



**PHILADELPHIA
NAVY
YARD**



Navy Yard LED Street & Area Lighting Project

Distribution Services RFP Pre-Bid Meeting

June 8th, 2026

Save. Sustain. Light



Discussion Items

- **LED Street & Area Lighting Upgrade Project**
- **Procurement Approach**
- **RFP Highlights**
- **Vendor Submittal Worksheet**

Today's presentation and discussion of key topics is not intended to conflict with the RFP documents. The RFP is the primary source defining the manufacturer's commitment to the PIDC. Only official RFP questions and answers can provide clarifications or adjustments to RFP documents.

LED Street & Area Lighting Upgrade Project

- **Existing Lighting System**

- (845) HID and LED Decorative Streetscape Luminaires
- (192) HID and LED Cobrahead Streetlights
- (138) HID Shoebox Parking Area Lights
- (48) HID Decorative Post-Top & Pendant Park Luminaires

- **Upgrade Solutions**

- Replace all HID Luminaires with LED Equivalent Style Luminaires
- Control Alternate
 - Network Lighting Management System
 - Network Lighting Controllers with all new LED luminaires
 - Network Lighting Controllers for existing LED luminaires
 - » In some cases, a NEMA 7-pin retrofit may be required

Streetscape Lighting – Selux Saturn LED Cutoff

Existing



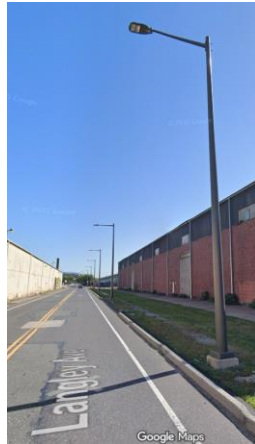
Upgrade



- Decorative Post Top Luminaire of Similar Style to Existing
- Mount on Existing Pole
- Type 5 Distribution
- 3000K Correlated Color Temperature
- No Uplight
- 9,000 – 13,000 Lumen Packages
- Black Color
- Re-Use Existing 3-1/2" Diameter Pole

Cobrahead Roadway Lighting

Existing



(77) Non-LED
(115) LED

Upgrade



- Cobrahead Style Luminaire
- Type III Roadway Distribution
- 3000K Correlated Color Temperature
- No Uplight
- 4,000 - 28,000 Lumen Packages
- Use on all road classifications
- Color to match pole/arm
- Re-Use Existing Pole & Arm

NovaCare Lot Light

Existing



Upgrade



- Cobrahead Style Luminaire with Decorative Arm
- Type IV Forward-Throw Distribution
- 3000K Correlated Color Temperature
- No Uplight
- Full Light Output
 - 29,579 Lumens @ 219 Watts
- Consider Future Dimming with Controls to Create Standard and Event Light Levels
- Bronze Color + New Bracket/Arm
- Re-Use Existing Pole

Save. Sustain. Light.

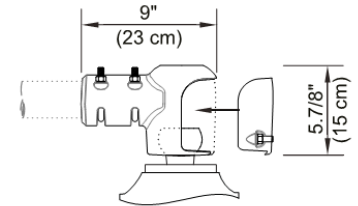
League Island Park – Path Lighting

Existing



(27) Non-LED
+ (6) New Pole/Luminaire
Locations

Upgrade



- Decorative Pendant Luminaire of Similar Style to Existing
- Type III Asymmetric Distribution
- 3000K Correlated Color Temperature
- No Uplight
- 9,000 – 13,000 Lumen Packages
- Grey Color
- New Arm; Re-Use Existing Pole

Crescent Park – Path Lighting

Existing



Upgrade

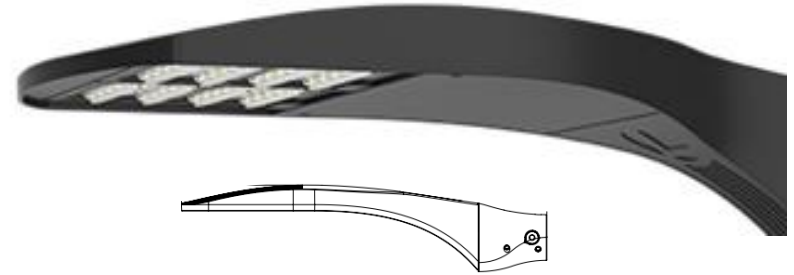


- Decorative Post Top Luminaire of Similar Style to Existing
- Type V Circular Distribution
- 3000K Correlated Color Temperature
- No Uplight
- 10,000 – 13,000 Lumen Packages
- Grey Color
- Re-Use Existing Pole

