



**Request for Proposals for  
Field Lighting Replacement & Upgrade at Durham County Memorial Stadium**

**Proposal Tabulation**

**RFP 25-022**

**February 13, 2025  
2:00 PM Eastern Time**

Proposer	Total Proposed Cost
Tommy Lawrence Electrical Contractors, Inc. P. O. Box 641 Roxboro, North Carolina 27573 (336) 599-4771	\$543,944.00
Musco Sports Lighting, LLC 100 1 <sup>st</sup> Avenue West Oskaloosa, Iowa 52577 (800) 825-6020	\$475,000.00
Premier Sports Lighting, LLC P2100 Chespark Drive Gastonia, North Carolina 28502 (704) 718-6285	\$535,000.00

**Evaluation Committee Evaluation Score Sheet**

**Project Title: Field Lighting Replacement and Upgrade @ Durham County Memorial Stadium**

**Project No. RFP No. 25-022**

Evaluation Committee Member No.	Vendor 1: Musco Sports Lighting		Vendor 2: Premier Sports Lighting		Vendor 3: Tommy Lawrence Electrical Contractors		Vendor 4: XXXXXXXXXXXXX	
	Score	Rank	Score	Rank	Score	Rank	Score	Rank
<b>1</b>	<b>148</b>		<b>141</b>		<b>123</b>			
<b>2</b>	<b>160</b>		<b>155</b>		<b>160</b>			
<b>3</b>	<b>124</b>		<b>125</b>		<b>113</b>			
<b>4</b>	<b>154</b>		<b>158</b>		<b>148</b>			
<b>5</b>								
<b>Overall Total:</b>	<b>586</b>		<b>579</b>		<b>544</b>		<b>0</b>	
<b>Average:</b>	<b>146.5</b>		<b>144.75</b>		<b>136</b>		<b>0</b>	

**Justification:** Premier Sports Lighting was deemed the most qualified firm for the project based on their previous similar project experience, the type of system proposed and the proposed back-up generator that is included in their proposal.

**EVALUATION COMMITTEE MEMBER  
DURHAM COUNTY CONFIDENTIALITY & CONFLICT OF INTEREST  
DISCLOSURE STATEMENT**

All evaluators are required to read the Durham County Confidentiality & Conflict of Interest Policy and to sign this disclosure statement.

As a member of the Evaluation Committee to evaluate: RFP 25-022- Field Lighting Replacement at Memorial Stadium

I, SHAWN SWIATCZA, hereby certify that I have read the Durham County Confidentiality & Conflict of Interest Disclosure Policy and agree to comply with the provisions stated therein.

I further attest that

*(Please check one box)*

I do not have any conflict of interest with any of the proposers responding to this solicitation.

I have a potential conflict of interest. See comments.

I have a conflict of interest. See comments.

Comments:

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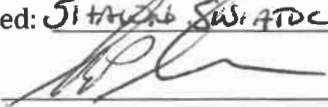
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This form shall be kept on file at Durham County's Purchasing Division as part of the public record for this solicitation.

Evaluation Committee Member Name printed: SHAWN SWIATCZA

Evaluation Committee Member Signature: 

Signature Date: 24 FEB 2025

(One copy of this is needed for each evaluation)

Reviewer Initials SB Dept GS Date 19 FEB 2025

Proposer's Name MUSCO LTG

**Field Lighting Replacement @ Memorial Stadium - RFP NO. 25-022**  
**EVALUATION CRITERIA**

**After reading the proposal, provide a score for each Tab Number using a range of 0 to 20 based on how the Proposer provided answers to the requested information. Zero (0) being the lowest and Twenty (20) being the highest.**

**QUALIFICATIONS AND SUBMISSION REQUIREMENTS**

The Proposal must include all of the information set forth in this Section and other Sections of this RFP and should be organized and tabbed appropriately. Unnecessary elaborate brochures or other materials beyond those sufficient to present a complete and effective response to this solution are not desired and may be construed as an indication of the Proposer's lack of cost consciousness. Therefore, elaborate artwork, expensive paper and bindings, etc., are strongly discouraged.

Proposers shall address the following by conforming to the order and numbering system used below:

**Tab 1 - Signed Forms**

20 Score

This Tab should include the following forms and information:

- a. One (1) original and six (6) hard copies of the Proposal
- b. Include signed Proposal Form or No Proposal Reply Form ✓
- c. Addendum Acknowledgement Form ✓
- d. Non-Collusion Affidavit ✓
- e. Vendor Application ✓
- f. W-9 Form ✓
- g. M/WBE Forms:

✓ Affidavits A and C are required to be submitted with your proposal if your company has M/WBE participation.

Affidavit B is required if your company has no opportunity to sub-contract and will complete all work with their own work force. No other Affidavits must be returned.

NOTE: Appendix E is not to be returned with your Proposal. However, this form must be submitted with each pay request for documentation of contract payment to M/WBE's.

In addition to submitting all required forms and attachments, Proposers shall address the following in a letter of transmittal by conforming to the numbering system used below:

**Tab 2 - Executive Summary**

18 Score

Provide a brief summary of the Proposer's understanding of the Scope of Services presented in this RFP, emphasizing any unique aspects or strengths of the Proposal.

**Tab 3 - Corporate Overview**

18 Score

Provide an overview of your organization and include the firm's name, address, phone and fax numbers, firm history, email address and phone number of the firm's representative for the Proposal.

