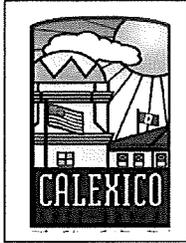


**AGENDA
ITEM**

13



AGENDA STAFF REPORT

DATE: October 3, 2018

TO: Mayor and City Council

APPROVED BY: David Dale, City Manager *DD*

PREPARED BY: Lilliana Falomir, Public Works Manager

SUBJECT: Authorize the City Manager to Purchase Musco Sport Lighting for Joel Reisin Fields under Sourcewell (Formerly NJPA) Cooperative Purchase Agreement.

=====

Recommendation:

Authorize the City Manager to Purchase Musco Sport Lighting for Joel Reisin Fields under Sourcewell (Formerly NJPA) Cooperative Purchase Agreement.

Background:

On June 27, 2017, the Imperial Irrigation District (IID) Board of Directors awarded the City of Calexico \$150,000 under Final 2017 LE Mitigation Funding Grant Program for Sport Lighting at Joel Reisin Fields located at, Andrade Avenue and Sapphire Street.

Discussion & Analysis:

As a means to assure the City provides safe and adequate sport fields to our community, Public Works staff is requesting that City Council authorized the City Manager to purchase Musco Sport Lighting for Joel Reisin Field No. 1 and 2 under Sourcewell (Formerly NJPA) cooperative purchase agreement. Sourcewell (Formerly NJPA) provides cooperative solutions that assist both government and education agencies. In addition, they provided qualified public bidding process through purchasing cooperative, which the City may join pursuant to Ordinance No. 1165, Purchasing Policies and Procedures – Cooperative Purchases.

Due to limited budget and time constraints Public Works staff has been meeting with IID representatives and International Brotherhood of Electrical Workers (IBEW) regarding said project. IBEW has informed the City that they will assist the City in the installation process of the lights.



Please note that Musco LED system can be seen locally at Calexico High School's football and baseball fields. As well as Carmen Estrada Field on the corner of 5th Street and Andrade Avenue.

Fiscal Impact:

Budgeted Item for FY 2018-2019

IID Grant	\$140,000.00
Development Impact Fees	\$16,137.15
Total	\$156,137.15

Coordinated With:

Public Works Department.

Attachment(s):

1. Musco Lighting, LLC. Quote.
2. Sourcewell (Formerly NJPA) Executive Summary, Contract Bid Documentation and Membership Agreement.



Joel Reisen Field
Calexico, California
August 29, 2018

Quotation Price – Materials Only

Musco's Light Structure Green™ LED lighting system as described below and delivered to the job site:

➤ Baseball Fields 1 and 2: ordered and shipped together:	\$135,000.00
➤ Sales Tax for Fields 1 and 2, based on 8.25%:	\$11,137.50
➤ Baseball Fields 1 & 2 TOTAL with Tax:	\$146,137.50
➤ Field 1 Materials:	\$84,000.00
➤ Field 1 Sales Tax, based on 8.25% rate:	\$ 6,930.00
➤ Field 1 Total with Tax:	\$90,930.00
➤ Field 2 Materials:	\$70,000.00
➤ Field 2 Sales Tax, based on 8.25% rate:	\$ 5,775.00
➤ Field 2 Total with Tax:	\$75,775.00
➤ Adder for Controls and Monitoring and 25 year warranty: \$10,000 per breakout	

Labor/installation and unloading of the equipment are not included as part of this quote.

Pricing furnished is effective for **90 days** and is kindly considered confidential.

Equipment Description

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

- (7) Pre-cast concrete bases *with integrated grounding*
 - (7) Galvanized steel poles
 - Electrical component enclosures
 - Pole length wire harnesses
 - (32) Factory-aimed and assembled luminaires – LED Fixtures
- *Pole A2 is a common pole and will be used for Field 1 and Field 2

Also Includes:

- Constant 10™ Warranty that eliminates 100% of maintenance costs for 10 years, includes labor & materials
- Reduction of energy and maintenance costs by 50% to 85% over typical 1500W HID equipment
- Reduction of spill light and glare by 50% or more
- Lighting Contactor Cabinet with contactors
- Freight to the jobsite
- Structural Engineering, Includes Stamped Structural Calcs by a Ca State Licensed SE

Notes

- Shipment of entire project together to one location
- Structural code and wind speed = 2016 CBC, 110 MPH, Exposure C
- Based on Musco Design File #: 184803C, Dated 7/26/18

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

Karin Anderson
Musco Field Sales Representative
Phone: 760-798-3162 / E-mail: karin.anderson@musco.com
Musco Sports Lighting, LLC · 2009, 2013

TLC for LED™

5 Easy Pieces™

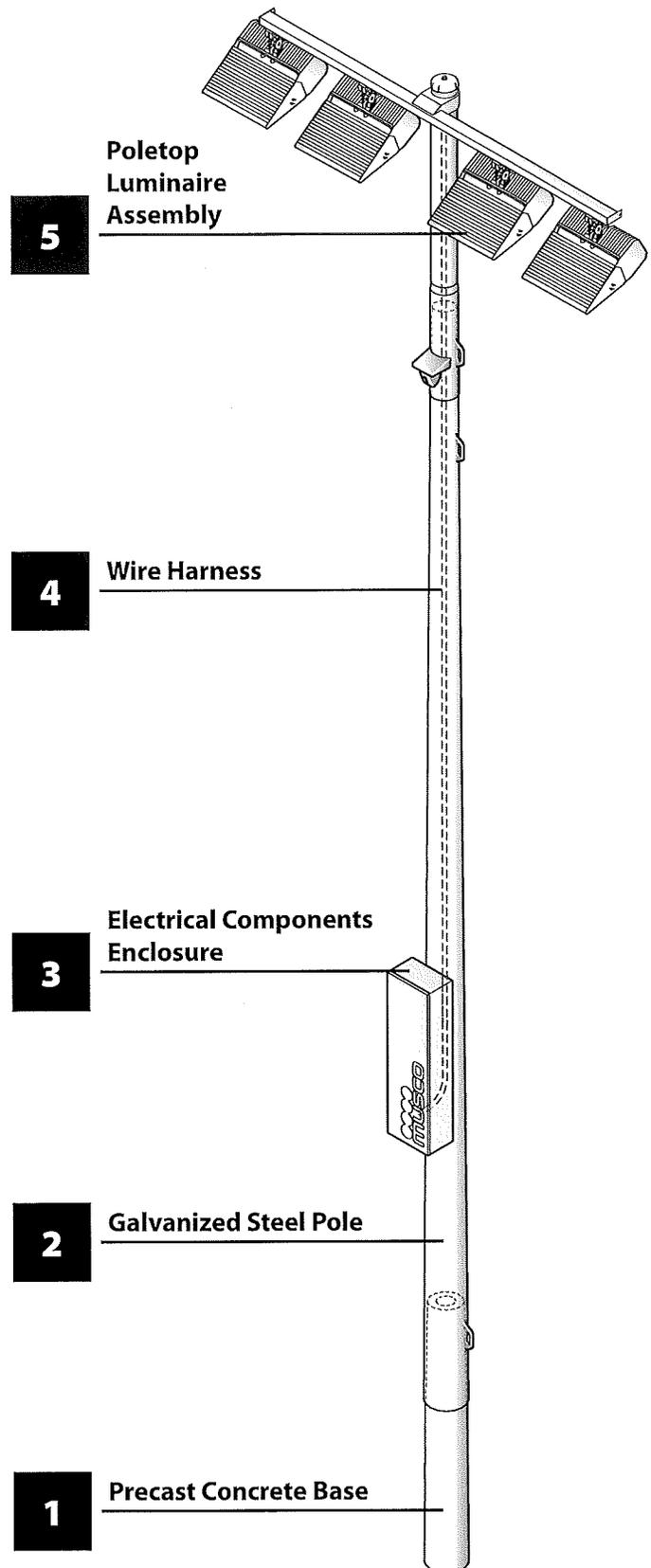
Complete System from
Foundation to Poletop

Factory wired, aimed, and tested

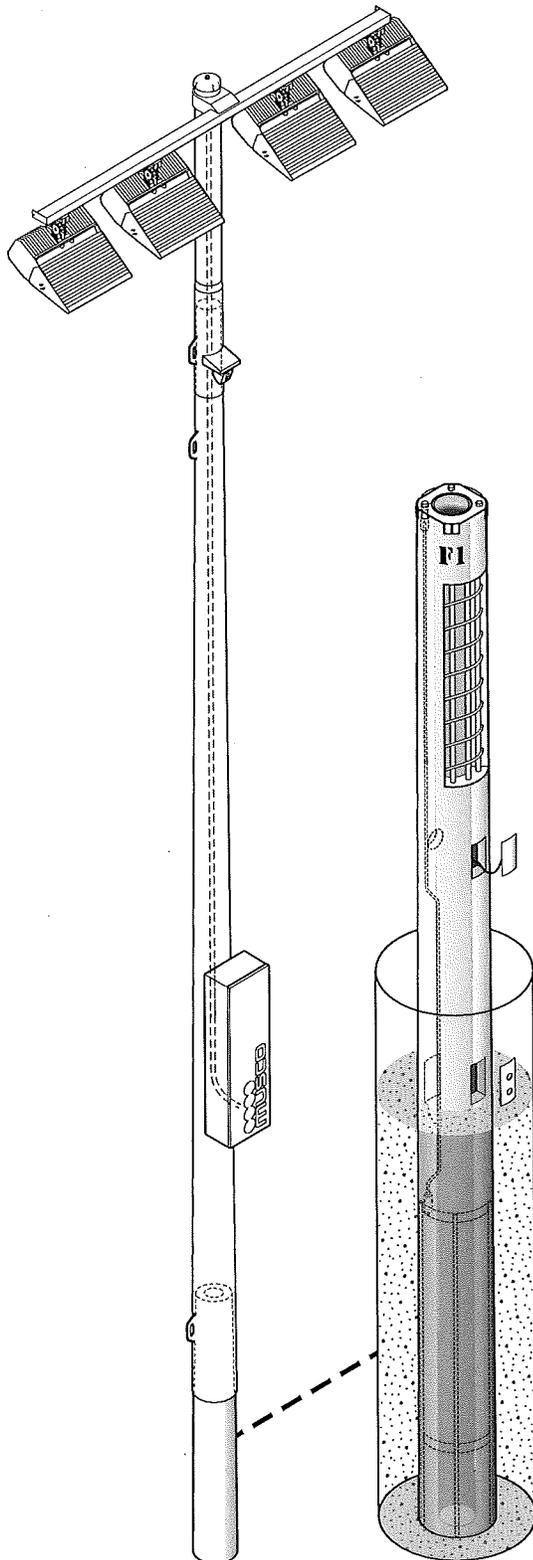
Fast, trouble-free installation

Comprehensive corrosion package

Integrated lightning ground



TLC for LED™ – Precast Concrete Base



Overview

The precast concrete base is set directly into the ground and backfilled with concrete. The base includes an integrated lightning ground system.

