

RFP for Council Chambers Lighting Project
City of Oceanside
Updated: May 01, 2025

IES Communications, LLC
8525 Camino Santa Fe Suite A
San Diego, CA 92121
www.iescomm.com

Lance Bourassa
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Project Brief

PROJECT INFORMATION		
Job Name:	RFP for Council Chambers Lighting Project (324389) - Audio Visual	
Job ID:	324389-001	
Company:	City of Oceanside	
Site Address:	300 North Coast Hwy, Oceanside, CA 92054	
Quote Type:	Estimate	
Quote Date:	Updated May 01, 2025	
Status:	A1B1	
CUSTOMER CONTACT		ACCOUNT MANAGER
Scott Prather		Lance Bourassa
Senior Information Technologies Analyst		Sales Account Manager
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Project Overview

IES is providing individual room pricing for the installation of audio-visual systems per IES design. All cabling installed shall be in compliance with the ANSI/TIA/EIA 568-C Commercial Building Telecommunications Cabling Standards.

Project Schedule

- Based on the assumptions made with the information at hand, the estimated timeline for this project will be in July 2025, approximately 2-3 week(s) onsite with Base Bid.
- The projected crew size will range approx. 2-3 Techs(s).
- These techs will work eight-hour shift(s) between 7:30 am - 4:00pm to 5:00pm M-F to complete a 40-hour work week, per tech.
- A mutually agreed-upon schedule must be established at the time of contract to ensure timely project delivery
- IES will assign a Project Manager to oversee and coordinate project details with customer representative.

Key Notes & Clarifications

IES will manage equipment warranties if awarded full scope of labor and materials

Taxes are included in this pricing.

Bucket Lift is required and has been included in this quote.

Equipment and material storage is required by IES and will be provided by the customer for the duration of the installation.

HEPA Carts and Caps are not required.

Permit fees and inspections are not included in this pricing.

Davis Bacon, Union and/or Prevailing Wage rates are included in this pricing.

Performance & Payment and/or Bid Bonds are included in this pricing.

OCIP and/or CCIP deducts are not included in this pricing.

Due to ongoing macroeconomic volatility, including the recently announced 2025 tariffs on foreign-sourced materials and associated extended lead times, all material pricing and delivery schedules are subject to change. Material pricing is guaranteed for 15 days from the quote date, and material availability will be confirmed at the time of contract execution to ensure a mutually agreed-upon project schedule.

IES reserves the right to reprice labor and materials up to 6 months from the actual project start date. While the base bid includes a 12 % contingency for material price increases, should actual increases exceed this allocation—due to market volatility, supply chain disruptions, or tariff impacts—IES may issue a change order to cover the additional costs. We welcome discussions with our customers to explore price increase mitigation strategies.

Additionally, IES has excluded any costs or time required to comply with Buy America/Buy American/Made in America requirements. Any such additional costs or schedule adjustments will be added as needed.

Scope of Work

Audio Visual (324389-001)

GENERAL SUPPORT

Included in Bid

Project Admin/Support

Included in Bid

Support Equipment

Contract Requirements Performance + Payment Bond

IES to provide Performance and Payment Bond

LIGHTING

Included in Bid

Lighting Sub-Contractor

Scope of work:

1. Replace old tungsten-based Fresnel lighting fixtures with new LED fixtures that are DMX controllable. NOTE: Total number of fixtures can be reduced to 16 (8 per side) due to the superior reach and spread of new LED fixtures.
2. Each fixture will also include theatrical lighting “barn doors” to better control any light “spill over” to other areas.
3. Removal of the old Strand-Century voltage controlled dimmer racks that in the rear upper loft area. NOTE: All electrical work will be performed by a licensed electrical contractor. All lighting work will be performed by the lighting technician and crew.
4. Install a new DMX Controller rack in the same location as the old Century-Strand dimmer racks
5. Up in the ceiling existing power connectors will be changed from NEMA 5-15P (Edison) plug to TRUE1 receptacle, UL 1573 connectors needed for LED lights
6. Also, up in the ceiling by each light bar will be installed a single DMX connector. (1 on each side) plus an additional DMX connector will be installed in the AV Control Room to control the upper fixtures.
7. In the front of the room a set of 15 mini-LED box light “strips” will be installed to provide a color “wash” over the front wall. In addition, a DMX connector will be mounted on the lower part of that front wall to connect these lights to. Each mini fixture will have a louver to direct the beams of light directly on the wall only
8. After the system is up and running, we will adjust each fixture for focus and spread to light up the City Council Chambers appropriately. Hanging and focusing are included.
9. We will install a new DMX interface for the existing AMX Control system, and we will reprogram the AMX system to control the DMX lighting system. This will include a new set of controls on the AMX touchscreen specifically for the front wall “color wash” effect.
10. The installation timeline shall be approximately two weeks from the start of the project until sign-off and commissioning with the City.