**Tab 4 - Approach**

16 Score

State your approach to providing the services specified in this RFP. Describe the services to be provided, who will provide the services, how the services will be provided, etc. Include a description of activities, such as the project methodology and timeline for project completion, etc. The Proposer should also include in this Section its plan for managing the work requirements. Most of the proposed responses to the requirements found in Section 4.0 - Work/Requirements, should be included under this Tab.

**Tab 5 - Organization and Staffing**

17 Score

Identify contact persons(s) and qualifications of the personnel assigned to this contract. Résumés for all managerial and key personnel should be provided in sufficient detail to be able to determine the nature and depth of each individual's relevant experience.

This Tab should also identify any of the required services that the Proposer intends to subcontract, if any, providing for each:

- a. The reasons for subcontracting,
- b. The proposed subcontractor's responsibilities, and
- c. Information identifying proposed subcontractor's name, location, relevant personnel and experience.
- d. The Proposer's proposed M/WBE utilization and explanation of their involvement on this project must also be included under this Tab.

**Tab 6 - Qualifications and Experience**

20 Score

Describe your track record in performing services comparable to those specified in this RFP and other information relevant to making a determination as to your ability to perform these services. This tab should also include a list of all similar work performed by your firm over the past five (5) years. This list should include the name of each client, a client contact and telephone number, the size and Scope of Work provided, effective dates of the contract(s) with this client, and the annual contract amount.

**Tab 7 - Conflict of Interest, Litigation**

19 Score

Describe any involvement that your firm, its employees, or its owner(s) have that may constitute a conflict of interest. Describe previous litigation or arbitration in which your company has been involved during the past five (5) years.

**Tab 8- Additional Information**

19 Score

- a. Provide the following:
  - Business License, State of NC
  - Proof of certification
  - Reference Form
- b. Outline of training program.
- c. Provide a statement describing your company's employee background verification and security clearance requirements.
- d. How are customer complaints/problems resolved? Discuss steps and process. How do you handle situations when an employee is to be moved or released from employment, and the impact on the Customer?

**TOTAL SCORE =** 148  
(Possible High Score=160)

Add here any other comments about this proposal. VENDOR SHOULD BE RESPONSIBLE  
FOR LOADING SERVICES & DUMPSTER. HOW MANY STORAGE CONTAINERS  
ARE NEEDED & HOW BIG?

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(One copy of this is needed for each evaluation)

Reviewer Initials SRS Dept GS Date 19 FEB 2025

Proposer's Name PREMIER SPORTS LIGHTING

**Field Lighting Replacement @ Memorial Stadium - RFP NO. 25-022**  
**EVALUATION CRITERIA**

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- d. Non-Collusion Affidavit ✓
- e. Vendor Application ✓
- f. W-9 Form ✓
- g. M/WBE Forms:

✓ Affidavits A and C are required to be submitted with your proposal if your company has M/WBE participation.

Affidavit B is required if your company has no opportunity to sub-contract and will complete all work with their own work force. No other Affidavits must be returned.

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### **Tab 3 – Corporate Overview**

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Provide an overview of your organization and include the firm's name, address, phone and fax numbers, firm history, email address and phone number of the firm's representative for the Proposal.

### **Tab 4 – Approach**

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### **Tab 5 – Organization and Staffing**

15 Score

Identify contact persons(s) and qualifications of the personnel assigned to this contract. Résumés for all managerial and key personnel should be provided in sufficient detail to be able to determine the nature and depth of each individual's relevant experience.

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- a. The reasons for subcontracting,
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### **Tab 6 – Qualifications and Experience**

16 Score

Describe your track record in performing services comparable to those specified in this RFP and other information relevant to making a determination as to your ability to perform these services. This tab should also include a list of all similar work performed by your firm over the past five (5) years. This list should include the name of each client, a client contact and telephone number, the size and Scope of Work provided, effective dates of the contract(s) with this client, and the annual contract amount.

### **Tab 7 – Conflict of Interest, Litigation**

20 Score

Describe any involvement that your firm, its employees, or its owner(s) have that may constitute a conflict of interest. Describe previous litigation or arbitration in which your company has been involved during the past five (5) years.



**Tab 8- Additional Information**

16 Score

- a. Provide the following:
  - Business License, State of NC
  - Proof of certification
  - Reference Form
- b. Outline of training program.
- c. Provide a statement describing your company's employee background verification and security clearance requirements.
- d. How are customer complaints/problems resolved? Discuss steps and process. How do you handle situations when an employee is to be moved or released from employment, and the impact on the Customer?

**TOTAL SCORE =** 141  
(Possible High Score=160)

Add here any other comments about this proposal. 10 yr warranty, on-site, surge protection

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(One copy of this is needed for each evaluation)

Reviewer Initials SPS Dept GS Date \_\_\_\_\_

Proposer's Name Tommy Lawrence Electrical Contractor

**Field Lighting Replacement @ Memorial Stadium - RFP NO. 25-022**  
**EVALUATION CRITERIA**

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**QUALIFICATIONS AND SUBMISSION REQUIREMENTS**

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- d. Non-Collusion Affidavit ✓
- e. Vendor Application ✓
- f. W-9 Form ✓
- g. M/WBE Forms:

✓ Affidavits A and C are required to be submitted with your proposal if your company has M/WBE participation.

