

MEMORANDUM

DATE: November 14, 2025
TO: Melissa R. Marsh, City Manager
FROM: Sean P. Ballantine, Director of Public Services
SUBJECT: Bid Award – Ballfield Light Renovation Project

The FY 2025-26 Budget includes accumulated funding for the replacement of the athletic field lighting systems at Huffman, Rosie's, and Silverleaf Park. This funding has been made available through a phased approach over multiple budget years, and a Department of Housing and Urban Development (HUD) Community Project Funding grant through the office of Representative Haley Stevens.

A Request for Proposals (RFP) was issued on September 12, with 39 vendors downloading the proposal sheets. 9 vendors attended the mandatory pre-bid site visits, which took place on September 19, and 5 proposals were received by the October 10 deadline. The proposal calls for a turnkey solution, with the removal and complete replacement of the existing lighting systems, which are in poor condition, with poles at the end of their life (several have required emergency removal), and obsolete, inefficient, and failing lights and hardware.

A detailed analysis of the proposals was conducted, factoring overall cost, product and warranty provided, identified deducts, and clearly identified compliance with the requirements of the grant, including adherence to the Build America, Buy America (BABA) act. The lowest extended priced proposal (considering comparable warranty and scope of work) was found lacking in several of these key areas, resulting in the lowest *qualified* proposal coming from Qualite Sports Lighting of Hillsdale, Michigan.

The proposal from Qualite meets the BABA requirements, with the lighting systems actually manufactured not only in the USA, but right here in Michigan. Additionally, of the five proposals, the base bid offers the longest warranty, a higher footcandle lighting specification for the Rosie's hardball field, and a significantly more comprehensive proposal packet in general. References were overwhelmingly positive, with all respondents indicating that they would happily work with Qualite again, and highlighting their quality of workmanship and support of the finished product, ease of communication and project management, and their after-the-fact support of the lighting systems.

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Staff therefore recommends that Council award the Ballfield Light Renovation Project to Qualite Sports Lighting, of Hillsdale, Michigan, in the total amount of \$936,535. Funding is budgeted and available.

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