

**Solicitation Number: #071619****CONTRACT**

This Contract is between Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and CHM Industries Inc. DBA CHM Sports Lighting 700 E. McLeroy Blvd Saginaw TX 76179 (Vendor).

Sourcewell is a State of Minnesota local government agency and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) that offers cooperative procurement solutions to its members. Participation is open to all levels of governmental entity, higher education, K-12 education, nonprofit, tribal government, and other public entities located in the United States and Canada.

Vendor desires to contract with Sourcewell to provide equipment, products, or services to Sourcewell and its Members (Members).

**1. TERM OF CONTRACT**

- A. **EFFECTIVE DATE.** This Contract is effective upon the date of the final signature below.
- B. **EXPIRATION DATE AND EXTENSION.** This Contract expires August 27, 2023, unless it is cancelled sooner pursuant to Article 24. This Contract may be extended up to one additional one-year period upon request of Sourcewell and with written agreement by Vendor.
- C. **SURVIVAL OF TERMS.** Articles 11 through 16 survive the expiration or cancellation of this Contract.

**2. EQUIPMENT, PRODUCTS, OR SERVICES**

- A. **EQUIPMENT, PRODUCTS, OR SERVICES.** Vendor will provide the Equipment, Products, or Services as stated in its Proposal submitted under the Solicitation Number listed above. Vendor's Equipment, Products, or Services Proposal (Proposal) is attached and incorporated into this Contract.

All Equipment and Products provided under this Contract must be new/current model. Vendor may offer close-out or refurbished Equipment or Products if they are clearly indicated in Vendor's product and pricing list. Unless agreed to by the Member in advance, Equipment or Products must be delivered as operational to the Member's site.

This Contract offers an indefinite quantity of sales, and while substantial volume is anticipated, sales and sales volume are not guaranteed.

B. **LAWS AND REGULATIONS.** All Equipment, Products, or Services must comply fully with applicable federal laws and regulations, and with the laws of the state or province in which the Equipment, Products, or Services are sold.

C. **WARRANTY.** Vendor warrants that all Equipment, Products, and Services furnished are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Vendor warrants the Equipment, Products, and Services are suitable for and will perform in accordance with the ordinary use for which they are intended. Vendor's dealers and distributors must agree to assist the Member in reaching a resolution in any dispute over warranty terms with the manufacturer. Any manufacturer's warranty that is effective past the expiration of the Vendor's warranty will be passed on to the Member.

D. **DEALERS AND DISTRIBUTORS.** Upon Contract execution, Vendor will make available to Sourcewell a means to validate or authenticate Vendor's authorized Distributors/Dealers relative to the Equipment, Products, and Services related to this Contract. This list may be updated from time-to-time and is incorporated into this Contract by reference. It is the Vendor's responsibility to ensure Sourcewell receives the most current version of this list.

### **3. PRICING**

All Equipment, Products, or Services under this Contract will be priced as stated in Vendor's Proposal.

Regardless of the payment method chosen by the Member, the total cost associated with any purchase option of the Equipment, Products, or Services must always be disclosed in the pricing quote to the applicable Member at the time of purchase.

When providing pricing quotes to Members, all pricing quoted must reflect a Member's total cost of acquisition. This means that the quoted cost is for delivered Equipment, Products, and Services that are operational for their intended purpose, and includes all costs to the Member's requested delivery location.

A. **SHIPPING AND SHIPPING COSTS.** All delivered Equipment and Products must be properly packaged. Damaged Equipment and Products may be rejected. If the damage is not readily apparent at the time of delivery, Vendor must permit the Equipment and Products to be returned within a reasonable time at no cost to Sourcewell or its Members. Members reserve the right to inspect the Equipment and Products at a reasonable time after delivery where circumstances or conditions prevent effective inspection of the Equipment and Products at the time of delivery.

Vendor must arrange for and pay for the return shipment on Equipment and Products that arrive in a defective or inoperable condition.

Sourcwell may declare the Vendor in breach of this Contract if the Vendor intentionally delivers substandard or inferior Equipment or Products. In the event of the delivery of nonconforming Equipment and Products, the Member will notify the Vendor as soon as possible and the Vendor will replace nonconforming Equipment and Products with conforming Equipment and Products that are acceptable to the Member.

B. SALES TAX. Each Member is responsible for supplying the Vendor with valid tax-exemption certification(s). When ordering, Members must indicate if it is a tax-exempt entity.

C. HOT LIST PRICING. At any time during this Contract, Vendor may offer a specific selection of Equipment, Products, or Services at discounts greater than those listed in the Contract. When Vendor determines it will offer Hot List Pricing, it must be submitted electronically to Sourcwell in a line-item format. Equipment, Products, or Services may be added or removed from the Hot List at any time through a Sourcwell Price and Product Change Form as defined in Article 4 below.

Hot List program and pricing may also be used to discount and liquidate close-out and discontinued Equipment and Products as long as those close-out and discontinued items are clearly identified as such. Current ordering process and administrative fees apply. Hot List Pricing must be published and made available to all Members.

#### **4. PRODUCT AND PRICING CHANGE REQUESTS**

Vendor may request Equipment, Product, or Service changes, additions, or deletions at any time. All requests must be made in writing by submitting a signed Sourcwell Price and Product Change Request Form to the assigned Sourcwell Contract Administrator. This form is available from the assigned Sourcwell Contract Administrator. At a minimum, the request must:

- Identify the applicable Sourcwell contract number
- Clearly specify the requested change
- Provide sufficient detail to justify the requested change
- Individually list all Equipment, Products, or Services affected by the requested change, along with the requested change (e.g., addition, deletion, price change)
- Include a complete restatement of pricing documentation in Microsoft Excel with the effective date of the modified pricing, or product addition or deletion. The new pricing restatement must include all Equipment, Products, and Services offered, even for those items where pricing remains unchanged.

A fully executed Sourcwell Price and Product Request Form will become an amendment to this Contract and be incorporated by reference.

## **5. MEMBERSHIP, CONTRACT ACCESS, AND MEMBER REQUIREMENTS**

A. **MEMBERSHIP.** Membership in Sourcewell is open to public and nonprofit entities across the United States and Canada; such as municipal, state/province, K-12 and higher education, tribal government, and other public entities.

The benefits of this Contract should be available to all Members that can legally access the Equipment, Products, or Services under this Contract. A Member's authority to access this Contract is determined through its cooperative purchasing, interlocal, or joint powers laws. Any entity accessing benefits of this Contract will be considered a Service Member of Sourcewell during such time of access. Vendor understands that a Member's use of this Contract is at the Member's sole convenience and Members reserve the right to obtain like Equipment, Products, or Services from any other source.

Vendor is responsible for familiarizing its sales and service forces with Sourcewell membership requirements and documentation and will encourage potential members to join Sourcewell. Sourcewell reserves the right to add and remove Members to its roster during the term of this Contract.

B. **PUBLIC FACILITIES.** Vendor's employees may be required to perform work at government-owned facilities, including schools. Vendor's employees and agents must conduct themselves in a professional manner while on the premises, and in accordance with Member policies and procedures, and all applicable laws.

## **6. MEMBER ORDERING AND PURCHASE ORDERS**

A. **PURCHASE ORDERS AND PAYMENT.** To access the contracted Equipment, Products, or Services under this Contract, Member must clearly indicate to Vendor that it intends to access this Contract; however, order flow and procedure will be developed jointly between Sourcewell and Vendor. Typically a Member will issue a purchase order directly to Vendor. Members may use their own forms for purchase orders, but it should clearly note the applicable Sourcewell contract number. Members will be solely responsible for payment and Sourcewell will have no liability for any unpaid invoice of any Member.

B. **ADDITIONAL TERMS AND CONDITIONS.** Additional terms and conditions to a purchase order may be negotiated between a Member and Vendor, such as job or industry-specific requirements, legal requirements (such as affirmative action or immigration status requirements), or specific local policy requirements. Any negotiated additional terms and conditions must never be less favorable to the Member than what is contained in Vendor's Proposal.

C. **PERFORMANCE BOND.** If requested by a Member, Vendor will provide a performance bond that meets the requirements set forth in the Member's purchase order.

D. **SPECIALIZED SERVICE REQUIREMENTS.** In the event that the Member requires service or specialized performance requirements (such as e-commerce specifications, specialized delivery requirements, or other specifications and requirements) not addressed in this Contract, the Member and the Vendor may enter into a separate, standalone agreement, apart from this Contract. Sourcwell, including its agents and employees, will not be made a party to a claim for breach of such agreement.

E. **TERMINATION OF PURCHASE ORDERS.** Members may terminate a purchase order, in whole or in part, immediately upon notice to Vendor in the event of any of the following events:

1. The Member fails to receive funding or appropriation from its governing body at levels sufficient to pay for the goods to be purchased;
2. Federal or state laws or regulations prohibit the purchase or change the Member's requirements; or
3. Vendor commits any material breach of this Contract or the additional terms agreed to between the Vendor and a Member.

F. **GOVERNING LAW AND VENUE.** The governing law and venue for any action related to a Member's purchase order will be determined by the Member making the purchase.

## **7. CUSTOMER SERVICE**

A. **PRIMARY ACCOUNT REPRESENTATIVE.** Vendor will assign an Account Representative to Sourcwell for this Contract and must provide prompt notice to Sourcwell if that person is changed. The Account Representative will be responsible for:

- Maintenance and management of this Contract;
- Timely response to all Sourcwell and Member inquiries; and
- Business reviews to Sourcwell and Members, if applicable.

B. **BUSINESS REVIEWS.** Vendor must perform a minimum of one business review with Sourcwell per contract year. The business review will cover sales to members, pricing and contract terms, administrative fees, supply issues, customer issues, and any other necessary information.

## **8. REPORT ON CONTRACT SALES ACTIVITY AND ADMINISTRATIVE FEE PAYMENT**

A. **CONTRACT SALES ACTIVITY REPORT.** Each calendar quarter, Vendor must provide a contract sales activity report (Report) to the Sourcwell Contract Administrator assigned to this Contract. A Report must be provided regardless of the number or amount of sales during that quarter (i.e., if there are no sales, Vendor must submit a report indicating no sales were made).

The Report must contain the following fields:

- Customer Name (e.g., City of Staples Highway Department);
- Customer Physical Street Address;
- Customer City;
- Customer State;
- Customer Zip Code;
- Customer Contact Name;
- Customer Contact Email Address;
- Customer Contact Telephone Number;
- Sourcewell Assigned Entity/Member Number;
- Item Purchased Description;
- Item Purchased Price;
- Sourcewell Administrative Fee Applied; and
- Date Purchase was invoiced/sale was recognized as revenue by Vendor.

B. ADMINISTRATIVE FEE. In consideration for the support and services provided by Sourcewell, the Vendor will pay an administrative fee to Sourcewell on all Equipment, Products, and Services provided to Members. The Vendor will submit a check payable to Sourcewell for the percentage of administrative fee stated in the Proposal multiplied by the total sales of all Equipment, Products, and Services purchased by Members under this Contract during each calendar quarter. Payments should note the Sourcewell-assigned contract number in the memo and must be mailed to the address above "Attn: Accounts Receivable." Payments must be received no later than forty-five (45) calendar days after the end of each calendar quarter.

Vendor agrees to cooperate with Sourcewell in auditing transactions under this Contract to ensure that the administrative fee is paid on all items purchased under this Contract.

In the event the Vendor is delinquent in any undisputed administrative fees, Sourcewell reserves the right to cancel this Contract and reject any proposal submitted by the Vendor in any subsequent solicitation. In the event this Contract is cancelled by either party prior to the Contract's expiration date, the administrative fee payment will be due no more than thirty (30) days from the cancellation date.

## **9. AUTHORIZED REPRESENTATIVE**

Sourcewell's Authorized Representative is its Chief Procurement Officer.

Vendor's Authorized Representative is the person named in the Vendor's Proposal. If Vendor's Authorized Representative changes at any time during this Contract, Vendor must promptly notify Sourcewell in writing.

## **10. ASSIGNMENT, AMENDMENTS, WAIVER, AND CONTRACT COMPLETE**

- A. **ASSIGNMENT.** Neither the Vendor nor Sourcewell may assign or transfer any rights or obligations under this Contract without the prior consent of the parties and a fully executed assignment agreement. Such consent will not be unreasonably withheld.
- B. **AMENDMENTS.** Any amendment to this Contract must be in writing and will not be effective until it has been fully executed by the parties.
- C. **WAIVER.** If either party fails to enforce any provision of this Contract, that failure does not waive the provision or the right to enforce it.
- D. **CONTRACT COMPLETE.** This Contract contains all negotiations and agreements between Sourcewell and Vendor. No other understanding regarding this Contract, whether written or oral, may be used to bind either party.
- E. **RELATIONSHIP OF THE PARTIES.** The relationship of the parties is one of independent contractors, each free to exercise judgment and discretion with regard to the conduct of their respective businesses. This Contract does not create a partnership, joint venture, master-servant, principal-agent, or any other relationship.

## **11. LIABILITY**

Vendor must indemnify, save, and hold Sourcewell and its Members, including their agents and employees, harmless from any claims or causes of action, including attorneys' fees, arising out of the performance of this Contract by the Vendor or its agents or employees; this indemnification includes injury or death to person(s) or property alleged to have been caused by some defect in the Equipment, Products, or Services under this Contract to the extent the Equipment, Product, or Service has been used according to its specifications.

## **12. AUDITS**

Sourcewell reserves the right to review the books, records, documents, and accounting procedures and practices of the Vendor relevant to this Contract for a minimum of six (6) years from the end of this Contract. This clause extends to Members as it relates to business conducted by that Member under this Contract.

## **13. GOVERNMENT DATA PRACTICES**

Vendor and Sourcewell must comply with the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13, as it applies to all data provided by or provided to Sourcewell under this Contract and as it applies to all data created, collected, received, stored, used, maintained, or disseminated by the Vendor under this Contract.

If the Vendor receives a request to release the data referred to in this article, the Vendor must immediately notify Sourcewell and Sourcewell will assist with how the Vendor should respond to the request.

#### **14. INTELLECTUAL PROPERTY**

As applicable, Vendor agrees to indemnify and hold harmless Sourcewell and its Members against any and all suits, claims, judgments, and costs instituted or recovered against Sourcewell or Members by any person on account of the use of any Equipment or Products by Sourcewell or its Members supplied by Vendor in violation of applicable patent or copyright laws.

#### **15. PUBLICITY, MARKETING, AND ENDORSEMENT**

A. **PUBLICITY.** Any publicity regarding the subject matter of this Contract must not be released without prior written approval from the Authorized Representatives. Publicity includes notices, informational pamphlets, press releases, research, reports, signs, and similar public notices prepared by or for the Vendor individually or jointly with others, or any subcontractors, with respect to the program, publications, or services provided resulting from this Contract.

B. **MARKETING.** Any direct advertising, marketing, or offers with Members must be approved by Sourcewell. Materials should be sent to the Sourcewell Contract Administrator assigned to this Contract.

C. **ENDORSEMENT.** The Vendor must not claim that Sourcewell endorses its Equipment, Products, or Services.

#### **16. GOVERNING LAW, JURISDICTION, AND VENUE**

Minnesota law governs this Contract. Venue for all legal proceedings out of this Contract, or its breach, must be in the appropriate state court in Todd County or federal court in Fergus Falls, Minnesota.

#### **17. FORCE MAJEURE**

Neither party to this Contract will be held responsible for delay or default caused by acts of God or other conditions that are beyond that party's reasonable control. A party defaulting under this provision must provide the other party prompt written notice of the default.

#### **18. SEVERABILITY**

If any provision of this Contract is found to be illegal, unenforceable, or void then both Sourcewell and Vendor will be relieved of all obligations arising under such provisions. If the

remainder of this Contract is capable of performance, it will not be affected by such declaration or finding and must be fully performed.

## 19. PERFORMANCE, DEFAULT, AND REMEDIES

A. PERFORMANCE. During the term of this Contract, the parties will monitor performance and address unresolved contract issues as follows:

1. *Notification.* The parties must promptly notify each other of any known dispute and work in good faith to resolve such dispute within a reasonable period of time. If necessary, Sourcewell and the Vendor will jointly develop a short briefing document that describes the issue(s), relevant impact, and positions of both parties.
2. *Escalation.* If parties are unable to resolve the issue in a timely manner, as specified above, either Sourcewell or Vendor may escalate the resolution of the issue to a higher level of management. The Vendor will have thirty (30) calendar days to cure an outstanding issue.
3. *Performance while Dispute is Pending.* Notwithstanding the existence of a dispute, the Vendor must continue without delay to carry out all of its responsibilities under the Contract that are not affected by the dispute. If the Vendor fails to continue without delay to perform its responsibilities under the Contract, in the accomplishment of all undisputed work, any additional costs incurred by Sourcewell and/or its Members as a result of such failure to proceed will be borne by the Vendor.

B. DEFAULT AND REMEDIES. Either of the following constitutes cause to declare this Contract, or any Member order under this Contract, in default:

1. Nonperformance of contractual requirements, or
2. A material breach of any term or condition of this Contract.

Written notice of default and a reasonable opportunity to cure must be issued by the party claiming default. Time allowed for cure will not diminish or eliminate any liability for liquidated or other damages. If the default remains after the opportunity for cure, the non-defaulting party may:

- Exercise any remedy provided by law or equity, or
- Terminate the Contract or any portion thereof, including any orders issued against the Contract.

## 20. INSURANCE

A. REQUIREMENTS. At its own expense, Vendor must maintain insurance policy(ies) in effect at all times during the performance of this Contract with insurance company(ies) licensed or authorized to do business in the State of Minnesota having an "AM BEST" rating of A- or better, with coverage and limits of insurance not less than the following:

1. *Workers' Compensation and Employer's Liability.*

Workers' Compensation: As required by any applicable law or regulation.

Employer's Liability Insurance: must be provided in amounts not less than listed below:

Minimum limits:

\$500,000 each accident for bodily injury by accident

\$500,000 policy limit for bodily injury by disease

\$500,000 each employee for bodily injury by disease

2. *Commercial General Liability Insurance.* Vendor will maintain insurance covering its operations, with coverage on an occurrence basis, and must be subject to terms no less broad than the Insurance Services Office ("ISO") Commercial General Liability Form CG0001 (2001 or newer edition). At a minimum, coverage must include liability arising from premises, operations, bodily injury and property damage, independent contractors, products-completed operations including construction defect, contractual liability, blanket contractual liability, and personal injury and advertising injury. All required limits, terms and conditions of coverage must be maintained during the term of this Contract.

Minimum Limits:

\$1,000,000 each occurrence Bodily Injury and Property Damage

\$1,000,000 Personal and Advertising Injury

\$2,000,000 aggregate for Products-Completed operations

\$2,000,000 general aggregate

3. *Commercial Automobile Liability Insurance.* During the term of this Contract, Vendor will maintain insurance covering all owned, hired, and non-owned automobiles in limits of liability not less than indicated below. The coverage must be subject to terms no less broad than ISO Business Auto Coverage Form CA 0001 (2010 edition or newer).

Minimum Limits:

\$1,000,000 each accident, combined single limit

4. *Umbrella Insurance.* During the term of this Contract, Vendor will maintain umbrella coverage over Workers' Compensation, Commercial General Liability, and Commercial Automobile.

Minimum Limits:

\$2,000,000

5. *Professional/Technical, Errors and Omissions, and/or Miscellaneous Liability.*

During the term of this Contract, Vendor will maintain coverage for all claims the Vendor may become legally obligated to pay resulting from any actual or alleged negligent act, error, or omission related to Vendor's professional services required under this Contract.

