

# *Glassboro Public Schools*



## **MEMO**

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To: Mark Silverstein

From: Michael Sloan

Date: March 19, 2025

Re: LED Project

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Recommend that the Board approve the energy savings analysis and cost proposal from Bright Idea LED for the lighting upgrade at Thomas E. Bowe Middle School. This project represents a meaningful step toward sustainability, reducing our carbon footprint and promoting a cleaner, greener learning environment for our students and staff. By making this upgrade, we are not only protecting our budget but also doing our part to contribute to a more energy-efficient and environmentally responsible school district. This is a zero-cost project for the district.



1000 Delsea Drive  
 Building I Suite 3  
 Westville, NJ 08093  
 800-680-6533  
 www.BrightIdeaLED.com

# Proposal

Valid for 30 Days

**Date:** February 13, 2025

**Sales Rep:** P. Wexler

### Customer

Glassboro BOE  
 560 Joseph L. Bowe Blvd.  
 Glassboro, NJ 8028  
  
 856-881-0123

### Project Location

Thomas E. Bowe Middle School  
 7 Ruth Mancuso Lane  
 Glassboro, NJ 08028  
  
 FOB: Westville, NJ

Qty	Product #	Description	Price	Total	Expected Rebate	Cost After Rebate
715	LB-2X4-HWS-D	LED Selectable High Wattage 2ft x 4ft Dimmable Low Bay	101.00	\$72,215.00	\$100	\$1
73	LB-2X2-5WS-D	LED Tunable Wattage 2ft x 2ft Dimmable Low Bay	101.00	\$7,373.00	\$100	\$1
21	PF-1X4-40W-D	40 Watt LED 1ft x 4ft Dimmable Panel	51.00	\$1,071.00	\$50	\$1
5	LB-4FT-SF-WS-CCT	Wattage Selectable (25W-30W-40W) 4ft Strip Low Bay	101.00	\$505.00	\$100	\$1
38	SL-PT-3R-WS-W	Wattage Selectable (75W-100W-150W) LED Circular Post Top Light with 3 Rods - White	351.00	\$13,338.00	\$350	\$1
13	WP-DP-18W	18 Watt LED Wall Pack with Photo Cell	51.00	\$663.00	\$50	\$1

**Est. Production\*: 1 - 3 Weeks**

\*parking lot lamp production 10-12 weeks

Subtotal	\$95,165.00
NJ 6.625% Sales Tax	EXEMPT
Referral Discount	\$865.00
Estimated Rebate	\$94,300.00
<b>FINAL PRICE</b>	<b>\$0.00</b>







Seller's Suggested Terms
Cash on Delivery. Due within 10 Days or Late Fees may apply.

Executed Terms

Michael Sloan, Business Administrator		02/26/2025
Print	Title	Signature
		Date

Confirmation of the quantity, operating voltage and CCT (correlated color temperature) is the responsibility of the client.  
 All LED lighting is AC100-277V unless otherwise noted.  
 All orders through Bright Idea LED, Inc. are subject to Terms of Sale.

LED Lighting Solutions Exclusively for:  
Glassboro BOE

	Model Number	Wattage	Lumens	CCT	Base	Input	Size	Qty
	LB-2X4-HWS-D	20W-30W- 40W-50W- 72W	125lm/W	2700K 3500K 4000K 5000K 6000K	direct wire	AC100- 277V	2ft x 4ft x .5in (+1.5in)	715
	LB-2X2-5WS-D	15W 20W 30W 40W 50W SELECTABLE	130lm/W	3000K 3500K 4000K 5000K	direct wire	AC100- 277V	2ft x 2ft x .5in (+1.5in)	73
	PF-1X4-40W-D	40W	5000lm	3500K 4000K 5000K 5700K 6500K	direct wire	AC100- 277V	1ft x 4ft x .5in (+1.5in)	21
	LB-4FT-SF-WS- CCTT	25W 30W 40W	150lm/W	3500K 4000K 5000K	direct wire suspension or surface mount	AC100- 277V	48 x 3.3 x 3.3in	5
	SL-PT-3R-WS-W	75W 100W 150W	140lm/W	3000K 4000K 5000K	direct wire	AC100- 277V	φ17.7 x 25.6in (ID: 3in)	38
	WP-DP-18W	18W	2160lm	5000K	direct wire	AC100- 277V	8.3 x 5.5 3.5in	13



Due to common technological advances in LED lighting, specs subject to change without notice.



