

RESOLUTION NO. 2021 - 85

**A RESOLUTION BY THE BOARD OF COUNTY COMMISSIONERS OF ST. JOHNS COUNTY, FLORIDA, AUTHORIZING THE COUNTY ADMINISTRATOR, OR DESIGNEE, TO EXECUTE AND ISSUE A PURCHASE ORDER TO MUSCO SPORTS LIGHTING, LLC FOR SPORTS LIGHTING SYSTEM EQUIPMENT FOR THE NEW BALL FIELD AT DAVIS PARK.**

**RECITALS**

**WHEREAS**, the County seeks to purchase LED sports lighting for the new ball field that will be constructed at Davis Park as part of the Davis Park Expansion project, and the SJC Recreation Department requested to purchase the lighting system from Musco Sports Lighting, LLC is it is the brand of equipment utilized in various other parks and to maintain consistency of operations and maintenance; and

**WHEREAS**, a single source notification was posted through DemandStar in accordance with Florida Statute 287.057(3), and no qualified alternative responses were received; and

**WHEREAS**, the equipment will be purchased by the County and installed by the Contractor awarded the construction project for the Davis Park Expansion; and

**WHEREAS**, the purchase will be funded by the Public Works Department; and

**WHEREAS**, the County finds that purchasing this equipment serves a public purpose.

**NOW, THEREFORE BE IT RESOLVED BY THE BOARD OF COUNTY COMMISSIONERS OF ST. JOHNS COUNTY, FLORIDA**, as follows:

Section 1. The above Recitals are incorporated by reference into the body of this Resolution and such Recitals are adopted as finds of fact.

Section 2. The County Administrator, or designee, is hereby authorized to purchase the specified LED sports lighting for a new ball field at Davis Park.

Section 3. Additionally, the County Administrator, or designee, is further authorized to execute and issue a purchase order to Musco Sports Lighting, LLC for the purchase of the specified equipment for \$185,000.

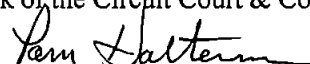
Section 4. To the extent that there are typographical and/or administrative errors that do not change the tone, tenor, or concept of this Resolution, then this Resolution may be revised without subsequent approval by the Board of County Commissioners.

**PASSED AND ADOPTED** by the Board of County Commissioners of St. Johns County, Florida, this 2nd day of March, 2021.

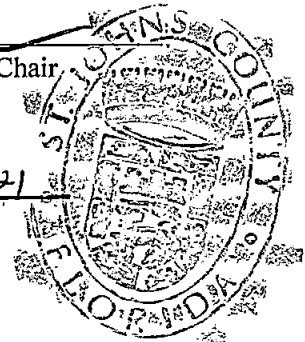
**BOARD OF COUNTY COMMISSIONERS OF  
ST. JOHNS COUNTY, FLORIDA**

By:   
Jeremiah R. Blocker, Chair

**ATTEST:** Brandon J. Patty,  
Clerk of the Circuit Court & Comptroller

By:   
Deputy Clerk

RENDITION DATE 3/2/21





## St. Johns County Board of County Commissioners

Purchasing Division

### NOTICE OF SINGLE OR SOLE SOURCE PROCUREMENT

St Johns County, FL  
Purchasing Division  
500 San Sebastian View  
St. Augustine, FL 32084  
Office: (904) 209-0150

**Sole/Single Source No: SS No: 21-18**

**Date Posted: December 7, 2020**

**Written Response due: December 16, 2020 by or before 11:30AM**

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#### **RESPONSES SUBMITTED TO:**

**Name: Erin Edwards**

**Email Address: eedwards@sjcfl.us**

**Phone Number: (904) 209-0164**

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This is NOT a formal solicitation (RFB, RFP, RFQ) and there are no solicitation documents available. A contract or purchase order is proposed for the product(s) or service(s) identified below. St Johns County, FL, intends to negotiate and award a PO or contract to the vendor indicated in accordance with Florida State Statute 287.057(5)(c) and 120.57(3). Any responses received as a result of this Notice shall be considered solely for the purpose of determining whether an equivalent product or service can be provided by alternative source(s), which may warrant a competitive solicitation. Responses will NOT be considered as proposals, bids or quotes.

#### **PRODUCT/SERVICE REQUIRED:**

**Davis Park Expansion/Sports Lighting for New Ball Field**

**DESCRIPTION:** To purchase and install sports lighting for a new ball field at Davis Park. Musco's light structure TLC for LED lighting system includes: light structure green system in five pieces to include pre-cast concrete bases, galvanized steel poles, electrical component encloses, pole length wire harness, factory-aimed and assembled TLC LED luminaries, Musco Lighting Contractor Cabinet and Control Link per drawings. It also includes energy savings, 50% less spill and glare light, warranty that eliminates 100% of maintenance costs for 25 years (including labor and materials), guaranteed constant light levels for 25 years (30 footcandles), and lighting Contractors sized for voltage and phase at jobsite.

