

FOOTBALL LIGHTING COSTS ANALYSIS
Qualite Sports Lighting, LLC

Materials -

Poles, lights, and controls	\$ 145,000.00
Alternate - Steel poles in Lieu of Concrete	2,000.00

Labor -

Steel Pole Pricing	63,708.00
Demo Existing Lighting	8,800.00

\$ 219,508.00

Franklin, KY
Simpson County Football Stadium
March 15, 2019

Materials Q-LED GameChanger For Football Field 50 Foot-Candle Quote # 20168

Qualite's Q-LED GameChanger Sports Lighting system with Concrete Poles as described below and delivered to the job site

Price includes Poles, Lights & Controls, - Materials only

total =

\$145,000.00

Sales tax is not included as part of this quotation.

Prices include delivery of all product to site.

Equipment Description

Qualite Sports Lighting System delivered

- Lot 1000W Pre-aimed, assembled and wired energy efficient Q-LED Fixtures
- All Necessary Crossarm assemblies for mounting fixture onto pole
- Qty 4 – Poles w/lightning protection – Concrete Sports Lighting Poles
- Necessary Remote Rotary Disconnects
- UL Listed System
- Pole length wire harness assemblies
- Qualite's Remote Control system – Wireless Controls with Remote Diagnostics, Includes start-up, commissioning & owner Training
- Qualite's Industry Leading 25 Year Standard Warranty
- **ALTERNATE - To provide Steel Poles in Lieu of Concrete - ADD \$2,000.00**
- **ALTERNATE - To provide (2) 500 watt LED lights for bleacher lighting - ADD \$2,800.00**
- **ALTERNATE - To provide (14) Backside lights for practice area - ADD \$35,000.00**

Payment Terms

Payment of 30% at time of Approved Shop drawings/ Submittals and the contract balance is due no later than 30 days after invoice date. Qualite will attempt 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 Qualite'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/phase and pole locations is approximately 30 -60 days (non-standard/rush delivery may be available at possible additional expense). Due to the built-in custom light control per luminaire, pole locations must be confirmed prior to production. Changes to pole locations after order is sent to production may result in additional charges

Notes

- Guaranteed light levels per design QL- 20168

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

Patrick Kinney
Southeast Region Sales Manager
Qualite Sports Lighting, LLC
215 West Mechanic Street
Hillsdale, MI 49242
Phone: (502)791-4371 E-mail: pkinney@qualite.com



April 10, 2019

Franklin-Simpson High School
400 S College Street
Franklin, KY 42134

Regarding: Franklin-Simpson
Football Sports Lighting

We are pleased to provide our quotation for the electrical work on the above referenced project. Our price is based on our scope of work as listed below:

Electrical Scope Of Work

- Our price is per detailed walkthrough with Franklin Simpson High School.
- Any and all coordination with Qualite sports lighting, to include shipping, receiving, unloading and handling of equipment has been included in our price.
- Installation of lighting will utilize (4) existing sports lighting contactors.
- Pricing includes installing lighting equipment provided by Qualite Sports Lighting Systems.
- It is our intent to stay off of playing field as much as possible to limit field disturbance.
- All pricing is understanding that alternates will be performed at time of lighting install.
- Lane closures for Yokley Drive have been included for existing lighting equipment removal and crane placement.
- Removal of existing lighting is included via alternate 4.
- Existing pole bases will be removed below grade and covered.
- Any concrete and or asphalt removal, patching or reinstallation has been excluded.
- Electrical permits and inspections are included.
- Coordination with local utilities is included.
- Insurance is included.
- If performance and payment bond is required, please ADD 1% to our total price.
- This price is valid for 90 days.
- Our price includes Kentucky state sales tax for equipment provided by Arrow Elec.

Our Prices For This Project Are Below:

Base Bid Price (Concrete Pole Pricing).....\$75,445.00
Alternate 1 Price (Steel Pole Pricing).....\$63,708.00
Alternate 2 Price (LED Bleacher Lights).....\$1,400.00
Alternate 3 Price (14 LED Practice Lights)...\$3,587.00
Alternate 4 Price (Demo Existing Lighting)...\$8,800.00

Thank you for the opportunity to submit our electrical price on the above referenced project. If you have any questions or need further clarifications, please do not hesitate to contact me by calling 859-274-2483 or Lorne Smith @ 859-519-5406.

Sincerely,

Arrow Electric Co., Inc.

Michael Dehart

Michael Dehart
Estimator-Highway Division



THE NEW GENERATION OF SPORTS LIGHTING

BUYBOARD NATIONAL PURCHASING COOPERATIVE

Contract: 512-16 Field Lighting Products and Installation

Great News!

Qualite has been awarded a cooperative contract for sports lighting, installation and associated electrical for the entire United States effective October 1, 2016.