Minimum Limits:

\$2,000,000 per claim or event

\$2,000,000 – annual aggregate

6. *Network Security and Privacy Liability Insurance.* During the term of this Contract, Vendor will maintain coverage for network security and privacy liability. The coverage may be endorsed on another form of liability coverage or written on a standalone policy. The insurance must cover claims which may arise from failure of Vendor's security resulting in, but not limited to, computer attacks, unauthorized access, disclosure of not public data – including but not limited to, confidential or private information, transmission of a computer virus, or denial of service.

Minimum limits:

\$2,000,000 per occurrence

\$2,000,000 annual aggregate

Failure of Vendor to maintain the required insurance will constitute a material breach entitling Sourcewell to immediately terminate this Contract for default.

B. CERTIFICATES OF INSURANCE. Prior to commencing under this Contract, Vendor must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Contract. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 or sent to the Sourcewell Contract Administrator assigned to this Contract. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf. All policies must include there will be no cancellation, suspension, non-renewal, or reduction of coverage without thirty (30) days' prior written notice to the Vendor.

Upon request, Vendor must provide to Sourcewell copies of applicable policies and endorsements, within ten (10) days of a request. Failure to request certificates of insurance by Sourcewell, or failure of Vendor to provide certificates of insurance, in no way limits or relieves Vendor of its duties and responsibilities in this Contract.

C. ADDITIONAL INSURED ENDORSEMENT AND PRIMARY AND NON-CONTRIBUTORY INSURANCE CLAUSE. Vendor agrees to name Sourcewell and its Members, including their officers, agents, and employees, as an additional insured under the Vendor's commercial general liability insurance policy with respect to liability arising out of activities, "operations," or "work" performed by or on behalf of Vendor, and products and completed operations of Vendor. The policy provision(s) or endorsement(s) must further provide that coverage is primary and not excess over or contributory with any other valid, applicable, and collectible insurance or self-insurance in force for the additional insureds.

D. WAIVER OF SUBROGATION. Vendor waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcewell and other additional insureds for losses paid under the insurance policies required by this Contract or other insurance applicable to the Vendor or its subcontractors. The waiver must apply to all deductibles and/or self-insured retentions applicable to the required or any other insurance

maintained by the Vendor or its subcontractors. Where permitted by law, Vendor must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.

E. UMBRELLA/EXCESS LIABILITY. The limits required by this Contract can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies).

F. SELF-INSURED RETENTIONS. Any self-insured retention in excess of \$10,000 is subject to Sourcewell's approval.

## **21. COMPLIANCE**

A. LAWS AND REGULATIONS. All Equipment, Products, or Services provided under this Contract must comply fully with applicable federal laws and regulations, and with the laws in the states and provinces in which the Equipment, Products, or Services are sold.

B. LICENSES. Vendor must maintain a valid status on all required federal, state, and local licenses, bonds, and permits required for the operation of the business that the Vendor conducts with Sourcewell and Members.

## **22. BANKRUPTCY, DEBARMENT, OR SUSPENSION CERTIFICATION**

Vendor certifies and warrants that it is not in bankruptcy or that it has previously disclosed in writing certain information to Sourcewell related to bankruptcy actions. If at any time during this Contract Vendor declares bankruptcy, Vendor must immediately notify Sourcewell in writing.

Vendor certifies and warrants that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota, the United States federal government, or any Member. Vendor certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this Contract. Vendor further warrants that it will provide immediate written notice to Sourcewell if this certification changes at any time.

## **23. PROVISIONS FOR NON-UNITED STATES FEDERAL ENTITY PROCUREMENTS UNDER UNITED STATES FEDERAL AWARDS OR OTHER AWARDS**

Members that use United States federal grant or FEMA funds to purchase goods or services from this Contract may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200. Members may also require additional requirements based on specific funding specifications. Within this Article, all references to "federal" should be interpreted to mean the United States federal government. The following list only applies when

a Member accesses Vendor's Equipment, Products, or Services with United States federal funds.

A. **EQUAL EMPLOYMENT OPPORTUNITY.** Except as otherwise provided under 41 C.F.R. § 60, all contracts that meet the definition of "federally assisted construction contract" in 41 C.F.R. § 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. §60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 C.F.R. §, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 C.F.R. § 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor." The equal opportunity clause is incorporated herein by reference.

B. **DAVIS-BACON ACT, AS AMENDED (40 U.S.C. § 3141-3148).** When required by federal program legislation, all prime construction contracts in excess of \$2,000 awarded by non-federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. § 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 C.F.R. § 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-federal entity must report all suspected or reported violations to the federal awarding agency. The contracts must also include a provision for compliance with the Copeland "Anti-Kickback" Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations (29 C.F.R. § 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-federal entity must report all suspected or reported violations to the federal awarding agency. Vendor must be in compliance with all applicable Davis-Bacon Act provisions.

C. **CONTRACT WORK HOURS AND SAFETY STANDARDS ACT (40 U.S.C. § 3701-3708).** Where applicable, all contracts awarded by the non-federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. § 3702 and 3704, as supplemented by Department of Labor regulations (29 C.F.R. § 5). Under 40 U.S.C. § 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. § 3704 are applicable to construction

work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies or materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence. This provision is hereby incorporated by reference into this Contract. Vendor certifies that during the term of an award for all contracts by Sourcewell resulting from this procurement process, Vendor must comply with applicable requirements as referenced above.

D. RIGHTS TO INVENTIONS MADE UNDER A CONTRACT OR AGREEMENT. If the federal award meets the definition of "funding agreement" under 37 C.F.R. § 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that "funding agreement," the recipient or subrecipient must comply with the requirements of 37 C.F.R. § 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency. Vendor certifies that during the term of an award for all contracts by Sourcewell resulting from this procurement process, Vendor must comply with applicable requirements as referenced above.

E. CLEAN AIR ACT (42 U.S.C. § 7401-7671Q.) AND THE FEDERAL WATER POLLUTION CONTROL ACT (33 U.S.C. § 1251-1387). Contracts and subgrants of amounts in excess of \$150,000 require the non-federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. § 7401- 7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. § 1251- 1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). Vendor certifies that during the term of this Contract will comply with applicable requirements as referenced above.

F. DEBARMENT AND SUSPENSION (EXECUTIVE ORDERS 12549 AND 12689). A contract award (see 2 C.F.R. § 180.220) must not be made to parties listed on the government wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 C.F.R. §180 that implement Executive Orders 12549 (3 C.F.R. § 1986 Comp., p. 189) and 12689 (3 C.F.R. § 1989 Comp., p. 235), "Debarment and Suspension." SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Vendor certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency.

G. BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352). Vendors must file any required certifications. Vendors must not have used federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any federal contract, grant, or any other award

covered by 31 U.S.C. § 1352. Vendors must disclose any lobbying with non-federal funds that takes place in connection with obtaining any federal award. Such disclosures are forwarded from tier to tier up to the non-federal award. Vendors must file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 U.S.C. § 1352).

H. RECORD RETENTION REQUIREMENTS. To the extent applicable, Vendor must comply with the record retention requirements detailed in 2 C.F.R. § 200.333. The Vendor further certifies that it will retain all records as required by 2 C.F.R. § 200.333 for a period of three (3) years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.

I. ENERGY POLICY AND CONSERVATION ACT COMPLIANCE. To the extent applicable, Vendor must comply with the mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act.

J. BUY AMERICAN PROVISIONS COMPLIANCE. To the extent applicable, Vendor must comply with all applicable provisions of the Buy American Act. Purchases made in accordance with the Buy American Act must follow the applicable procurement rules calling for free and open competition.

K. ACCESS TO RECORDS (2 C.F.R. § 200.336). Vendor agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Vendor that are directly pertinent to Vendor's discharge of its obligations under this Contract for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to Vendor's personnel for the purpose of interview and discussion relating to such documents.

L. PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322). A non-federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

## **24. CANCELLATION**

Sourcewell or Vendor may cancel this Contract at any time, with or without cause, upon sixty (60) days' written notice to the other party. However, Sourcewell may cancel this Contract immediately upon discovery of a material defect in any certification made in Vendor's Proposal. Termination of this Contract does not relieve either party of financial, product, or service obligations incurred or accrued prior to termination.

Sourcewell

DocuSigned by:  
By: Jeremy Schwartz  
C0FD2A139D06489...  
Jeremy Schwartz  
Title: Director of Operations &  
Procurement/CPO  
Date: 8/28/2019 | 8:36 AM CDT

CHM Industries Inc. DBA CHM Sports Lighting

DocuSigned by:  
By: Scott Engberg  
EB280585CE1C494...  
Scott Engberg  
Title: Vice President  
Date: 8/27/2019 | 3:10 PM CDT

Approved:

DocuSigned by:  
By: Chad Coauette  
7E42B8F817A64CC...  
Chad Coauette  
Title: Executive Director/CEO  
Date: 8/27/2019 | 3:23 PM CDT

# RFP #071619 - Sports Lighting with Related Supplies and Services

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## Vendor Details

Company Name: CHM Industries, Inc.

Does your company conduct business under any other name? If yes, please state: TX

Address: 700 E McLeroy Blvd.  
Saginaw, TX 76179

Contact: John Ginsburg

Email: jginsburg@chmindustries.com

Phone: 610-457-7899

Fax: 682-286-0086

HST#: 752640666

## Submission Details

Created On: Monday July 15, 2019 08:10:44

Submitted On: Tuesday July 16, 2019 13:44:12

Submitted By: Scott Engberg

Email: sengberg@chmindustries.com

Transaction #: 82b0793f-7162-480e-b0b9-09e4d0b87e2c

Submitter's IP Address: 47.44.193.131

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## Specifications

### Proposer Identity & Authorized Representatives

Line Item	Question	Response *	
1	Proposer Legal Name (and applicable d/b/a, if any):	CHM Industries, Inc. DBA CHM Sports Lighting	*
2	Proposer Address:	700 E. McLeroy Blvd Saginaw, TX 76179	*
3	Proposer website address:	www.chmsportslighting.com	*
4	Proposer's Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the "Proposer's Assurance of Compliance" on behalf of the Proposer):	Scott Engberg Vice President 700 E. McLeroy Blvd Saginaw, TX 76179 (817) 657-6973	*
5	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Scott Engberg Vice President 700 E. McLeroy Blvd Saginaw, TX 76179 (817) 657-6973	*
6	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	1.7. John Ginsburg Eastern Region Sales Manager (610) 457-7899 Reid Rambo Western Region Sales Manager (817)682-7120	

### Company Information and Financial Strength

Line Item	Question	Response *	
7	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested equipment, products or services.	CHM is a family owned and operated business located in Fort Worth. CHM was founded in 1996 in Haltom City, TX when CHM acquired the high mast lowering device line from General Electric. In the late 1990's, CHM founded Keystone Industries to fabricate steel lighting towers. Around the same time, CHM created a joint venture with GE called GE Sports Lighting, LP. Until about 2005, GE and CHM jointly owned and operated the sports lighting business and provided lighting solutions to thousands of venues around the country. In 2005, CHM acquired the GE interest in GE Sports Lighting and created CHM Sports Lighting. CHM Industries, Inc. is comprised of three of our main product lines, Keystone Industries (steel towers), CHM Sports Lighting and Carolina High Mast (commercial/industrial and DOT lighting).	*
8	Provide a detailed description of the products and services that you are offering in your proposal.	Complete sports lighting solutions including towers, mounting arms, electrical systems, wired and wireless controls system, LED luminaires, installation and calibration. In addition to complete solutions, we offer individual components to the sports lighting marketing including integral driver luminaires (ideal for simple retrofits) and steel towers (critical for replacing aging infrastructure).	*
9	What are your company's expectations in the event of an award?	We expect to have access to a subset of the market that prefers to do business with the Sourcewell model due to the transparent and ease of transaction.	*
10	Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response.	CHM Industries, Inc is a privately held organization and, considering the public nature of this bid, we cannot provide financial statements. Financial information could be submitted but would need to be done so under a mutual binding Non-Disclosure Agreement. What we can provide is general revenue numbers for CHM over the past few years to demonstrate our size and capability for providing reliable service and product to Sourcewell members.  2017 Revenue: \$50.7M 2018 Revenue: \$89.6M 2019 Revenue Year to Date: \$27.3M  CHM has been independently owned and operated in Fort Worth, TX since 1996 and owns two production facilities. One at 700 E. McLeroy Blvd, Saginaw, TX 76179 and the other at 4700 Bluemound Road, Fort Worth TX, 76106. Please contact us if you require additional information to confirm our financial capability.	*
11	What is your US market share for the solutions that you are proposing?	CHM Sports has doubled in revenue in 2019 and we are projecting to nearly double again in 2020. With that said, we estimate our market share is only about 10% but are focused on growing our market share and penetration over the next few years through improved marketing, product development and strategically important buying agreements like Sourcewell.	*

12	What is your Canadian market share, if any?	At this point in time, CHM does not provided sports lighting solutions in Canada due to lacking sales network. We do provide approximately 75% of the lowering device solutions to the Ministry of Transportation Ontario so we have demonstrated an ability to succeed in that market.	*
13	Has your business ever petitioned for bankruptcy protection? If so, explain in detail.	No.	*
14	How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer whichever question (either a) or b) just below) best applies to your organization. a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned? b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?	CHM is US based manufacturer. CHM has a network of over 40 sales agencies located in nearly 70 offices across the country that represent our product. Having been in the lighting industry since 1996, CHM is partnered with top tier agents in nearly every trading region. In comparison to our competition, CHM is one of the few sports lighting vendors that utilizes traditional lighting agents. We do this because we feel that the local agents provide regional knowledge, relationships and expertise that could not be provided by the manufacturer alone. Each of our 40 agencies are between 2 and 100 employees depending on the size of the market in that area. These agents are independent of CHM but are paid commission on sales for the energy and effort in supporting our clients. One of the largest benefits of the local lighting agent is that they also offer a complete line of complimentary lighting solutions beyond CHM. Many of our agents also carry brands like GE, Hubbell, Lithonia and LSI. This gives CHM the ability o offer to clients those products when needed to match existing or provide lighting products outside the traditional portfolio of CHM. In addition to our regional lighting agents, CHM has two regional sale managers (employees of CHM) that are responsible for managing the lighting agents but also for providing a factory contact for our clients and customers. To support our regional sales managers are a team of three lighting engineers and two inside sales staff (also employees of CHM).	*
15	If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.	CHM Lighting solutions are ETL listed to UL and CSA standards. Our tower production facility is AISC certified (which is one of the most stringent quality control programs for steel structures).	*
16	Provide all "Suspension or Disbarment" information that has applied to your organization during the past ten years.	None	*
17	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	LED Sports Lighting Luminaires, Steel Lighting Towers, Lighting Mounting Brackets, ETL Lighting Distribution Systems, Wireless Lighting Controls, Parking Lot Lighting, Gymnasium Lighting, General Purpose Flood Lighting, Roadway Lighting	*

## Industry Recognition & Marketplace Success

Line Item	Question	Response *	
18	Describe any relevant industry awards or recognition that your company has received in the past five years	None.	*
19	What percentage of your sales are to the governmental sector in the past three years	On a yearly basis, our government sales in lighting range from 55% to 65% of sales. Much of our business is Department of Transportation, FAA (aprons) and military applications.	*
20	What percentage of your sales are to the education sector in the past three years	Our percentage of sales in the education sector is increasing over the past three years from 10% of revenue to nearly 20% of revenue this year.	*
21	List any state or cooperative purchasing contracts that you hold. What is the annual sales volume for each of these contracts over the past three years?	Lower Colorado River Authority (TX, \$2.1M 2019 YTD) , Dairy Land Power (WI, just signed recently), Black Hills Electric Cooperative (SD, just signed recently), Otter Tail Power Company (MN, ND, SD, recently signed with \$414,000 YTD)	*
22	List any GSA contracts that you hold. What is the annual sales volume for each of these contracts over the past three years?	None.	*

## References/Testimonials

Line Item 23.

Entity Name *	Contact Name *	Phone Number *	
Community Christian Bible School	Jimmy Bradley	(404) 693-0028	*
Douglas Country Colorado Parks and Trails	Curt D Sloan	720-733-6990	*
Brevard County, Florida	Shawn Davis - Parks Manager	(954)-357-5183	*

Top Five Government, Education or Non-profit Customers

Line Item 24. Provide a list of your top five government, education, or non-profit customers (entity name is optional), including entity type, the state or province the entity is located in, scope of the project(s), size of transaction(s), and dollar volumes from the past three years.

Entity Name	Entity Type *	State / Province *	Scope of Work *	Size of Transactions *	Dollar Volume Past Three Years *	
Department of Defense Logistics (DLA)	Government	Puerto Rico - PR	Steel utility towers	\$500k to \$19M per transaction	~\$30,000,000	*
Florida DOT	Government	Florida - FL	Steel towers, lowering devices, LED Luminaires	\$48 to \$1,500,000 per transaction	~\$10,000,000	*
City of Garland, TX	Government	Texas - TX	Steel utility towers	\$1,000 to \$2,500,000 per transaction	~\$9,500,000	*
Nevada DOT and Clark County NV	Government	Nevada - NV	Steel towers, lowering devices, LED Luminaires	\$39,000 to \$1.18M per transaction	~\$3,000,000	*
County of Oahu, HI	Government	Hawaii - HI	Sports Lighting Systems	\$2,000 to \$600,000 per transaction	~\$2,600,000	*

## Ability to Sell and Deliver Service to Sourcewell Members

Describe your company's capability to meet the needs of Sourcewell Members across the US, and Canada if applicable. Your response should address in detail at least the following areas: locations of your network of sales and service providers, the number of workers (full-time equivalents) involved in each sector, whether these workers are your direct employees (or employees of a third party), and any overlap between the sales and service functions.