#### **INTENDED SOLE/SINGLE SOURCE CONTRACTOR/VENDOR:**

**Musco Sports Lighting, LLC**

**PROPOSED COST:** \$185,000.00

**PROPOSED CONTRACT/PURCHASE TERM:**

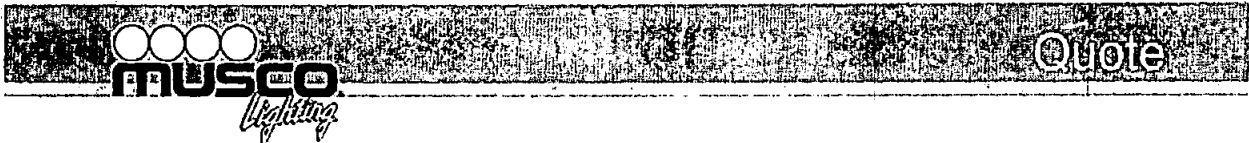
Intent is for a Contract Agreement to meet the timeframe (TBD) of installing sports lighting for this project.

**JUSTIFICATION FOR SOLE/SINGLE SOURCE:** Musco Sports Lighting, LLC has been used at numerous County Parks for installing sports lighting. Preferred vendor in order to have uniformed lighting at all County Parks & Recreation locations.

**RESPONSE TO SOLE/SINGLE SOURCE:**

Firms/Vendors who are capable of providing an equivalent product and/or service as stated herein may submit the following, in writing: Company Name, address, point of contact, contact information (phone #, email, etc.) and statement, description and/or capability to provide an equivalent product/service. Responses shall be submitted to the Point of Contact shown above, by or before the due date provided herein. Responses received after the provided due date shall not be considered.

**ATTACHMENTS:** N/A



**Davis Park Multipurpose Field**  
**Date: November 10, 2020**  
**To: Ms. Phyllis Thorpe**  
**Pricing Per Clay County Contract RFP#18/19-2**  
**Project #144842**

**Quotation Price – Musco Equipment**

Musco's Light Structure TLC for LED lighting system as described below and delivered to the job site:  
 (See Contract Pricing Breakdown Below)

Davis Park Multipurpose Field (440' x 200').....\$185,000

**Equipment Description**

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

- Pre-cast concrete bases
- Galvanized steel poles
- Electrical component enclosures
- Pole length wire harness
- Factory-aimed and assembled TLC LED luminaires
- Musco Lighting Contactor Cabinet and Control Link per drawings

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
- Musco Constant 25™ product assurance and warranty program that eliminates 100% of your maintenance costs for 25 years, including labor and materials
- Guaranteed constant light levels for 25 years (30 footcandles)
- Lighting Contactors sized for voltage and phase at jobsite

Field Description	Quantity	Pricing Per Clay	Extended Price
(Sect I) Football Field (360'x160') 70' setback 30 FC	1	\$187,300	\$187,300
<b>Subtotal</b>			\$187,300
Deduct: Design Parameters			\$2,300
<b>Total:</b>			\$185,000

**Sales tax is not included as part of this quote.**

Notes:

Quote is based on:

- Structural code and wind speed = FBC 2017, 130 MPH

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

Danny Sheldon  
 North Florida Sales Representative  
 Musco Sports Lighting, LLC  
 Phone: 352-665-0578 Fax: 800/374-6402  
 E-mail: danny.sheldon@musco.com

Corporate: 100 1st Ave West · PO Box 808 · Oskaloosa, IA 52577 · 641/673-0411 · 800/825-6020 · Fax: 641/673-4740  
Manufacturing: 2107 Stewart Road · PO Box 260 · Muscatine, IA 52761 · 563/263-2281 · 800/756-1205 · Fax: 800/374-6402  
Web: www.musco.com · Email: lighting@musco.com



November 6, 2020

St. Johns County  
2750 Industry Center Road  
St. Augustine, FL 32084

RE: Musco Sports Lighting, LLC Sole Source

Dear Ms. Phyllis Thorpe,

Musco Sports Lighting, LLC (Musco) has been the sports lighting supplier for St. Johns County for 20 years. There are numerous benefits for St. Johns County to have Musco as a sole source vendor.

