoop.com
 - ii. Budget Variance
 - G. Operational Narrative: Ben Lee **Exhibit H**
 - H. Jacob's ASA for SCADA Phase 2: Steve Miller **Exhibit I** (action)
 - I. Officer Election
 - J. Other Business
- IV. Adjournment



Las Campanas Water Cooperative

SANTA FE, NEW MEXICO

QUARTERLY EXECUTIVE BOARD MEETING MINUTES

May 04, 2023

Directors Present: Stephen Raab, President
Steven Miller, Vice President
Herb Failing, Director
Stan Weiner, Director , via zoom
Ben Lee, Director,
James Dark, Director

Directors Absent: David Richardson, Director

Also Present: Bryan Romero, Consultant to Las Campanas Water Cooperative
Erykah Vigil, Executive Business Administrator
Michaelene Kyrala, Las Campanas Water Cooperative, General Manager

I. CALL TO ORDER

The executive session meeting of the Board of Directors of the Las Campanas Water Cooperative (“Co-Op”) was called to order by Board President, Stephen Raab with a quorum present at 9:01am on May 04,2023 at The Las Campanas Water Cooperative Office.

II. OLD BUSINESS:

- Approval of the January 19,2023 , Quarterly Board Meeting minutes:
A motion to approve the 1.19.2023 Quarterly Board Meeting minutes was made by Vice President Miller, and was seconded by Director Faling, all were in favor none opposed.

III. NEW BUSINESS:

- President Raab requested to add two new items on the agenda before proceeding.
First item was to designate a nominating committee for the current ballot/vote. Steve Miller and Steve Raab will recuse themselves as they are the only two board members whom have served under candidate, former board president Ken Kirk.

A motion to appoint all 4 remaining board members to the nominating committee, with Director Weiner to chair the nominating committee, then seek 1 former board member to serve as a committee member was made by Director Faling, and was seconded by President Raab, all were in favor none were opposed.

Second item was to appoint General Manager Michaelene Kyrala as recipient and ballot counter if a vote should need to take place for the Board Members.



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- Presidents Report was presented by President Raab
 - a) A brief overview of Q1 was made during the Presidents Report, highlighting on boarding of new General Manager Michaelene Kyrala.
- Legal and Governance Committee Update was presented by Director Weiner.
 - a) An update was provided on legal and governance matters
 - b) A brief dismissal of employees was requested to allow board members the opportunity to have a discussion on updates with a current litigation for the co-op.
- Operations Committee Update was presented by Director Lee
 - a) **A motion to accept the current Capital Improvement Projects (CIP) list for execution was made by Steve Miller and was seconded by Director Faling, all were in favor none opposed.**
- Sustainability Committee Update was presented by President Raab
 - b) A request was made President Raab for Director Dark to assist in prepping an orientation packet to distribute to the community, HOA, LC Club, Real Estate Agents, Builders, City, County and State.
- Finance Committee Update was presented by Vice President Miller
 - a) CY23 Budget was presented to the Board for approval:
A motion to approve the updated CY23 Budget was made by Director Weiner and was seconded by Director Lee, all were in favor none opposed.
 - b) Delinquency Report
A motion to write off inactive accounts was made by Steve Raab, and was seconded by Director Faling. All were in favor and none opposed.
 - c) Rate Increase
A motion to approve a rate increase proposal to the community with 6.5% for Water, and 5% increase to Sewer maintenance was made by Steve Raab, and was seconded by Director Faling, all were in favor none opposed.
 - d) Vice President Miller provided a update on CRI Performance

ADJOURNMENT

The meeting was adjourned at 12:41 p.m.


Board President


Board Secretary

July 20, 2023
Date

July 20, 2023
Date



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Q2 President's Report – Stephen Raab, Board President

July 20, 2023

As announced in the Q2 President's Report, Michaelene Kyrala joined the Las Campanas Water Cooperative (Water Co-op) as our new General Manager (GM). Michaelene has quickly settled into her new GM position and brings to the Water Co-op a skill set that goes well beyond the management skills required for the position. Michaelene, a former state employee, has very valuable contacts at the city, County, and State level. Michaelene's management skills, diplomacy and forward thinking will serve our community well.

The Las Campanas Water Cooperative and its "core four" Committees (Finance, Legal & Governance, Operations and Sustainability) continue to manage these critical areas for the Water Co-op. The Committee chairs are posted on Water Co-op's website but I want to thank Steve Miller (Finance Committee), Stan Weiner (Legal Committee), and Ben Lee (Operations Committee) for their hard work and management of their respective Committees. I will continue as chair of the Sustainability Committee.

The recruitment and election process to fill two Board seats that will be vacated in June 2023 is now complete. We had five self-nominations for the two seats and four of the self-nominees were placed on the ballot. Herb Faling and I were both reelected. Herb will be serving a second three-year term and I will be serving a third and final three-year term. The Nominations Committee did an impressive job managing the election process and, of course, fully adhered to all of our by-laws governing the recruitment of Board members.

I would like to encourage our members to read the individual Committee reports. They will provide you with detailed information related to the Water Co-op's programs for finance, legal, operations and sustainability.

Please do not hesitate to contact the Board if you have any questions or concerns. We can be reached at. If you wish to contact me directly you can email me at SRaab@lcwatercoop.com. I check my Water Coop emails at least once per day.

Sincerely,
Stephen Raab
Board President

Exhibit C

General Manger's Report – Michaelene Kyrala, General Manager

July 14, 2023

Dear Board

I have begun outreach to a number of stakeholder groups including elected officials since my start in March 2023. Meetings with elected officials include Commissioner Justin Green and Commissioner Anna Hansen as well as attendance during the Water and Natural Resources Interim Committee in Las Vegas, NM in July.

Over the past three months I've met with Kam Naase, Las Campanas HOA General Manager, and her team staffing the Development Review Committee to understand their process and how our mutual clients are affected by the two organizations policies. Kam and I have also met one on one in a relationship building effort between the two organizations we hope to continue.