Features

Base

- Set pole on base in 24 hours
- Tapered upper section for slip-fit steel pole
- Access holes for wire entry
- Epoxy-coated ends prevent water intrusion
- Lifting hole accepts load-rated steel rod provided by Musco

Integrated Lightning Ground System

- Complies with NFPA 780, UL 96A, and EN 62305 standards when installed per Musco installation instructions
- UL Listed, Class II Lightning Protection, file number E337467
- Tested up to 100 kA by independent laboratory
- Steel pole interfaces with integrated grounding system by means of the pole grounding connector
- 2/0 AWG (crosssectional area of 67.4 mm²) grounding electrode conductor
- Concrete-encased grounding electrode, 20 feet (6.1 m) total length, ½ inch (12.7 mm) diameter

Technical Specifications

Base dimensions vary. For measurements refer to project-specific *Foundation and Pole Assembly* drawing.

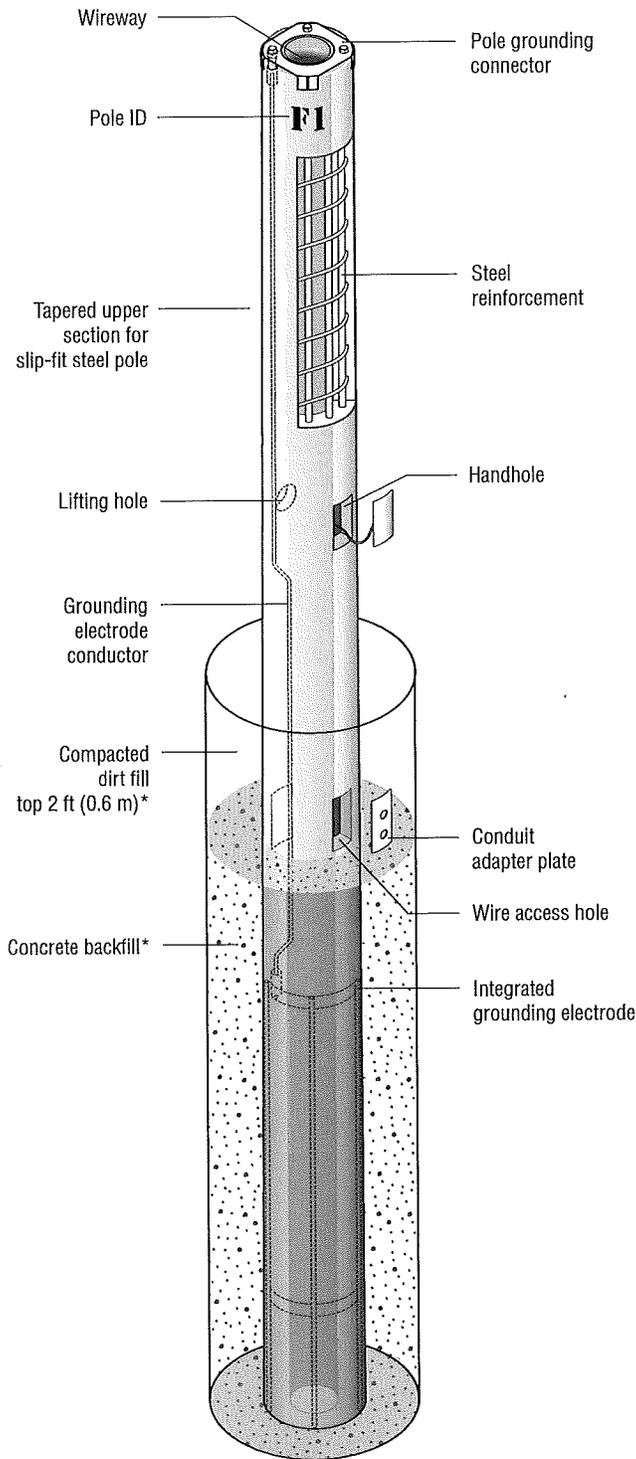
Construction

- Spun concrete construction
- Prestressed steel vertical strands and coil spiral for strength throughout base
- Minimum design strength is 9500 lb/in² (65.5 MPa) at 28 days
- Meets ASTM C1804 design requirements

Quality Assurance Tests

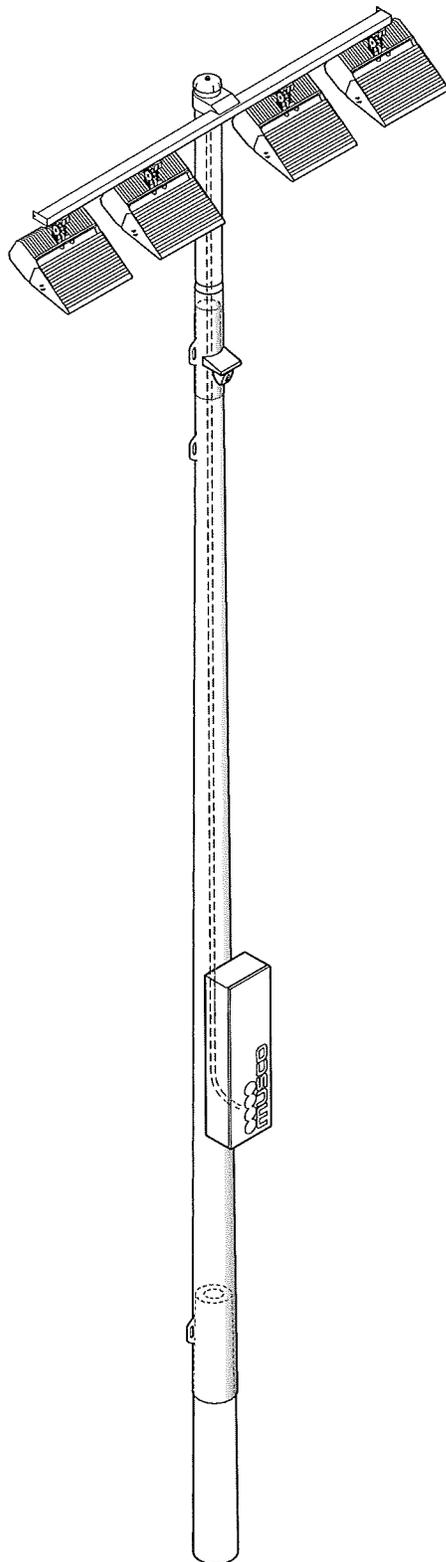
- 28-day compressive strength
- Bending moment capacity
- Grounding system continuity

TLC for LED™ – Precast Concrete Base



*Standard pier foundation shown. Foundation and/or backfill may vary per alternate foundation design.

TLC for LED™ – Galvanized Steel Pole



Overview

The galvanized steel pole is designed to slip-fit together with the precast concrete base and the poletop luminaire assembly.

Features

- Slip-fit connection allows pole assembly with come-alongs
- Built-in hardware for attaching electrical components enclosure
- Wire access from inside the pole (no exposed wiring or conduit)
- Shipped in sections for easier handling
- Labeled with pole identification for location on field

Technical Specifications

Pole dimensions vary. For measurements refer to project specific pole configuration drawing.

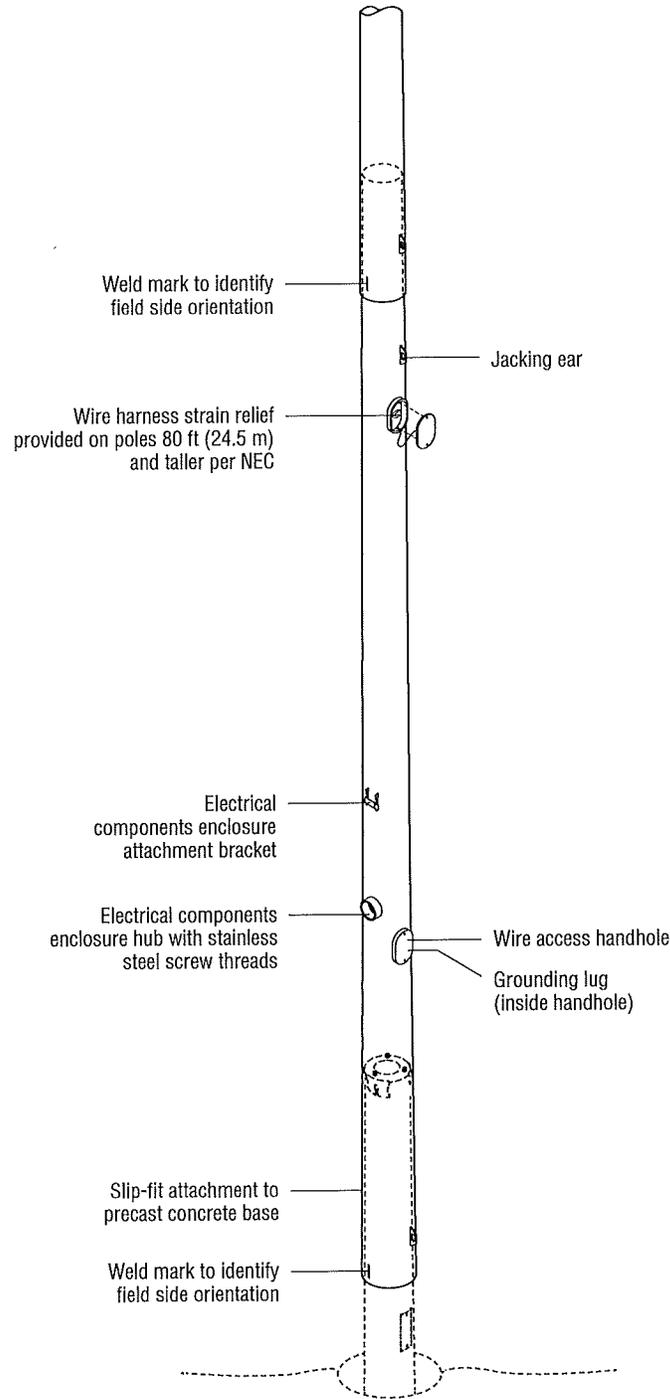
Construction

- Pole designs comply with all major building codes
- High strength, low alloy, tapered, round steel pole
- Hot-dip galvanizing inside and outside after fabrication meets ASTM-A123 and EN 1461 standards
- Conforms to AASHTO stress standards and BS EN 40-3-1
- Grounding lug—rated for aluminum (AL) or copper (CU) wiring
- Pole shipped in sections
- Stainless steel fasteners passivated and coated
- Material certifications are available