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**Tab 3 – Corporate Overview**

15 Score

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**Tab 4 – Approach**

12 Score

State your approach to providing the services specified in this RFP. Describe the services to be provided, who will provide the services, how the services will be provided, etc. Include a description of activities, such as the project methodology and timeline for project completion, etc. The Proposer should also include in this Section its plan for managing the work requirements. Most of the proposed responses to the requirements found in Section 4.0 – Work/Requirements, should be included under this Tab.

**Tab 5 – Organization and Staffing**

14 Score

Identify contact persons(s) and qualifications of the personnel assigned to this contract. Résumés for all managerial and key personnel should be provided in sufficient detail to be able to determine the nature and depth of each individual's relevant experience.

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**Tab 7 – Conflict of Interest, Litigation**

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**Tab 8- Additional Information**

10 **Score**

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**TOTAL SCORE =** 123  
(Possible High Score=160)

Add here any other comments about this proposal. GENERIC, RAQUE BONES, NO MENTION  
OF LIGHTWA SYSTEM TO BE USED

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**EVALUATION COMMITTEE MEMBER  
DURHAM COUNTY CONFIDENTIALITY & CONFLICT OF INTEREST  
DISCLOSURE STATEMENT**

All evaluators are required to read the Durham County Confidentiality & Conflict of Interest Policy and to sign this disclosure statement.

As a member of the Evaluation Committee to evaluate: RFP 25-022- Field Lighting Replacement at Memorial Stadium

I, Fabrizio Doran, hereby certify that I have read the Durham County Confidentiality & Conflict of Interest Disclosure Policy and agree to comply with the provisions stated therein.

I further attest that

*(Please check one box)*

I do not have any conflict of interest with any of the proposers responding to this solicitation.

I have a potential conflict of interest. See comments.

I have a conflict of interest. See comments.

Comments:

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This form shall be kept on file at Durham County's Purchasing Division as part of the public record for this solicitation.

Evaluation Committee Member Name printed: Fabrizio Doran

Evaluation Committee Member Signature: Fabrizio Doran

Signature Date: 2/25/25

(One copy of this is needed for each evaluation)

Reviewer Initials TD Dept Electrical Date 2/25/25

Proposer's Name Tobias Dora (PREMIER)

**Field Lighting Replacement @ Memorial Stadium - RFP NO. 25-022**  
**EVALUATION CRITERIA**

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- e. Vendor Application
- f. W-9 Form
- g. M/WBE Forms:

Affidavits A and C are required to be submitted with your proposal if your company has M/WBE participation.

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**Tab 3 – Corporate Overview**

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**Tab 4 – Approach**

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**Tab 7 – Conflict of Interest, Litigation**

20 Score

Describe any involvement that your firm, its employees, or its owner(s) have that may constitute a conflict of interest. Describe previous litigation or arbitration in which your company has been involved during the past five (5) years.

**Tab 8- Additional Information**

15 **Score**

- a. Provide the following:
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  - Reference Form
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- d. How are customer complaints/problems resolved? Discuss steps and process. How do you handle situations when an employee is to be moved or released from employment, and the impact on the Customer?

**TOTAL SCORE = 155**  
(Possible High Score=160)

Add here any other comments about this proposal. \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_



(One copy of this is needed for each evaluation)

Reviewer Initials T.D. Dept Electrical Date 2/25/25

Proposer's Name Tobias Norma (Tommy Lawrence)

**Field Lighting Replacement @ Memorial Stadium - RFP NO. 25-022**  
**EVALUATION CRITERIA**

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- d. How are customer complaints/problems resolved? Discuss steps and process. How do you handle situations when an employee is to be moved or released from employment, and the impact on the Customer?

**TOTAL SCORE =** 160 <sup>TD</sup> ~~100~~ 160  
(Possible High Score=160)

Add here any other comments about this proposal. \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

(One copy of this is needed for each evaluation)

Reviewer Initials TD Dept Electrical Date 2/25/25

Proposer's Name Tobias Duran (musco)

## Field Lighting Replacement @ Memorial Stadium - RFP NO. 25-022

### EVALUATION CRITERIA

After reading the proposal, provide a score for each Tab Number using a range of 0 to 20 based on how the Proposer provided answers to the requested information. Zero (0) being the lowest and Twenty (20) being the highest.

#### QUALIFICATIONS AND SUBMISSION REQUIREMENTS

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In addition to submitting all required forms and attachments, Proposers shall address the following in a letter of transmittal by conforming to the numbering system used below:

#### **Tab 2 – Executive Summary**

20 Score

Provide a brief summary of the Proposer's understanding of the Scope of Services presented in this RFP, emphasizing any unique aspects or strengths of the Proposal.

**Tab 3 – Corporate Overview**

20 Score

Provide an overview of your organization and include the firm's name, address, phone and fax numbers, firm history, email address and phone number of the firm's representative for the Proposal.

**Tab 4 – Approach**

20 Score

State your approach to providing the services specified in this RFP. Describe the services to be provided, who will provide the services, how the services will be provided, etc. Include a description of activities, such as the project methodology and timeline for project completion, etc. The Proposer should also include in this Section its plan for managing the work requirements. Most of the proposed responses to the requirements found in Section 4.0 – Work/Requirements, should be included under this Tab.

**Tab 5 – Organization and Staffing**

20 Score

Identify contact persons(s) and qualifications of the personnel assigned to this contract. Résumés for all managerial and key personnel should be provided in sufficient detail to be able to determine the nature and depth of each individual's relevant experience.

