

From: Julia White <julia@conserveturtles.org>
Sent: Thursday, March 14, 2024 2:01 PM
To: chaletoffice@chaletmarcoisland.com
Cc: Richard Cassata
Subject: Lighting Quote for Chalet

Hi Jenny and Rich,

I have received the quotes back for your property. The total cost for all of the fixtures and bulbs will be around \$61,000, which means we would need to discuss a cost share agreement. Through our grant, STC is able to provide you with \$25,000 towards these materials, which would leave Chalet responsible for covering the remaining cost of the fixtures and bulbs (around \$36,000). If you are happy with the selected fixtures and have the budget available to cover these costs, we can proceed as is. However, we understand that this may be more than you had anticipated. If so, we wanted to reach out with some options that could help reduce your out of pocket cost for these materials.

The following are areas where adjustments can be made to help reduce this cost:

1. Balcony and hallway fixtures:

I know you had requested ceramic for the balconies due to the look and footprint of the existing fixtures, but switching to an aluminum cylinder downlight would reduce the total cost. We estimate that this could save you approximately \$8,000 (will confirm upon requote). Unfortunately, the aluminum downlights are not available in the square shape that you had requested, which could potentially require some patch work on the ceilings as the footprint may not cover the existing area completely, but they do come in black.

If we swapped the ceiling mounted fixtures with an aluminum alternative, we could also exchange the wall mounted ceramic hallway fixtures for aluminum. The wall mounted aluminum fixtures are available in a square or cylinder shape, so you could stick with the square shape or select the cylinder to match the aluminum ceiling mounts. We estimate this could save you approximately \$500 (will confirm upon requote).

2. Bollards & Step Lights:

Another way to cut costs would be to choose a different brand of bollards and step lights. I have attached a specification sheet for a bollard that would be a good alternative to the one in the lighting plan. This fixture has a flat top and no louvers, but I think it would look just as nice on your property, would give about the same amount of light output as the other, and we estimate would save you approximately \$6,000 (will confirm upon requote). We can also potentially look into replacing the step-lights with a more affordable fixture. I will consult with the lighting distributors to see if there is a comparable alternative.

If you made all of the changes listed above, we estimate that the total cost Chalet would be responsible for would decrease to approximately \$21,000. Please keep in mind that these are rough estimates and would need to be confirmed upon requote. If you would like to make any of these changes, please let me know so I can get the quotes updated for you. If you are content with the lighting plan as is, let me know so we can move on to the next step in the process. In an effort to keep this project moving forward, please let me know how you would like to proceed by close of business on **March 21**.

I look forward to hearing from you soon! As always, please feel free to email or call me if you have any questions or concerns. I am also happy to schedule a zoom meeting if you would like to discuss this in further detail.

Kind Regards,
Julia White

From: Julia White <julia@conserveturtles.org>
Sent: Thursday, February 08, 2024 10:57 AM
To: chaletoffice@chaletmarcoisland.com
Subject: Chalet of San Marco Lighting Plan
Attachments: SW 183_Attachment B_Chalet of San Marco.pdf

Hello Jenny,

Attached is your lighting plan for Chalet of San Marco. This plan highlights individual fixtures on the property and what we are proposing to replace them with. I encourage you to look over this plan in detail (fixture counts, style, color, etc.) and share it with any applicable parties (board, maintenance, contractor, etc.) to get their opinions. This is the best time in the grant process to make comments, ask questions, and request any changes (if applicable).

If you could please review the lighting plan over the next couple of weeks and get back to me by **February 22nd** with any questions or concerns, I would greatly appreciate it! On the northwest corner of your property, you have three pagoda landscape lights. In the plan, I have the current bulbs in those fixtures being replaced with A19 Amber LED bulbs. If you could please confirm that an A19 is the correct bulb for those fixtures that would be greatly appreciated.

Once we agree on the plan, I will send these materials out to quote. Once I receive these quotes, I will put together your Grant Agreement which includes a short contract, the discussed lighting plan, a quote for materials, and specification sheets for each of the fixtures and bulbs that will be used on your property. After you review and sign this Agreement, it is your responsibility to order the materials and schedule installation.

Please let me know if you have any questions or concerns about the plan. I look forward to hearing from you soon and working with you on this project to make your property more wildlife friendly!

