

Town of Natick
Contract for Services Related to the
LED Conversion of Town Hall and Gravel Pit

This Agreement is made this ____ day of _____, 2020, by and between the Town of Natick with an address of Natick Town Hall, 13 East Central Street, Natick, MA 01760, by the Natick Board of Selectmen (hereinafter the "Town," or the "Client"), and ThinkLite, LLC, a limited liability corporation with a principal place of business at 117 West Central Street, Suite 201, Natick, MA 01760 (hereinafter the "Contractor" or "ThinkLite").

The words "he," "him" and "his" in this Agreement, as far as they refer to the Contractor, shall so refer whether the Contractor is an individual, partnership or corporation. All prior contracts, if any exist between the Town and the Contractor, are hereby terminated and shall be of no force and effect.

1. Scope of Services and Scheduling

In consideration of the obligations herein contained, ThinkLite shall perform the work included in the scope of work in the ThinkLite proposal dated September 4, 2020 (the "Project"), which is attached hereto and incorporated herein by reference. All materials shall be new and shall meet UL, Federal, State and Local code requirements. Any material change to the scope of work, including acceptance of the additional cost for the work, shall be agreed upon by both parties in writing before the work is performed. The work will be considered complete, with the exception of any minor open items, after the Client and Utility representative review and approval of the work (herein referred to as the "certificate of completion").

ThinkLite provides this proposal based on Prevailing wage requirements, if applicable, and all work performed during normal work week (7:00 A.M. to 3:30 P.M. local time), unless otherwise stated in the proposal.

ThinkLite shall install the Project with regard for the appearance and condition of the Client's property. Waste material shall be removed daily.

The Client will cooperate and coordinate with ThinkLite on scheduling and maximize productivity on Energy Conservation projects. The Client will allow ThinkLite access to areas of the building to ensure rapid, efficient installation and completion of the Project.

2. Standard of Care

The Contractor's services shall be performed as expeditiously as is consistent with professional skill and care and the orderly progress of the work. The Contractor shall exercise due care and diligence in the rendition of all services under this Agreement in accordance with the applicable professional standards in the eastern Massachusetts area. The Contractor's services shall be performed as expeditiously as is consistent with such standards.

3. Term

The term of this Agreement shall be for one (1) year, commencing as of the execution date of this Agreement, and ending one (1) year later.

4. Order of Priority of Agreement Documents

In the event of any conflict among the Agreement Documents, the Documents shall be construed according to the following priorities:

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Highest Priority: Amendments to Agreement (if any)
Second Priority: Agreement

5. Payment

In consideration for performance of the work in accordance with the requirements of this Agreement, the Client shall pay ThinkLite the prices set forth in Exhibit A, which is attached hereto and incorporated by reference.

This Agreement is a fixed price/fixed rate contract; and, therefore, miscellaneous expenditures associated with ThinkLite's work on the Project shall not be paid by the Client. In the event that an unforeseen miscellaneous expense is incurred, ThinkLite shall receive the Client's approval in writing prior to incurring the expense if it will subsequently seek payment of said expense from the Client.

Payment shall be made to ThinkLite for work completed in accordance with this Agreement. All requests for payment shall be submitted to the Client as an invoice and shall specify work completed, progress made toward completing deliverables, the number of hours worked, the classification of each employee who performed work, and the billing rate for each employee who performed work on the Project.

Payment will be due thirty (30) days after receipt of ThinkLite's invoice by the Client for services rendered in accordance with this Agreement. The Client shall not make payments in advance.

If the Client objects to all or part of any invoice, the Client shall notify the ThinkLite in writing within two (2) weeks of the date of receipt of the invoice, and shall pay that portion of the invoice not in dispute within thirty (30) days after the date of receipt of the invoice.

Should it be necessary for ThinkLite to engage the services of a specialized contractor or companies other than those originally proposed in ThinkLite's proposal, ThinkLite shall take such measures only with the Client's prior written approval. Charges for such services shall be billed directly to the Client unless otherwise agreed upon by the parties.

Payment of the amounts due under this Agreement shall release the Town of Natick and its officers, employees, boards, commissions, committees, agents and representatives, from any and all claims and liability in any way relating to this Agreement or anything done in pursuance thereof.

No payment by the Client to ThinkLite shall be deemed to be a waiver of any right of the Client under this Agreement or a ratification by the Client of any breach hereof by ThinkLite.

6. Warranty

It is understood and agreed that ThinkLite will perform all services hereunder in a professional manner with appropriately skilled employees or subcontractors. ThinkLite warrants the workmanship for one (1) year from the date of the certificate of completion and shall assign all applicable Manufacturers' warranties for products used on the Project to the Client. ThinkLite shall also assist in completing all applicable warrantee registration forms and explain the warrantee process for these Manufacturer warranties.

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7. Compliance with Laws

ThinkLite shall comply with all provisions of Federal, Massachusetts and Town of Natick law applicable to his work including, without limitation, statutes, by-laws, rules, regulations, orders and directives, as amended, and including, without limitation, the Williams-Steiger Occupational Safety and Health Act, as amended, and related regulations, as amended, in effect throughout the term of this Agreement and any extension or renewal thereof. Without limitation, ThinkLite shall comply with the provisions of Chapter 149, Section 26 to 27D of the Massachusetts General Laws, as amended, and the applicable minimum wage rates as determined by the Massachusetts Commissioner of Labor and Industries. This Agreement shall be considered to include in their entirety all terms respecting workers' compensation insurance and other terms required to be included in it by Chapter 152 of the Massachusetts General Laws, as amended, as though such terms were set forth in their entirety herein.

8. Insurance

ThinkLite shall insure and shall require each of its subcontractors to carry the following insurance to the extent stated:

- a. Workers' Compensation Insurance as required by the laws of the Commonwealth of Massachusetts and employer's liability insurance in the amount of \$1,000,000/\$1,000,000/\$1,000,000.
- b. Commercial General Liability Insurance, \$1,000,000 each occurrence and \$2,000,000 aggregate limit. Commercial General Liability insurance shall include personal injury liability, broad form property damage liability, products/completed operations liability and broad form contractual liability.
- c. Automobile Liability Insurance, covering all non-owned and hired vehicles - Combined single limit of \$1,000,000.
- d. Professional Liability Insurance, covering errors and omissions, \$1,000,000 each occurrence and \$2,000,000 aggregate limit.
- e. Excess Liability Insurance, Umbrella Form - \$1,000,000 each occurrence and \$2,000,000 aggregate, which shall be following form, providing coverage over commercial general liability insurance and employer's liability under workers' compensation insurance.
- f. Environmental/Pollution Liability Insurance - \$2,000,000 aggregate limit. This coverage shall remain in effect for three (3) years after the expiration of the Contract term. If the environmental/pollution liability insurance policy is a claims-made policy, there shall also be an extended reporting period for three (3) years after the termination of the policy.
- g. The Town of Natick shall be named as additional insured on each such policy of Commercial General Liability Insurance and, if required, Automobile Liability Insurance.
- h. All certificates and policies shall contain the following provision:

“Notwithstanding any other provision herein, should any of the above policies be cancelled or

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materially amended before the expiration date thereof, the issuing company will mail thirty (30) days prior written notice thereof to the named certificate holder and to the Natick Town Administrator, Natick Town Hall, 13 East Central Street, Natick, MA 01760, before such cancellation or amendment shall take place.”

- i. Certificates evidencing such insurance in five (5) copies shall be furnished to the Client at the execution of this Agreement. Such certificates shall not merely name the types of policy provided, but shall specifically refer to this Agreement and shall state that such insurance is as required by this Agreement. ThinkLite shall make no claims against the Town of Natick or its officers for any injury to any of its officers or employees or for damage to its equipment arising out of work contemplated by the Agreement.
- j. ThinkLite shall also be required to provide to the Town of Natick with its proof of insurance coverage endorsements or riders to the policies of commercial general liability insurance and, if required, automobile liability insurance, which indicate that the Town of Natick are named as additional insureds on each such policy.
- k. No insurance shall be obtained from an insurer which:
 - 1. is not licensed to sell insurance in the Commonwealth of Massachusetts; or
 - 2. is not authorized to provide insurance as an excess or surplus lines insurer, and does not have a current Best’s rating of A or better.
- l. Failure to provide and continue in force such insurance as aforesaid shall be deemed a material breach of this Agreement and shall operate as an immediate termination thereof.

9. Indemnification

ThinkLite shall compensate the Client for all damage to the Client’s property of any nature arising out of ThinkLite’s work. To the fullest extent permitted by law, ThinkLite shall indemnify, defend, and hold harmless the Town of Natick and all of its officers, employees, boards, commissions, committees, agents and representatives from and against all claims, causes of action, suits, costs, damages, and liability of any kind which arise out of the breach by ThinkLite of its obligations under this Agreement, or the act or omission of ThinkLite, its subcontractors, or their officers, employees, agents and representatives or anyone directly or indirectly employed by them, or anyone for whose acts or omissions they may be liable, regarding the work to be performed by ThinkLite under the Agreement, or which arise out of the violation of any federal, Massachusetts or Town of Natick statute, by-law, rule, regulation, order or directive, or which relate to personal injury or property damage suffered by ThinkLite or any of its officers or employees regarding the subject matter of this Agreement. Said costs shall include, without limitation, legal costs, collections fees, and counsel fees incurred in defending any claim or suit that may be brought against the Client and any judgment that may be obtained in any such claim or suit.