This Tab should also identify any of the required services that the Proposer intends to subcontract, if any, providing for each:

- a. The reasons for subcontracting,
- b. The proposed subcontractor's responsibilities, and
- c. Information identifying proposed subcontractor's name, location, relevant personnel and experience.
- d. The Proposer's proposed M/WBE utilization and explanation of their involvement on this project must also be included under this Tab.

**Tab 6 – Qualifications and Experience**

20 Score

Describe your track record in performing services comparable to those specified in this RFP and other information relevant to making a determination as to your ability to perform these services. This tab should also include a list of all similar work performed by your firm over the past five (5) years. This list should include the name of each client, a client contact and telephone number, the size and Scope of Work provided, effective dates of the contract(s) with this client, and the annual contract amount.

**Tab 7 – Conflict of Interest, Litigation**

20 Score

Describe any involvement that your firm, its employees, or its owner(s) have that may constitute a conflict of interest. Describe previous litigation or arbitration in which your company has been involved during the past five (5) years.

**Tab 8- Additional Information**

20 **Score**

- a. Provide the following:
  - Business License, State of NC
  - Proof of certification
  - Reference Form
- b. Outline of training program.
- c. Provide a statement describing your company's employee background verification and security clearance requirements.
- d. How are customer complaints/problems resolved? Discuss steps and process. How do you handle situations when an employee is to be moved or released from employment, and the impact on the Customer?

**TOTAL SCORE =** 160  
(Possible High Score=160)

Add here any other comments about this proposal. \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**EVALUATION COMMITTEE MEMBER  
DURHAM COUNTY CONFIDENTIALITY & CONFLICT OF INTEREST  
DISCLOSURE STATEMENT**

All evaluators are required to read the Durham County Confidentiality & Conflict of Interest Policy and to sign this disclosure statement.

As a member of the Evaluation Committee to evaluate: RFP 25-022- Field Lighting Replacement at Memorial Stadium

I, David Alpaugh, hereby certify that I have read the Durham County Confidentiality & Conflict of Interest Disclosure Policy and agree to comply with the provisions stated therein.

I further attest that

*(Please check one box)*

I do not have any conflict of interest with any of the proposers responding to this solicitation.

I have a potential conflict of interest. See comments.

I have a conflict of interest. See comments.

Comments:

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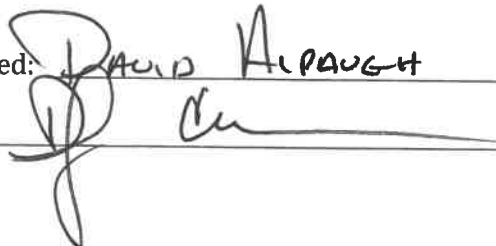
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This form shall be kept on file at Durham County's Purchasing Division as part of the public record for this solicitation.

Evaluation Committee Member Name printed:

David Alpaugh

Evaluation Committee Member Signature:



Signature Date:

2/19/2025

(One copy of this is needed for each evaluation)

Reviewer Initials DA Dept General Services Date 2/25/2025  
Proposer's Name Premier Sports Lighting

**Field Lighting Replacement @ Memorial Stadium - RFP NO. 25-022**  
**EVALUATION CRITERIA**

**After reading the proposal, provide a score for each Tab Number using a range of 0 to 20 based on how the Proposer provided answers to the requested information. Zero (0) being the lowest and Twenty (20) being the highest.**

**QUALIFICATIONS AND SUBMISSION REQUIREMENTS**

The Proposal must include all of the information set forth in this Section and other Sections of this RFP and should be organized and tabbed appropriately. Unnecessary elaborate brochures or other materials beyond those sufficient to present a complete and effective response to this solution are not desired and may be construed as an indication of the Proposer's lack of cost consciousness. Therefore, elaborate artwork, expensive paper and bindings, etc., are strongly discouraged.

Proposers shall address the following by conforming to the order and numbering system used below:

**Tab 1 – Signed Forms**

19 Score

This Tab should include the following forms and information:

- a. One (1) original and six (6) hard copies of the Proposal
- b. Include signed Proposal Form or No Proposal Reply Form
- c. Addendum Acknowledgement Form
- d. Non-Collusion Affidavit
- e. Vendor Application
- f. W-9 Form
- g. M/WBE Forms

✓ Affidavits A and C are required to be submitted with your proposal if your company has M/WBE participation.

Affidavit B is required if your company has no opportunity to sub-contract and will complete all work with their own work force. No other Affidavits must be returned.

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In addition to submitting all required forms and attachments, Proposers shall address the following in a letter of transmittal by conforming to the numbering system used below:

**Tab 2 – Executive Summary**

15 Score



Provide a brief summary of the Proposer's understanding of the Scope of Services presented in this RFP, emphasizing any unique aspects or strengths of the Proposal.

**Tab 3 – Corporate Overview**

17 Score

Provide an overview of your organization and include the firm's name, address, phone and fax numbers, firm history, email address and phone number of the firm's representative for the Proposal.

**Tab 4 – Approach**

20 Score

State your approach to providing the services specified in this RFP. Describe the services to be provided, who will provide the services, how the services will be provided, etc. Include a description of activities, such as the project methodology and timeline for project completion, etc. The Proposer should also include in this Section its plan for managing the work requirements. Most of the proposed responses to the requirements found in Section 4.0 – Work/Requirements, should be included under this Tab.