Line Item	Question	Response *
25	Sales force.	<p>Dedicated, On Staff Sales Team Nationwide, Factory Sales Support Located at our factory in Fort Worth Texas. This team includes (3) lighting engineers, (2) inside sales agents and (2) customer service representatives. This team is dedicated to supporting our customers across the country as well as our (66) different lighting agency offices that are listed on our agency list. In addition, we have (2) regional sales managers. Reid Rambo covers the territory west of the Mississippi and John Ginsburg covers the area east of the Mississippi. Reid and John travel often to train our agents and meet with clients to support the agents and provide a factory presence to the sales process.</p> <p>Nationwide, Independent Sales Agents (66) unique offices across the country located in major population centers. Every county in the United States belongs to the coverage territory of the CHM Sports agent. These agents are employees of their local lighting agency. CHM has written sales contracts with these agencies to support our product and customers in their defined region. The local sales agent is the first point of contact for our customers and provides immediate support for RFQs, documentation requests and on-site visits. Our factory on staff team of engineers, sales agents and lighting designers support the independent sales agents across the country with lighting designs, product training and requests for samples. This provide the Sourcewell network access to (66) offices of lighting experts to support literally any lighting need they may have including sports lighting, parking lot lighting and even interior lighting needs.</p>
26	Dealer network or other distribution methods.	<p>For customers that are tax exempt, CHM will accept orders direct assuming they have acceptable credit. For agencies that are not tax exempt, CHM accepts orders from traditional electrical distributors around the country. CHM has relationships established over 20 years with all major electrical distributors around the country including Graybar, Summit, CED, REXEL, Crescent and many more around the country. The factory support team can assist customers in either establishing a line of credit with CHM or providing several distributors in all territories that have an open line of credit with CHM.</p>
27	Service force.	<p>CHM has a factory support team based at our factory in Fort Worth that are led by our Service and Support Manager, Joe Anthony Lardizabal. Under Joe is a team of (3) factory technicians that are experienced traveling nationwide to perform work on sports, roadway and military applications. If we utilize a local contractor to perform the service work, Joe and his team obtain the local contractor and handle all logistics, planning and support for the customer. This means, the customer will only need to deal with the CHM warranty and service department in the event of a warranty claim and the remainder of the process will be seamless for the client.</p>
28	Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.	<p>We strive to respond to customer service requests within a few hours during regular working hours. (Monday-Friday, 8AM to 5 PM CST) This response includes an introduction from the service and support department acknowledging the issue. In some instances, we can immediately determine source of the problem (e.g. bad driver). In this instance of an obvious issue, we strive to have replacement material en route within 24 hours. In other, less obvious, issues our objective is to be as supportive and communicative as possible in troubleshooting the issue. For example, we have had issues with intermittent power being received by the fixtures (on-off-on-off at a rapid rate due to faulty distribution equipment). This issue is "upstream" of the lighting and has nothing to do with the sports lighting installation but it is being manifest in the lighting fixtures (random flashing on and off). Our service team brings experience from around the nation and we can help the customer identify the source of the problem and give them suggestions on what to check to resolve the problem from our experience from other jobs sites. This brings extensive experience and knowledge to support our customers and contractors across the country to ensure quick, effective resolution to site problems.</p>
29	Identify any geographic areas that you will NOT be fully serving through the proposed contract.	None
30	Identify any Sourcewell Member sectors (i.e., government, education, not-for-profit) that you will NOT be fully serving through the proposed contract. Explain in detail. For example, does your company have only a regional presence, or do other cooperative purchasing contracts limit your ability to promote another contract?	<p>We plan on servicing the entire Sourcewell portfolio of members. The only instance where we could not service a member directly is if they are not tax exempt. CHM is a wholesaler and therefore does not collect state and local sales tax. In those instances, CHM will assist the customer in locating an appropriate distributor with which to source the product.</p> <p>CHM does not have a competitive cooperative purchasing contractor and will make Sourcewell our top priority.</p>
31	Define any specific contract requirements or restrictions that would apply to our Members in Hawaii and Alaska and in US Territories.	<p>In instances that product is to be shipped to AK, HI or US Territories CHM would need to make a pricing adjustment. This pricing adjustment is only to cover the cost of warranty coverage to account for items like increased cost of freight, local cost of equipment rental and labor. CHM has extensive experience providing lighting solutions to HI, AK and the US territories including Guam and Puerto Rico.</p>

## Marketing Plan

Line Item	Question	Response *
32	Describe your marketing strategy for promoting this contract opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	<p>CHM will immediately provide an e-mail notification to all of our agents across the country providing notification of contract with Sourcewell. In addition to simple notification, we will provide our agents with a document explaining what Sourcewell is and how to utilize this contract in obtaining orders with Sourcewell Members. We will want to discuss with Sourcewell the potential about dual branding on certain marketing collateral so that we can push interest to both Sourcewell and CHM for sports lighting needs. Once notified, our regional sales managers will contact their respective lighting agencies to begin calling on Sourcewell Members across the country. It is the responsibility of our local agents to reach out to their local Sourcewell Members. Upon obtainment of interest in CHM products, the lighting agent will set up sales calls with the CHM Regional Sales Manager to introduce our products and services to them, investigate their needs and formulate a material package to meet their needs.</p> <p>Further, CHM will create a Sourcewell branded 2019 Brochure (example attached) that we will physically mail to Sourcewell Members and that will be handed to Members when we visit them on sales visits.</p>
33	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	We utilize constant contact to communicate with our agents. This is used to immediately notify over 200 lighting agents, contractors, distributors and engineers across the country about CHM product developments, new projects and news. CHM is in the process of developing a new website with which to better present our products to the greater lighting industry which includes better integration to facebook, LinkedIn and other social media platforms. It is expected that the new web site will be launched around September 1 of this year. This will also give us the opportunity to create Sourcewell specific marketing on our website to drive Sourcewell Members to a dedicated portion of our website.
34	In your view, what is Sourcewell's role in promoting contracts arising out of this RFP? How will you integrate a Sourcewell-awarded contract into your sales process?	It would be expected that Sourcewell permit contract holders to market the contract and utilize the Sourcewell name. Upon generating interest in sports lighting products with a Sourcewell Member, it would be expected that Sourcewell have a simple and convenient method for members to verify the contract with CHM. Beyond that, CHM expects all other marketing of this contractor to be our responsibility. We believe a partnership with Sourcewell will help simplify the purchasing process for our clients and therefore CHM will also recommend to clients interested in our products to join Sourcewell so that their purchase of CHM products can be simplified and they can ensure they are getting the best factory direct pricing.
35	Are your products or services available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.	CHM does not offer a CHM dedicated e-portal with which to place purchase orders though we will accept orders via e-mail and we have provided pricing to customers through their own e-portal. We are happy to work with clients on a case by case basis to find the method that best fits their needs to ensure a simple, easy procurement process.

## Value-Added Attributes

Line Item	Question	Response *
36	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell Members. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	CHM offers training on all the products we sell. For wireless control systems, a dedicated 1-day training is offered to all clients and is part of the pricing on the control system. This is performed by the CHM Service and Support Department. Job Visits for factory oversight and training at time of installation are available as an adder as required on a project by project basis. These visits are performed by CHM Technicians and again are coordinated through our Service and Support Department. General phone, e-mail and other remote service is included with all the products we sell, and we do not charge for remote service for our customers.

37	Describe any technological advances that your proposed products or services offer.	<p>1. CHM Sports is the only sports lighting manufacturer to offer both integral and remote driver solutions.</p> <p>This allows Sourcewell Members to determine the best technology for their actual application. All our competitors either offer only remote driver or only integral driver. When replacing an existing integral ballast HID fixture, Sourcewell Members can easily install an integral driver LED fixture in a "plug and play" application to minimize complexity and cost.</p> <p>2. CHM offers industry leading lighting and glare control</p> <p>While all manufacturers claim they have glare control, CHM is the only manufacturer to offer full internal glare control on every single LED within the luminaire. This provides a vast reduction in glare to players, spectators and neighbors. CHM created this technology in 2014 and was the first to install internal glare control in a Major League Baseball Stadium (SunTrust Park). Internal glare control is now required by the MLB lighting standard.</p> <p>3. All Luminaires are comprised of commercially available, off the shelf components</p> <p>All of our critical components including drivers, surge protectors and wireless controls are commercially available, off the shelf components. We do not use sole source, or proprietary components. That means our products can be quickly and easily serviced with products available through normal distribution means at a reasonable cost from multiple vendors. With our competitors, you can only purchase those components from the manufacturer which leads to higher price and longer lead times for parts.</p>	*
38	Describe any "green" initiatives that relate to your company or to your products or services, and include a list of the certifying agency for each.	CHM has made a commitment that all forthcoming luminaries will be DLC Listed to the upcoming V5.0 standards. This includes the Q4 release of the USR replacement and Q1 2020 replacement of the USLED family.	*
39	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the equipment or products included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	The USR600 flood light is DLC Listed. The CLED2 high mast luminaire is DLC Premium Listed. We are in the process of DLC Premium listing the RFF luminaire. DLC is Design Lights Consortium and the DLC Listing can lead to extensive utility rebates.	*
40	Describe any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation of certification (as applicable) in the document upload section of your response.	CHM is registered with the System for Award Management with the Federal Government. Visit <a href="http://www.sam.gov">www.sam.gov</a> and search for CHM Industries, Inc. We are listed as both a Woman Owned Business and Women Owned Small Business. Our CAGE code is 5NLC4.	*
41	What unique attributes does your company, your products, or your services offer to Sourcewell Members? What makes your proposed solutions unique in your industry as it applies to Sourcewell members?	<p>CHM Industries (d/b/a Keystone, CHM Sports and Carolina High Mast) is the only manufacturer in the US to manufacture every major component of a complete lighting solution including steel towers, luminaires, mounting structure and electrical systems. For towers, we can provide everything from a 15' area lighting tower to a 200' high mast tower for DOT applications. All of our towers are fabricated in Fort Worth Texas. At our facility on Bluemound Road in Fort Worth, we convert flat steel to finished steel structures. Every other manufacturer outsources towers to a 3rd party. This means that CHM provides unparalleled knowledge and expertise in steel towers without the need to engage a 3rd party supplier. On staff, CHM has (6) engineers in our structural department including one Professional Engineer (PE) to help support our lighting customers. Many sports lighting manufacturers rely on CHM to provide steel towers to them. By owning the entire value chain, CHM Sports offers our clients superior knowledge, quality, integrity and integration at a lower cost because we do not outsource any critical component of the system.</p> <p>CHM is a made to order company. Our luminaires (except the RFF and FL) are manufactured at our facility on McLeroy Blvd. Not only does our sales team have extensive knowledge about all aspects of the sports lighting system, they have the luxury of being able to walk out onto the shop floor to talk with the product team and see how the material is manufactured.</p>	*
42	Identify your ability and willingness to provide your products and services to Sourcewell member agencies in Canada.	A critical component of the CHM Sports growth strategy is to increase our footprint in sports lighting in Canada. We are currently a dominant provider of roadway lighting system in Ontario but have not had much success in sports lighting. We will leverage our partnership with Sourcewell to help us grow our footprint in the Canadian market space.	*

## Warranty

Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may upload representative samples of your warranty materials (if applicable) in the document upload section of your response in addition to responding to the questions below.

Line Item	Question	Response *	
43	Do your warranties cover all products, parts, and labor?	CHM offers various warranties on our products. Individual luminaires come standard with a 5-year warranty that covers parts only. Our complete sports lighting solutions come standard with a 7-year warranty that includes parts and labor for the first 2 years and parts only for the last 5 years. In addition to the standard warranties, CHM offers up to a 25-year parts and labor warranty on every product we sell at an additional cost. This transparency allows our customers to pick the right warranty based upon their needs and budget and does not force a 'one size fits all' approach on customers who might not necessarily want or need a full 25 year warranty.	*
44	Do your warranties impose usage restrictions or other limitations that adversely affect coverage?	Our standard, labor only, warranties do not impose usage limitations. Extended warranties (10 years plus) that include labor impose a standard usage limitation of 500 hours per year for sports lighting applications.	*
45	Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?	Warranties that include labor include all labor and expense except those arising from improper use or acts of god.	*
46	Are there any geographic regions of the United States (and Canada, if applicable) for which you cannot provide a certified technician to perform warranty repairs? How will Sourcewell Members in these regions be provided service for warranty repair?	No	*
47	Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer?	Yes. Our warranty covers everything provided by CHM including those manufactured by others as component parts of our system. All warranty claims are handled directly by the CHM Service and Support department and our customers will never have to speak to a 3rd party about honoring a claim on something provided by CHM.	*
48	What are your proposed exchange and return programs and policies?	After shipment, our standard return policy includes a 65% restocking fee assuming the material is in 'new' condition and is unused. Used material cannot be returned, exchanged or restocked.	*
49	Describe any service contract options for the items included in your proposal.	Full parts and labor warranties are available up to 25 years on all of the products we offer.	*

## Payment Terms and Financing Options

Line Item	Question	Response *	
50	What are your payment terms (e.g., net 10, net 30)?	For a customer with approved credit, the standard terms are NET30. Discounted terms for shorter pay periods are negotiable. Customers with unacceptable or insufficient credit may be required to prepay or purchase from an electrical distributor depending on their credit history.	*
51	Do you provide leasing or financing options, especially those options that schools and governmental entities may need to use in order to make certain acquisitions?	CHM does not offer leasing or financing options but we can facilitate a 3rd party organization to offer those options on our products.	*
52	Briefly describe your proposed order process. Include enough detail to support your ability to report quarterly sales to Sourcewell as described in the Contract template. For example, indicate whether your dealer network is included in your response and whether each dealer (or some other entity) will process the Sourcewell Members' purchase orders.	Each project is tracked from initial customer contact through shipment within our Customer Relationship Management (CRM) software at CHM. If awarded a contract with Sourcewell, we will create a category for opportunities with Sourcewell Members. For example, if High School A (a Sourcewell Member) is interested in relighting their football field and they contact CHM the opportunity for High School A would be tagged a Sourcewell Opportunity. All pricing for CHM project is handled by our factory headquarters so we can ensure no pricing will be release without our knowledge. None of our agents or distributors are authorized to price without a factory quotation. If CHM receives an order for High School A (regardless of who the order comes from) we will be able to immediately identify that project as a Sourcewell Project. CHM will provide reports to Sourcewell using this software that will filter our all project we have on order for from a Sourcewell Member. All orders and reporting will be handled by our factory team in Texas ensure prompt and accurate reporting of Sourcewell Member orders.	*
53	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell Members for using this process?	Not at this time though we would be open to investigating if there was demand from Sourcewell Members.	*

## Pricing and Delivery

Provide detailed pricing information in the questions that follow below. Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract as described in the RFP, the template Contract, and the Sourcewell Price and Product Change Request Form.

Line Item	Question	Response *
54	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	<p>Pricing is shown as line item pricing. The pricing shown shows the current end user price with the price extended to Sourcewell Members which we have set as a minimum of 10% discount.</p> <p>We have shown pricing for lighting towers and mounting structures as well. The cost of a lighting tower is directly related to height of tower, number of fixtures and wind zone. Therefore, a tower for 12 fixtures in Southern Florida will be more expensive than a tower in Ohio. CHM sales and engineering will provide pricing to Sourcewell Members with the correct windspeed rating and tower integrity based upon their location but for purposes of this bid all towers are rated at 90 MPH winds. (most common). CHM can provide towers for any wind speed or fixture quantity, we commit to providing a 10% discount across the board to Sourcewell Members as shown in the pricing.</p> <p>Often, pricing for new construction is presented in complete catalog numbers for the structure that includes tower, electrical system, fixtures and mounting arms. Due to the sheer number of variables from a job by job and site by site basis presenting all those variables in one pricing sheet would be extremely cumbersome. Instead, we have presented the pricing for luminaires, towers, mounting structures and the most common fixture options. All of our pricing includes a 10% discount to Sourcewell members and CHM confirms that when we bid a job for a member with a complete unit number they will receive the same 10% discount (or greater) off of our standard price as shown.</p> <p>Pricing does not include installation. CHM can provide all Sourcewell members a turn key price in coordination with a licensed electrical contractor as required. Pricing will vary based upon local market conditions, time of year and size of project.</p>
55	Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.	Our objective is to ensure that Sourcewell Members receive a discount of 10% off of normal end user pricing.
56	Describe any quantity or volume discounts or rebate programs that you offer.	Volume discounts are available on all our products, but we have notated which products have a volume discount at a relatively small volume. Discount rates depend on actual order volume and are negotiable. CHM would entertain larger discounts on all our products for a high volume Member.
57	Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "nonstandard options". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.	Any non-standard parts or options are to be priced upon request. CHM will price Sourcewell Members at a minimum of 10% discount for these options and parts below non-Sourcewell Members.
58	Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.	All pricing includes freight to customer destination in the lower 48 states. Shipments to AK, HI and US Territories are shipped to freight forwarding location within the lower 48. Shipping to destination is subject to additional charges to be determine at time of quotation based upon size and urgency of shipment. When a Member purchases a lighting tower with anchor bolts and chooses to ship the anchor bolts prior to the shipment of the tower, the freight to pre-ship the anchor bolts is an additional charge. CHM charges actual cost on anchor bolt pre-shipment and does not mark it up. If the customer chooses to ship bolts with the towers, there is no charge.
59	If freight, delivery, or shipping is an additional cost to the Sourcewell Member, describe in detail the complete freight, shipping, and delivery program.	Freight is included on all products.
60	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	Freight to destinations beyond the lower 48 US States is handled on a case by case basis. In HI, many of our customers choose to have CHM ship to a lower 48 port and then use a freight forwarder that specializes in their area to ship the product from the lower 48 to the job site. Alaska shipments typically ship to Seattle with freight from Seattle to point of destination in AK. In both instances, CHM leverages our local agents in each territory to provide local knowledge and know how on how to most cost effectively move goods from the lower 48 to their job site. In locations like Guam and Puerto Rico, we have strategic partners that facilitate the freight and deliver and can assist Sourcewell Member in delivering their products safely and economically. Included in our standard costs is freight to any point in the lower 48 states. CHM will assist customers beyond the lower 48 to determine the best logistics solution to fit their needs and budget.

61	Describe any unique distribution and/or delivery methods or options offered in your proposal.	<p>CHM Sports lighting systems are offered with complete UL Listed electrical systems that are “plug and play” from the enclosure at the base of the tower to the fixture. Systems come standard with pre-aiming which uniquely identifies aiming angles for each fixture on the project to ensure ease and success of installation.</p> <p>Through our network of agents across the country, we can also facilitate MBE, WBE and other distribution partners so that Sourcewell Members can help meet their sourcing goals by purchasing through a partner distributor if preferred. Any project sold through a 3rd party distributor will still be tracked as a Sourcewell project with agreed upon percentage being paid to Sourcewell per this agreement.</p>	*
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## Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments
62	c. better than the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.	1.62. Our objective is to offer Sourcewell Members at least 10% lower costs on CHM products than they could receive from any other channel.