Lighting Labor Assist

IES to work alongside Subcontractor and provide a primary point of contact on site between the client and the subcontractor.

IES to reprogram existing AMX control system to work with the new lighting controller and add in button changes to allow control of the new lighting areas being added.

Assumptions & Exclusions

Assumptions

The following assumptions are included in this proposal:

- There is a minimum of one (1) 120V 15A circuit available for IES use in all MPOEs, MDFs, and IDFs where AV equipment is to be located.

- If modifications to an existing control system program and UI are required, IES will require current un-compiled copies of the control system and UI files. If these files are not compliant to accepted Manufacturers Programming best practices, the programing changes are excluded. IES will discuss with the Client how to proceed.
- The exact location for all components will be field verified with the client or client's designee (i.e. architect, general contractor, etc.). Any changes to these locations after initial mobilization and rough-in may result in additional coordination or installation charges.
- Any requested changes to the scope of work require a written change order prior to IES performing the work.
- It is the customer's responsibility to provide IES with the architectural drawings in electronic format as a DXF or DWG file. In the event, an electronic file is not supplied; IES will bill the customer for any charges incurred as a result of creating these electronic files. Additionally, the AutoCAD files must be submitted with the floor plan and furniture layers turned on only. All other layers must be turned off before submitting. CLIENT is subject to any costs associated with IES coordination time for all drawing plans.
- IES Assumes there are no firewalls to breach that are over a 1-hour rating, or that require a non-sleeve penetration to create a rated solution for this installation.
- The environment is and will remain free of hazardous materials. The Customer is responsible for supplying information concerning hazardous materials for the disclosure to all employees working on the project.
- Owner will verify functionality of open-box Owner Furnished Contractor Installed (OFCI) equipment with an IES representative prior to hand off to IES. IES warranties do not extend to OFCI materials.
- IES does not guarantee that OFCI and existing equipment will operate in the same manner as in a previous installation.
- Existing equipment will be used in an AS-IS condition, unless otherwise noted. If existing equipment is tested and found inoperable, IES will discuss with the Client on how to proceed.
- Our pricing is based on the negotiation of a mutually agreed upon schedule.
- All work is scheduled for regular business hours 07:30am and 4:00pm – 5:00pm M-F.
- IES is assuming that this project is not expedited. Our estimate is based on an 8-hour workday and 40 hours a week.
- Due to extreme supply chain volatility, that all material pricing and material delivery schedules are subject to change. If this impacts the project schedule, IES will discuss with the Customer on how to proceed.
- IES understands our scope has coordination with other trades, and has included this in our proposal. If other trades cause an impact on IES's schedule, additional cost could apply to keep overall schedule commitments.
- Achieving any milestone dates is dependent upon normal staffing, and may be impacted by client or authorityhaving-jurisdiction (AHJ) limitations.
- All work will be performed in accordance with national, state and local codes.
- There will be unimpeded access to all work areas. Delays caused by access issues may result in additional charges to client.
- There will be a clean, moisture-free environment for any installation of actively working equipment.
- For demolition projects, IES assumes that a customer-supplied dumpster will be available. IES is not responsible for disposal of scrap materials.

Assumptions & Exclusions

Exclusions

The following are excluded from this proposal:

- Architecture, engineer design, consulting fees, or engineered stamped drawings.

- Costs associated with parking.
- Improvement to building grounding system.
- Cutting, patching, and painting of finished surfaces.
- Coring and drilling of walls, floors, footers or headers.
- Modifications to correct existing code/building violations or upgrade of systems to comply with State or City codes.
- Permits and inspection fees.
- Third party inspections.
- Supply or install Telecommunications Grounding Backbone (TBB) connecting the primary bonding conductor between the TMGB and other TGBs.
- Supply or install grounding equalizer conductors.
- Cost associated with hidden hazardous conditions, hazardous materials, or asbestos abatement.
- Alterations or penetrations to special finishes or furniture.
- Overtime, 2nd, and 3rd shift labor.
- All Uninterruptible Power System (UPS) systems.