10. No Personal Liability

Neither the Town of Natick, nor its officers, employees, boards, committees, commissions, agents and representatives shall be under any personal obligation or incur any personal liability by reason

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of this Agreement, the execution thereof or anything relating thereto which arises out of the breach or violation of any provision of this Agreement, or the violation of any Federal, Massachusetts or Town of Natick statute, by-law, rule, regulation, order or directive, or which relates to personal injury or property damage suffered by ThinkLite or its employees, regarding the subject matter of this Agreement.

11. Familiarity with Area of Work

By signing this Agreement, ThinkLite acknowledges that it has examined the subject matter of this Agreement, including, without limitation, the provision of energy consulting services, and that it is familiar with all sites which are the subject of this Agreement in the Town of Natick and with all conditions of this Agreement. ThinkLite has entered into this Agreement in reliance on its own examinations and estimates as to the amount and character of its work, and conditions which may be encountered in the performance thereof, and shall assume all risks and bear all losses pertaining thereto.

The nature of ThinkLite's work includes the installation of energy efficiency equipment and solutions. ThinkLite does not take responsibility for the following existing conditions at the Project site: existing code violations, structural issues, deteriorating wiring and hazardous material, such as asbestos, lead paint, and oil. To the extent that ThinkLite and/or its officers, employees, agents, subcontractors or consultants do not cause the presence of hazardous material at the Project site, ThinkLite and its officers, employees, agents, subcontractors and consultants shall have no responsibility for the discovery, presence, handling, removal or disposal of, or exposure of persons to, hazardous material in any form at the Project site. If ThinkLite discovers hazardous material at the Project site, it shall immediately notify the Client in writing and shall refrain from disturbing or taking any action with respect to the hazardous material in the absence of the Client's written direction. In the event ThinkLite does disturb such hazardous material or does take such action without written direction, the limitation of liability in this paragraph shall not apply.

12. Performance Bond

DELETED – NOT APPLICABLE.

13. Labor and Materials Payment Bond

DELETED – NOT APPLICABLE.

14. Independent Contractor Status

ThinkLite shall provide services under this Agreement as an independent contractor with the Town of Natick and not as an employee of the Town. No employee, agent or representative of ThinkLite shall be entitled to receive any benefits of employment with the Town of Natick, including without limitation salary, overtime, vacation pay, holiday pay, sick leave, health insurance, life insurance, pension or deferred compensation.

15. Use of Alcohol and Controlled Substances Prohibited

ThinkLite hereby acknowledges that the use of alcoholic beverages, narcotics, and mood altering substances, except for current valid, legal prescriptions, by any officer, employee, agent, or

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representative of ThinkLite is prohibited on Town property which is the subject matter of this Agreement and during all hours of work under this Agreement. If any officer, employee, agent, or representative of ThinkLite violates the foregoing provision, the Client shall have the right to order that such officer, employee, agent, or representative of ThinkLite shall not be permitted to return to work on this Agreement. Under such circumstances, ThinkLite shall promptly remove the subject officer, employee, agent, or representative from the job site and shall not permit the subject officer, employee, agent, or representative to perform further work in conjunction with this Agreement.

16. No Smoking

Pursuant to Massachusetts General Laws (M.G.L.) c. 270, §22, the Commonwealth of Massachusetts Smokefree Workplace Law, ThinkLite, its officers, employees, agents, and representatives shall refrain from smoking and from using tobacco products in any public building in the Town of Natick.

17. Criminal Background Screening

For each employee of ThinkLite who is performing services under this Agreement, ThinkLite shall, subject to its confidentiality and privacy obligations owing to its employees and third parties, provide a written confirmation to the Client that such employee passed ThinkLite's pre-employment criminal background screen. In the event that any employee refuses to permit ThinkLite to provide such information to the Client, ThinkLite shall not assign such employee to perform services for the Client, and such employee shall not be authorized to perform services for the Client. The Client shall be permitted to keep such information in its files.

18. Delays/*Force Majeure*

Except as specifically set forth in this Agreement, neither party shall hold the other responsible or liable for damages or delays in performance caused by acts of God, interruptions in the availability of labor, or other events beyond the control of the other party, or that could not have been reasonably foreseen or prevented. For this purpose, such acts or events shall include unusually severe weather affecting performance of services, floods, epidemics, wars, riots, strikes, lockouts, or other industrial disturbances, protest demonstrations, and project site conditions which could not have been reasonably anticipated. Should such acts or events occur, both parties shall use their best efforts to overcome the difficulties arising and to resume as soon as reasonably possible the normal pursuit of the services for the Project.

19. Termination

- a. If ThinkLite shall breach any provision of this Agreement, which breach is not cured within twenty-one (21) days of written notice thereof from the Client to ThinkLite, the Client shall have the right to terminate this Agreement upon written notice to ThinkLite.
- b. If any assignment shall be made by ThinkLite or by any guarantor of ThinkLite for the benefit of creditors, or if a petition is filed by ThinkLite or by any guarantor of ThinkLite for adjudication as a bankrupt, or for reorganization or an arrangement under any provision of the Bankruptcy Act as then in force and effect, or if an involuntary petition under any of the provisions of the Bankruptcy Act is filed against ThinkLite

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and such involuntary petition is not discharged within ninety (90) days thereafter, in any event the Client may terminate this Agreement upon written notice to ThinkLite.

- c. The award of this Agreement and the continued operation of this Agreement are contingent upon appropriation by Natick Town Meeting of sufficient money to fund the Agreement. Should Natick Town Meeting fail to appropriate necessary funds therefore, the Client shall no longer be under any obligation to tender performance, including payment, under the terms of this Agreement. In that event, the Client may terminate this Agreement upon written notice to ThinkLite.
- d. The Client may terminate this Agreement upon written notice to ThinkLite if a source of money to fund the Agreement is lost during the Agreement term. In the alternative, the parties may agree in writing to amend the Agreement to provide for an Agreement price which represents a reduced appropriation for the Agreement term.
- e. The Client may also terminate this Agreement for convenience upon thirty (30) days' written notice to ThinkLite.

In the event of termination ThinkLite shall be entitled to be paid for services rendered in accordance with this Agreement prior to termination.

In the event that this Agreement is terminated pursuant to Section a. or b. above, the Client may make any reasonable purchase or contract to purchase services in substitution for services due from ThinkLite and may deduct the cost of any substitute contract, or damages sustained by the Client due to non-performance or non-conformance of services together with incidental and consequential damages from the Agreement price, and shall withhold such damages from sums due or sums which become due.

20. Notices

- . Except as otherwise provided in this Agreement all notices required or permitted to be given hereunder shall be in writing and shall be delivered by certified mail or registered mail, return receipt requested, to the parties at the following address or such other address or addresses as to which a party shall have notified the other party in accordance with this Section.

If to the Town of Natick: Melissa A. Malone
 Town of Natick
 13 East Central Street
 Natick, MA 01760

With copies to: Karis North, Esq.
 Murphy, Hesse, Toomey & Lehane, LLP
 300 Crown Colony Drive, Suite 410
 Quincy, MA 02169

If to ThinkLite: Dinesh Wadhwani
 ThinkLite, LLC
 117 West Central Street, Suite 201
 Natick MA 01760
 Email: dinesh@thinklite.com

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21. Miscellaneous Provisions

- a. Any action at law or suit in equity instituted by ThinkLite as a result of the performance, non-performance or alleged breach of this Agreement shall be filed in the Superior Court of the Commonwealth of Massachusetts for Middlesex County, MA, and in no other court or jurisdiction.
- b. No action or failure to act by either party shall constitute a waiver of a right or duty afforded to that party under the Agreement, nor shall such action or failure to act constitute approval of or acquiescence in a breach thereunder, except as may be specifically agreed in writing. No forbearance or indulgence in any form or manner by either party shall be construed as a waiver or in any way limit the legal or equitable remedies available to that party. No waiver by either party of any default or breach by the other party shall constitute a waiver of any subsequent default or breach.
- c. If ThinkLite discovers or is informed of any discrepancy or inconsistency in the Agreement Documents in relation to any law, statute, ordinance, by-law, decree, code, rule, regulation, or order, ThinkLite shall promptly, before commencing services under this Agreement, report the same to the Client in writing.
- d. ThinkLite acknowledges that it has not been influenced to enter into this Agreement, nor has ThinkLite relied upon any warranties or representations not set forth in this instrument.
- e. ThinkLite shall maintain the confidentiality of information designated by the Client as confidential, unless withholding such information would violate the law or create a risk of significant harm to the public, or unless ThinkLite has been required to release such information by final judgment or order of a court of competent jurisdiction, or unless the Client has expressly waived such confidentiality in advance in writing.
- g. ThinkLite shall not represent or purport to represent that it speaks for the Client vis-à-vis the media or the public at-large without the Client's express, written consent in advance.
- h. Prior to commencing services under this Agreement, ThinkLite shall furnish the Client, in writing, the names, addresses and telephone numbers of not fewer than two (2) principal employees of his business who are to be contacted in the event of an after-hours emergency.
- i. By entering into this Agreement, ThinkLite certifies under penalties of perjury that its entry was made and submitted in good faith and without collusion or fraud with any person. As used in this certification, the word "person" shall mean any natural person, business, partnership, corporation, union, committee, club, or other organization, entity, or group of individuals.
- j. By entering into this Agreement, ThinkLite certifies under the penalties of perjury, pursuant to M.G.L. c.62C, Section 49A(b), that it has complied with all laws of the Commonwealth relating to taxes, to reporting of employees and contractors, and to withholding and remitting child support.
- k. Prevailing wage rates, as contained in the Bid documents, shall be paid, pursuant to M.G.L.