## Audit and Administrative Fee

Line Item	Question	Response *	
63	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with Sourcewell. This process includes ensuring that Sourcewell Members obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to Sourcewell.	<p>CHM has procedures in place now to ensure proper, prompt and accurate payment of agency commissions to our lighting agents across the country. Payment to Sourcewell will be handled under the same policy for projects that are for Sourcewell Members. An Account Payable account will be created for Sourcewell that, upon payment from the Member will receive a post for 1.5% of the total contract payable to Sourcewell. CHM runs internal, quarterly financial statements and, at that time, CHM will generate a statement for the Sourcewell AP account which will show CHM project number, date of payment and amount due. Payment will be made NET30 from quarter close for all project paid for by Sourcewell Member during the preceding quarter. CHM will pay Sourcewell by April 30th for all payments received from January 1st through March 31st.</p> <p>In addition to the AP records, a custom report will be generated in our CRM system to track Sourcewell Project to accompany the AP statement. This report will show the CHM project number referenced on the AP report but will also show the customer name, dollar amount and general information on the project for Sourcewell reference (e.g. type of fixture, quantity of fixtures, location, dollar amount). Upon request, CHM agrees to provide Sourcewell complete project submittals and copy of Member purchase orders as part of the audit process upon request.</p> <p>Quarterly reports will include validation of fee payable to Sourcewell as well as a report of orders in backlog (hold for release), in production or not yet paid for Sourcewell Member so that Sourcewell will have visibility of forthcoming revenue.</p> <p>The CHM accounting department will manage and maintain this function as part of our AP process and will be overseen and managed by Scott Engberg, Vice President of CHM Industries, Inc.</p> <p>CHM agrees to make every reasonable effort to ensure Sourcewell Members receives contract pricing and that Sourcewell is compensated for those sales. CHM cannot, in every instance, ensure that every customer is or is not a Sourcewell Member if they do not try to make that known to CHM or who purchase from a 3rd party without notifying CHM.</p>	*
64	Identify a proposed administrative fee that you will pay to Sourcewell for facilitating, managing, and promoting the Sourcewell Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See the RFP and template Contract for additional details.)	CHM proposes an administrative fee of 1.5% of sales to Sourcewell.	*

## Industry Specific Questions

Line Item	Question	Response *
65	Describe the average life span of your sports lighting systems?	<p>Our sports lighting systems are designed to last at least 25 years. The actual luminaries are designed to be operated in an environment where they run 12 hours per day, 365 days per year for a minimum of 10 years. That is an operational design life of 43,800 hours. In a typical sports lighting application, the luminaries of utilized for little more than 500 hours per year which means the operational design life of the luminaries in a sports lighting application is 87 years. With that said, the actual rated data of the fixture is &gt;100,000 hours of operation based upon rated driver life and LM-80 data of the LEDs utilized in the luminaries. CHM has systems many sports lighting system operating and in service for over 15 years under the CHM Sports name is over 25 years under the GE Sports Lighting name.</p> <p>All CHM towers are designed to AASTHO design criteria and a design for a minimum operational life span of 25 years.</p>
66	Describe your process for evaluating on field and off site glare for your sports lighting products?	<p>The question is about evaluating on field and off-site glare, but it is important to first discuss methods with which to minimize those factors in the design process. All CHM lighting designs are governed by internal aiming guidelines to ensure full engagement of our internal glare control and minimize on-site and off-site glare. As a standard, CHM offers our internal glare control solutions to all customers unless they express an interest for a more value focused product. The combination of responsible aiming angles and internal glare control results in superior on field glare to any other product on the market.</p> <p>Unlike our competition, CHM believes in evaluating glare and spill lighting in metrics that are easily measured in the field without the need for expensive or proprietary meters that cannot be independently evaluated by most any architect or engineer. The concept of measuring 'candela' is intentionally used to mislead consumers. We believe in quantifying spill lighting in measures of horizontal and vertical foot-candles that can be easily evaluated with a hand-held light meter by CHM and by independent 3rd party engineers or architects as required. A foot-candle is measured as are result of candela and therefore is showing the same thing but in a manner that is more straightforward, honest and easier to understand.</p> <p>Further, the actual color of the light plays a critical role at reducing the perceived spill and glare from the sports lighting installation. As a standard, CHM offers our sports lighting luminaires in 4000K, 70CRI light. We do this because 4000K is by far the most common color of light used for other outdoor lighting luminaires. This means the sports lighting will generate similar light and the actual spill and glare will better blend with the surrounding lighting. Competitors tend to utilize 5700K light which is very blue/white in comparison to the surrounding illumination. This makes the spill and glare more noticeable to neighbors and spectators further increasing the perceived glare.</p> <p>Our onsite glare is unlike any other product on the market due to the internal louvers and baffles that physically block players view of the actual LED. This can be measured in terms of Glare Rating (GR) but ultimately, we find it helps to physically show members our technology in person so they can see how the system works and better understand how our competitors that use no shielding or just a top visor provide little to no protection on field. Part of our sales strategy after award of this contract will be to travel to Sourcewell Members to demonstrate our technology so they are familiar with how it eliminate unfortable spill and glare for players, spectators and neighbors.</p>
67	How many LED sports lighting fixtures, within approx. 1,000 fixtures, do you currently have installed in the marketplace?	CHM currently has approximately 8,000 LED sports lighting fixtures installed in the marketplace since 2014.
68	Are there any additional or on-going fees in regards to the operation of your lighting control system?	There are no additional or ongoing fees regarding the operation of the sports lighting system during the warranty period. Any and all costs associated with operating the sports lighting system for the duration of the warranty are included at time of bid.
69	If you are awarded a contract, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the contract.	The most important metric is revenue from Sourcewell Members. We will be tracking revenue from Sourcewell Members and will make it our goal to grow our revenue from Sourcewell Member every quarter to take full advantage of this sourcing agreement. Beyond sheer revenue, the most important metric we can measure is repeat business. Our goal will not be to sell one job to any given Sourcewell Member but to earn their trust such that we can build a repeat customer. Repeat orders from Sourcewell will be the most important 'non-revenue' metric to determine success of this contract.

Exceptions to Terms, Conditions, or Specifications Form

Line Item 67. **NOTICE:** To identify any exception, or to request any modification, to the Sourcewell template Contract terms, conditions, or specifications, a Proposer must submit the exception or requested modification on the **Exceptions to Terms, Conditions, or Specifications Form** immediately below. The contract section, the specific text addressed by the exception or requested modification, and the proposed modification must be identified in detail. Proposer's exceptions and proposed modifications are subject to review and approval of Sourcewell and will not automatically be included in the contract.

Contract Section	Term, Condition, or Specification	Exception or Proposed Modification

Documents

Ensure your submission document(s) conforms to the following:

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
  2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.
  3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.
  4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as "Marketing Plan."
- Financial Strength and Stability (optional)
  - [Marketing Plan/Samples](#) - CHM Marketing Information.pdf - Tuesday July 16, 2019 07:18:35
  - [WMBE/MBE/SBE or Related Certificates](#) - CHM - Entity Registration \_ System for Award Management.pdf - Monday July 15, 2019 17:12:27
  - [Warranty Information](#) - CHM SAMPLE WARRANTY DOCUMENTATION.pdf - Tuesday July 16, 2019 07:33:45
  - [Pricing](#) - CHM-Sourcewell Pricing\_07162019.pdf - Tuesday July 16, 2019 13:43:50
  - Additional Document (optional)

Proposers Assurance of Comp

PROPOSER ASSURANCE OF COMPLIANCE

PROPOSER’S AFFIDAVIT

The undersigned, authorized representative of the entity submitting the foregoing proposal (the “Proposer”), swears that the following statements are true to the best of his or her knowledge.

- 1. The Proposer is submitting its proposal under its true and correct name, the Proposer has been properly originated and legally exists in good standing in its state of residence, the Proposer possesses, or will possess before delivering any products and related services, all applicable licenses necessary for such delivery to Sourcewell member agencies. The undersigned affirms that he or she is authorized to act on behalf of, and to legally bind the Proposer to the terms in this Contract.
- 2. The Proposer, or any person representing the Proposer, has not directly or indirectly entered into any agreement or arrangement with any other vendor or supplier, any official or employee of Sourcewell, or any person, firm, or corporation under contract with Sourcewell, in an effort to influence the pricing, terms, or conditions relating to this RFP in any way that adversely affects the free and open competition for a Contract award under this RFP.
- 3. The contents of the Proposer's proposal have not been communicated by the Proposer or its employees or agents to any person not an employee or agent of the Proposer and will not be communicated to any such persons prior to the official opening of the proposals.
- 4. The Proposer has examined and understands the terms, conditions, scope, contract opportunity, specifications request, and other documents in this solicitation and affirms that any and all exceptions have been noted and included with the Proposer’s Proposal.
- 5. The Proposer will, if awarded a Contract, provide to Sourcewell Members the /products and services in accordance with the terms, conditions, and scope of this RFP, with the Proposer-offered specifications, and with the other documents in this solicitation.
- 6. The Proposer agrees to deliver products and services through valid contracts, purchase orders, or means that are acceptable to Sourcewell Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to Sourcewell Members under an awarded Contract.
- 7. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
- 8. The Proposer understands that Sourcewell will reject RFP proposals that are marked “confidential” (or “nonpublic,” etc.), either substantially or in their entirety. Under Minnesota Statute §13.591, Subd. 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals generally become public data. Minnesota Statute §13.37 permits only certain narrowly defined data to be considered a “trade secret,” and thus nonpublic data under Minnesota’s Data Practices Act.

The Proposer understands that it is the Proposer’s duty to protect information that it considers nonpublic, and it agrees to defend and indemnify Sourcewell for reasonable measures that Sourcewell takes to uphold such a data designation.

☒ By checking this box I acknowledge that I am bound by the terms of the Proposer’s Affidavit, have the legal authority to submit this Proposal on behalf of the Proposer, and that this electronic acknowledgment has the same legal effect, validity, and enforceability as if I had hand signed the Proposal. This signature will not be denied such legal effect, validity, or enforceability solely because an electronic signature or electronic record was used in its formation.

- Scott Engberg, Vice President

The Proposer declares that there is an actual or potential Conflict of Interest relating to the preparation of its submission, and/or the Proposer foresees an actual or potential Conflict of Interest in performing the contractual obligations contemplated in the bid.

☒ Yes ☐ No

The Bidder acknowledges and agrees that the addendum/addenda below form part of the Bid Document.

Check the box in the column "I have reviewed this addendum" below to acknowledge each of the addenda.

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
There have not been any addenda issued for this bid.		



**AMENDMENT #1  
TO  
SOURCEWELL CONTRACT #071619-CHM**

This Amendment is by and between **Sourcewell** (Sourcewell) and **CHM Industries, Inc., D/B/A CHM Sports Lighting** (Vendor). Sourcewell and Vendor will be collectively known hereinafter as "Parties."

Vendor was awarded a Sourcewell Contract for Sports Lighting with Related Supplies and Services effective August 28, 2019, until August 27, 2023, relating to the provision of services by Vendor and to Sourcewell and its Members.

The parties agree that certain terms within the Agreement shall be updated and amended and only to the extent as hereunder provided.

In consideration of the mutual covenants and agreements described in this Amendment, the parties agree as follows:

1. This Amendment is effective upon the date of the last signature below.
2. Line Item 52 in the Vendor's Equipment, Products, or Services Proposal, is deleted in its entirety to clarify the response as follows:

**RESPONSE:** CHM and Member will connect to discuss their unique needs for sports lighting and establish a package that best meets their timeline, budget and performance needs. CHM will provide customer education on the benefits of a Sourcewell contract and will provide information on how to become a member if they are not yet a member. CHM provides free project lighting design to assist members in determining the correct luminaire, how many fixtures and what light level will be achieved by the lighting system. From the initial lighting design, CHM can prepare a quotation for the member based upon the unique needs of their project.

Upon receipt of quotation, the member can review the lighting design, specifications, performance and price and either move to placing a purchase order or working collaboratively with CHM to revise the proposal to better fit their needs. Once the member has a design and quotation they want to proceed with, they can contact one of our pre-approved distributors or CHM directly to submit the order at the price quoted. CHM will maintain a list of pre-approved distributors nationwide (See attached Appendix A) that the member can place the purchase order with. The pre-approved distributors have been selected due to their knowledge of CHM products and ability to maintain our Sourcewell pricing structure. The member will need to establish an account with the distributor if they do not yet have an active account. For members that

prefer to order directly from CHM (and that are a tax-exempt entity), we can accommodate the request though the member will be required to establish a customer account with CHM prior to submitting the purchase order. Members can contact Scott Engberg to discuss opening a direct account as needed.

Upon receipt of a purchase order from a member, CHM will prepare a project specific submittal that will include technical documentation, warranty forms and other relevant information that the member can keep on file as records of the product installed.

All Sourcewell opportunities and projects will be tracked in detail within our CRM software to allow rapid reporting of projects in progress and those that have shipped to ensure prompt and accurate reporting of revenue associated with our Sourcewell contract.

3. Line Item 54 in the Vendor's Equipment, Products, or Services Proposal, is deleted in its entirety to clarify the response as follows:

**RESPONSE:** Pricing is shown as line item pricing. The pricing included shows the market price with the price extended to Sourcewell Members which we have set as a minimum of 10% discount.

Members can see pricing for our products as well as installation on our standard pricing list. Pricing shown on our standard Sourcewell pricing list are "not to exceed" prices. Regarding installation, CHM will review customer project site requirements on a case by case basis and reserves the right to no-quote installation based upon site restrictions, access limitations or other site-specific requirements.

4. Line Item 57 in the Vendor's Equipment, Products, or Services Proposal, is deleted in its entirety to clarify the response as follows:

**RESPONSE:** Any non-standard sourced product quoted to Sourcewell members will be provided at, or below, total cost plus 25%. Total cost includes material, freight and any additional labor associated with including the component into the CHM system. Material invoices, labor breakdowns and freight cost are available upon request by the member and Sourcewell to ensure compliance with this pricing model.

5. Vendor's Equipment, Products, or Services Proposal – "Documents" Question 4. fifth bullet, "Pricing – CHM-Sourcewell Pricing\_07162019.pdf – Tuesday July 16, 2019 13:43:50" is deleted in its entirety and replaced with the attached and incorporated "Standard Integral Fixture Pricing Updated 10-11-2019."

The Agreement and any previous amendments are incorporated into this Amendment by reference.

Except as amended by this Amendment, the Agreement remains in full force and effect.

**Sourcewell**

By: Jeremy Schwartz  
AuthC DocuSigned by:  
C0FD2A139D06489...

Jeremy Schwartz  
Name – Printed

Title: Director of Operations & Procurement/CPO

Date: 10/29/2019 | 10:30 PM CDT

**APPROVED:**

By: Chad Coauette  
AuthC DocuSigned by:  
7E42B8F817A64CC...

Chad Coauette  
Name – Printed

Title: Executive Director/CEO

Date: 10/30/2019 | 6:13 AM CDT

**CHM Industries, Inc.,  
D/B/A CHM Sports Lighting**

By: Scott Engberg  
AuthC DocuSigned by:  
EB280585CE1C494...

Scott Engberg  
Name – Printed

Title: Vice President

Date: 10/29/2019 | 3:32 PM CDT

Family	Wattage	Baseball	Basketball	Football	Soccer	Softball	Tennis	Security	General Purpose Flood	Parking Lot	Typical End User Price	Sourcewell Member Price	Sourcewell Discount	Notes
USLED01	320						X	X	X		\$1,233.75	\$1,110.38	10.00%	
USR600	640	X	X	X	X	X	X	X	X		\$1,837.50	\$1,653.75	10.00%	
USR800	820	X		X	X	X					\$2,073.75	\$1,866.38	10.00%	
USR2	640	X	X	X	X	X	X	X	X		\$1,815.00	\$1,633.50	10.00%	
USR2	840	X		X	X	X					\$1,925.00	\$1,732.50	10.00%	
RFF300	300	X	X	X	X	X	X	X	X		\$1,027.69	\$924.92	10.00%	Additional Discount for Quantity >10
RFF400	400						X	X	X		\$1,098.56	\$988.71	10.00%	Additional Discount for Quantity >10
RFF460	460						X	X	X		\$1,098.56	\$988.71	10.00%	Additional Discount for Quantity >10
FLX040	40							X	X	X	\$351.54	\$316.39	10.00%	Additional Discount for Quantity >10
FLX080	80							X	X	X	\$410.13	\$369.12	10.00%	Additional Discount for Quantity >10
FLX120	120							X	X	X	\$465.47	\$418.92	10.00%	Additional Discount for Quantity >10
FLX160	160							X	X	X	\$677.04	\$609.34	10.00%	Additional Discount for Quantity >10
FLX200	200							X	X	X	\$732.38	\$659.14	10.00%	Additional Discount for Quantity >10
FLX240	240							X	X	X	\$789.34	\$710.40	10.00%	Additional Discount for Quantity >10
FLX280	280						X	X	X	X	\$789.34	\$710.40	10.00%	Additional Discount for Quantity >10
FLX320	320						X	X	X	X	\$1,002.54	\$902.29	10.00%	Additional Discount for Quantity >10
FLX450	450						X	X	X	X	\$1,520.09	\$1,368.08	10.00%	Additional Discount for Quantity >10
FLX600	600						X	X	X	X	\$1,941.61	\$1,747.45	10.00%	Additional Discount for Quantity >10
FLX750	750						X	X	X	X	\$2,395.68	\$2,156.11	10.00%	Additional Discount for Quantity >10
FLX900	900						X	X	X	X	\$2,820.46	\$2,538.41	10.00%	Additional Discount for Quantity >10

NOTES:  
1. Pricing is shown for luminaire with no options. Options like fusing, wireless controls, and visors are additional costs.  
2. For integral driving products only.  
3. Does not including wiring, controls, installation and tower. (pricing is for fixtures only).

Sourcewell Pricing  
RFP 071619 - Sports Lighting and Related Supplies  
and Services

System Pricing Outline

CHM Sports

A complete sports lighting system provided by CHM sports is comprised of the following components:

- Sports Lighting Tower
  - Typically hot dip galvanized steel construction
  - Choice of direct embedment or anchor base (contact CHM for details)
- LED Sports Lighting Luminaires
- Pre-wired mounting structure
  - choice of cross arm or service platform
- ETL Listed electrical distribution system
  - choice of remote or integral driver system

Your quotation will be presented with two unique catalog number based upon your specific lighting design, local wind speed, tower height and selected options. To simplify ordering and review, we will present the pricing for complete systems in the following format for Sourcewell members.

- Item 1: Complete pre-wired systems which includes mounting structure, luminaires, and complete plug and play electrical distribution system.
- Item 2: Sports Lighting Tower.

Sample Sports Lighting Catalog Number  
SS-R-TC-AA-BB-C-DDD-GG-30-USR600-B  
SS: Sports Sytem  
R: Driver location (R: Remote Driver or I: Integral)  
TC: Mount Type (TC: Tubular Cross Arm or TP: Tubular Platform)  
30: Number of Fixtures (30 in this case)  
USR600: Fixture Type (USR600, USR800, USR2600, USR2800 or RFF460)  
B: Pre-Wired and Pre-Almed

Sample Tower:  
ST-100-05-AB  
ST: Sports Tower  
100: Mounting Height (in feet)  
05: Size class  
AB: Anchor Base

To order a complete system, you will be presented a quote for one line item for the lightng system and one line item for the tower. You can easily cross reference those prices to the pricing tables provided herein. Please note, these line items are for a standard system. Additional options like wireless controls, extended warranty, etc will be presented in additional line items to ensure clarity.