Kind Regards,

Julia White
Lighting Project Specialist | Sea Turtle Conservancy
4581 NW 6th Street, Suite A | Gainesville, FL 32609
(352) 448-7911 | www.conserveturtles.org

ATTACHMENT B PROJECT SUMMARY

PROJECT SUMMARY AND EXPECTATIONS:

This project is being conducted to improve the lights at Chalet of San Marco by using sea turtle friendly alternatives. All lights will incorporate the three rules of sea turtle friendly lighting, which include installing fixtures low to the ground, shielding the light source, and using long wavelength light (560nm or greater). The following fixtures and services will be carried out as part of this project:

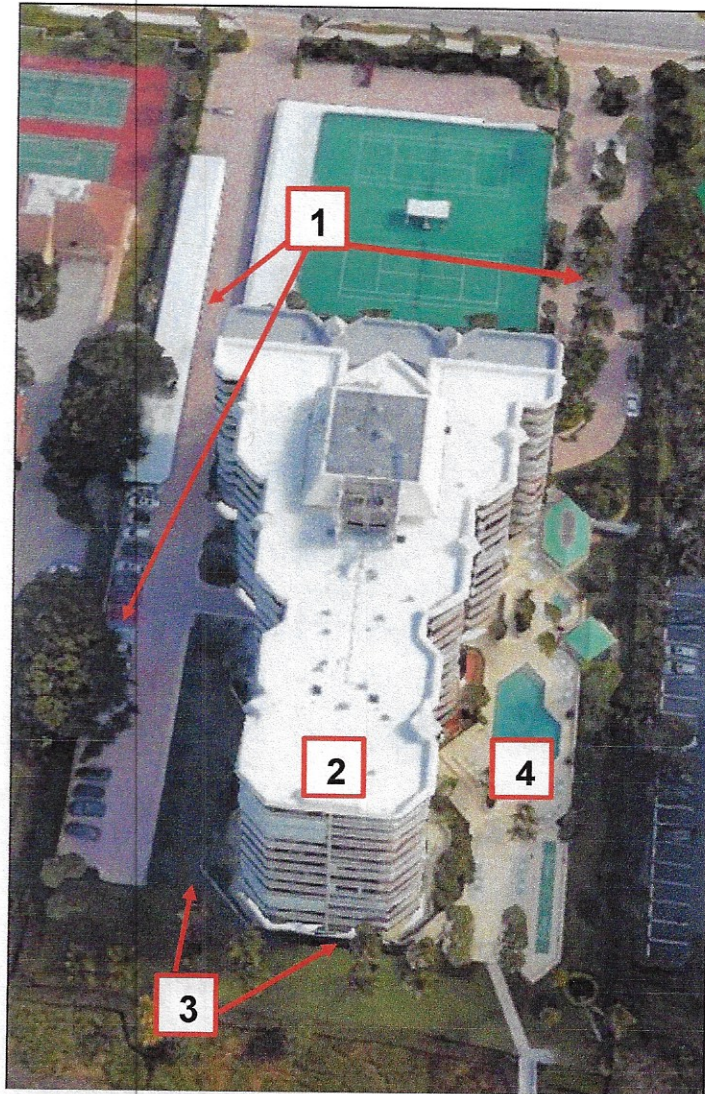


Figure 1: Aerial photo of Chalet of San Marco highlighting the locations of lights that are the focus of this project. The numbers on the photo refer to the categories of areas listed below.

1. PARKING LOT

- a. Replace the existing bulbs in the ceiling mounted fixtures around the guard house (Figure 2) with the following:
 - Cypress Lighting 6W Par 20 Amber LED Bulb (4 bulbs)
- b. Remove all string lights from palm trees in the parking lot (Figure 2).

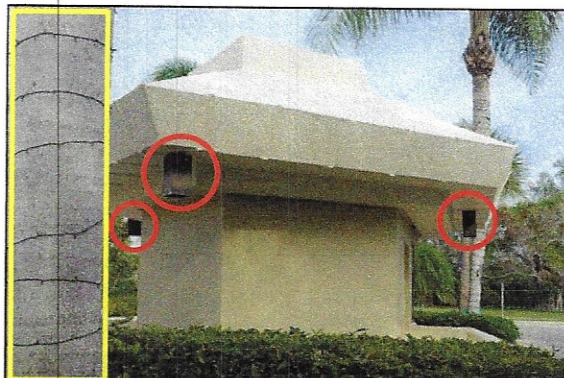


Figure 2: Photo of the existing ceiling mounted fixtures on the guard house where new bulbs will be installed, circled in red, and string lights that will be removed, squared in yellow.

