



CITY OF DORAL COUNCIL MEETING MEMORANDUM

ITEM TITLE:

Discussion Item: NW 82nd Street from NW 107th Avenue to NW 114th Avenue Proposed Solar Street Lights

DEPARTMENT RECOMMENDATION:

Approval

BRIEF HISTORY:

The Public Works Department (PWD) is continuously looking for ways to improve services, efficiency, proactiveness, and the City's infrastructure to provide the best possible level of service to the community. NW 82nd Street between NW 107th Avenue and NW 114th Avenue currently lacks proper illumination. As such, the PWD commenced to perform research on solar power infrastructure for the possible implementation of a solar streetlights pilot program along the corridor, following the recently adopted Citywide Sustainability Implementation Plan (CISP) alternative sources of energy principle. Solar power infrastructure is one of the green initiatives identified in the CISP.

While performing research, PWD was approached by two solar streetlights vendors, Fonroche Lighting America (Fonroche) and SELS Solar (SELS), offering their services and products. Proposals were requested from both vendors to provide solar streetlighting infrastructure for the mentioned corridor. Both vendors were asked to visit and analyze the site to provide a proposal.

Each vendor performed a photometric analysis on the corridor and provided a preliminary proposal. SELS provided a proposal for 19 dual arm poles and 17 single arm poles for the area. Totaling 36 light poles. Fonroche provided a proposal for 9 dual arm poles and 14 single arm poles. Totaling 23 light poles. The total cost provided by SELS is \$366,776.00 (includes precast foundation installation and breakaway pole) and the total cost provided by Fonroche is \$145,978.00 with direct bore installation, and \$191,978.00 with precast foundation and breakaway pole. It should be noted that Fonroche's proposal is based on the Sourcewell Contract 041525-FNR and the SELS' proposal is based on the TIPS contract. Pursuant to Section 2-321 of the City Code, this contract was competitively entered into in a manner that is similar to that set forth in Chapter 2, Article V - Purchasing and Procurement, of the City Code.

SELS's proposal includes a five (5) year warranty on all components and Fonroche's proposal includes an eight (8) year warranty on all components. It should also be noted that Fonroche's

proposal includes a one-time fee of \$1,000.00 for Fonroche Connect Gateway which enables optional wireless networking and customer portal access. With long-range LoRA communication, staff can connect one or more Smart Light Projects for monitoring and reporting. The cloud-based software also allows for dim control of the lighting system. SELS proposal also includes a similar service at no initial cost to the City and at no monthly cost. Both platforms can be accessed via cloud systems and do not require any synchronization or data exchange with any City platform.

Please see below comparison of both proposals.

SELS Solar			
Item	Qty	Unit Price	Total Cost
Dual Arm	19	\$ 7,202.05	\$ 136,838.95
Single Arm	17	\$ 5,465.65	\$ 92,916.05
Installation (precast foundation with breakaway pole)	36	\$ 3,650.00	\$ 131,400.00
		SUB-TOTAL	\$ 361,155.00
Shipping	1	\$ 5,621.00	\$ 5,621.00
		TOTAL	\$ 366,776.00

NOTE:
5-Year Warranty on all components
TIPS Contract

Fonroche Lighting America			
Item	Qty	Unit Price	Total Cost
Dual Arm	9	\$ 5,110.00	\$ 45,990.00
Single Arm	14	\$ 4,691.00	\$ 65,674.00
Installation - Option 1 (direct bore)	23	\$ 1,900.00	\$ 43,700.00
Installation - Option 2 (precast foundation with breakaway pole)	23	\$ 3,900.00	\$ 89,700.00
		<i>Option 1 (direct bore)</i>	\$ 155,364.00
		<i>Option 2 (precast foundation with breakaway pole)</i>	\$ 201,364.00
Shipping	1	\$ 8,810.00	\$ 8,810.00
		SUB-TOTAL	\$ 164,174.00
		SUB-TOTAL	\$ 210,174.00

Connect Gateway wireless networking and portal access	1	\$ 1,000.00	\$ 1,000.00
Product Discount	9	\$ (736.00)	\$ (6,624.00)
Product Discount	14	\$ (898.00)	\$ (12,572.00)
Option 1 (direct bore)			\$
TOTAL			145,978.00
Option 2 (precast foundation with breakaway pole)			\$
TOTAL			191,978.00
NOTE:			
8-Year Warranty on all components			
Sourcewell Contract			
<p>It should be noted that in 2021 the City completed improvements along NW 112th Avenue between NW 25th Street and NW 34th Street, that included the installation of 13 hardwired streetlight poles at a total cost of \$228,460.80. The lights are currently powered by FPL and have a monthly power bill fee. The cost of implementing hard-wired streetlights along the area in discussion would be higher at this time as costs have risen since 2021 and NW 82nd Street has an extensive existing infrastructure of sidewalks and trees. The installation of a hard-wired system throughout NW 82nd Street would require a design and permitting process, coordination with FPL for a service point (may need to install a new service point depending on the available capacity for the area), directional boring, trenching, replacement of sidewalk sections, etc., which would increase the cost of the project compared to what was done along NW 112th Avenue in 2021.</p> <p>This item is being presented at this Council Meeting as a discussion item to get the City Council's input and direction, and to allow both vendors to present their products and proposals. Fonroche Lighting America and SELS Solar will be at the January 15, 2026 Council Meeting to present their equipment and proposals to provide solar streetlights along NW 82nd Street between NW 107th Avenue and NW 114th Avenue, and to answer any questions the Council may have. City Staff seeks Council feedback and direction on whether to proceed and which approach to advance.</p> <p>Funding for this request is available in the Public Works Transportation Fund, "Improvement – Street" Account, Account No. 101.80005.500633.</p>			

LEGISLATIVE ACTION: (IF APPLICABLE)

Date:	Resolution/Ordinance No.	Comments

FINANCIAL INFORMATION: (IF APPLICABLE)

No.	Amount	Account No.	Source of Funds
1.	\$0	101.80005.500633	Transportation Fund
2.	\$0		
Total:	\$0		

Fiscal Impact Statement: The proposed item will have a fiscal impact on expenditures that will vary depending on input and direction from City Council.

STRATEGIC PLAN ALIGNMENT:

The proposed item follows the City's Public Safety Strategic Goals.

ATTACHMENT(S):

- A. Fonroche Proposal
- B. SELS Proposal