

COUNTY OF HIDALGO - URBAN COUNTY PROGRAM

Price Quotation Form

Price Quotation Form must be submitted to Urban County for pre-approval prior to the purchase.
Use additional forms as needed.

VENDOR #1 Name: Fonroche Lighting America Person Contacted: Lori Embrey
Phone #: 339-225-4530

Item #	Description of Items	Quantity	Price Per	Total
			unit	Amount
1	Smartlight assembly with 624wh-24v nimh battery/20ft	15	\$3,535.00	\$53,025.00
2	dist type 4 fixture	9	\$3,535.00	\$31,815.00
3	fixture configuration single essential	1	\$3,974.00	\$3,974.00
4	fonroche connect gateway enables optional wireless networking	1	\$1,388.00	\$1,388.00
5	Material, Installation, and Shipping	1		\$9,576.50
			TOTAL:	\$99,778.50

VENDOR #2 Name: Spark Lighting Person Contacted: John Mendoza
Phone #: 832-413-2551

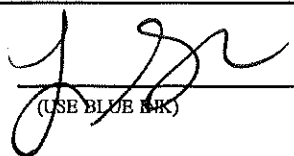
Item #	Description of Items	Quantity	Price Per	Total
			unit	Amount
1	Smartlight assembly with 624wh-24v nimh battery/20ft	15	\$175,000.00	\$175,000.00
2	dist type 4 fixture	9		
3	fixture configuration single essential	1		
4	fonroche connect gateway enables optional wireless networking	1		
5	Material, Installation, and Shipping	1		
	(All Included)			
			TOTAL:	\$175,000.00

VENDOR #3 Name: Led Lighting Supply Person Contacted: Jeff Cesenaro
Phone #: 617-315-0773

Item #	Description of Items	Quantity	Price Per	Total
			unit	Amount
1	Smartlight assembly with 624wh-24v nimh battery/20ft	15		
2	dist type 4 fixture	9		
3	fixture configuration single essential	1		
4	fonroche connect gateway enables optional wireless	1		
5	Material, Installation, and Shipping	1		
	(Did not have a comparable option)			
			TOTAL:	0

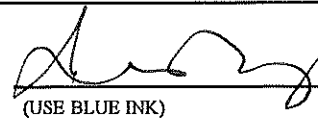
Recommendation: Recommending Fonroche lighting America, as they submitted the lowest responsive and responsible quote that meets the city of Donna specifications.

Requested by:


(USE BLUE INK)

7/8/26
Date

UCP Manager
Approval:


(USE BLUE INK)

7/8/26
Date

Revised UCP Finance Apr 2019



URBAN COUNTY PROGRAM

1916 TESORO ST. • PHARR, TEXAS 78577 • (956) 787-8127 FAX (956) 318-2988 • E-MAIL: ucp@co.hidalgo.tx.us

REQUEST FOR QUOTE

Hidalgo County Urban County Program is seeking a quote for Parks & Recreational Facility for the City of Donna, Tx.

All quotes must include the price, delivery terms, and a validity period of no less than thirty (30) days. If you are unable to provide a quote, please notify us in writing.

Any questions or inquiries regarding this request for quotation should be directed to Urban County Program CDBG Division. All quotes must be submitted at your earliest convenience.

Contact: Hidalgo County Urban County Program		Phone: (956) 787-8127 x2237 Email: lizette.sanchez@co.hidalgo.tx.us	
Description	Qty	Unit Price	Extended Price
Smartlight assembly with 624wh-24v nimh battery/20ft round tapered pole	15	\$3,535.00	\$53,025.00
Dist type 4 fixture	9	\$3,535.00	\$31,815.00
Fixture configuration single essential	1	\$3,974.00	\$3,974.00
Fonroche connect gateway enables optional wireless networking	1	\$1,388.00	\$1,388.00
Materials/Installation/ Shipping	1		\$9,576.50
TOTAL			\$99,778.50

Lori Embrey

03/25/26

Representative Name

Date

lori.embrey@fonroche.us

339-225-4530

Email Address

Phone



FONROCHE

lighting AMERICA

Fonroche Lighting America
2224 SE Loop 820, Building C
Fort Worth, TX 76140
339-225-4530

		Contract ID	BuyBoard Contract No. 790-26
Opportunity Owner	Elhan Cannizzaro	Quote Number	00088644
Payment Terms	50% deposit, 50% Net 30 from Ship Date-contingent on credit approval	Quote Name	G11405 - Donna, TX - Sports Complex
		Quote Date	3/25/2026
Shipping Terms	Prices are FOB Origin	Quote Expiration Date	8/31/2026
		Est. Lead Time	Within 6 Weeks
		Ship To Name	City of Donna, TX
		Ship To	United States

Shipping estimated; final cost determined on day of shipping and added to invoice.