**Tab 5 – Organization and Staffing**

18 Score

Identify contact persons(s) and qualifications of the personnel assigned to this contract. Résumés for all managerial and key personnel should be provided in sufficient detail to be able to determine the nature and depth of each individual's relevant experience.

This Tab should also identify any of the required services that the Proposer intends to subcontract, if any, providing for each:

- a. The reasons for subcontracting,
- b. The proposed subcontractor's responsibilities, and
- c. Information identifying proposed subcontractor's name, location, relevant personnel and experience.
- d. The Proposer's proposed M/WBE utilization and explanation of their involvement on this project must also be included under this Tab.

**Tab 6 – Qualifications and Experience**

16 Score

Describe your track record in performing services comparable to those specified in this RFP and other information relevant to making a determination as to your ability to perform these services. This tab should also include a list of all similar work performed by your firm over the past five (5) years. This list should include the name of each client, a client contact and telephone number, the size and Scope of Work provided, effective dates of the contract(s) with this client, and the annual contract amount.

**Tab 7 – Conflict of Interest, Litigation**

20 Score

Describe any involvement that your firm, its employees, or its owner(s) have that may constitute a conflict of interest. Describe previous litigation or arbitration in which your company has been involved during the past five (5) years.

**Tab 8- Additional Information**

0 **Score**

- a. Provide the following:
  - Business License, State of NC
  - Proof of certification
  - Reference Form
- b. Outline of training program.
- c. Provide a statement describing your company's employee background verification and security clearance requirements.
- d. How are customer complaints/problems resolved? Discuss steps and process. How do you handle situations when an employee is to be moved or released from employment, and the impact on the Customer?

**TOTAL SCORE = 125**  
(Possible High Score=160)

Add here any other comments about this proposal. TAB #2 - Added Information  
NOT REQUESTED - TAB 5 ON ORGANIZATIONAL CHART SARAH  
CARRINGER IS LISTED AS A PROJECT MANAGER IN TAB 5  
SHE IS LISTED AS AN EXECUTIVE ASSISTANT - TAB 6  
DID NOT INCLUDE ANY CONTRACT AMOUNTS - TAB 8 NO  
INFORMATION PROVIDED

(One copy of this is needed for each evaluation)

Reviewer Initials

DJA

Dept General Services

Date 2/25/2025

Proposer's Name

MUSCO LIGHTING

## Field Lighting Replacement @ Memorial Stadium - RFP NO. 25-022

### EVALUATION CRITERIA

After reading the proposal, provide a score for each Tab Number using a range of 0 to 20 based on how the Proposer provided answers to the requested information. Zero (0) being the lowest and Twenty (20) being the highest.

#### QUALIFICATIONS AND SUBMISSION REQUIREMENTS

The Proposal must include all of the information set forth in this Section and other Sections of this RFP and should be organized and tabbed appropriately. Unnecessary elaborate brochures or other materials beyond those sufficient to present a complete and effective response to this solution are not desired and may be construed as an indication of the Proposer's lack of cost consciousness. Therefore, elaborate artwork, expensive paper and bindings, etc., are strongly discouraged.

Proposers shall address the following by conforming to the order and numbering system used below:

#### **Tab 1 – Signed Forms**

16 Score

This Tab should include the following forms and information:

- a. One (1) original and six (6) hard copies of the Proposal
- b. Include signed Proposal Form or No Proposal Reply Form ✓
- c. Addendum Acknowledgement Form ✓
- d. Non-Collusion Affidavit ✓
- e. Vendor Application ✓
- f. W-9 Form
- g. M/WBE Forms:

Affidavits A and C are required to be submitted with your proposal if your company has M/WBE participation.

Affidavit B is required if your company has no opportunity to sub-contract and will complete all work with their own work force. No other Affidavits must be returned.

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In addition to submitting all required forms and attachments, Proposers shall address the following in a letter of transmittal by conforming to the numbering system used below:

#### **Tab 2 – Executive Summary**

18 Score

Provide a brief summary of the Proposer's understanding of the Scope of Services presented in this RFP, emphasizing any unique aspects or strengths of the Proposal.

**Tab 3 - Corporate Overview**

19 Score

Provide an overview of your organization and include the firm's name, address, phone and fax numbers, firm history, email address and phone number of the firm's representative for the Proposal.

**Tab 4 - Approach**

19 Score

State your approach to providing the services specified in this RFP. Describe the services to be provided, who will provide the services, how the services will be provided, etc. Include a description of activities, such as the project methodology and timeline for project completion, etc. The Proposer should also include in this Section its plan for managing the work requirements. Most of the proposed responses to the requirements found in Section 4.0 - Work/Requirements, should be included under this Tab.

**Tab 5 - Organization and Staffing**

17 Score

Identify contact persons(s) and qualifications of the personnel assigned to this contract. Résumés for all managerial and key personnel should be provided in sufficient detail to be able to determine the nature and depth of each individual's relevant experience.

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- c. Information identifying proposed subcontractor's name, location, relevant personnel and experience.
- d. The Proposer's proposed M/WBE utilization and explanation of their involvement on this project must also be included under this Tab.

**Tab 6 - Qualifications and Experience**

15 Score

Describe your track record in performing services comparable to those specified in this RFP and other information relevant to making a determination as to your ability to perform these services. This tab should also include a list of all similar work performed by your firm over the past five (5) years. This list should include the name of each client, a client contact and telephone number, the size and Scope of Work provided, effective dates of the contract(s) with this client, and the annual contract amount.