Quick Facts about Co-op Purchasing:

- Allows you to solicit work without going through the public bid process.
- Gives you better control over the sales cycle from start to finish.
- High capture rate as compared to bid jobs.
- All Qualite products are approved, both HID and LED.
- Saves the owner money by not having to pay for bid process, Architect, Engineer, bid service, etc....
- Faster process than bidding. No public advertising.
- Allows Qualite to offer an installed cost or turnkey (with electrical) providing better control over total job cost.

How to Use:

- Make Contact with the end user and see if they are interested in a Co-op purchase. If they are not already listed as a member have them sign up by visiting their web site at the following link [BECOME A MEMBER](#) or visit their web page at www.NSBA.org.
- Once they are a member simply issue a proposal for the equipment and/or installation services and have them issue a purchase order.
- Some entities will have in their by-laws that they have to have 3 competitive bids while others will only require 1.
- Once the end user is ready to order simply have them issue a purchase order to Qualite C/O The BuyBoard National Purchasing Co-op and fax/email to the NSBA.

Have Questions:

- Contact Mike Kiker at 817-565-6680 or email: mkiker@qualite.com.

BuyMore. SpendLess. BuySmart. WorkLess.

In partnership with



What BuyBoard® can do for you

Combining the purchase power of local governments provides members—big and small—the leverage to achieve better pricing on products, equipment, and services they use every day. There is power in numbers, and BuyBoard has delivered the vast economies of scale in purchasing products and services to members since 1998.

Value and choice

With a wide range of contracts available, members will find almost everything needed to support their organization. The BuyBoard philosophy has always been that members know best which products they need, and the choice of vendor is their decision to make.

Compliance and transparency

BuyBoard contracts have already been through a competitive procurement process, saving members the time and cost of preparing RFPs and bids. In many states, a purchasing cooperative enables public entities governed by competitive bidding requirements to take advantage of proposals awarded by a cooperative. This provides members compliance with local and state procurement requirements and a documented audit trail. Transparency in the procurement process is treated with a high degree of focus and is of paramount importance. All vendors are treated on equal terms and are on the same plane of competition.



Efficiency and cost savings

Because the competitive procurement process has been completed, members save time and resources that would have been spent preparing and conducting a formal RFP. Cost savings can be achieved through the competitive price of the product and the reduction of internal administrative time and effort.

Request for quotes (RFQ) application

BuyBoard's RFQ functionality allows members to request pricing on volume needs from multiple vendors. This convenient and efficient process can be finalized in a matter of days, versus weeks or months, for a typical formal bid/proposal.

Member governed

The Cooperative is governed by an eight-member board of directors representing members from different parts of the country. The board's only function is to govern the Cooperative and award all the contracts directly with no delegation of authority to staff.

Support of public education and local governments

BuyBoard was created to support and serve public schools, municipalities, counties, and all types of local government agencies and nonprofits. That support and service is evidenced in the list of organizations that sponsor the BuyBoard and in turn support their respective membership. Purchasing through the BuyBoard means your agency is helping to support the statewide organizations that support you.

For more information, contact:

David Ricketts

david.ricketts@buyboard.com

913.424.5758

See anything you need?

- Aerial Lifts-Truck
- Ambulances
- Athletic, PE, and Gymnasium Supplies/Equipment
- Auction Services for Surplus Property
- Audiovisual Supplies/Equipment
- Automotive Supplies, Parts, and Tires
- Awards, Trophies, and Personal Recognition Products
- Building Maintenance, Repair, and Operations Supplies/Equipment
- Bus/Car Wash Equipment/Supplies
- Classroom Supplies and Equipment
- Cold Mix Asphalt
- Commercial Exercise Equipment
- Commercial Washers and Dryers
- Construction/Road and Bridge Equipment
- Copiers, Duplicators, and Supplies
- Copy and Print Services
- Cured-in-Place Pipeline Rehabilitation Products/Services
- Custodial and Lawn Care-Outsource Services
- Custodial Supplies/Equipment
- Ditching and Trenching Equipment
- Document Management Services
- Electric Vehicle Charging Stations
- Energy-Saving Lighting Retrofit Products/Services
- Fire and Security Systems and Monitoring
- Fire Fighting Supplies, Equipment, and Vehicles
- First Aid and Athletic Training Supplies/Equipment
- Flooring Products-Indoor and Outdoor
- Food Services Supplies/Equipment
- Fuel
- Fueling Systems including Propane
- Furniture-Church, Courtroom, Dormitory, Library, Office, School, and Science
- General Restoration and Disaster Services
- Grounds Maintenance Supplies/Equipment
- Highway Safety/Traffic Control Products
- Holiday Lighting and Decorations-Outdoor
- HVAC Supplies/Equipment
- Instructional Materials/Curriculum
- Irrigation Supplies/Equipment
- Job Order Contracting (JOC)
- Library Books/Supplies/Equipment
- Mobile Command/Emergency Management Vehicles
- Modular Buildings/Permanent Modular Buildings
- Modular Buildings/Walkways and Ramps
- Moving Services and Supplies including Portable Storage Units
- Musical Instrument Supplies/Equipment including Repair Services
- Office Supplies/Equipment
- Outdoor Lighting-Street/Landscape
- Paper and Toner-Office and Copier
- Parks and Recreation Supplies
- Pest Control Management Services
- Pipe-Bursting Equipment
- Police Motorcycles
- Public Safety Supplies/Equipment
- Radio, Communications, and Surveillance Supplies/Equipment
- Refuse Containers-Commercial and Residential
- Refuse Truck Bodies and Trailers
- Sand-Spreading Equipment
- School Buses and Parts
- Sewer Inspection and Cleaning Equipment
- Sports Lighting
- Sports Surfaces-Outdoor/Turf-Testing Services
- Stage and Theater Supplies/Equipment, Lighting, and Sound Systems
- Street Sweepers
- Swimming Pool Chemicals/Equipment
- Technology Equipment/Software/Supplies
- Trade Services and Labor for Electrical, HVAC, and Plumbing Repair
- Trailers
- Uniforms-Athletic, Band, Dance, Student, Work, including Rental Program
- Vehicles-Cars, Trucks, Vans, and Truck Bodies
- Voice Broadcast Communication Systems
- Voting Systems
- Water/Wastewater Chemicals, Equipment, Motors, and Pumps