A current Master Service Agreement or other previously agreed contract terms between Contractor and Customer may supersede the below terms: **Terms of Payment**

The customer identified in this document ("Customer") agrees to pay IES Communications, LLC ("Contractor") the total purchase price, plus applicable sales tax, listed for the material and labor used as outlined in this Purchase Agreement. Material balance will be due upon the Customer's acceptance. Contractor will provide labor progress invoices for work performed in association with this Purchase Agreement. All invoices are due no later than 30 days from receipt. If the customer elects to finance the services and equipment on this Purchase Agreement through one of the Contractor's thirdparty authorized leasing sources, an initial deposit of 20% is required at signing this Purchase Agreement. The Contractor's finance department must approve special arrangements or terms other than stated herein.

Taxes may be included in this proposal's pricing, and customer is responsible for such taxes unless and until customer provides a valid, unexpired tax exemption certificate for the state where the work is being performed. Any tax-free proposal pricing that IES may provide for customer's convenience is non-binding, provided for informational purposes only, and is strictly contingent upon customer timely providing a valid, unexpired tax exemption certificate.

Late Charges on Past Due Accounts

Customer agrees to pay Contractor the lesser of (a) the highest interest rate allowed by law or (b) 1.5% interest per month (an annual rate of 18%) on any unpaid balance after the due date.

Expedite Charge

To avoid an expedited shipping charge, Contractor must receive a signed Purchase Agreement and purchase order (if Customer's purchasing policy requires that a purchase order be issued) five (5) business days prior to commencing the work. Customer is responsible for Contractor's additional expediting costs incurred due to Customer's failure to timely return a signed Purchase Agreement (and PO, if applicable). The additional costs of any special rush requests, if not included in this Purchase Agreement's pricing, will be invoiced separately and subject to a ten percent (10%) markup.

Timeline

Customer acknowledges that if the project is delayed or accelerated due to reasons beyond the reasonable control of Contractor, that Contractor may incur additional expenses. Such expenses may include but are not limited to employee wages, materials, mileage, travel/lodging, design, and re-engineering fees. Upon Contractor's providing a written change order for any such additional costs, Customer will timely reimburse Contractor at Contractor's standard rate or rates.

Change in Scope

Any change to the scope of work, as specified in this Purchase Agreement, which is requested by the customer or its duly authorized representative, may only be effected through a written, mutually executed change order. The change order must be signed by an authorized representative of the Customer, and an additional purchase order, or an amendment to the original purchase order, issued. All change orders to the original scope of work shall be governed by these General Terms and Conditions. Any preprinted terms or conditions on the Customer's purchase order form are expressly null and void, and the services and/or materials stated in any such purchase order shall be subject to these General Terms and Conditions.

Cancellation

Customer acknowledges that this is a non-cancelable Purchase Agreement. If Customer elects to return any material or equipment delivered as part of this Purchase Agreement, it must be unused and in its original packaging. Customer will be liable for any restocking or similar return fees incurred by Contractor, at a rate equal to the amount charged to Contractor, on all returned material and equipment. Customer will also be liable for any and all labor hours performed at the Contractor's standard hourly rate. Contractor shall have the right to suspend work and/or terminate this Purchase Agreement upon notice

and without further liability, if the Customer defaults on its payment obligations hereunder and such default remains uncured after seven (7) days written notice.

Customer Responsibilities

Unless stated otherwise in the General Notes, Exclusions, and Clarifications section of this contract, it is the responsibility of the customer to provide the following:

- A safe and secure location for storing all materials and equipment related to this project.
- Copies of floor plans (electronic CAD files preferred in the DWG or DXF format), including the furniture layout and outlet locations (outlet locations may be hand-drawn).
- Adequate environment at the worksite (appropriate ventilation, lighting, access, etc.).
- A single point of contact for the duration of the project.

Hazardous Materials

Customer acknowledges that the scope of work performed by IES shall not include the identification, detection, abatement, encapsulation, or removal of hazardous materials or products containing hazardous materials, including but not limited to, asbestos and lead. The Customer shall be solely responsible for identifying and notifying IES of any potential presence of hazardous materials on the project site before commencing any work. The Customer also agrees to promptly disclose any relevant information regarding hazardous materials that may impact the safety or feasibility of the project. If the presence of hazardous materials is discovered during the project, IES may, at its sole discretion, suspend the project until the Customer addresses the hazardous materials in accordance with all applicable regulations and provides abatement plans to IES prior to commencing any work. Any additional costs incurred due to the project suspension or modifications shall be the responsibility of the Customer.

Limitation

All prices remain in effect for fifteen (15) days from the date of this Purchase Agreement.