**Tab 7 - Conflict of Interest, Litigation**

20 Score

Describe any involvement that your firm, its employees, or its owner(s) have that may constitute a conflict of interest. Describe previous litigation or arbitration in which your company has been involved during the past five (5) years.

**Tab 8- Additional Information**

0 **Score**

- a. Provide the following:
  - Business License, State of NC
  - Proof of certification
  - Reference Form
- b. Outline of training program.
- c. Provide a statement describing your company's employee background verification and security clearance requirements.
- d. How are customer complaints/problems resolved? Discuss steps and process. How do you handle situations when an employee is to be moved or released from employment, and the impact on the Customer?

**TOTAL SCORE = 124**  
(Possible High Score=160)

Add here any other comments about this proposal. TAB # 1 - DID NOT PROVIDE  
A W-9 - DID PROVIDE AN EXPLANATION - TAB # 6 ONLY PROVIDED  
4 REFERENCE PROJECTS NO SCOPE - TAB # 6 NO INFORMATION  
PROVIDED

(One copy of this is needed for each evaluation)

Reviewer Initials TJA Dept General Services Date 2/25/2025

Proposer's Name Tommy Lawrence Electrical Contractors, Inc.

## Field Lighting Replacement @ Memorial Stadium - RFP NO. 25-022

### EVALUATION CRITERIA

After reading the proposal, provide a score for each Tab Number using a range of 0 to 20 based on how the Proposer provided answers to the requested information. Zero (0) being the lowest and Twenty (20) being the highest.

#### QUALIFICATIONS AND SUBMISSION REQUIREMENTS

The Proposal must include all of the information set forth in this Section and other Sections of this RFP and should be organized and tabbed appropriately. Unnecessary elaborate brochures or other materials beyond those sufficient to present a complete and effective response to this solution are not desired and may be construed as an indication of the Proposer's lack of cost consciousness. Therefore, elaborate artwork, expensive paper and bindings, etc., are strongly discouraged.

Proposers shall address the following by conforming to the order and numbering system used below:

#### **Tab 1 - Signed Forms**

16 Score

This Tab should include the following forms and information:

- a. One (1) original and six (6) hard copies of the Proposal
- b. Include signed Proposal Form or No Proposal Reply Form ✓
- c. Addendum Acknowledgement Form ✓
- d. Non-Collusion Affidavit ✓
- e. Vendor Application ✓
- f. W-9 Form ✓
- g. M/WBE Forms: ✓

✓ Affidavits A and C are required to be submitted with your proposal if your company has M/WBE participation.

✓ Affidavit B is required if your company has no opportunity to sub-contract and will complete all work with their own work force. No other Affidavits must be returned.

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#### **Tab 2 - Executive Summary**

18 Score

Provide a brief summary of the Proposer's understanding of the Scope of Services presented in this RFP, emphasizing any unique aspects or strengths of the Proposal.

**Tab 3 – Corporate Overview**

18 Score

Provide an overview of your organization and include the firm's name, address, phone and fax numbers, firm history, email address and phone number of the firm's representative for the Proposal.

**Tab 4 – Approach**

15 Score

State your approach to providing the services specified in this RFP. Describe the services to be provided, who will provide the services, how the services will be provided, etc. Include a description of activities, such as the project methodology and timeline for project completion, etc. The Proposer should also include in this Section its plan for managing the work requirements. Most of the proposed responses to the requirements found in Section 4.0 – Work/Requirements, should be included under this Tab.

**Tab 5 – Organization and Staffing**

18 Score

Identify contact persons(s) and qualifications of the personnel assigned to this contract. Résumés for all managerial and key personnel should be provided in sufficient detail to be able to determine the nature and depth of each individual's relevant experience.

This Tab should also identify any of the required services that the Proposer intends to subcontract, if any, providing for each:

- a. The reasons for subcontracting;
- b. The proposed subcontractor's responsibilities, and
- c. Information identifying proposed subcontractor's name, location, relevant personnel and experience.
- d. The Proposer's proposed M/WBE utilization and explanation of their involvement on this project must also be included under this Tab.

**Tab 6 – Qualifications and Experience**

18 Score

Describe your track record in performing services comparable to those specified in this RFP and other information relevant to making a determination as to your ability to perform these services. This tab should also include a list of all similar work performed by your firm over the past five (5) years. This list should include the name of each client, a client contact and telephone number, the size and Scope of Work provided, effective dates of the contract(s) with this client, and the annual contract amount.

**Tab 7 – Conflict of Interest, Litigation**

20 Score

Describe any involvement that your firm, its employees, or its owner(s) have that may constitute a conflict of interest. Describe previous litigation or arbitration in which your company has been involved during the past five (5) years.

Tab 8- Additional Information

0 Score

- a. Provide the following:
  - Business License, State of NC
  - Proof of certification
  - Reference Form
- b. Outline of training program.
- c. Provide a statement describing your company's employee background verification and security clearance requirements.
- d. How are customer complaints/problems resolved? Discuss steps and process. How do you handle situations when an employee is to be moved or released from employment, and the impact on the Customer?