Sourcwell Pricing  
RFP 071619 - Sports Lighting and Related Supplies  
and Services

**Remote Driver, Tubular Cross Arm  
System Pricing Schedule**

CHM Sports

<b>USR600 Cross Arm Remote Driver Systems</b>		
Catalog #	# Fixtures	Price
SS-R-TC-AA-BB-C-DDD-GG-02-USR600-B	2	\$4,723
SS-R-TC-AA-BB-C-DDD-GG-03-USR600-B	3	\$6,710
SS-R-TC-AA-BB-C-DDD-GG-04-USR600-B	4	\$8,696
SS-R-TC-AA-BB-C-DDD-GG-05-USR600-B	5	\$10,683
SS-R-TC-AA-BB-C-DDD-GG-06-USR600-B	6	\$12,669
SS-R-TC-AA-BB-C-DDD-GG-07-USR600-B	7	\$14,656
SS-R-TC-AA-BB-C-DDD-GG-08-USR600-B	8	\$16,642
SS-R-TC-AA-BB-C-DDD-GG-09-USR600-B	9	\$18,629
SS-R-TC-AA-BB-C-DDD-GG-10-USR600-B	10	\$20,615
SS-R-TC-AA-BB-C-DDD-GG-11-USR600-B	11	\$22,602
SS-R-TC-AA-BB-C-DDD-GG-12-USR600-B	12	\$24,588
SS-R-TC-AA-BB-C-DDD-GG-13-USR600-B	13	\$26,575
SS-R-TC-AA-BB-C-DDD-GG-14-USR600-B	14	\$28,561
SS-R-TC-AA-BB-C-DDD-GG-15-USR600-B	15	\$30,548
SS-R-TC-AA-BB-C-DDD-GG-16-USR600-B	16	\$32,534
SS-R-TC-AA-BB-C-DDD-GG-17-USR600-B	17	\$34,521
SS-R-TC-AA-BB-C-DDD-GG-18-USR600-B	18	\$36,507
SS-R-TC-AA-BB-C-DDD-GG-19-USR600-B	19	\$38,494
SS-R-TC-AA-BB-C-DDD-GG-20-USR600-B	20	\$40,480
SS-R-TC-AA-BB-C-DDD-GG-21-USR600-B	21	\$42,467
SS-R-TC-AA-BB-C-DDD-GG-22-USR600-B	22	\$44,453
SS-R-TC-AA-BB-C-DDD-GG-23-USR600-B	23	\$46,440
SS-R-TC-AA-BB-C-DDD-GG-24-USR600-B	24	\$48,426
SS-R-TC-AA-BB-C-DDD-GG-25-USR600-B	25	\$50,413
SS-R-TC-AA-BB-C-DDD-GG-26-USR600-B	26	\$52,399
SS-R-TC-AA-BB-C-DDD-GG-27-USR600-B	27	\$54,386
SS-R-TC-AA-BB-C-DDD-GG-28-USR600-B	28	\$56,372
SS-R-TC-AA-BB-C-DDD-GG-29-USR600-B	29	\$58,359
SS-R-TC-AA-BB-C-DDD-GG-30-USR600-B	30	\$60,345
SS-R-TC-AA-BB-C-DDD-GG-31-USR600-B	31	\$62,332
SS-R-TC-AA-BB-C-DDD-GG-32-USR600-B	32	\$64,318

<b>USR800 Cross Arm Remote Driver Systems</b>		
Catalog #	# Fixtures	Price
SS-R-TC-AA-BB-C-DDD-GG-02-USR800-B	2	\$5,045
SS-R-TC-AA-BB-C-DDD-GG-03-USR800-B	3	\$7,193
SS-R-TC-AA-BB-C-DDD-GG-04-USR800-B	4	\$9,340
SS-R-TC-AA-BB-C-DDD-GG-05-USR800-B	5	\$11,488
SS-R-TC-AA-BB-C-DDD-GG-06-USR800-B	6	\$13,635
SS-R-TC-AA-BB-C-DDD-GG-07-USR800-B	7	\$15,783
SS-R-TC-AA-BB-C-DDD-GG-08-USR800-B	8	\$17,930
SS-R-TC-AA-BB-C-DDD-GG-09-USR800-B	9	\$20,078
SS-R-TC-AA-BB-C-DDD-GG-10-USR800-B	10	\$22,225
SS-R-TC-AA-BB-C-DDD-GG-11-USR800-B	11	\$24,373
SS-R-TC-AA-BB-C-DDD-GG-12-USR800-B	12	\$26,520
SS-R-TC-AA-BB-C-DDD-GG-13-USR800-B	13	\$28,668
SS-R-TC-AA-BB-C-DDD-GG-14-USR800-B	14	\$30,815
SS-R-TC-AA-BB-C-DDD-GG-15-USR800-B	15	\$32,963
SS-R-TC-AA-BB-C-DDD-GG-16-USR800-B	16	\$35,110
SS-R-TC-AA-BB-C-DDD-GG-17-USR800-B	17	\$37,258
SS-R-TC-AA-BB-C-DDD-GG-18-USR800-B	18	\$39,405
SS-R-TC-AA-BB-C-DDD-GG-19-USR800-B	19	\$41,553
SS-R-TC-AA-BB-C-DDD-GG-20-USR800-B	20	\$43,700
SS-R-TC-AA-BB-C-DDD-GG-21-USR800-B	21	\$45,848
SS-R-TC-AA-BB-C-DDD-GG-22-USR800-B	22	\$47,995
SS-R-TC-AA-BB-C-DDD-GG-23-USR800-B	23	\$50,143
SS-R-TC-AA-BB-C-DDD-GG-24-USR800-B	24	\$52,290
SS-R-TC-AA-BB-C-DDD-GG-25-USR800-B	25	\$54,438
SS-R-TC-AA-BB-C-DDD-GG-26-USR800-B	26	\$56,585
SS-R-TC-AA-BB-C-DDD-GG-27-USR800-B	27	\$58,733
SS-R-TC-AA-BB-C-DDD-GG-28-USR800-B	28	\$60,880
SS-R-TC-AA-BB-C-DDD-GG-29-USR800-B	29	\$63,028
SS-R-TC-AA-BB-C-DDD-GG-30-USR800-B	30	\$65,175
SS-R-TC-AA-BB-C-DDD-GG-31-USR800-B	31	\$67,323
SS-R-TC-AA-BB-C-DDD-GG-32-USR800-B	32	\$69,470

Contact CHM for pricing on  
options not shown above.

SEE SYSTEM PRICING PAGE FOR NOTES  
ON SYSTEM PRICING STRUCTURE

INCLUDES PRE-WIRED CROSS ARM, DROP CABLES  
REMOTE DRIVER ENCLOSURES AND LUMINAIRES

Sourcewell Pricing  
RFP 071619 - Sports Lighting and Related Supplies  
and Services

Remote Driver, Tubular Cross Arm  
System Pricing Schedule

CHM Sports

USR2 600 Cross Arm Remote Systems		
Catalog #	# Fixtures	Price
SS-R-TC-AA-BB-C-DDD-GG-02-USR2600-B	2	\$4,523
SS-R-TC-AA-BB-C-DDD-GG-03-USR2600-B	3	\$6,410
SS-R-TC-AA-BB-C-DDD-GG-04-USR2600-B	4	\$8,296
SS-R-TC-AA-BB-C-DDD-GG-05-USR2600-B	5	\$10,183
SS-R-TC-AA-BB-C-DDD-GG-06-USR2600-B	6	\$12,069
SS-R-TC-AA-BB-C-DDD-GG-07-USR2600-B	7	\$13,956
SS-R-TC-AA-BB-C-DDD-GG-08-USR2600-B	8	\$15,842
SS-R-TC-AA-BB-C-DDD-GG-09-USR2600-B	9	\$17,729
SS-R-TC-AA-BB-C-DDD-GG-10-USR2600-B	10	\$19,615
SS-R-TC-AA-BB-C-DDD-GG-11-USR2600-B	11	\$21,502
SS-R-TC-AA-BB-C-DDD-GG-12-USR2600-B	12	\$23,388
SS-R-TC-AA-BB-C-DDD-GG-13-USR2600-B	13	\$25,275
SS-R-TC-AA-BB-C-DDD-GG-14-USR2600-B	14	\$27,161
SS-R-TC-AA-BB-C-DDD-GG-15-USR2600-B	15	\$29,048
SS-R-TC-AA-BB-C-DDD-GG-16-USR2600-B	16	\$30,934
SS-R-TC-AA-BB-C-DDD-GG-17-USR2600-B	17	\$32,821
SS-R-TC-AA-BB-C-DDD-GG-18-USR2600-B	18	\$34,707
SS-R-TC-AA-BB-C-DDD-GG-19-USR2600-B	19	\$36,594
SS-R-TC-AA-BB-C-DDD-GG-20-USR2600-B	20	\$38,480
SS-R-TC-AA-BB-C-DDD-GG-21-USR2600-B	21	\$40,367
SS-R-TC-AA-BB-C-DDD-GG-22-USR2600-B	22	\$42,253
SS-R-TC-AA-BB-C-DDD-GG-23-USR2600-B	23	\$44,140
SS-R-TC-AA-BB-C-DDD-GG-24-USR2600-B	24	\$46,026
SS-R-TC-AA-BB-C-DDD-GG-25-USR2600-B	25	\$47,913
SS-R-TC-AA-BB-C-DDD-GG-26-USR2600-B	26	\$49,799
SS-R-TC-AA-BB-C-DDD-GG-27-USR2600-B	27	\$51,686
SS-R-TC-AA-BB-C-DDD-GG-28-USR2600-B	28	\$53,572
SS-R-TC-AA-BB-C-DDD-GG-29-USR2600-B	29	\$55,459
SS-R-TC-AA-BB-C-DDD-GG-30-USR2600-B	30	\$57,345
SS-R-TC-AA-BB-C-DDD-GG-31-USR2600-B	31	\$59,232
SS-R-TC-AA-BB-C-DDD-GG-32-USR2600-B	32	\$61,118

USR2 800 Cross Arm Remote Systems		
Catalog #	# Fixtures	Price
SS-R-TC-AA-BB-C-DDD-GG-02-USR2800-B	2	\$4,845
SS-R-TC-AA-BB-C-DDD-GG-03-USR2800-B	3	\$6,893
SS-R-TC-AA-BB-C-DDD-GG-04-USR2800-B	4	\$8,940
SS-R-TC-AA-BB-C-DDD-GG-05-USR2800-B	5	\$10,988
SS-R-TC-AA-BB-C-DDD-GG-06-USR2800-B	6	\$13,035
SS-R-TC-AA-BB-C-DDD-GG-07-USR2800-B	7	\$15,083
SS-R-TC-AA-BB-C-DDD-GG-08-USR2800-B	8	\$17,130
SS-R-TC-AA-BB-C-DDD-GG-09-USR2800-B	9	\$19,178
SS-R-TC-AA-BB-C-DDD-GG-10-USR2800-B	10	\$21,225
SS-R-TC-AA-BB-C-DDD-GG-11-USR2800-B	11	\$23,273
SS-R-TC-AA-BB-C-DDD-GG-12-USR2800-B	12	\$25,320
SS-R-TC-AA-BB-C-DDD-GG-13-USR2800-B	13	\$27,368
SS-R-TC-AA-BB-C-DDD-GG-14-USR2800-B	14	\$29,415
SS-R-TC-AA-BB-C-DDD-GG-15-USR2800-B	15	\$31,463
SS-R-TC-AA-BB-C-DDD-GG-16-USR2800-B	16	\$33,510
SS-R-TC-AA-BB-C-DDD-GG-17-USR2800-B	17	\$35,558
SS-R-TC-AA-BB-C-DDD-GG-18-USR2800-B	18	\$37,605
SS-R-TC-AA-BB-C-DDD-GG-19-USR2800-B	19	\$39,653
SS-R-TC-AA-BB-C-DDD-GG-20-USR2800-B	20	\$41,700
SS-R-TC-AA-BB-C-DDD-GG-21-USR2800-B	21	\$43,748
SS-R-TC-AA-BB-C-DDD-GG-22-USR2800-B	22	\$45,795
SS-R-TC-AA-BB-C-DDD-GG-23-USR2800-B	23	\$47,843
SS-R-TC-AA-BB-C-DDD-GG-24-USR2800-B	24	\$49,890
SS-R-TC-AA-BB-C-DDD-GG-25-USR2800-B	25	\$51,938
SS-R-TC-AA-BB-C-DDD-GG-26-USR2800-B	26	\$53,985
SS-R-TC-AA-BB-C-DDD-GG-27-USR2800-B	27	\$56,033
SS-R-TC-AA-BB-C-DDD-GG-28-USR2800-B	28	\$58,080
SS-R-TC-AA-BB-C-DDD-GG-29-USR2800-B	29	\$60,128
SS-R-TC-AA-BB-C-DDD-GG-30-USR2800-B	30	\$62,175
SS-R-TC-AA-BB-C-DDD-GG-31-USR2800-B	31	\$64,223
SS-R-TC-AA-BB-C-DDD-GG-32-USR2800-B	32	\$66,270

Contact CHM for pricing on  
options not shown above.

SEE SYSTEM PRICING PAGE FOR NOTES  
ON SYSTEM PRICING STRUCTURE

INCLUDES PRE-WIRED CROSS ARM, DROP CABLES  
REMOTE DRIVER ENCLOSURES AND LUMINAIRES

Sourcewell Pricing  
RFP 071619 - Sports Lighting and Related Supplies  
and Services

**Integral Driver, Tubular Cross Arm  
System Pricing Schedule**

CHM Sports

USR600 Cross Arm Integral Systems		
Catalog #	# Fixtures	Price
SS-R-TC-AA-BB-C-DDD-GG-02-USR600-B	2	\$6,977
SS-R-TC-AA-BB-C-DDD-GG-03-USR600-B	3	\$8,840
SS-R-TC-AA-BB-C-DDD-GG-04-USR600-B	4	\$10,703
SS-R-TC-AA-BB-C-DDD-GG-05-USR600-B	5	\$12,566
SS-R-TC-AA-BB-C-DDD-GG-06-USR600-B	6	\$14,430
SS-R-TC-AA-BB-C-DDD-GG-07-USR600-B	7	\$16,293
SS-R-TC-AA-BB-C-DDD-GG-08-USR600-B	8	\$18,156
SS-R-TC-AA-BB-C-DDD-GG-09-USR600-B	9	\$20,019
SS-R-TC-AA-BB-C-DDD-GG-10-USR600-B	10	\$21,883
SS-R-TC-AA-BB-C-DDD-GG-11-USR600-B	11	\$23,746
SS-R-TC-AA-BB-C-DDD-GG-12-USR600-B	12	\$25,609
SS-R-TC-AA-BB-C-DDD-GG-13-USR600-B	13	\$27,472
SS-R-TC-AA-BB-C-DDD-GG-14-USR600-B	14	\$29,336
SS-R-TC-AA-BB-C-DDD-GG-15-USR600-B	15	\$31,199
SS-R-TC-AA-BB-C-DDD-GG-16-USR600-B	16	\$33,062
SS-R-TC-AA-BB-C-DDD-GG-17-USR600-B	17	\$34,925
SS-R-TC-AA-BB-C-DDD-GG-18-USR600-B	18	\$36,789
SS-R-TC-AA-BB-C-DDD-GG-19-USR600-B	19	\$39,402
SS-R-TC-AA-BB-C-DDD-GG-20-USR600-B	20	\$41,265
SS-R-TC-AA-BB-C-DDD-GG-21-USR600-B	21	\$43,128
SS-R-TC-AA-BB-C-DDD-GG-22-USR600-B	22	\$44,992
SS-R-TC-AA-BB-C-DDD-GG-23-USR600-B	23	\$46,855
SS-R-TC-AA-BB-C-DDD-GG-24-USR600-B	24	\$48,718
SS-R-TC-AA-BB-C-DDD-GG-25-USR600-B	25	\$50,581
SS-R-TC-AA-BB-C-DDD-GG-26-USR600-B	26	\$52,445
SS-R-TC-AA-BB-C-DDD-GG-27-USR600-B	27	\$54,308
SS-R-TC-AA-BB-C-DDD-GG-28-USR600-B	28	\$56,171
SS-R-TC-AA-BB-C-DDD-GG-29-USR600-B	29	\$58,034
SS-R-TC-AA-BB-C-DDD-GG-30-USR600-B	30	\$59,898
SS-R-TC-AA-BB-C-DDD-GG-31-USR600-B	31	\$61,761
SS-R-TC-AA-BB-C-DDD-GG-32-USR600-B	32	\$63,624

USR800 Cross Arm Integral Systems		
Catalog #	# Fixtures	Price
SS-R-TC-AA-BB-C-DDD-GG-02-USR800-B	2	\$7,402
SS-R-TC-AA-BB-C-DDD-GG-03-USR800-B	3	\$9,478
SS-R-TC-AA-BB-C-DDD-GG-04-USR800-B	4	\$11,554
SS-R-TC-AA-BB-C-DDD-GG-05-USR800-B	5	\$13,629
SS-R-TC-AA-BB-C-DDD-GG-06-USR800-B	6	\$15,705
SS-R-TC-AA-BB-C-DDD-GG-07-USR800-B	7	\$17,781
SS-R-TC-AA-BB-C-DDD-GG-08-USR800-B	8	\$19,857
SS-R-TC-AA-BB-C-DDD-GG-09-USR800-B	9	\$21,933
SS-R-TC-AA-BB-C-DDD-GG-10-USR800-B	10	\$24,009
SS-R-TC-AA-BB-C-DDD-GG-11-USR800-B	11	\$26,085
SS-R-TC-AA-BB-C-DDD-GG-12-USR800-B	12	\$28,161
SS-R-TC-AA-BB-C-DDD-GG-13-USR800-B	13	\$30,236
SS-R-TC-AA-BB-C-DDD-GG-14-USR800-B	14	\$32,312
SS-R-TC-AA-BB-C-DDD-GG-15-USR800-B	15	\$34,388
SS-R-TC-AA-BB-C-DDD-GG-16-USR800-B	16	\$36,464
SS-R-TC-AA-BB-C-DDD-GG-17-USR800-B	17	\$38,540
SS-R-TC-AA-BB-C-DDD-GG-18-USR800-B	18	\$40,616
SS-R-TC-AA-BB-C-DDD-GG-19-USR800-B	19	\$43,442
SS-R-TC-AA-BB-C-DDD-GG-20-USR800-B	20	\$45,518
SS-R-TC-AA-BB-C-DDD-GG-21-USR800-B	21	\$47,593
SS-R-TC-AA-BB-C-DDD-GG-22-USR800-B	22	\$49,669
SS-R-TC-AA-BB-C-DDD-GG-23-USR800-B	23	\$51,745
SS-R-TC-AA-BB-C-DDD-GG-24-USR800-B	24	\$53,821
SS-R-TC-AA-BB-C-DDD-GG-25-USR800-B	25	\$55,897
SS-R-TC-AA-BB-C-DDD-GG-26-USR800-B	26	\$57,973
SS-R-TC-AA-BB-C-DDD-GG-27-USR800-B	27	\$60,049
SS-R-TC-AA-BB-C-DDD-GG-28-USR800-B	28	\$62,125
SS-R-TC-AA-BB-C-DDD-GG-29-USR800-B	29	\$64,200
SS-R-TC-AA-BB-C-DDD-GG-30-USR800-B	30	\$66,276
SS-R-TC-AA-BB-C-DDD-GG-31-USR800-B	31	\$68,352
SS-R-TC-AA-BB-C-DDD-GG-32-USR800-B	32	\$70,428

Contact CHM for pricing on  
options not shown above.