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c.149, §§26-27G, if they are applicable.

- l. ThinkLite understands that the Massachusetts Conflict of Interest Law, Chapter 268A of the Massachusetts General Laws, applies to ThinkLite with respect to the services required to be provided under this Agreement. ThinkLite and its officers, employees, agents, subcontractors and affiliated agencies shall not participate in any activity which constitutes a violation of the Massachusetts Conflict of Interest Law or which creates an appearance of a violation of the Massachusetts Conflict of Interest Law.
- m. ThinkLite shall not discriminate against or exclude any person from participation herein on grounds of race, color, religious creed, national origin, sex, gender identity, sexual orientation (which shall not include persons whose sexual orientation involves minor children as the sex object), age, genetic information, ancestry, children, marital status, veteran status or membership in the armed services, the receiving of public assistance, and handicap. The previous sentence shall include, but not be limited to, the following: advertising, recruitment; hiring; rates of pay or other forms of compensation; terms; conditions or privileges of employment; employment upgrading; transfer; demotion; layoff; and termination. ThinkLite shall take affirmative actions to insure that applicants are employed, and that employees are treated during their employment, without regard to race, color, religious creed, national origin, sex, gender identity, sexual orientation (which shall not include persons whose sexual orientation involves minor children as the sex object), age, genetic information, ancestry, children, marital status, veteran status or membership in the armed services, the receiving of public assistance, and handicap.
- n. To the extent that any of the foregoing sections required by Massachusetts law are inconsistent with other, non-statutory sections in this Agreement, any statutorily-mandated provisions contained herein shall control.
- o. ThinkLite shall not assign or subcontract in whole or in part this Agreement or in any way transfer any interest in this Agreement without the prior express written approval of the Client.
- p. This Agreement may be amended only by written consent of both parties.
- q. ThinkLite shall not assign any money due or to become due to ThinkLite unless the Client shall have received prior written notice of such assignment. No such assignment shall relieve ThinkLite of its obligations under this Agreement.
- r. If any provision, or portion thereof, of this Agreement shall be adjudged to be invalid or unenforceable by final judgment or order of a court of competent jurisdiction, the remaining provisions of the Agreement shall continue in effect to the extent permitted by law.
- s. The provisions of this Agreement shall be binding upon and inure to the benefit of the heirs, assigns and successors in interest of the parties.
- t. This Agreement shall be governed by and construed in accordance with the laws of the Commonwealth of Massachusetts, regardless of choice of law issues or principles.
- u. This Agreement is executed in triplicate as a sealed instrument.

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The Town of Natick, Massachusetts

ThinkLite

By: Natick Select Board

By:

Jonathan Freedman, Chair

Signature

Karen Adelman-Foster, Vice Chair

Dinesh Wadhwani
Printed Name

Richard P. Jennett, Jr., Clerk

CEO
Printed Title

Susan G. Salamoff

Michael J. Hickey, Jr.

Dated: _____

Dated: 09/08/2020

APPROVED AS TO AVAILABILITY OF APPROPRIATION:

In accordance with the requirements of M.G.L. Chapter 44, Section 31C, this is to certify that an appropriation in the amount of this Agreement is available therefor, and that the Natick Board of Selectmen is authorized to execute this Agreement and to approve all requisitions and execute change orders.

Arti P. Mehta
Comptroller, Town of Natick

Dated: _____

APPROVED AS TO FORM ONLY, AND NOT AS TO SUBSTANCE:

Karis North, Esq.

Dated: _____

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CERTIFICATE OF VOTE

I, _____, hereby certify
(Clerk/Secretary)

that I am the duly qualified and acting _____ of _____
(Title) (Corporation Name)

and I further certify that at a meeting of the Directors of said Corporation duly called and held on _____
_____ 20 ____, at which meeting all Directors were present and voting, the following vote was
unanimously passed:

VOTED: To authorize and empower either _____,

(Name) (Title);
_____, _____; or
(Name) (Title)
_____, _____
(Name) (Title),

any one acting singly, to execute all contracts and bonds on behalf of the Corporation.

I, further certify that the above vote is still in effect on this the ____ day of _____, 20__ and has
not been changed or modified in any respect.

Signature

Printed Name

Printed Title

The certification contained hereabove shall be executed by CONTRACTOR or copy of current "certification
of authority to sign for the Corporation" shall be attached.)

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Exhibit A: Project Cost and Payment Terms

Company Name: Town of Natick

Billing Address: 13 East Central Street, Natick Town Hall, Natick, MA 01760

Purchase Order/Contract #:

Project Cost:

Labor, Material, Disposal Costs	\$89,457
Sales Tax on Material	N/A
Total Project Cost	\$89,457

*Less: *Estimated Project Incentives*

<u>Utility</u>	<u>App #</u>	
Eversource		\$24,570

Total Incentives	\$24,570
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<u>Net Project Cost to Client</u>	<u>\$64,887</u>
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Note: The Town of Natick understands that, on September 10, 2020, ThinkLite provided a price of \$78,075 to complete a larger scope of work at Town Hall, which would pair the planned LED conversion with the application of titanium dioxide and UVA lighting (Exhibit C). Should the Town be satisfied with the Select Board meeting room pilot of this technology and decide to pursue these services, it will bring this proposal to the Select Board for their consideration (cost is an additional \$13,188).

Project Payment Terms:

Amount to be paid by the Client to Contractor (Payable 30 days after invoice date)	\$64,887
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Amount to be paid by Utilities to Contractor (Contractor will collect this amount directly from the Utilities)	\$24,570
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<u>Total Project Cost</u>	<u>\$89,457</u>
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The final invoice date will be determined by the "Certificate of Completion" as described in the Terms & Conditions.

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Exhibit B: Quote and Project Proposal for Standard LED Conversion

**ThinkLite**

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Total Project Savings Summary

Location	Total Cost	Incentive	Net Cost	Payback (Years)	Annual Savings	Annual kWh Savings	Energy Reduction	Net Life Cycle Savings
Gravel Pit	\$ 10,113	\$ 1,750	\$ 8,363	1.28	\$ 6,552	34,188	84%	\$71,982.31
Town Hall	\$ 79,344	\$ 22,820	\$ 56,524	6.76	\$ 8,363	38,208	67%	\$198,830.02
Total	\$ 89,457	\$ 24,570	\$ 64,887	4.35	\$ 14,915	72396	76%	\$270,812.33

Customer Signature: _____



117 West Central Street, Suite 201, Natick, MA 01760
Tel: +1 617.500.6689 | Fax: +1 617.849.5525

Quote

Date:

4-Sep-20

Bill To:

Natick Town Hall

13 E Central St
Natick, MA 01760

Ship To:

Natick Town Hall

13 E Central St
Natick, MA 01760

Product Information

Product Name	Product Details* (e.g. C-4100K-G-90-277V-N)	# of Units	Unit Price	Line Total
ThinkLite quantities and solutions as shown on the scope of work				
Grand Total:				\$ 79,343.85
Incentive:				\$ (22,820.00)
Customer Contribution:				\$ 56,523.85

Not In Scope: Decorative fixtures in Stairway and Hallway 1st & 2nd Floor;

Additional Material: (52) Wall-mounted Motion Sensors. Note: The Turnkey Service fee on this project covers the labor and product costs for a one for one replacement of existing wall-mounted switches to wall-mounted motion sensor switches. Not covered by the Turnkey Service fee is fixture re-grouping, powerpacks, adding Motion Sensor switches where there are no existing switches or anything outside a one for one switch replacement. Critical areas (marked in red) will be prioritized in the event that uncovered costs exceed the allowed budget for sensors.

