



**CONTRACT RENEWAL LETTER**

**Date:** January 14, 2025  
**Contract #:** UCPJMU6542  
**Service:** Theatrical, Athletic Field, & Specialty Lighting  
**Renewal Period:** 2/19/2025 to 2/18/2026  
**Renewal #:** 2 of 4 One-Yr  
**Issued By:** James Madison University  
Autumn Foster, Buyer Senior Ph: 540-568-4501  
Fx: 540-568-7935

**Contractor:** Musco Sports Lighting, LLC  
100 1st Ave West  
Oskaloosa, IA 52577

**Contract Administrator:** Shawn Tucker, School of Theatre & Dance

**Description of Renewal Notice:**

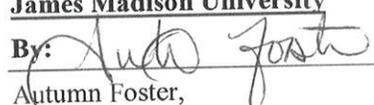
In accordance with the renewal provision of the original contract all terms, conditions, and specifications of the original contract remain the same during the contract renewal period, along with any modifications that have been incorporated up until this point. The previous contract pricing is hereby replaced with the pricing document attached to this renewal.

All invoices shall be submitted within sixty days of contract renewal term expiration as well as for each subsequent contract renewal period. Any invoices submitted after the sixty day period will not be processed for payment.

Return one executed renewal notice to my attention within ten days.

**Musco Sports Lighting, LLC**  
By:   
James M. Hansen  
Name (print)

Secretary 01/15/2025  
Title Date Signed

**James Madison University**  
By:   
Autumn Foster,  
Name (print)

Buyer Senior 01/14/2025  
Title Date Signed

**Contract #:** UCPJMU6542  
**Contractor:** Musco Sports Lighting, LLC  
**Renewal Period:** 2/19/2025 – 2/18/2026  
**Commodity:** Theatrical, Athletic Field, & Specialty Lighting

**PRICING SCHEDULE:**

The following Labor, Other Fees, and Discounts sections represent the negotiated pricing for all represented items and should be reflected in all quotes and proposals for the University. No other fees or charges shall be acceptable.

Manufacturer: Musco Sports Lighting, LLC

Address: 100 1<sup>st</sup> Ave West, Oskaloosa, IA 52577

Contact: Beth Sheeley

Phone: 800-825-6030

Fax: 641-672-1996

Email: musco.contracts@musco.com

**Pricing:**

All prices are stated in USD. Lighting system pricing stated below includes lighting system materials, lighting design & consultant services and delivery within the Commonwealth of Virginia to the job site. Additional freight cost may be incurred outside of the Commonwealth of Virginia.

Terms: Net 30 days upon delivery

**Light-Structure System™ with Total Light Control – TLC for LED™ technology includes poles, precast concrete bases, LED fixtures, luminaire assemblies, electrical component enclosures and wire harnesses.**

**Light-Structure System™ with Total Light Control – TLC for LED™ technology pricing includes a 25-year product assurance & warranty program and Control-Link® Control & Monitoring package.**

**Football Utilizing LED luminaires – Light-Structure System™**

<b>Football</b>					
Field Size	Pole Setback	Average Maintained Light Level	Price for Light-Structure TLC-LED Materials	Average Maintained Light Level	Price for Light-Structure TLC-LED Materials
360' x 160'	50'	30 fc	\$182,792	50 fc	\$269,704
360' x 160'	80'	30 fc	\$218,368	50 fc	\$320,051
360' x 160'	100'	30 fc	\$251,287	50 fc	\$324,065
360' x 160'	120'	30 fc	\$251,803	50 fc	\$373,626

**Soccer Utilizing LED luminaires – Light-Structure System™**

<b>Soccer</b>					
Field Size	Pole Setback	Average Maintained Light Level	Price for Light-Structure TLC-LED Materials	Average Maintained Light Level	Price for Light-Structure TLC-LED Materials
330' x 195'	30'	30 fc	\$156,705	50 fc	\$231,820
360' x 210'	30'	30 fc	\$171,054	50 fc	\$264,562
360' x 225'	30'	30 fc	\$186,200	50 fc	\$313,155