Dispute Resolution, Governing Law, Venue, Attorney's Fees

In the event of a dispute arising under this Purchase Agreement, the complaining party shall give the other party a comprehensive, reasonably detailed written notice of its claim(s), which notice shall include appropriate supporting documentation. Within seven (7) days of the date of the notice, the parties' authorized representatives shall meet (virtually or in-person) and confer in an effort to resolve the dispute amicably. If the parties fail to resolve the dispute at such meeting, then either party may submit the dispute for nonbinding mediation. Either party may initiate submission of the dispute to mediation upon written notice to the other party. The parties shall mutually agree on a single, qualified, neutral, independent mediator, and the parties shall split the mediator's fee. Each party shall participate in the mediation in good faith and shall send to the mediation a representative with full settlement authority. If mediation fails to resolve the dispute, then either party may issue a notice of demand for arbitration to (1) the other party and (2) the filing party's choice of arbitrator or dispute resolution provider, but mediation is a condition precedent to either party's right to demand arbitration. Any arbitration hereunder shall be governed by the arbitration provider's applicable construction-industry arbitration rules and procedures or the set of JAMS, AAA, or CPR rules and procedures otherwise agreed upon by the parties. Texas law shall govern any disputes hereunder without regard for its conflict of laws principles, and any mediation or arbitration of disputes hereunder shall take place in the greater Phoenix, AZ metro area.

Insurance

Contractor will maintain the following types of insurance coverage and liability limits:

- Commercial automobile insurance for all non-owned vehicles, covering bodily injury and property damage, with a limit of \$1,000,000 for each occurrence.
- Commercial general liability insurance covering bodily injury, property damage, and contractual liability, with a limit of \$3,000,000 for each occurrence and \$6,000,000 general aggregate.
- Workers' compensation, with the statutory requirement for coverage.

Additional Insured

IES will name Customer as an additional insured on IES Communications, LLC's general liability policy.

Waiver of Subrogation

Rights of subrogation under the policies listed above will be waived in favor of the Customer.

Certification

IES will provide the Customer with a certificate of insurance confirming all insurance.

Pricing & Authorization

DESCRIPTION	TOTAL
Labor	\$24,561.48
Material	\$1,628.72
Other (May include shipping, permits, parking, travel, lift rentals, etc.)	\$2,961.89
Services	\$161,552.02
Total:	\$190,704.11
Tax:	\$0.00
Total with Tax:	\$190,704.11

The total sum for this proposal is **\$190,704.11**, which includes all applicable tax, material, labor, equipment, supplies, travel expenses, and misc. expenses.

For tax exempt customers, taxes may be included in this proposal's pricing. The customer is responsible for such taxes unless and until IES receives a valid, unexpired tax exemption certificate for the state where the work is being performed.

Excluded from this proposal, are any adds, moves, or changes during the project, which will be billed separately from the original proposal.

City of Oceanside-324389-001

By signing below, I am accepting this proposal and the attached terms and conditions.

Customer Authorized Signature

Date

Customer Print Name

Customer Title

IES Communications, LLC

IES Authorized Signature

Date

IES Print Name

IES Title

IES State Contractor's License #1030350

IES DIR # 1000053380

I. LED Lighting Fixtures, Front Wall Color Wash fixtures and related peripheral equipment consists of:

DATE	JOB NAME	JOB ID	LOCATION
5/1/2025	RFP for Council Chambers Lighting Project (324389) - Audio Visual	324389-001	Oceanside, CA

MANUFACTURER	PART DESCRIPTION	PART #	QTY
ETC Connect Lighting	7470A1000fos/4 Fresnel, 5", Lustr X8, 2-tone, ETL	fos4FL5	16
ETC Connect Lighting	2500B7029-A ; NEMA 5-15P (Edison) plug to TRUE1 receptacle, UL 1573, 6 ft/2 m, black	T1PA-A	16
ETC Connect Lighting	7060A1022 ; Safety Cable (30 in / 762 mm), black	400SC	16
ETC Connect Lighting	7060A2009 ; C-Clamp, black	400CC	16
ETC Connect Lighting	PSF1101 ; Studio barn door, 4-leaf, 7.5 in / 190 mm, black	BDS	16
ETC Connect Lighting	ZDP45NS10 ; Dataplex WDP224T DMX cable Neutrik silver 5 pin XLR - 10ft	TMBDP10	16
Acclaim Lighting	Adapt Linear DMX Core Kit 1 White	APXA2	15
Acclaim Lighting	Adapt Linear DMX Color Kit QS	AXCQ	15
Acclaim Lighting	Adapt Linear DMX Optic Kit 10x35	AXOP	15
Acclaim Lighting	Adapt Linear DMX SO 10W PF Setting	AXWA	1
Acclaim Lighting	Adapt Linear DMX Feed Cable 1	APXFC10-W	1
Acclaim Lighting	Adapt Linear DMX Term End Cap	APXTEC-W	1
Acclaim Lighting	Adapt Linear Half Louver 1 ft	ADLHLV1W	15
Crestron	Interface DMX-512, Bi-directional	CGDMX-512BI	1