Additionally, I met with the Sustainability Office and Interim Utilities Director at Santa Fe County, which was beneficial as LCWC was not notified by July 1, 2023 of the county's water rate increase.

Lastly, Las Campanas Water Co-op was invited by the HOA to hear presentations on vendor selection and attend a gate access demonstration in June. The Co-Op will be integrating security systems with the HOA to provide increased protection and security at the wastewater treatment plant.

These opportunities to engage with our stakeholder groups allow open dialogue as well as early input into discussion about water policy in New Mexico which could affect LCWC.

In June, LCWC co-sponsored the Nex Gen Water Conference which was well attended by members of the water community in New Mexico, non-profit organizations, state and local leaders, as well as national speakers. This is where I first met Commissioner Hansen and was able to schedule time to discuss her concerns and questions regarding LCWC, our wastewater operations, and overall governance.

Internally, efforts toward sustainability and process improvement have been initiated at the LCWC office. Most notably is the switch to electronic signatures which saves paper on the numerous invoices we receive as well as expedites payment to our vendors.

Moving forward, I will continue outreach efforts to build strong, positive relationships with the community and stakeholder groups, with an emphasis on legislative outreach to monitor any discussion of water rights or mandatory conservation efforts should they gain traction. Lastly, process improvement initiatives will continue with in-house training in September and integration of billing software across platforms.

Sincerely

Michaelene Kyrala
General Manager



Las Campanas Water Cooperative

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Report of the Operations Committee

July 20, 2023

Committee members:

Ben Lee (Chair)
Herb Faling
James Dark
David Richardson
Shawn McCoy

The Operations Committee of the Las Campanas Water Cooperative is charged with ensuring that our residents have a reliable supply of clean, safe water, and an effective system for handling sewage. To date, our system has been operating well, largely thanks to the steady work of our Operations Manager, Bryan Romero and the team of Jacobs Engineering. Nevertheless, we continue to look for ways to improve our system in order to avert any potential problems and to improve the efficiency of our operations. Among the activities of the Operations committee are as follows:

1. Water usage data is normally digitally transmitted from the individual water meters to our office by means of the AT&T cell phone system. Some of the transmission devices on water meters have not been able to digitally communicate with our main office or through the Eye on Water app, hence requiring that these meters must be read manually. One of the reasons for the non-communication of these transmission devices is that some have proven to be defective and we are in the process of replacing such items. Secondly, these transmission devices rely on the cell phone communication of AT&T which has not proven to be reliable in some areas of our community. We are replacing these with units that are compatible with Verizon communication. We are taking advantage of the fact that Verizon has installed a new tower. As of now we have the all required replacement units in house. Whereas we once had over 500 units that were non-functioning currently only about such units need to be replaced and we expect the replacement of all non-functioning units by the end of the summer. Nevertheless, we anticipate that there could be technical problems in the future but they will be handled on an individual basis as expeditiously as possible.
2. Previously we had considered the implementation of solar panels in our sewage facilities. Although we recognize the need to be ecologically responsible, it has been determined that building of a solar panel array would not be economically feasible. Therefore, we are evaluating ways of entering into "Community solar" agreements with other institutions. Research into this matter will be carried out by our GM.



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3. We are continuing our work in implementing the initial phase of the SCADA (Supervisory control and data acquisition) project which is a system that allows our operations personnel to digitally view our operations and see where potential problems might occur. We have mostly finished phase 1 of this project except one task involving the lift communications system. We have received a proposal for phase 2 from our facility operator, Jacobs, and we are evaluating how much of this work is to be done in 2023.
4. We recognize the need to improve the security of our sewage plant. As a result, we are in discussion with the security personnel of the HOA with the intention of tying the security of our sewage facility into the well-developed security system of the HOA
5. We are implementing repairs/upgrade to our Entrance Works facility. We have purchased replacement parts for our bar screen system. As well we have purchased a cover for this system to protect it from the cold weather of our winters. We have received a proposal from Molzen Corbin offering different options for repair or replacement of the grit removal system. We are currently reviewing these options to establish the best course of action.
6. Our drinking water facilities have been assessed and tested by the New Mexico Department of the Environment and, as in the past, we have successfully passed all testing. Our members can now be reassured that their drinking water remains safe and of the highest quality as always.



Las Campanas Water Cooperative

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Las Campanas & Water Cooperative Sustainability Committee Update July 20, 2023

As covered in the May 2023 Las Campanas & Water Cooperative Sustainability Committee Update, the Las Campanas Members Association (LCMA), The Club at Las Campanas (The Club), and the Las Campanas Water Cooperative (Water Co-op) have each formed Sustainability Committees. In addition, a communitywide Sustainability Committee (Las Campanas Sustainability Committee (LCSC)) has been formed comprised of representatives from each of the individual committees.

The one question you might ask is why? Why are there three individual committees plus a communitywide committee for our one community? The answer is straightforward, each organization faces specific challenges related to meeting our goal of conserving water, our most precious resources.

This update focuses on just one key area of our effort; the need to conserve water used to maintain landscaping across the community. Drought cycles over the last twenty years coupled with increasing urban population growth is putting pressure on water supplies especially in the southwest. Complicating the issue is the fact that traditional landscaping practices promote inefficient water use. A shift in thinking is necessary to promote water conservation in the home landscape. Some of the more common sources of water waste includes:

- Leaking outdoor faucets and irrigation pipes
- Car washing
- Hosing down patios, portals, driveways and sidewalks
- Evaporation from bare soils
- Inefficient landscape designs
- Improper irrigation design and installation
- Improper plant selection
- Inappropriate plant placement and grouping
- Overwatering

Over the coming months the LCSC will offer classes on landscaping practices, educational videos, and an electronic library that will offer guidance documents and educational materials. In addition, the LCSC will be providing updates on water conservation efforts underway by the LCMA and The Club.

Thank you for your focus on water conservation.
Please do not hesitate to contact us if you have any questions.

