

		Contract ID	Sourcewell Contract: 041525-FNR
Opportunity Owner	Adam Sanchez	Quote Number	00090304
Payment Terms	50% deposit, 50% Net 30 from Ship Date-contingent on credit approval	Quote Name	Costa Mesa CA - Harbor Blvd Trail
		Quote Date	8/5/2026
Shipping Terms	Prices are FOB Origin	Quote Expiration Date	11/5/2026
		Est. Lead Time	Within 6 Weeks
		Ship To Name	City of Costa Mesa
		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
[Opera-3K-GEN3] [P190F-2P]HW-MC-Fixture Color: Bronze Roman POLE: 20Ft. Round Tapered Pole-Direct Burial-1-3.2 FT Arm -Arm Color: Black -Pole Color: Queens and Kings	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 Opera Fixture -Color Temp 3K -Dist. Type GEN3-Fixture Color: Bronze Roman. Power Assembly color is black. Mount: High wind and enhanced marine coating. 20Ft. Round Tapered Pole-Direct Burial-1-3.2 FT Arm -Arm Color: Black -Pole Color is Queens and Kings 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 conditions.T-PM: 5 hrs. @100% T-N (Balance of night) @40% T-AM: 2 hrs. @100%	USD 3,631.00	28.00	USD 101,668.00
GATEWAY	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 103,056.00
Programming,Pkg, Ship & Handling Est.	USD 13,095.60
Quote Total	USD 116,151.60

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.

Harbor Blvd Trail

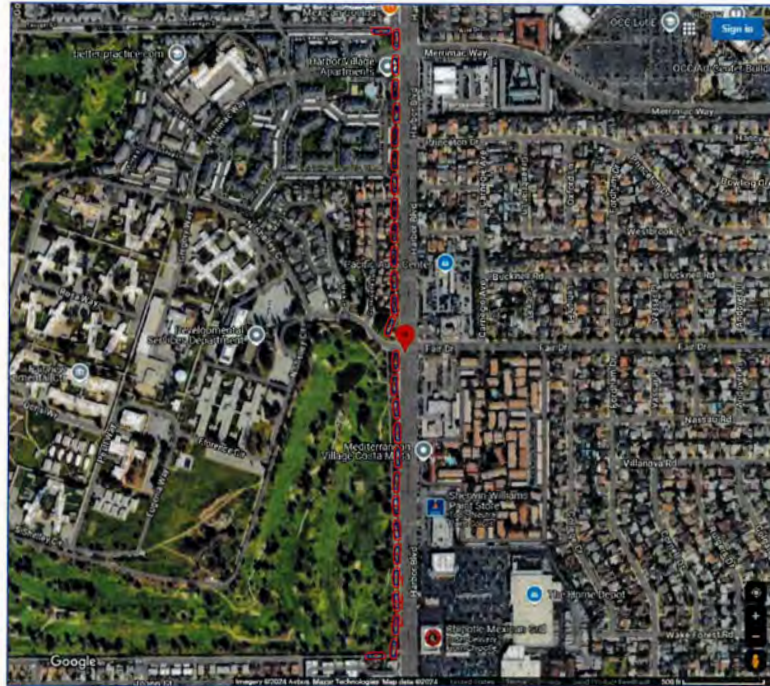


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lighting AMERICA

2224 SE Loop 820, Building C
Fort Worth, TX 76140
Phone Number: (339) 225 4530
www.fonrochesolarlighting.com

Lighting Plan Rev D
Project Number: G8344

By: Cuong Vu
cuong.vu@fonroche.us
Date: 4/20/2026



Luminaire Schedule

Symbol	Qty	Label	Arrangement	LLF	Luminaire Lumens	Luminaire Watts	Mounting Height	Arm
	26	GEN3-Opera-3K-26W	Single	0.900	5304	26	18	3.3

Calculation Summary

Label	CalcType	Units	Avg	Max	Min	Avg/Min	Max/Min
Trail	Illuminance	Fc	1.44	3.5	0.1	14.40	35.00

Design Target: 150Ft spacing.

