



Phillips Park
Coral Gables, FL
Date: April 25, 2017
To: Fred Couceyro
Pricing per Clay County RFP 13/14-08

Quotation Price - Turnkey Installation and Materials - Existing Poles and New Electrical Underground

Musco's SportsCluster System™ with Total Light Control – TLC for LED™ as described below and delivered to the job site:

- Phillips Park - (2) Tennis, Multipurpose Field & (1) Basketball Court.....\$275,500.00

Equipment Description

Musco's SportsCluster System with TLC for LED delivered to your site

- Factory aimed poletop luminaire assemblies
LED fixtures
UL Listed remote electrical component enclosures
Mounting hardware for the poletop assemblies and electrical component enclosures
Pole length wire harness
Disconnects

Also includes:

- Energy savings of more than 50% over a standard lighting system
50% less spill and glare light than Musco's prior industry leading technology
Musco Constant 10™ product assurance & warranty program that eliminates 100% of your maintenance costs for 10 years, including labor and materials on Musco manufactured product.
Guaranteed constant light level for 10 years
Control Link Control & Monitoring system for flexible control and solid management of your lighting system
Lighting contactors sized for existing Voltage / Phase

Poles, sales tax, bonding, and permitting fees are not included as part of this quote.

Pricing furnished is effective for 60 days unless otherwise noted and is considered confidential.
Divulging technical or pricing information to competitive vendors will result in removal from the bid list.

Payment Terms

The contract balance is due no later than 30 days after invoice date.

Late payment will be subject to service charges of 1 1/2% per month (18% APR).

Musco will make every effort to coordinate shipment so that delivery corresponds with the customer's payment schedule. We will expect payment within the terms described above unless there is a written statement from Musco's corporate headquarters stating the acceptance of different terms.

Delivery to the job site from the time of order, submittal approval, and confirmation of order details including voltage and phase, pole locations is approximately 30-45 days. Due to the built-in custom light control per luminaire, pole locations need to be confirmed prior to production. Changes to pole locations after the product is sent to production could result in additional charges.

Pricing Per Clay County RFP 13/14-8

Field Description	Quantity	Pricing Per Clay County	Extended Price
(Sect I) Soccer Field - 330' by 180	1	\$67,300.00	\$67,300.00
(Sect I) 2 Tennis Courts	1	\$32,200.00	\$32,200.00
(Sect I) Basketball Court	1	\$20,200.00	\$20,200.00
(Sect II) Additional Lighting for Security (Entrance and Playground)	2	\$3,000.00	\$6,000.00
(Sect III C) Removal of Existing Concrete Pole	1	\$4,000.00	\$4,000.00
(Sect III E) Installation of Fixtures on Existing Poles	14	\$5,200.00	\$72,800.00
(Sect IV 3 B) Cooper Conductors	5000'	\$7.50	\$37,500.00
(Sect IV 3 C) Cooper Conductors	1500'	\$10.00	\$15,000.00
(Sect IV C) Installation of Contactor Cabinet - 72'	1	\$7,500.00	\$7,500.00
(Sect IV D 1) Lightning Protection	14	\$1,050.00	\$14,700.00
(Sect IV E 1) Pole Grounding	14	\$750.00	\$10,500.00
(Sect IV A 2) Electrical Engineering	1	\$8,625.00	\$8,625.00
Deducts Design Parameters			\$20,825.00
Total			\$275,500.00

Notes

Quote is based on:

- Shipment of entire project together to one location
- System will be manufactured to existing voltage and phasing at site
- Confirmation of pole locations prior to production
- Musco's Constant 10™ product assurance and warranty program is contingent upon site review for compatibility with Musco's lighting system

Scope of work includes:

Owner Responsibilities:

- 1) Provide total access to the site and pole locations for construction. Equipment must be able to move from location to location on standard rubber tires – no towing required.
- 2) Remove any trees, limbs, shrubs, etc. for total access to pole locations.
- 3) Removal, replacement, and repair of all fencing necessary for construction.
- 4) Repair and/or replace any field turf, asphalt, curbs, and concrete inadvertently damaged during installation.
- 5) Locate and mark existing irrigation systems prior to the commencement of construction.
- 6) Provide existing electrical design and site plan as necessary.
- 7) Pay for all permitting costs.

Musco Responsibilities / Subcontractor Responsibilities:

- 1) Provide layout of pole locations, aiming diagram, and associated designs.
- 2) Provide pole inspection and survey of existing poles for height, size, and location.
- 3) Provide required Musco TLC for LED equipment.
- 4) Provide Project Management and assistance as needed.
- 5) Provide light test under owner supplied lighting system.
- 6) Remove and dispose of existing lighting fixtures and electrical enclosures on existing poles. This will include the recycling of lamps, aluminum reflectors, ballast and steel as necessary.
- 7) Leave the existing grounding wires and power feed in place for reattachment to the new TLC for LED product.
- 8) Provide adequate trash container for cardboard waste and packing debris.
- 9) Provide storage containers for material as necessary.

- 10) Provide adequate security to protect Musco delivered products from theft, vandalism or damage during the installation.
- 11) Provide equipment and materials to off load equipment at jobsite per scheduled delivery.
- 12) Obtain any and all required permits. Subcontractor must contact Musco prior to making payments for the permit(s) to arrange for payment by the end user.
- 13) Provide electrical design.
- 14) Provide materials and equipment to upgrade existing electrical service panels as required or necessary. This needs to be defined in the electrical design.
- 15) Ground the new product on poles per NFPA 780 and NEC code. This will include grounding of the electrical enclosures and remote light fixture cross arms. Existing lightning protection to be verified and repaired as needed to comply with Musco warranty.
- 16) Install Musco electrical enclosures and fixtures on existing poles and terminate power feed. Power feed may need to be reworked to adapt to the new Musco lighting equipment.
- 17) Provide materials and equipment to wire and terminate ballast to TLC for LED fixtures.
- 18) Provide materials and equipment to install the Musco supplied Lighting Contactor Cabinet(s). Installation of Musco supplied surge protection is also required. Subcontractor to commission Control Link once the entire system is energized.
- 19) Keep all heavy equipment off of playing fields and surfaces whenever possible. Use due care to minimize damages when playing surface access is required.
- 20) Jobsite to be returned to condition existing prior to construction of lighting system.
- 21) Locate existing underground utilities and irrigation system so as to avoid damage from construction equipment. Repair any such items damaged during construction.
- 22) Conduct system startup and additional aiming as required to provide a complete and operating sports lighting system.
- 23) Provide materials and equipment to install new electrical service panels as required or necessary. This needs to be defined in the electrical design.
- 24) Provide materials and equipment to install new underground conduit, wiring, pull boxes, switchgear, etc. and terminate wiring as required per electrical design.
- 25) Provide materials and equipment to dispose of (1) existing concrete poles.

Thank you for considering Musco for your sports-lighting needs. Please contact me with any questions.



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