**INFORMATION NEEDED FOR A.C. ELECTRIC REBATE**

Technical/Facility Contact

Full Name & Title: Miguel Olivo, Facilities Director  
(Person onsite to be contacted in the event of an inspection.)

Phone Number: 917-576-7496

Email: molivo@gpsd.us

Business Contact

Full Name & Title: Michael Sloan, Business Administrator  
(Decision maker who authorized project and is knowledgeable of the benefits of the AC Electric Program. May be contacted by ACE for a brief survey.)

Phone Number: 856-652-2700 x6201

Email: msloan@gpsd.us

Billing/ HQ Address: 560 Joseph Bowe Blvd. Glassboro, NJ 08028  
(Address where invoices from Bright Idea LED should be mailed to)

Project Location: Thomas E. Bowe Middle School - 7 Mancuso Lane, Glassboro, NJ 08028  
(Location where LED lighting will be installed)

Type of Building: School  
(industrial, hospital, municipality, school, office, retail, state, etc.)

Size of Building (sq. ft.): 77,600 Number of Floors: 1

Annual Operating Hours: 7:45am - 2:30pm Year Built: 1972

Building Ownership: \_\_\_\_\_  
(owned or leased)

A.C. Electric Account #: 5500-3575-705

HVAC Type of Building: Electric cooling / Gas heat  
(e.g. electric cooling & gas heat, electric cooling & oil heat, etc.)

Water Heating Type: tank water heater

**DOCUMENTS NEEDED FOR REBATE**

- Copy of recent electric bill (ALL pages).
- Federal W9 form completed and signed.
- Completed and signed Customer Acknowledgment
- Signed Rebate As Payment Agreement (if applicable)

PLEASE SUBMIT THE ABOVE INFORMATION & DOCUMENTS  
TO YOUR BRIGHT IDEA LED REPRESENTATIVE,  
BY FAX: 856-349-2428  
OR EMAIL: REBATES@BRIGHTIDEALED.COM

## Client Acknowledgement/Letter of Authorization

### APPLICANT ACKNOWLEDGEMENT

1. I am an authorized representative of Glassboro Public Schools/Board of Education  
Applicant Company, full legal name
2. I hereby authorize Bright Idea LED to prepare and submit an application and related documents to the AC Electric Energy Efficiency Commercial & Industrial Program on behalf of my company, with the understanding that such authorization may be revoked only by providing at least three (3) days written notice.

### THIRD PARTY AUTHORIZATION

I authorize payment of the incentive to:

Bright Idea LED  
1000 Delsea Drive  
Building I Suite 3  
Westville, NJ 08093

### APPLICANT SIGNATURE

Michael Sloan  
Authorized Representative (please print)

Business Administrator  
Title

Glassboro Public Schools  
Company Name

02/26/2025  
Date

  
Signature

# Request for Taxpayer Identification Number and Certification

**Give Form to the  
 requester. Do not  
 send to the IRS.**

▶ Go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9) for instructions and the latest information.