- c. Replace the existing wall packs on the south facing carport entryways (Figure 3) with the following:
 - Visionaire VSC II, T4 Distribution, 16LC, Wall Pack, with 4-inch, 3 side front shield, Black (2 fixtures)



Figure 3: Photo of the existing wall packs on the south facing carport entryways, circled in red.

- d. Replace the existing bulbs on the northern carport eaves (Figure 4) with the following:
- Cypress Lighting 6W Par 20 Amber LED Bulb (23 bulbs)



Location Breakdown: northernmost carport = 12; carport north of tennis court = 11; TOTAL = 23



Figure 4: Photo of the existing bulbs on the northernmost carport eaves, outlined in red. The red arrow indicates the location of the other carport with additional existing bulbs that will be replaced.

- e. Replace the existing pole mounted fixtures in the northern and eastern parking lots (Figure 5) with the following:
- Visionaire Oceanwalk 42" H Aluminum Round Dome Top Amber LED Bollard, Black (6 fixtures)



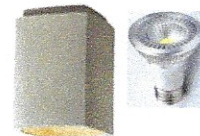
Location Breakdown: 3 fixtures in eastern parking lot - 2 south of building entrance and 1 north; 3 fixtures in the northern parking lot closest to beach; TOTAL = 6 fixtures



Figure 5: Photo of the existing pole mounted fixtures in the eastern parking lot, circled in red.

2. BUILDING

- a. Remove all ceiling fan light kits from the ceiling fans on the balconies (Figure 6A.)
- b. Replace the existing ceiling mounted balcony fixtures (Figure 6) with the following:
 - Justice Design 8.5" H Ceramic Ceiling Rectangle Flush-Mount, Carbon Matte Black (218 fixtures)
 - Cypress Lighting 6W Par 20 Amber LED Bulb (218 bulbs + 5 extra)



Location Breakdown: south side of building = 99; north side of building = 99; northeast building corner = 10; southeast building corner = 10; TOTAL = 218



Figure 6: Photos of the existing ceiling fan light kits that are to be removed, circled in red, and the south facing side of the building with the existing ceiling mounted balcony fixtures, outlined in yellow.

- c. Replace the existing wall mounted fixtures in the south facing hallway (Figure 7) with the following:
 - Justice Design 9.5" H Ceramic Small Rectangle Closed Top Wall Mount, Carbon Matte Black (12 fixtures)
 - Cypress Lighting 7W A 19 Amber LED Bulb (12 bulbs)



Figure 7: Photos of the existing wall mounted fixtures in the south facing hallway, circled in red and a close-up of the existing wall mounted fixture.

3. GROUND FLOOR & LANDSCAPE

a. Replace the existing wall mounted lantern style fixtures near the north facing service entrance (Figure 8) with the following:

- Justice Design 9.5" H Ceramic Small Rectangle Closed Top Wall Mount, Carbon Matte Black (2 fixtures)
- Cypress Lighting 7W A 19 Amber LED Bulb (2 bulbs)



Figure 8: Photo of the existing wall mounted lantern style fixtures near the service entrance, circled in red.

b. Replace the existing bulbs in the pagoda pathway lights on the northwest side of the building (Figure 9) with the following:

- Cypress Lighting 7W A 19 Amber LED Bulb (3 bulbs)



Figure 9: Photo of an existing pagoda pathway light, circled in red.

- c. Replace the existing ceiling mounted fixtures on the ground floor (Figure 10) with the following:
 - Justice Design 8.5" H Ceramic Ceiling Rectangle Flush-Mount, Black (12 fixtures)
 - Cypress Lighting 6W Par 20 Amber LED Bulb (12 bulbs)



Location Breakdown: 6 fixtures on the north facing ground floor; 6 fixtures on the south facing ground floor; TOTAL = 12 fixtures



Figure 10: Photo of the existing ceiling mounted fixtures on the south facing ground floor level, circled in red, and a close-up of a ceiling mounted fixture.

- d. Replace the existing lantern style wall mounted fixtures on the south facing ground floor near the outdoor shower and pool area (Figure 11) with the following:
 - Justice Design 9.5" H Ceramic Small Rectangle Closed Top Wall Mount, Carbon Matte Black (4 fixtures)
 - Cypress Lighting 7W A 19 Amber LED Bulb (4 bulbs)



Figure 11: Photos of the existing lantern style wall mounted fixtures on the south facing ground floor near the outdoor shower and pool area, circled in red.