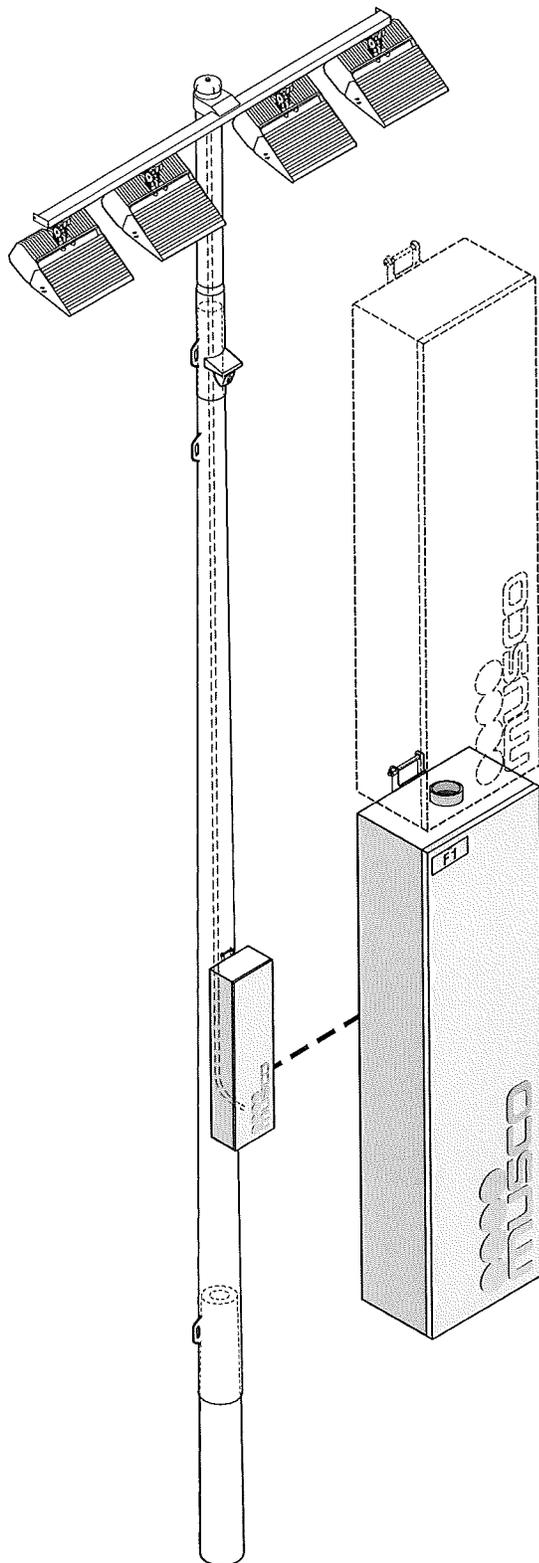
Quality Assurance Tests

- Bending stress
- Minimum galvanizing thickness
- Straightness measurement

TLC for LED™ – Galvanized Steel Pole



TLC for LED™ – Electrical Components Enclosure



Overview

The electrical components enclosure contains all necessary equipment to operate luminaires. Built-in mounting hardware allows for easy attachment to the galvanized steel pole. Quick connect plugs fasten to the wire harness.

Features

- Factory-built and tested as a unit
- Quick connect plug for easy field wiring
- Mounted 10 ft (3 m) above grade for servicing with ladder
- Labeled with pole identification and electrical information
- Drivers individually fused and spare fuses supplied
- Wire access from inside the pole (no exposed wiring or conduit)
- Disconnect per circuit

Technical Specifications

For amperage draws and circuitry refer to project specific document.

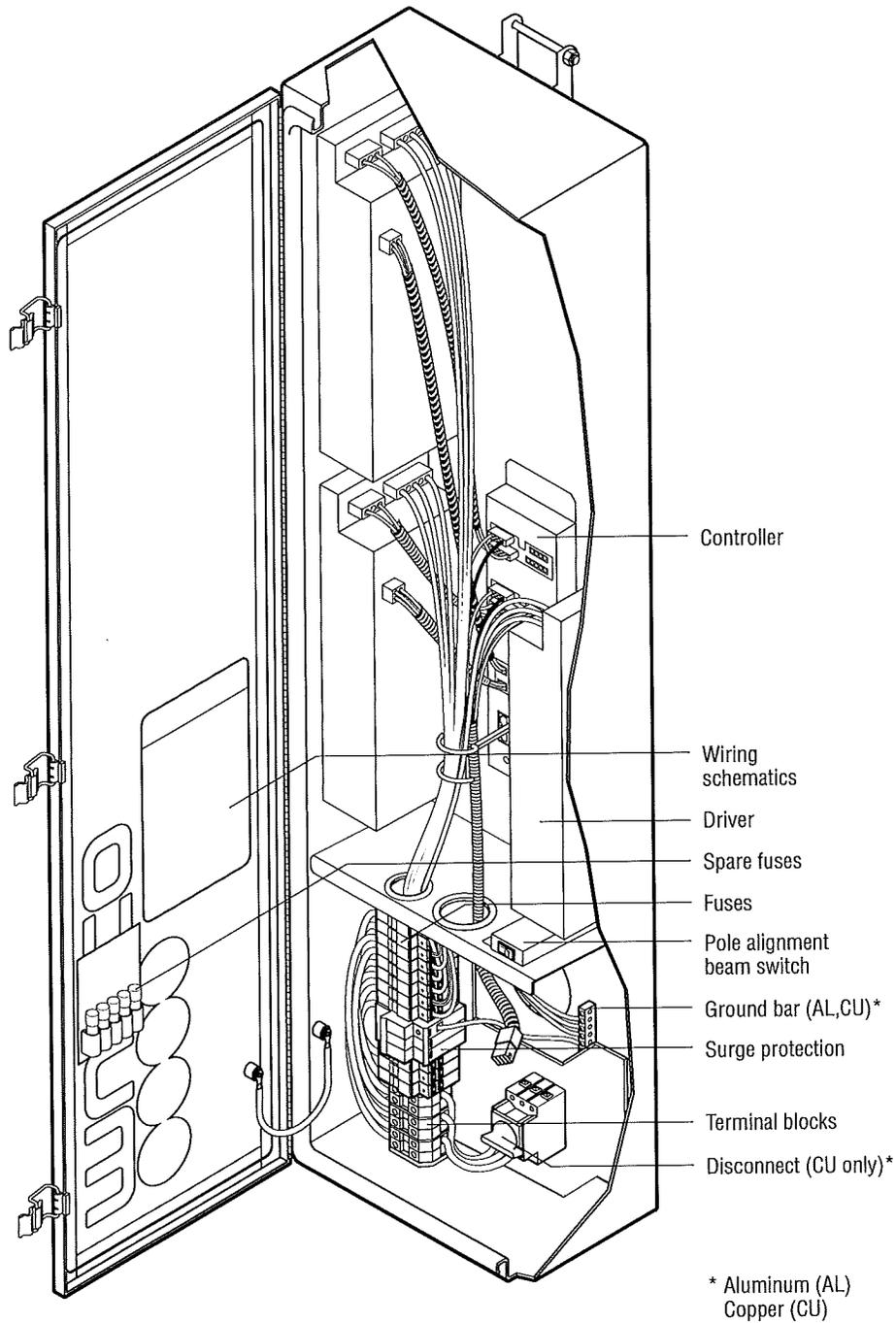
Construction

- 0.08 inch (2 mm) thick, powder-coated aluminum
- Enclosure ratings: NEMA 3R, IP54
- Designed to operate in up to 50° C (122° F) ambient temperature
- Full length stainless steel hinge
- All stainless steel fasteners passivated and coated
- Meets touchsafe standards
- Up to four drivers per enclosure
- Approximate weight 65 lb (29 kg)
- Lower enclosure size 14.25 in (362 mm) wide x 8 in (203 mm) deep x 52.5 in (1334 mm) high
- Upper enclosure size 14.25 in (362 mm) wide x 8 in (203 mm) deep x 40.5 in (1029 mm) high

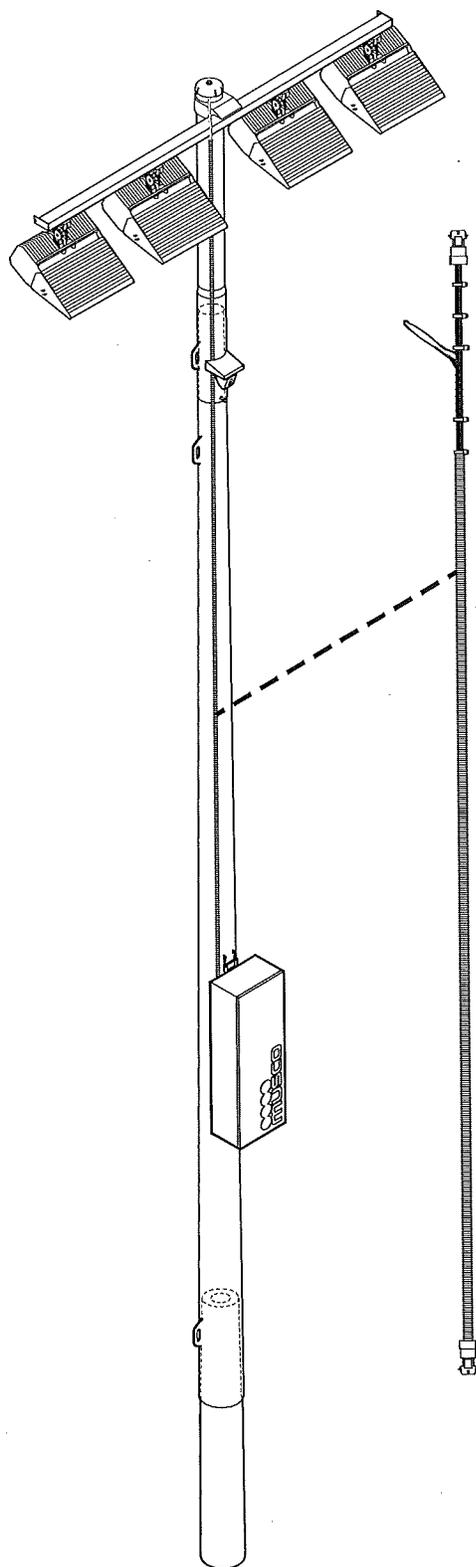
Quality Assurance Tests

- Grounding continuity
- High potential dielectric withstand
- Full functionality test

TLC for LED™ – Electrical Components Enclosure



TLC for LED™ – Wire Harness



Overview

The factory-built wire harness connects the electrical components enclosure to the poletop luminaire assembly.

