

## City of Tipton, Iowa

**Meeting:** Tipton City Council Meeting  
**Place:** Tipton Fire Station, 301 Lynn Street, Tipton, Iowa 52772  
**Date/Time:** Wednesday, April 16, 2025, 4:00 p.m.  
**Web Page:** [www.tiptoniowa.org](http://www.tiptoniowa.org)  
**Posted:** Friday, April 11, 2025 (Front door of City Hall & City Website)

Please join my meeting from your computer, tablet, or smartphone.

<https://meet.goto.com/642904677>

You can also dial in using your phone.

Access Code:

642-904-677

United States (Toll Free):

[1 866 899 4679](tel:18668994679)

**Mayor:** Tammi Goerd

**Council at Large:** Abby Cummins-VanScoy  
**Council Ward #1** George Welker  
**Council Ward #3** Luke Johnston  
**City Manager:** Brian Wagner  
**Finance Director:** Melissa Armstrong  
**City Clerk:** Amy Lenz  
**Dir. Of Public Works:** Steve Nash  
**Police Chief:** Lisa DuFour  
**Park & Recreation:** Adam Spangler

**Council At Large:** Jason Paustian  
**Council Ward #2** Mike Helm  
**City Attorney:** Lynch Dallas, P.C.  
**Gas Supt:** Darren Lenz  
**Electric Supt:** Jon Walsh  
**Water & Sewer Supt:** Brian Brennan  
**Ambulance Svc Dir:** Brad Ratliff  
**Economic Dev. Dir.** Linda Beck  
**Library Director:** Denise Smith

**A. Call to Order**

**B. Roll Call**

**C. Pledge of Allegiance**

**D. Agenda Additions/Agenda Approval**

**E. Communications:**

If you wish to address the City Council regarding an issue, whether on the agenda or something not on the agenda, please approach the lectern and give your name and address for the public record before discussing your item. Scheduled communications are allowed to speak up to five minutes. Unscheduled communications are allowed to speak up to three minutes.

**F. City Business**

1. Discussion and possible action concerning solar array presentation by Custom Builders and Tri-City Electric, the selection of a company to construct the solar array, and authoring the city attorney and city staff to finalize a Tipton Solar Array Agreement.

**G. Reports of Mayor/ Council/ Manager/ Department Heads**

1. Mayor's Report
2. Council Reports
3. Committee Reports
4. City Manager's Report
5. Department Heads

**H. Adjournment**

Pursuant to §21.4(2) of the Code of Iowa, the City has the right to amend this agenda up until 24 hours before the posted meeting time.

**If anyone with a disability would like to attend the meeting, please call City Hall at 886-6187 to arrange for accommodations/transportation.**

## Amy Lenz

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**From:** Brian Wagner, City of Tipton  
**Sent:** Thursday, April 10, 2025 5:03 PM  
**To:** Abby Cummins; Abby Cummins-VanScoy; George Welker; Jason Paustian; Luke Johnston; Mike Helm; Tammi Goerd  
**Cc:** Melissa Armstrong; Douglas Herman; Amy Lenz; Jon Walsh; StuartC108@aol.com  
**Subject:** Special Council Meeting: April 16, 4:00 PM  
**Attachments:** Custom Builders proposal.; Tri-City proposal.; Solar--Tipton Solar Array, RFP and Solar Array Agreement, FINAL version for issuance--12-17-24.pdf; Solar--Pre-Quote Meeting Notes of Jan 7 and added notes afterward--1-13-25.pdf; Solar--Tri-City and Custom Builders financial scenarios--3-19-25.xlsx

Dear Mayor and City Council,

This email has the background information for your special meeting concerning the solar array on **Weds, April 16 at 4:00 p.m.**

Your official agenda is separate from this email.

This email has five attachments:

--1.) This is our original "Request for Proposals" or RFP.

--2.) Meeting notes and new instructions that came from our pre-bid or pre-proposal meeting.

--3.) An email that contains Custom Builders' response to our RFP.

--4.) An email that contains Tri-City Electric's response to our RFP.

--5.) An Excel sheet that has a financial model and two tabs at the bottom. For both Custom Builders and Tri-City, it compares each's stated cost, stated KWH production, total cost of debt service for the life of a loan done by Maggie Burger, and total cashflow over 25-years.

### ***A note about the financial model and one of the major comparisons that the Council has to make...***

Each company's April 16 presentation will likely be the most important comparison that the Council will make. But, there's another comparison that you can consider which can be found in the bottom lines of the Excel sheet's two tabs. It concerns the overall debt and the overall cashflow of each:

	Total Debt	Total Revenue
Custom Builders	\$2,815,960	\$1,693,065
Tri-City	\$2,451,510	\$1,870,186



Difference:

\$364, 450

\$177,121

The financial model that we used came from a previous consultant that is familiar with our wholesale electricity supplier, RPGI. As with any financial model, this one can be critiqued. However, the model treated the proposals of each company the equally the same.

***And, as I've mentioned previously, the goal for our annual debt payments is to keep them in the range of \$130,000 to \$140,000 per year. We're trying to have positive cashflow each year.***

The results show us that Tri-City has less in total debt and more overall revenue. On the other hand, Custom Builders is local. I suppose that the Council will have to decide on which outweighs the other.

Below in blue, I've pasted part of the email that I sent to both companies. These were my suggestions for what their presentations might cover. If you want, you can follow along to see if they cover any of them or how well they cover them. But, you can also ask your own questions and make your own observations.

The Council doesn't necessarily have to decide on which company to choose on April 16, but the agenda will be set up so you can make that decision, if you're ready to do so.

Thanks,  
Brian

*Generally, I anticipate that the selected evening might play-out as follows:*

*---Both companies should agree to be outside of the Council chambers while the other company is presenting.*

*---You might want to give some company history—especially your experience with solar projects.*

*---You should tell the Council your proposed project cost, equipment, and production of KWH.*

*---Tariff-wise, has anything happened since you gave us your proposal that has affected the quoted cost and/or supply chain for your project?*

*---The RFP asked for a project construction due date of Oct 31. What do you see that as now being? Once started, how long would you estimate the project to take?*

*---The dependability, reliability, and durability of the equipment and workmanship that you'll bring to the project.*

*---Tell the Council everything that your proposed project will include for the price that you quoted. It might be the case that even small details might make a difference.*

*---Can you think of anything to help lessen the cost?*

*---Is there anything that your proposal leaves out from the RFP and the supplemental notes from the pre-bid meeting?*

*---Discuss your ability to help us with any problems that arise and your responsiveness to help us when that happens. (From what I've heard, the responsiveness aspect is important.)*

*---Any other aspect that you can think of that might make your proposal the best.*

*I'm guessing that presentations and questions might go to about 45 minutes each.*