



Request for Action

TO: Faribault Housing and Redevelopment Authority
FROM: Kim Clausen, Community Development Coordinator
MEETING DATE: March 8, 2021
SUBJECT: Robinwood Manor Apartments

PURPOSE:

The purpose of this memorandum is to provide the Faribault Housing and Redevelopment Authority with an update on activities at Robinwood Manor.

OCCUPANCY:

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
<u>Occupancy:</u>	98%											
<u>Turnover:</u>	0											

Vacant Unit: 106 (filled 2/26)

OPERATING STATEMENT:

Discussion: The financial report for the month of January is attached. Due to the end of the fiscal year on December 31, transactions have to be sorted and posted to the previous year, making January transactions appear significantly below budget. The largest expenses during the month of January were the monthly management and maintenance fees of \$3,733 and \$5,726, respectively.

Requested Action: The Board is asked to review and approve the operating statement as presented.

PROJECT ACTIVITY: The Community Room remains closed and masking and social distancing requirements remain in place.

The HRA received a rating of "Satisfactory" on the Annual Management Occupancy Review by Minnesota Housing.

Cigarette Smoke Detection System

One of the capital items for this year is installation of a cigarette smoke detection system in the units. The budget for this is \$37,000. Staff has received quotes from two companies that provide detection systems as follows:

FreshAir sensors uses technology recently developed and patented by Dartmouth, which immediately detects specific molecules in tobacco and marijuana smoke. The wi-fi based system generates reports that show exactly when the smoke was detected and notifies staff by email or text alert when it occurs. The device plugs into a standard outlet using tamper-proof screws and also alerts staff if it is tampered with. The system can be leased for \$6,374 per year, or purchased outright with monitoring included for life, for \$34,166. Additional information on the system can be found at www.freshairsensor.com. Leasing the system would allow the HRA to upgrade the sensors as their technologies develop, such as the tamper notifications.

CigaretteSmokeDetector detects cigarette and marijuana smoke using extra-sensitive smoke detectors. This system senses flame from a lighter or a match, so it could also be set off by candles, burnt food, etc. There is no ongoing monitoring, and when the detector goes off due to the relay contact closure it can send a text message to staff. There is no reporting feature with this system. This can be purchased for \$24,999. Additional information on the system can be found at www.cigarettesmokedetector.com.

Since the last meeting, staff has spoken with other housing authorities and hotels that have used the FreshAir sensor system. They have been very happy with the system and say it has been very effective at catching and proving smoking violations. One of the housing authorities was looking forward to getting the new system which notifies management if people try to tamper with the detectors.

The FreshAir system needs a reliable Wifi connection to operate. The IT Department initially thought the existing Wifi would be adequate. However, after doing testing around the building, it was determined that additional wiring will need to be run throughout the 1st floor of the building for a cost of \$3,113.88. This is a one-time cost, and the conduit that will be run for this could also be used to house wiring for other things, such as future camera upgrades.

REQUESTED ACTION:

Approve leasing the FreshAir cigarette smoke detection system for \$6,374 per year and the installation of additional Wifi boosters to accommodate the system.

