



Jason Frucht
Field Sales Representative
South Florida

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Dear Mr. Thompson-

Per our conversation, Musco Sports Lighting's corporate office would like to present a donation to the Athletic Program at Marjory Stoneman Douglas High School. This donation includes the lighting for the Baseball and Softball Fields. Musco Sports Lighting has also contacted a local electrical contractor to help provide an additional price reduction for the electrical labor and materials. Pricing for the Musco TLC for LED technology including Materials, Electrical Engineering, Structural Engineering, and Electrical Installation is \$200,000.00, excluding sales tax, bonding, and permit fees. Project cost is well over \$500,000.00.

Below are the values included in the opportunity:

- TLC for LED technology
- Meets Broward County School Board Standards and Speciation's
- 25 year Parts and Labor warranty
- Market Leading Spill and Glare Control
- Improved Playability and Field to Field Light Control
- Ball Tracking Technology
- Surge Protection
- Remote Driver
- Guaranteed Light Levels - 50 / 30 Footcandles for 25 years
- Controls and Monitoring -
 - a.) Remote on / off operation via phone, e-mail, website, phone call
 - b.) Proactive warranty and diagnostics
- Dimming Capabilities - (3) Levels - High / Medium / Low
- DMX Theatricals - below are a couple examples

University of Alabama - <https://www.youtube.com/watch?v=LCHtONjwVHw>
Iowa Cubs - <https://www.facebook.com/iowacubs/videos/1297714863610491/>

Musco Lighting has completed many Baseball / Softball Fields with LED technology ranging from the Kansas City Royals to Florida International University to the City of Sunrise's new Sports Complex. Broward County School Board has been another supporter and partner of Musco Lighting over the years with over twenty facilities lit.

Due to the unfortunate events at Marjory Stoneman Douglas High School, Musco Lighting would like to present this donation. Musco is not interested in any billboards or advertising, main purpose is to support the student athletics through a tough period.

Please let me know when we can meet again to discuss the lighting for the upcoming Baseball / Softball seasons.

Respectfully,

A handwritten signature in black ink, appearing to read 'Jason Frucht', with a long horizontal flourish extending to the right.

Jason Frucht
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Musco Sports Lighting
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**Marjory Stoneman Douglas High School
Parkland, FL**

Date: June 21, 2018

To: Broward County School District

Quotation Price - Turnkey Installation, Engineering, and Materials

Musco's Light Structure as described below and delivered to the job site.....

- TLC for LED - **Baseball & Softball**\$200,000.00

Equipment Description

Light Structure System delivered to your site in Five Easy Pieces™

- Pre-cast concrete bases
- Galvanized steel poles
- UL Listed remote electrical component enclosures
- Pole length wire harness
- Factory-aimed and assembled luminaries

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
- Guaranteed constant light level of 50 fc infield and 30 fc outfield for 25 years
- Lighting Contactors sized for appropriate voltage and phase
- 25 Year Parts and Labor Warranty
- Remote Drivers
- Surge Protection
- Dimming Capabilities
- DMX Theatricals

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

Pricing furnished is effective for 60 days unless otherwise noted and is considered confidential.

Payment Terms

To be determined by Musco Credit.

Late payment will be subject to service charges of 1 ½% per month (18% APR).

Musco will attempt to coordinate shipment so that delivery corresponds with the customer's payment schedule. It will be the responsibility of the wholesaler to ensure that Musco is aware of this delivery timeframe. 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.

Turnkey Scope of Work

Owner's Responsibilities:

1. Total access to the site and pole locations for construction. Must be able to move from location to location on standard rubber tires – no towing required.
2. Removal of 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 replacement of any field turf, asphalt, curbs, and concrete damage.
5. Locate and mark existing irrigation systems prior to excavation.
6. Pay for all permitting costs as required.
7. Extra costs associated with foundation excavation and construction in non-standard soils (rock, caliche, high water table, collapsing holes, alluvial soils, etc.). Standard soils are defined as Class 5 soils in Table 1804.2 in the 2004 edition of the Florida Building Code and can be excavated using standard earth auguring equipment.
8. Provide a source of water such as a fire hydrant or 2” water line for foundation excavation.

Musco Responsibilities / Musco Subcontractor Responsibilities:

1. Provide required poles, fixtures, foundations, and associated designs.
2. Provide structural design for poles and foundations, certified by a professional engineer licensed in the State of Florida.
3. Provide layout of pole locations and aiming diagram.
4. Provide light test upon owner supplied electrical system.
5. Provide Project Management assistance as needed.
6. Provide electrical design.
7. Survey in pole locations and aiming points (one per pole location) for sighting in lighting cross-arms. Final grade elevations will also need marked if necessary.
8. Provide equipment and materials to off load equipment at jobsite per scheduled delivery.
9. Provide storage containers for material as necessary.
10. Provide adequate trash container for cardboard waste and packing debris.
11. Provide adequate security to protect Musco delivered products from theft, vandalism or damage during the installation.
12. Obtain required permits, owner to pay cost of permits. Subcontractor to advise Musco of costs to subcontractor, if any, before proceeding with permitting.
13. Provide materials and equipment to install or upgrade existing electrical service panels as required or necessary. This needs to be defined in the electrical design.
14. Provide materials and equipment to install all underground conduit, wiring, pull boxes, switchgear, etc. and terminate wiring as required per electrical design.
15. Make appropriate contact to ensure utility locates have been done prior to excavation and trenching. Repair any such damage to existing utilities during construction.
16. Provide materials and equipment to install Light Structure System foundations as specified on Layout.
17. Remove augured spoils to owner-designated location at jobsite.
18. Provide materials and equipment to assemble and install Light Structure fixtures and terminate all necessary wiring.
19. Provide equipment and materials to assemble and erect Light Structure System Poles.
20. Verify aiming points have been located and are correct before sighting in lighting cross-arms.
21. Provide equipment and materials to install the new Lighting Contactor Cabinet(s) and terminate all necessary wiring.
22. Keep all heavy equipment off of playing fields and surfaces when possible using due care to minimize damages.
23. Provide startup and aiming as required to provide complete and operating sports lighting system.

Notes

Quote is based on:

- Shipment of entire project together to one location
- Bull Pen lighting provided on Baseball field and Softball Field
- Structural code and wind speed = 2017 FBC, 170 MPH HVHZ, School Board
- Confirmation of pole locations prior to production
- Installation per the following scope of work

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



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