CONTINUED ON NEXT PAGE

II. Equipment Racks to consist of:

A. Network Control Equipment to consist of:

- | | | |
|---|-----------|---|
| 1 | 4265A1008 | SNB8FP - 8-port Simple Network Box with fiber input option includes:
8-port Power over Ethernet switch
Patch Panel
8 punchdown Cat5e terminations
8 patch cables
Power Supply |
|---|-----------|---|

III. Architectural Control Devices to consist of:

A. Unison Paradigm External Processing Rack to contain:

- | | | |
|---|-----------|---|
| 1 | 7180A1010 | ERN2-W-120 - ERn2 Enclosure Wall-mount 100-120V |
| 1 | 7180A1029 | P-ACP3 - Paradigm Architectural Control Processor for use in DRd Racks and ERn Units. Includes front network connector, front USB, and front SD card reader, backlit number keypad, selector wheel, and backlit display. Supports 1,024 channels of DMX and a max of 128 stations. |
| 1 | 7182A1701 | P-SPM-E - Paradigm Station Power Module - supports 63 stations and (1) 500m wire segment |

B. Unison Paradigm Control Station to consist of:

- | | | |
|---|-----------|---|
| 1 | 7184A1562 | P-TS7-PE - Paradigm 7" Ethernet Portable Touchscreen Station to include:
- 7" Black Portable Touchscreen
- 10' Ethercon to RJ-45 cable |
|---|-----------|---|

C. Control Plug-in Stations to consist of:

- | | | |
|---|-------------|---|
| 2 | Custom Item | UH-NET-Z/NET-Z - Standard Color (Color TBD) 2-gang faceplate assembly to include the following:
2 - Ethercon Connectors
Custom nomenclature to be determined |
| 2 | 7081A2004-2 | SBB2 - Unison 2-gang surface-mounted back-box |
| 3 | 1094A1129 | ECPB DMX OUT - DMX Output Control Plug-in Station with:
1 - XLR-5FDM3 DMX Out Connector (labeled ""DMX OUTPUT"") |
| 3 | 1064A1023 | ECPB PB1 - ETC 1-gang Surface Mount Back Box (2.5" deep) |
| 3 | 2100A1302 | ECPB PB-U - U-Bolt Kit for 1 and 2 gang ECPB Plug-in Station (includes hanger bracket and 2 U-bolts, back box not included but required) |

IV. Control Devices to consist of:

A. Gateways to consist of:

- | | | |
|---|-----------|--|
| 1 | 4268A1244 | RSN-DMX4-DIN - Response Mk2 Four-port DMX/RDM Gateway to include:
- Four 3-pin terminal DMX connectors
- Din-rail mounted chassis
- Display and 4-button user interface
- RJ45 Ethernet input |
|---|-----------|--|

Updated 05/01/2025

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Bill of Materials
for
Oceanside City Hall
Oceanside, CA

April 16, 2025

Quotation # CR1016793

All equipment, where applicable standards have been established, shall be built to the standards of Underwriters Laboratories Inc., the National Electrical Code, the United States Institute for Theatre Technology, and the American National Standards Institute. Equipment shall be so labeled on delivery to the job site.

This quotation is based on a bill of materials provided by OCS. These documents have been provided to ETC and acknowledged by ETC as of the date listed above. ETC shall not be bound by any plans and specs and bills of material which are not listed above.

I. Power Control Devices to consist of:

A. Sensor Dimming Rack to consist of:

1	7141A1003-4	SR3-24 - Black Sensor3 24-Module Dimmer Rack - Designed for 3 phase 4 wire and ground operation at a maximum of 400A, 120/208V, 60Hz AC
1	7141A2005-4	SR3-24 DOOR - Black SR3-24 Locking Door with Filter
1	7140A1003	CEM3 - CEM3 Control Module for use in Sensor3 Dimmer Racks. Includes front network connector, front USB reader, backlit number keypad, selector wheel, and backlit display. Supports 2- DMX IN, 1- additional Network, Panic Input, and RTO or BP connection
1	7140K1001	SR3-RTO - Sensor3 Ride Thru Kit - supplies power to CEM3 Control Module for a minimum of 6 seconds during brief power outages
18	7050A1296	LED10 - Dual 120V 10A PhaseAdept Module (36 circuits)
6	7083A1185	R20 - Dual 20A Relay module (12 Relays)
1	7051A1024-4	SR3 PEDESTAL - Black SR24 Floor Pedestal with Access Door

Note: This power system is designed for 1 feed at a maximum of 400A.