Michaelene Kyrala, GM Water Co-op – mkyrala@lcwatercoop.com
Stephen Raab, Chair Sustainability Committee – sraab@lcwatercoop.com

EXHIBIT G

Finance Committee 2nd Quarter CY23 Report

Committee Members:

Steve Miller (Chairperson)
Herb Faling
James Dark
Janet Duncan

- Rate increases effective 1 July 2023
 - Board approved a proposed monthly water usage and surcharge rate increase of 6.5% and the sewer maintenance rate by 5%.
 - Distributed for Member comment on 11 May with a response deadline of 16 June – no questions/comments were received.
 - Approved by Board on 17 June.
- CY23 Co-op Budget
 - Updated 2023 budget approved by Board
 - Principle factors include:
 - Parcel D Development Fees
 - Increased BDD Costs
 - Hiring GM as an employee rather than a consultant
- Mid-year Financial Summary (refer to separate handout)
 - Actuals = \$187K net positive income
 - Water LoB operating at a net positive income of \$72K
 - Sewer LoB operating at a net positive income of \$115K
- CY22 Audit
 - All inputs/information provided.
 - No negative feedback to date.
 - Results expected by COB 19 July.
- Lien Fees
 - Board approved an increase in the fees associated with initiating a lien against delinquent accounts.
 - If the outstanding balance due is \geq \$500, and the delinquency was \geq 6 months old, then a \$250 lien fee would be imposed.
- Future endeavors
 - CY24 budget development

Operational Narrative for 2023 Second Quarter

Regulatory/Permitting

Water

The 2022 Consumer Confidence Certification was sent to the New Mexico Environment Department Drinking Water Bureau. This is to certify that our water customers were properly notified on the 2022 Water Quality Report.

Wastewater

There are no new updates from the last quarterly report.

Operations

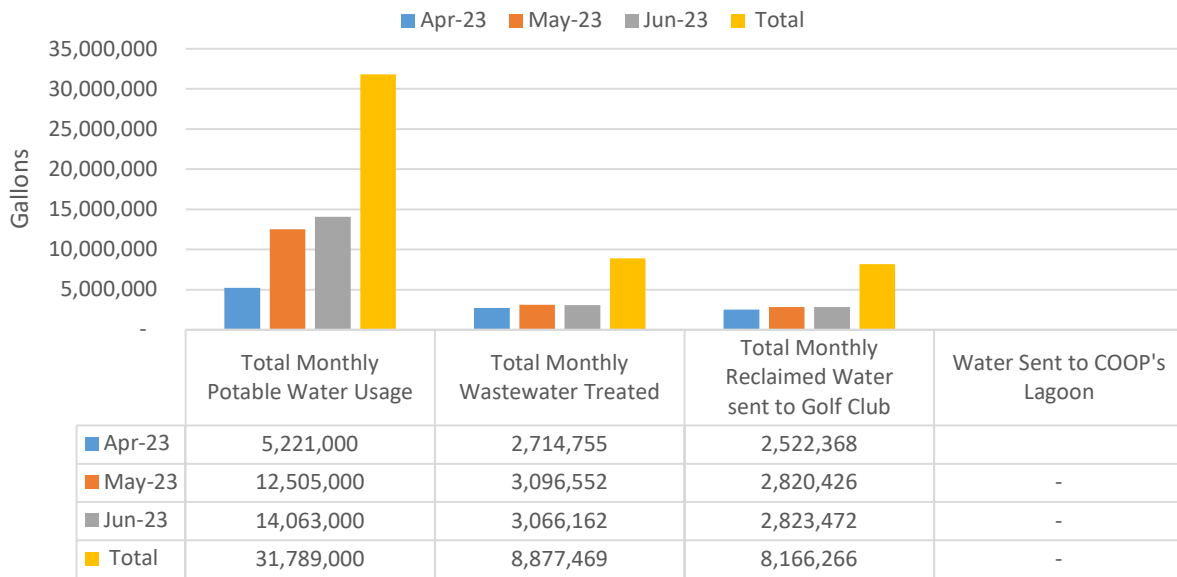
Compliance

- Water - During the period of April 1, 2023 to June 30, 2023, the Las Campanas Potable Water System was in full compliance with the NMED Drinking Water Bureau Regulations.
- Wastewater - During the period of April 1, 2023 to June 30, 2023, the Las Campanas Wastewater Treatment Plant had no violation of effluent limits set forth in DP-944.

Volumes of Potable Water Used, Wastewater Treated, and Reclaimed Water Sent to Golf Club

Tables Units in GALLONS

Volumes of Potable Water Used, Wastewater Treated, Reclaimed Water Sent to Golf Club, and Water Sent to Coop's Lagoon (Second Quarter 2023)



Volumes of Potable Water Used, Wastewater Treated, Reclaimed Water Sent to Golf Club, and Water Sent to Coop's Lagoon (Second Quarter 2022)