Terms & Conditions

Payment Terms	Estimated Delivery	Please Remember	Other Details
TBD	3 - 4 weeks from order confirmation	Kelvin and Aesthetic for each product required prior to order confirmation.	Turnkey Service included; Non-union

Reviewed and accepted by Customer:

Authorized Customer Signature

Name:

Title:

Date:

*** PRODUCT DETAILS (Please confirm using format below):**

C	-	4100K	-	G	-	90-277V	-	N
Aesthetic		Color Temp		Base		Voltage		Dimmability
C = Clear		2100 - 7000K		G = Bi-pin (G13)		90-277V		N = Non-dimmable
O = Opaque				B = Single-pin (BA15)		347V		D1 = Dimmable TRIAC
				R = Recessed Double Contact (R17D)		480V		D2 = Dimmable 0-10V



CUSTOMER NAME:

Natick Town Hall

ADDRESS:

13 E Central St
Natick, MA 01760

CONTACT PERSON:

Jillian Martin

PHONE #:

508-647-6555

	EXISTING LIGHTING SYSTEM					PROPOSED LIGHTING SYSTEM					
	Location	Annual Hours	Fix. Qty	Fixture Type	Watts Per Fixt.	Annual Hours	Qty	Fixture Type	Motion Sensors	Watts per Fixt.	Est. Annual kWh Saved
1	Basement - Storage left of Elevator	1000	8	2L4' 28W T8EE/ELEE	56	500	8	1L'TL LED T8 23W 2L 4ft Kit 3500k	1	23	348
2	Basement - Storage right of Elevator	1000	10	2L4' 28W T8EE/ELEE	56	500	10	1L'TL LED T8 23W 2L 4ft Kit 3500k	1	23	444
3	Basement - Lower Hallway	4160	8	3L4' 28W T8EE/ELEE	72	4160	8	1L'TL LED T8 23W 2L 4ft Kit 3500k	0	23	1,632
4	Basement - Lower Hall Ramp to Exit	4160	5	2L4' 28W T8EE/ELEE	56	4160	5	1L'TL LED T8 23W 2L 4ft Kit 3500k	0	23	684
5	Basement - Building Maintenance	2210	9	2L4' 28W T8EE/ELEE	56	1105	9	1L'TL LED T8 23W 2L 4ft Kit 3500k	1	23	888
6	Basement - Office	2210	1	2L4' 28W T8EE/ELEE	56	2210	1	1L'TL LED T8 23W 2L 4ft Kit 3500k	0	23	72
7	Basement - Tele Data	500	1	2L4' 28W T8EE/ELEE	56	500	1	1L'TL LED T8 23W 2L 4ft Kit 3500k	0	23	12
8	Basement - Bathroom	2210	2	2L4' 28W T8EE/ELEE	56	1105	2	1L'TL LED T8 23W 2L 4ft Kit 3500k	1	23	204
9	Basement - Unisex Restroom	2210	2	2L4' 28W T8EE/ELEE	56	1105	2	1L'TL LED T8 23W 2L 4ft Kit 3500k	1	23	204
10	Basement - Copy & Mail Room	2210	4	2L4' 28W T8EE/ELEE	56	2210	4	1L'TL LED T8 23W 2L 4ft Kit 3500k	0	23	288
11	Basement - Copy & Mail Room Storage	2210	1	2L4' 28W T8EE/ELEE	56	2210	1	1L'TL LED T8 23W 2L 4ft Kit 3500k	0	23	72
12	Basement - Secure Mail Room	2210	2	2L4' 28W T8EE/ELEE	56	2210	2	1L'TL LED T8 23W 2L 4ft Kit 3500k	0	23	156
13	Basement - Office Basement -	2210	2	2L4' 28W T8EE/ELEE	56	2210	2	1L'TL LED T8 23W 2L 4ft Kit 3500k	0	23	156
14	Basement - Electrical Room	500	3	2L4' 28W T8EE/ELEE	56	250	3	1L'TL LED T8 23W 2L 4ft Kit 3500k	1	23	72
15	Basement - Storage	500	5	2L4' 28W T8EE/ELEE	56	250	5	1L'TL LED T8 23W 2L 4ft Kit 3500k	1	23	120
16	1st Floor - Entryway and Hall	4160	0	2L 10W LED Downlight	10	4160	0	Out of Scope	0	11	-
17	1st Floor - Benefits Office	2340	2	3L4' 28W T8EE/ELEE	72	1170	2	1L'TL LED T8 33W 3L 4ft Kit 3500k	1	33	264
18	1st Floor - Town Clerk	2340	14	3L4' 28W T8EE/ELEE	72	2340	14	1L'TL LED T8 33W 3L 4ft Kit 3500k	0	33	1,284
19	1st Floor - Kitchen Break Room	2340	2	3L4' 28W T8EE/ELEE	72	2340	2	1L'TL LED T8 23W 2L 4ft Kit 3500k	0	23	228
20	1st Floor - Town Clerk Office	2340	3	3L4' 28W T8EE/ELEE	72	1170	3	1L'TL LED T8 33W 3L 4ft Kit 3500k	1	33	384
21	1st Floor - Town Clerk Vault	2210	3	2L4' 28W T8EE/ELEE	56	1105	3	1L'TL LED T8 23W 2L 4ft Kit 3500k	1	23	300
22	1st Floor - Assessors Office #1	2340	21	3L4' 28W T8EE/ELEE	72	2340	21	1L'TL LED T8 33W 3L 4ft Kit 3500k	0	33	1,920
23	1st Floor - Assessors Office #1	2340	0	2L 10W LED Downlight	10	2340	0	Out of Scope	0	11	-
24	1st Floor - Office Near Exit	2340	2	3L4' 28W T8EE/ELEE	72	1170	2	1L'TL LED T8 23W 2L 4ft Kit 3500k	1	23	288
25	1st Floor - Assessors Office #2	2340	2	3L4' 28W T8EE/ELEE	72	1170	2	1L'TL LED T8 33W 3L 4ft Kit 3500k	1	33	264
26	1st Floor - Director's Office	2340	4	3L4' 28W T8EE/ELEE	72	1170	4	1L'TL LED T8 33W 3L 4ft Kit 3500k	1	33	516
27	1st Floor - Assessor Office 3	2340	2	3L4' 28W T8EE/ELEE	72	1170	2	1L'TL LED T8 33W 3L 4ft Kit 3500k	1	33	264
28	1st Floor - Collector Front Office	2340	4	3L4' 28W T8EE/ELEE	72	2340	4	1L'TL LED T8 33W 3L 4ft Kit 3500k	0	33	360
29	1st Floor - Collector Front Office	2340	0	2L 10W LED Downlight	10	2340	0	Out of Scope	0	11	-
30	1st Floor - Open offices	2340	9	3L4' 28W T8EE/ELEE	72	2340	9	1L'TL LED T8 33W 3L 4ft Kit 3500k	0	33	816

