



**CONTRACT RENEWAL LETTER**

**Date:** February 06, 2024  
**Contract #:** UCPJMU6542  
**Service:** Theatrical, Athletic Field, & Specialty Lighting  
**Renewal Period:** 2/19/2024 to 2/18/2025  
**Renewal #:** 1 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

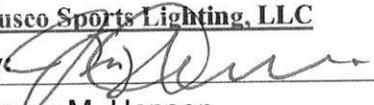
**Contract Administrator:** Shawn Tucker, School of Theatre & Dance

**Description of Renewal Notice:**

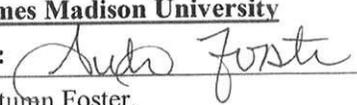
In accordance with the renewal provision of the original contract all terms, conditions, and specifications of the original contract remain the same during the contract renewal period, along with any modifications that have been incorporated up until this point. The previous contract schedule is hereby replaced with the pricing schedule 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** 02/09/2024  
Title Date Signed

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

Buyer Senior 2/8/2024  
Title Date Signed



Renewal #1

**Contract #:** UCPJMU6542

**Contractor:** Musco Sports Lighting, LLC

**Renewal Period:** 2/19/2024 – 2/18/2025

**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.



**Contract #:** UCPJMU6542

**Contractor:** Musco Sports Lighting, LLC

**Renewal Period:** 02/19/2024-02/18/2025

**Commodity:** Theatrical, Athletic Field, & Specialty Lighting

**Contact Information:**

Manufacturer: Musco Sports Lighting, LLC

Address: 100 1<sup>st</sup> Ave West

City, State, Zip Code: Oskaloosa, IA 52577

Contact: Beth Sheeley

Phone: 800-825-6030

Fax: 641-672-1996

Email: musco.contracts@musco.com

**Pricing:**

**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™**

Football					
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	\$189,921	50 fc	\$280,222
360' x 160'	80'	30 fc	\$226,884	50 fc	\$332,533
360' x 160'	100'	30 fc	\$261,087	50 fc	\$336,704
360' x 160'	120'	30 fc	\$261,623	50 fc	\$388,197

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

Soccer					
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	\$162,816	50 fc	\$240,861
360' x 210'	30'	30 fc	\$177,725	50 fc	\$274,880
360' x 225'	30'	30 fc	\$193,462	50 fc	\$325,368



**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	Average Maintained Light Level	Price for Light-Structure TLC-LED
		(In/Out)	Materials	(In/Out)	Materials
60' Base Path	200'	30/20 fc	\$118,567	50/30 fc	\$160,015
60' Base Path	225'	30/20 fc	\$143,672	50/30 fc	\$171,537
60' Base Path	250'	30/20 fc	\$158,491	50/30 fc	\$197,458
60' Base Path	300'	30/20 fc	\$199,739	50/30 fc	\$243,230
60' Base Path	325'	30/20 fc	\$212,526	50/30 fc	\$270,668
90' Base Path	300'	50/30 fc	\$282,847	70/50 fc	\$380,880
90' Base Path	300'/325'/300'	50/30 fc	\$287,531	70/50 fc	\$391,072
90' Base Path	350'	50/30 fc	\$345,640	70/50 fc	\$471,789
90' Base Path	320'/360'/320'	50/30 fc	\$327,409	70/50 fc	\$450,666
90' Base Path	330'/400'/330'	50/30 fc	\$362,431	70/50 fc	\$549,625

**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	\$74,500
3	50 fc	\$85,047
4	50 fc	\$110,747
6	50 fc	\$160,334

**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	\$62,894

**Parking Lot Utilizing LED luminaires**

<b>Parking Lot - 10 year parts and labor warranty</b>	
Light Level	Price per Square foot (to be used for alternate size areas)
1 fc	\$0.77/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 technology 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**

Football					
Field Size	Pole Setback	Average Maintained Light Level	Price for SportsCluster TLCLED Materials	Average Maintained Light Level	Price for SportsCluster TLCLED Materials
360' x 160'	50'	30 fc	\$145,306	50 fc	\$204,431
360' x 160'	80'	30 fc	\$161,017	50 fc	\$228,241
360' x 160'	100'	30 fc	\$161,354	50 fc	\$228,657
360' x 160'	120'	30 fc	\$162,030	50 fc	\$242,803