Crescent Park – Steel Trellis

Existing

Upgrade

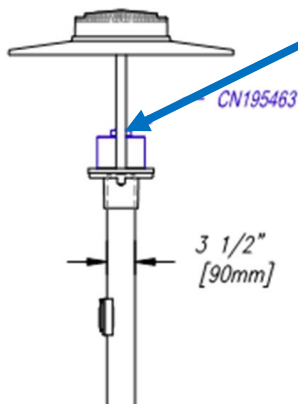
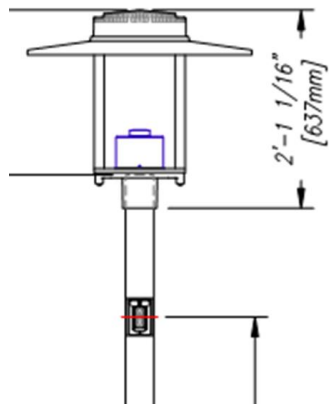


- Area Light Luminaire to Replace Existing
- Type III Asymmetric Distribution
- 3000K Correlated Color Temperature
- No Uplight
- 5,000 – 7,000 Lumen Packages
- Grey Color
- Mount to Existing Structure

Control Option



NEMA 7-Pin Receptacle with x" pigtail (installed/sealed in box, color TBD)



2.1"