31	1st Floor - Collector Office	2340	3	3L4' 28W T8EE/ELEE	72	1170	3	1L'TL LED T8 33W 3L 4ft Kit 3500k	1	33	384
32	1st Floor - Collector Storage	2210	1	3L4' 28W T8EE/ELEE	72	2210	1	1L'TL LED T8 33W 3L 4ft Kit 3500k	0	33	84
33	1st Floor - Ladie's Restroom	2210	3	2L4' 28W T8EE/ELEE	56	1105	3	1L'TL LED T8 23W 2L 4ft Kit 3500k	1	23	300
34	1st Floor - Ladie's Restroom	2210	0	2L 10W LED Downlight	10	2210	0	Out of Scope	0	11	-
35	1st Floor - Men's Restroom	2210	3	2L4' 28W T8EE/ELEE	56	1105	3	1L'TL LED T8 23W 2L 4ft Kit 3500k	1	23	300
36	1st Floor - Men's Restroom	2210	0	2L 10W LED Downlight	10	2210	0	Out of Scope	0	11	-
37	1st Floor - Electrical Closet	2210	1	1L4' 28W T8EE/ELEE	24	2210	1	1L'TL LED T8 10W 4ft 3500k	0	10	24
38	1st Floor - Server Room	500	1	2L4' 28W T8EE/ELEE	56	500	1	1L'TL LED T8 23W 2L 4ft Kit 3500k	0	23	12
39	1st Floor - Supply Closet	500	1	2L4' 28W T8EE/ELEE	56	500	1	1L'TL LED T8 23W 2L 4ft Kit 3500k	0	23	12
40	Stairway 1-2-3 Floor	2210	9	2L4' 28W T8EE/ELEE	56	2210	9	1L'TL LED T8 23W 2L 4ft Kit 3500k	0	23	660
41	2nd Floor - Elevator	2210	1	2L4' 28W T8EE/ELEE	56	2210	1	1L'TL LED T8 23W 2L 4ft Kit 3500k	0	23	72
42	2nd Floor - Hallway	4160	0	2L 10W LED Downlight	10	4160	0	Out of Scope	0	11	-
43	2nd Floor - Ladie's Restroom	2210	3	2L4' 28W T8EE/ELEE	56	1105	3	1L'TL LED T8 23W 2L 4ft Kit 3500k	1	23	300
44	2nd Floor - Ladie's Restroom	2210	0	2L 10W LED Downlight	10	2210	0	Out of Scope	0	11	-
45	2nd Floor - Men's Restroom	2210	3	2L4' 28W T8EE/ELEE	56	1105	3	1L'TL LED T8 23W 2L 4ft Kit 3500k	1	23	300
46	2nd Floor - Men's Restroom	2210	0	2L 10W LED Downlight	10	2210	0	Out of Scope	0	11	-
47	2nd Floor - Back Stairwell	2210	5	2L4' 28W T8EE/ELEE	56	2210	5	1L'TL LED T8 23W 2L 4ft Kit 3500k	0	23	372
48	2nd Floor - Electrical Closet	2210	1	2L4' 28W T8EE/ELEE	56	2210	1	1L'TL LED T8 23W 2L 4ft Kit 3500k	0	23	72
49	2nd Floor - Server Closet	500	1	2L4' 28W T8EE/ELEE	56	500	1	1L'TL LED T8 23W 2L 4ft Kit 3500k	0	23	12
50	2nd Floor - Employee Lounge	2340	6	3L4' 28W T8EE/ELEE	72	1170	6	1L'TL LED T8 23W 2L 4ft Kit 3500k	1	23	852
51	2nd Floor - Employee Lounge	2340	0	2L 10W LED Downlight	10	2340	0	Out of Scope	0	11	-
52	2nd Floor - Cleaning Supply Closet	500	1	2L4' 28W T8EE/ELEE	56	500	1	1L'TL LED T8 23W 2L 4ft Kit 3500k	0	23	12
53	2nd Floor - Selectmen's Mtg Room	2340	18	3L4' 28W T8EE/ELEE	72	1170	18	1L'TL LED Troffer 32W 2x4 3500k	2	32	2,364
54	2nd Floor - Selectmen's Mtg Room	2340	13	2L 10W LED Downlight	10	2340	13	1L'TL LED Downlight 11W 6" 3500K	0	11	(36)
55	2nd Floor - Community Development	2340	16	3L4' 28W T8EE/ELEE	72	2340	16	1L'TL LED T8 33W 3L 4ft Kit 3500k	0	33	1,464
56	2nd Floor - Director Office	2340	4	3L4' 28W T8EE/ELEE	72	1170	4	1L'TL LED T8 33W 3L 4ft Kit 3500k	1	33	516
57	2nd Floor - Conservation Commission	2210	2	3L4' 28W T8EE/ELEE	72	1105	2	1L'TL LED T8 33W 3L 4ft Kit 3500k	1	33	252
58	2nd Floor - Assistant office	2340	2	3L4' 28W T8EE/ELEE	72	1170	2	1L'TL LED T8 33W 3L 4ft Kit 3500k	1	33	264
59	2nd Floor - Bldg Inspector	2340	2	3L4' 28W T8EE/ELEE	72	1170	2	1L'TL LED T8 33W 3L 4ft Kit 3500k	1	33	264
60	2nd Floor - Conservation Office #2	2340	1	3L4' 28W T8EE/ELEE	72	2340	1	1L'TL LED T8 33W 3L 4ft Kit 3500k	0	33	96
61	2nd Floor - Conference Room	2340	2	3L4' 28W T8EE/ELEE	72	1170	2	1L'TL LED T8 33W 3L 4ft Kit 3500k	1	33	264
62	2nd Floor - Board of Health	2340	11	3L4' 28W T8EE/ELEE	72	2340	11	1L'TL LED T8 33W 3L 4ft Kit 3500k	0	33	996
63	2nd Floor - Board of Health	2340	0	2L 10W LED Downlight	10	2340	0	Out of Scope	0	11	-
64	2nd Floor - Clinic	2340	1	4L4' 28W T8EE/ELEE	94	2340	1	1L'TL LED T8 42W 4L 4ft Kit 3500k	0	42	120
65	2nd Floor - Nurse Office	2340	2	3L4' 28W T8EE/ELEE	72	1170	2	1L'TL LED T8 33W 3L 4ft Kit 3500k	1	33	264
66	2nd Floor - Conference Room	2340	4	3L4' 28W T8EE/ELEE	72	1170	4	1L'TL LED T8 33W 3L 4ft Kit 3500k	1	33	516
67	2nd Floor - Office	2340	2	3L4' 28W T8EE/ELEE	72	1170	2	1L'TL LED T8 33W 3L 4ft Kit 3500k	1	33	264
68	2nd Floor - Selectman's Office - Hall	4160	3	3L4' 28W T8EE/ELEE	72	4160	3	1L'TL LED T8 33W 3L 4ft Kit 3500k	0	33	492
69	2nd Floor - Selectman's Office - Hall	4160	1	2L 10W LED Downlight	10	4160	1	1L'TL LED Downlight 11W 8" 3500k	0	11	(12)
70	2nd Floor - HR Office	2340	3	3L4' 28W T8EE/ELEE	72	1170	3	1L'TL LED T8 33W 3L 4ft Kit 3500k	1	33	384
71	2nd Floor - Executive Secretary	2340	3	3L4' 28W T8EE/ELEE	72	1170	3	1L'TL LED T8 33W 3L 4ft Kit 3500k	1	33	384
72	2nd Floor - Executive Assistant Office	2340	3	3L4' 28W T8EE/ELEE	72	1170	3	1L'TL LED T8 33W 3L 4ft Kit 3500k	1	33	384
73	2nd Floor - Copy Room	2210	3	3L4' 28W T8EE/ELEE	72	1105	3	1L'TL LED T8 33W 3L 4ft Kit 3500k	1	33	372
74	2nd Floor - Deputy Town Admin	2340	3	3L4' 28W T8EE/ELEE	72	1170	3	1L'TL LED T8 33W 3L 4ft Kit 3500k	1	33	384

75	2nd Floor - Town Admin	2340	3	3L4' 28W T8EE/ELEE	72	1170	3	1L'TL LED T8 33W 3L 4ft Kit 3500k	1	33	384
76	2nd Floor - Back Office	2340	3	3L4' 28W T8EE/ELEE	72	1170	3	1L'TL LED T8 33W 3L 4ft Kit 3500k	1	33	384
77	3rd Floor - Entry & Halls	4160	0	2L 10W LED Downlight	10	4160	0	Out of Scope	0	11	-
78	3rd Floor - School Committee Rm	2843	18	3L4' 28W T8EE/ELEE	72	1421.5	18	1L'TL LED T8 33W 3L 4ft Kit 3500k	2	33	2,844
79	3rd Floor - School Committee Rm	2843	0	2L 10W LED Downlight	10	2843	0	Out of Scope	0	11	-
80	3rd Floor - Conf Rm	2340	2	3L4' 28W T8EE/ELEE	72	1170	2	1L'TL LED T8 33W 3L 4ft Kit 3500k	1	33	264
81	3rd Floor - Training Rm	2843	13	3L4' 28W T8EE/ELEE	72	1421.5	13	1L'TL LED T8 33W 3L 4ft Kit 3500k	2	33	2,052
82	3rd Floor - Sink	1898	1	2L2' 14W T5/ELIG	32	1898	1	1L'TL LED T8 23W 2L 4ft Kit 3500k	0	23	12
83	3rd Floor - Server Closet	500	2	2L4' 28W T8EE/ELEE	56	250	2	1L'TL LED T8 23W 2L 4ft Kit 3500k	1	23	48
84	3rd Floor - Across from Server	500	2	3L4' 28W T8EE/ELEE	72	500	2	1L'TL LED T8 33W 3L 4ft Kit 3500k	0	33	36
85	3rd Floor - Electric Closet	500	1	2L4' 28W T8EE/ELEE	56	500	1	1L'TL LED T8 23W 2L 4ft Kit 3500k	0	23	12
86	3rd Floor - Phone Closet	1898	1	2L4' 28W T8EE/ELEE	56	1898	1	1L'TL LED T8 23W 2L 4ft Kit 3500k	0	23	60
87	3rd Floor - Men's Rm	1898	4	2L4' 28W T8EE/ELEE	56	949	4	1L'TL LED T8 23W 2L 4ft Kit 3500k	1	23	336
88	3rd Floor - Men's Rm	1898	0	2L 10W LED Downlight	10	1898	0	Out of Scope	0	11	-
89	3rd Floor - Ladies Rm	1898	4	2L4' 28W T8EE/ELEE	56	949	4	1L'TL LED T8 23W 2L 4ft Kit 3500k	1	23	336
90	3rd Floor - Ladies Rm	1898	0	2L 10W LED Downlight	10	1898	0	Out of Scope	0	11	-
91	3rd Floor - Cleaning Closet	1000	1	2L4' 28W T8EE/ELEE	56	1000	1	1L'TL LED T8 23W 2L 4ft Kit 3500k	0	23	36
92	3rd Floor - Digital Learning Office	2340	7	3L4' 28W T8EE/ELEE	72	1170	7	1L'TL LED T8 33W 3L 4ft Kit 3500k	1	33	900
93	3rd Floor - School Dept	2340	27	3L4' 28W T8EE/ELEE	72	2340	27	1L'TL LED T8 33W 3L 4ft Kit 3500k	0	33	2,460
94	3rd Floor - Asst Superintendent	2340	3	3L4' 28W T8EE/ELEE	72	1170	3	1L'TL LED T8 33W 3L 4ft Kit 3500k	1	33	384
95	3rd Floor - Dir. Human Resources	2340	2	3L4' 28W T8EE/ELEE	72	1170	2	1L'TL LED T8 33W 3L 4ft Kit 3500k	1	33	264
96	3rd Floor - Next Office	2340	1	3L4' 28W T8EE/ELEE	72	2340	1	1L'TL LED T8 33W 3L 4ft Kit 3500k	0	33	96
97	3rd Floor - Dir . Finance	2340	2	3L4' 28W T8EE/ELEE	72	1170	2	1L'TL LED T8 33W 3L 4ft Kit 3500k	1	33	264
98	3rd Floor - Curriculum Rm	2340	2	3L4' 28W T8EE/ELEE	72	1170	2	1L'TL LED T8 33W 3L 4ft Kit 3500k	1	33	264
99	3rd Floor - Sup	2340	4	3L4' 28W T8EE/ELEE	72	1170	4	1L'TL LED T8 33W 3L 4ft Kit 3500k	1	33	516
100	3rd Floor - Dir. Communications	2340	2	3L4' 28W T8EE/ELEE	72	1170	2	3L'TL LED U-Shape 12W 1-5/8" 3500k	1	36	252
Totals		378				378		52		38,208	

To the best of my knowledge, this list is inclusive of all areas and fixtures to be included in this project.