Features

- Quick connect plugs for easy field wiring
- Factory-assembled support grip alleviates strain on connections
- Spiral wound cable eliminates slippage
- Protective sleeve prevents wire damage
- All internal wiring, no exposed wires
- Labels identify pole and luminaires

Technical Specifications

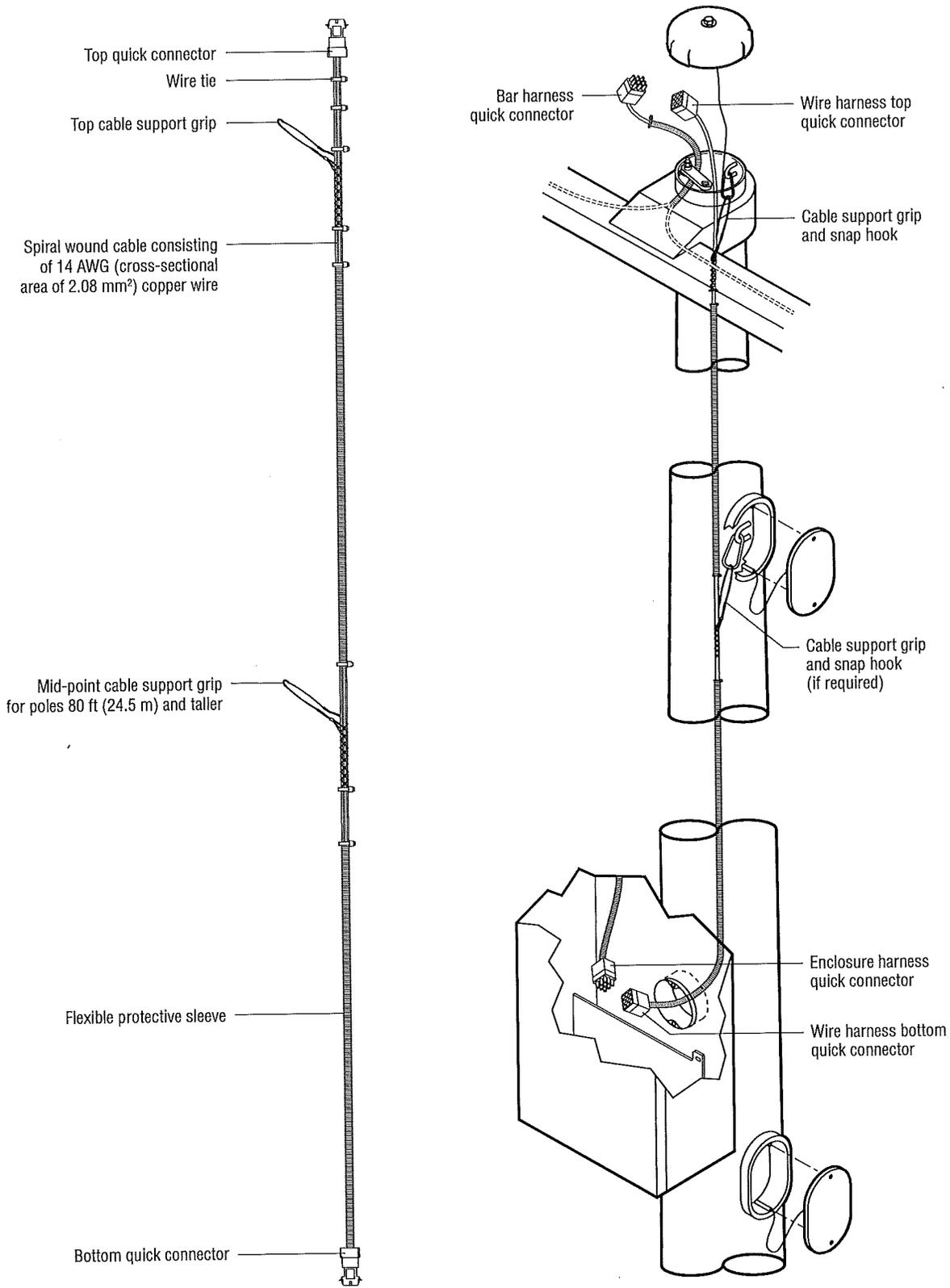
Construction

- Spiral wound, wrapped cable, 14 AWG (cross-sectional area of 2.08 mm²) copper wire
- Integral cable support grip
- Two wires per driver
- Each harness supports up to four drivers
- Multiple top connectors may be present if required for number of luminaires

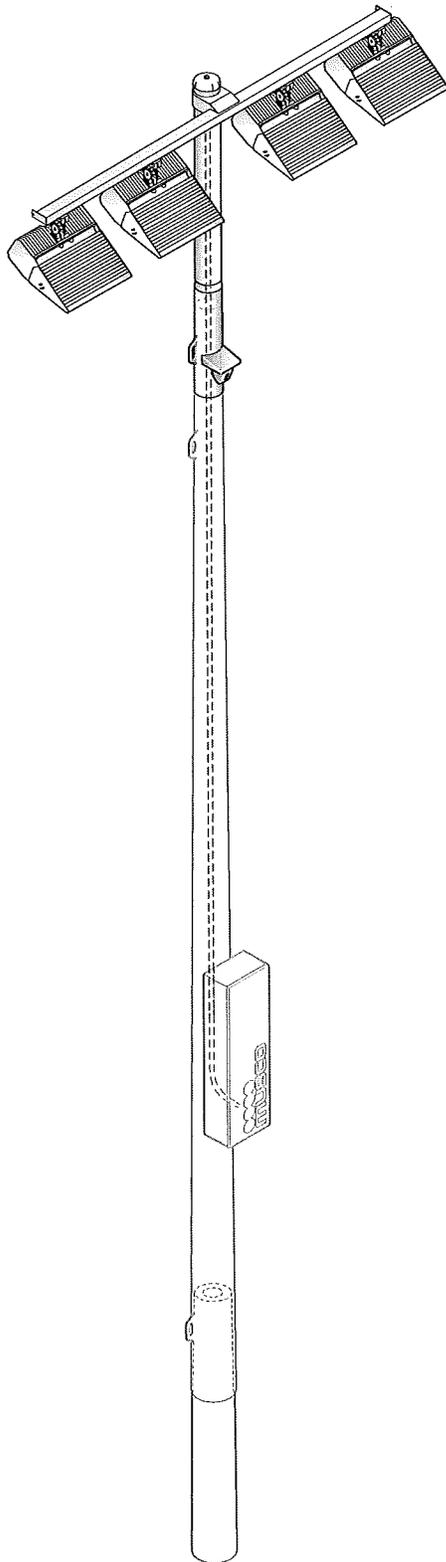
Quality Assurance Tests

- Connector/load resistance
- High potential dielectric withstand
- Grounding continuity
- Termination crimp

TLC for LED™ – Wire Harness



TLC for LED™ – Poletop Luminaire Assembly, Weld On



Overview

The factory-aimed poletop luminaire assembly is the upper section of the pole and slip-fits together with the galvanized steel pole.

Features

- Each luminaire is factory-built, tested, and ships as a unit
- Luminaires are factory-aimed to two-tenths degree of accuracy
- Luminaire mounts and connects in a single step
- Slip-fit connection allows assembly with come-alongs
- All luminaires are factory-wired to a quick connect harness for easy installation
- Labels identify pole and luminaire location
- No exposed wiring or conduit
- Factory-set pole alignment beam allows easy field alignment