- 1 7180K1019-H **DIN14-H** - Small enclosure with (2) 13" pieces of horizontal DIN rail space and a repositionable voltage barrier. Box exterior size is 14"x14"x5"

OPTION ONLY - This Item is Not Needed

V. Alternate #1 – Add Unison Stations to consist of:

A. Unison Heritage Control Station to consist of:

- 1 QUOTE-20007 **UH10005-Z** - Standard Color (Color TBD) 1-gang faceplate assembly to include the following:
5 - Select Switches
Custom nomenclature to be determined
- 1 7181B2006 **UH10005** - 1-gang, 5-button electronics assembly
- 1 7081A2004-1 **SBB1** - Unison 1-gang surface-mounted back box

VI. Manufacturer's Services:

- A. Drawings for approval submitted within 6-8 weeks of receipt of order are included.
- B. Two (2) year limited warranty as detailed in ETC's Terms and Conditions <http://www.etconnect.com/support/warranty.aspx> is included.
- C. If Flat Rate Service is taken; onsite service time as needed is provided by the dealer.
- D. The services of an ETC Technician to startup system and instruct user personnel are included. Such services to be supplied on 21-day advance notice. Standard system startup services shall include up to:
1. 3 days of labor onsite in not more than 1 visits of sequential days.
- E. ETC Services do not include participation in any Owner Controlled Insurance Programs (OCIP) or Contractor Controlled Insurance Programs (CCIP). Please immediately contact ETC for a revised quote if these or any other certifications are required for participation in the project.
- F. Production typically requires 1-6 weeks for delivery of equipment after receipt of written approval and release.
- G. Operation Manuals as required are included.

VII. Notes and Clarifications

- A. Any changes to the Specifications or Drawings may impact the pricing, availability, and estimated ship dates.
- B. Estimated Delivery lead times will be advised at date of order.
- C. Please check with the factory at time of order for product availability.
- D. Unison wall stations are quoted with standard legends. Custom legends can be quoted upon request.
- E. Unison LightDesigner software and training are not included as part of this quotation.
- F. User modifications to the Unison Paradigm configuration are available from the LocalAccess web interface.
- G. Offline software shall be available via www.etconnect.com.
- H. ETC Exceptions and Notes apply to all quotations. Documentation can be found here: <https://etclink.it/cmOPhMc4>
- I. Professional Services Resources with System Startup Guide <https://www.etconnect.com/Support/Professional-Services-Resources.aspx>



16000 N. Dallas Parkway
Suite 850
Dallas, TX 75248

Stephanie.Gundersons@alliant.com

(281) 451-0153

April 1, 2025

Re: IES Communications, LLC – PREQUALIFICATION

To Whom It May Concern:

IES Communications, LLC, a subsidiary of IES Holdings, Inc. is a highly regarded and valued client of Alliant Insurance Services, Inc. They are a highly qualified organization, and we are pleased to recommend them for your project. They have demonstrated the ability to perform difficult projects in an admirable manner.

We have in place a surety program with Everest Reinsurance Company, 477 Martinsville Road, Liberty Corner, New Jersey 07938 (Am Best Rating of A+ XV; US Treasury Listing of \$675,859,000) and with United States Fire Insurance Company, 305 Madison Avenue, Morristown, NY 07960 (A.M. Best rated at A; US Treasury Listing of \$211,757,000). IES Communications, LLC has a \$100 million single / \$500 million aggregate work program with approximately \$200 million in available capacity. However, this is not considered their maximum bonding capacity.

Should IES Communications, LLC be considered for a project and the project awarded and accepted IES Communications, LLC we are prepared to consider providing the required bonds on their behalf. Our support is conditioned upon completion of the underwriting process, including satisfactory review of the contract documents, confirmation of financing and our ongoing review of the operational and financial capacity of IES Communications, LLC.

We are pleased to share with you our favorable experience and high regard for IES Communications, LLC. This letter is not an assumption of liability and is issued only as a prequalification reference request from our client. It should be understood that any arrangement for bonds is strictly a matter between IES Communications, LLC, Everest Reinsurance Company and United States Fire Insurance Company.