This letter is to confirm that Musco Sports Lighting, LLC has no agents or dealers authorized to represent the company. Musco Sports Lighting, LLC products must be purchased directly from the company. Musco has a number of designs and technology protected by U.S. and foreign patent(s), both issued and pending. Musco has numerous UL product certifications and our luminaires have been reviewed by UL to UL and CSA standards.

Musco has shaped the history of sports and transportation/infrastructure lighting since 1976, specializing in the design and manufacture of systems for venues around the world. Built on a foundation of responsibility to the needs of everything being impacted, Musco's solutions have illuminated everything from neighborhood ballfields; to major stadiums and arenas; to international airports, rail yards, industrial sites, container terminals, and ports; to iconic landmarks and the Olympic Games.

At Musco, our approach is more than just selling and installing poles and fixtures. We are in the business of selling the right amount of light, on and off the facility, for the least amount of cost over the life of the warranty. We work closely with the owner and their consultants to gain a full understanding of the facility, its use and surroundings.

Light-Structure System™ lighting with Total Light Control – TLC for LED™ technology is for new outdoor lighting applications. It is engineered as a 5 Easy Pieces™ complete system from foundation to poletop designed to a customer's needs. Lights, structures, and electrical components are engineered to work together. This ensures the designed lighting gets in place and stays there over the life of the system, while also maintaining and protecting the operation environment so the components continue to function. We've included features like factory aimed luminaires, easy to reach remote drivers, integrated grounding, and surge protection to ensure the longevity of the lighting system. Musco's Light-Structure System™ is engineered as a complete system including the precast concrete base, galvanized steel pole, electrical components enclosure, wire harness and poletop luminaire assembly. This allows for installation ease and reduced time and expense. Musco's TLC for LED® luminaire is available in several wattage, Kelvin & CRI combinations to meet custom project requirements. Multiple light control visor options are available to allow for precise light control therefore dramatically reducing glare and spill. Our unique heat sink has convective air cooling design that maintains a low LED junction temperature during high wattage operation. This system includes our Control-Link® control system for remote operation and is covered by Musco's Constant 25™ product assurance and warranty program.

**Lighting . . . We Make It Happen.**

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Corporate: 100 1st Ave West · PO Box 808 · Oskaloosa, IA 52577 · 641/673-0411 · 800/825-6020 · Fax: 641/673-4740  
Manufacturing: 2107 Stewart Road · PO Box 260 · Muscatine, IA 52761 · 563/263-2281 · 800/756-1205 · Fax: 800/374-6402  
Web: [www.musco.com](http://www.musco.com) · Email: [lighting@musco.com](mailto:lighting@musco.com)



SportsCluster® lighting system with Total Light Control – TLC for LED™ or Total Light Control – TLC for LED™ Retrofit System technology is for outdoor and indoor lighting applications. It is a modular photometric unit, factory aimed and tested, to interface with a customer's existing structures, making an easy retrofit lighting solution. Musco's TLC for LED® luminaire is available in several wattage, Kelvin & CRI combinations to meet custom project requirements. Multiple light control visor options are available to allow for precise light control therefore dramatically reducing glare and spill. Our unique heat sink has convective air cooling design that maintains a low LED junction temperature during high wattage operation. This system includes our Control-Link® control system for remote operation and is covered by Musco's Constant 10™ product assurance and warranty program, contingent upon Musco's inspection and approval of existing structure and electrical wiring.

Control-Link® control and monitoring system offers efficient, cost-effective tools that are both cutting-edge and simple to use. Musco will have your back 24/7/365 to ensure your lights are only on when needed, keeping neighbors and taxpayers happy. Because more than anything, it's about peace of mind. The Control-Link® system provides comprehensive scheduling assistance, system monitoring, secure password-protected access, automated equipment controls, and valuable usage data.

Show-Light™ entertainment services provide a cost-effective way for you to bring professional light shows to your facility. From pre-game introductions, to halftime shows, to celebrating big plays and big wins, this special effects lighting will energize players and fans and take your game atmosphere to a new level. Special effects light shows aren't just for the pros anymore. Musco's Show-Light™ technology utilizes instant on/off and the advanced control capabilities of LED, is easy to use, and delivers both pre-designed and customized light shows.

Show-Light+® entertainment services will tap into advanced customization capabilities and more complex light shows that incorporate music along with the special effects lighting. The Show-Light+® system is easy to use and will provide even more memorable game night experience. Light and sound shows that mirror what's seen at the biggest and best professional stadiums. The equipment you'll be supplied with, and the light shows it will deliver, are exactly the same as what we provide the NFL, MLB, NBA, and NHL customers. Musco is not responsible for obtaining rights to or any cost associated with music licenses.