Technical Specifications

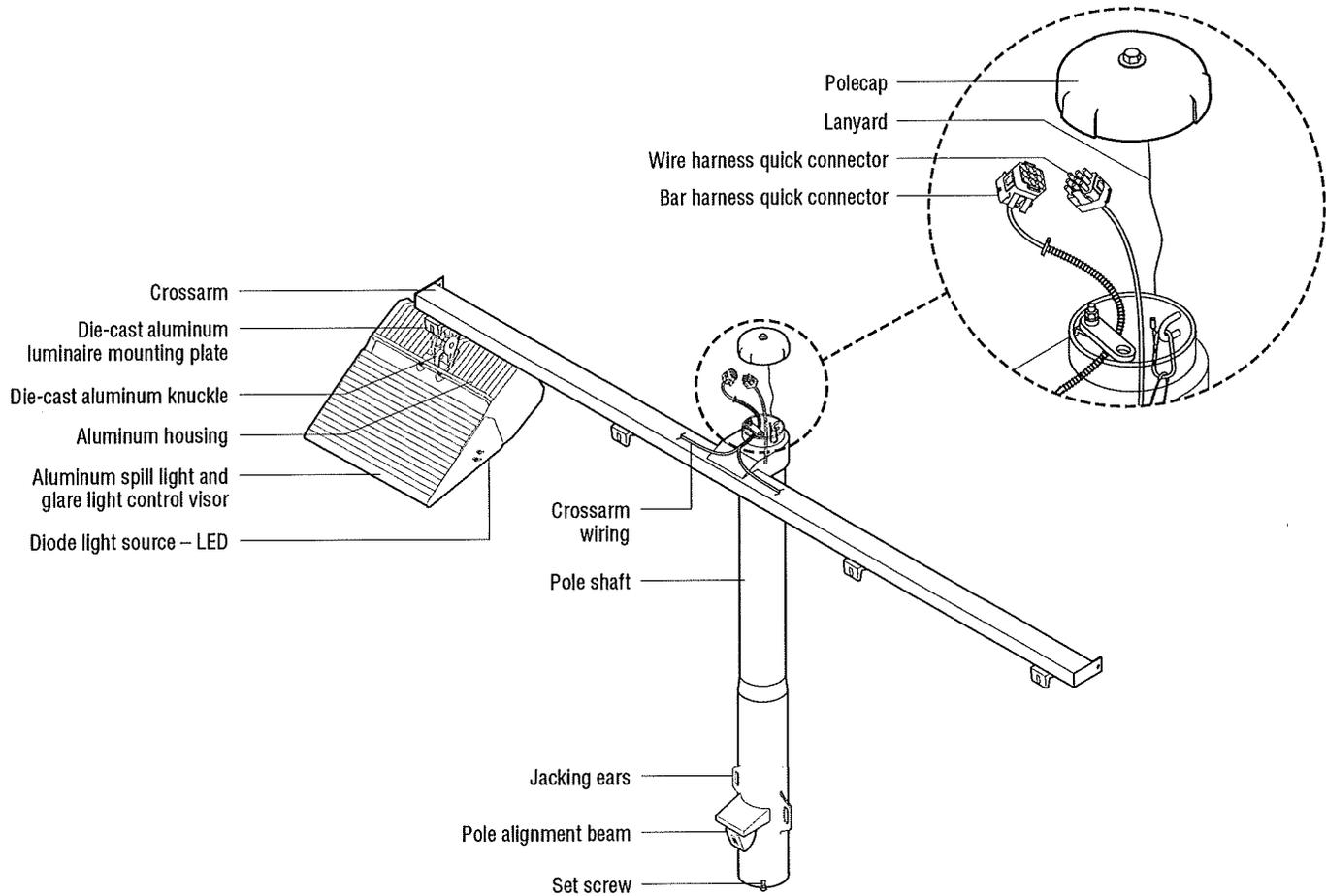
Construction

- Crossarms and pole shaft hot-dip galvanizing inside and outside after fabrication meets ASTM-A123 and EN 1461 standards
- All aluminum components are powder-coated or anodized to mil-A-8625F and BS 5599
- Luminaire and knuckle are powder-coated die-cast aluminum
- All stainless steel fasteners are passivated and coated
- Crossarms are constructed of rectangular steel tubing
- Polecap is attached with stainless steel lanyard and securing bolt

Quality Assurance Tests

- Galvanizing thickness
- High potential dielectric withstand
- Electrical continuity

TLC for LED™ – Poletop Luminaire Assembly, Weld On

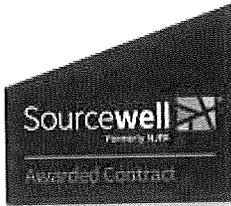




Sourcewell (Formerly NJPA)

- Overview
- Executive Summary
- Contract Bid Documentation
 - RFP Opening Witness
 - RFP Bid Tabulation
- Executed Contract
- Membership Agreement
- About Sourcewell & Cooperative Purchasing
- Sourcewell Procurement Process

Overview



Sourcewell (Formerly NJPA) – OVERVIEW

Musco has been awarded a cooperative purchasing agreement with the Sourcewell (Formerly NJPA) which is a national public service agency domiciled in Minnesota. Sourcewell membership is free as they are committed to providing cooperative solutions that assist Government and Education entities. This cooperative purchasing agreement has over 50,000 members from coast to coast and can be used in all 50 states and potentially throughout Canada. Sourcewell believes in building alliances with vendors that provide a solutions-based approach to their customers and who are leaders in their market. Musco's values fit perfectly with Sourcewell's and was chosen as their exclusive sports lighting vendor through the RFP bidding process. The letter of notice of award and the Sourcewell Acceptance and Award are in this package.

Contract #: 082114-MSL
Expiration Date: 09/16/2019
Commodity: Indoor-Outdoor Athletic Surfacing with Related Equipment
Products, Supplies, Installation, and Services
Category: Facility & MRO
Sub-Category: Athletic Field / Court and Parking Lot Lighting Systems

This contract can be used for **materials-only and/or installation** on a per project basis dependent upon Musco's compliance with state and local licensing requirements. Sourcewell has researched and worked with state procurement laws in all 50 states and provides information regarding legal authority for each state on their website at the bottom under the "Compliance & Legal" tab. This is a great tool for customers to begin exploring the legality of using a cooperative purchasing tool; however, it is still necessary to confirm legality with your own attorney.

A landing page has been established on their website, www.sourcewell-mn.gov, with information about Musco and a link to Musco's website. Pricing information can be obtained from your sales representative. **Musco's landing page also provides the RFP, Bid Acceptance & Award, as well as documentation of the competitive bidding process.**

Sourcewell Contact Information:

Gordy Thompson
Office Phone: 218-894-5489
Cell Phone: 218-866-0361
Email: Gordy.thompson@njpacoop.org

If you have any questions about the Sourcewell program or any of our other active cooperative purchase agreements, contact your local Sales Representative or Ryan Tighe/Amanda Hudnut at 800/825-6030.

Company Profile

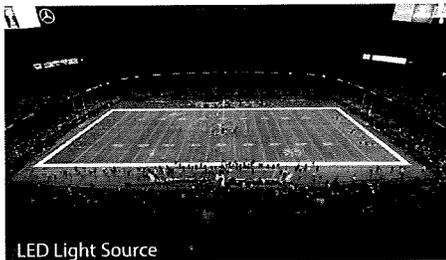


LED Light Source

Statue of Liberty National Monument
New York, New York, USA

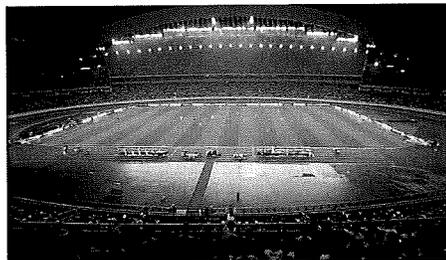


Yas Marina Circuit
Grand Prix Racing
Abu Dhabi, UAE

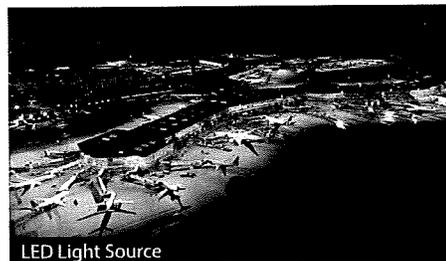


LED Light Source

Mercedes-Benz Superdome
New Orleans Saints
New Orleans, Louisiana, USA



Chongqing Olympic Sports Center
Chongqing Lifan F.C.
Chongqing, China



LED Light Source

Vancouver International Airport
Vancouver, BC, Canada

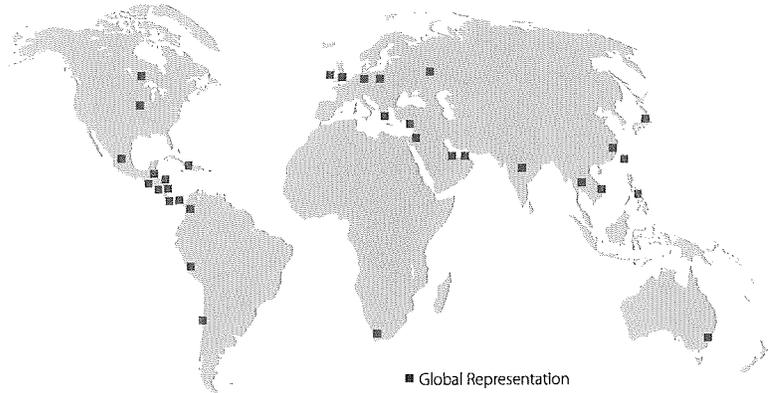
Introduction

Since 1976, Musco Lighting has specialized in the design and manufacture of sports and large-area lighting with innovations in glare reduction and light control responsible to the needs of facility owners, users, neighbors, and the night sky. Musco's Total Light Control – TLC for LED™ technology delivers a level of light control and uniformity that can't be matched, and is the solution of choice for neighborhood Little League® fields, collegiate and professional stadiums and arenas, international airports, rail yards, the Olympic Games, iconic landmarks, and some of the largest ports around the world. Musco has a global team of experts that partner with customers to plan, complete, and maintain a cost-effective, trouble-free lighting solution for their facility.

Headquarters: Oskaloosa, Iowa, USA

Manufacturing: Muscatine, Iowa USA; Shanghai, China; Gumi, South Korea

Global Representation: Australia, Belize, Canada, Caribbean Islands, Chile, China, Colombia, Costa Rica, Cyprus, El Salvador, Germany, Greece, Guatemala, Honduras, India, Ireland, Japan, Jordan, Mexico, Nicaragua, Panama, Peru, Philippines, Poland, Qatar, Russia, South Africa, South Korea, Taiwan, Thailand, United Arab Emirates, United Kingdom, United States, Vietnam



■ Global Representation

Special Projects

- Olympic Games — Rio, 2016; Sochi, 2014; London, 2012; Vancouver, 2010; Athens, 2004; Sydney, 2000; Atlanta, 1996; Los Angeles, 1984
- "Battle": Tiger Woods Golf, 2000–2004
- ESPN Wide World of Sports Complex
- Daytona International Speedway
- Losail International Circuit
- Yas Marina Circuit
- Bahrain International Circuit
- Churchill Downs
- Wimbledon Centre Court
- Madison Square Garden
- Mercedes-Benz Arena, Shanghai
- Mercedes-Benz Arena, Berlin
- Purcell Pavilion, University of Notre Dame
- Munn Ice Arena, Michigan State University
- AT&T Center, San Antonio Spurs
- Emirates Stadium, Arsenal F.C.
- Twickenham Stadium, England National Rugby
- Tianjin TEDA Football Stadium, Tianjin TEDA F.C.
- Citi Field, New York Mets
- NRG Stadium, Houston Texans
- Nationals Park, Washington Nationals
- Dodger Stadium, Los Angeles Dodgers
- Comerica Park, Detroit Tigers
- Lamade Stadium, Home of the Little League® World Series
- Super Bowls XVII, XIX, XXI, XXVII, XXX, XXXV, XXXVIII, XL, XLII, XLIII, XLIV, LI
- ESPN X Games
- San Francisco-Oakland Bay Bridge East Span
- Statue of Liberty
- The White House
- Mount Rushmore National Memorial
- McCarran International Airport
- DP World Jebel Ali Port Terminal 2