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

Soccer					
Field Size	Pole Setback	Average Maintained Light Level	Price for SportsCluster TLCLED Materials	Average Maintained Light Level	Price for SportsCluster TLCLED Materials
330' x 195'	30'	30 fc	\$110,750	50 fc	\$173,281
360' x 210'	30'	30 fc	\$119,800	50 fc	\$196,174
360' x 225'	30'	30 fc	\$134,918	50 fc	\$218,159



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

<b>Baseball/Softball</b>					
Field Type	Field Size	Average Maintained Light	Price for SportsCluster TLC-	Average Maintained Light Level	Price for SportsCluster TLC-
		(Inf/Out)	LED Materials	(Inf/Out)	LED Materials
60' Base Path	200'	30/20 fc	<b>\$79,078</b>	50/30 fc	<b>\$111,038</b>
60' Base Path	225'	30/20 fc	<b>\$92,150</b>	50/30 fc	<b>\$119,347</b>
60' Base Path	250'	30/20 fc	<b>\$98,447</b>	50/30 fc	<b>\$137,214</b>
60' Base Path	300'	30/20 fc	<b>\$136,057</b>	50/30 fc	<b>\$173,653</b>
60' Base Path	325'	30/20 fc	<b>\$145,107</b>	50/30 fc	<b>\$187,643</b>
90' Base Path	300'	50/30 fc	<b>\$196,014</b>	70/50 fc	<b>\$265,870</b>
90' Base Path	300'/325'/300'	50/30 fc	<b>\$199,783</b>	70/50 fc	<b>\$275,723</b>
90' Base Path	350'	50/30 fc	<b>\$234,218</b>	70/50 fc	<b>\$334,732</b>
90' Base Path	320'/360'/320'	50/30 fc	<b>\$223,082</b>	70/50 fc	<b>\$334,360</b>
90' Base Path	330'/400'/330'	50/30 fc	<b>\$239,621</b>	70/50 fc	<b>\$366,332</b>

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

<b>Tennis</b>		
# Courts	Average Maintained Light Level	Price for SportsCluster TLCLED Materials
2	50 fc	<b>\$51,401</b>
3	50 fc	<b>\$54,740</b>
4	50 fc	<b>\$72,086</b>
6	50 fc	<b>\$106,926</b>

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

<b>Basketball - Outdoor</b>		
# Courts	Average Maintained Light Level	Price for SportsCluster TLCLED Materials
1	50 fc	<b>\$41,590</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>\$72,918</b>

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

<b>Arena</b>				
	Seats	Fixture Mounting Heights	Light Level Horizontal and	Price for SportsCluster TLC-
Hockey and/or Basketball Arena	<10,000	<80	75 fc - 100 fc	<b>\$353,260</b>
Hockey and/or Basketball Arena	10,000 - 15,000	<100	100 fc - 145 fc	<b>\$413,522</b>
Hockey and/or Basketball	>15,000	>100	150 fc	<b>\$824,966</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>

**MuscoVision® Automated Sports Broadcasting**

<b>MuscoVision® - 5 year parts and labor warranty</b>	
	Price for Materials per field
Diamond Field*	<b>\$12,000</b>
Rectangular Field/Court*	<b>\$12,000</b>

\*750 hours of streaming included; additional hours available for purchase



**Supplemental Items**

<b>Supplemental Items</b>	
	<b>Price for Materials</b>
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>
Show-Light® entertainment services packages* (customized controls)	<b>Call for quote</b>
LED Egress Fixture	<b>\$4,000</b>
Pathway LED w/15' pole	<b>\$6,000</b>

\*750 hours of streaming included; additional hours available for purchase

- A. 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.
- B. 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.
- C. The pricing is based on using 480v; other voltage options are available and may add additional cost.
- D. 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.
- E. 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.
- F. 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.
- G. 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 6-8 weeks (standard shipping).
- H. Confirmation of pole locations required prior to production, due to the built-in custom light control per luminaire.
- I. This price list should not be considered complete and exhaustive due to the nature of each project being a unique, custom design-build situation.



- J. 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
- K. Contractor shall agree that all fees have been disclosed. No additional fees, including credit card processing fees, will be accepted.
- L. 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