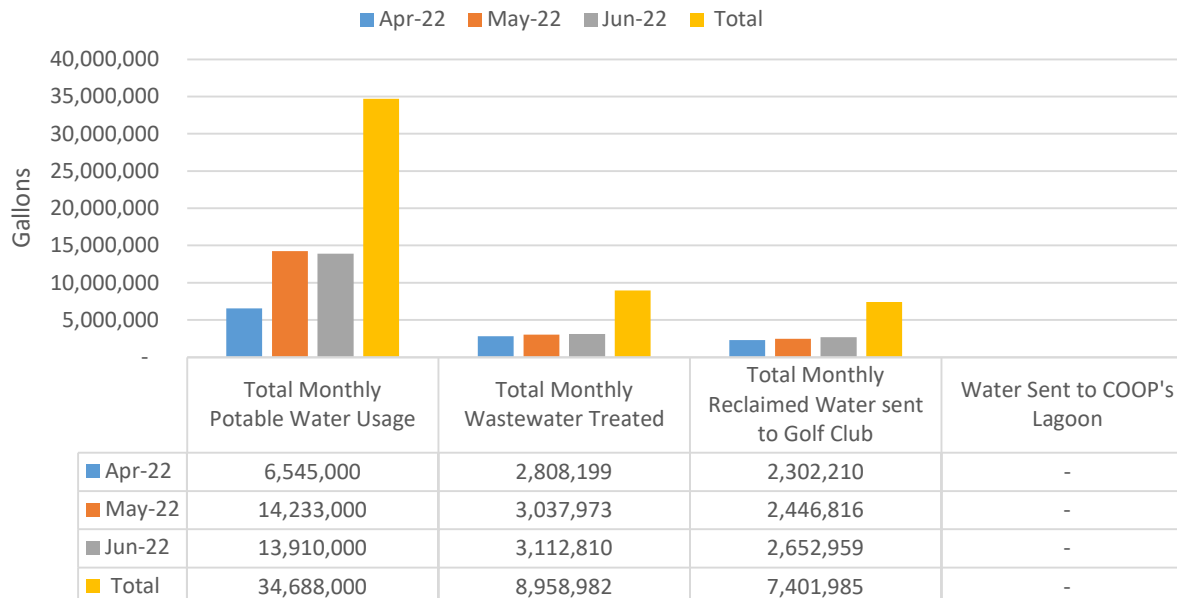
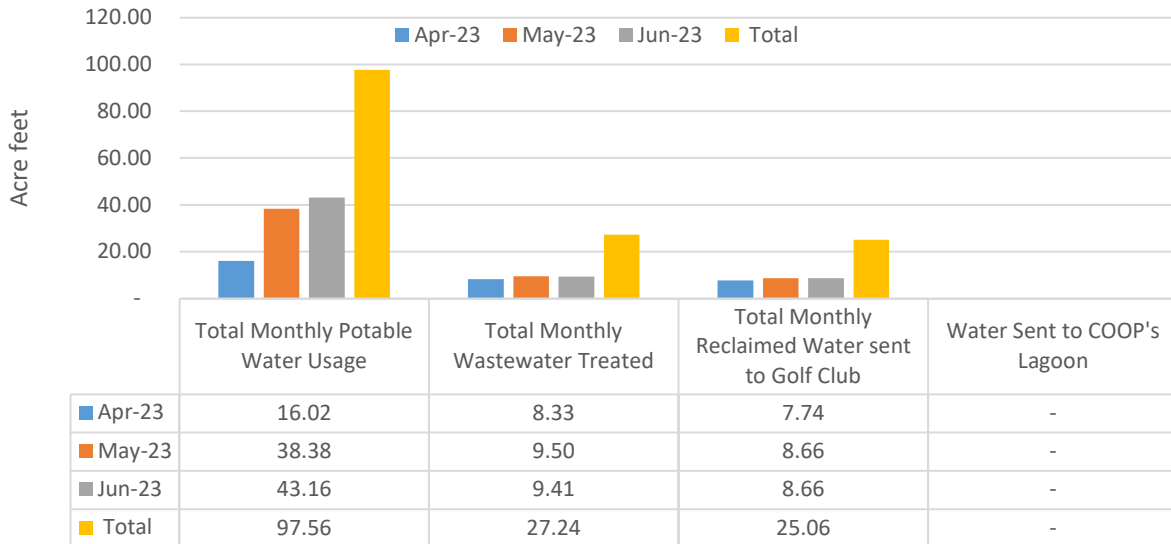
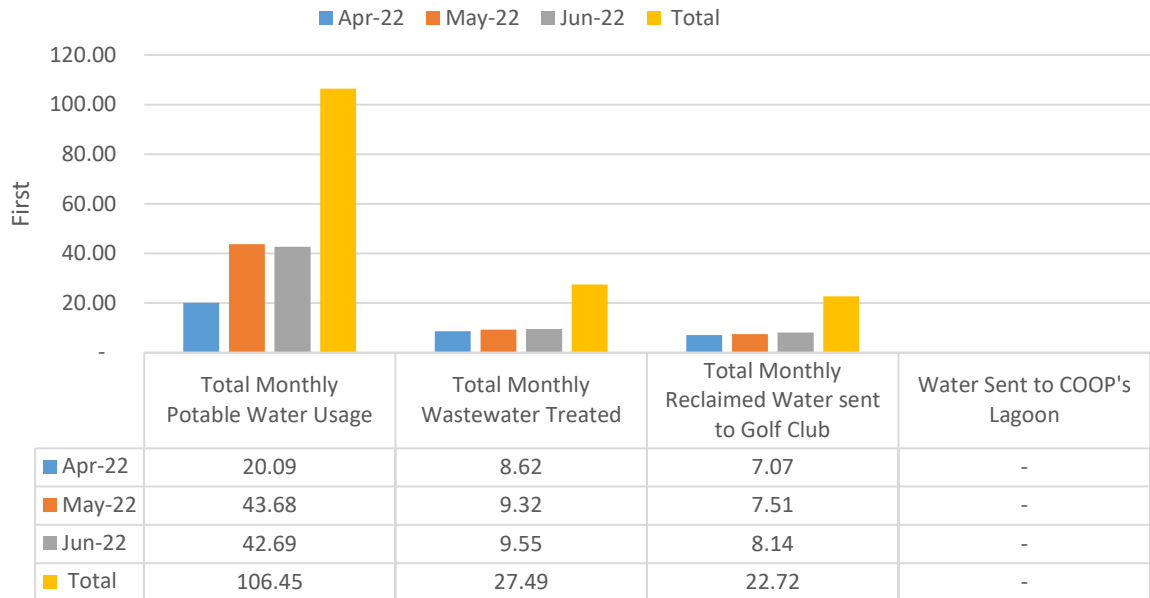