**Baseball/Softball Utilizing LED luminaires – Light-Structure System™**

<b>Baseball/Softball</b>					
Field Type	Field Size	Average Maintained Light Level	Price for Light-Structure TLC-LED Materials	Average Maintained Light Level	Price for Light-Structure TLC-LED Materials
		(In/Out)		(In/Out)	
60' Base Path	200'	30/20 fc	\$114,116	50/30 fc	\$154,009
60' Base Path	225'	30/20 fc	\$138,279	50/30 fc	\$165,098
60' Base Path	250'	30/20 fc	\$152,542	50/30 fc	\$190,046
60' Base Path	300'	30/20 fc	\$192,242	50/30 fc	\$234,100
60' Base Path	325'	30/20 fc	\$204,549	50/30 fc	\$260,508
90' Base Path	300'	50/30 fc	\$272,230	70/50 fc	\$366,583
90' Base Path	300'/325'/300'	50/30 fc	\$276,738	70/50 fc	\$376,393
90' Base Path	350'	50/30 fc	\$332,666	70/50 fc	\$454,080
90' Base Path	320'/360'/320'	50/30 fc	\$315,119	70/50 fc	\$433,750
90' Base Path	330'/400'/330'	50/30 fc	\$348,827	70/50 fc	\$528,994

**Tennis Utilizing LED luminaires – Light-Structure System™**

<b>Tennis</b>		
# Courts	Average Maintained Light Level	Price for Light-Structure TLC-LED Materials
2	50 fc	<b>\$71,704</b>
3	50 fc	<b>\$81,855</b>
4	50 fc	<b>\$106,590</b>
6	50 fc	<b>\$154,316</b>

**Pickleball Utilizing LED luminaires – Light-Structure System™**

<b>Pickleball</b>		
# Courts	Average Maintained Light Level	Price for Light-Structure TLC-LED Materials
2	50 fc	<b>\$39,294</b>
3	50 fc	<b>\$61,800</b>
4	50 fc	<b>\$72,393</b>

**Skate Parks Utilizing LED luminaires – Light-Structure System™**

<b>Skate Parks</b>		
Area	Average Maintained Light Level	Price for Light-Structure TLC-LED Materials
10,000 sq ft	20 fc	<b>\$37,599</b>
40,000 sq ft	20 fc	<b>\$107,908</b>

**Basketball Outdoor Utilizing LED luminaires – Light-Structure System™**

<b>Basketball - Outdoor</b>		
# Courts	Average Maintained Light Level	Price for Light-Structure TLC-LED Materials
1	50 fc	<b>\$60,533</b>

**Parking Lot Utilizing LED luminaires**

<b>Parking Lot - 10 year parts and labor warranty</b>			
Parking Lot Area	Light Level	Price for LED Materials	Price per Square foot (to be used for alternate size areas)
320' x 200'	1 fc	\$47,347	\$0.74/sq ft

**Transportation and Infrastructure Utilizing LED luminaires – Light-Structure System™**

<b>Transportation &amp; Infrastructure - Constant 10™ warranty</b>		
Area Size	Light Level	Price for Total Light Control - TLC for LED Retrofit Materials
2000' x 500'	1 fc	\$0.29/per sq ft
2000' x 500'	5 fc	\$0.50/per sq ft

SportsCluster® System with Total Light Control – TLC for LED™ or Total Light Control – TLC for LED™ Retrofit System technology includes LED fixtures, luminaire assemblies, electrical component enclosures and wire harnesses (does not include poles and precast concrete bases).

SportsCluster® System with Total Light Control – TLC for LED™ or Total Light Control – TLC for LED™ Retrofit System pricing includes a 10-year product assurance & warranty program and Control-Link® Control & Monitoring package. The Constant 10™ warranty is contingent upon a site inspection.