TOTAL SCORE = 113  
(Possible High Score=160)

Add here any other comments about this proposal. Tab #1 MWBE Forms  
Scanned To Contract TAB #4 NO APPROACH PROVIDED  
JUST A ~~BRIEF~~ BRIEF PARAGRAPH TAB #6 NO CONTRACT AMOUNT  
PROVIDED - TAB #8 NO INFORMATION PROVIDED



**EVALUATION COMMITTEE MEMBER  
DURHAM COUNTY CONFIDENTIALITY & CONFLICT OF INTEREST  
DISCLOSURE STATEMENT**

All evaluators are required to read the Durham County Confidentiality & Conflict of Interest Policy and to sign this disclosure statement.

As a member of the Evaluation Committee to evaluate: RFP 25-022- Field Lighting Replacement at Memorial Stadium

I, Evan Kramer, hereby certify that I have read the Durham County Confidentiality & Conflict of Interest Disclosure Policy and agree to comply with the provisions stated therein.

I further attest that

*(Please check one box)*

I do not have any conflict of interest with any of the proposers responding to this solicitation.

I have a potential conflict of interest. See comments.

I have a conflict of interest. See comments.

Comments:

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This form shall be kept on file at Durham County's Purchasing Division as part of the public record for this solicitation.

Evaluation Committee Member Name printed: Evan Kramer

Evaluation Committee Member Signature: Evan Kramer

Signature Date: 2/25/2025

(One copy of this is needed for each evaluation)

Reviewer Initials EMK Dept General Services Date 2/15/2005

Proposer's Name Premier Sports Lighting

**Field Lighting Replacement @ Memorial Stadium - RFP NO. 25-022**  
**EVALUATION CRITERIA**

After reading the proposal, provide a score for each Tab Number using a range of 0 to 20 based on how the Proposer provided answers to the requested information. Zero (0) being the lowest and Twenty (20) being the highest.

**QUALIFICATIONS AND SUBMISSION REQUIREMENTS**

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- d. Non-Collusion Affidavit
- e. Vendor Application
- f. W-9 Form
- g. M/WBE Forms:

Affidavits A and C are required to be submitted with your proposal if your company has M/WBE participation.

Affidavit B is required if your company has no opportunity to sub-contract and will complete all work with their own work force. No other Affidavits must be returned.

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**Tab 2 - Executive Summary**

19 Score

Provide a brief summary of the Proposer's understanding of the Scope of Services presented in this RFP, emphasizing any unique aspects or strengths of the Proposal.

**Tab 3 – Corporate Overview**

20 Score

Provide an overview of your organization and include the firm's name, address, phone and fax numbers, firm history, email address and phone number of the firm's representative for the Proposal.

**Tab 4 – Approach**

19 Score

State your approach to providing the services specified in this RFP. Describe the services to be provided, who will provide the services, how the services will be provided, etc. Include a description of activities, such as the project methodology and timeline for project completion, etc. The Proposer should also include in this Section its plan for managing the work requirements. Most of the proposed responses to the requirements found in Section 4.0 – Work/Requirements, should be included under this Tab.

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**Tab 6 – Qualifications and Experience**

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**Tab 7 – Conflict of Interest, Litigation**

20 Score

Describe any involvement that your firm, its employees, or its owner(s) have that may constitute a conflict of interest. Describe previous litigation or arbitration in which your company has been involved during the past five (5) years.

**Tab 8- Additional Information**

20 **Score**

- a. Provide the following:
  - Business License, State of NC
  - Proof of certification
  - Reference Form
- b. Outline of training program.
- c. Provide a statement describing your company's employee background verification and security clearance requirements.
- d. How are customer complaints/problems resolved? Discuss steps and process. How do you handle situations when an employee is to be moved or released from employment, and the impact on the Customer?

**TOTAL SCORE =** 158  
(Possible High Score=160)

Add here any other comments about this proposal. I thought this was the most detailed and thorough of the three proposals. They clearly walked through their products and process in an easy to understand manner. My only issue is that they're \$60,000 more than the MUSCO bid, and I don't think the difference in quality is worth that sum.

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(One copy of this is needed for each evaluation)

Reviewer Initials EMK Dept General Services Date 2/25/2015

Proposer's Name MUSCO Lighting

**Field Lighting Replacement @ Memorial Stadium - RFP NO. 25-022**  
**EVALUATION CRITERIA**

**After reading the proposal, provide a score for each Tab Number using a range of 0 to 20 based on how the Proposer provided answers to the requested information. Zero (0) being the lowest and Twenty (20) being the highest.**

**QUALIFICATIONS AND SUBMISSION REQUIREMENTS**

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- g. M/WBE Forms:

Affidavits A and C are required to be submitted with your proposal if your company has M/WBE participation.

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**Tab 2 - Executive Summary**

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**Tab 3 – Corporate Overview**

20 Score

Provide an overview of your organization and include the firm's name, address, phone and fax numbers, firm history, email address and phone number of the firm's representative for the Proposal.

**Tab 4 – Approach**

19 Score

State your approach to providing the services specified in this RFP. Describe the services to be provided, who will provide the services, how the services will be provided, etc. Include a description of activities, such as the project methodology and timeline for project completion, etc. The Proposer should also include in this Section its plan for managing the work requirements. Most of the proposed responses to the requirements found in Section 4.0 – Work/Requirements, should be included under this Tab.

**Tab 5 – Organization and Staffing**

18 Score

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**Tab 6 – Qualifications and Experience**

20 Score

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**Tab 7 – Conflict of Interest, Litigation**

20 Score

Describe any involvement that your firm, its employees, or its owner(s) have that may constitute a conflict of interest. Describe previous litigation or arbitration in which your company has been involved during the past five (5) years.