Table Units in ACRE FEET

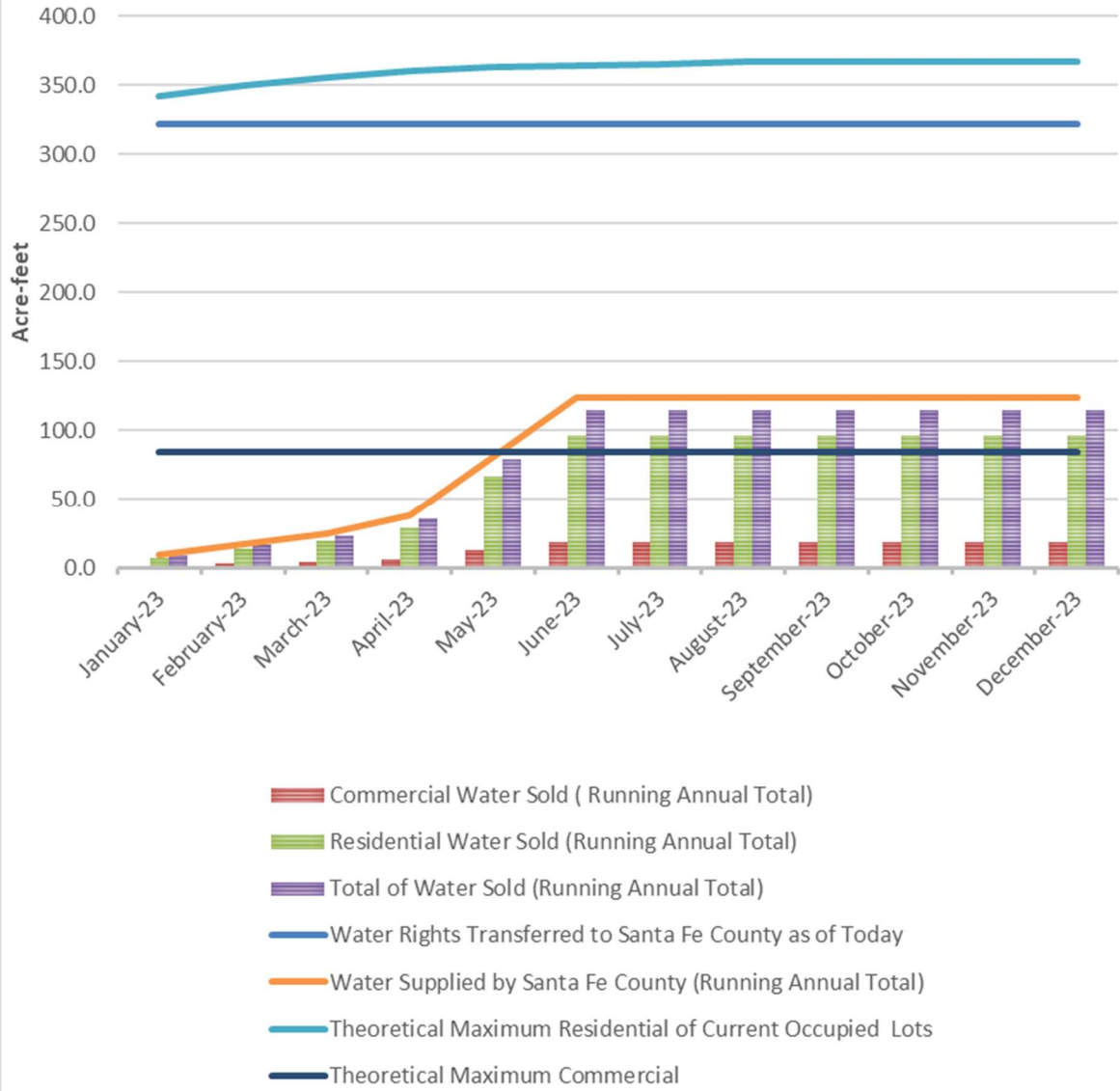
ACRE FEET -Volumes of Potable Water Used, Wastewater Treated, Reclaimed Water Sent to Golf Club, and Water Sent to Coop's Lagoon (Second Quarter 2023) in Acre-feet



ACRE FEET- Volumes of Potable Water Used, Wastewater Treated, Reclaimed Water Sent to Golf Club, and Water Sent to Coop's Lagoon (Second Quarter 2022) in Acre Feet



WATER USAGE CHART 2023



July 18, 2023

Mr. Stephen Raab
Las Campanas Water Cooperative
13 Plaza Nueva, Unit B
Santa Fe, NM 87507

Subject: Additional Services Authorization Agreement – SCADA Upgrades Phase 2

Dear Mr. Raab:

As agreed, upon in our discussions, we would like to propose the following additional services as further defined below. These services will comply with the Amended and Restated Agreement for Operations, Maintenance, and Management Services (“Agreement”) between Operations Management International, Inc. (“OMI”) and Las Campanas Water Cooperative (“Co-op”) dated January 1, 2020.

Scope: OMI will provide the services set forth in the attached Exhibit A.

Term: Services will commence upon Co-op giving OMI notice to proceed and will be completed within ten (10) weeks of actual start date.

Price of Services: The cost for the services provided under this Additional Services Authorization (ASA) Agreement shall be **\$210,226.80** (plus gross receipt tax, if applicable). See attached Appendix C to Exhibit A.

Billing and Payment Terms: Co-op shall be billed for these additional services upon completion of each subtask included in Exhibit A. Invoice shall include supporting documentation detailing hardware, software, and markup costs. Payment will be due and payable within fifteen (15) days following receipt of OMI’s invoice, as described in Section E.2.2 of the Agreement.

All other terms and conditions of the Agreement between OMI and Co-op remain in full force and effect.

The pricing contained in this letter is valid for thirty (30) days. If these terms are agreeable to you, please sign both copies of this letter. We will return one fully executed original for your files.

We appreciate the opportunity to provide these additional services to the Las Campanas Water Cooperative.

Sincerely,

Kenny Salazar
Project Manager
Kenny.salazar@jacobs.com

Both parties indicate their approval of the above-described SCADA Upgrades Phase 2 services by their signature below.

Las Campanas Water Cooperative

Name: Steven Raab

Title: President of Board of Directors

Date: _____

Operations Management International, Inc.

