

November 14, 2017
Request for Proposals
Crystal City Water Park Ambiance Lighting Projects

The Crystal City Business Improvement District (BID) is seeking a lighting design/installation firm/team to design and install an artistic LED lighting project in the trees of the Crystal City Water Park. The goal of the project is to create a unique experience within Crystal City's signature open space.

Background:

The Crystal City Water Park, also referred to as the Fountain, is one of Crystal City's most well-known open spaces. A cascading waterfall and fountain, a newly renovated Kiosk housing rotating artisanal food vendors, and hammocks and movable chairs are the space's dominating features. The Crystal City BID also strategically programs the space with several events, most notably a pop-up beer and wine garden every Friday during the late spring through mid-fall.

In 2015, the Crystal City BID began exploring the addition of artistic tree lighting to the space's mature tree canopy to add visual interest to the space, enhance the ambiance at night, and create a whimsical experience for visitors. A pilot installation of approximately 94 programmable, 3' clear RGB LED light tubes on 9 of the trees was completed in the fall of 2016 in partnership with the private property owner.

Given the success and the positive reception of the pilot, the Crystal City BID is seeking to expand (or replace with an updated system) the pilot throughout the Water Park to include as many of the existing 36 trees as possible (approximately 9 trees may be too small to support lights at this time).

Project Requirements:

- Project must utilize RGB LED light tubes that are approximately 3-feet in length
- Lights must be programmable to produce unified colors and themes, must be dimmable, and must include timers and/or photo sensors to maximize energy efficiency and life of the lights
- Lighting programs must be easy to interchange (i.e., without a need for ladders or lifts) and capable of being adjusted remotely either via Internet or through Bluetooth, wifi or similar technologies
- All equipment and materials must be warrantied for a period of at least one (1) year
- All components must be wired neatly and strategically, and all equipment located within the tree canopy must be camouflaged to minimize the visual impact
- Power consumption estimates must be included in the proposal.
- Submission must include proposal for monthly maintenance services that include:
 - General inspection of project elements
 - Adjustment of any wires/tubes to accommodate healthy tree growth
 - Relocation of any light tubes as needed due to damaged or lost branches
- Implementation must be by mid-to late spring 2018, preferably by the first week of April.

Responding to this Request for Proposals:

Please send a proposal that includes the following:

- **Firm Summary:** A description of the firm (and any subs) including qualifications, capabilities, and a list of relevant projects with applicable client references and contact information.
- **Project Approach & Schedule:** Summarize the general project approach and an outline of the intended schedule. Include information on sourcing of the lighting and technology elements.

- **Price:** An itemized, fixed-cost budget that breaks out design, equipment, and installation costs and a separate, monthly maintenance service.
- **Submission Format:** Responses shall be submitted as a single PDF file via email, drop box or similar file sharing means to Robert Mandle, Chief Operating Officer, at rmandle@crystalcity.org.
- **Due Date:** 5:00pm on Monday, December 18th, 2017

Point of Contact:

Direct all inquiries and correspondence to the project manager at the following address:

Crystal City Business Improvement District

Attn: Robert Mandle

2001 Jefferson Davis Highway, Suite 505

Arlington, VA 22202

703-412-9430

rmandle@crystalcity.org