ROBINWOOD MANOR
FOR THE MONTH ENDED JANUARY 31, 2021

	<u>2021</u>	<u>% of</u>	<u>January</u>	<u>Monthly</u>	<u>Variance of</u>	<u>Favorable/</u>	<u>2021</u>	<u>Remaining</u>
	<u>Budget</u>	<u>Revenue</u>	<u>Actual</u>	<u>Budget</u>	<u>Monthly Budget</u>	<u>Unfavorable</u>	<u>Year-To-Date</u>	<u>Balance</u>
REVENUES								
33160 FEDERAL GRANTS	240,181.00	50.37%	25,525.00	20,015.92	27.52%	F	25,525.00	214,666.00
36200 OTHER MISCELLANEOUS	5,000.00	1.05%	511.25	411.00	24.39%	F	511.25	4,488.75
36210 INTEREST ON INVESTMEI	2,200.00	0.46%	-1,320.17	183.33	NA	NA	(1,320.17)	3,520.17
36211 INTEREST MARKET VALUE	0.00	0.00%	-40.85	0.00	NA	NA	(40.85)	40.85
36220 RENTS	228,435.00	47.91%	13,111.00	19,036.25	-31.13%	U	13,111.00	215,324.00
36221 VACANCIES	0.00	0.00%	0.00	0.00	#DIV/0!	#DIV/0!	0.00	0.00
36227 EXCESS UTILITIES	1,000.00	0.21%	20.00	83.33	-76.00%	U	20.00	980.00
36280 PROJECT REIMBURSEME	0.00	0.00%	0.00	0.00	NA	F	0.00	0.00
TOTAL REVENUE ACCOUNTS (G	\$476,826.00	49.63%	\$37,806.23	\$39,729.83	-4.84%	U	\$37,806.23	\$439,019.77
EXPENSES								
SUPPLIES								
42110 GENERAL SUPPLIES	21,500.00	5.16%	2.00	1,791.67	-99.89%	F	2.00	21,498.00
42410 MINOR EQUIPMENT/TOOL	0.00	0.00%	0.00	0.00	NA	U	0.00	0.00
TOTAL: SUPPLIES	\$21,500.00	5.16%	\$2.00	1,791.67	-99.89%	F	2.00	\$21,498.00
OTHER SERVICES & CHARGES								
43010 AUDITING & ACCOUNTIN	10,000.00	2.40%	0.00	833.33	-100.00%	F	0.00	10,000.00
43040 ATTORNEY FEES-CIVIL P	1,000.00	0.24%	0.00	83.33	-100.00%	F	0.00	1,000.00
43070 MANAGEMENT SERVICE!	45,250.00	10.87%	3,732.97	3,770.83	-1.00%	F	3,732.97	41,517.03
43090 EXPERT & PROF SERVIC	7,500.00	1.80%	70.05	825.00	-88.79%	F	70.05	7,429.95
43095 SOFTWARE MAINT & SUF	0.00	0.00%	329.75	0.00	NA	NA	329.75	(329.75)
43130 TENANT SERVICES	3,000.00	0.72%	0.00	250.00	-100.00%	F	0.00	3,000.00
43210 TELEPHONE & TELEGRA	2,900.00	0.70%	69.73	241.67	-71.15%	F	69.73	2,830.27
43250 OTHER COMMUNICATIO	900.00	0.22%	0.00	75.00	-100.00%	F	0.00	900.00
43430 ADVERTISING - OTHER	500.00	0.12%	0.00	41.67	-100.00%	F	0.00	500.00
43610 INSURANCE & BONDS	9,902.00	2.38%	0.00	825.17	-100.00%	F	0.00	9,902.00
43810 ELECTRIC UTILITIES	30,000.00	7.20%	434.62	2,500.00	-82.62%	F	434.62	29,565.38
43820 WATER UTILITIES	2,200.00	0.53%	0.00	183.33	-100.00%	F	0.00	2,200.00
43830 GAS UTILITIES	11,500.00	2.76%	981.39	958.33	2.41%	U	981.39	10,518.61
43840 REFUSE DISPOSAL	3,100.00	0.74%	224.50	184.70	21.55%	U	224.50	2,875.50
43850 SEWER UTILITIES	5,000.00	1.20%	0.00	416.67	-100.00%	F	0.00	5,000.00
43860 STORM WATER UTILITY	750.00	0.18%	0.00	62.50	-100.00%	F	0.00	750.00
44010 BUILDING MAINTENANCE	90,000.00	21.61%	5,726.10	7,500.00	-23.65%	F	5,726.10	84,273.90
44040 VEHICLE/EQUIPMENT RE	0.00	0.00%	0.00	0.00	NA	NA	0.00	0.00
44050 EXTRAORDINARY MAINT	152,000.00	36.50%	0.00	12,666.67	-100.00%	F	0.00	152,000.00
44060 LAUNDRY SERVICES	900.00	0.22%	15.12	75.00	-79.84%	F	15.12	884.88
44160 RENTS AND LEASES	0.00	0.00%	0.00	0.00	NA	U	0.00	0.00
44200 DEPRECIATION	0.00	0.00%	0.00	0.00	NA	NA	0.00	0.00
44320 BAD DEBT EXPENSE	0.00	0.00%	0.00	0.00	NA	NA	0.00	0.00
44325 BANK FEES & CHARGES	300.00	0.07%	0.00	25.00	-100.00%	F	0.00	300.00
44370 MISC CHARGES	0.00	0.00%	0.00	0.00	NA	U	0.00	0.00
44390 TAXES & LICENSES	18,000.00	4.32%	0.00	1,500.00	-100.00%	F	0.00	18,000.00
44700 INTEREST	200.00	0.05%	0.00	16.67	NA	U	0.00	200.00
TOTAL: OTHER SERVICES & CH	394,902.00	94.84%	\$11,584.23	\$32,001.53	-63.80%	F	\$11,584.23	\$383,317.77
45200 BUILDING & IMPROVEMEN	50.00	0.00%	50.00	50.00	NA	U	50.00	50.00
TOTAL EXPENSES	\$416,402.00	100.00%	\$11,586.23	33,793.20	-65.71%	F	\$11,586.23	\$404,815.77