Name: Craig Faessler

Title: Geographic Director of Operations

Date: _____

EXHIBIT A

General

This scope of work describes the services to be rendered by OMI to Co-op to complete the computer equipment replacement of the existing Las Campanas SCADA system. Tasks to be completed under this scope of work include:

1. Hardware and software purchasing
 - New virtual machine environment
Purchase all hardware and software in Appendix B – Hardware and Software Specifications tables that will operate the new virtual SCADA. Task LCSCADA.PROG.01 provides further details associated with this task. Yearly support for all software is included with the initial purchase, but yearly renewal needs to be purchased for all software.
 - SCADA
Purchase latest software versions outlined in the SCADA Software Specifications table in Appendix B – Hardware and Software Specifications. Yearly support for all software is included with the initial purchase, but yearly renewal needs to be purchased for all software.
2. Programming
 - New virtual machine environment
This task covers installing, configuring, and testing all hardware that will operate the new virtual SCADA environment. Task LCSCADA.PROG.02 provides further details associated with this task.
 - SCADA
This task covers installing, configuring, and testing the updated SCADA software on the new virtual machine infrastructure. Task LCSCADA.PROG.03 provides further details associated with this task.
3. Field startup - Onsite installation and testing of the new SCADA virtual machine environment.
4. Support services.

Scope of Work

The proposed Scope of Work is described in six tasks, as outlined below:

Task LCSCADA.PROG.01: Hardware and Software Purchasing

1. Operational Technologies (OT)
The purpose of this task is to purchase all hardware and software that will operate the new virtual SCADA environment to include the network switches, server rack, virtual server hosts (Dell PowerEdge R450) servers, virtual machines, network attached storage, Uninterruptable Power Supply (UPS), as well as the software responsible for continuously monitoring, backing up, and ensuring availability and disaster recovery capabilities of the new virtual SCADA environment. Reference Appendix A – System Design figure for VM hosts and associated configured VMs.
2. SCADA
The purpose of this task is to purchase the software required for the new virtual machine environment outlined in Appendix B – Hardware and Software Specifications.

Assumptions:

- New computing hardware (servers, network attached storage appliance, switches, firewall) will be purchased by OMI and will be delivered to the Jacobs Austin office.
- The SCADA licenses will be ordered by OMI.
- All software licenses will be registered to Jacobs OTS/I&C group for ease of management.

Task LCSCADA.PROG.02: Virtual Machine Environment Programming

The purpose of this task is to configure and test all hardware and software (see OT Hardware and Software Specification table in Appendix B – Hardware and Software Specifications) that will operate the new virtual SCADA environment to include the network switches, virtual server hosts, virtual machines, network attached storage, as well as the software responsible for continuously monitoring, backing up, and ensuring availability and disaster recovery capabilities of the new virtual SCADA environment. Reference Appendix A – System Design figure for server VM hosts and associated VMs that will be programmed within the hosts.

Task LCSCADA.PROG.03: SCADA Programming

The purpose of this task is to configure, program and test the SCADA software (see SCADA Software Specification table in Appendix B – Hardware and Software Specifications) on the new computers in the Jacobs Austin office. Daily and monthly reports will also be included under this task. The SCADA servers will then be delivered to the Las Campanas, NM wastewater treatment facility.

Task LCSCADA.PROG.04: SCADA Server Field Installation

The purpose of this task is to install the previously configured virtual SCADA environment at the Las Campanas Wastewater Treatment Plant main office. Server cabinet/closet will be populated at this time with the new Dell servers, network switches, NAS, UPS, and cable management components. This work is expected to take place over the period of one (1) week.

Task also includes electrical power design and verification of available space for the new VM hardware.

Assumptions:

- Power will be available for the new hardware.

Task LCSCADA.PROG.05: SCADA Application Field Cut-Over

This task includes running the new SCADA application alongside the existing application to verify SCADA data. Once data has been verified, the existing SCADA application computers will be turned off.

Assumptions:

- Task LCSCADA.PROG.04 must be completed.

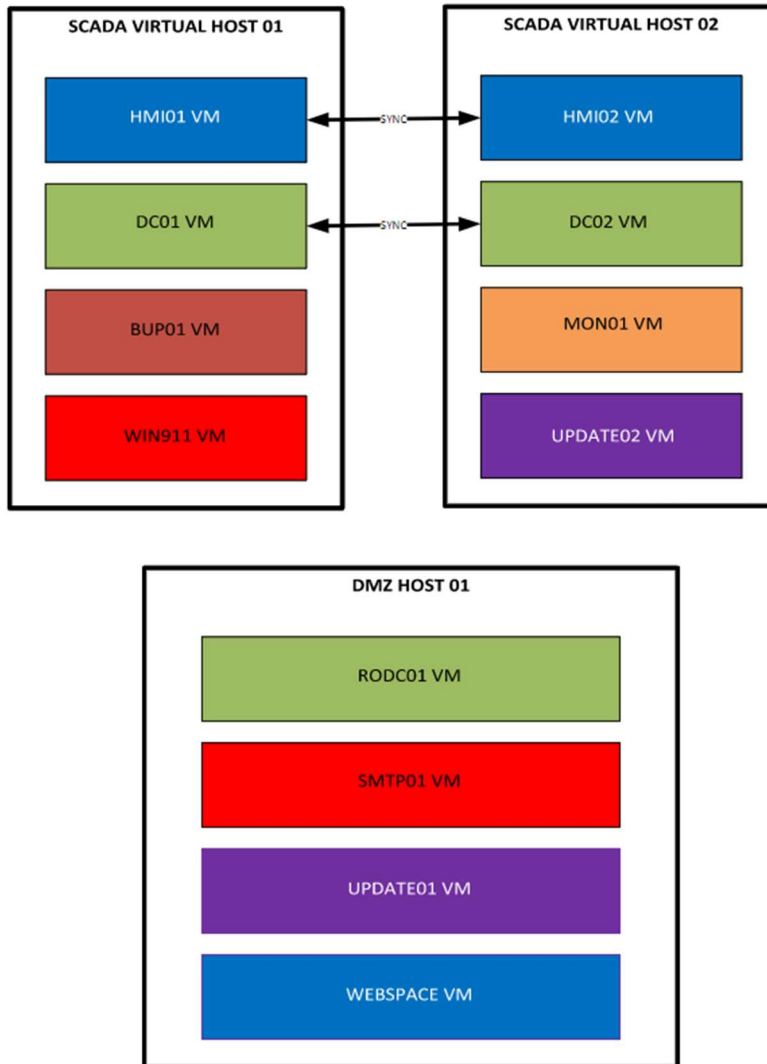
Task LCSCADA.PROG.06: SCADA Server Support