4. POOL AREA

- a. Remove the ceiling fan light kit (Figure 13A.) in the pool house.
- b. Replace the existing bulbs in the recessed ceiling mounted pool house fixtures (Figure 13 B.) with the following:
 - Cypress Lighting 6W Par 20 Amber LED Bulb (9 bulbs)

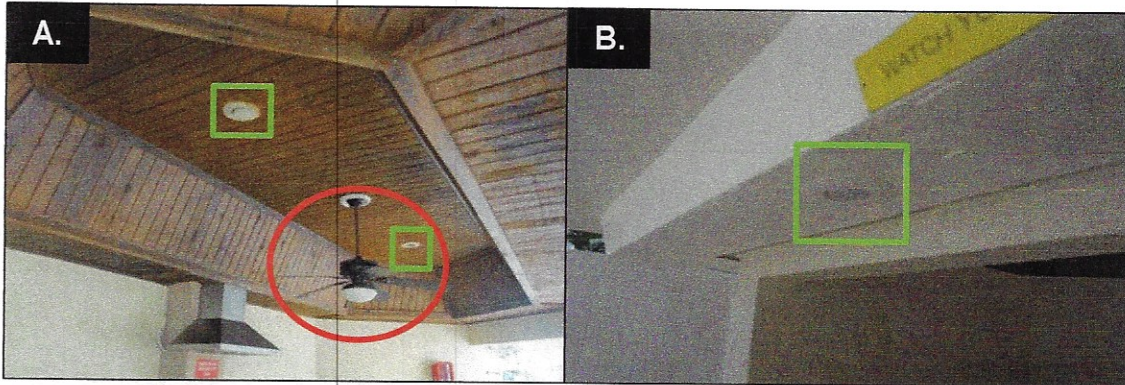


Figure 13: Photo of (A.) the existing ceiling fan light kit, circled in red, and the recessed ceiling lights, (A. & B.) squared in green.

- c. Replace the existing underwater spa light (Figure 14 A.) with the following:
 - Blue Square Amber LED Spa Fixture (1 fixture)
 - Blue Square Spa Adaptor Kit (1 adaptor)
- d. Replace the existing pool lights (Figure 14 B.) with the following:
 - Blue Square Amber LED Pool Fixture (3 fixtures)
 - Blue Square Pool Adaptor Kit (3 adaptors)

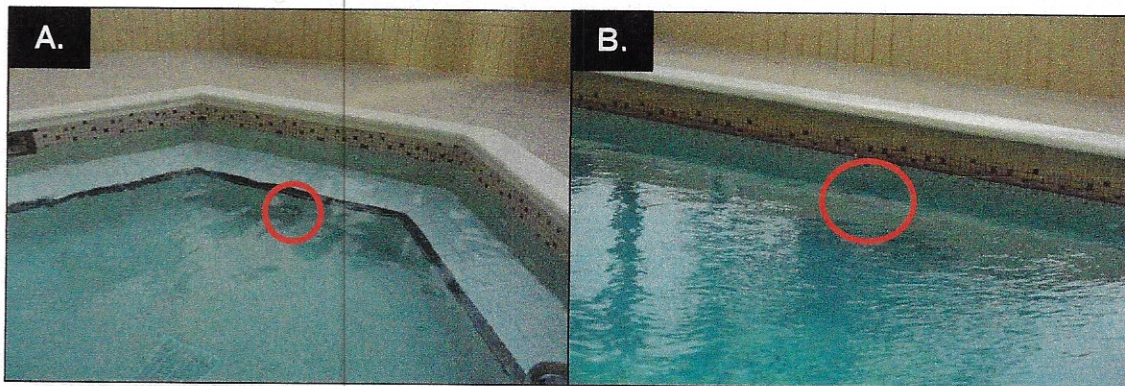
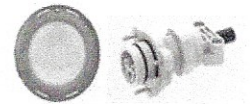
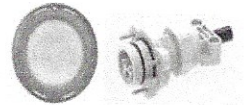


Figure 14: Photo of the (A.) existing underwater spa light, circled in red and (B.) the existing underwater pool light, circled in red.