Print or type. See Specific Instructions on page 3.	<p><b>1</b> Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.  <span style="font-size: 1.2em; font-weight: bold;">Glassboro Board of Education</span></p>	
	<p><b>2</b> Business name/disregarded entity name, if different from above</p>	
	<p><b>3</b> Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only <b>one</b> of the following seven boxes.</p> <p> <input type="checkbox"/> Individual/sole proprietor or single-member LLC                     <input type="checkbox"/> C Corporation                     <input type="checkbox"/> S Corporation                     <input type="checkbox"/> Partnership                     <input type="checkbox"/> Trust/estate  <input type="checkbox"/> Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ▶ _____  <b>Note:</b> Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is <b>not</b> disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.  <input type="checkbox"/> Other (see instructions) ▶ _____             </p>	<p><b>4</b> Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):</p> <p>Exempt payee code (if any) _____</p> <p>Exemption from FATCA reporting code (if any) _____</p> <p><small>(Applies to accounts maintained outside the U.S.)</small></p>
	<p><b>5</b> Address (number, street, and apt. or suite no.) See instructions.  <span style="font-size: 1.2em; font-weight: bold;">560 Joseph Bowe Blvd</span></p>	<p>Requester's name and address (optional)</p>
	<p><b>6</b> City, state, and ZIP code  <span style="font-size: 1.2em; font-weight: bold;">Glassboro, NJ 08028</span></p>	
	<p><b>7</b> List account number(s) here (optional)</p>	

## Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

**Note:** If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number										
or										
Employer identification number										
2	1		-	6	0	0	0	1	9	5

## Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

**Certification instructions.** You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

<b>Sign Here</b>	<p>Signature of U.S. person ▶ </p>	<p>Date ▶ 2024-2025 School Year</p>
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## General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

**Future developments.** For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9).

## Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)

- Form 1099-DIV (dividends, including those from stocks or mutual funds)
  - Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
  - Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
  - Form 1099-S (proceeds from real estate transactions)
  - Form 1099-K (merchant card and third party network transactions)
  - Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
  - Form 1099-C (canceled debt)
  - Form 1099-A (acquisition or abandonment of secured property)
- Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.
- If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, later.*

February 24, 2025

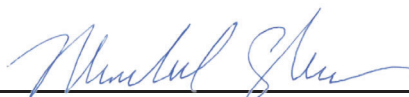
Glassboro BOE  
560 Joseph L. Bowe Blvd.  
Glassboro, NJ 8028

Thank you for choosing Bright Idea LED as your lighting supplier. One of the services we provide to all of our clients is to complete and submit the incentive application for any/all eligible products. For our promotion, we will receive the incentive offered through Atlantic City Electric as partial payment for the LED products. AC Electric requires the applicant's involvement throughout the process from application submittal to check delivered to ensure a positive applicant journey or develop information for evaluation and potential revision. In order to provide you with this benefit we will need assurance of your full and prompt cooperation to obtain the incentive payment. This cooperation includes (though may not be limited to) the following:

- 1) Information and documents required for the application. This is company and contact information, a copy of a recent AC Electric bill (ALL PAGES) for each meter where the new LED lights will be installed, a completed and signed Customer Acknowledgement and Federal W9. Please see document "Info & Docs Needed for Rebate" to be completed and returned to Bright Idea LED.
- 2) When the Prescriptive Lighting application is submitted, an automated email will be sent to the listed contact that will need to review, sign, and return as requested in the email.
- 3) When the application is approved, AC Electric will email the listed contact to accept the incentive reservation. Please check the acceptance option, sign and return as requested in the email.
- 4) The administrators of the AC Electric Commercial Rebate Program reserve the right to pre-approval and post-installation inspections of your facility. If your facility is selected for an inspection or inspections, scheduling and access on your part is necessary.
- 5) Time is of the Essence. Installation of LED products will begin upon delivery and will be completed within 30 days. Bright Idea LED will be promptly notified upon completion of installation.
- 6) When the installation is completed, a copy of your paid itemized invoice for the labor of the installation will be needed for final submission. If the installation is done 'in house', a signed letter (on your company letterhead) stating that you completed the installation yourself is needed in lieu of a paid invoice. Installation documents should include a description of the products, quantity, and date(s) of installation.
- 7) Bright Idea LED will provide the required final documents to be signed and transposed onto your company letterhead.

An Atlantic City Electric Prescriptive Lighting Application will be submitted for \$87500. If, for any reason beyond the control of Bright Idea LED, the payment from AC Electric is not received, you will be responsible for the payment of this amount.

Please sign below to agree to these provisions:

  
\_\_\_\_\_  
Signature02/26/2025  
\_\_\_\_\_  
Date**Michael Sloan, Business Administrator**  
\_\_\_\_\_  
Print Name & Title