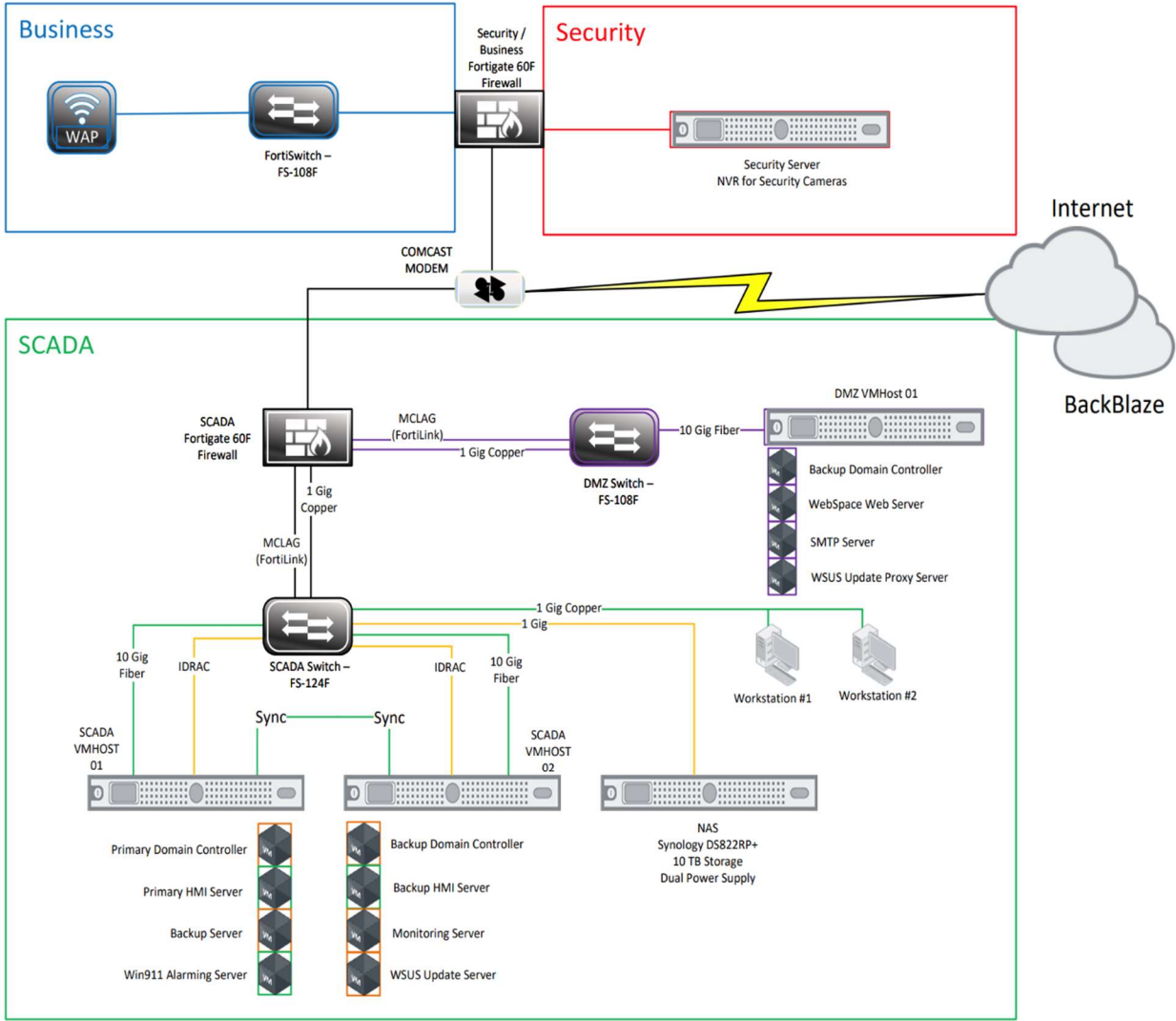
The purpose of this task is to provide follow-up remote support for the Co-op.

Assumptions:

- OMI shall provide remote support on an as-needed basis for up to a total of 160 hours for one (1) year after project completion.

APPENDIX A – SYSTEM DESIGN





APPENDIX B – HARDWARE AND SOFTWARE SPECIFICATIONS

OT HARDWARE SPECIFICATIONS					
COMPONENT	MANUFACTURER	MODEL NUMBER	QTY	ESTIMATED COST	NOTES
SCADA & DMZ	DELL	PowerEdge R450	3	\$26,700.00	2 Servers - SCADA 1 and SCADA 2 (Spec'd with a 10-Gig Fiber NIC in each Server with 2 ports each) 1 Server - DMZ Server (will connect via 10 Gig Fiber only)
SCADA & DMZ	FORTINET	FS-124F; FS-108F; RM-FR-T12	1	\$1,035.00	SCADA switch – 24 ports with (2) 10 Gig SFP ports; DMZ Switch - 8 port with (2) 10 Gig SFP ports
SWITCHING	FS.COM	10 Gig SFP	6	\$162.00	2 SFP -SCADA Server to SCADA Switch (Network Connectivity, one per server) 1 copper will also be connected from each server to the SCADA core switch. 2 SFP - Server to Server (IFIX Sync) 2 SFP - DMZ Server to DMZ Switch (redundant network connections)
BACKUPS	SYNOLOGY	NAS (RS822RP+)	1	\$1,400.00	RP+ model comes with dual power supplies
BACKUPS	SEAGATE	ST10000-3AK101	4	\$1,200.00	HDD Model # - ST10000-3AK101 - Iron Wolf Pro Drives (10 TB)
SERVER RACK	VERTIV	VR3300	1	\$2,500.00	Vertiv VR-Rack. 42U Server Rack.
UPS	EATON	5PX2200RTN	1	\$2,400.00	Eaton 5PX UPS, 1950 VA, 1920 W, 5-20P input, Outputs: (8) 5-20R, 120V, Rack/tower, network card included, true sine wave
UPS	EATON	5PXEBM48RT	2	\$1,290.00	Extended Battery Module - 2U
UPS	EATON	EFLXL2000R-PDU1UL	1		Hot Swap Maintenance Bypass Module
POWER	APC	AP7800B	2	\$1,218.00	Rack PDU, Metered, 1U, 15A, 100/120V, (8) 5-15
HARDWARE EXTRAS				\$564.00	