Harbor Blvd Trail

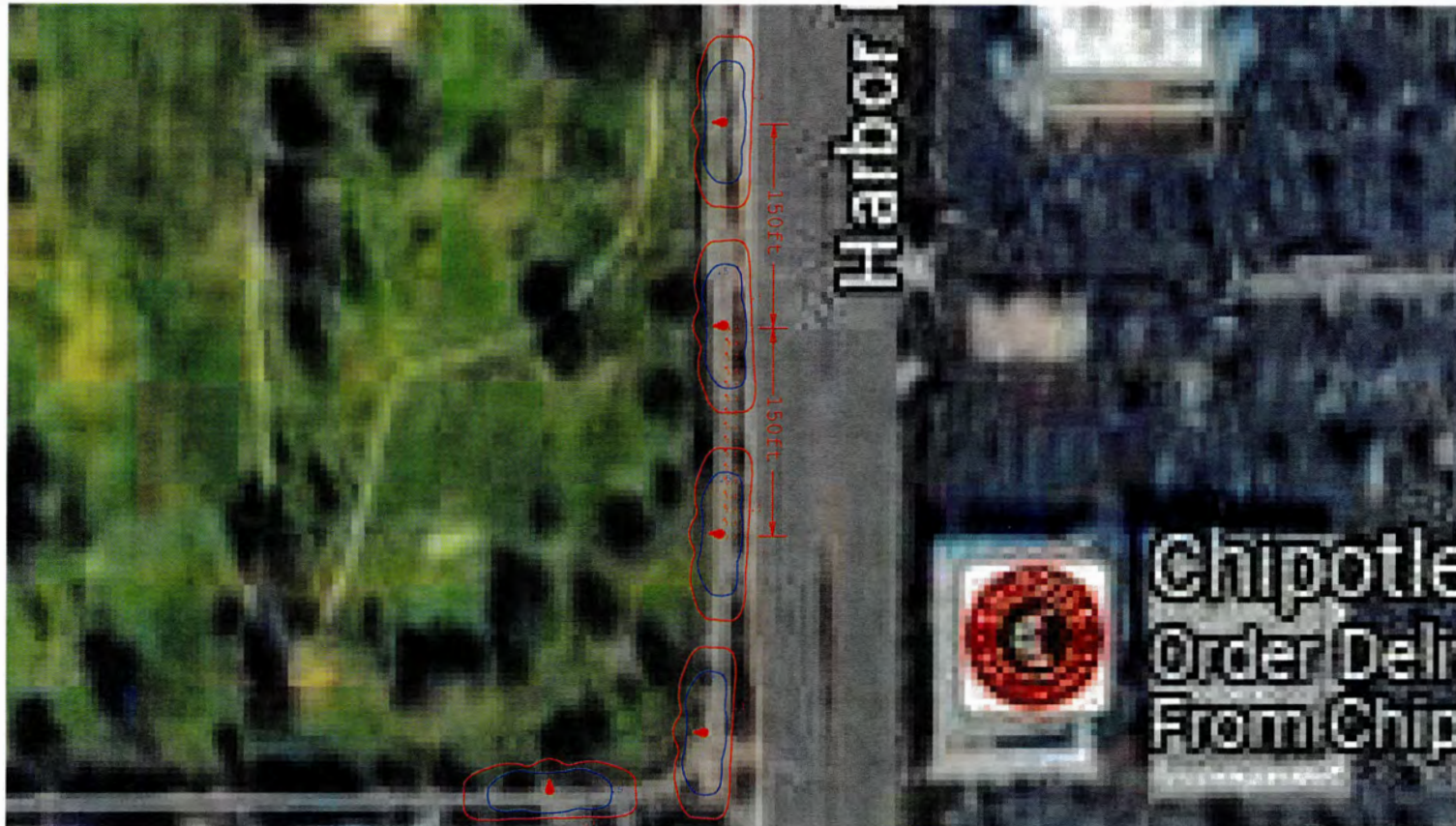


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