SEE SYSTEM PRICING PAGE FOR NOTES  
ON SYSTEM PRICING STRUCTURE

INCLUDES PRE-WIRED CROSS ARM, DROP CABLES  
DISTRIBUTION BOX AND LUMINAIRES

Sourcwell Pricing  
RFP 071619 - Sports Lighting and Related Supplies  
and Services

**Integral Driver, Tubular Cross Arm  
System Pricing Schedule**

CHM Sports

<b>USR2 600 Cross Arm Integral Systems</b>		
Catalog #	# Fixtures	Price
SS-R-TC-AA-BB-C-DDD-GG-02-USR2600-B	2	\$6,936
SS-R-TC-AA-BB-C-DDD-GG-03-USR2600-B	3	\$8,779
SS-R-TC-AA-BB-C-DDD-GG-04-USR2600-B	4	\$10,622
SS-R-TC-AA-BB-C-DDD-GG-05-USR2600-B	5	\$12,465
SS-R-TC-AA-BB-C-DDD-GG-06-USR2600-B	6	\$14,308
SS-R-TC-AA-BB-C-DDD-GG-07-USR2600-B	7	\$16,151
SS-R-TC-AA-BB-C-DDD-GG-08-USR2600-B	8	\$17,994
SS-R-TC-AA-BB-C-DDD-GG-09-USR2600-B	9	\$19,837
SS-R-TC-AA-BB-C-DDD-GG-10-USR2600-B	10	\$21,680
SS-R-TC-AA-BB-C-DDD-GG-11-USR2600-B	11	\$23,523
SS-R-TC-AA-BB-C-DDD-GG-12-USR2600-B	12	\$25,366
SS-R-TC-AA-BB-C-DDD-GG-13-USR2600-B	13	\$27,209
SS-R-TC-AA-BB-C-DDD-GG-14-USR2600-B	14	\$29,052
SS-R-TC-AA-BB-C-DDD-GG-15-USR2600-B	15	\$30,895
SS-R-TC-AA-BB-C-DDD-GG-16-USR2600-B	16	\$32,738
SS-R-TC-AA-BB-C-DDD-GG-17-USR2600-B	17	\$34,581
SS-R-TC-AA-BB-C-DDD-GG-18-USR2600-B	18	\$36,424
SS-R-TC-AA-BB-C-DDD-GG-19-USR2600-B	19	\$39,017
SS-R-TC-AA-BB-C-DDD-GG-20-USR2600-B	20	\$40,860
SS-R-TC-AA-BB-C-DDD-GG-21-USR2600-B	21	\$42,703
SS-R-TC-AA-BB-C-DDD-GG-22-USR2600-B	22	\$44,546
SS-R-TC-AA-BB-C-DDD-GG-23-USR2600-B	23	\$46,389
SS-R-TC-AA-BB-C-DDD-GG-24-USR2600-B	24	\$48,232
SS-R-TC-AA-BB-C-DDD-GG-25-USR2600-B	25	\$50,075
SS-R-TC-AA-BB-C-DDD-GG-26-USR2600-B	26	\$51,918
SS-R-TC-AA-BB-C-DDD-GG-27-USR2600-B	27	\$53,761
SS-R-TC-AA-BB-C-DDD-GG-28-USR2600-B	28	\$55,604
SS-R-TC-AA-BB-C-DDD-GG-29-USR2600-B	29	\$57,447
SS-R-TC-AA-BB-C-DDD-GG-30-USR2600-B	30	\$59,290
SS-R-TC-AA-BB-C-DDD-GG-31-USR2600-B	31	\$61,133
SS-R-TC-AA-BB-C-DDD-GG-32-USR2600-B	32	\$62,976

<b>USR2 800 Cross Arm Integral Systems</b>		
Catalog #	# Fixtures	Price
SS-R-TC-AA-BB-C-DDD-GG-02-USR2800-B	2	\$7,134
SS-R-TC-AA-BB-C-DDD-GG-03-USR2800-B	3	\$9,076
SS-R-TC-AA-BB-C-DDD-GG-04-USR2800-B	4	\$11,018
SS-R-TC-AA-BB-C-DDD-GG-05-USR2800-B	5	\$12,960
SS-R-TC-AA-BB-C-DDD-GG-06-USR2800-B	6	\$14,902
SS-R-TC-AA-BB-C-DDD-GG-07-USR2800-B	7	\$16,844
SS-R-TC-AA-BB-C-DDD-GG-08-USR2800-B	8	\$18,786
SS-R-TC-AA-BB-C-DDD-GG-09-USR2800-B	9	\$20,728
SS-R-TC-AA-BB-C-DDD-GG-10-USR2800-B	10	\$22,670
SS-R-TC-AA-BB-C-DDD-GG-11-USR2800-B	11	\$24,612
SS-R-TC-AA-BB-C-DDD-GG-12-USR2800-B	12	\$26,554
SS-R-TC-AA-BB-C-DDD-GG-13-USR2800-B	13	\$28,496
SS-R-TC-AA-BB-C-DDD-GG-14-USR2800-B	14	\$30,438
SS-R-TC-AA-BB-C-DDD-GG-15-USR2800-B	15	\$32,380
SS-R-TC-AA-BB-C-DDD-GG-16-USR2800-B	16	\$34,322
SS-R-TC-AA-BB-C-DDD-GG-17-USR2800-B	17	\$36,264
SS-R-TC-AA-BB-C-DDD-GG-18-USR2800-B	18	\$38,206
SS-R-TC-AA-BB-C-DDD-GG-19-USR2800-B	19	\$40,898
SS-R-TC-AA-BB-C-DDD-GG-20-USR2800-B	20	\$42,840
SS-R-TC-AA-BB-C-DDD-GG-21-USR2800-B	21	\$44,782
SS-R-TC-AA-BB-C-DDD-GG-22-USR2800-B	22	\$46,724
SS-R-TC-AA-BB-C-DDD-GG-23-USR2800-B	23	\$48,666
SS-R-TC-AA-BB-C-DDD-GG-24-USR2800-B	24	\$50,608
SS-R-TC-AA-BB-C-DDD-GG-25-USR2800-B	25	\$52,550
SS-R-TC-AA-BB-C-DDD-GG-26-USR2800-B	26	\$54,492
SS-R-TC-AA-BB-C-DDD-GG-27-USR2800-B	27	\$56,434
SS-R-TC-AA-BB-C-DDD-GG-28-USR2800-B	28	\$58,376
SS-R-TC-AA-BB-C-DDD-GG-29-USR2800-B	29	\$60,318
SS-R-TC-AA-BB-C-DDD-GG-30-USR2800-B	30	\$62,260
SS-R-TC-AA-BB-C-DDD-GG-31-USR2800-B	31	\$64,202
SS-R-TC-AA-BB-C-DDD-GG-32-USR2800-B	32	\$66,144

Contact CHM for pricing on  
options not shown above.

SEE SYSTEM PRICING PAGE FOR NOTES  
ON SYSTEM PRICING STRUCTURE

INCLUDES PRE-WIRED CROSS ARM, DROP CABLES  
DISTRIBUTION BOX AND LUMINAIRES

Sourcewell Pricing  
RFP 071619 - Sports Lighting and Related Supplies  
and Services

Integral Driver, Tubular Cross Arm  
System Pricing Schedule

CHM Sports

RFF460 Cross Arm Integral Systems		
Catalog #	# Fixtures	Price
SS-R-TC-AA-BB-C-DDD-GG-02-RFF460-B	2	\$5,646
SS-R-TC-AA-BB-C-DDD-GG-03-RFF460-B	3	\$6,845
SS-R-TC-AA-BB-C-DDD-GG-04-RFF460-B	4	\$8,043
SS-R-TC-AA-BB-C-DDD-GG-05-RFF460-B	5	\$9,241
SS-R-TC-AA-BB-C-DDD-GG-06-RFF460-B	6	\$10,439
SS-R-TC-AA-BB-C-DDD-GG-07-RFF460-B	7	\$11,637
SS-R-TC-AA-BB-C-DDD-GG-08-RFF460-B	8	\$12,836
SS-R-TC-AA-BB-C-DDD-GG-09-RFF460-B	9	\$14,034
SS-R-TC-AA-BB-C-DDD-GG-10-RFF4600-B	10	\$15,232
SS-R-TC-AA-BB-C-DDD-GG-11-RFF460-B	11	\$16,430
SS-R-TC-AA-BB-C-DDD-GG-12-RFF460-B	12	\$17,628
SS-R-TC-AA-BB-C-DDD-GG-13-RFF460-B	13	\$18,827
SS-R-TC-AA-BB-C-DDD-GG-14-RFF460-B	14	\$20,025
SS-R-TC-AA-BB-C-DDD-GG-15-RFF460-B	15	\$21,223
SS-R-TC-AA-BB-C-DDD-GG-16-RFF460-B	16	\$22,421
SS-R-TC-AA-BB-C-DDD-GG-17-RFF460-B	17	\$23,620
SS-R-TC-AA-BB-C-DDD-GG-18-RFF460-B	18	\$24,818
SS-R-TC-AA-BB-C-DDD-GG-19-RFF460-B	19	\$26,766
SS-R-TC-AA-BB-C-DDD-GG-20-RFF460-B	20	\$27,964
SS-R-TC-AA-BB-C-DDD-GG-21-RFF460-B	21	\$29,162
SS-R-TC-AA-BB-C-DDD-GG-22-RFF460-B	22	\$30,361
SS-R-TC-AA-BB-C-DDD-GG-23-RFF460-B	23	\$31,559
SS-R-TC-AA-BB-C-DDD-GG-24-RFF460-B	24	\$32,757
SS-R-TC-AA-BB-C-DDD-GG-25-RFF460-B	25	\$33,955
SS-R-TC-AA-BB-C-DDD-GG-26-RFF460-B	26	\$35,153
SS-R-TC-AA-BB-C-DDD-GG-27-RFF460-B	27	\$36,352
SS-R-TC-AA-BB-C-DDD-GG-28-RFF460-B	28	\$37,550
SS-R-TC-AA-BB-C-DDD-GG-29-RFF460-B	29	\$38,748
SS-R-TC-AA-BB-C-DDD-GG-30-RFF460-B	30	\$39,946
SS-R-TC-AA-BB-C-DDD-GG-31-RFF460-B	31	\$41,144
SS-R-TC-AA-BB-C-DDD-GG-32-RFF460-B	32	\$42,343

Contact CHM for pricing on options not shown above.

SEE SYSTEM PRICING PAGE FOR NOTES ON SYSTEM PRICING STRUCTURE

INCLUDES PRE-WIRED CROSS ARM, DROP CABLES DISTRIBUTION BOX AND LUMINAIRES

Sourcwell Pricing  
RFP 071619 - Sports Lighting and Related Supplies  
and Services

Remote Driver, Tubular Platform  
System Pricing Schedule

CHM Sports

USR600 Tubular Platform, Remote Driver Systems		
Catalog #	# Fixtures	Price
SS-R-TP-AA-BB-C-DDD-GG-02-USR600-B	2	\$9,787
SS-R-TP-AA-BB-C-DDD-GG-03-USR600-B	3	\$11,706
SS-R-TP-AA-BB-C-DDD-GG-04-USR600-B	4	\$13,625
SS-R-TP-AA-BB-C-DDD-GG-05-USR600-B	5	\$15,544
SS-R-TP-AA-BB-C-DDD-GG-06-USR600-B	6	\$17,463
SS-R-TP-AA-BB-C-DDD-GG-07-USR600-B	7	\$19,856
SS-R-TP-AA-BB-C-DDD-GG-08-USR600-B	8	\$21,775
SS-R-TP-AA-BB-C-DDD-GG-09-USR600-B	9	\$23,694
SS-R-TP-AA-BB-C-DDD-GG-10-USR600-B	10	\$25,613
SS-R-TP-AA-BB-C-DDD-GG-11-USR600-B	11	\$27,532
SS-R-TP-AA-BB-C-DDD-GG-12-USR600-B	12	\$29,451
SS-R-TP-AA-BB-C-DDD-GG-13-USR600-B	13	\$31,844
SS-R-TP-AA-BB-C-DDD-GG-14-USR600-B	14	\$33,763
SS-R-TP-AA-BB-C-DDD-GG-15-USR600-B	15	\$35,682
SS-R-TP-AA-BB-C-DDD-GG-16-USR600-B	16	\$37,601
SS-R-TP-AA-BB-C-DDD-GG-17-USR600-B	17	\$41,417
SS-R-TP-AA-BB-C-DDD-GG-18-USR600-B	18	\$43,336
SS-R-TP-AA-BB-C-DDD-GG-19-USR600-B	19	\$45,255
SS-R-TP-AA-BB-C-DDD-GG-20-USR600-B	20	\$47,174
SS-R-TP-AA-BB-C-DDD-GG-21-USR600-B	21	\$49,093
SS-R-TP-AA-BB-C-DDD-GG-22-USR600-B	22	\$51,012
SS-R-TP-AA-BB-C-DDD-GG-23-USR600-B	23	\$52,931
SS-R-TP-AA-BB-C-DDD-GG-24-USR600-B	24	\$54,850
SS-R-TP-AA-BB-C-DDD-GG-25-USR600-B	25	\$56,769
SS-R-TP-AA-BB-C-DDD-GG-26-USR600-B	26	\$58,688
SS-R-TP-AA-BB-C-DDD-GG-27-USR600-B	27	\$60,607
SS-R-TP-AA-BB-C-DDD-GG-28-USR600-B	28	\$62,526
SS-R-TP-AA-BB-C-DDD-GG-29-USR600-B	29	\$64,445
SS-R-TP-AA-BB-C-DDD-GG-30-USR600-B	30	\$66,364
SS-R-TP-AA-BB-C-DDD-GG-31-USR600-B	31	\$68,283
SS-R-TP-AA-BB-C-DDD-GG-32-USR600-B	32	\$70,202

USR800 Tubular Platform, Remote Driver Systems		
Catalog #	# Fixtures	Price
SS-R-TP-AA-BB-C-DDD-GG-02-USR800-B	2	\$10,779
SS-R-TP-AA-BB-C-DDD-GG-03-USR800-B	3	\$12,819
SS-R-TP-AA-BB-C-DDD-GG-04-USR800-B	4	\$14,859
SS-R-TP-AA-BB-C-DDD-GG-05-USR800-B	5	\$16,899
SS-R-TP-AA-BB-C-DDD-GG-06-USR800-B	6	\$18,939
SS-R-TP-AA-BB-C-DDD-GG-07-USR800-B	7	\$20,979
SS-R-TP-AA-BB-C-DDD-GG-08-USR800-B	8	\$23,019
SS-R-TP-AA-BB-C-DDD-GG-09-USR800-B	9	\$25,533
SS-R-TP-AA-BB-C-DDD-GG-10-USR800-B	10	\$27,573
SS-R-TP-AA-BB-C-DDD-GG-11-USR800-B	11	\$29,613
SS-R-TP-AA-BB-C-DDD-GG-12-USR800-B	12	\$31,653
SS-R-TP-AA-BB-C-DDD-GG-13-USR800-B	13	\$34,167
SS-R-TP-AA-BB-C-DDD-GG-14-USR800-B	14	\$36,207
SS-R-TP-AA-BB-C-DDD-GG-15-USR800-B	15	\$38,247
SS-R-TP-AA-BB-C-DDD-GG-16-USR800-B	16	\$40,287
SS-R-TP-AA-BB-C-DDD-GG-17-USR800-B	17	\$44,224
SS-R-TP-AA-BB-C-DDD-GG-18-USR800-B	18	\$46,264
SS-R-TP-AA-BB-C-DDD-GG-19-USR800-B	19	\$48,304
SS-R-TP-AA-BB-C-DDD-GG-20-USR800-B	20	\$50,344
SS-R-TP-AA-BB-C-DDD-GG-21-USR800-B	21	\$52,384
SS-R-TP-AA-BB-C-DDD-GG-22-USR800-B	22	\$54,424
SS-R-TP-AA-BB-C-DDD-GG-23-USR800-B	23	\$56,464
SS-R-TP-AA-BB-C-DDD-GG-24-USR800-B	24	\$58,504
SS-R-TP-AA-BB-C-DDD-GG-25-USR800-B	25	\$60,544
SS-R-TP-AA-BB-C-DDD-GG-26-USR800-B	26	\$62,584
SS-R-TP-AA-BB-C-DDD-GG-27-USR800-B	27	\$64,624
SS-R-TP-AA-BB-C-DDD-GG-28-USR800-B	28	\$66,664
SS-R-TP-AA-BB-C-DDD-GG-29-USR800-B	29	\$68,704
SS-R-TP-AA-BB-C-DDD-GG-30-USR800-B	30	\$70,744
SS-R-TP-AA-BB-C-DDD-GG-31-USR800-B	31	\$72,784
SS-R-TP-AA-BB-C-DDD-GG-32-USR800-B	32	\$74,824

Contact CHM for pricing on  
options not shown above.

SEE SYSTEM PRICING PAGE FOR NOTES  
ON SYSTEM PRICING STRUCTURE

INCLUDES PRE-WIRED PLATFORMS, DROP CABLES  
REMOTE DRIVER ENCLOSURES AND LUMINAIRES

Sourcwell Pricing  
RFP 071619 - Sports Lighting and Related Supplies  
and Services

**Remote Driver, Tubular Platform  
System Pricing Schedule**

CHM Sports

<b>USR2 600 Tubular Platform, Remote Driver Systems</b>		
Catalog #	# Fixtures	Price
SS-R-TP-AA-BB-C-DDD-GG-02-USR2600-B	2	\$9,587
SS-R-TP-AA-BB-C-DDD-GG-03-USR2600-B	3	\$11,406
SS-R-TP-AA-BB-C-DDD-GG-04-USR2600-B	4	\$13,225
SS-R-TP-AA-BB-C-DDD-GG-05-USR2600-B	5	\$15,044
SS-R-TP-AA-BB-C-DDD-GG-06-USR2600-B	6	\$16,863
SS-R-TP-AA-BB-C-DDD-GG-07-USR2600-B	7	\$19,156
SS-R-TP-AA-BB-C-DDD-GG-08-USR2600-B	8	\$20,975
SS-R-TP-AA-BB-C-DDD-GG-09-USR2600-B	9	\$22,794
SS-R-TP-AA-BB-C-DDD-GG-10-USR2600-B	10	\$24,613
SS-R-TP-AA-BB-C-DDD-GG-11-USR2600-B	11	\$26,432
SS-R-TP-AA-BB-C-DDD-GG-12-USR2600-B	12	\$28,251
SS-R-TP-AA-BB-C-DDD-GG-13-USR2600-B	13	\$30,544
SS-R-TP-AA-BB-C-DDD-GG-14-USR2600-B	14	\$32,363
SS-R-TP-AA-BB-C-DDD-GG-15-USR2600-B	15	\$34,182
SS-R-TP-AA-BB-C-DDD-GG-16-USR2600-B	16	\$36,001
SS-R-TP-AA-BB-C-DDD-GG-17-USR2600-B	17	\$39,717
SS-R-TP-AA-BB-C-DDD-GG-18-USR2600-B	18	\$41,536
SS-R-TP-AA-BB-C-DDD-GG-19-USR2600-B	19	\$43,355
SS-R-TP-AA-BB-C-DDD-GG-20-USR2600-B	20	\$45,174
SS-R-TP-AA-BB-C-DDD-GG-21-USR2600-B	21	\$46,993
SS-R-TP-AA-BB-C-DDD-GG-22-USR2600-B	22	\$48,812
SS-R-TP-AA-BB-C-DDD-GG-23-USR2600-B	23	\$50,631
SS-R-TP-AA-BB-C-DDD-GG-24-USR2600-B	24	\$52,450
SS-R-TP-AA-BB-C-DDD-GG-25-USR2600-B	25	\$54,269
SS-R-TP-AA-BB-C-DDD-GG-26-USR2600-B	26	\$56,088
SS-R-TP-AA-BB-C-DDD-GG-27-USR2600-B	27	\$57,907
SS-R-TP-AA-BB-C-DDD-GG-28-USR2600-B	28	\$59,726
SS-R-TP-AA-BB-C-DDD-GG-29-USR2600-B	29	\$61,545
SS-R-TP-AA-BB-C-DDD-GG-30-USR2600-B	30	\$63,364
SS-R-TP-AA-BB-C-DDD-GG-31-USR2600-B	31	\$65,183
SS-R-TP-AA-BB-C-DDD-GG-32-USR2600-B	32	\$67,002

<b>USR2 800 Tubular Platform, Remote Driver Systems</b>		
Catalog #	# Fixtures	Price
SS-R-TP-AA-BB-C-DDD-GG-02-USR2800-B	2	\$9,829
SS-R-TP-AA-BB-C-DDD-GG-03-USR2800-B	3	\$11,769
SS-R-TP-AA-BB-C-DDD-GG-04-USR2800-B	4	\$13,709
SS-R-TP-AA-BB-C-DDD-GG-05-USR2800-B	5	\$15,649
SS-R-TP-AA-BB-C-DDD-GG-06-USR2800-B	6	\$17,589
SS-R-TP-AA-BB-C-DDD-GG-07-USR2800-B	7	\$20,003
SS-R-TP-AA-BB-C-DDD-GG-08-USR2800-B	8	\$21,943
SS-R-TP-AA-BB-C-DDD-GG-09-USR2800-B	9	\$23,883
SS-R-TP-AA-BB-C-DDD-GG-10-USR2800-B	10	\$25,823
SS-R-TP-AA-BB-C-DDD-GG-11-USR2800-B	11	\$27,763
SS-R-TP-AA-BB-C-DDD-GG-12-USR2800-B	12	\$29,703
SS-R-TP-AA-BB-C-DDD-GG-13-USR2800-B	13	\$32,117
SS-R-TP-AA-BB-C-DDD-GG-14-USR2800-B	14	\$34,057
SS-R-TP-AA-BB-C-DDD-GG-15-USR2800-B	15	\$35,997
SS-R-TP-AA-BB-C-DDD-GG-16-USR2800-B	16	\$37,937
SS-R-TP-AA-BB-C-DDD-GG-17-USR2800-B	17	\$41,774
SS-R-TP-AA-BB-C-DDD-GG-18-USR2800-B	18	\$43,714
SS-R-TP-AA-BB-C-DDD-GG-19-USR2800-B	19	\$45,654
SS-R-TP-AA-BB-C-DDD-GG-20-USR2800-B	20	\$47,594
SS-R-TP-AA-BB-C-DDD-GG-21-USR2800-B	21	\$49,534
SS-R-TP-AA-BB-C-DDD-GG-22-USR2800-B	22	\$51,474
SS-R-TP-AA-BB-C-DDD-GG-23-USR2800-B	23	\$53,414
SS-R-TP-AA-BB-C-DDD-GG-24-USR2800-B	24	\$55,354
SS-R-TP-AA-BB-C-DDD-GG-25-USR2800-B	25	\$57,294
SS-R-TCP-AA-BB-C-DDD-GG-26-USR2800-B	26	\$59,234
SS-R-TP-AA-BB-C-DDD-GG-27-USR2800-B	27	\$61,174
SS-R-TP-AA-BB-C-DDD-GG-28-USR2800-B	28	\$63,114
SS-R-TP-AA-BB-C-DDD-GG-29-USR2800-B	29	\$65,054
SS-R-TP-AA-BB-C-DDD-GG-30-USR2800-B	30	\$66,994
SS-R-TP-AA-BB-C-DDD-GG-31-USR2800-B	31	\$68,934
SS-R-TP-AA-BB-C-DDD-GG-32-USR2800-B	32	\$70,874

Contact CHM for pricing on  
options not shown above.

