



# Proposal

Think Safety!

12710 Research Blvd, Ste #240  
 Phone: 512-250-2910 Fax: 512-250-1960

Date 3/26/2021  
 Proposal #: Gilmer Football

**Project Name:** Gilmer County Football Retrofit  
 Gilmer County GA

**Estimator:** Wayne Huntsinger  
 512-748-1895

|                  |                      |
|------------------|----------------------|
| Type of Field:   | Football             |
| Photometrics     | LED                  |
| Type of Fixture: | Cooper Lumasport 8   |
| Warranty:        | Manufacturer 10 year |

| Quantity: | Description:                                  |
|-----------|---|
| 1         | Unload and Store Lighting during Installation |
| 1         | Demo Existing Crossarms and Fixtures          |
| 1         | Installation of Pole tops with luminaires     |
| 1         | Reconnect Existing Circuits to New Lights     |
| 1         | Air Mesh Controller with Show Lighting        |
| 1         | Aiming, Testing and Training                  |

**Football Lighting Retrofit** **\$ 227,600.00**  
 Quoted through: AEPA Athletic Lighting Coop

| Project Notes:   |
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| <ul style="list-style-type: none"> <li>* Customer shall pay all taxes, duties, levies or fees.</li> <li>* Customer assumes the verification of the integrity of the existing poles</li> <li>* All underground electrical circuits to be reused</li> <li>* Delivery time of Lighting System is 4 to 6 weeks after approval</li> <li>* Installation time is approximately 2 weeks</li> </ul> |



**SPORTS LIGHTING DIVISION**  
 BUILDING FOR SPORTS FROM START TO FINISH

Date: 4/5/21  
To: Bob Sosebee

Project: Gilmer High School Football  
Ellijay, GA  
Ref: 122312

Sourcewell

Master Project: 199030, Contract Number: 071619-MSL, Expiration: 08/27/2023

Category: Sports lighting with related supplies and services

All purchase orders should note the following:  
Sourcewell purchase – contract number: 071619-MSL

Quotation Price – Materials Delivered to Job Site and Installation

|  |               |
|--|---------------|
| Football 50FC – 360' x 160' .....              | \$ 235,000.00 |
| Adder: Show-Light™ entertainment package ..... | \$ 8,000.00   |

Sales tax, bonding, labor, and unloading of the equipment are not included.  
Pricing furnished is effective for 60 days unless otherwise noted and is considered confidential.

SportsCluster™ System with Total Light Control – TLC for LED® technology

System Description

- Factory wired poletop luminaire assemblies
- Factory aimed and assembled luminaires, including BallTracker™ luminaires
- Factory wired and tested remote electrical component enclosures
- Pole length, factory assembled wire harnesses
- Mounting hardware for poletop luminaire assemblies and electrical components enclosures
- Disconnects
- UL Listed assemblies

Control Systems and Services

- Control-Link® control and monitoring system to provide remote on/off and dimming (high/medium/low) control and performance monitoring with 24/7 customer support

ADDER: Control-Link® control and monitoring system with Show-Light™ entertainment package to provide 6 pre-programmed theatrical shows, onsite dimming, and custom color accent lighting control. Touchscreen interface(s) to provide pre-programmed theatrical effect

Operation and Warranty Services

- Reduction of energy and maintenance costs by 40% to 85% over typical 1500W metal halide equipment
- Product assurance and warranty program that covers materials and onsite labor, eliminating 100% of your maintenance costs for 10 years
- Support from Musco's Lighting Services Team – over 170 Team members dedicated to operating and maintaining your lighting system – plus a network of 1800+ contractors



### ***Installation Services Provided***

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See attached scope of work

### ***Payment Terms***

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Musco's Credit Department will provide payment terms.

Email or fax a copy of the Purchase Order to Musco Sports Lighting, LLC:

Musco Sports Lighting, LLC  
Attn: Amanda Hudnut  
Fax: 800-374-6402  
Email: [musco.contracts@musco.com](mailto:musco.contracts@musco.com)

**All purchase orders should note the following:  
Sourcewell purchase – contract number: 071619-MSL**

### ***Delivery Timing***

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6 - 8 weeks for delivery of materials to the job site from the time of order, submittal approval, and confirmation of order details including voltage, phase, and pole locations.

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.

### ***Notes***

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Quote is based on:

- Shipment of entire project together to one location.
- Per electrical system requirement.
- Structural code and wind speed = 2018 IBC, 105 mi/h, Exposure C
- Owner is responsible for getting electrical power to the site, coordination with the utility, and any power company fees.
- Includes supply and installation of Musco system including underground wiring and conduit, service entrance panel board, and controls by a licensed contractor.
- Standard soil conditions – rock, bottomless, wet or unsuitable soil may require additional engineering, special installation methods and additional cost.
- Confirmation of pole locations prior to production.
- Product assurance and warranty program is contingent upon site review and compatibility with Musco's lighting system.
- The owner of the field is responsible for the structural integrity of the existing poles.

Thank you for considering Musco for your lighting needs. Please contact me with any questions or if you need additional details.