**Football Utilizing LED luminaires – SportsCluster® System**

<b>Football</b>					
Field Size	Pole Setback	Average Maintained Light Level	Price for SportsCluster TLC-LED Materials	Average Maintained Light Level	Price for SportsCluster TLC-LED Materials
360' x 160'	50'	30 fc	\$139,852	50 fc	\$196,757
360' x 160'	80'	30 fc	\$154,973	50 fc	\$219,674
360' x 160'	100'	30 fc	\$155,297	50 fc	\$220,074
360' x 160'	120'	30 fc	\$155,948	50 fc	\$233,689

**Soccer Utilizing LED luminaires – SportsCluster® System**

<b>Soccer</b>					
Field Size	Pole Setback	Average Maintained Light Level	Price for SportsCluster TLC-LED Materials	Average Maintained Light Level	Price for SportsCluster TLC-LED Materials
330' x195'	30'	30 fc	<b>\$106,593</b>	50 fc	<b>\$166,777</b>
360' x 210'	30'	30 fc	<b>\$115,303</b>	50 fc	<b>\$188,810</b>
360' x 225'	30'	30 fc	<b>\$129,854</b>	50 fc	<b>\$209,970</b>

**Baseball/Softball Utilizing LED luminaires – SportsCluster® System**

<b>Baseball/Softball</b>					
Field Type	Field Size	Average Maintained Light Level	Price for SportsCluster TLC-LED Materials	Average Maintained Light Level	Price for SportsCluster TLC-LED Materials
		(In/Out)		(In/Out)	
60' Base Path	200'	30/20 fc	\$76,110	50/30 fc	\$106,870
60' Base Path	225'	30/20 fc	\$88,691	50/30 fc	\$114,867
60' Base Path	250'	30/20 fc	\$94,752	50/30 fc	\$132,064
60' Base Path	300'	30/20 fc	\$130,950	50/30 fc	\$167,135
60' Base Path	325'	30/20 fc	\$139,660	50/30 fc	\$180,600
90' Base Path	300'	50/30 fc	\$188,656	70/50 fc	\$255,890
90' Base Path	300'/325'/300'	50/30 fc	\$192,284	70/50 fc	\$265,373
90' Base Path	350'	50/30 fc	\$225,426	70/50 fc	\$322,167
90' Base Path	320'/360'/320'	50/30 fc	\$214,708	70/50 fc	\$321,809
90' Base Path	330'/400'/330'	50/30 fc	\$230,627	70/50 fc	\$352,581

**Tennis Utilizing LED luminaires – SportsCluster® System**

<b>Tennis</b>		
# Courts	Average Maintained Light Level	Price for SportsCluster TLC-LED Materials
2	50 fc	<b>\$49,472</b>
3	50 fc	<b>\$52,685</b>
4	50 fc	<b>\$69,380</b>
6	50 fc	<b>\$102,912</b>

**Pickleball Utilizing LED luminaires – SportsCluster® System**

<b>Pickleball</b>		
# Courts	Average Maintained Light Level	Price for SportsCluster TLC-LED Materials
2	50 fc	<b>\$26,966</b>
3	50 fc	<b>\$36,939</b>
4	50 fc	<b>\$46,954</b>

**Skate Parks Utilizing LED luminaires – SportsCluster® System**

<b>Skate Parks</b>		
Area	Average Maintained Light Level	Price for SportsCluster TLC-LED Materials
10,000 sq ft	20 fc	<b>\$24,982</b>
40,000 sq ft	20 fc	<b>\$64,696</b>

**Basketball Outdoor Utilizing LED luminaires – SportsCluster® System**

<b>Basketball - Outdoor</b>		
# Courts	Average Maintained Light Level	Price for SportsCluster TLC-LED Materials
1	50 fc	<b>\$40,029</b>

**Basketball Indoor Utilizing LED luminaires**

<b>Basketball - Indoor - 10 year parts and labor warranty</b>		
# Courts	Light Level	Price for LED Materials
1 – 94' x 50'	75 fc	<b>\$46,724</b>

**Arena Utilizing LED luminaries - SportsCluster® System**

<b>Arena</b>				
	Seats	Fixture Mounting Heights	Light Level Horizontal and	Price for SportsCluster TLC- LED Materials
Hockey and/or Basketball Arena	<10,000	<80	75 fc - 100 fc	<b>\$340,000</b>
Hockey and/or Basketball Arena	10,000 - 15,000	<100	100 fc - 145 fc	<b>\$398,000</b>
Hockey and/or Basketball Arena	>15,000	>100	150 fc	<b>\$794,000</b>