SEE SYSTEM PRICING PAGE FOR NOTES  
ON SYSTEM PRICING STRUCTURE

INCLUDES PRE-WIRED PLATFORMS, DROP CABLES  
REMOTE DRIVER ENCLOSURES AND LUMINAIRES

Sourcewell Pricing  
RFP 071619 - Sports Lighting and Related Supplies  
and Services

**Integral Driver, Tubular Platform  
System Pricing Schedule**

CHM Sports

USR600 Integral Systems		
Catalog #	# Fixtures	Price
SS-R-TC-AA-BB-C-DDD-GG-02-USR600-B	2	\$10,186
SS-R-TC-AA-BB-C-DDD-GG-03-USR600-B	3	\$11,930
SS-R-TC-AA-BB-C-DDD-GG-04-USR600-B	4	\$13,674
SS-R-TC-AA-BB-C-DDD-GG-05-USR600-B	5	\$15,417
SS-R-TC-AA-BB-C-DDD-GG-06-USR600-B	6	\$17,161
SS-R-TC-AA-BB-C-DDD-GG-07-USR600-B	7	\$19,379
SS-R-TC-AA-BB-C-DDD-GG-08-USR600-B	8	\$21,123
SS-R-TC-AA-BB-C-DDD-GG-09-USR600-B	9	\$22,867
SS-R-TC-AA-BB-C-DDD-GG-10-USR600-B	10	\$24,610
SS-R-TC-AA-BB-C-DDD-GG-11-USR600-B	11	\$26,354
SS-R-TC-AA-BB-C-DDD-GG-12-USR600-B	12	\$28,098
SS-R-TC-AA-BB-C-DDD-GG-13-USR600-B	13	\$30,316
SS-R-TC-AA-BB-C-DDD-GG-14-USR600-B	14	\$32,060
SS-R-TC-AA-BB-C-DDD-GG-15-USR600-B	15	\$33,803
SS-R-TC-AA-BB-C-DDD-GG-16-USR600-B	16	\$35,547
SS-R-TC-AA-BB-C-DDD-GG-17-USR600-B	17	\$39,188
SS-R-TC-AA-BB-C-DDD-GG-18-USR600-B	18	\$40,932
SS-R-TC-AA-BB-C-DDD-GG-19-USR600-B	19	\$42,676
SS-R-TC-AA-BB-C-DDD-GG-20-USR600-B	20	\$44,419
SS-R-TC-AA-BB-C-DDD-GG-21-USR600-B	21	\$46,163
SS-R-TC-AA-BB-C-DDD-GG-22-USR600-B	22	\$47,907
SS-R-TC-AA-BB-C-DDD-GG-23-USR600-B	23	\$49,651
SS-R-TC-AA-BB-C-DDD-GG-24-USR600-B	24	\$51,394
SS-R-TC-AA-BB-C-DDD-GG-25-USR600-B	25	\$53,138
SS-R-TC-AA-BB-C-DDD-GG-26-USR600-B	26	\$54,882
SS-R-TC-AA-BB-C-DDD-GG-27-USR600-B	27	\$56,626
SS-R-TC-AA-BB-C-DDD-GG-28-USR600-B	28	\$58,369
SS-R-TC-AA-BB-C-DDD-GG-29-USR600-B	29	\$60,113
SS-R-TC-AA-BB-C-DDD-GG-30-USR600-B	30	\$61,857
SS-R-TC-AA-BB-C-DDD-GG-31-USR600-B	31	\$63,601
SS-R-TC-AA-BB-C-DDD-GG-32-USR600-B	32	\$65,344

USR800 Integral Systems		
Catalog #	# Fixtures	Price
SS-R-TC-AA-BB-C-DDD-GG-02-USR800-B	2	\$10,611
SS-R-TC-AA-BB-C-DDD-GG-03-USR800-B	3	\$12,568
SS-R-TC-AA-BB-C-DDD-GG-04-USR800-B	4	\$14,524
SS-R-TC-AA-BB-C-DDD-GG-05-USR800-B	5	\$16,480
SS-R-TC-AA-BB-C-DDD-GG-06-USR800-B	6	\$18,437
SS-R-TC-AA-BB-C-DDD-GG-07-USR800-B	7	\$20,868
SS-R-TC-AA-BB-C-DDD-GG-08-USR800-B	8	\$22,824
SS-R-TC-AA-BB-C-DDD-GG-09-USR800-B	9	\$24,780
SS-R-TC-AA-BB-C-DDD-GG-10-USR800-B	10	\$26,737
SS-R-TC-AA-BB-C-DDD-GG-11-USR800-B	11	\$28,693
SS-R-TC-AA-BB-C-DDD-GG-12-USR800-B	12	\$30,649
SS-R-TC-AA-BB-C-DDD-GG-13-USR800-B	13	\$33,080
SS-R-TC-AA-BB-C-DDD-GG-14-USR800-B	14	\$35,036
SS-R-TC-AA-BB-C-DDD-GG-15-USR800-B	15	\$36,993
SS-R-TC-AA-BB-C-DDD-GG-16-USR800-B	16	\$38,949
SS-R-TC-AA-BB-C-DDD-GG-17-USR800-B	17	\$42,803
SS-R-TC-AA-BB-C-DDD-GG-18-USR800-B	18	\$44,759
SS-R-TC-AA-BB-C-DDD-GG-19-USR800-B	19	\$46,716
SS-R-TC-AA-BB-C-DDD-GG-20-USR800-B	20	\$48,672
SS-R-TC-AA-BB-C-DDD-GG-21-USR800-B	21	\$50,628
SS-R-TC-AA-BB-C-DDD-GG-22-USR800-B	22	\$52,585
SS-R-TC-AA-BB-C-DDD-GG-23-USR800-B	23	\$54,541
SS-R-TC-AA-BB-C-DDD-GG-24-USR800-B	24	\$56,497
SS-R-TC-AA-BB-C-DDD-GG-25-USR800-B	25	\$58,454
SS-R-TC-AA-BB-C-DDD-GG-26-USR800-B	26	\$60,410
SS-R-TC-AA-BB-C-DDD-GG-27-USR800-B	27	\$62,367
SS-R-TC-AA-BB-C-DDD-GG-28-USR800-B	28	\$64,323
SS-R-TC-AA-BB-C-DDD-GG-29-USR800-B	29	\$66,279
SS-R-TC-AA-BB-C-DDD-GG-30-USR800-B	30	\$68,236
SS-R-TC-AA-BB-C-DDD-GG-31-USR800-B	31	\$70,192
SS-R-TC-AA-BB-C-DDD-GG-32-USR800-B	32	\$72,148

Contact CHM for pricing on  
options not shown above.

SEE SYSTEM PRICING PAGE FOR NOTES  
ON SYSTEM PRICING STRUCTURE

INCLUDES PRE-WIRED CROSS ARM, DROP CABLES  
DISTRIBUTION BOX AND LUMINAIRES

Sourcewell Pricing  
RFP 071619 - Sports Lighting and Related Supplies  
and Services

**Integral Driver, Tubular Platform  
System Pricing Schedule**

CHM Sports

USR2 600 Integral Systems		
Catalog #	# Fixtures	Price
SS-R-TC-AA-BB-C-DDD-GG-02-USR2600-B	2	\$9,750
SS-R-TC-AA-BB-C-DDD-GG-03-USR2600-B	3	\$11,525
SS-R-TC-AA-BB-C-DDD-GG-04-USR2600-B	4	\$13,301
SS-R-TC-AA-BB-C-DDD-GG-05-USR2600-B	5	\$15,076
SS-R-TC-AA-BB-C-DDD-GG-06-USR2600-B	6	\$16,852
SS-R-TC-AA-BB-C-DDD-GG-07-USR2600-B	7	\$19,101
SS-R-TC-AA-BB-C-DDD-GG-08-USR2600-B	8	\$20,877
SS-R-TC-AA-BB-C-DDD-GG-09-USR2600-B	9	\$22,652
SS-R-TC-AA-BB-C-DDD-GG-10-USR2600-B	10	\$24,428
SS-R-TC-AA-BB-C-DDD-GG-11-USR2600-B	11	\$26,203
SS-R-TC-AA-BB-C-DDD-GG-12-USR2600-B	12	\$27,979
SS-R-TC-AA-BB-C-DDD-GG-13-USR2600-B	13	\$30,229
SS-R-TC-AA-BB-C-DDD-GG-14-USR2600-B	14	\$32,004
SS-R-TC-AA-BB-C-DDD-GG-15-USR2600-B	15	\$33,780
SS-R-TC-AA-BB-C-DDD-GG-16-USR2600-B	16	\$35,555
SS-R-TC-AA-BB-C-DDD-GG-17-USR2600-B	17	\$39,228
SS-R-TC-AA-BB-C-DDD-GG-18-USR2600-B	18	\$41,003
SS-R-TC-AA-BB-C-DDD-GG-19-USR2600-B	19	\$42,779
SS-R-TC-AA-BB-C-DDD-GG-20-USR2600-B	20	\$44,554
SS-R-TC-AA-BB-C-DDD-GG-21-USR2600-B	21	\$46,330
SS-R-TC-AA-BB-C-DDD-GG-22-USR2600-B	22	\$48,105
SS-R-TC-AA-BB-C-DDD-GG-23-USR2600-B	23	\$49,881
SS-R-TC-AA-BB-C-DDD-GG-24-USR2600-B	24	\$51,656
SS-R-TC-AA-BB-C-DDD-GG-25-USR2600-B	25	\$53,432
SS-R-TC-AA-BB-C-DDD-GG-26-USR2600-B	26	\$55,207
SS-R-TC-AA-BB-C-DDD-GG-27-USR2600-B	27	\$56,983
SS-R-TC-AA-BB-C-DDD-GG-28-USR2600-B	28	\$58,758
SS-R-TC-AA-BB-C-DDD-GG-29-USR2600-B	29	\$60,534
SS-R-TC-AA-BB-C-DDD-GG-30-USR2600-B	30	\$62,309
SS-R-TC-AA-BB-C-DDD-GG-31-USR2600-B	31	\$64,085
SS-R-TC-AA-BB-C-DDD-GG-32-USR2600-B	32	\$65,860

USR2 800 Integral Systems		
Catalog #	# Fixtures	Price
SS-R-TC-AA-BB-C-DDD-GG-02-USR280-B	2	\$9,948
SS-R-TC-AA-BB-C-DDD-GG-03-USR2800-B	3	\$11,822
SS-R-TC-AA-BB-C-DDD-GG-04-USR2800-B	4	\$13,697
SS-R-TC-AA-BB-C-DDD-GG-05-USR2800-B	5	\$15,571
SS-R-TC-AA-BB-C-DDD-GG-06-USR2800-B	6	\$17,446
SS-R-TC-AA-BB-C-DDD-GG-07-USR2800-B	7	\$19,794
SS-R-TC-AA-BB-C-DDD-GG-08-USR2800-B	8	\$21,669
SS-R-TC-AA-BB-C-DDD-GG-09-USR2800-B	9	\$23,543
SS-R-TC-AA-BB-C-DDD-GG-10-USR2800-B	10	\$25,418
SS-R-TC-AA-BB-C-DDD-GG-11-USR2800-B	11	\$27,292
SS-R-TC-AA-BB-C-DDD-GG-12-USR2800-B	12	\$29,167
SS-R-TC-AA-BB-C-DDD-GG-13-USR2800-B	13	\$31,516
SS-R-TC-AA-BB-C-DDD-GG-14-USR2800-B	14	\$33,390
SS-R-TC-AA-BB-C-DDD-GG-15-USR2800-B	15	\$35,265
SS-R-TC-AA-BB-C-DDD-GG-16-USR2800-B	16	\$37,139
SS-R-TC-AA-BB-C-DDD-GG-17-USR2800-B	17	\$40,911
SS-R-TC-AA-BB-C-DDD-GG-18-USR2800-B	18	\$42,785
SS-R-TC-AA-BB-C-DDD-GG-19-USR2800-B	19	\$44,660
SS-R-TC-AA-BB-C-DDD-GG-20-USR2800-B	20	\$46,534
SS-R-TC-AA-BB-C-DDD-GG-21-USR2800-B	21	\$48,409
SS-R-TC-AA-BB-C-DDD-GG-22-USR2800-B	22	\$50,283
SS-R-TC-AA-BB-C-DDD-GG-23-USR2800-B	23	\$52,158
SS-R-TC-AA-BB-C-DDD-GG-24-USR2800-B	24	\$54,032
SS-R-TC-AA-BB-C-DDD-GG-25-USR2800-B	25	\$55,907
SS-R-TC-AA-BB-C-DDD-GG-26-USR2800-B	26	\$57,781
SS-R-TC-AA-BB-C-DDD-GG-27-USR2800-B	27	\$59,656
SS-R-TC-AA-BB-C-DDD-GG-28-USR2800-B	28	\$61,530
SS-R-TC-AA-BB-C-DDD-GG-29-USR2800-B	29	\$63,405
SS-R-TC-AA-BB-C-DDD-GG-30-USR2800-B	30	\$65,279
SS-R-TC-AA-BB-C-DDD-GG-31-USR2800-B	31	\$67,154
SS-R-TC-AA-BB-C-DDD-GG-32-USR2800-B	32	\$69,028

Contact CHM for pricing on  
options not shown above.

SEE SYSTEM PRICING PAGE FOR NOTES  
ON SYSTEM PRICING STRUCTURE

INCLUDES PRE-WIRED CROSS ARM, DROP CABLES  
DISTRIBUTION BOX AND LUMINAIRES

Sourcwell Pricing  
RFP 071619 - Sports Lighting and Related Supplies  
and Services

**Anchor Base  
Tower Pricing**

CHM Sports

Catalog	Height	Standard Price	Member Price
ST-030-01-AB	30	\$822.00	\$739.80
ST-040-01-AB	40	\$1,219.00	\$1,097.10
ST-040-02-AB	40	\$1,307.00	\$1,176.30
ST-040-03-AB	40	\$1,468.00	\$1,321.20
ST-040-04-AB	40	\$1,644.00	\$1,479.60
ST-040-05-AB	40	\$2,667.00	\$2,400.30
ST-050-01-AB	50	\$1,350.00	\$1,215.00
ST-050-02-AB	50	\$1,735.00	\$1,561.50
ST-050-03-AB	50	\$1,854.00	\$1,668.60
ST-050-05-AB	50	\$2,268.00	\$2,041.20
ST-050-06-AB	50	\$2,660.00	\$2,394.00
ST-050-07-AB	50	\$2,400.00	\$2,160.00
ST-050-08-AB	50	\$2,873.00	\$2,585.70
ST-060-01-AB	60	\$2,508.00	\$2,257.20
ST-060-02-AB	60	\$2,740.00	\$2,466.00
ST-060-03-AB	60	\$2,934.00	\$2,640.60
ST-060-04-AB	60	\$3,132.00	\$2,818.80
ST-060-05-AB	60	\$3,330.00	\$2,997.00
ST-060-06-AB	60	\$3,531.00	\$3,177.90
ST-060-07-AB	60	\$3,732.00	\$3,358.80
ST-060-08-AB	60	\$3,805.00	\$3,424.50
ST-060-09-AB	60	\$4,029.00	\$3,626.10
ST-060-10-AB	60	\$4,233.00	\$3,809.70
ST-060-11-AB	60	\$4,499.00	\$4,049.10
ST-060-12-AB	60	\$4,791.00	\$4,311.90
ST-070-01-AB	70	\$3,092.00	\$2,782.80
ST-070-02-AB	70	\$3,326.00	\$2,993.40
ST-070-03-AB	70	\$3,487.00	\$3,138.30
ST-070-04-AB	70	\$3,715.00	\$3,343.50
ST-070-05-AB	70	\$3,944.00	\$3,549.60
ST-070-06-AB	70	\$4,241.00	\$3,816.90
ST-070-07-AB	70	\$4,405.00	\$3,964.50
ST-070-08-AB	70	\$4,704.00	\$4,233.60
ST-070-10-AB	70	\$5,275.00	\$4,747.50
ST-070-11-AB	70	\$5,613.00	\$5,051.70
ST-080-01-AB	80	\$3,426.00	\$3,083.40
ST-080-02-AB	80	\$3,681.00	\$3,312.90
ST-080-03-AB	80	\$3,937.00	\$3,543.30
ST-080-04-AB	80	\$4,195.00	\$3,775.50
ST-080-05-AB	80	\$4,455.00	\$4,009.50
ST-080-06-AB	80	\$4,872.00	\$4,384.80
ST-080-07-AB	80	\$5,090.00	\$4,581.00
ST-080-08-AB	80	\$5,433.00	\$4,889.70

Contact CHM for pricing on options not shown above.

