

## NGU Sports Lighting, LLC

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### BUDGET ESTIMATE

TO:

James Hartman – Superintendent  
Steve Greek – Athletic Director  
Ferris High School  
301 E. 5<sup>th</sup> St., Ferris Texas 75125

### PROJECT NAME

Ferris Independent School District  
Football, Softball, Baseball Field(s) LED Upgrade

BUDGET ESTIMATE #: 2022030122

DATE: 03/09/2022

EXPIRATION DATE: 04/30/2022

Following up on the inquiry for the Ferris ISD we are pleased to provide you with a budget estimate, for the project located in Ferris, TX. NGU Sports Lighting provides state of the art LED lighting systems. We use steadfast equipment and have the best professionals working for us.

NGU Sports Lighting will provide a new solid-state LED sports lighting system for the football (50 horizontal footcandles average) maintained, baseball (50/30 infield/outfield footcandles average) maintained and softball field (30/20 infield/outfield footcandles average) maintained. NGU intends to provide a turnkey system with material, installation, and project management services. This system will incorporate a wireless communication system (AirMesh) with remote control programming for up to eight standard or dynamic scenes and includes operational training.

The new system will be utilizing the Lumasport 16 fixture on the football and the Lumasport 8 fixture on the baseball and softball fields, mounting hardware, an AirMesh wireless control system, and a 10-year equipment warranty covering the LED fixtures.

- Demolition of existing HID fixtures and installation of the new LED fixture(s) per design including mounting hardware
- Commissioning of fixtures to be used with the Synapse system
- Aiming of the fixtures
- User operational training

Additional items for consideration:

- EPA comparisons have been completed by the NGU team. However, NGU is not responsible for the structural integrity of existing infrastructure.
- Prior to installation, all HID fixtures need to be in working order, void of any electrical issues. HID lamp outages are understandable, but all wiring, junction box, remote ballast boxes, drop cable or voltage concerns need to be dealt with prior to NGU installation.

- o NGU Lighting Designer requested mounting heights and setbacks be confirmed for a final design and aiming diagram.
- o One (1) AirMesh Hub included. The HUB can be installed anywhere you need with wireless, push-button control. The hub does not require LAN connection or cellular network for local communication.
- o To operate the lights, *when not on the premises*, remote connectivity to the HUB is required via Ethernet or cellular service. If local VPN service is not available or cellular access is used, a remote management service called Simply Snap Cloud is necessary, which requires a yearly subscription. Please review the product overview cutsheets and ask your sales specialist for more information regarding the AirMesh Hub and remote connectivity.
- o The offers are based on installing the fixtures (*on all fields*) in a 2–3-week schedule. This will eliminate multiple mobilization for lifts and crews. It will also save on freight and the need for multiple trips for the NGU project management team.

❖ FOOTBALL LED SPORTS LIGHTING UPGRADE	\$208,000
❖ BASEBALL LED SPORTS LIGHTING UPGRADE	\$165,000
❖ SOFTBALL LED SPORTS LIGHTING UPGRADE	\$ 65,000

TOTAL	<u>\$438,000</u>
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Commission Program

NGU would like to host showcase events – highlighting the new Ephesus sports lighting system – and invite other high school decision makers to see the new systems. We will coordinate these events with you to insure schedules work. We would be responsible for all costs incurred for these events. We have found them to be very effective in helping us grow the business.

In return for allowing us this marketing opportunity we will pay a 3% commission – based on the total project volume – for all sales made to customers who participated in these events. We will provide you with a list of attendees and provide periodic updates on our sales process. Within 30 days of a receipt of a customer PO we will make the payment.

This program will cover the period two years from the completion of the projects. Given the market and our past experience we believe the commission generated can significantly offset the project costs for these fields upgrade.

Important Notes/Terms and Conditions – PLEASE READ

- ✓ The schedule will be developed upon receipt of the order with our customer by a Senior Project Manager dedicated to your project success
- ✓ Price includes delivery to Jobsite using standard shipping methods
- ✓ Payment Terms: 50% down payment, 35% when material ships, 15% at the end of installation (late fees apply), **price does not include sales or use tax if any**
- ✓ Business offer/purchase price is for the number of fixtures used in the lighting design
- ✓ Permitting or other local ordinance project-related fees are omitted

Approved:

Michael Lorenz

Mike Lorenz – CEO, NGU Sports Lighting

Accepted:

[Signature]

On Behalf of Ferris High School

3/11/22