continued on back



www.musco.com • lighting@musco.com

Company Profile

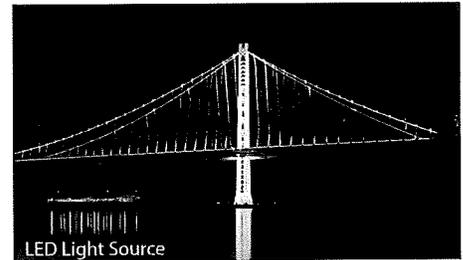
Major Innovations

- 1982 "The night the lights went on at Notre Dame Stadium," said Keith Jackson, broadcaster, made television history by taking sports lighting on the road with Musco mobile lighting systems for broadcast of the Notre Dame vs. Michigan prime time college football game.
- 1987 Made significant technical advancements in providing affordable light control with Level-8™ and Total Light Control™ systems.
- 1991 Introduced the industry's first sports-lighting system complete from foundation to poletop: Light-Structure System™.
- 1992 Revolutionized NASCAR broadcasts by making night racing at the Winston Cup level possible. Mirtran™ systems were first used at Charlotte Motor Speedway and as of 2017, are in place at 20 speedways and racetracks, including the Daytona International Speedway and the Bahrain International Circuit.
- 1996 Introduced cost-effective, quality lighting for special effects and dramatic player introductions in large indoor arenas. ShowLight™ systems were first used at Charlotte Coliseum and are installed throughout the U.S., England, and Ireland.
- 1999 Introduced technology to dramatically advance on/off capability and facility management. Control-Link® system allows facility managers to control their lighting systems remotely as well as provide critical management reports.
- 2005 Revolutionized the sports lighting industry with the introduction of Green Generation™ technology. This system reduces energy consumption by half, spill light by 50% and includes maintenance & relamping for 25 years. Musco's Constant 25™ product assurance and warranty program guarantees the system will perform at the designed light levels for the duration of the warranty.
- 2008 Installed a cutting-edge lighting system using LED technology in Washington D.C. at the White House. This system dramatically reduced energy consumption by 87%, while providing a clean, color accurate light.
- 2013 Matched its proven system design and application expertise with the evolving LED technology to provide custom lighting solutions for several major arenas and the East Span of the San Francisco-Oakland Bay Bridge.
- 2016 Introduced TLC for LED™ technology, delivering to customers light control and uniformity never before possible, while virtually eliminating glare and significantly improving efficiency. The system is backed by a 25-year parts and labor warranty.



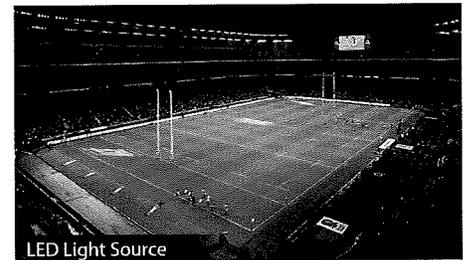
LED Light Source

Xcel Energy Center
St. Paul, Minnesota, USA



LED Light Source

San Francisco-Oakland Bay Bridge
Oakland, California, USA



LED Light Source

Twickenham Stadium
England National Rugby
Twickenham, United Kingdom



O2 Ski and Resort
Taebaek-si, Gangwon-do, South Korea



DP World Jebel Ali Terminal 1
Dubai, UAE

Television Credits

ABC, CBS, NBC, TBS, TNN, ESPN, ESPN2, FOX, FoxSports, SkyTV, CBC, BTN, ESPNU, Longhorn Network, and Channel 9 (Australia) have relied on Musco to provide quality lighting to meet broadcast requirements.



Executive Summary



MUSCO SPORTSLIGHTING

Executive Summary:

Contract#: 082114-MSL
Expiration Date: 09/16/2018
Commodity: Indoor-Outdoor Athletic Surfacing with Related Equipment, Products, Supplies, Installation, and Services
Category: Facility & MRO
Sub-Category: Athletic Field / Court and Parking Lot Lighting Systems

Purchasing Program: National Joint Powers Alliance Public Bid

Membership Classification Eligible to Use Contract:
Nationally in all 50 states, Canada, and Internationally

Year of Award: 2014

Term of Contract (continuous four (4) years; has the consideration of a fifth (5th) year renewal option at the discretion of NJPA):

- Initial Contract: September 16, 2014 - September 16, 2018

Type of solicitation: RFP **Bid/RFP#:** 082114

RFP Timeline:

JULY 7, 2014 Publication of RFP in the print and online version of the Minneapolis Star Tribune, in the print and online version of the Salt Lake News within the State of Utah, in the print and online version of the Daily Journal of Commerce within the State of Oregon (note: OR entities this pertains to: <http://www.njpacoop.org/oregonadvertising>), in the print and online version of The State within the State of South Carolina, the NJPA website (njpacoop.org), MERX, Noticetobidders.com, PublicPurchase.com, and Biddingo.
August 11, 2014 - 10:00 **A.M.** CST Pre-Proposal information sent to all inquirers 2 business days prior to event)
AUGUST 13, 2014 Deadline for RFP requests and questions
AUGUST 21, 2014 - 4:30 **P.M.** CST Deadline for Submission of Proposals. Late responses will be returned unopened.
AUGUST 22, 2014 - 8:00 **A.M.** CST Public Opening of Proposals

NJPA Contact: Gordy Thompson, Contract Administrator
Phone: 218-894-5489
Cell: 218-866-0361
Email: gordy.thompson@njpacoop.org

**Letter of Agreement
To Extend the Contract**

Between

**Musco Sports Lighting, LLC
100 1st Ave. W.
Oskaloosa, IA 52577**

And

**Sourcewell, Formerly National Joint Powers Alliance (NJPA)
202 12th Street NE
Staples, MN 56479
Phone: (218) 894-1930**

The Vendor and Sourcewell have entered into an Agreement (Contract #082114-MSL) for the procurement of Indoor-Outdoor Athletic Surfacing with Related Equipment Products, Supplies, Installation and Services. This Agreement has an expiration date of September 16, 2018, but the parties may extend the Agreement for one additional year by mutual consent.

The parties acknowledge that extending the Agreement for another year benefits the Vendor, Sourcewell and Sourcewell's members. The Vendor and Sourcewell therefore agree to extend the Agreement listed above for a fifth year. This existing Agreement will terminate on September 16, 2019. All other terms and conditions of the Agreement remain in force.

Sourcewell, Formerly National Joint Powers Alliance (NJPA)

By: Jeremy Schwartz, Its: **Director of Cooperative
Contracts & Procurement/CPO**

Name printed or typed: Jeremy Schwartz

Date 6/14/2018 | 4:06 PM CDT

Musco Sports Lighting, LLC

By: Jeff McNulty, Its: Exec director of sales & service

Name printed or typed: Jeff McNulty

Date 6-15-18

Contract Bid Documentation

- **RFP Opening Witness**
- **RFP Bid Tabulation**

www.njpacoop.org



Proposal Opening Witness

202 12th Street NE
P.O. Box 219
Staples, MN 56479

Date of opening: August 22, 2014

The witnesses signed below hereby witness they were present on the above date and in witness of the public opening of all responses received to the Request For Proposal #082114 for the procurement of INDOOR-OUTDOOR ATHLETIC SURFACES WITH RELATED EQUIPMENT, INSTALLATION AND CONSTRUCTION SERVICES by NJPA and NJPA Members.

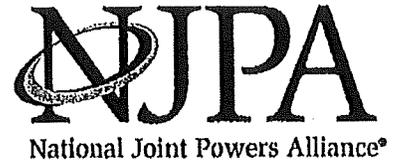
Proposals are evaluated first on responsiveness then on the other criteria included in the RFP. Responsiveness consists of the following criteria:

1. Was the response received prior to the deadline of submission?
2. Was the response properly packaged and addressed?
3. Did the response contain the proper bid bond?
4. Did the response include documents with original signatures that were required?

Responses were received from the following:

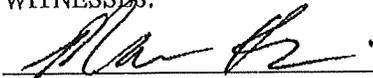
- Connor Sports Court International, LLC – received 8/21/14 at 11:57am**
Bidder deemed non-responsive
- Controlled Products, LLC – received 8/21/14 at 11:58am**
Bidder deemed responsive
- FieldTurf USA, Inc. – received 8/21/14 at 11:37am**
Bidder deemed responsive
- Greenfields Outdoor Fitness, Inc. – received 8/21/14 at 9:20am**
Bidder deemed responsive
- Hellas Construction, Inc. – received 8/20/14 at 11:57am**
Bidder deemed responsive
- Mondo USA – received 8/19/14 at 12:38am**
Bidder deemed responsive
- Musco Sports Lighting, LLC – received 8/21/14 at 11:38am**
Bidder deemed responsive
- Neveco, Inc. – received 8/21/14 at 11:38am**
Bidder deemed responsive
- No Fault Sport Group, LLC – received 8/20/14 at 11:57am**
Bidder deemed responsive
- Playworld Systems, Inc. – received 8/21/14 at 11:37am**
Bidder deemed responsive
- Porter Athletic (A Latania Sports Group Company) – received 8/21/14 at 11:58am**
Bidder deemed responsive
- Robbins, Inc. – received 8/21/14 at 11:39am**
Bidder deemed responsive
- Shaw Contract Flooring Services d/b/a Shaw Sports Turf – received 8/18/14 at 11:24am/8/19/14 13:28pm**
Bidder deemed responsive

www.njpacoop.org



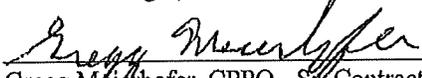
202 12th Street NE
P.O. Box 219
Staples, MN 56479

WITNESSES:



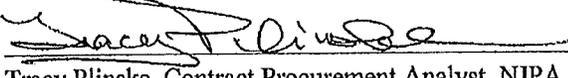
Maureen Knight, JD - Contracts and Compliance Manager, NJPA

8/22/14



Gregg M. Wirthofer, CPPO - Sr. Contract Products & Pricing Analyst, NJPA

8/22/14



Tracy Plinske, Contract Procurement Analyst, NJPA

8/22/14

Form G
INDOOR-OUTDOOR ATHLETIC SURFACING WITH RELATED EQUIPMENT PRODUCTS, SUPPLIES, INSTALLATION AND SERVICES

Possible Points	Conner Sport Court International LLC	Controlled Products	Field Turf USA	Hellas Construction	Mondo	Musco Sports Lighting LLC	Navco Inc.	No Fault Sport Group	Porter Athletic	Robbins Inc.	Shaw Sports Turf
Conformance to Terms/ Conditions to Include Documentation	50	40.50	40.50	41.75	44.00	44.00	40.50	42.75	40.50	40.50	44.00
Pricing	400	253.75	323.75	291.25	301.25	306.25	311.25	330.00	322.50	256.25	265.00
Financial, Industry and Marketplace Successes Bidder's Ability to Sell/ Service Contract	75	60.00	62.50	58.75	63.75	63.25	61.25	56.25	62.50	65.00	64.25
Nationally	100	77.00	75.00	70.00	78.75	77.50	70.00	73.25	73.25	70.75	70.75
Bidder's Marketing Plan	50	35.00	41.75	42.75	43.75	41.25	38.75	43.00	37.50	37.50	40.00
Value Added Attributes	75	61.25	62.50	59.50	63.75	62.50	57.50	58.75	60.00	61.25	60.00
Warranty Coverages and Information	50	40.50	40.50	39.50	40.50	46.00	38.75	40.50	40.50	40.50	40.50
Selection and Variety of Products and Services Offered	200	162.50	166.25	148.75	168.75	153.75	150.00	152.50	145.00	170.00	163.75
Total Points	1,000	730.50	812.75	752.25	804.50	794.50	768.00	797.00	781.75	741.75	748.25