Sourcewell Pricing  
RFP 071619 - Sports Lighting and Related Supplies  
and Services

**Anchor Base  
Tower Pricing**

CHM Sports

ST-080-09-AB	80	\$5,892.00	\$5,302.80
ST-080-10-AB	80	\$6,103.00	\$5,492.70
ST-080-11-AB	80	\$6,488.00	\$5,839.20
ST-090-01-AB	90	\$3,848.00	\$3,463.20
ST-090-02-AB	90	\$4,132.00	\$3,718.80
ST-090-03-AB	90	\$4,418.00	\$3,976.20
ST-090-04-AB	90	\$4,718.00	\$4,246.20
ST-090-05-AB	90	\$5,368.00	\$4,831.20
ST-090-06-AB	90	\$5,602.00	\$5,041.80
ST-090-07-AB	90	\$5,775.00	\$5,197.50
ST-090-08-AB	90	\$6,157.00	\$5,541.30
ST-090-09-AB	90	\$6,783.00	\$6,104.70
ST-100-01-AB	100	\$4,635.00	\$4,171.50
ST-100-02-AB	100	\$4,951.00	\$4,455.90
ST-100-03-AB	100	\$5,267.00	\$4,740.30
ST-100-04-AB	100	\$5,586.00	\$5,027.40
ST-100-05-AB	100	\$6,112.00	\$5,500.80
ST-100-06-AB	100	\$6,513.00	\$5,861.70
ST-100-07-AB	100	\$6,934.00	\$6,240.60
ST-100-08-AB	100	\$7,726.00	\$6,953.40

CUSTOM ANCHOR BASE TOWER PRICING			
Catalog	Height	EPA Rating	Price per Pound Weight of Structure
ST-AAA-BBB-AB	AAA	BBB	\$3.00

**NOTES**

1. Pricing is for anchor base pole.
2. Does not include wiring, fixtures or installation.
3. Anchor bolts that pre-ship to the job site will be invoiced at time of shipment of bolts.
4. For custom towers, CHM will clearly call out total structure weight on quotation such that Member can verify pricing based upon cost per pound of steel structure. Shop drawing (cut sheet) of tower submitted upon order will further document structure weight.

Contact CHM for pricing on options not shown above.

Sourcewell Pricing  
RFP 071619 - Sports Lighting and Related Supplies  
and Services

**Direct Embedment  
Tower Pricing**

CHM Sports

Catalog	Height	Standard Price	Member Price
ST-050-05-DE	50	\$3,397.80	\$3,058.02
ST-050-06-DE	50	\$3,575.25	\$3,217.73
ST-050-07-DE	50	\$3,976.35	\$3,578.72
ST-050-08-DE	50	\$4,213.65	\$3,792.29
ST-060-05-DE	60	\$3,796.80	\$3,417.12
ST-060-06-DE	60	\$4,005.75	\$3,605.18
ST-060-07-DE	60	\$4,214.70	\$3,793.23
ST-060-08-DE	60	\$4,411.05	\$3,969.95
ST-060-09-DE	60	\$4,650.45	\$4,185.41
ST-060-10-DE	60	\$4,776.45	\$4,298.81
ST-060-11-DE	60	\$5,055.75	\$4,550.18
ST-060-12-DE	60	\$5,079.90	\$4,571.91
ST-070-4-DE	70	\$4,244.10	\$3,819.69
ST-070-5-DE	70	\$4,485.60	\$4,037.04
ST-070-6-DE	70	\$4,938.15	\$4,444.34
ST-070-7-DE	70	\$5,091.45	\$4,582.31
ST-070-8-DE	70	\$5,412.75	\$4,871.48
ST-070-9-10	70	\$5,857.95	\$5,272.16
ST-070-10-DE	70	\$6,073.20	\$5,465.88
ST-070-11-DE	70	\$6,436.50	\$5,792.85
ST-080-4-DE	80	\$4,795.35	\$4,315.82
ST-080-5-DE	80	\$5,069.40	\$4,562.46
ST-080-6-DE	80	\$5,714.10	\$5,142.69
ST-080-7-DE	80	\$5,819.10	\$5,237.19
ST-080-8-DE	80	\$6,183.45	\$5,565.11
ST-080-9-DE	80	\$6,817.65	\$6,135.89
ST-080-10-DE	80	\$7,053.90	\$6,348.51
ST-080-11-DE	80	\$7,471.80	\$6,724.62
ST-090-4-DE	90	\$5,397.00	\$4,857.30
ST-090-5-DE	90	\$5,702.55	\$5,132.30
ST-090-6-DE	90	\$6,556.20	\$5,900.58
ST-090-7-DE	90	\$6,612.90	\$5,951.61
ST-090-8-DE	90	\$7,020.30	\$6,318.27
ST-090-9-DE	90	\$7,860.30	\$7,074.27
ST-100-3-DE	100	\$6,776.70	\$6,099.03
ST-100-4-DE	100	\$7,127.40	\$6,414.66
ST-100-5-DE	100	\$7,793.10	\$7,013.79
ST-100-6-DE	100	\$8,201.55	\$7,381.40
ST-100-7-DE	100	\$8,668.80	\$7,801.92
ST-100-8-DE	100	\$9,729.30	\$8,756.37
ST-110-3-DE	110	\$7,528.50	\$6,775.65
ST-110-4-DE	110	\$7,913.85	\$7,122.47
ST-110-5-DE	110	\$8,796.90	\$7,917.21

Contact CHM for pricing on options not shown above.

Sourcewell Pricing  
RFP 071619 - Sports Lighting and Related Supplies  
and Services

**Direct Embedment  
Tower Pricing**

CHM Sports

ST-110-6-DE	110	\$9,262.05	\$8,335.85
ST-110-7-DE	110	\$9,690.45	\$8,721.41
ST-110-8-DE	110	\$10,232.25	\$9,209.03
ST-120-02-DE	120	\$8,262.45	\$7,436.21
ST-120-03-DE	120	\$8,680.35	\$7,812.32
ST-120-04-DE	120	\$9,768.15	\$8,791.34
ST-120-05-DE	120	\$10,275.30	\$9,247.77
ST-120-6-DE	120	\$10,893.75	\$9,804.38
ST-120-7-DE	120	\$11,489.10	\$10,340.19

CUSTOM DIRECT EMBEDMENT TOWER PRICING			
Catalog	Height	EPA Rating	Price per Pound Weight of Structure
ST-AAA-BBB-DE	AAA	BBB	\$3.00

**NOTES**

1. Utilizes standard embedment depth of 10% of tower height plus 2'
2. Deeper embedment towers would fall under custom tower pricing model
3. Does not include wiring, fixtures or installation.
4. For custom towers, CHM will clearly call out total structure weight on quotation such that Member can verify pricing based upon cost per pound of steel structure. Shop drawing (cut sheet) of tower submitted upon order will further document structure weight.

Contact CHM for pricing on options not shown above.

## Common Mounting Structure Pricing

CHM Sports

PART	Description	Standard Price	Member Price
AP-08-SP	Angular platform for up to 8 fixtures, wiring by others	\$1,240.00	\$1,116.00
AP-12-SP	Angular platform for up to 12 fixtures, wiring by others	\$1,860.00	\$1,674.00
AP-16-SP	Angular platform for up to 16 fixtures, wiring by others	\$2,480.00	\$2,232.00
TP-08-SPW	Tubular Platform, Pre-Wired for up to 8 fixtures	\$1,054.00	\$948.60
TP-12-PW	Tubular Platform, Pre-Wired for up to 12 fixtures	\$1,581.00	\$1,422.90
TP-16-PW	Tubular Platform, Pre-Wired for up to 16 fixtures	\$2,108.00	\$1,897.20
AC-2-SP	Side mount angle cross arm for 2 fixtures, wiring by others	\$140.20	\$126.18
AC-3-SP	Side mount angle cross arm for 3 fixtures, wiring by others	\$160.30	\$144.27
AC-4-SP	Side mount angle cross arm for 4 fixtures, wiring by others	\$180.40	\$162.36
AC-5-SP	Side mount angle cross arm for 5 fixtures, wiring by others	\$200.50	\$180.45
AC-6-SP	Side mount angle cross arm for 6 fixtures, wiring by others	\$220.60	\$198.54
SMTC-2-PW	Side mount tubular cross arm for 2 fixtures, pre-wired	\$150.00	\$135.00
SMTC-3-PW	Side mount tubular cross arm for 3 fixtures, pre-wired	\$225.00	\$202.50
SMTC-4-PW	Side mount tubular cross arm for 4 fixtures, pre-wired	\$300.00	\$270.00
SMTC-5-PW	Side mount tubular cross arm for 5 fixtures, pre-wired	\$375.00	\$337.50
SMTC-6-PW	Side mount tubular cross arm for 6 fixtures, pre-wired	\$450.00	\$405.00
TMTC-02-PW	Top mount tubular cross arm for 2 fixtures, pre-wired	\$150.00	\$135.00
TMTC-03-PW	Top mount tubular cross arm for 3 fixtures, pre-wired	\$225.00	\$202.50
TMTC-04-PW	Top mount tubular cross arm for 4 fixtures, pre-wired	\$300.00	\$270.00
TMTC-05-PW	Top mount tubular cross arm for 5 fixtures, pre-wired	\$375.00	\$337.50
TMTC-06-PW	Top mount tubular cross arm for 6 fixtures, pre-wired	\$450.00	\$405.00
TMTC-07-PW	Top mount tubular cross arm for 7 fixtures, pre-wired	\$525.00	\$472.50
TMTC-08-PW	Top mount tubular cross arm for 8 fixtures, pre-wired	\$600.00	\$540.00
TMTC-09-PW	Top mount tubular cross arm for 9 fixtures, pre-wired	\$675.00	\$607.50
TMTC-10-PW	Top mount tubular cross arm for 10 fixtures, pre-wired	\$750.00	\$675.00
TMTC-11-PW	Top mount tubular cross arm for 11 fixtures, pre-wired	\$825.00	\$742.50
TMTC-12-PW	Top mount tubular cross arm for 12 fixtures, pre-wired	\$900.00	\$810.00

CUSTOM MOUNTING STRUCTURE		
CATALOG NUMBER	DESCRIPTION	Cost per fixture Location "A"
TC-C-A-NN	Custom tubular cross arm with no pre-wiring for qty A luminaires	\$300
TC-C-A-PW	Custom tubular cross arm with pre-wiring for qty A luminaires	\$350
TP-C-A-NN	Custom tubular platform with no pre-wiring for qty A luminaires	\$600
TP-C-A-PW	Custom tubular platform with pre-wiring for qty A luminaires	\$650
AP-C-A-NN	Custom angular platform with no pre-wiring for qty A luminaires	\$850

## NOTES

1. Pricing is for mounting structure only.
2. Pre-wiring denotes pre-wiring of structure only. Does not include drop cables or boxes at base of tower.
3. Does not include fixtures, remainder of electrical system, tower or installation.
4. Custom mounting structures are custom designed cross arms and platforms based upon standard CHM designs which have been modified to fit unique needs or requirements of the project. This includes racks for stadium projects where the sports lighting is to mount to existing or new catwalk structure and requires custom modification to integrate to the stadium. Pricing shown is not to be exceeded. This price does not include structures with customer specific painting/powder coating or in instances where actual structural design is specified by member for aesthetic or other purposes.

**Fixture and Warranty Options**

CHM Sports

Code	Description	Standard Price	Member Price
WiLume	Wireless Controller (1) per fixture	\$75.15	\$67.64
F1	Single line fusing	\$15.50	\$13.95
F2	Dual line fusing	\$22.44	\$20.20
PC	7 pin ANSI receptacle	\$22.50	\$20.25
USR-TV	Top Visor for USR	\$75.00	\$67.50
USR2-TV	Top Visor for USR2	\$75.00	\$67.50
USL-TV	Top Visor for USLED	\$75.00	\$67.50
USR-HI	Hawai'i Package for USR1	\$300.00	\$270.00
USR2-HI	Hawai'i Package for USR2	\$300.00	\$270.00
DMX	DMX controller (1) per fixture	\$35.40	\$31.86

WARRANTY OPTIONS		
	Description	Member Price Per Fixture
5/0	5 year part only	No Charge
10/2	10 year warranty: 10 year parts, 2 year labor.	\$70
10/10	10 year warranty: 10 year parts, 10 year labor.	\$150
15/15	15 year warranty warranty: 15 year parts, 15 year labor.	\$200
25/2	25 year warranty: 25 year parts, 2 year labor.	\$250
25/2	25 year warranty: 25 year parts, 25 year labor.	\$450

**NOTES**

1. These are the most common fixture options and not a comprehensive list
2. Additional options selected by Sourcewell Members will be extended at same 10% discount
3. Extended warranties only available on USR, USR2 and USLED products.
4. Extended warranties require purchase of CHM system and controls system for monitoring.
5. Warranty prices will vary based upon site location, site access, local cost of labor, etc. Pricing show is are "not to exceed" prices. Individual prices will vary.
6. CHM reserves the right to review existing conditions, restrictions and local code which may prohibit proper execution of warranty obligation which may result in a no-quote of extended warranties. Contact CHM for additional information.

Contact CHM for pricing on options not shown above.

Sourcewell Pricing  
RFP 071619 - Sports Lighting and Related Supplies  
and Services

**Fixture and Warranty Options**

CHM Sports

Contact CHM for pricing on options not shown above.

Wireless Control Options

System	Description	Note	Standard Price	Member Price
WiCluster - 10 YR	WiCluster Control System (1) WiLume Control Node per RDE (1) Central Base Station (10) Years of Communication and Support <u>Allows dimming from 100% to 10% and full on/off control of each RDE as a group</u>	Must add (1) Wireless Controller to each RDE on the project	\$8,552.80	\$7,697.52
WiCluster - 25 Yr	WiCluster Control System (1) WiLume Control Node per RDE (1) Central Base Station (25) Years of Communication and Support <u>Allows dimming from 100% to 10% and full on/off control of each RDE as a group</u>	Must add (1) Wireless Controller to each RDE on the project	\$13,202.00	\$11,881.80
WiLume - 10 Yr	WiLume Control System (1) WiLume Control Node per fixture (1) Central Base Station (10) Years of Communication and Support <u>Allows dimming from 100% to 10% and full on/off control of each fixture</u>	Must add (1) Wireless Controller to each fixture on the project	\$8,552.80	\$7,697.52
WiLume - 25 Yr	WiLume Control System (1) WiLume Control Node per fixture (1) Central Base Station (25) Years of Communication and Support <u>Allows dimming from 100% to 10% and full on/off control of each fixture</u>	Must add (1) Wireless Controller to each fixture on the project	\$13,202.00	\$11,881.80

- NOTES
1. Price includes base control system, initial training and support for duration of communication and support period.
  2. All fixtures or remote driver enclosures (RDEs) ordered to function with this control system shall be optioned with a wireless controller.
  3. Price is valid for control systems with access to LAN and the internet for remote control and functionality.
  4. If project site requires 3G connectivity, there will be additional fees and charges.

Sourcewell Pricing  
RFP 071619 - Sports Lighting and Related Supplies  
and Services

Installation Options

CHM Sports Lighting

Type of Installation	UOM	\$/Ea
Retrofit Installation: Integral Driver Luminaire	Per Fixture	\$2,975
Retrofit Installation: Remote Driver Luminiare	Per Fixture	\$3,125
Standard New Installation: Direct Embed Tower	Per Tower	\$28,750
Standard New Installation: Anchor Base Tower	Per Tower	\$28,750
Standard New Installation: Anchor Base Foundation	Per Tower	\$14,250

NOTES

- 1. Pricing is for a licensed electrical contractor to install CHM Sports systems at the job site.
- 2. Project site location, restrictions and requirements vary. Therefore, CHM reserves the right to no quote installation in situations where site restrictions proclude efficient installation at or below listed price.
- 3. Prices shown are ceiling prices not to be exceed. Pricing will be adjusted based upon site location, restrictions and size.
- 4. Installation services will be invoiced at time of completion. Therefore, a foundation will be invoiced when the foundation has been completed and not when the entire proejct has been completed.

Sourcewell Pricing RFP 071619 - Sports Lighting and Related Supplies and Services	Sourced Goods	CHM Sports Lighting
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CHM Sports can provide sourced goods to members at a set mark up of 25% on total costs associated with the sourced good. Total cost includes actual material cost, labor and freight associated with integrating the product/part into the CHM system.

In a sports lighting application, some examples of sourced goods include:

- Theatrical RGBW (color) theatrical luminaires
- DMX Control Systems (e.g. ETC)
- GFCI receptacle on towers for local 120V power
- Custom powder coating of towers and mounting structure as required by member

The actual material invoices as well as documentation regarding hours of labor, freight or other associated costs are available upon request to Member and Sourcewell to verify this pricing structure. The mark up of 25% is a "not to be exceeded" mark up.

**AMENDMENT #2  
TO  
CONTRACT #071619-CHM**

THIS AMENDMENT is by and between **Sourcewell** and **CHM Industries, Inc. D/B/A CHM Sports Lighting** (Vendor).

Sourcewell awarded a contract to Vendor to provide Sports Lighting with Related Supplies and Services, to Sourcewell and its Participating Entities, effective August 28, 2019, through August 27, 2023 (Contract).

The parties wish to amend the following terms within the Contract.

1. This Amendment is effective upon the date of the last signature below.
2. Section 20. Insurance—Subsection A. Requirements— Item 5. Professional/Technical, Errors and Omissions and/or Miscellaneous Professional Liability, of the Contract, is modified to reduce the minimum limits required to \$1,000,000 per occurrence and annual aggregate.

Except as amended by this Amendment, the Contract remains in full force and effect.

**Sourcewell**

DocuSigned by:  
By: Jeremy Schwartz  
Jeremy Schwartz, Chief Procurement Officer

Date: 8/18/2021 | 9:47 AM CDT

Approved:

DocuSigned by:  
By: Chad Coquette  
Chad Coquette, Executive Director/CEO

Date: 8/18/2021 | 9:53 AM CDT

**CHM Industries, Inc.  
D/B/A CHM Sports Lighting**

DocuSigned by:  
By: Scott Engberg  
Scott Engberg

Title: Vice President

Date: 8/18/2021 | 9:47 AM CDT

**AMENDMENT #3  
TO  
CONTRACT #071619-CHM**

THIS AMENDMENT is by and between **Sourcewell** and **CHM Industries, Inc. D/B/A CHM Sports Lighting** (Vendor).

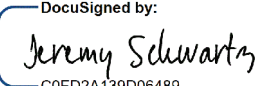
Sourcewell awarded a contract to Vendor to provide Sports Lighting with Related Supplies and Services, to Sourcewell and its Participating Entities, effective August 28, 2019, through August 27, 2023 (Contract).

The parties wish to amend the following terms within the Contract.

1. This Amendment is effective upon the date of the last signature below.
2. Section 20. Insurance—Subsection A. Requirements— Item 6. Network Security and Privacy Liability Insurance, of the Contract, is modified to reduce the minimum limits required to \$1,000,000 per occurrence and annual aggregate.

Except as amended by this Amendment, the Contract remains in full force and effect.

**Sourcewell**

By:  \_\_\_\_\_  
Jeremy Schwartz, Chief Procurement Officer

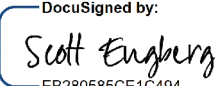
Date: 9/13/2021 | 9:07 AM CDT

Approved:

By:  \_\_\_\_\_  
Chad Couette, Executive Director/CEO

Date: 9/13/2021 | 9:11 AM CDT

**CHM Industries, Inc.  
D/B/A CHM Sports Lighting**

By:  \_\_\_\_\_  
Scott Engberg

Title: Vice President

Date: 9/13/2021 | 8:48 AM CDT