Mini-Pitch System™ modular sports solution has an innovative, all-in-one design to help communities create fun and active play spaces by revitalizing public areas. Created to assist the U.S. Soccer Foundation in providing safer places to play the game, the Mini-Pitch System™ solution is ideal for transforming abandoned courts and other underutilized areas into places where children and families can come together in the spirit of teamwork, empowerment, and physical activity. It comes as a modular system complete with lighting, fencing, goals, benches, ADA-compliant access, and lockable storage. This system is only available with the TLC for LED® lighting technology.

MuscoVision™ video system is a complete automated sports broadcasting solution that includes camera equipment, networking, streaming services, broadcast production, and distribution for watching various sporting events on a variety of platforms. It includes automated camera switching and game tracking for an enhanced broadcast experience. Also, it includes active game detection for ease of scheduling utilizing the same toolset used to schedule lighting. The customer must provide their own internet connection, install our MuscoVision™ video system equipment, and set a broadcast schedule in Musco's Control-Link® control system. Musco does the rest!

**Lighting . . . We Make It Happen.**

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Web: [www.musco.com](http://www.musco.com) · Email: [lighting@musco.com](mailto:lighting@musco.com)



Installation services are available on a per project basis dependent on Musco's compliance with state and local licensing requirements. 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. Musco Sports Lighting, LLC has a network of over 1,800 contractors around the United States of America that we utilize to install and maintain our lighting systems per the Musco Constant 25™ and Musco Constant 10™ warranty documents.

Musco Sports Lighting, LLC has over 160 Team Members dedicated to operating and maintaining customer lighting around the USA. Regionally based service technicians are available for quick responses. These Team Members are factory-trained and specialize in routine maintenance, repairs, and analysis of sports lighting systems. Our Control-Link Central™ service center is staffed 24/7/365 with trained operators whom provide scheduling and report assistance, along with one-on-one phone training. Proactive nightly testing is done to assure customer's control systems are operating properly and field operations are constantly monitored.

Along with our Lighting Services and Control-Link Central™ teams, we have a fully staffed group of internal experts including but not limited to Sales Representatives, Regional Sales Associates, Service Representatives, Part Representatives, Project Coordinators, Project Planning Specialists, Schedulers, and Engineers. We will ensure your project flows smoothly and you get the results you expect.

If you have any questions or require additional information, please contact us at 800-825-6030 or by email at [musco.contracts@musco.com](mailto:musco.contracts@musco.com).

Thank you,

*Danny Sheldon*

Danny Sheldon  
Florida Sales Representative  
Musco Sports Lighting, LLC

SS 21-18

REQUEST FOR APPROVAL  
ST JOHNS COUNTY PURCHASING

SUBJECT: Davis Park Expansion/Sports Lighting for New Ball Field.

Requesting sole source to ensure the park has uniform lighting.

SUGGESTED VENDOR: MUSCO Lighting, North Florida

ESTIMATE: \$ 185,000.00

REASON FOR REQUEST:

- A.  Standardization
- B.  Spare Parts
- C.  Replacement Parts

PURCHASING POLICY NUMBER:

- D.  Only Known Supplier
- E.  Delay of Construction Contractor
- F.  Environmental Urgency
- G.  Public Safety Emergency
- H.  Time Restriction
- I.  Other

BUDGET ACCOUNT NO/DESCRIPTION:

BUDGETED AMOUNT: \$ 185,000.00

1198-56301 \$50,000.00  
 3446-56301 \$1,580,000.00  
 1198-56301 \$1,430,000.00

REQUISITIONER: Phyllis Thorpe *Phyllis Thorpe*

DATE: 12/04/2020

DEPT. MANAGER: Bill Freeman *Bill Freeman*

DATE: 12/4/20

DIVISION MANAGER:

DATE:

PURCHASING REVIEW

- DISPOSITION: A.  Concurs with Request  
 B.  Does not concur with Request  
 C.  Requires approval(s) as listed below

COMMENTS:

BUYER:

DATE:

PURCHASING MANAGER:

DATE:

MANAGEMENT REVIEW

- DISPOSITION: A.  Concurs with Request  
 B.  Does not concur with Request

COMMENTS:

\_\_\_ Brad Bradley, Deputy Administrator / Chief of Staff

DATE:

\_\_\_ Joy Andrews, Deputy Administrator of Strategic Affairs

DATE:

\_\_\_ Hunter S. Conrad, County Administrator

DATE:

(Use reverse side for additional comments)  
Return to Purchasing when completed.

Revised 01/08/20