Gregg Kieferhofer
9/15/2014
Gregg Kieferhofer, CPPB, NJPA

Tracy Plinske
9/15/2014
Tracy Plinske, NJPA

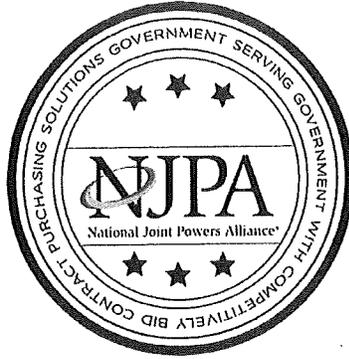
Keith Hanson
9/15/2014
Keith Hanson, CPA, NJPA

Maureen Knight
9/15/2014
Maureen Knight, BBA, NJPA

9/15/2014

Gregg Kieferhofer
9/15/2014
Gregg Kieferhofer, CPPB, NJPA

Executed Contract



NOTICE OF AWARD TO MUSCO SPORTS LIGHTING, LLC
Request for Proposal #082114
**INDOOR-OUTDOOR ATHLETIC SURFACING WITH RELATED EQUIPMENT PRODUCTS,
SUPPLIES, INSTALLATION AND SERVICES**

September 17, 2014

Musco Sports Lighting, LLC
100 1st Avenue West
Oskaloosa, IA 52577-3244

Dear Ms. Davis:

Congratulations! You have been awarded an NJPA national contract for procurement of "Indoor-Outdoor Athletic Surfacing with Related Equipment Products, Supplies, Installation and Services." Your proposal was accepted, deemed responsive, evaluated and recommended for award by NJPA's Bid Evaluation Committee as a solution to meet our members' needs. The NJPA Board of Directors subsequently approved a national contract award to Musco Sports Lighting, LLC at their monthly meeting on September 16, 2014.

This award means that you are now an "NJPA Awarded Contract Vendor" and are part of a select group of world-class vendors. Please find attached the NJPA Acceptance and Award – Forms D and E.

Gordy Thompson will be your NJPA Contract Manager and will be contacting you soon to advise you on how the contract will be launched and maintained. Gordy's contact information is listed below:

Office Phone: 218-894-5489
Cell Phone: 218-866-0361
Email: Gordy.thompson@njpacoop.org

Sincerely,

Jonathan Yahn
Contracts and Compliance Manager

cc: Gordy Thompson

Contract Award
RFP 082114 #



FORM D

Formal Offering of Proposal
(To be completed Only by Proposer)

INDOOR-OUTDOOR ATHLETIC SURFACING WITH RELATED EQUIPMENT PRODUCTS, SUPPLIES,
INSTALLATION AND SERVICES

In compliance with the Request for Proposal (RFP) for INDOOR-OUTDOOR ATHLETIC SURFACING WITH RELATED EQUIPMENT PRODUCTS, SUPPLIES, INSTALLATION AND SERVICES the undersigned warrants that I/we have examined this RFP and, being familiar with all of the instructions, terms and conditions, general specifications, expectations, technical specifications, service expectations and any special terms, do hereby propose, fully commit and agree to furnish the defined equipment/products and related services in full compliance with all terms, conditions of this RFP, any applicable amendments of this RFP, and all Proposer's Response documentation. Proposer further understands they accept the full responsibility as the sole source of responsibility of the proposed response herein and that the performance of any sub-contractors employed by the Proposer in fulfillment of this proposal is the sole responsibility of the Proposer.

Company Name: Musco Sports Lighting, LLC Date: August 19, 2014

Company Address: 100 1st Avenue West, PO Box 808

City: Oskaloosa State: Iowa Zip: 52755

Contact Person: Luann Ferreira Title: Vice President

Authorized Signature (ink only): *Luann Ferreira* Luann Ferreira
(Name printed or typed)



Contract Acceptance and Award

(To be completed only by NJPA)

NJPA 082114 # Indoor outdoor Athletic Surfacing wire led Equip Products
Supplies, Installation & services

MUSCO Sports Lighting, LLC
Proposer's full legal name

Your proposal is hereby accepted and awarded. As an awarded Proposer, you are now bound to provide the defined product/equipment and services contained in your proposal offering according to all terms, conditions, and pricing set forth in this RFP, any amendments to this RFP, your Response, and any exceptions accepted or rejected by NJPA on Form C.

The effective start date of the Contract will be September 16, 20 14 and continue for four years from the board award date. This contract has the consideration of a fifth year renewal option at the discretion of NJPA.

National Joint Powers Alliance® (NJPA)

NJPA Authorized signature: [Signature] Dr. Chad Coquette
NJPA Executive Director (Name printed or typed)

Awarded this 16th day of September, 20 14 NJPA Contract Number 082114 # MSL

NJPA Authorized signature: [Signature] Scott Veronen
NJPA Board Member (Name printed or typed)

Executed this 16th day of September, 20 14 NJPA Contract Number 082114 # MSL

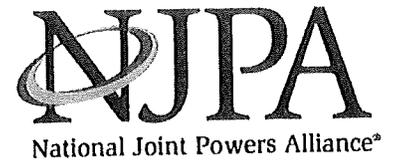
Proposer hereby accepts contract award including all accepted exceptions and NJPA clarifications identified on FORM C.

Vendor Name MUSCO Sports Lighting, LLC

Vendor Authorized signature: [Signature] Luann FERREIRA
(Name printed or typed)

Title: VICE PRESIDENT

Executed this 22nd day of SEPTEMBER, 20 14 NJPA Contract Number 082114 # MSL



www.njpacoop.org

202 12th Street NE
P.O. Box 219
Staples, MN 56479

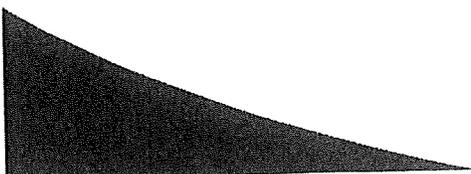
February 20, 2018

To: NJPA Cooperative Purchasing Vendor Community
From: Mr. Marcus Miller, General Counsel and Director of Government Relations
Re: NJPA to be formally known as Sourcewell

National Joint Powers Alliance (NJPA) will formally be known as Sourcewell beginning the summer of 2018. The NJPA board of directors voted unanimously to change the organization's name to Sourcewell. Documentation has been formally submitted and Sourcewell has been registered and trademarked both federally and in Minnesota with the appropriate agencies. As of June 6, 2018 NJPA will begin operating under the name Sourcewell.

NJPA has worked intentionally to mitigate the implications of this change to current and potential members, currently awarded vendors, and other existing partners. Following June 6th, Sourcewell will maintain and continue to recognize the National Joint Powers Alliance name. Membership agreements, contracts and agreements entered into with the National Joint Powers Alliance name will remain valid and continue in effect without impact. This will ensure contractual continuity and safeguard any disruptions to engagement with Sourcewell or NJPA. This includes membership, use of cooperative purchasing contracts, or other binding contractual engagements.

For all other inquiries relating to the name change from NJPA to Sourcewell, please call or email the contract administration team.



Membership Application Form

SOURCEWELL AGREEMENT

This Agreement, made effective on the date hereof, by and between Sourcewell (formerly known as National Joint Powers Alliance) and _____ (hereinafter referred to as the "Member").

Agreement

1. Sourcewell, a public entity whose creation was authorized by Minn. Stat. § 123A.21, has followed procurement procedures for products and services offered by this Agreement in accordance with Minn. Stat. § 471.345. Sourcewell is permitted to engage in cooperative purchasing pursuant to Minn. Stat. § 123A.21 Subd. 7(23).
2. It is the sole responsibility of each Member to follow state and local procurement statutes and rules as it pertains to cooperative purchasing or joint power Agreements with in-state or out-of-state public agencies.
3. Sourcewell makes cooperative purchasing contracts available to Members "as is," and is under no obligation to revise the terms, conditions, scope, price, and/or any other conditions of the contract for the benefit of the Member. Members are permitted to negotiate and agree to additional terms and conditions with Vendors directly.
4. Each party shall be responsible for its acts and the results thereof, to the extent authorized by law, and will not be responsible for the acts of the other party and the results thereof. The Member will be responsible for all aspects of its purchase, including ordering its goods and/or services, inspecting and accepting the goods and/or services, and paying the Vendor who will have directly billed the Member placing the order.
5. The use of each contract by the Member will adhere to the terms and conditions of the Sourcewell contract.
6. Any dispute which may arise between the Member and the Vendor are to be resolved between the Member and the Vendor.
7. This Agreement incorporates all Agreements, covenants and understandings between Sourcewell and the Member. No prior Agreement or understanding, verbal or otherwise, by the parties or their agents, shall be valid or enforceable unless embodied in this Agreement. This Agreement shall not be altered, changed or amended except by written amendment executed by both parties.

Member Name

Sourcewell

By _____
Its _____
TITLE

TITLE

DATE

DATE

MEMBER INFORMATION

Indicate an address to which correspondence may be delivered.