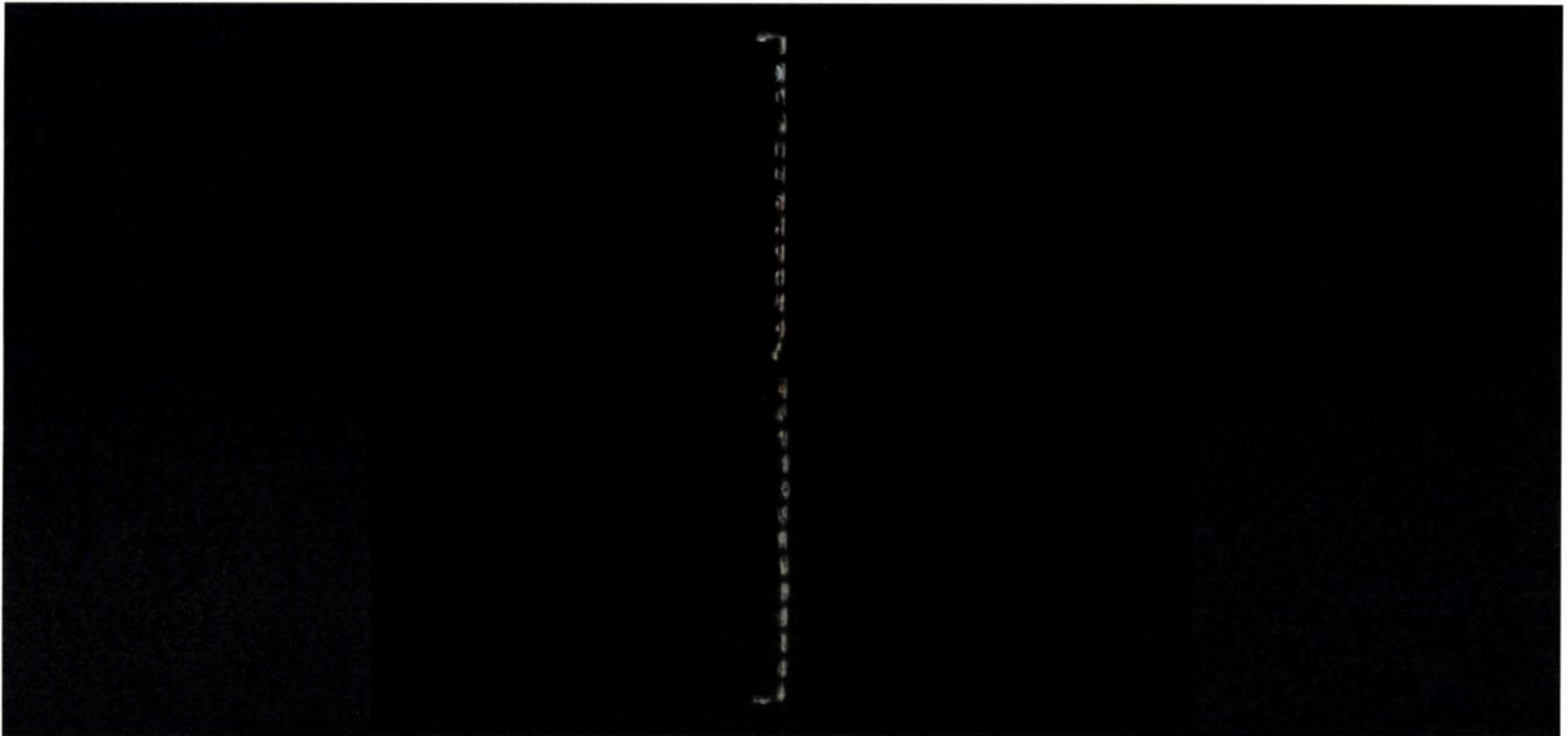


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