Very truly yours.

Stephanie Gunderson
Surety Account Manager





May 2, 2025

City of Oceanside
300 North Coast Hwy
Oceanside, CA 92054

Re: IES Communications, LLC - Prequalification
Project: Council Chambers Lighting Project
Estimated Contract Amount: \$191,954.94

To Whom It May Concern:

IES Communications, LLC, a subsidiary of IES Holdings, Inc. is a highly regarded and valued client of Everest Reinsurance Company. They are a highly qualified organization, and we are pleased to recommend them for your project. They have demonstrated the ability to perform difficult projects in an admirable manner.

We have in place a surety program with Everest Reinsurance Company, 477 Martinsville Road, Liberty Corner, New Jersey 07938 (Am Best Rating of A+ XV; US Treasury Listing of \$675,859,000) and with United States Fire Insurance Company, 305 Madison Avenue, Morristown, NY 07960 (A.M. Best rated at A; US Treasury Listing of \$211,757,000). IES Communications, LLC has a \$100 million single/ \$500 million aggregate work program with approximately \$200 million in available capacity. However, this is not considered their maximum bonding capacity.

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Very truly yours.

Stephanie Gunderson
Attorney-in-Fact for Everest Reinsurance Company
And United States Fire Insurance Company



16000 North Dallas Parkway, Suite 850
Dallas, TX 75248



**POWER OF ATTORNEY
EVEREST REINSURANCE COMPANY**

KNOW ALL PERSONS BY THESE PRESENTS: That Everest Reinsurance Company, a corporation of the State of Delaware ("Company") having its principal office located at 100 Everest Way, Warren, New Jersey, 07059, do hereby nominate, constitute, and appoint:

S. Nicole Evans, Stephanie Gunderson, Diana Cervantes, Carlos A. Albelo

its true and lawful Attorney(s)-in-fact to make, execute, attest, seal and deliver for and on its behalf, as surety, and as its act and deed, where required, any and all bonds and undertakings in the nature thereof, for the penal sum of no one of which is in any event to exceed UNLIMITED, reserving for itself the full power of substitution and revocation.

Such bonds and undertakings, when duly executed by the aforesaid Attorney(s)-in-fact shall be binding upon the Company as fully and to the same extent as if such bonds and undertakings were signed by the President and Secretary of the Company and sealed with its corporate seal.

This Power of Attorney is granted and is signed by facsimile under and by the authority of the following Resolutions adopted by the Board of Directors of Company ("Board") on April 21, 2016:

RESOLVED, that the President, any Executive Vice President, and any Senior Vice President are hereby appointed by the Board as authorized to make, execute, seal and deliver for and on behalf of the Company, any and all bonds, undertakings, contracts or obligations in surety or co-surety with others and that the Secretary or any Assistant Secretary of the Company be and that each of them hereby is authorized to attest to the execution of any such bonds, undertakings, contracts or obligations in surety or co-surety and attach thereto the corporate seal of the Company.

RESOLVED, FURTHER, that the President, any Executive Vice President, and any Senior Vice President are hereby authorized to execute powers of attorney qualifying the attorney named in the given power of attorney to execute, on behalf of the Company, bonds and undertakings in surety or co-surety with others, and that the Secretary or any Assistant Secretary of the Company be, and that each of them is hereby authorized to attest the execution of any such power of attorney, and to attach thereto the corporate seal of the Company.

RESOLVED, FURTHER, that the signature of such officers named in the preceding resolutions and the corporate seal of the Company may be affixed to such powers of attorney or to any certificate relating thereto by facsimile, and any such power of attorney or certificate bearing such facsimile signatures or facsimile seal shall be thereafter valid and binding upon the Company with respect to any bond, undertaking, contract or obligation in surety or co-surety with others to which it is attached.

IN WITNESS WHEREOF, Everest Reinsurance Company has caused their corporate seals to be affixed hereto, and these presents to be signed by their duly authorized officers this 15th day of February 2023.



Everest Reinsurance Company

By: Anthony Romano, Senior Vice President

On this 15th day of February 2023, before me personally came Anthony Romano, known to me, who, being duly sworn, did execute the above instrument; that he knows the seal of said Company; that the seal affixed to the aforesaid instrument is such corporate seal and was affixed thereto; and that he executed said instrument by like order.