**Transportation and Infrastructure Utilizing LED luminaires – Total Light Control- TLC for LED™ Retrofit System**

<b>Transportation &amp; Infrastructure - Constant 10™ warranty</b>		
Area Size	Light Level	Price for Total Light Control - TLC for LED Retrofit Materials

2000' x 500'	1 fc	<b>\$0.22/per sq ft</b>
2000' x 500'	5 fc	<b>\$0.41/per sq ft</b>

**Mini-Pitch System™ Modular Sports Solution**

<b>Mini-Pitch System™ - 10 year parts and labor warranty</b>		
	Light Level	Price for TLC-LED Materials
40' x 84'	25 fc	<b>\$80,000</b>
50' x 104'	20 fc	<b>\$85,000</b>
60' x 120'	15 fc	<b>\$90,000</b>

**Supplemental Items**

<b>Supplemental Items</b>	
	Price for Materials
Control-Link® Retrofit (adapts to existing contactors - Control Module Only, (1) service up to 7 zones - Warranty is 10 years parts & labor	<b>\$9,850</b>
TLC for LED® RGBW Fixture	<b>\$6,000</b>
TLC for LED® RGB-U Fixture	<b>\$6,000</b>
LED Egress Fixture	<b>\$4,000</b>
Pathway LED w/15' pole	<b>\$6,000</b>

- A. Lighting system pricing stated above includes lighting system materials, lighting design & consultant services and delivery within the State of Virginia to the job site. Additional freight may be incurred outside of the State of Virginia.
- B. During the term of this contract, technical upgrades to these products may periodically become available and will be offered to the owner. Bidder reserves the right to supply upgraded technology provided it maintains on-field lighting performance and enhances benefit.
- C. The pricing is based on using Musco's typical 5700 Kelvin/75 CRI LED fixtures. Other Kelvin & CRI LED fixture combinations are available and may add additional cost.
- D. The pricing is based on using 480v; other voltage options are available and may add additional cost.
- E. During the term of this contract if the Building Codes/Wind Speeds change, Bidder reserves the right to adjust pricing accordingly. Quote for bid based on structural code and wind speed of IBC 2018, 110 mph, Exposure C. A change in building code and wind speed will have a direct effect on the bid price based on percentage increase. Alternate price for increasing building code in 10 mph increments (based from 110 mph): State in a value of % over base pricing for each field: 10% per every 10-mph increment.
- F. Pricing is based on using Musco's Control-Link® Control & Monitoring package. Musco's Show-Light® entertainment services packages are available and will increase the equipment cost by 20%. Musco is not responsible for obtaining rights to or any cost associated with music licenses.

- G. The pricing can also include equipment installation. Labor and materials for the complete installation, including but not limited to foundations, pole erection, trenching, backfill, conduit, wire, electrical distribution and service cabinet(s) and site restoration shall utilize the current RS Means pricing, coefficient and must also include the appropriate City Cost Index.
- H. Manufacturers do not have to list electrical sub-contractors; however, the owner has the right to reject through the submittal process, sub-contractors not licensed with the local jurisdiction.
- I. Sales tax, labor, and unloading of equipment is not included as part of the materials-only quote.
- J. Quote based on shipment of entire project together to one location. Delivery time of order, submittal approval, and confirmation of order details including voltage and phase and pole location is approximately 10-12 weeks (standard shipping).
- K. Confirmation of pole locations required prior to production, due to the built-in custom light control per luminaire.
- L. As an option, Musco may provide services to the owner, at an additional cost, to perform regular and ongoing maintenance- related services.
- M. Due to the custom nature of sports lighting, assembly times from delivery will vary based on specific project scope, on a per project basis.
- N. Standard soil conditions-rock, bottomless, wet, or unsuitable soil may require additional engineering special installation methods and additional cost.
- O. This price list should not be considered complete and exhaustive due to the nature of each project being a unique, custom design-build situation.
- P. Contractor shall agree that all fees have been disclosed. No additional fees, including credit card processing fees, will be accepted.
- Q. Any change in the scope or pricing described herein shall be mutually agreed upon by the Purchasing Agency and Contractor with all changes first being authorized through either a contract modification issued by the Purchasing Agency.