Rob Staples  
Georgia Sales Representative  
Musco Sports Lighting, LLC  
Phone: 706.870.2177  
E-mail: [rob.staples@musco.com](mailto:rob.staples@musco.com)



**Gilmer HS FB  
Ellijay, GA  
Retrofit Scope of Work**

**Customer Responsibilities:**

1. Complete access to the site for construction using standard 2-wheel drive rubber tire equipment.
2. Locate existing underground utilities not covered by your local utilities. (i.e. water lines, electrical lines, irrigation systems, and sprinkler heads). Musco or Subcontractor will not be responsible for repairs to unmarked utilities.
3. Locate and mark field reference points per Musco supplied layout. (i.e. home plate, center of FB field).
4. Ensure existing poles are structurally adequate to handle new fixture loading.
5. Ensure usability of existing underground wiring.
6. Pay any necessary power company fees and requirements.
7. Pay all permitting fees.
8. Provide any existing as-built documents or drawings.
9. Provide sealed Electrical Plans. (If required)

**Musco Responsibilities:**

1. Provide required fixtures, electrical enclosures, mounts, hardware, wire harnesses, and control cabinets.
2. Provide SportsCluster<sup>®</sup> poletop luminaire assembly on 4 poles
3. Provide fixture layout and aiming diagram.
4. Provide Project Management as required.
5. Assist our installing subcontractor and ensure our responsibilities are satisfied.

**Musco Subcontractor Responsibilities**

**General:**

1. Obtain any required permitting.
2. Contact local utilities for locating public utilities and confirm they have been clearly marked.
3. Contact the facility owner/manager to confirm the existing private underground utilities and irrigation systems have been located and are clearly marked to avoid damage from construction equipment. Repair any such damage during construction.
4. Provide labor, equipment, and materials to off load equipment at jobsite per scheduled delivery.
5. Provide storage containers for material, (including electrical components enclosures), as needed.
6. Provide necessary waste disposal and daily cleanup.
7. Provide security to protect Musco products from theft, vandalism, or damage during the installation.
8. Keep all heavy equipment off playing fields when possible. Repair damage to grounds which exceeds that which would be expected. Indentations caused by heavy equipment traveling over dry ground would be an example of expected damage. Ruts and sod damage caused by equipment traveling over wet grounds would be an example of damage requiring repair.
9. Provide startup and aiming as required to provide complete and operating sports lighting system.
10. Installation to commence upon delivery and proceed without interruption until complete. Musco to be immediately notified of any breaks in schedule or delays.

**Demolition:**

1. Remove and dispose of the existing fixtures, and electrical enclosures. This will include the recycling of lamps, aluminum reflectors, ballast, and steel, as necessary.
2. Leave existing ground wires and power feed in place for connection to new lighting equipment.



### **Retrofit Musco Equipment to Existing Poles:**

1. Provide labor, materials, and equipment to assemble and install Musco TLC for LED® equipment on existing poles and terminate grounding and power feed. Power feed may need to be reworked to adapt to the new Musco equipment.
2. Ensure grounding components meet minimum standards required by NEC and NFPA780.
3. For concrete poles provide new lightning down conductor(aluminum) and 5/8 in copper ground rod. For poles 75 ft (22 m) or less use 1/0 AWG, poles over 75 ft (22 m) use 4/0 AWG conductor. Bond internal pole ground to new down conductor.
4. For steel poles provide new ground rod and pole bonding conductor per NFPA Annex A.1.6.
5. Down conductor shall be converted to copper wire for any underground runs and bonded to ground rod(s).
6. Ensure all Musco components are bonded to both equipment and lightning grounds. No upward sweeps allowed for lightning down conductor or bonding jumper(s). See installation instructions for further information.
7. Test ground resistance with 3-point megger and confirm 25 ohms or less for each pole. Install additional ground rods or create grounding grid until resistance of 25 ohms or less is achieved.

### **Electrical:**

1. Provide materials, and equipment to reuse existing electrical service panels as required.
2. Provide materials, and equipment to reuse existing electrical wiring as permitted.

### **Control System:**

1. Provide labor, equipment, and materials to install 2 Musco Control and Monitoring cabinet(s) and terminate all necessary wiring.
2. Provide a dedicated 120 V 20 A controls circuit or a step-down transformer for 120 V control circuit if not available.
3. Check all zones to make sure they work in both auto and manual mode.
4. Commission Control-Link® by contacting Control-Link Central™ at 877-347-3319.

### **Adder #1: Show-Light™ Entertainment Package**

1. Provide labor, equipment, and materials to install 2 Musco Control and Monitoring cabinet(s), Communication cabinet(s) and terminate all necessary wiring.
2. Provide a dedicated 120 V 20 A controls circuit or a step-down transformer for 120 V control circuit if not available.
3. Provide 24 AWG twisted wire pair cable. Recommended Belden 7937A or equal. Cable should be underground rated (working distance 1500 ft (457 m)).
4. Cable is terminated on surge protection device in both communication cabinet and Control and Monitoring cabinet. Drain wire is landed at surge device on Control and Monitoring cabinet. Communication cabinet requires earth ground.
5. Plug provided ethernet cable into port on the side of communication cabinet and bottom of touch screen.
6. Connect provided touch screen power supply. Requires 120 V outlet.
7. Check all zones to make sure they work in both auto and manual mode.
8. Commission Control-Link® by contacting Control-Link Central™ at 877-347-3319.