Detecting tobacco and marijuana smoking in hotels and apartments

24x7 monitoring.
Immediate detection.
Cleaner rooms.

WATCH THE VIDEO

(<https://freshairsensor.cdn.spotlightr.com/publish/MjU1MTQx>)

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FreshAir Sensor's Plug-In Smoking Detection Device

Protect your no-smoking areas and maintain cleaner rooms

Proven Sensor Technology

Widely deployed in hotels, apartments, and other professionally managed properties, FreshAir's devices with patented **PolySens®** technology detect and prove smoking in unauthorized areas



Helping Hotels and Apartments Enforce No-Smoking Policies

Improve profitability and customer satisfaction with cleaner rooms

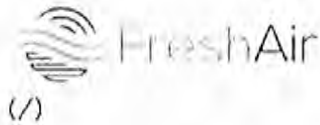
[HOW IT WORKS \(/sensor-technology\)](/sensor-technology)



Operating a Cleaner, Healthier, and Safer Environment for Your Guests and Residents

Your customers overwhelmingly prefer a smoke-free environment

[FIND OUT MORE \(/smoking\)](/smoking)



Typical Savings for Hotels and Apartments

Save money on cleaning and avoid lost revenue due to smoking damages

Hotel Example

Property Management Example

Number of rooms	94
Average room rate	\$130
Occupancy rate	66.2%
Cost of smoking incident	\$500
Smoking fee	\$250
Collection rate	50%
Smoking incidents per month	4
Monthly Cost of Smoking	\$1,500
Monthly Cost of FreshAir Sensor	\$564
Monthly Savings	\$936

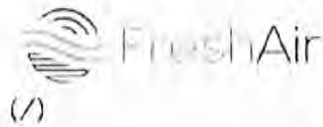
Additional Revenue

Increased occupancy due to being certified smoke-free

87% of customers would prefer a smoke-free facility, 43% would pay more for it.

1% Occupancy increase	\$3,420.66
2% Occupancy increase	\$6,841.32
5% Occupancy increase	\$17,103.30
10% Occupancy increase	\$34,206.60
15% Occupancy increase	\$51,309.90

[CALCULATE YOUR SAVINGS \(/savings#/rental\)](#)



Reduce Smoking While Increasing Revenue

Collect cleaning fees, win credit card chargebacks, and avoid court cases

[VIDEOS \(/videos\)](#)

What Our Clients Say

"The use of FreshAir Sensor's technology has allowed us to create a cleaner and more pleasant atmosphere for our guests, while adding revenue for our hotel operation. We now feel closer to being able to 'certify' or guarantee a non-smoking experience for our hotel guests... Our Market Metric scores have gone up, because our complaints have gone down."