LINDA ROBINS
Notary Public, State of New York
No 01R06239736
Qualified in Queens County
Term Expires April 25, 2027

Linda Robins, Notary Public

I, Nicole Chase, Assistant Secretary of Everest Reinsurance Company do hereby certify that I have compared the foregoing copy of the Power of Attorney and affidavit, and the copy of the Section of the bylaws and resolutions of said Corporation as set forth in said Power of Attorney, with the ORIGINALS ON FILE IN THE HOME OFFICE OF SAID CORPORATION, and that the same are correct transcripts thereof, and of the whole of the said originals, and that the said Power of Attorney has not been revoked and is now in full force and effect.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed the seal of said Company, this 2nd day of May 2023



By: Nicole Chase, Assistant Secretary

**POWER OF ATTORNEY
UNITED STATES FIRE INSURANCE COMPANY
PRINCIPAL OFFICE - MORRISTOWN, NEW JERSEY**

83701

KNOW ALL MEN BY THESE PRESENTS: That United States Fire Insurance Company, a corporation duly organized and existing under the laws of the state of Delaware, has made, constituted and appointed, and does hereby make, constitute and appoint:

S. Nicole Evans, Diana Cervantes, Stephanie Gunderson

each, its true and lawful Attorney(s)-In-Fact, with full power and authority hereby conferred in its name, place and stead, to execute, acknowledge and deliver: Any and all bonds and undertakings of surety and other documents that the ordinary course of surety business may require, and to bind United States Fire Insurance Company thereby as fully and to the same extent as if such bonds or undertakings had been duly executed and acknowledged by the regularly elected officers of United States Fire Insurance Company at its principal office, in amounts or penalties: **Unlimited**

This Power of Attorney limits the act of those named therein to the bonds and undertakings specifically named therein, and they have no authority to bind United States Fire Insurance Company except in the manner and to the extent therein stated.

This Power of Attorney is granted pursuant to Article IV of the By-Laws of United States Fire Insurance Company as now in full force and effect, and consistent with Article III thereof, which Articles provide, in pertinent part:

Article IV, Execution of Instruments - Except as the Board of Directors may authorize by resolution, the Chairman of the Board, President, any Vice-President, any Assistant Vice President, the Secretary, or any Assistant Secretary shall have power on behalf of the Corporation:

- (a) to execute, affix the corporate seal manually or by facsimile to, acknowledge, verify and deliver any contracts, obligations, instruments and documents whatsoever in connection with its business including, without limiting the foregoing, any bonds, guarantees, undertakings, recognizances, powers of attorney or revocations of any powers of attorney, stipulations, policies of insurance, deeds, leases, mortgages, releases, satisfactions and agency agreements;
- (b) to appoint, in writing, one or more persons for any or all of the purposes mentioned in the preceding paragraph (a), including affixing the seal of the Corporation.

Article III, Officers, Section 3.11, Facsimile Signatures. The signature of any officer authorized by the Corporation to sign any bonds, guarantees, undertakings, recognizances, stipulations, powers of attorney or revocations of any powers of attorney and policies of insurance issued by the Corporation may be printed, facsimile, lithographed or otherwise produced. In addition, if and as authorized by the Board of Directors, dividend warrants or checks, or other numerous instruments similar to one another in form, may be signed by the facsimile signature or signatures, lithographed or otherwise produced, of such officer or officers of the Corporation as from time to time may be authorized to sign such instruments on behalf of the Corporation. The Corporation may continue to use for the purposes herein stated the facsimile signature of any person or persons who shall have been such officer or officers of the Corporation, notwithstanding the fact that he may have ceased to be such at the time when such instruments shall be issued.

IN WITNESS WHEREOF, United States Fire Insurance Company has caused these presents to be signed and attested by its appropriate officer and its corporate seal hereunto affixed this 28th day of September, 2021.

UNITED STATES FIRE INSURANCE COMPANY



Matthew E. Lubin, President

State of New Jersey }
County of Morris }

On this 28th day of September, 2021, before me, a Notary public of the State of New Jersey, came the above named officer of United States Fire Insurance Company, to me personally known to be the individual and officer described herein, and acknowledged that he executed the foregoing instrument and affixed the seal of United States Fire Insurance Company thereto by the authority of his office.



Melissa H. D'Alessio (Notary Public)

I, the undersigned officer of United States Fire Insurance Company, a Delaware corporation, do hereby certify that the original Power of Attorney of which the foregoing is a full, true and correct copy is still in force and effect and has not been revoked.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed the corporate seal of United States Fire Insurance Company on the 2nd day of May 2023

UNITED STATES FIRE INSURANCE COMPANY

Michael C. Fay, Senior Vice President