Shipping fees do not include offloading at the delivery site. It is the customer's responsibility to arrange for any necessary equipment or personnel to unload the shipment upon arrival.

Fonroche is not in charge of or responsible for utility lines. Fonroche positions its lights on each layout to provide the proper photometric results. It is solely the responsibility of the customer to do their own due diligence in cooperation with the local utility to determine easement/spacing requirements from the utility lines, as well as any other requirements of the local utility.

Beware of Fraud: Any advance payment request will only be made on the basis of a proforma invoice sent by Fonroche Lighting America.

Fonroche Model Number	Fonroche Product Description	Price System	Quantity	Amount
[T54-CK16B-4K-GEN3] [P190F-2P]HW-MC-Fixture Color: Black POLE: 20Ft. Round Tapered Pole-Direct Burial-1-4 FT Arm --Pole Color: Black	SmartLight Assembly with 624Wh-24V NIMH Battery , special extreme temperature (from -40F to +158F), 1 x 190W solar module with Top of Pole assembly and Intelligent management/control system. Provisioned for Single Fixture configuration. Single Essential (Formerly CK16B) Fixture -Color Temp 4K -Dist. Type GEN3-Fixture Color: Black. Power Assembly color is black. Mount: High wind and enhanced marine coating. 20Ft. Round Tapered Pole-Direct Burial-1-4 FT Arm --Pole Color is Black 8 Year Warranty All Night Lighting 365 Days a Year - Full Battery Replacement Assumes No Shading Assumes little or no snow 10 Degrees Tilt 100% =23 Watts worst case conditlions.T-PM: 5 hrs. @100% T-N (Balance of night) @30% T-AM: 1 hrs. @100%	USD 3,535.00	15.00	USD 53,025.00
[T54-CK16B-4K-T4] [P190F-2P]HW-MC-Fixture Color: TBD POLE: 20Ft. Round Tapered Pole-Direct Burial-1-4 FT Arm --Pole Color: TBD	SmartLight Assembly with 624Wh-24V NIMH Battery , special extreme temperature (from -40F to +158F), 1 x 190W solar module with Top of Pole assembly and Intelligent management/control system. Provisioned for Single Fixture configuration. Single Essential (Formerly CK16B) Fixture -Color Temp 4K -Dist. Type T4-Fixture Color: TBD. Power Assembly color is black. Mount: High wind and enhanced marine coating. 20Ft. Round Tapered Pole-Direct Burial-1-4 FT Arm --Pole Color is TBD 8 Year Warranty All Night Lighting 365 Days a Year - Full Battery Replacement Assumes No Shading Assumes little or no snow 10 Degrees Tilt	USD 3,535.00	9.00	USD 31,815.00



FONROCHE lighting AMERICA

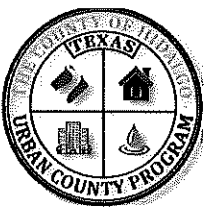
Fonroche Lighting America
2224 SE Loop 820, Building C
Fort Worth, TX 76140
339-225-4530

[T54-CK16B-4K-GEN3] [P190F-3P]HW-MC-Fixture Color: TBD POLE: 20Ft. Round Tapered Pole-Direct Burial-1-4 FT Arm --Pole Color: TBD	100% =23 Watts worst case conditions.T-PM: 5 hrs. @100% T-N (Balance of night) @30% T-AM: 1 hrs. @100% SmartLight Assembly with 936Wh-24V NiMH Battery , special extreme temperature (from -40F to +158F), 1 x 190W solar module with Top of Pole assembly and Intelligent management/control system. Provisioned for Single Fixture configuration. Single Essential (Formerly CK16B) Fixture -Color Temp 4K -Dist. Type GEN3-Fixture Color: TBD. Power Assembly color is black. Mount: High wind and enhanced marine coating. 20Ft. Round Tapered Pole-Direct Burial-1-4 FT Arm --Pole Color is TBD 8 Year Warranty All Night Lighting 365 Days a Year - Full Battery Replacement Assumes No Shading Assumes little or no snow	USD 3,974.00	1.00	USD 3,974.00
GATEWAY	10 Degrees Tilt 100% =23 Watts worst case conditions.T-PM: 5 hrs. @100% T-N (Balance of night) @30% T-AM: 1 hrs. @100% Fonroche Connect Gateway enables optional wireless networking and customer portal access. With long-range LoRA communication, you can connect one or more SmartLight Projects for monitoring and reporting. Communications Included, NO MONTHLY FEES. *Requires 3G/4G/5G*	USD 1,388.00	1.00	USD 1,388.00
Total Line Items		USD 90,202.00		
Programming,Pkg, Ship & Handling Est.		USD 9,576.50		
Quote Total		USD 99,778.50		

This quotation is subject to the following terms and conditions

Seller's Terms and Conditions of Sale in effect on the date of this order shall apply to this quote and are hereby incorporated by reference. Seller's Terms and Conditions of Sale may be viewed at <https://www.fonrochesolarlighting.com/about-us/terms/>.