OT SOFTWARE SPECIFICATIONS					
COMPONENT	MANUFACTURER	MODEL #	QTY	ESTIMATED COST	NOTES
SERVER OS	MICROSOFT	Windows Server 2019 Standard	7	\$8,500.00	To build out a total of 14 Virtual Machines.
BACKUPS	VEEAM	Veeam Backup and Replication	15	\$7,000.00	To backup all vm's to a local NAS
AV	FORTINET	FC1-10-EMS05-539-01-DD	25	\$110.00	FortiClient EMS (Enterprise Management Server) 1 license per server and workstation connecting to the network.
BACKUPS	BACKBLAZE	Veeam Cloud Native Backup Subscription	1	\$70.00	BACKBLAZE Cloud Backup Subscription Yearly Maintenance Cost Associated
MFA	FORTINET	FTM-ELIC-5	5	\$215.00	Fortitoken Mobile MFA Authenticator. Needed for MFA

NET-MON	PRTG	PRTG-500	1	\$1,800.00	PRTG (500 License) Needed for Performance Monitoring of the Server and Network Components
UPS	EATON	VPM-10	1	\$1,123.00	Eaton Visual Power Management Software (VPM-10)
SERVER OS	VMWare	Vsphere Essentials Plus (w/Vcenter)	1	\$5,600.00	licenses for up to 6 Core (up to 3 hosts with 2 Core each)

SCADA SOFTWARE SPECIFICATIONS					
Component	Manufacturer	Model Number	QTY	ESTIMATED PRICE	Options
SCADA Server 1 iFix v2022 Plus Runtime Unlimited Points English SCADA Synchronization	GE Fanuc	Upgrade key 241217582	1	\$7,011.00	
SCADA Server 1 Drivers IGS- Industrial Gateway Server for Basic Points 253 Additional IGS Protocols IOT Gateway plug in No Tags.	GE Fanuc	New Primary IGS	1	\$1,360.00	
SCADA Server 2 iFix v2022 Plus Runtime Unlimited Points English SCADA Synchronization Backup License	GE Fanuc	Upgrade key 1385111942	1	\$3,506.00	
SCADA Server 2 Drivers IGS- Industrial Gateway Server for Basic Points 253 Additional IGS Protocols IOT Gateway plug in No Tags Backup License.	GE Fanuc	New Backup IGS	1	\$680.00	
Historian v2022.0 Standard 200 Points 2500 Additional CALs	GE Fanuc	New	1	\$3,258.00	
iClient v2022 Thick Runtime / Read Only English	GE Fanuc	New	1	\$1,734.00	
Webspace WebSpace v6.0 iFIX 3 Clients Stand Alone Server Independent Server English	GE Fanuc	Upgrade key 575270422	1	\$2,740.00	
Control Expert	Schneider Electric		1	\$1,350.00	PLC programming software
Historian Key New hardware key for Historian			1	\$80.00	
KEY M5 Proficy M5 Key			1	\$175.00	

APPENDIX C – COMPENSATION

Compensation by Co-op to OMI will be as follows:

Price Estimate: OMI has prepared this as a Time & Materials proposal with an estimated price of **\$210,226.80**.

Labor Rates and Other Direct Costs Markup: Rates for OMI personnel will be charged as follows:

Labor	Bill Rate	Hours	Price
Operations Technologist	\$183.00	281	\$51,423.00
Design Specialist	\$227.00	261	\$59,247.00
Labor Total		542	\$110,670.00
Travel Expenses/Other Direct Costs	Raw Cost	Markup	Price
Flights	\$1,025.00	1.12	\$1,148.00
Lodging	\$1,225.00	1.12	\$1,372.00
Car	\$650.00	1.12	\$728.00
Meals	\$900.00	1.12	\$1,008.00
Equipment Disposal	\$309.00	1.12	\$346.08
Hardware and Software	\$84,781.00	1.12	\$94,954.72
Travel Expenses/Other Direct Costs Total	\$88,890.00		\$98,548.80
TOTAL			\$210,226.80

The price estimate is established for a Time & Materials basis and is based on the following assumptions:

- All non-labor direct costs will be billed to Co-op at cost plus 12%.
- The price provided is an estimate only and invoicing will be based off actual time and expenses billed at labor bill rate and markup respectively.
- Bill rates are subject to change after December 2023.
- Co-op will compensate OMI for labor charges for personnel engaged directly in the performance of the services at the rates noted above.
- OMI shall provide remote support on an as-needed basis for up to a total of 160 hours for one (1) year after project completion. Additional remote support hours required beyond 160 hours within one (1) year after project completion, will be considered hours allocated in the annual base fee under section B.6.1 of the Agreement.
- Recurring annual SCADA software and maintenance/support costs will be added to OMI's annual base fee to be included in each subsequent renewal.
- OMI shall invoice Co-op upon completion of each subtask included in Exhibit A. Invoice shall include supporting documentation detailing hardware, software, and markup costs.