I understand that there is a possibility that additional fixtures may be found during the Turnkey Service which are not included in this scope. Should this occur the quote will need to be revised via a "Change Order" to include them which will result in an increased project cost

Not In Scope: Decorative fixtures in Stairway and Hallway 1st & 2nd Floor;

Additional Material: (52) Wall-mounted Motion Sensors. Note: The Turnkey Service fee on this project covers the labor and product costs for a one for one replacement of existing wall-mounted switches to wall-mounted motion sensor switches. Not covered by the Turnkey Service fee is fixture re-grouping, powerpacks, adding Motion Sensor switches where there are no existing switches or anything outside a

Reviewed and accepted by Customer:

Authorized Customer Signature

Name:

Title:

one for one switch replacement. Critical areas (marked in red) will be prioritized in the event that uncovered costs exceed the allowed budget for sensors.

Date:



Quote

117 W Central Street, Suite 201, Natick MA 01760
Tel: +1 617.500.6689 | Fax: +1 617.849.5525

Date:

26-Aug-20

Bill To:

Town of Natick - Gravel Pit

17 Oak St
Natick, MA 01760

Ship To:

Town of Natick - Gravel Pit

17 Oak St
Natick, MA 01760

Product Information

Product Name	# of Units	Unit Price	Line Total
ThinkLite solutions and quantities as shown on the attached scope of work			
Grand Total:		\$	9,099.50
Incentive:		\$	(1,750.00)
Customer Contribution:		\$	7,349.50

ThinkLite solutions and quantities as shown
on the attached scope of work

Not In Scope: Utility Pole Flood, Tent Structures (LED), Office Building Interior (Screw-in CFLs / LEDs); Scope of work is otherwise exclusive

Terms & Conditions

Payment Terms	Estimated Delivery	Labor	Notes
TBD	4 - 6 weeks from order confirmation	Turnkey Service included. Turnkey Service does not include union labor or night/weekend labor.	

Note:

The incentive shown on this document is an estimate only. In order to get confirmed figures from the utility company you must indicate your intent to purchase. Signing this quote indicates this intent and will also serve as authorization to submit a rebate application. This quote is non binding and does not constitute an order. Final paperwork will come from the utility company, or their assignee, and will be subject to your approval.

Reviewed and accepted by Customer:

Authorized Customer Signature

Name:

Title:

Date:



CUSTOMER NAME: Town of Natick - Gravel Pit
ADDRESS: 17 Oak St Natick, MA 01760

CONTACT PERSON: Jillian Wilson-Mar
PHONE #: 508-647-6555

Legend			
BX	Blax /Twin Tube Lamp	HPF	High Power Ballast Factor > 1.0
HW	Hard Wire Fixture	STD	Standard Ballast or Lamp
EEMAG	Energy-Efficient Magnetic	HO	High Output Lamp
EE	Energy-Efficient Electronic	VHO	Very High Output Lamp
ELIG	Electronic Ballast	8FC	Eight Foot Conversion
LPF	Low Power Ballast Factor < 0.80	USC	U-Shape Conversion

EXISTING LIGHTING SYSTEM						PROPOSED LIGHTING SYSTEM					
Location	Annual Hours	Fix. Qty	Fixture Type	Total Lamp Qty	Watts Per Fix.	Fixture Qty	Fixture Type	TL Solution Qty	Watts per Fix.	Est. Annual kWh Saved	
1	Interior of Wooden Structure	4368	3	1000W METAL HALIDE	3	1075	3	TL LED 160W Circular High Bay 5000K	3	160	11,988
2	Exterior of Wooden Structure	4368	2	750W METAL HALIDE	2	825	2	TL LED 150W Flood 5000K	2	150	5,904
3	Wooden Structure Side Shed	8736	2	1000W METAL HALIDE	2	1075	2	TL LED 160W Circular High Bay 5000K	2	160	15,984
4	Exterior of Office Building	4368	1	70W METAL HALIDE	1	95	1	TL LED 25W Wall Pack Rotatable 5000K	1	25	312
Totals		8		8		8		8		34,188	

To the best of my knowledge, this list is inclusive of all areas and fixtures to be included in this project.

I understand that there is a possibility that additional fixtures may be found during the Turnkey Service which are not included in this scope. Should this occur the quote will need to be revised via a "Change Order" to include them which will result in an increased project cost

**Not In Scope: Utility Pole Flood, Tent Structures (LED), Office Building Interior (Screw-in CFLs / LEDs);
Scope of work is otherwise exclusive**

Notes:

Reviewed and accepted by Customer:

Authorized Customer Signature

Name:

Title:

**Town of Natick
Contract for Services Related to the
LED Conversion of Town Hall and Gravel Pit**

Exhibit C: Quote to Integrate Titanium Dioxide and UVA Lighting into Town Hall LED Project



117 West Central Street, Suite 201, Natick, MA 01760
Tel: +1 617.500.6689 | Fax: +1 617.849.5525

Quote

Date:

10-Sep-20

Bill To:

Natick Town Hall
13 E Central St
Natick, MA 01760

Ship To:

Natick Town Hall
13 E Central St
Natick, MA 01760

Product Information

Product Name	Product Details* (e.g. C-4100K-G-90-277V-N)	# of Units	Unit Price	Line Total
ThinkLite quantities and solutions as shown on the scope of work				
Grand Total:				\$ 100,895.75
Incentive:				\$ (22,820.00)
Customer Contribution:				\$ 78,075.75

Not In Scope: Decorative fixtures in Stairway and Hallway 1st & 2nd Floor;

Additional Material: (52) Wall-mounted Motion Sensors; TiO2 Material and Application for all areas within the Natick Town Hall; UVA Lamps for all areas within the Natick Town Hall for activation of the TiO2

Terms & Conditions

Payment Terms	Estimated Delivery	Please Remember	Other Details
TBD	3 - 4 weeks from order confirmation	Kelvin and Aesthetic for each product required prior to order confirmation.	Turnkey Service included; Non-union

Reviewed and accepted by Customer:

Authorized Customer Signature

Name:
Title:
Date:

*** PRODUCT DETAILS (Please confirm using format below):**

C	-	4100K	-	G	-	90-277V	-	N
Aesthetic		Color Temp		Base		Voltage		Dimmability
C = Clear		2100 - 7000K		G = Bi-pin (G13)		90-277V		N = Non-dimmable
O = Opaque				B = Single-pin (BA15)		347V		D1 = Dimmable TRIAC
				R = Recessed		480V		D2 = Dimmable 0-10V
				Double Contact (R17D)				



CUSTOMER NAME:

Natick Town Hall

ADDRESS:

13 E Central St
Natick, MA 01760

CONTACT PERSON:

Jillian Martin

PHONE #:

508-647-6555

	EXISTING LIGHTING SYSTEM					PROPOSED LIGHTING SYSTEM					
	Location	Annual Hours	Fix. Qty	Fixture Type	Watts Per Fixt.	Annual Hours	Qty	Fixture Type	Motion Sensors	Watts per Fixt.	Est. Annual kWh Saved
1	Basement - Storage left of Elevator	1000	8	2L4' 28W T8EE/ELEE	56	500	8	1L'TL LED T8 23W 2L 4ft Kit 3500k	1	23	348
2	Basement - Storage right of Elevator	1000	10	2L4' 28W T8EE/ELEE	56	500	10	1L'TL LED T8 23W 2L 4ft Kit 3500k	1	23	444
3	Basement - Lower Hallway	4160	8	3L4' 28W T8EE/ELEE	72	4160	8	1L'TL LED T8 23W 2L 4ft Kit 3500k	0	23	1,632
4	Basement - Lower Hall Ramp to Exit	4160	5	2L4' 28W T8EE/ELEE	56	4160	5	1L'TL LED T8 23W 2L 4ft Kit 3500k	0	23	684
5	Basement - Building Maintenance	2210	9	2L4' 28W T8EE/ELEE	56	1105	9	1L'TL LED T8 23W 2L 4ft Kit 3500k	1	23	888
6	Basement - Office	2210	1	2L4' 28W T8EE/ELEE	56	2210	1	1L'TL LED T8 23W 2L 4ft Kit 3500k	0	23	72
7	Basement - Tele Data	500	1	2L4' 28W T8EE/ELEE	56	500	1	1L'TL LED T8 23W 2L 4ft Kit 3500k	0	23	12
8	Basement - Bathroom	2210	2	2L4' 28W T8EE/ELEE	56	1105	2	1L'TL LED T8 23W 2L 4ft Kit 3500k	1	23	204
9	Basement - Unisex Restroom	2210	2	2L4' 28W T8EE/ELEE	56	1105	2	1L'TL LED T8 23W 2L 4ft Kit 3500k	1	23	204
10	Basement - Copy & Mail Room	2210	4	2L4' 28W T8EE/ELEE	56	2210	4	1L'TL LED T8 23W 2L 4ft Kit 3500k	0	23	288
11	Basement - Copy & Mail Room Storage	2210	1	2L4' 28W T8EE/ELEE	56	2210	1	1L'TL LED T8 23W 2L 4ft Kit 3500k	0	23	72
12	Basement - Secure Mail Room	2210	2	2L4' 28W T8EE/ELEE	56	2210	2	1L'TL LED T8 23W 2L 4ft Kit 3500k	0	23	156
13	Basement - Office Basement -	2210	2	2L4' 28W T8EE/ELEE	56	2210	2	1L'TL LED T8 23W 2L 4ft Kit 3500k	0	23	156
14	Basement - Electrical Room	500	3	2L4' 28W T8EE/ELEE	56	250	3	1L'TL LED T8 23W 2L 4ft Kit 3500k	1	23	72
15	Basement - Storage	500	5	2L4' 28W T8EE/ELEE	56	250	5	1L'TL LED T8 23W 2L 4ft Kit 3500k	1	23	120
16	1st Floor - Entryway and Hall	4160	0	2L 10W LED Downlight	10	4160	0	Out of Scope	0	11	-
17	1st Floor - Benefits Office	2340	2	3L4' 28W T8EE/ELEE	72	1170	2	1L'TL LED T8 33W 3L 4ft Kit 3500k	1	33	264
18	1st Floor - Town Clerk	2340	14	3L4' 28W T8EE/ELEE	72	2340	14	1L'TL LED T8 33W 3L 4ft Kit 3500k	0	33	1,284
19	1st Floor - Kitchen Break Room	2340	2	3L4' 28W T8EE/ELEE	72	2340	2	1L'TL LED T8 23W 2L 4ft Kit 3500k	0	23	228
20	1st Floor - Town Clerk Office	2340	3	3L4' 28W T8EE/ELEE	72	1170	3	1L'TL LED T8 33W 3L 4ft Kit 3500k	1	33	384
21	1st Floor - Town Clerk Vault	2210	3	2L4' 28W T8EE/ELEE	56	1105	3	1L'TL LED T8 23W 2L 4ft Kit 3500k	1	23	300
22	1st Floor - Assessors Office #1	2340	21	3L4' 28W T8EE/ELEE	72	2340	21	1L'TL LED T8 33W 3L 4ft Kit 3500k	0	33	1,920
23	1st Floor - Assessors Office #1	2340	0	2L 10W LED Downlight	10	2340	0	Out of Scope	0	11	-
24	1st Floor - Office Near Exit	2340	2	3L4' 28W T8EE/ELEE	72	1170	2	1L'TL LED T8 23W 2L 4ft Kit 3500k	1	23	288
25	1st Floor - Assessors Office #2	2340	2	3L4' 28W T8EE/ELEE	72	1170	2	1L'TL LED T8 33W 3L 4ft Kit 3500k	1	33	264
26	1st Floor - Director's Office	2340	4	3L4' 28W T8EE/ELEE	72	1170	4	1L'TL LED T8 33W 3L 4ft Kit 3500k	1	33	516
27	1st Floor - Assessor Office 3	2340	2	3L4' 28W T8EE/ELEE	72	1170	2	1L'TL LED T8 33W 3L 4ft Kit 3500k	1	33	264
28	1st Floor - Collector Front Office	2340	4	3L4' 28W T8EE/ELEE	72	2340	4	1L'TL LED T8 33W 3L 4ft Kit 3500k	0	33	360
29	1st Floor - Collector Front Office	2340	0	2L 10W LED Downlight	10	2340	0	Out of Scope	0	11	-
30	1st Floor - Open offices	2340	9	3L4' 28W T8EE/ELEE	72	2340	9	1L'TL LED T8 33W 3L 4ft Kit 3500k	0	33	816
31	1st Floor - Collector Office	2340	3	3L4' 28W T8EE/ELEE	72	1170	3	1L'TL LED T8 33W 3L 4ft Kit 3500k	1	33	384

32	1st Floor - Collector Storage	2210	1	3L4' 28W T8EE/ELEE	72	2210	1	1L'TL LED T8 33W 3L 4ft Kit 3500k	0	33	84
33	1st Floor - Ladie's Restroom	2210	3	2L4' 28W T8EE/ELEE	56	1105	3	1L'TL LED T8 23W 2L 4ft Kit 3500k	1	23	300
34	1st Floor - Ladie's Restroom	2210	0	2L 10W LED Downlight	10	2210	0	Out of Scope	0	11	-
35	1st Floor - Men's Restroom	2210	3	2L4' 28W T8EE/ELEE	56	1105	3	1L'TL LED T8 23W 2L 4ft Kit 3500k	1	23	300
36	1st Floor - Men's Restroom	2210	0	2L 10W LED Downlight	10	2210	0	Out of Scope	0	11	-
37	1st Floor - Electrical Closet	2210	1	1L4' 28W T8EE/ELEE	24	2210	1	1L'TL LED T8 10W 4ft 3500k	0	10	24
38	1st Floor - Server Room	500	1	2L4' 28W T8EE/ELEE	56	500	1	1L'TL LED T8 23W 2L 4ft Kit 3500k	0	23	12
39	1st Floor - Supply Closet	500	1	2L4' 28W T8EE/ELEE	56	500	1	1L'TL LED T8 23W 2L 4ft Kit 3500k	0	23	12
40	Stairway 1-2-3 Floor	2210	9	2L4' 28W T8EE/ELEE	56	2210	9	1L'TL LED T8 23W 2L 4ft Kit 3500k	0	23	660
41	2nd Floor - Elevator	2210	1	2L4' 28W T8EE/ELEE	56	2210	1	1L'TL LED T8 23W 2L 4ft Kit 3500k	0	23	72
42	2nd Floor - Hallway	4160	0	2L 10W LED Downlight	10	4160	0	Out of Scope	0	11	-
43	2nd Floor - Ladie's Restroom	2210	3	2L4' 28W T8EE/ELEE	56	1105	3	1L'TL LED T8 23W 2L 4ft Kit 3500k	1	23	300
44	2nd Floor - Ladie's Restroom	2210	0	2L 10W LED Downlight	10	2210	0	Out of Scope	0	11	-
45	2nd Floor - Men's Restroom	2210	3	2L4' 28W T8EE/ELEE	56	1105	3	1L'TL LED T8 23W 2L 4ft Kit 3500k	1	23	300
46	2nd Floor - Men's Restroom	2210	0	2L 10W LED Downlight	10	2210	0	Out of Scope	0	11	-
47	2nd Floor - Back Stairwell	2210	5	2L4' 28W T8EE/ELEE	56	2210	5	1L'TL LED T8 23W 2L 4ft Kit 3500k	0	23	372
48	2nd Floor - Electrical Closet	2210	1	2L4' 28W T8EE/ELEE	56	2210	1	1L'TL LED T8 23W 2L 4ft Kit 3500k	0	23	72
49	2nd Floor - Server Closet	500	1	2L4' 28W T8EE/ELEE	56	500	1	1L'TL LED T8 23W 2L 4ft Kit 3500k	0	23	12
50	2nd Floor - Employee Lounge	2340	6	3L4' 28W T8EE/ELEE	72	1170	6	1L'TL LED T8 23W 2L 4ft Kit 3500k	1	23	852
51	2nd Floor - Employee Lounge	2340	0	2L 10W LED Downlight	10	2340	0	Out of Scope	0	11	-
52	2nd Floor - Cleaning Supply Closet	500	1	2L4' 28W T8EE/ELEE	56	500	1	1L'TL LED T8 23W 2L 4ft Kit 3500k	0	23	12
53	2nd Floor - Selectmen's Mtg Room	2340	18	3L4' 28W T8EE/ELEE	72	1170	18	1L'TL LED T8 33W 3L 4ft Kit 3500k	2	33	2,340
54	2nd Floor - Selectmen's Mtg Room	2340	13	2L 10W LED Downlight	10	2340	13	1L'TL LED Downlight 11W 6" 3500K	0	11	(36)
55	2nd Floor - Community Development	2340	16	3L4' 28W T8EE/ELEE	72	2340	16	1L'TL LED T8 33W 3L 4ft Kit 3500k	0	33	1,464
56	2nd Floor - Director Office	2340	4	3L4' 28W T8EE/ELEE	72	1170	4	1L'TL LED T8 33W 3L 4ft Kit 3500k	1	33	516
57	2nd Floor - Conservation Commission	2210	2	3L4' 28W T8EE/ELEE	72	1105	2	1L'TL LED T8 33W 3L 4ft Kit 3500k	1	33	252
58	2nd Floor - Assistant office	2340	2	3L4' 28W T8EE/ELEE	72	1170	2	1L'TL LED T8 33W 3L 4ft Kit 3500k	1	33	264
59	2nd Floor - Bldg Inspector	2340	2	3L4' 28W T8EE/ELEE	72	1170	2	1L'TL LED T8 33W 3L 4ft Kit 3500k	1	33	264
60	2nd Floor - Conservation Office #2	2340	1	3L4' 28W T8EE/ELEE	72	2340	1	1L'TL LED T8 33W 3L 4ft Kit 3500k	0	33	96
61	2nd Floor - Conference Room	2340	2	3L4' 28W T8EE/ELEE	72	1170	2	1L'TL LED T8 33W 3L 4ft Kit 3500k	1	33	264
62	2nd Floor - Board of Health	2340	11	3L4' 28W T8EE/ELEE	72	2340	11	1L'TL LED T8 33W 3L 4ft Kit 3500k	0	33	996
63	2nd Floor - Board of Health	2340	0	2L 10W LED Downlight	10	2340	0	Out of Scope	0	11	-
64	2nd Floor - Clinic	2340	1	4L4' 28W T8EE/ELEE	94	2340	1	1L'TL LED T8 42W 4L 4ft Kit 3500k	0	42	120
65	2nd Floor - Nurse Office	2340	2	3L4' 28W T8EE/ELEE	72	1170	2	1L'TL LED T8 33W 3L 4ft Kit 3500k	1	33	264
66	2nd Floor - Conference Room	2340	4	3L4' 28W T8EE/ELEE	72	1170	4	1L'TL LED T8 33W 3L 4ft Kit 3500k	1	33	516
67	2nd Floor - Office	2340	2	3L4' 28W T8EE/ELEE	72	1170	2	1L'TL LED T8 33W 3L 4ft Kit 3500k	1	33	264
68	2nd Floor - Selectman's Office - Hall	4160	3	3L4' 28W T8EE/ELEE	72	4160	3	1L'TL LED T8 33W 3L 4ft Kit 3500k	0	33	492
69	2nd Floor - Selectman's Office - Hall	4160	1	2L 10W LED Downlight	10	4160	1	1L'TL LED Downlight 11W 8" 3500k	0	11	(12)
70	2nd Floor - HR Office	2340	3	3L4' 28W T8EE/ELEE	72	1170	3	1L'TL LED T8 33W 3L 4ft Kit 3500k	1	33	384
71	2nd Floor - Executive Secretary	2340	3	3L4' 28W T8EE/ELEE	72	1170	3	1L'TL LED T8 33W 3L 4ft Kit 3500k	1	33	384
72	2nd Floor - Executive Assistant Office	2340	3	3L4' 28W T8EE/ELEE	72	1170	3	1L'TL LED T8 33W 3L 4ft Kit 3500k	1	33	384
73	2nd Floor - Copy Room	2210	3	3L4' 28W T8EE/ELEE	72	1105	3	1L'TL LED T8 33W 3L 4ft Kit 3500k	1	33	372
74	2nd Floor - Deputy Town Admin	2340	3	3L4' 28W T8EE/ELEE	72	1170	3	1L'TL LED T8 33W 3L 4ft Kit 3500k	1	33	384
75	2nd Floor - Town Admin	2340	3	3L4' 28W T8EE/ELEE	72	1170	3	1L'TL LED T8 33W 3L 4ft Kit 3500k	1	33	384
76	2nd Floor - Back Office	2340	3	3L4' 28W T8EE/ELEE	72	1170	3	1L'TL LED T8 33W 3L 4ft Kit 3500k	1	33	384