Pricing is based on Fonroche Lighting America's Standard Terms & Conditions and any additional terms stipulated herein. It is the Representative's responsibility to convey these terms to the customer. Without prior written approval from Fonroche Lighting America's Sales Director, any deviation from these terms may constitute a change in this pricing at the time of order.



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Fonroche connect gateway enables optional wireless networking	1		
(All Included in quote)			
Materials/Installation/ Shipping	1		
TOTAL			\$175,000.00

John Mendoza

06/3/26

Representative Name

Date

www.Sparkling.com

832-413-2551

Email Address

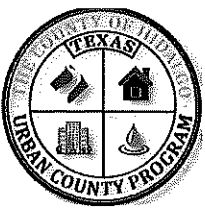
Phone



Spark Lighting (TECL: 32741)
9135 Spring Branch Dr., Suite 202
Houston, TX 77080
832-413-2551

Base Proposal Pricing

Turnkey Pricing Options for Lighting Project				
Part #	Qty	Description	Unit Price	Total
AVS PRO 120W	25	Beyond Solar's Pollux Solar Area Light, 120W/23,000+ Lumens each, 4000K CCT Recommended (5000K is available), Black Powder Coat, Aluminum Housing, Grade A Monocrystalline Panel on top with Lithium Ion Battery. Microwave Motion Sensor. Set on new direct bury poles.	Included	Included
QS20A07RTDB-PLT	25	Quick Ship Round Tapered Aluminum 20ft Above Grade Direct Bury Pole, Black Powder Coat	Included	Included
CONTROLS	-	The fixtures will automatically illuminate at dusk to 30% of their potential output. Using the integrated microwave motion sensor, the light will illuminate to 100% when motion is detected (human, animal, vehicular), then dim back down when motion ceases. The fixtures will automatically turn off at dawn.	Included	Included
SPARK LIGHTING INSTALLATION OF LED LIGHTING SYSTEM(S)	-	Proper installation, construction, and configuration of Solar and/or LED lighting system. Lift or lift rental included.	Included	Included
WARRANTY	-	5 Year Manufacturer's Warranty + 90-Day Labor Warranty	Included	Included
Base Proposal Pricing Total				\$175,000.00
Sales Tax if Applicable				EXEMPT
Net Investment				\$175,000.00
Estimated Lead Time for Lighting Materials: 6-8 Weeks				
Estimated Project Duration: 3-5 Days, Weather Permitting				



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Dist type 4 fixture	9		
Fixture configuration single essential	1		
Fonroche connect gateway enables optional wireless networking	1		
(No comparable options)			
Materials/Installation/ Shipping	1		
TOTAL			0

Jeff Cesenaro

Representative Name

06/16/26

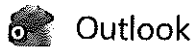
Date

jcsenaro@ledlightingsupply.com

Email Address

617-315-0773

Phone



Re:

From Rico Guerrero <rguerrero@cityofdonna.org>
Date Tue 6/16/2026 2:23 PM
To Jeff Cesenaro <jcesenaro@ledlightingsupply.com>

Hey jeff from our last conversation you do not have a comparable option to this request of lighting

Get [Outlook for iOS](#)

From: Jeff Cesenaro <jcesenaro@ledlightingsupply.com>
Sent: Friday, 29 May 2026 12:57:25
To: Rico Guerrero <rguerrero@cityofdonna.org>
Subject: Re:

Hi Rico,

Thank you for your quote request but after reviewing the fixture's specifications, we do not have a comparable option.

Good luck and have a great weekend,

Jeff



Jeff Cesenaro | Product Specialist

📞 [617-315-0773](tel:617-315-0773)

✉ jcesenaro@ledlightingsupply.com



LED LIGHTING SUPPLY Rated 4.9/5 based on 500+ ★ Trustpilot reviews

On Fri, May 29, 2026 at 1:52 PM Rico Guerrero <rguerrero@cityofdonna.org> wrote:

Thank you,
Rico Guerrero
Parks & Recreation Director