Organization Name* _____

Address* _____

City _____

State/Province Code _____ ZIP code* _____

Country _____

Employer Identification Number _____

Website _____

Contact person* (First, Last) _____

Job Title* _____

Job Role* _____

E-mail* _____

Phone* _____

Organization Type:

Government

- State
- County
- Municipality
- Tribal
- Township
- Special District

Education

- Public K-12
- Private K-12
- Public Higher Ed
- Private Higher Ed

Non-Profit (Please include documentation demonstrating non-profit status)

- Church
- Fraternal
- Other

REFERRED BY

- Advertisement _____
- Colleague/Friend _____
- Vendor representative _____
- Conference/Trade show _____
- Sourcewell website _____
- Other _____

RETURN COMPLETED AGREEMENT TO:

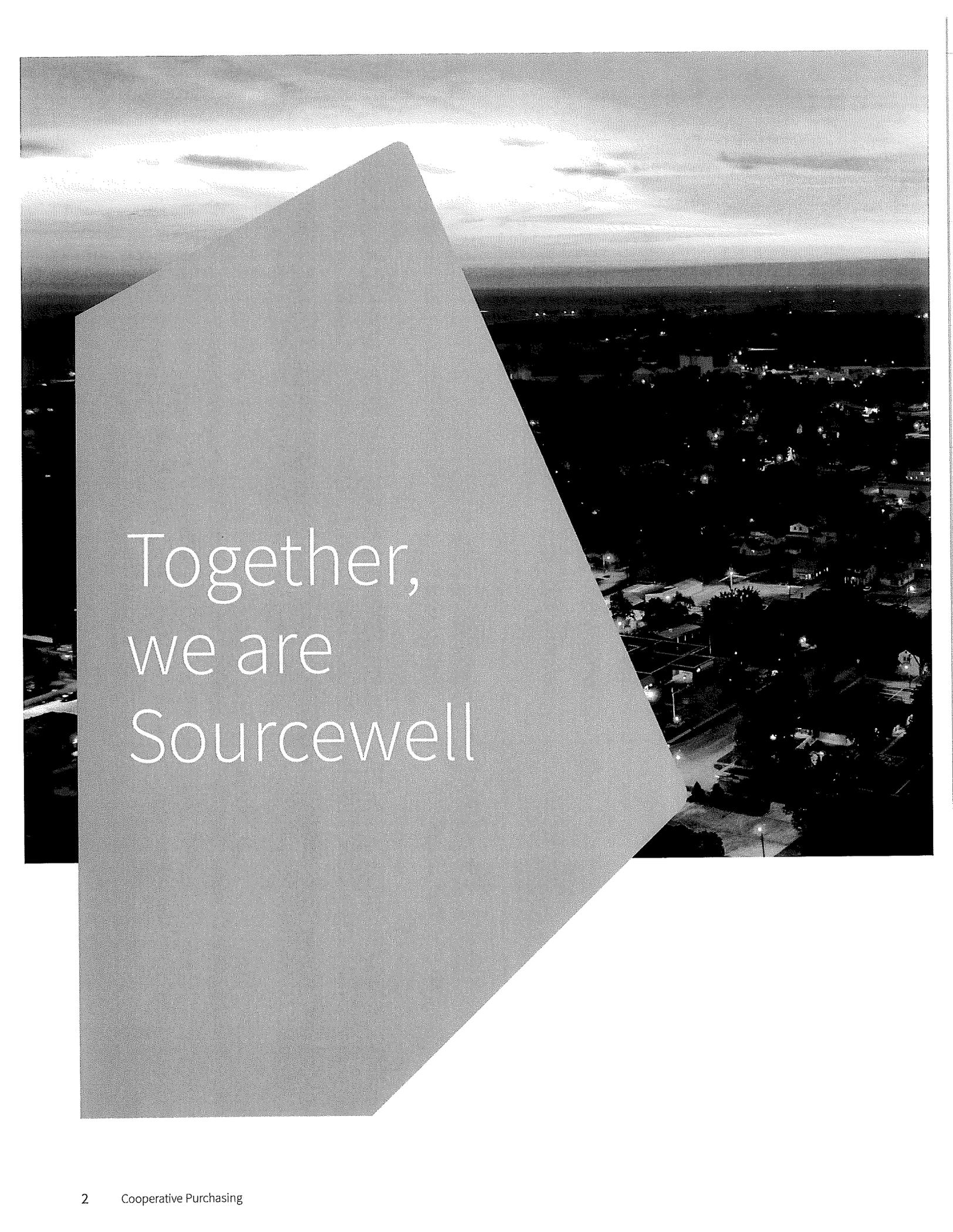
Sourcewell
202 12th Street NE
P.O. Box 219
Staples, MN 56479
877-585-9706 Membership@sourcewell-mn.gov

**Denotes required information*

About Sourcewell & Cooperative Purchasing

Cooperative Purchasing

Sourcewell at your service

An aerial night photograph of a city, showing illuminated buildings and streets. A large, white, semi-transparent geometric shape, resembling a stylized house or a large letter 'A', is overlaid on the left side of the image. The text 'Together, we are Sourcewell' is printed in white on this shape.

Together,
we are
Sourcewell



Cooperative Purchasing

Sourcewell creates national cooperative contract purchasing solutions on behalf of its member agencies. Cooperative contracts offer both time and money savings for users by consolidating the efforts of numerous individually prepared solicitations into one national, cooperatively shared process—taking advantage of the aggregation of volume from members nationwide.

Welcome to Sourcwell

We understand the value of cooperative purchasing, as well as the importance of providing the best solutions for our members.

We have a lot in common

We serve with purpose.

We are a government agency powered by state statute to serve our public-sector membership. Our employees are passionate about service and committed to helping our members succeed so they can fulfill their own public service missions. We invest in regional programs and national partnerships benefiting our members.

We are independent.

As a self-supporting government agency, we, with oversight from our board of publicly elected officials, are able to develop timely, market-driven solutions for members. Not beholden to shareholders, we move decisively to serve members.

We are trailblazers.

We are a market leader with a track record of innovation and growth across all services. Our strong buying power and solid reputation help us bring world-class brands, and well-regarded programs to our membership.

We pay attention to the fine print.

We have standardized our processes and technology around best practices and value the same high procurement standards you have for your team.

We value our relationship with you.

We want our relationship with you to last. We are committed to understanding your needs and providing the comprehensive selection of solutions that will make you successful today and long into the future.

Membership

Advantages of being a member

Efficiency

Cooperative contracts are solicited and ready to use — ensuring best use of time and money. The formal contracting process is satisfied on your behalf, as if you completed the procurement process yourself. Our proven process eliminates low-bid, low-quality results.

Cooperative Spirit

Work with an organization established for the purpose of serving members with solutions and service. All contracts are non-exclusive, no obligation, and offer ability to propose supplemental terms and conditions.

Local Purchasing

Purchase with national contracts at your local dealer. Choice of quality equipment, products, and services at nationally leveraged volume pricing.

Transparency

All the documentation you need is right at your fingertips – with a complete procurement file posted on our website.

Innovative Stewardship

Sourcewell contracts offer options for premiere quality and best value. The terms and conditions of the Sourcewell contract cannot be changed. However, custom, or additional, terms and conditions are acceptable between the customer and vendor at the purchase-order level.

Join and Purchase

For more information

Contact our membership team:

877-585-9706

membership@sourcewell-mn.gov

Become a member

Fill out an online or paper application. A membership legal agreement is available if needed.

After submitting your application, you will receive a Sourcewell member ID number electronically and a welcome packet by mail.

Make a purchase

Browse our catalog of nationally awarded vendors online.

Contact the vendor directly and inform them of your interest in using the Sourcewell contract OR use our expertise — contact our membership team. We want to be your guide.

Sourcewell's creation was authorized by Minnesota law as an Educational Service Cooperative Unit, Independent School District #924, to serve education, government, and nonprofit entities with solutions, as outlined in Minn. Stat. 123A.21, subd. 7, which are more efficiently delivered cooperatively than by each entity individually. As a service cooperative, Sourcewell is a governmental unit of the State of Minnesota, all Sourcewell employees are government employees.

Sourcewell is governed by an eight-member board made up of county commissioners, city councilmembers, mayors, or school board members.

Sourcewell Procurement Process

Solicitation Process

While it is the desire of Sourcewell to meet our members' procurement requirements, it is ultimately our members' responsibility to interpret local purchasing laws to determine their own ability to access and utilize Sourcewell contracts.

Our rigorous request for proposal (RFP) process is continuously being refined to meet the changing needs of our members. The desired result is a national, competitively solicited procurement and contract process that is not only valued by members but meets or exceeds their requirements—offering exceptional products and services from nationally acclaimed vendors.

1. Identify Member Needs and Research Solutions

Sourcewell identifies areas of need through daily member interactions and advisory committees, then researches the best approach for each offering.

2. Seek Authorization from Sourcewell's Board of Directors

After establishing the existence of member needs and a viable industry solution, permission from the publicly elected Sourcewell Board of Directors is sought to officially begin the development of the solicitation and overall procurement process.

3. Draft Solicitation, Public Advertisement, and Notice

Our solicitation document is the cornerstone of cooperative contract purchasing. The consistency of the solicitation document, its response forms and evaluation criteria, are some of our greatest assets.

Sourcewell advertises each RFP:

- In print and online: [Salt Lake News](#) (Utah), [USA Today](#) (National), [Daily Journal of Commerce](#) (Oregon), [The State](#) (South Carolina)
- On the Sourcewell website
- On e-commerce sites: [Biddingo](#), [MERX](#), [Onvia](#), [PublicPurchase](#)

We also notify each state procurement department for re-posting of the solicitation within their system at their option.

4. Conduct Pre-Proposal Conference, Followed by Receipt of Responses

Proposers are typically given five to six weeks from the advertisement of the RFP to respond. A Pre-Proposal Conference is conducted to answer questions and provide clarification. An addendum may be issued as necessary.

For accuracy, Sourcewell time and date stamps each Proposal immediately upon receipt at our office in Staples, MN. Sourcewell conducts a public opening of the proposals received at the time, date, and place specified in the RFP.

5. Evaluate Responses

Evaluation begins at the proposal opening by determining the responsiveness of each proposal. The final evaluation is conducted using the "Proposal Evaluation" form defined in the RFP (Form G). [Click here for an example.](#)

6. Provide Recommendation to Chief Procurement Officer (CPO)

Recommendations of the evaluation committee are presented to the CPO for final review and possible award. The CPO has the final authority to issue or deny a procurement contract.

7. Award Vendors

Upon approval by the CPO, the recommended vendor is awarded a four-year contract term with the potential for an additional one-year extension at the discretion of Sourcewell. The Procurement Department sends Notice of Award or Non-Award to all respondents via email.

8. Posting and Reviewing Approved Contract Documents

A complete procurement file is maintained by Sourcewell, and contract documentation is posted on our website for review by our members and are periodically reviewed for compliance and effectiveness. Vendors are allowed to seek price and product changes upon the approval from Sourcewell.