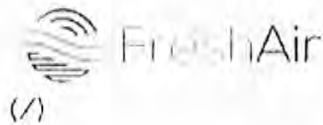
Director of Hotel Facilities

Casino Hotel
Detroit, MI

[CLIENT STORIES \(/client-stories\)](#)

Protect No-Smoking Areas in Hotels and Apartments

Learn more about the only technology available to specifically monitor for, immediately detect, and prove



unauthorized smoking of tobacco and marijuana

[REQUEST A QUOTE \(/request-a-quote\)](/request-a-quote)

16 Cavendish Court Lebanon, NH 03766

info@freshairsensor.com (mailto:info@freshairsensor.com?subject=FreshAir%20Sensor%20Inquiry&body=I%20would%20like%20to%20know%20more%20about%20the%20FreshAir%20Smoking%20Detection%20System.)



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The only technology available to monitor for, immediately detect, and prove tobacco and marijuana smoking

FRESHAIR2.0 SMOKING DETECTION SYSTEM TECHNICAL SPECIFICATIONS

Size and Weight Length: 5.4 in (13.7 cm)
Width: 4.7 in (12.0 cm)
Depth: 1.9 in (4.8 cm)
Weight: 9.1 oz (258 grams)

Requirements for Setup and Monitoring An Android or iOS phone or tablet is required to configure the device for the property's Wi-Fi network.



The device must maintain a continuous connection to a Wi-Fi network to communicate with the FreshAir monitoring platform.

Operating Conditions The device is designed for indoor use only and should not be installed in locations where conditions exceed the following ranges:

- Ambient Temperature Range: 32°F (0°C) to 104°F (40°C)
- Humidity Range: 20% RH to 80% RH (non-condensing)

Electrical Requirements 120-240V @ 60Hz AC
Available in Plug-in or Hardwired versions. The Plug-in device is compatible with standard North American (Type B) outlets. Tamper-resistant mounting plates (included) are designed to replace duplex center-screw or Decora-style faceplates.

Router Requirements IEEE 802.11 b/g/n
2.4 or 5 GHz Wi-Fi band
DHCP services

Firewall Settings TCP/IPv4 communication on port 443

Supported Security Types WPA/WPA2 security
Open security (with or without a captive portal)

Required Wi-Fi Signal Strength Greater than or equal to -70 dBm (for optimal operation)

Data Usage Each FreshAir device sends approximately 1.5 MB per day (less data per month than a 2-minute YouTube video)

Energy Usage Average power consumption is less than 2W



VapeBuster

Surface Mount – Model 84 Series

Technical Specifications



Plastic Housing



Metal Housing

Our 84 series detectors will trigger an alert in response to the detection of cigarette smoking, vaping and marijuana smoking. The detectors are most effective when mounted on the ceiling above the location of the suspected illicit activity. Usually one detector per bathroom is sufficient coverage.

The 84 series detectors come with a vandal-resistant enclosure. The units will also trigger an alert if any attempt is made to vandalize it while it is mounted on the ceiling. These two features make this the best solution to enforce smoking / vaping rules.

Specifications

Performance:

- Coverage: 125 sq ft
- Battery life: approximately 6 months
- Latch time options: 3 or 30 seconds
- Alarm volume: 85 dB

Electrical:

- Four D batteries
- 12 volt DC
- Relay contact rating 3A
- Open collector output

Physical:

- Diameter 11 " (28 cm)
- Height 3 ½ " (9 cm)
- Weight 2 ½ lbs (1.14 kg)
- Housing Metal/Plastic
- Installation 4 screws

Questions, comments, or concerns:

Voice Products, LLC

23715 Mercantile Road #200, Cleveland OH 44122 USA

phone: 216-360-0433

email: info@cigarettesmokedetector.com

web: www.cigarettesmokedetector.com

The world leader in smoking rules enforcement!