CN195463

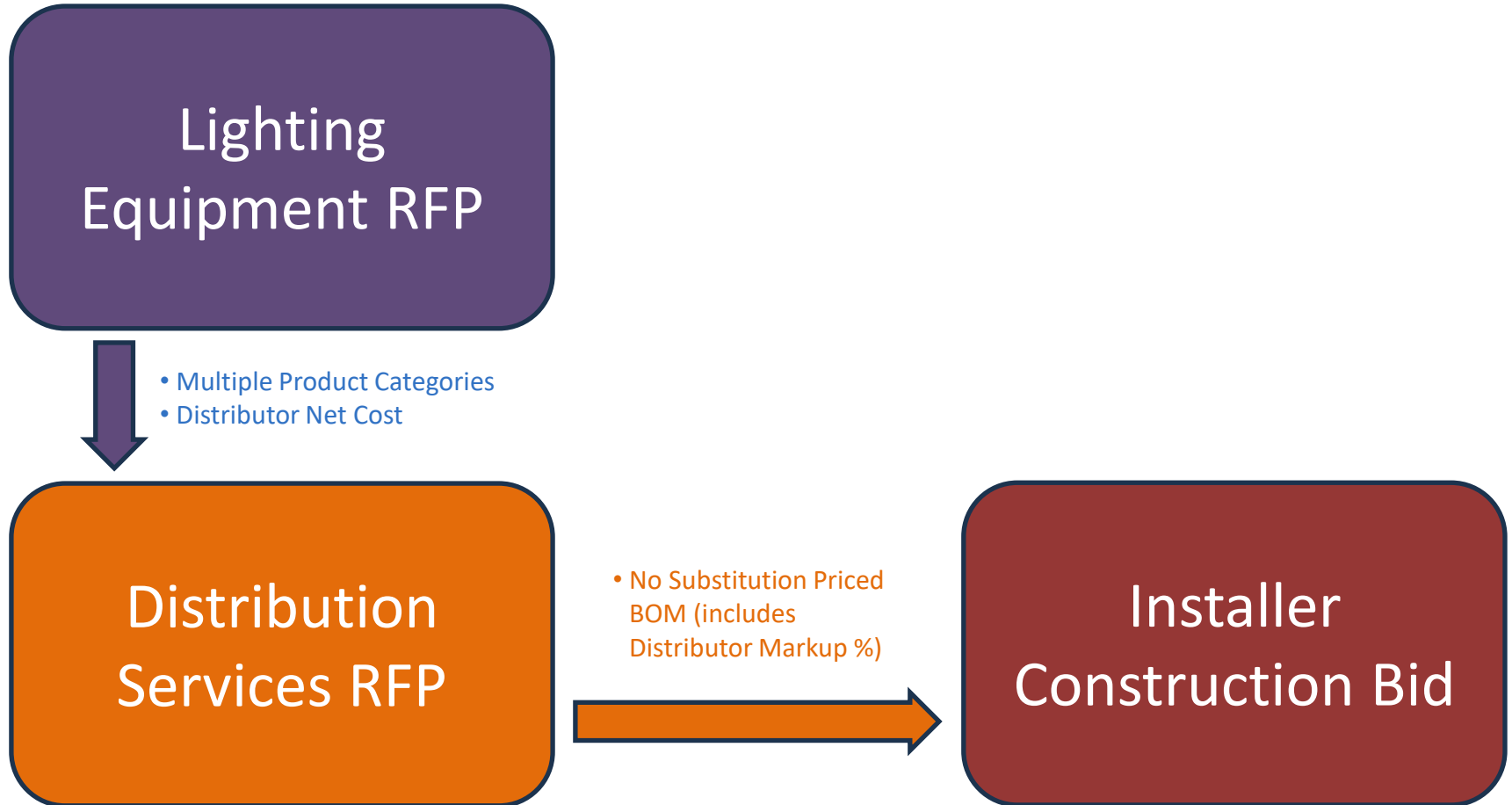


- Dimming Schedules
- Special Event Programming
- Remote Monitoring
- Fault Reporting
- Performance Optimization

Procurement Approach

- **Concurrent RFPs**
 - Lighting Equipment Solutions (Manufacturers)
 - Distribution Services (Distributors)
- **Comprehensive Evaluation (Distribution Services)**
 - Markup & Payment Terms (70%)
 - Material Management Services (10%)
 - Service and Communication Performance (10%)
 - Previous Large Lighting Order Experience and Capabilities (10%)
- **Intent to Select a Single Distribution Partner**
- **Manufacturer Distributor Net Pricing Assigned to Selected Distribution Partner for markup and inclusion in Construction Bid**

Procurement Overview



RFP Highlights

- **Timeline**

- RFP Vendor Questions Due 6/10/26 @ 4pm
- RFP Vendor Answers Available 6/15/26 @ 4pm
- RFP Vendor Proposal 6/24/26 @ 4pm
- Vendor Selections in July 2026
- Construction Bid Starts in July 2026
- Planned Construction Period 2026 Q4 through 2027, possibly extending into 2028

Timeline subject to change at PIDC discretion

- **Submittal Requirements**

- Vendor Submittal Worksheet (.xls)
- Certificate of Non-Indebtedness (signed .pdf)

- **Key Terms**

- No Commitment to Purchase Volume
- Manufacturer Pricing Assigned to Distribution Partner

Vendor Submittal Worksheet

- **Instructions**
- **General Information**
- **Pricing and Service Commitment**
 - Markup & Payment Terms
 - Material Management Services
 - Service & Communication Performance

Quick Tour of Vendor Submittal Worksheet

Next Steps

- **Fully Review RFP documents**
- **Share with Strategic Sales Teams**
 - Fully complete submittal worksheet
- **Submit Questions**

Thank You
&
Good Luck!

Registration Report	Pre-Proposal Meeting for the Navy Yard LED Street & Area Lighting Upgrade Distribution Services RFP		
	6/9/2026 9:00		
First Name	Last Name	Email	Organization
Alicia	Santiago	asantiago@pidcphila.com	PIDC
Ella	Peterson	ella.peterson@youtopian.world	Youtopian
Michael	Fuller	mfuller@keystonels.com	Keystone Lighting Solutions
Brian	Daly	briandaly@eclimited.com	Envision Consultants, Ltd.
Nicholas	Carty	nicholas.carty@graybar.com	Graybar Electric Co., Inc.
Eleanor	Dasilva	elle@northstarelectricalsupply.com	North Star Electrical Supply Company, Inc
Ty	Focht	tfocht@elecnohawkeyellc.com	Elecnor Hawkeye
Rubier	Leger	rubierleger@gmail.com	Denney Electric Supply
Amy	Ra	amy@northstarelectricalsupply.com	North Star Electrical Supply
Andrew	Franchino	andrew.franchino@coloniaelectric.com	Colonial Electric Supply
Matthew	Fenske	mfenske@denneyelectricsupply.com	Denney Electric Supply
Jackson	Kay	jackson@americanpoweresc.com	American Power Electric Supply