77	3rd Floor - Entry & Halls	4160	0	2L 10W LED Downlight	10	4160	0	Out of Scope	0	11	-
78	3rd Floor - School Committee Rm	2843	18	3L4' 28W T8EE/ELEE	72	1421.5	18	1L'TL LED T8 33W 3L 4ft Kit 3500k	2	33	2,844
79	3rd Floor - School Committee Rm	2843	0	2L 10W LED Downlight	10	2843	0	Out of Scope	0	11	-
80	3rd Floor - Conf Rm	2340	2	3L4' 28W T8EE/ELEE	72	1170	2	1L'TL LED T8 33W 3L 4ft Kit 3500k	1	33	264
81	3rd Floor - Training Rm	2843	13	3L4' 28W T8EE/ELEE	72	1421.5	13	1L'TL LED T8 33W 3L 4ft Kit 3500k	2	33	2,052
82	3rd Floor - Sink	1898	1	2L2' 14W T5/ELIG	32	1898	1	1L'TL LED T8 23W 2L 4ft Kit 3500k	0	23	12
83	3rd Floor - Server Closet	500	2	2L4' 28W T8EE/ELEE	56	250	2	1L'TL LED T8 23W 2L 4ft Kit 3500k	1	23	48
84	3rd Floor - Across from Server	500	2	3L4' 28W T8EE/ELEE	72	500	2	1L'TL LED T8 33W 3L 4ft Kit 3500k	0	33	36
85	3rd Floor - Electric Closet	500	1	2L4' 28W T8EE/ELEE	56	500	1	1L'TL LED T8 23W 2L 4ft Kit 3500k	0	23	12
86	3rd Floor - Phone Closet	1898	1	2L4' 28W T8EE/ELEE	56	1898	1	1L'TL LED T8 23W 2L 4ft Kit 3500k	0	23	60
87	3rd Floor - Men's Rm	1898	4	2L4' 28W T8EE/ELEE	56	949	4	1L'TL LED T8 23W 2L 4ft Kit 3500k	1	23	336
88	3rd Floor - Men's Rm	1898	0	2L 10W LED Downlight	10	1898	0	Out of Scope	0	11	-
89	3rd Floor - Ladies Rm	1898	4	2L4' 28W T8EE/ELEE	56	949	4	1L'TL LED T8 23W 2L 4ft Kit 3500k	1	23	336
90	3rd Floor - Ladies Rm	1898	0	2L 10W LED Downlight	10	1898	0	Out of Scope	0	11	-
91	3rd Floor - Cleaning Closet	1000	1	2L4' 28W T8EE/ELEE	56	1000	1	1L'TL LED T8 23W 2L 4ft Kit 3500k	0	23	36
92	3rd Floor - Digital Learning Office	2340	7	3L4' 28W T8EE/ELEE	72	1170	7	1L'TL LED T8 33W 3L 4ft Kit 3500k	1	33	900
93	3rd Floor - School Dept	2340	27	3L4' 28W T8EE/ELEE	72	2340	27	1L'TL LED T8 33W 3L 4ft Kit 3500k	0	33	2,460
94	3rd Floor - Asst Superintendent	2340	3	3L4' 28W T8EE/ELEE	72	1170	3	1L'TL LED T8 33W 3L 4ft Kit 3500k	1	33	384
95	3rd Floor - Dir. Human Resources	2340	2	3L4' 28W T8EE/ELEE	72	1170	2	1L'TL LED T8 33W 3L 4ft Kit 3500k	1	33	264
96	3rd Floor - Next Office	2340	1	3L4' 28W T8EE/ELEE	72	2340	1	1L'TL LED T8 33W 3L 4ft Kit 3500k	0	33	96
97	3rd Floor - Dir. Finance	2340	2	3L4' 28W T8EE/ELEE	72	1170	2	1L'TL LED T8 33W 3L 4ft Kit 3500k	1	33	264
98	3rd Floor - Curriculum Rm	2340	2	3L4' 28W T8EE/ELEE	72	1170	2	1L'TL LED T8 33W 3L 4ft Kit 3500k	1	33	264
99	3rd Floor - Sup	2340	4	3L4' 28W T8EE/ELEE	72	1170	4	1L'TL LED T8 33W 3L 4ft Kit 3500k	1	33	516
100	3rd Floor - Dir. Communications	2340	2	3L4' 28W T8EE/ELEE	72	1170	2	3L'TL LED U-Shape 12W 1-5/8" 3500k	1	36	252
Totals		378					378		52		38,184

To the best of my knowledge, this list is inclusive of all areas and fixtures to be included in this project.

I understand that there is a possibility that additional fixtures may be found during the Turnkey Service which are not included in this scope. Should this occur the quote will need to be revised via a "Change Order" to include them which will result in an increased project cost

Not In Scope: Decorative fixtures in Stairway and Hallway 1st & 2nd Floor;

Additional Material: (52) Wall-mounted Motion Sensors; TiO2 Material and Application for all areas within the Natick Town Hall; UVA Lamps for all areas within the Natick Town Hall for activation of the TiO2

Note: The Turnkey Service fee on this project covers the labor and product costs for a one for one replacement of existing wall-mounted switches to wall-mounted motion sensor switches. Not covered by the Turnkey Service fee is fixture re-grouping, powerpacks, adding Motion Sensor switches where there are no existing switches or anything outside a one for one switch replacement. Critical areas (marked in red) will be prioritized in the event that uncovered costs exceed the allowed budget for sensors.

Reviewed and accepted by Customer:

Authorized Customer Signature

Name:

Title:

Date: