

Overhead Streetlight Conversion - Option 1  
Please Complete All Sections

| Summary Table for Overhead Streetlight Pricing   |      |              |
|--|------|--------------|
| Location   | City |              |
| Carry costs from the table below                 |      |              |
| Table 1: Base Bid, Extended Price, Total Sum     |      | \$112,697.00 |
| Table 1.1: Coastal Coating Price, Extended Price |      | \$0.00       |
| Table 2: Base Bid, Proposed Wastage, Reduction   |      | 180.338      |
| Table 2: Total kWh Reduction                     |      | 808.583      |

Table 1: Pricing for Proposed New LED Luminaire Packages at installed work as defined in the RFP.  
\*Do NOT adjust for proposed design reductions.  
\*\*Run hours defined as Peak to Dawn (4,175 hours).

| Existing LED Luminaires: Overhead Streetlights |                            |                     |                                       | Proposed LED Luminaires: Overhead Streetlights |   |  |                       |  |                                       |                                      |  |            |                |
|--|----------------------------|---------------------|---------------------------------------|--|---|--|-----------------------|--|---------------------------------------|--------------------------------------|--|------------|----------------|
| Item No.                                       | Existing Fixture           | Estimated Total Qty | Rated Wastage (V) of Existing Fixture | Total Wastage (V)                              | Total Annual Usage (kWh) of Existing Fixture* | Type of Fixture Proposed (Description)<br>Please include proposed S-65 number, lot, in your description. | Proposed Manufacturer | Proposed Model #                             | Rated Wastage (V) of Proposed Fixture | Total Wastage (V) of Proposed System | Total Annual Usage (kWh) of Proposed Fixtures* | Unit Price | Extended Price |
| 1  | 250W HPS Flood             | 7                   | 295                                   | 5,621  | 3,994   | Flood  | Sheetworks            | UP-D-C00-D-1-66-T-AP-AN7-20K-10X-CC-U113-547 | 55                                    | 385                                  | 230  | 680        | 4760.00        |
| 2  | 400W HPS Flood             | 3                   | 460                                   | 9,600  | 40,000  | Flood  | Sheetworks            | UP-D-C00-D-1-66-T-AP-AN7-20K-10X-CC-U113-544 | 110                                   | 550                                  | 459  | 680        | 3400.00        |
| 3  | 500W HPS Flood             | 1                   | 340                                   | 1,420  | 9,920   | Flood  | Sheetworks            | UP-D-C00-D-1-66-T-AP-AN7-20K-10X-CC-U113-545 | 110                                   | 110                                  | 459  | 680        | 680.00         |
| 4  | 400W LED Flood             | 1                   | 435                                   | 1,900  | 9,911   | Flood  | Sheetworks            | UP-D-C00-D-1-66-T-AP-AN7-20K-10X-CC-U113-544 | 110                                   | 110                                  | 459  | 680        | 680.00         |
| 5  | 1000W Mercury Vapor Flood  | 2                   | 635                                   | 8,720  | 3,426   | Flood  | Sheetworks            | UP-D-C00-D-1-66-T-AP-AN7-20K-10X-CC-U113-542 | 145                                   | 290                                  | 665  | 710        | 1450.00        |
| 6  | 400W Mercury Vapor Flood   | 2                   | 62                                    | 5,156  | 21,527  | Flood  | Sheetworks            | UP-D-C00-D-1-66-T-AP-AN7-20K-10X-CC-U113-542 | 30                                    | 120                                  | 152  | 303        | 575.00         |
| 7  | 500W HPS Roadway           | 14                  | 90                                    | 5,261  | 21,963  | Roadway  | Sheetworks            | UP-D-C00-D-1-66-T-AP-AN7-20K-10X-CC-U113-542 | 30                                    | 420                                  | 152  | 303        | 575.00         |
| 8  | 700W HPS Roadway           | 14                  | 90                                    | 5,261  | 21,963  | Roadway  | Sheetworks            | UP-D-C00-D-1-66-T-AP-AN7-20K-10X-CC-U113-542 | 30                                    | 420                                  | 152  | 303        | 575.00         |
| 9  | 1000W HPS Roadway          | 1                   | 130                                   | 543  | 2,246   | Roadway  | Sheetworks            | UP-D-C00-D-1-66-T-AP-AN7-20K-10X-CC-U113-542 | 50                                    | 300                                  | 418  | 426        | 1278.00        |
| 10   | 250W HPS Roadway           | 3                   | 295                                   | 3,695  | 1,545   | Roadway  | Sheetworks            | UP-D-C00-D-1-66-T-AP-AN7-20K-10X-CC-U113-542 | 160                                   | 480                                  | 668  | 535        | 2140.00        |
| 11   | 400W HPS Roadway           | 4                   | 460                                   | 7,482  | 3,474.1                                       | Roadway  | Sheetworks            | UP-D-C00-D-1-66-T-AP-AN7-20K-10X-CC-U113-542 | 30                                    | 570                                  | 153  | 303        | 575.00         |
| 12   | 100W HPS Roadway           | 130                 | 105                                   | 8,301  | 29,585  | Roadway  | Sheetworks            | UP-D-C00-D-1-66-T-AP-AN7-20K-10X-CC-U113-542 | 50                                    | 480                                  | 209  | 303        | 2454.00        |
| 13   | 200W HPS Roadway           | 8                   | 205                                   | 6,847  | 18,919  | Roadway  | Sheetworks            | UP-D-C00-D-1-66-T-AP-AN7-20K-10X-CC-U113-542 | 50                                    | 480                                  | 209  | 303        | 2454.00        |
| 14   | 100W Mercury Vapor Roadway | 81                  | 120                                   | 40,301   | 31,724  | Roadway  | Sheetworks            | UP-D-C00-D-1-66-T-AP-AN7-20K-10X-CC-U113-542 | 160                                   | 640                                  | 668  | 535        | 2140.00        |
| 15   | 400W Mercury Vapor Roadway | 4                   | 435                                   | 7,993  | 81,418  | Roadway  | Sheetworks            | UP-D-C00-D-1-66-T-AP-AN7-20K-10X-CC-U113-542 | 160                                   | 640                                  | 668  | 535        | 2140.00        |
| Total Sum                                      |                            | 342                 | N/A                                   | 194,973  |   | N/A  | N/A                   |  | 14,455                                | 5,428                                | N/A  |            | \$112,697.00   |

| Table 1.1: Coastal coating Pricing |                |            |                |
|------------------------------------|----------------|------------|----------------|
| Item No.                           | Item           | Unit Price | Extended Price |
| 13                                 | Coastal Finish | 342        | \$ 0           |

| Table 2: Total kWh Reduction Calculation                                     |         |      |
|--|---------|------|
| Due to Dawn Operations   | 4,175   | hrs. |
| Total Road Wastage Reduction (Total Road Existing W - Total Proposed Road W) | 180.338 | kWh  |
| Total kWh Reduction (Total Road Wastage Reduction * 4,175)                   | 808.583 | kWh  |

Overhead Streetlight Conversion - Option 2

Please Complete All Sections

Summary Table for Overhead Streetlight Pricing

| Location                                       | Subject | Qty          |
|--|---------|--------------|
| Table 1: Base Bid, Estimated Price, Total Sum  |         | \$118,777.00 |
| Table 1: Grand Total Price, Estimated Price    |         | \$0.00       |
| Table 2: Base Bid, Proposed Wastage, Reduction |         | 178,798.00   |
| Table 2: Total kWh Reduction                   |         | 807,752 kWh  |

Table 1: Pricing for Proposed New LED Luminaires (includes all incidental work as defined in the RFP)

\*\*Do NOT adjust for potential dimming schedules.  
\*\*Run Hours defined as Dark to Dawn (4,175 hours)

| Existing LED Luminaires: Overhead Streetlights |                            |                      |   | Proposed LED Luminaires: Overhead Streetlights |  |  |                       |                               |  |                                      |   |            |                |
|--|----------------------------|----------------------|---|--|--|--|-----------------------|-------------------------------|--|--------------------------------------|---|------------|----------------|
| Item No.                                       | Existing Fixture           | Estimated Total Qty. | Revised Wastage (W) of Existing Fixture | Total Wastage (W)                              | Total Annual Usage (kWh) of Existing Fixture** | Type of Fixture - Proposed (Description)<br>Place inside proposed S.O.s wastage bin in your description. | Proposed Manufacturer | Proposed Model #              | Revised Wastage (W) of Proposed Fixture* | Total Wastage (W) of Proposed System | Total Annual Usage (kWh) of Proposed System | Unit Price | Extended Price |
| 1  | 250W HPS Flood             | 7                    | 295                                     | 8,621  | 33924  | Flood  | One                   | OSQ-A-LD-60D-B-40R-LD-SYN     | 86                                       | 602                                  | 339   | 751        | 52,577.00      |
| 2  | 400W HPS Flood             | 5                    | 460                                     | 5,603  | 40090  | Flood  | One                   | OSQ-A-LD-60D-B-40R-LD-SYN     | 130                                      | 630                                  | 543   | 860        | 43,000.00      |
| 3  | 300W MH Flood              | 1                    | 340                                     | 1,429  | 3926   | Flood  | One                   | OSQ-A-LD-60D-B-40R-LD-SYN     | 86                                       | 360                                  | 339   | 751        | 7,510.00       |
| 4  | 400W MH Flood              | 1                    | 455                                     | 1,906  | 7931   | Flood  | One                   | OSQ-A-LD-60D-B-40R-LD-SYN     | 130                                      | 510                                  | 543   | 860        | 8,600.00       |
| 5  | 100W Mercury Vapor Flood   | 2                    | 1075                                    | 8,976  | 37476  | Flood  | One                   | OSQ-A-LD-60D-B-40R-LD-SYN     | 166                                      | 332                                  | 603   | 979        | 19,580.00      |
| 6  | 400W Mercury Vapor Flood   | 2                    | 455                                     | 3,999  | 13862  | Flood  | One                   | OSQ-A-LD-60D-B-40R-LD-SYN     | 130                                      | 260                                  | 245   | 380        | 7,720.00       |
| 7  | 50W HPS Roadway            | 19                   | 65                                      | 5,156  | 21577  | Roadway  | One                   | TRVSM-A-HIT-2ME-4L-40R-LD-SYN | 25                                       | 475                                  | 104   | 302        | 5,738.00       |
| 8  | 70W HPS Roadway            | 14                   | 90                                      | 5,261  | 21963  | Roadway  | One                   | TRVSM-A-HIT-2ME-4L-40R-LD-SYN | 25                                       | 350                                  | 104   | 302        | 4,228.00       |
| 9  | 100W HPS Roadway           | 1                    | 130                                     | 543  | 2266   | Roadway  | One                   | TRVMD-A-HIT-2ME-4L-40R-LD-SYN | 57                                       | 57                                   | 238   | 336        | 3,360.00       |
| 10   | 350W HPS Roadway           | 3                    | 795                                     | 3,695  | 15426  | Roadway  | One                   | TRVMD-A-HIT-2ME-4L-40R-LD-SYN | 110                                      | 330                                  | 439   | 438        | 13,140.00      |
| 11   | 400W HPS Roadway           | 4                    | 460                                     | 1,782  | 32072  | Roadway  | One                   | TRVMD-A-HIT-2ME-4L-40R-LD-SYN | 183                                      | 732                                  | 740   | 634        | 25,360.00      |
| 12   | 100W HPS Roadway           | 190                  | 105                                     | 83,291   | 347741   | Roadway  | One                   | TRVMD-A-HIT-2ME-4L-40R-LD-SYN | 39                                       | 7410                                 | 163   | 309        | 58,710.00      |
| 13   | 250W HPS Roadway           | 8                    | 205                                     | 6,847  | 28386  | Roadway  | One                   | TRVMD-A-HIT-2ME-4L-40R-LD-SYN | 110                                      | 880                                  | 439   | 438        | 35,040.00      |
| 14   | 100W Mercury Vapor Roadway | 81                   | 429                                     | 7,999  | 109426   | Roadway  | One                   | TRVMD-A-HIT-2ME-4L-40R-LD-SYN | 39                                       | 3159                                 | 163   | 309        | 25,029.00      |
| 15   | 400W Mercury Vapor Roadway | 4                    | 455                                     | 1,799  | 31784  | Roadway  | One                   | TRVMD-A-HIT-2ME-4L-40R-LD-SYN | 183                                      | 732                                  | 740   | 634        | 25,360.00      |
| -  | Total Sum                  | 342                  | N/A                                     | 394,973  | 814,010  | N/A  | N/A                   | N/A                           | N/A                                      | 16,185                               | 6,258                                       | N/A        | \$118,777.00   |

Table 1.1: Coastal Counting Pricing

| Item No. | Item            | Estimated Total Qty | Unit Price | Extended Price |
|----------|-----------------|---------------------|------------|----------------|
| 13       | Coastal Traffic | 342                 | \$         | 0              |

Table 2: Total kWh Reduction Calculation

|   |         |     |
|---|---------|-----|
| Dark to Dawn Operations (Hours W)   | 4,175   | hrs |
| Total Revised Wastage Reduction (Total Revised Existing W - Total Proposed) | 178,798 | W   |
| Total kWh Reduction (Total Revised Wastage Reduction * 4,175)               | 807,752 | kWh |

## Decorative Streetlight Conversion

Please Complete All Sections

Price Proposal Form

Summary Table for Decorative Streetlight Pricing

| Location | Subject                              | Qty    |
|----------|--------------------------------------|--------|
| Table 7  | Base Bid, Extended Price, Total Sum  | #####  |
| Table 8  | Base Bid, Proposed Voltage Reduction | 8,684  |
| Table 8  | Total kWh Reduction                  | 36,256 |

### Option 1 - Replacement

Table 3: Base Bid, Pricing for Decorative Streetlights, Installed: Proposed New LED Luminaires (including In-Line Fuses)

\*\*Do NOT adjust for potential dimming schedules.

\*\*Run Hours defined as Dark to Dawn (4,175 hours).

| Existing LED Luminaires: Decorative Streetlights |                  |                                      |                                       | Proposed LED Luminaires: Decorative Streetlights |   |                       |                        |  |                                      |  |            |                |
|--|------------------|--------------------------------------|---------------------------------------|--|---|-----------------------|------------------------|--|--------------------------------------|--|------------|----------------|
| Item No.   | Existing Fixture | Estimated (W) of Existing Total Qty. | Rated Voltage (V) of Existing Fixture | Total Annual Usage (kWh) of Existing Fixture**   | Type of Fixture Proposed (Description)<br>Please include proposed S-05 voltage bin in your description. | Proposed Manufacturer | Proposed Model #       | Rated Voltage (W) of Proposed Fixture* | Total Voltage (W) of Proposed System | Total Annual Usage (kWh) of Proposed Fixture** | Unit Price | Extended Price |
| 1  | 100W HPS Post    | 7                                    | 130                                   | 3,799  | Lantern   |                       | UTLD E01 LED D U 5MQ 4 | 0                                      | 0                                    | 0  | 668        | 4676.00        |
| 2  | 50W HPS Post     | 18                                   | 65                                    | 4,885  | Lantern   |                       | UTLD B02 LED D U 5MQ 4 | 0                                      | 0                                    | 0  | 643        | 11574.00       |
| -  | Total Sum        | 25                                   | N/A                                   | 8684   | N/A   | N/A                   | N/A                    | N/A                                    | 0                                    | 0  | N/A        | #####          |

Table 8: Total kWh Reduction Calculation

|   |            |
|---|------------|
| Dark to Dawn Operations                                     | 4,175 hrs  |
| Total Annual Voltage Reduction (Total W - Total Proposed W) | 8,684 W    |
| Total kWh Reduction (Total kWh - Total Proposed kWh)        | 36,256 kWh |

### Option 2 - Retrofit

Table 4: Base Bid, Pricing for Decorative Streetlights, Installed: Proposed Retrofit kits (including In-Line Fuses)

\*\*Do NOT adjust for potential dimming schedules.

\*\*Run Hours defined as Dark to Dawn (4,175 hours).

| Existing LED Luminaires: Decorative Streetlights |                  |                      |                                       | Proposed LED Luminaires: Decorative Streetlights |  |   |                       |                  |  |                                      |  |            |                |
|--|------------------|----------------------|---------------------------------------|--|--|---|-----------------------|------------------|--|--------------------------------------|--|------------|----------------|
| Item No.   | Existing Fixture | Estimated Total Qty. | Rated Wattage (W) of Existing Fixture | Total Wattage (W) of Existing Fixture**          | Total Annual Usage (kWh) of Existing Fixture** | Type of Fixture Proposed (Description)<br>Please include proposed S-05 voltage bin in your description. | Proposed Manufacturer | Proposed Model # | Rated Wattage (W) of Proposed Fixture* | Total Wattage (W) of Proposed System | Total Annual Usage (kWh) of Proposed Fixture** | Unit Price | Extended Price |
| 3  | 100W HPS Post    | 7                    | 130                                   | 3,799  | 15862  | LED Lamp  | RanPlex               | LED-8033M40-67   | 0                                      | 0                                    | 0  | 214        | 1498.00        |
| 4  | 50W HPS Post     | 18                   | 65                                    | 4,885  | 20334  | LED Lamp  | RanPlex               |                  | 0                                      | 0                                    | 0  | 220        | 3960.00        |
| -  | Total Sum        | 25                   | N/A                                   | 8684   | 36256  | N/A   | N/A                   | N/A              | N/A                                    | 0                                    | 0  | N/A        | \$5,458.00     |

Table 8: Total kWh Reduction Calculation

|   |            |
|---|------------|
| Dark to Dawn Operations                                     | 4,175 hrs  |
| Total Annual Voltage Reduction (Total W - Total Proposed W) | 8,684 W    |
| Total kWh Reduction (Total kWh - Total Proposed kWh)        | 36,256 kWh |

## Overhead Streetlight Controls - All Options

Please Complete All Sections

**Table 5: Controls Photocell Option: Unit Pricing - Photocells for Overhead Streetlights**

| Item No. | Item       | Qty | Proposed Control (Include Manufacturer, Model #) | Unit | Unit Price | Extended Price |
|----------|------------|-----|--|------|------------|----------------|
| 1        | Photocells | 342 |  | Each | \$14.00    | \$4,788.00     |

**Table 6: Unit Pricing - Add-Alternate: Pricing for Network Controls for Overhead Streetlights**

Note: At least one (1) of the options must be dimming controls only.

| Item No. | Item                         | Qty. | Proposed Control (Include Manufacturer, Model #) | Unit | Unit Price | Extended Price |
|----------|------------------------------|------|--|------|------------|----------------|
| 2        | Network Controls: (option 1) | 342  | Verizon  | Each | \$100.00   | \$34,200.00    |
| 3        | Network Controls: (option 2) | 342  | Telecell   | Each | \$200.00   | \$68,400.00    |

**Table 11: On-going Service Fee - Unit pricing for annual cost of operating controls software package**

Note: Provide base cost for each type of controls option as described in this RFP

| Item No. | Item                         | Qty. | Proposed Control (Include Manufacturer, Model #) | Unit | Annual Unit Price | Extended Price |
|----------|------------------------------|------|--|------|-------------------|----------------|
| 2        | Network Controls: (Option 1) | 342  |  | Each | \$10.00           | \$3,420.00     |
| 3        | Network Controls: (Option 2) | 342  |  | Each |                   | \$0.00         |

## Maintenance Pricing

Please Complete All Sections

**Table 7: Streetlight Maintenance (before LED conversion) - Overhead Street Light Fixtures only**

Contractor to Provide Labor and Materials\*

|                               |   |
|-------------------------------|---|
| Pole Quantity                 | 367   |
| Per unit pole price (Monthly) | \$2.90  |
| Total Monthly Pole Price      | \$1,064.30  |
| Total Annual Pole Price       | \$12,771.60   |
| Before Conversion - Written   | twelve thousand seven hundred seventy one & sixty cents |

\*Term extends to Conversion Effective Date; but not to exceed 3 years  
(as defined in the RFP)

**Table 8: Streetlight Maintenance (after LED conversion) - Overhead Street Light Fixtures only**

Contractor to Provide Labor and Materials Not Covered by Warranty  
Years 2 & 3\*

|                               |   |
|-------------------------------|---|
| Pole Quantity                 | 367   |
| Per unit pole price (Monthly) | \$2.90  |
| Total Monthly Pole Price      | \$1,064.30  |
| Total Annual Pole Price       | \$12,771.60   |
| After Conversion - Written    | twelve thousand seven hundred seventy one & sixty cents |

\* First year post conversion maintenance should be included within the conversion price.

**Table 9: Additional Price Considerations - Overhead Street Light Fixtures only**

|   |           |
|---|-----------|
| Price Escalator if Contract Extended (Optional) |           |
| Year 4  | 12,771.60 |
| Year 5  | 12,771.60 |

twelve thousand seven hundred seventy one & sixty cents

Optional Price Escalator - Written

### Non-Routine and Emergency Services

*Standard response time for emergencies will not be more than two hours from the time the call is received. Emergency work is billed based on time and materials as shown in Tables 10 and 11.*

**Town of Jamestown**

**Labor and Materials Pricing**

Please Complete All Sections

**Table 10: Labor/Wages**

| <b>Item</b>         | <b>Description</b>                        | <b>Price</b> |
|---------------------|---|--------------|
| E-1                 | Journeyman Electrician/Lineman            | 110          |
| E-1 Price in Words: |   |              |
| E-2                 | Journeyman Electrician/Lineman – Overtime | 150          |
| E-2 Price in Words: |   |              |
| E-3                 | Apprentice Electrician/Lineman            | 65           |
| E-3 Price in Words: |   |              |
| E-4                 | Apprentice Electrician/Lineman – Overtime | 95           |
| E-4 Price in Words: |   |              |
| E-5                 | Lamp and Photocell Service Person         | 110          |
| E-5 Price in Words: |   |              |
| E-6                 | Laborer                                   | 85           |
| E-6 Price in Words: |   |              |
| E-7                 | Laborer - Overtime                        | 105          |
| E-7 Price in Words: |   |              |

**Table 11: Materials Pricing**

*Specify materials pricing for items not included in Per Pole pricing above (10% maximum markup). Attach additional bid sheets as needed, using the same format. All materials must meet National Grid Standards.*

| <b>Item</b>          | <b>Description</b>   | <b>Price</b> | <b>Units</b> |
|----------------------|--|--------------|--------------|
| E-1                  | Truck (35 to 40 foot bucket truck)   | 150          | Per Call     |
| E-1 Price in Words:  |  |              |              |
| E-2                  | Dump Truck (2 to 3 yard)   | 75           | Per Call     |
| E-2 Price in Words:  |  |              |              |
| E-3                  | Crane (5 to 10 ton)  | 225          | Per Call     |
| E-3 Price in Words:  |  |              |              |
| E-4                  | Pole truck with pole auger   | 150          | Per Call     |
| E-4 Price in Words:  |  |              |              |
| E-5                  | Group relamp (including bulb and photocell cleaning and tree trimming, five or more per request) | 175          | Per Fixture  |
| E-5 Price in Words:  |  |              |              |
| E-6                  | Cobra lens (dish or flat lens-glass)   | 125          | Each         |
| E-6 Price in Words:  |  |              |              |
| E-7                  | 3 foot mast arm w/ hardware w/o fixture  | 488          | Each         |
| E-7 Price in Words:  |  |              |              |
| E-8                  | 4 foot mast arm w/ hardware w/o fixture  | 488          | Each         |
| E-8 Price in Words:  |  |              |              |
| E-9                  | 6 foot mast arm w/ hardware w/o fixture  | 488          | Each         |
| E-9 Price in Words:  |  |              |              |
| E-10                 | 8 foot mast arm w/ hardware w/o fixture  | 488          | Each         |
| E-10 Price in Words: |  |              |              |
| E-11                 | 10 foot mast arm w/ hardware w/o fixture   | 788          | Each         |
| E-11 Price in Words: |  |              |              |

|                      |  |      |         |
|----------------------|--|------|---------|
| E-12                 | 12 foot mast arm w/ hardware w/o fixture   | 888  | Each    |
| E-12 Price in Words: |  |      |         |
| E-13                 | Relocate existing lamp and bracket from old pole to new pole (associated with utility replacements | 525  | Each    |
| E-13 Price in Words: |  |      |         |
| E-14                 | Pole – wood  | 1750 | Each    |
| E-14 Price in Words: |  |      |         |
| E-15                 | Pole – fiber (<25 feet)  | 1283 | Each    |
| E-15 Price in Words: |  |      |         |
| E-16                 | Pole – Metal (>25 feet)  | 1323 | Each    |
| E-16 Price in Words: |  |      |         |
| E-17                 | Standard material markup   | 10   | Percent |
| E-17 Price in Words: |  |      |         |