- e. Replace the existing pole mounted fixtures around the pool deck (Figure 16) with the following:
- Visionaire Oceanwalk 42" H Aluminum Round Dome Top Amber LED Bollard, Black (9 Fixtures)
- f. Replace the existing surface mounted nautical step lights around the pool deck (Figure 16A.) with the following:
- Elcast TF-1304 Series 5.25" H Aluminum Integrated Amber LED Bell Step Light, Matte Black (13 fixtures)

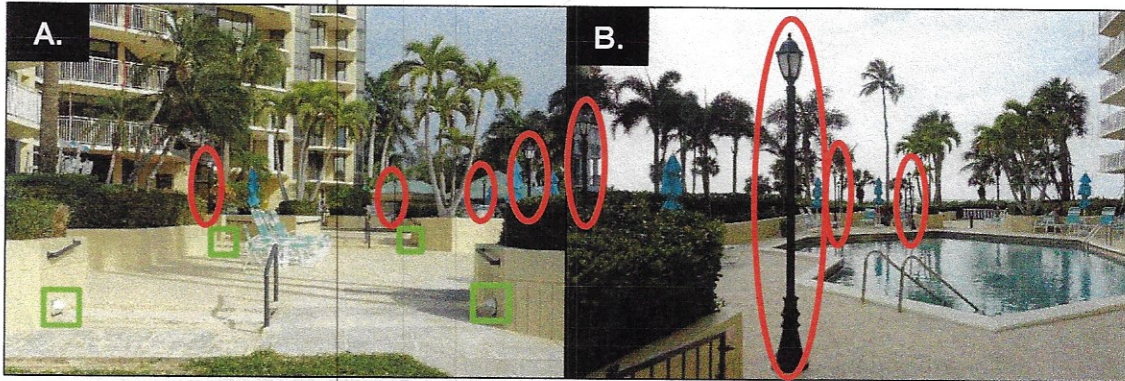


Figure 16: Photos of (A. & B.) the existing pole mounted fixtures around the pool deck, circled in red and the (A.) surface mounted nautical step lights, squared in blue.

The Sea Turtle Conservancy (STC) has agreed to pay for up to \$25,000.00 of the estimated cost of the sea turtle friendly fixtures and bulbs outlined in this agreement. The GRANTEE has agreed to pay for additional costs of fixtures and bulbs greater than \$25,000.00 as outlined in the lighting plan. The GRANTEE has also agreed to pay for the installation of all fixtures and bulbs as outlined. Changes to the lighting plan must be approved by STC.

Special Notes:

Additional funding for installation costs incurred by the grantee can be used as matching funds towards the project.

If any issues arise regarding the fixtures or bulbs purchased through this grant, please contact the manufacturer or distributor directly.

Fixture/Bulb	Quantity	Comments
Cypress Lighting 6W Par 20 Amber LED Bulb CL-6W-P20-T	271	4 – Guard house 23 – Northern carports 218 – Balconies 12 – Ground floor ceiling 9 – Pool house 5 - extra
Visionaire VSC II, T4 Distribution, 16LC, Wall Pack, with 4-inch, 3 side front shield, Black VSC-II-T4-16LC-3-TS-UNV-WM-BK-BP	2	2- South facing parking garage
Visionaire Oceanwalk 42" H Aluminum Round Dome Top Amber LED Bollard, Black OWK-1-COG-8R42-20LC-3-TS-UNV-AB-BK	15	6 – Parking lot 9 – Pool area
Justice Design 8.5" H Ceramic Ceiling Rectangle Flush-Mount, Black CER-6110W-CRB	230	218- Balconies 12 – Ground floor
Justice Design 9.5" H Ceramic Small Rectangle Closed Top Wall Mount, Carbon Matte Black CER-0910W-CRB	18	12- South facing hallway 2 – North service entrance 4 – South ground floor shower area
Cypress Lighting 7W A 19 Amber LED Bulb CL-7W-E26-590	21	12 – South facing hallway 2 – North service entrance 4- South ground floor shower area 3 – northwest pagoda pathway fixtures
Blue Square Amber LED Spa Fixture VLS4000-T	1	1- Spa

Blue Square Spa Adaptor Kit 400001	1	1- Spa
Blue Square Amber LED Pool Fixture VLP3030-T	3	3- Pool
Blue Square Pool Adaptor Kit 400001	3	3- Pool
Elcast TF-1304 Series 5.25" H Aluminum Integrated Amber LED Bell Step Light, Matte Black TF-1304-3WLED-A-120-MB	13	13- Pool deck