Note: Not all contracts and vendors are available in all states.

Membership

Membership is **free** and open to all types of governmental and nonprofit agencies. For governmental agencies to join, follow these simple steps:

1. Go to buyboard.com/national.
2. Click the "How to Join" tab at the top of the page.
3. Review the interlocal participation agreement, complete the required fields on the registration form, and submit.

For nonprofit agencies to join, simply complete the subscriber agreement and e-mail or fax it directly to BuyBoard.

**buyboard.com/national • info@buyboard.com
800.695.2919 • Fax: 800.211.5454
12007 Research Blvd., Austin, TX 78759**

Vendors

To register with the BuyBoard and receive e-mail notification of upcoming RFP opportunities, follow these steps:

1. Go to **buyboard.com/vendor**.
2. Click the "How to Join" tab at the top of the page.
3. Click the "Vendor Page" link, complete the form, and create a unique password.
4. Receive a confirmation e-mail once your company has been added to the registration list.

All RFPs are posted at **buyboard.com/vendor**. Click on the "Take a look at our current proposal list" box to view current requests for proposals.

NOTICE: Registering does not place your company on the BuyBoard. Vendors must first be awarded a BuyBoard proposal.





Cooperative Purchasing Frequently Asked Questions

1) What is TIPS?

TIPS is an acronym for The Interlocal Purchasing System. TIPS is a national purchasing cooperative that offers access to competitively procured purchasing contracts to its membership. TIPS is housed at and managed by the lead agency, Region 8 Education Service Center, located in Pittsburg, Texas.

2) Who can become a member of TIPS?

The benefits of using TIPS are available to Education, Government and Non-Profit Agencies. This includes but is not limited to: K-12 School Districts, Charter Schools, Private Schools, Colleges, Universities, State Agencies, Municipalities, Townships, Emergency Service Districts, Park Districts, Churches, Charitable Organizations, Counties and other entities with legislated purchasing/bidding requirements.

3) How much does it cost to be a member of TIPS?

Membership in The Interlocal Purchasing System is FREE with no purchasing obligation.

4) How does my organization benefit from using a purchasing cooperative like TIPS?

Membership in a purchasing cooperative offers the following benefits:

- Access to competitively procured contracts with quality vendors
- Savings of time and financial resources necessary to fulfill bid requirements
- Assistance with the purchasing process by qualified TIPS staff
- Access to pricing based on "national" high-profile contracts

5) Where are TIPS solicitations advertised?

TIPS solicitations (RFP's/RFQ's) are advertised for 2 consecutive weeks in the Pittsburg Gazette in Pittsburg, Texas as well as on a national scope in the USA Today. Copies of these advertisements are also available to view on the TIPS website.

6) How does my organization become a member of TIPS?

The TIPS website offers step-by-step instructions on how to become a member. The process is fast, and it's free. It is, however, specific to state or organizational guidelines. Please visit this link to access the membership instructions and documents: <https://www.tips-usa.com/membershipconditions.cfm>

7) How can my business become an Awarded Vendor to sell products or services through TIPS?

The only way a vendor can sell products or services through the TIPS cooperative is to be awarded a contract by TIPS. This can only happen when a vendor responds to a TIPS solicitation (RFP/RFQ) for their specific product or service and meets the scoring requirements to receive an awarded contract from the Region 8 ESC Board of Directors (which serves as the governing board of TIPS). For further information, please visit the following link: <https://www.tips-usa.com/becomebidder.cfm>