Tab 8- Additional Information

20 Score

- a. Provide the following:
  - Business License, State of NC
  - Proof of certification
  - Reference Form
- b. Outline of training program.
- c. Provide a statement describing your company's employee background verification and security clearance requirements.
- d. How are customer complaints/problems resolved? Discuss steps and process. How do you handle situations when an employee is to be moved or released from employment, and the impact on the Customer?

TOTAL SCORE = 154  
(Possible High Score=160)

Add here any other comments about this proposal. This was the second best proposal in my opinion. They provided a lot of great information, but I would have liked to see a bit more effort in the executive summary and staff sections. With that said, they are synonymous with quality sports lighting, have a plethora of references and come in at \$60,000 lower than anyone else. This is my top choice based on these factors.

(One copy of this is needed for each evaluation)

Reviewer Initials EMK Dept General Services Date 2/25/2025

Proposer's Name Tommy Lawrence Electrical

## Field Lighting Replacement @ Memorial Stadium - RFP NO. 25-022

### EVALUATION CRITERIA

After reading the proposal, provide a score for each Tab Number using a range of 0 to 20 based on how the Proposer provided answers to the requested information. Zero (0) being the lowest and Twenty (20) being the highest.

#### QUALIFICATIONS AND SUBMISSION REQUIREMENTS

The Proposal must include all of the information set forth in this Section and other Sections of this RFP and should be organized and tabbed appropriately. Unnecessary elaborate brochures or other materials beyond those sufficient to present a complete and effective response to this solution are not desired and may be construed as an indication of the Proposer's lack of cost consciousness. Therefore, elaborate artwork, expensive paper and bindings, etc., are strongly discouraged.

Proposers shall address the following by conforming to the order and numbering system used below:

#### **Tab 1 - Signed Forms**

20 Score

This Tab should include the following forms and information:

- a. One (1) original and six (6) hard copies of the Proposal
- b. Include signed Proposal Form or No Proposal Reply Form
- c. Addendum Acknowledgement Form
- d. Non-Collusion Affidavit
- e. Vendor Application
- f. W-9 Form
- g. M/WBE Forms:

Affidavits A and C are required to be submitted with your proposal if your company has M/WBE participation.

Affidavit B is required if your company has no opportunity to sub-contract and will complete all work with their own work force. No other Affidavits must be returned.

NOTE: Appendix E is not to be returned with your Proposal. However, this form must be submitted with each pay request for documentation of contract payment to M/WBE's.

In addition to submitting all required forms and attachments, Proposers shall address the following in a letter of transmittal by conforming to the numbering system used below:

#### **Tab 2 - Executive Summary**

15 Score



Provide a brief summary of the Proposer's understanding of the Scope of Services presented in this RFP, emphasizing any unique aspects or strengths of the Proposal.

**Tab 3 – Corporate Overview**

20 Score

Provide an overview of your organization and include the firm's name, address, phone and fax numbers, firm history, email address and phone number of the firm's representative for the Proposal.

**Tab 4 – Approach**

13 Score

State your approach to providing the services specified in this RFP. Describe the services to be provided, who will provide the services, how the services will be provided, etc. Include a description of activities, such as the project methodology and timeline for project completion, etc. The Proposer should also include in this Section its plan for managing the work requirements. Most of the proposed responses to the requirements found in Section 4.0 – Work/Requirements, should be included under this Tab.

**Tab 5 – Organization and Staffing**

20 Score

Identify contact persons(s) and qualifications of the personnel assigned to this contract. Résumés for all managerial and key personnel should be provided in sufficient detail to be able to determine the nature and depth of each individual's relevant experience.

This Tab should also identify any of the required services that the Proposer intends to subcontract, if any, providing for each:

- a. The reasons for subcontracting,
- b. The proposed subcontractor's responsibilities, and
- c. Information identifying proposed subcontractor's name, location, relevant personnel and experience.
- d. The Proposer's proposed M/WBE utilization and explanation of their involvement on this project must also be included under this Tab.

**Tab 6 – Qualifications and Experience**

20 Score

Describe your track record in performing services comparable to those specified in this RFP and other information relevant to making a determination as to your ability to perform these services. This tab should also include a list of all similar work performed by your firm over the past five (5) years. This list should include the name of each client, a client contact and telephone number, the size and Scope of Work provided, effective dates of the contract(s) with this client, and the annual contract amount.

**Tab 7 – Conflict of Interest, Litigation**

20 Score

Describe any involvement that your firm, its employees, or its owner(s) have that may constitute a conflict of interest. Describe previous litigation or arbitration in which your company has been involved during the past five (5) years.

**Tab 8- Additional Information**

20 **Score**

- a. Provide the following:
  - Business License, State of NC
  - Proof of certification
  - Reference Form
- b. Outline of training program.
- c. Provide a statement describing your company's employee background verification and security clearance requirements.
- d. How are customer complaints/problems resolved? Discuss steps and process. How do you handle situations when an employee is to be moved or released from employment, and the impact on the Customer?

**TOTAL SCORE =** 148  
(Possible High Score=160)

Add here any other comments about this proposal. I would have liked to have seen more details on their plans and products. They did not say what manufacturer they would be working with, and their outline lacked detail. They were also the most expensive bid. While their experience & history at the stadium are valuable, I don't think they're right for this project.

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