Town Council Agenda Report

Date: December 8, 2020   Item No. 16

To: Honorable Mayor and Town Council

Subject: THAT COUNCIL RATIFY THE PURCHASE OF PROFESSIONAL
                     AUDIO/VISUAL AND INSTALLATION SERVICES FOR THE TOWN
                     COUNCIL CHAMBERS, CONFERENCE CENTER, AND CIVIC
                     CENTER CONFERENCE ROOMS

From: Douglas Robertson, Town Manager

Submitted by: Brandon Cales, Innovation and Technology Officer
                     Department of Innovation and Technology

Budgeted Item: ☐ Yes ☐ No ☒ N/A

RECOMMENDED ACTION

That Council ratify the purchase for Phase 2 of the Council Chambers and Conference Center Audio/Visual Upgrade Project and implementation services to Matrix Audio Visual Designs, Inc., not-to-exceed the amount of $550,000.00, and authorize the Town Manager or designee to execute appropriate agreements and documentation.

BACKGROUND

On March 21, 2020, the Town Manager issued Proclamation No. 2020-01 proclaiming the existence of a local emergency relating to the worldwide spread of respiratory illness due to the novel coronavirus known as COVID-19. On March 24, 2020, the Town Council adopted Resolution No. 2020-10, ratifying Proclamation No. 2020-01 and declaring a local emergency.

Since March 2020, as Town meetings continued to be closed to the public physically, the need for a sufficient and quality audio/visual system was imperative. With the Council Chamber's existing audio/visual system being implemented nearly 10 years ago (only a few minor updates since), the reliability, performance and abilities continue to degrade and become unsupported. In addition, the audio/visual systems throughout all Town facilities have limited compatibility with current technologies and the demand for such during the COVID-19 emergency and what will become the 'new norm' as the Town moves forward.

As with nearly every other agency around the world, technology came to the forefront of operations. The Department of Innovation and Technology (IT) began supporting a remote workforce, in addition to adapting other Town operations that typically required a physical presence. IT deployed approximately 25 laptops to staff with remote access to Town resources for telecommuting purposes; implemented online payments for additional Town systems such as Permits and Code Enforcement; developed an online Community Access geographic information system (GIS) with locations of 'open' businesses and further implemented remote communication tools such as Zoom and Microsoft Teams.

In July 2020, the aging audio/visual system experienced technical issues which contributed to loud noises and poor audio quality for public callers during a Town Council Meeting. Although the entire audio/visual system needed replacement, the Town Manager provided direction to IT for the immediate upgrade of the audio components as Phase I of the overall project. IT worked with Matrix Audio Visual Designs, Inc. to perform the needed improvements, and at its August 25, 2020 meeting, the new functionality was successfully used. The Town Council also voted to continue to operate meetings as Closed Meeting, Streamed for public with opportunity to participate.

With Town Meetings continuing to require public viewing over the Town's Public, Education, and Governmental Channel (PEG) or web streaming through the Town's website, further upgrades are necessary to ensure the highest quality video and audio is available. This purchase will allow IT to proceed with Phase 2 of the Council Chambers and Conference Center audio/visual upgrade. The upgrade provides necessary enhancements to the video portion of the system in Council Chambers, improving the meeting broadcast, webcast/web stream, and overall presentation quality for the public - in addition to furthering audio improvements and control. System upgrades to the Conference Center will allow the Town to conduct joint meetings/workshops with higher quality audio and video capabilities that will be available for broadcasting/webcasting. Improvements to Conference Rooms in Town Hall and the Development Services Building will provide teleconference and videoconference capabilities within each conference room, enabling Town Staff to conduct appropriately safe meetings during the pandemic and beyond. These capabilities will allow staff and other meeting attendees to practice social distancing across multiple rooms while participating in the same meeting content. Two (2) years of maintenance and support is included in this purchase which will provide additional stability ensuring the system remains fully operational.

This purchase follows the "piggyback" purchasing process, in accordance with the Town's Municipal Code section 3.12.270(10), whereby the Town can contract for the purchase of supplies, equipment or services with other governmental jurisdictions or public agencies who made the same such purchases through legal, competitively awarded contracts. Town staff considered the recent purchases of the cities of Hungtington Beach, Montclair, and Rancho Santa Margarita to make its decision. "Piggyback" purchases are not limited to $50,000 as are open market or informal bids.

FISCAL IMPACT

This purchase will be funded in combination from the Town's PEG Channel Fund (50%) and the CARES Act Coronavirus Relief Fund (CRF) for CITIES and TOWNS (50%), with a 1:1 match as required. The CRF is a new funding program provided by San Bernardino County (SBC) for infrastructure projects After a complete review of the Town's application for this project, the County of San Bernardino Board of Supervisors has approved funding as provided under the CARES Act Spending Plan approved by the Board of Supervisors. There is no impact to the General Fund.

ATTACHMENTS

A. Quote

MATRIX
AUDIO
VISUAL
DESIGNS

PROJECT SITE: Town of Apple Valley
Council Chambers and Conference Center AV Upgrade
Brandon Cales

14975 Dale Evans Pkwy
Apple Valley, CA 93207

SUBMITTED TO: Brandon Cales
Town of Apple Valley
14975 Dale Evans Pkwy
Apple Valley, CA 93207

SUBMITTED BY: Hovik Mirzakhanian
Matrix Audio Visual Designs, Inc.
2525 W. Burbank Blvd.
Burbank, CA 91505
Tel: 888 883-4836
Fax: 818 841-4707

INTELLECTUAL PROPERTY NOTICE: *The drawings, specifications, concepts, designs and arrangements thereby are and shall remain a tangible property of Matrix Audio Visual Designs, Inc. and no part thereof shall be copied, disclosed to others or used in connection with any work, project, bid other than the specific project for which they have been prepared and developed for, without the written consent of Matrix Audio Visual Designs, Inc.*

Visual contact with these drawings or specifications shall constitute conclusive evidence of acceptance of these restrictions.

Project #:	P000623
Proposal Date:	*11/10/2020*
Proposal Valid Through:	*1/9/2021*
Cage Code:	1MTM3
DUNS :	087298811
TIN:	95-4748016
Contractors License #:	765990

Project #: P000623
Project Name: Council Chambers and Conference Center AV Upgrade
Client Name: Town of Apple Valley
Client Contact: Brandon Cales

M A T R I X
A U D I O
V I S U A L
D E S I G N S

COMPLETE SYSTEM COST

Council Chambers - Video Distribution, additional audio and controls system	$	101,263.93
Council Chambers - Video Production System	$	66,128.66
Council Chambers - Audio (Wireless Microphones and Assitive Listening System)	$	7,578.68
Council Chambers - Closed Session Conference Room	$	17,845.79
Town Hall - Conference Room A	$	22,936.80
Conference Center - Audio Video and Control System	$	116,723.41
Conference Center - Mobile Wireless station	$	37,354.38
Conference Center - Conference Room A153 & Lobby	$	31,111.15
Conference Center - A150, A151, and A152	$	51,560.03
Sub Total:	$	452,502.84
One day training and documentation inlcuded	$	-
Standard one year warranty included	$	-
Performance Bond - Not Included	$	-
Waiver of Subrogation - Not Included	$	-
Certified Payroll Processing - Not included	$	-
First year preventative maintenance / Silver Service Agreement	$	17,191.52

Optional Gold level - Two year service agreement - Includes parts only: $ 55,872.45
Optional Platinum level - Two year service agreement - Includes parts and labor: $ 79,510.80

Total System Cost: $ 469,694.36

CERTIFIED Crestron Programmer · DMC-E DIGITAL MEDIA CERTIFIED ENGINEER · DMC-D DIGITAL MEDIA CERTIFIED DESIGNER · CTS-D InfoComm · CTS-I InfoComm · infoComm Diamond Certified Solutions Provider

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Council Chambers - Video Distribution, additional audio and controls system

Project #: P000623
Project Name: Council Chambers and Conference Center AV Upgrade
Room Name: Council Chambers - Video Distribution, additional audio and controls system
Client Name: Town of Apple Valley
Client Contact: Brandon Cales

MATRIX
AUDIO
VISUAL
DESIGNS

Item	Qty	Description	UoM	Tax	Price	Extended
1		**Video System - Encoders for Sources**	EA	Y	$ -	$ -
2	5.00	Network Encoder - Town Clerk, Town Mayor, Town Manager, Rack PC and Network Player	EA	Y	$ 1,380.00	$ 6,900.00
3	2.00	Network Encoder - Staff Desk Left and Right	EA	Y	$ 1,380.00	$ 2,760.00
4	1.00	Network Encoder - Document camera and cable settop box	EA	Y	$ 1,380.00	$ 1,380.00
5	1.00	Network Encoder - Lectern on the left side.	EA	Y	$ 1,380.00	$ 1,380.00
6	8.00	1.25G SFP-T, 1000BASE-T Copper SFP, SFP to RJ45 SFP	EA	Y	$ 29.23	$ 233.84
7	1.00	Expander	EA	Y	$ 805.00	$ 805.00
8	1.00	H.265; True 4K; dual video decode; advanced HTML5 player	EA	Y	$ 354.07	$ 354.07
9			EA	Y	$ -	$ -
10		**Video System - Decoders for Destinations**	EA	Y	$ -	$ -
11	3.00	Network Decoder - Main display, side disp 1 and side disp 2	EA	Y	$ 747.50	$ 2,242.50
12	1.00	Network Decoder - For the dais monitors	EA	Y	$ 1,035.00	$ 1,035.00
13	2.00	Network Decoder - For the staff tables	EA	Y	$ 747.50	$ 1,495.00
14			EA	Y	$ -	$ -
15		**Video System - Dais monitors and distribution**	EA	Y	$ -	$ -
16	1.00	1:4 HDMI® Distribution Amplifier w/4K60 4:4:4 & HDR Support	EA	Y	$ 316.25	$ 316.25
17	2.00	4x4 HDMI 4K/60 Matrix Switcher	EA	Y	$ 447.75	$ 895.50
18	3.00	24" Touch Screen Monitor - 1920 X 1080 - Owner Furnished Equipment	EA	Y	$ -	$ -
19	6.00	24" Monitor - 1920 X 1080 - Owner Furnished Equipment	EA	Y	$ -	$ -
20	9.00	Articulating single monitor mount	EA	Y	$ 42.53	$ 382.77
21			EA	Y	$ -	$ -
22		**Display system**	EA	Y	$ -	$ -
23	1.00	98" Commercial 4K UHD LED LCD Display Wi-Fi Bluetooth CEC compatibility	EA	Y	$ 7,706.18	$ 7,706.18
24	1.00	Heavy Duty Flat Panel Wall Mount	EA	Y	$ 612.23	$ 612.23
25	1.00	Edge-Lit 4K UHD LED Display for Business	EA	Y	$ 2,015.46	$ 2,015.46
26	1.00	Large THINSTALL Dual Swing Arm Wall Display Mount	EA	Y	$ 371.01	$ 371.01
27	1.00	Universal Flat Panel Mount Hardware kit	EA	Y	$ 8.52	$ 8.52
28	3.00	Electronic waste recycling fee for 35" displays and larger	EA	N	$ 6.00	$ 18.00
29			EA	Y	$ -	$ -
30			EA	Y	$ -	$ -

Equipment Subtotal: $ -
Labor Subtotal: $ -
Miscellaneous: $ -
Sales Tax: $ -

Total Room/Option Cost: $ -

Town of Apple Valley - P000623 - R4.0 Phase 2 w Conference Center.xlsx

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Project #: P000623
Project Name: Council Chambers and Conference Center AV Upgrade
Room Name: Council Chambers - Video Distribution, additional audio and controls system
Client Name: Town of Apple Valley
Client Contact: Brandon Cales

MATRIX
AUDIO
VISUAL
DESIGNS

Item	Qty	Description	Unit	Tax	Price	Extended
31		**Control System**	EA	Y	$ -	$ -
32	1.00	Existing processor - Repurpose the processor	EA	Y	$ -	$ -
33	2.00	5" Touch Screen, Black	EA	Y	$ 575.00	$ 1,150.00
34	2.00	Tabletop Kit for TSW-560, Black Smooth	EA	Y	$ 86.25	$ 172.50
35	2.00	PoE Injector	EA	Y	$ 40.25	$ 80.50
36	5.00	SFP to copper converters	EA	Y	$ 40.25	$ 201.25
37	1.00	DM XiO Director™ Virtual Switching Appliance for 80 Endpoints	EA	Y	$ 2,875.00	$ 2,875.00
38	3.00	Digital Graphics Engine 100	EA	Y	$ 1,150.00	$ 3,450.00
39	1.00	WattBox® IP UPS Kit - 12 Controllable Outlets	1500 VA	EA	Y	$ 1,246.18	$ 1,246.18
40	3.00	Touch screen kit. Includes: (1) Apple iPad 10.2 (1) iPort base station (1) iPort case for iPad	EA	Y	$ 2,270.10	$ 6,810.30
41			EA	Y	$ -	$ -
42		**Council Chambers Cabling**	EA	Y	$ -	$ -
43	1000.00	CAT6 Shielded Plenum Blue Cable	EA	Y	$ 0.53	$ 530.00
44	500.00	22 AWG cable	EA	Y	$ 0.23	$ 115.00
45	250.00	18 AWG Plenum rated cable	EA	Y	$ 0.16	$ 40.00
46	1.00	48 Port patch panel with keystone jacks	EA	Y	$ 431.25	$ 431.25
47			EA	Y	$ -	$ -
48		**Optional video projector**	EA	Y	$ -	$ -
49	1.00	White 1-DLP; Solid State Laser HD 1920x1200; 6000lm ISO	EA	Y	$ 2,878.59	$ 2,878.59
50		Projection distance: Min. 10.59' - 17.11'	EA	Y	$ -	$ -
51	1.00	Universal projector mount White	EA	Y	$ 173.05	$ 173.05
52	1.00	3" Fixed Extension Column - white	EA	Y	$ 7.93	$ 7.93
53	1.00	8" (203 mm) Ceiling Plate	EA	Y	$ 44.57	$ 44.57
54	1.00	Network Decoder - For the staff tables	EA	Y	$ 747.50	$ 747.50
55			EA	Y	$ -	$ -
56		**Touch screen for council members**	EA	Y	$ -	$ -
57	7.00	5" Touch Screen, Portrait, Black Smooth	EA	Y	$ 517.50	$ 3,622.50
58			EA	Y	$ -	$ -
59		**Occupancy Sensor**	EA	Y	$ -	$ -
60	2.00	Dual-Technology Occupancy Sensor, PoE, 2,000 Sq Ft	EA	Y	$ 300.00	$ 600.00

Equipment Subtotal: $ -
Labor Subtotal: $ -
Miscellaneous: $ -
Sales Tax: $ -

Total Room/Option Cost: $ -

Town of Apple Valley - P000623 - R4.0 Phase 2 w Conference Center.xlsx

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Council Meeting Date: December 08, 2020

16-8

Project #: P000623
Project Name: Council Chambers and Conference Center AV Upgrade
Room Name: Council Chambers - Video Distribution, additional audio and controls system
Client Name: Town of Apple Valley
Client Contact: Brandon Cales

MATRIX
AUDIO
VISUAL
DESIGNS

Item	Qty	Description	Unit	Tax	Price		Extended	
61			EA	Y	$	-	$	-
62		**Council Chambers Demo and Prep**	EA	Y	$	-	$	-
63	1.00	Includes demo of the rack, removal of old cables and prep	EA	Y	$	-	$	-
64			EA	Y	$	-	$	-
65			EA	Y	$	-	$	-
66			EA	Y	$	-	$	-
67			EA	Y	$	-	$	-
68			EA	Y	$	-	$	-
69			EA	Y	$	-	$	-
70			EA	Y	$	-	$	-
71			EA	Y	$	-	$	-
72			EA	Y	$	-	$	-
73			EA	Y	$	-	$	-
74			EA	Y	$	-	$	-
75			EA	Y	$	-	$	-
76			EA	Y	$	-	$	-
77			EA	Y	$	-	$	-
78			EA	Y	$	-	$	-
79			EA	Y	$	-	$	-
80			EA	Y	$	-	$	-
81			EA	Y	$	-	$	-
82			EA	Y	$	-	$	-
83			EA	Y	$	-	$	-
84			EA	Y	$	-	$	-
85			EA	Y	$	-	$	-
86			EA	Y	$	-	$	-
87			EA	Y	$	-	$	-
88			EA	Y	$	-	$	-
89			EA	Y	$	-	$	-
90			EA	Y	$	-	$	-

Equipment Subtotal: $	56,087.45
Labor Subtotal: $	38,413.73
Miscellaneous: $	2,243.50
Sales Tax: $	4,519.25
Total Room/Option Cost: $	**101,263.93**

Council Chambers - Video Production System

Project #: P000623
Project Name: Council Chambers and Conference Center AV Upgrade
Room Name: Council Chambers - Video Production System
Client Name: Town of Apple Valley
Client Contact: Brandon Cales

MATRIX
AUDIO
VISUAL
DESIGNS

Item	Qty	Description	Unit	Tax		Price		Extended
1		**Video Production Switcher**	EA	Y	$	-	$	-
2	4.00	RoboSHOT 30E OneLINK Bridge System - White	EA	Y	$	4,773.42	$	19,093.68
3	1.00	Production switcher with controller	EA	Y	$	7,990.20	$	7,990.20
4	1.00	Ceiling mounted document camera	EA	Y	$	4,309.05	$	4,309.05
5	1.00	27" Touch-Screen	EA	Y	$	1,904.40	$	1,904.40
6			EA	Y	$	-	$	-
7		**DA for distribution back to the network for retreival**	EA	Y	$	-	$	-
8	1.00	4K 1x4 HDMI Splitter 1 in 4	EA	Y	$	74.75	$	74.75
9			EA	Y	$	-	$	-
10		**HDSDI Conversion for cable comnpany**	EA	Y	$	-	$	-
11	1.00	HDMI to HD-SDI converter	EA	Y	$	166.75	$	166.75
12	1.00	SDI to Standard def composite video	EA	Y	$	224.25	$	224.25
13			EA	Y	$	-	$	-
14		**Console**	EA	Y	$	-	$	-
15	1.00	4 Bay console 22" deep with monitor mounts and loudspeaker mounts - includes delivery	EA	Y	$	6,174.35	$	6,174.35
16			EA	Y	$	-	$	-
17		**One enccoder and one decoder to send the broadcast program to the network and one to receive presentation sources**	EA	Y	$	-	$	-
18	1.00	Network Encoder	EA	Y	$	747.50	$	747.50
19	1.00	Network Decoder	EA	Y	$	1,035.00	$	1,035.00
20	1.00	4K60 4:4:4 HDR Network AV Decoder	EA	Y	$	747.50	$	747.50
21			EA	Y	$	-	$	-
22		**California Recycling fee for monitors**	EA	Y	$	-	$	-
23	1.00	Electronic Waste Recycling Fee for CEDs 15" - 34"	EA	N	$	6.00	$	6.00
24			EA	Y	$	-	$	-
25		**Cabling for cameras**	EA	Y	$	-	$	-
26	500.00	CAT6 Shielded Plenum Blue Cable	EA	Y	$	0.53	$	265.00
27			EA	Y	$	-	$	-
28		**Cabling for cameras**	EA	Y	$	-	$	-
29	1.00	2 channel mic/line input & 2 channel mic/line output expander PoE+	EA	Y	$	803.85	$	803.85
30			EA	Y	$	-	$	

Equipment Subtotal:	$ -
Labor Subtotal:	$ -
Miscellaneous:	$ -
Sales Tax:	$ -
Total Room/Option Cost:	**$ -**

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MATRIX
AUDIO
VISUAL
DESIGNS

Item	Qty	Description	Unit	Tax	Price		Extended
31		**Network Switch**	EA	Y	$	-	$ -
32	1.00	X460 G2 24P 10GE4 BASE 10/100/1000BASE-T	EA	Y	$	3,424.74	$ 3,424.74
33	1.00	AVB Feature Pack	EA	Y	$	526.35	$ 526.35
34	1.00	Summit Fan Module	EA	Y	$	184.09	$ 184.09
35	1.00	Summit 715 W Power Supply	EA	Y	$	557.56	$ 557.56
36	1.00	Power Cord	EA	Y	$	15.34	$ 15.34
37	1.00	3 Year NBD AHR	EA	Y	$	802.12	$ 802.12
38	1.00	SW & TAC 3 Year	EA	Y	$	235.29	$ 235.29
39	4.00	10GBase-SR SFP+ Transceiver, 10G 850nm MMF, up to 300 Meters	EA	Y	$	26.45	$ 105.80
40			EA	Y	$	-	$ -
41			EA	Y	$	-	$ -
42			EA	Y	$	-	$ -
43			EA	Y	$	-	$ -
44			EA	Y	$	-	$ -
45			EA	Y	$	-	$ -
46			EA	Y	$	-	$ -
47			EA	Y	$	-	$ -
48			EA	Y	$	-	$ -
49			EA	Y	$	-	$ -
50			EA	Y	$	-	$ -
51			EA	Y	$	-	$ -
52			EA	Y	$	-	$ -
53			EA	Y	$	-	$ -
54			EA	Y	$	-	$ -
55			EA	Y	$	-	$ -
56			EA	Y	$	-	$ -
57			EA	Y	$	-	$ -
58			EA	Y	$	-	$ -
59			EA	Y	$	-	$ -
60			EA	Y	$	-	$ -

Equipment Subtotal:	$	49,393.57
Labor Subtotal:	$	10,778.69
Miscellaneous:	$	1,975.74
Sales Tax:	$	3,980.66
Total Room/Option Cost:	**$**	**66,128.66**

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Council Meeting Date: December 08, 2020

16-12

Council Chambers - Audio (Wireless Microphones and Assitive Listening System)

16-13

Project #: P000623
Project Name: Council Chambers and Conference Center AV Upgrade
Room Name: Council Chambers – Audio (Wireless Microphones and Assitive Listening System)
Client Name: Town of Apple Valley
Client Contact: Brandon Cales

Item	Qty	Description	Unit	Tax	Price		Extended	
1		**Wireless Microphone System**	EA	Y	$	-	$	-
2	2.00	Vocal System, Includes handheld transmitter	EA	Y	$	918.85	$	1,837.70
3	1.00	Passive Antenna Splitter/Combiner Kit	EA	Y	$	126.50	$	126.50
4	2.00	50' UHF Remote Antenna Extension Cable, BNC-BNC	EA	Y	$	79.35	$	158.70
5	2.00	In-line Adapter	EA	Y	$	63.25	$	126.50
6	2.00	In-line Antenna Amplifier	EA	Y	$	136.85	$	273.70
7	2.00	Mounting Bracket and BNC Adapter	EA	Y	$	28.75	$	57.50
8			EA	Y	$	-	$	-
9		**Audio System - Assistive Listening System**	EA	Y	$	-	$	-
10	1.00	Stationary RF System (72 MHz) Includes the following items	EA	Y	$	1,685.64	$	1,685.64
11		Stationary RF Transmitter (72 MHz)	EA	Y	$	-	$	-
12		Universal Antenna Kit (72 MHz and 216 MHz)	EA	Y	$	-	$	-
13		Universal Rack Mounting Kit	EA	Y	$	-	$	-
14		Intelligent DSP RF Receiver (72 MHz)	EA	Y	$	-	$	-
15		Universal Ear Speaker	EA	Y	$	-	$	-
16		Intelligent Earphone/Neck Loop Lanyard	EA	Y	$	-	$	-
17		Dual RCA to Dual RCA Cable 6.6 ft. (2 m)	EA	Y	$	-	$	-
18		Intelligent 12-Unit Charging Tray	EA	Y	$	-	$	-
19		Assistive Listening Notification Signage Kit	EA	Y	$	-	$	-
20	3.00	Intelligent DSP RF Receiver (72 MHz)	EA	Y	$	133.51	$	400.53
21	3.00	Universal Ear Speaker	EA	Y	$	13.90	$	41.70
22			EA	Y	$	-	$	-
23			EA	Y	$	-	$	-
24			EA	Y	$	-	$	-
25			EA	Y	$	-	$	-
26			EA	Y	$	-	$	-
27			EA	Y	$	-	$	-
28			EA	Y	$	-	$	-
29			EA	Y	$	-	$	-
30			EA	Y	$	-	$	

Equipment Subtotal:	$ 4,708.47
Labor Subtotal:	$ 2,302.37
Miscellaneous:	$ 188.34
Sales Tax:	$ 379.50
Total Room/Option Cost:	**$ 7,578.68**

Town of Apple Valley - P000623 - R4.0 Phase 2 w Conference Center.xlsx

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Council Chambers - Closed Session Conference Room

Project #: P000623
Project Name: Council Chambers and Conference Center AV Upgrade
Room Name: Council Chambers - Closed Session Conference Room
Client Name: Town of Apple Valley
Client Contact: Brandon Cales

MATRIX
AUDIO
VISUAL
DESIGNS

Item	Qty	Description	Unit	Tax	Price	Extended
1		**Video System**	EA	Y	$ -	$ -
2	1.00	4K60 4:4:4 HDR Network AV Encoder/Decoder	EA	Y	$ 1,035.00	$ 1,035.00
3	1.00	4K60 4:4:4 HDR Network AV Encoder/Decoder with Dante® Audio	EA	Y	$ 1,380.00	$ 1,380.00
4	1.00	Projector	EA	Y	$ 934.98	$ 934.98
5	1.00	Large Fusion Micro-Adjustable Tilt Wall Mount	EA	Y	$ 206.48	$ 206.48
6			EA	Y	$ -	$ -
7			EA	Y	$ -	$ -
8		**Audio System**	EA	Y	$ -	$ -
9	1.00	Low profile Beamtracking ceiling microphone w/ PoE+ amp, white	EA	Y	$ 1,378.85	$ 1,378.85
10	1.00	Low profile expansion Beamtracking ceiling microphone, white	EA	Y	$ 718.75	$ 718.75
11			EA	Y	$ -	$ -
12		**Control System**	EA	Y	$ -	$ -
13	1.00	10.1" Touch Screen, Black Smooth	EA	Y	$ 1,380.00	$ 1,380.00
14	1.00	Tabletop Kit for TSS-10 and TSW-1060, Black Smooth	EA	Y	$ 143.75	$ 143.75
15	1.00	Dual-Technology Occupancy Sensor, PoE, 2,000 Sq Ft	EA	Y	$ 300.00	$ 300.00
16			EA	Y	$ -	$ -
17		**Camera**	EA	Y	$ -	$ -
18	1.00	Professional USB2.0 PTZ Camera - White	EA	Y	$ 655.50	$ 655.50
19	1.00	4-Port USB 3.0 Hub, Ultra-Slim Data USB Hub with 2 ft Extended Cable [Charging Not Supported], for MacBook, Mac Pro, Mac mini, iMac, Surface Pro, XPS, PC, Fla	EA	Y	$ 16.90	$ 16.90
20			EA	Y	$ -	$ -
21		**Control System**	EA	Y	$ -	$ -
22	2.00	Table Coaster Qi Wireless Charger w/ adaptive fast charge power supply-Black	EA	Y	$ 82.22	$ 164.44
23	1.00	Fully configured 700 sereis flip top with two HDMI gravity retractors, one network gravity retractor, one USB gravity retractor and with one touch panel RJ45 connector	EA	Y	$ 1,357.00	$ 1,357.00
24			EA	Y	$ -	$ -
25		**Flip top and wireless charging**	EA	Y	$ -	$ -
26	450.00	CAT6 Shielded Plenum Blue Cable	EA	Y	$ 0.53	$ 238.50
27			EA	Y	$ -	$ -
28			EA	Y	$ -	$ -
29			EA	Y	$ -	$ -
30			EA	Y	$ -	$ -

Equipment Subtotal: $ 9,910.15
Labor Subtotal: $ 6,740.48
Miscellaneous: $ 396.41
Sales Tax: $ 798.76
Total Room/Option Cost: $ 17,845.79
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Town of Apple Valley - P000623 - R4.0 Phase 2 w Conference Center.xlsx

Town Hall - Conference Room A

16-17

Project #: P000623
Project Name: Council Chambers and Conference Center AV Upgrade
Room Name: Town Hall – Conference Room A
Client Name: Town of Apple Valley
Client Contact: Brandon Cales

MATRIX
AUDIO
VISUAL
DESIGNS

Item	Qty	Description	Unit	Tax	Price		Extended	
1		Video System - Conference Room A153	EA	Y	$	-	$	-
2	1.00	4K60 4:4:4 HDR Network AV Encoder/Decoder	EA	Y	$	1,035.00	$	1,035.00
3	1.00	4K60 4:4:4 HDR Network AV Encoder/Decoder with Dante® Audio	EA	Y	$	1,380.00	$	1,380.00
4			EA	Y	$	-	$	-
5		Display	EA	Y	$	-	$	-
6	1.00	Large Fusion Micro-Adjustable Tilt Wall Mount	EA	Y	$	206.48	$	206.48
7	1.00	82" Class 8 Series LED 4K UHD Smart Tizen TV	EA	Y	$	1,724.98	$	1,724.98
8	1.00	Electronic waste recycling fee for 35" displays and larger	EA	N	$	6.00	$	6.00
9			EA	Y	$	-	$	-
10		Audio System	EA	Y	$	-	$	-
11	2.00	Low profile Beamtracking ceiling microphone w/ PoE+ amp, white	EA	Y	$	1,378.85	$	2,757.70
12	2.00	Low profile expansion Beamtracking ceiling microphone, white	EA	Y	$	718.75	$	1,437.50
13	4.00	6.5-inch two-way coaxial ceiling loudspeaker for conferencing - white	EA	Y	$	113.85	$	455.40
14			EA	Y	$	-	$	-
15		Control System	EA	Y	$	-	$	-
16	1.00	10.1" Touch Screen, Black Smooth	EA	Y	$	1,380.00	$	1,380.00
17	1.00	Tabletop Kit for TSS-10 and TSW-1060, Black Smooth	EA	Y	$	143.75	$	143.75
18	1.00	Dual-Technology Occupancy Sensor, PoE, 2,000 Sq Ft	EA	Y	$	300.00	$	300.00
19	1.00	Electronic waste recycling fee for 35" displays and larger	EA	N	$	4.00	$	4.00
20			EA	Y	$	-	$	-
21		Camera	EA	Y	$	-	$	-
22	1.00	Professional USB2.0 PTZ Camera - White	EA	Y	$	655.50	$	655.50
23	1.00	4-Port USB 3.0 Hub, Ultra-Slim Data USB Hub with 2 ft Extended Cable [Charging Not Supported], for MacBook, Mac Pro, Mac mini, iMac, Surface Pro, XPS, PC, Fla	EA	Y	$	16.90	$	16.90
24			EA	Y	$	-	$	-
25		Flip top and wireless charging	EA	Y	$	-	$	-
26	1.00	Fully configured 700 sereis flip top with two HDMI gravity retractors, one network gravity retractor, one USB gravity retractor and with one touch panel RJ45 connector	EA	Y	$	1,357.00	$	1,357.00
27	2.00	Table Coaster Qi Wireless Charger w/ adaptive fast charge power supply-Black	EA	Y	$	82.22	$	164.44
28			EA	Y	$	-	$	-
29		Flip top and wireless charging	EA	Y	$	-	$	-
30	450.00	CAT6 Shielded Plenum Blue Cable	EA	Y	$	0.53	$	238.50

Equipment Subtotal:	$ 13,263.15
Labor Subtotal:	$ 8,074.89
Miscellaneous:	$ 530.53
Sales Tax:	$ 1,068.23
Total Room/Option Cost:	**$ 22,936.80**

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Town of Apple Valley - P000623 - R4.0 Phase 2 w Conference Center.xlsx

Conference Center - Audio Video and Control System

Project #: P000623
Project Name: Council Chambers and Conference Center AV Upgrade
Room Name: Conference Center - Audio Video and Control System
Client Name: Town of Apple Valley
Client Contact: Brandon Cales

MATRIX
AUDIO
VISUAL
DESIGNS

Item	Qty	Description	Unit	Tax	Price		Extended
1		**Audio System - DSP**	EA	Y	$	-	$ -
2	1.00	Configurable I/O DSP with up to 48 channels of I/O, 1 DSP-2 card and 1 AVB Network Card	EA	Y	$	4,410.00	$ 4,410.00
3	1.00	64x64 Dante™ module	EA	Y	$	886.80	$ 886.80
4	1.00	DSP card with two DSPs	EA	Y	$	508.80	$ 508.80
5	3.00	4 Channel mic/line input card with AEC	EA	Y	$	445.20	$ 1,335.60
6	2.00	4 Channel mic/line output card with AEC	EA	Y	$	193.20	$ 386.40
7	3.00	2 Line VoIP telephone interface card	EA	Y	$	382.80	$ 1,148.40
8	2.00	PoE AVB/USB expander with Bluetooth® wireless technology	EA	Y	$	402.50	$ 805.00
9			EA	Y	$	-	$ -
10		**Video Sources - Room A**	EA	Y	$	-	$ -
11	2.00	HDMI over CATx Transmitter Wall Plate, White Textured	EA	Y	$	546.25	$ 1,092.50
12	1.00	4K60 4:4:4 HDR Network AV Encoder/Decoder Card	EA	Y	$	1,035.00	$ 1,035.00
13			EA	Y	$	-	$ -
14		**Video Sources - Room B**	EA	Y	$	-	$ -
15	2.00	HDMI over CATx Transmitter Wall Plate, White Textured	EA	Y	$	546.25	$ 1,092.50
16	1.00	4K60 4:4:4 HDR Network AV Encoder Card	EA	Y	$	1,035.00	$ 1,035.00
17			EA	Y	$	-	$ -
18		**Encoders for local cable boxes**	EA	Y	$	-	$ -
19	4.00	4K60 4:4:4 HDR Network AV Decoder	EA	Y	$	747.50	$ 2,990.00
20	2.00	Card Chassis for DM-NVX-C & DMCF, 8 Slots	EA	Y	$	1,150.00	$ 2,300.00
21			EA	Y	$	-	$ -
22		**Brightsign and Encoder**	EA	Y	$	-	$ -
23	1.00	4K60 4:4:4 HDR Network AV Eecoder	EA	Y	$	747.50	$ 747.50
24	1.00	Network Player	EA	Y	$	388.12	$ 388.12
25			EA	Y	$	-	$ -
26		**Decoders for the projectors**	EA	Y	$	-	$ -
27	4.00	4K60 4:4:4 HDR Network AV Decoder	EA	Y	$	747.50	$ 2,990.00
28			EA	Y	$	-	$ -
29		**Production/Broadcast system**	EA	Y	$	-	$ -
30	2.00	RoboSHOT 30E HDBT OneLINK Bridge System	EA	Y	$	4,773.42	$ 9,546.84

Equipment Subtotal:	$ -
Labor Subtotal:	$ -
Miscellaneous:	$ -
Sales Tax:	$ -
Total Room/Option Cost:	**$ -**

Town of Apple Valley - P000623 - R4.0 Phase 2 w Conference Center.xlsx

Printed On 11/10/2020 at 9:36 AM

Project #: P000623
Project Name: Council Chambers and Conference Center AV Upgrade
Room Name: Conference Center - Audio Video and Control System
Client Name: Town of Apple Valley
Client Contact: Brandon Cales

MATRIX
AUDIO
VISUAL
DESIGNS

Item	Qty	Description	Unit	Tax	Price		Extended
31	2.00	IN-Ceiling Half-Recessed Enclosure for RoboSHOT PTZ Cameras	EA	Y	$	659.57	$ 1,319.14
32	2.00	Recessed Installation Kit for IN-Ceiling Enclosure	EA	Y	$	173.56	$ 347.12
33	1.00	AV Bridge MatrixMIX Production System - Includes the controller	EA	Y	$	8,646.06	$ 8,646.06
34	1.00	Teletouch 27" Touch Screen System	EA	Y	$	1,713.96	$ 1,713.96
35	1.00	4K60 4:4:4 HDR Network AV Encoder Card	EA	Y	$	1,035.00	$ 1,035.00
36	1.00	4K60 4:4:4 HDR Network AV Encoder/Decoder	EA	Y	$	1,380.00	$ 1,380.00
37	1.00	4K60 4:4:4 HDR Network AV Encoder/Decoder	EA	Y	$	1,035.00	$ 1,035.00
38	1.00	Electronic Waste Recycling Fee for CEDs 15" - 34"	EA	N	$	5.00	$ 5.00
39			EA	Y	$	-	$ -
40		**Video Destinations - Projectors and interfaces**	EA	Y	$	-	$ -
41	4.00	White 1-DLP; Solid State Laser HD 1920x1200; 6000lm ISO	EA	Y	$	2,878.59	$ 11,514.36
42		Projection distance: Min. 10.59' - 17.11'	EA	Y	$	-	$ -
43	4.00	RPA Elite Universal Projector Mount with Keyed Locking (A version) white	EA	Y	$	173.05	$ 692.20
44	4.00	3-5' Adjustable Extension Column - white	EA	Y	$	107.50	$ 430.00
45	4.00	8" (203 mm) Ceiling Plate	EA	Y	$	44.57	$ 178.28
46			EA	Y	$	-	$ -
47		**Control System**	EA	Y	$	-	$ -
48	1.00	Control System Processor	EA	Y	$	1,035.00	$ 1,035.00
49	2.00	10" Touch screen white - wall mounted	EA	Y	$	1,380.00	$ 2,760.00
50	1.00	Enterprise class 48 port PoE+ network switch	EA	Y	$	5,495.19	$ 5,495.19
51	2.00	SFP to copper converters	EA	Y	$	40.25	$ 80.50
52		Only one touch screen per room. One of the existing touch screens in each room will be removed and the opening to be covered by others.	EA	Y	$	-	$ -
53		The network switch must be trunked using SFP+ ports. We have budgeted for a fiber run between the AV closet and the data room in the conference center.	EA	Y	$	-	$ -
54		Should there be any unforeseen circumstances we will duly notify the IT department and work on a resolution.	EA	Y	$	-	$ -
55	2.00	WattBox® IP UPS Kit - 12 Controllable Outlets | 1500 VA	EA	Y	$	1,246.18	$ 2,492.36
56	2.00	Electronic waste recycling fee for 35" displays and larger	EA	N	$	4.00	$ 8.00
57			EA	N	$	-	$ -
58			EA	Y	$	-	$ -
59			EA	Y	$	-	$ -
60			EA	Y	$	-	$ -

Equipment Subtotal:	$	-
Labor Subtotal:	$	-
Miscellaneous:	$	-
Sales Tax:	$	-
Total Room/Option Cost:	$	-

Project #: P000623
Project Name: Council Chambers and Conference Center AV Upgrade
Room Name: Conference Center - Audio Video and Control System
Client Name: Town of Apple Valley
Client Contact: Brandon Cales

MATRIX
AUDIO
VISUAL
DESIGNS

Item	Qty	Description	Unit	Tax	Price	Extended
61		**Conference Center Cabling**	EA	Y	$ -	$ -
62	2000.00	CAT6 Shielded Plenum Blue Cable	EA	Y	$ 0.53	$ 1,060.00
63	500.00	22 AWG cable	EA	Y	$ 0.23	$ 115.00
64	250.00	18 AWG Plenum rated cable	EA	Y	$ 0.16	$ 40.00
65	1.00	48 Port patch panel with keystone jacks	EA	Y	$ 431.25	$ 431.25
66			EA	Y	$ -	$ -
67		**Conference Center Tear Down, clean up and prep**	EA	Y	$ -	$ -
68	1.00	Includes demo of the rack, removal of old cables and prep	EA	Y	$ -	$ -
69			EA	Y	$ -	$ -
70			EA	Y	$ -	$ -
71			EA	Y	$ -	$ -
72			EA	Y	$ -	$ -
73			EA	Y	$ -	$ -
74			EA	Y	$ -	$ -
75			EA	Y	$ -	$ -
76			EA	Y	$ -	$ -
77			EA	Y	$ -	$ -
78			EA	Y	$ -	$ -
79			EA	Y	$ -	$ -
80			EA	Y	$ -	$ -
81			EA	Y	$ -	$ -
82			EA	Y	$ -	$ -
83			EA	Y	$ -	$ -
84			EA	Y	$ -	$ -
85			EA	Y	$ -	$ -
86			EA	Y	$ -	$ -
87			EA	Y	$ -	$ -
88			EA	Y	$ -	$ -
89			EA	Y	$ -	$ -
90			EA	Y	$ -	$ -

Equipment Subtotal:	$ 74,511.88
Labor Subtotal:	$ 33,226.40
Miscellaneous:	$ 2,980.48
Sales Tax:	$ 6,004.65
Total Room/Option Cost:	**$ 116,723.41**

Town of Apple Valley - P000623 - R4.0 Phase 2 w Conference Center.xlsx

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Conference Center - Mobile Wireless station

16-23

Project #: P000623
Project Name: Council Chambers and Conference Center AV Upgrade
Room Name: Conference Center - Mobile Wireless station
Client Name: Town of Apple Valley
Client Contact: Brandon Cales

Item	Qty	Description	Unit	Tax		Price		Extended
1		**Wireless Microphone System (12 Channel System - Available in 16 channel and larger configurations)**	EA	Y	$	-	$	-
2	2.00	8-Channel Access Point Transceiver	EA	Y	$	2,820.00	$	5,640.00
3			EA	Y	$	-	$	-
4	10.00	Wireless Desktop Base Transmitter (Includes one SB901 Battery)	EA	Y	$	480.00	$	4,800.00
5	10.00	15" Shock-Mounted Gooseneck, Red LED Ring on top, Less Preamplifier, Dual Flexible, Cardioid	EA	Y	$	186.00	$	1,860.00
6	6.00	Handheld Transmitter with SM58® Microphone (Includes one SB902 Battery)	EA	Y	$	474.00	$	2,844.00
7	2.00	8-Channel Networked Charging Station	EA	Y	$	1,470.00	$	2,940.00
8			EA	Y	$	-	$	-
9		**Custom Case**	EA	Y	$	-	$	-
10	1.00	Rolling case - Includes custom cut out foam to house the access points, wireless microphones, iPad and other ancillary devices.	EA	Y	$	654.00	$	654.00
11			EA	Y	$	-	$	-
12		**Audio DSP System**	EA	Y	$	-	$	-
13	1.00	Fixed I/O DSP with 12 analog inputs, 8 analog outputs, 8 channels configurable USB audio, 32 x 32 channels of Dante, AEC technology (all 12 inputs)	EA	Y	$	2,518.80	$	2,518.80
14			EA	Y	$	-	$	-
15		**Active Loudspeaker System Including Speaker Stand**	EA	Y	$	-	$	-
16	1.00	2000W active, portable loudspeaker system; 8-inch woofer; 1.0-inch compression driver	EA	Y	$	595.20	$	595.20
17	1.00	Set of (2) Frameworks ID Series Adjustable Speaker Stands with Piston Driven Lift Assistance	EA	Y	$	250.09	$	250.09
18	2.00	Rolling case for the loudspeakers	EA	Y	$	438.00	$	876.00
19			EA	Y	$	-	$	-
20		**IT Equipment - Includes network switch, Dante Bridge and Streaming Devices**	EA	Y	$	-	$	-
21	1.00	3-Series® Room Media Controller	EA	Y	$	600.00	$	600.00
22	1.00	iPad mini with 256 GB memory - WiFi - Space Gray	EA	Y	$	658.80	$	658.80
23	1.00	Electronic Waste Recycling Fee for displays between 4" and 15"	EA	N	$	4.00	$	4.00
24			EA	Y	$	-	$	-
25		**Equipment rack, stands for access points**	EA	Y	$	-	$	-
26	1.00	8U Space Rack stacks w/Roto Racks, wheels, and handle	EA	Y	$	255.00	$	255.00
27	2.00	Round Base Mic Stand (Chrome)	EA	Y	$	21.82	$	43.64
28	2.00	Adaptor	EA	Y	$	8.02	$	16.04
29	2.00	Utility Rackshelf, 1 RU, 10.4"D, Vented	EA	Y	$	33.67	$	67.34
30	1.00	Rackmount Power, 9 Outlet, 15A, 2-Stage Surge	EA	Y	$	142.96	$	142.96

Equipment Subtotal:	$ 24,765.87
Labor Subtotal:	$ 9,602.06
Miscellaneous:	$ 990.63
Sales Tax:	$ 1,995.82
Total Room/Option Cost:	**$ 37,354.38**

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Town of Apple Valley - P000623 - R4.0 Phase 2 w Conference Center.xlsx

16-24

Conference Center - Conference Room A153 & Lobby

Project #: P000623
Project Name: Council Chambers and Conference Center AV Upgrade
Room Name: Conference Center - Conference Room A153 & Lobby
Client Name: Town of Apple Valley
Client Contact: Brandon Cales

MATRIX
AUDIO
VISUAL
DESIGNS

Item	Qty	Description	Unit	Tax	Price	Extended
1		**Video System - Conference Room A153**	EA	Y	$ -	$ -
2	1.00	4K60 4:4:4 HDR Network AV Encoder/Decoder	EA	Y	$ 1,035.00	$ 1,035.00
3	1.00	4K60 4:4:4 HDR Network AV Encoder/Decoder with Dante® Audio	EA	Y	$ 1,380.00	$ 1,380.00
4			EA	Y	$ -	$ -
5		**Projector**	EA	Y	$ -	$ -
6	1.00	White 1-DLP; Solid State Laser HD 1920x1200; 6000lm ISO	EA	Y	$ 2,878.59	$ 2,878.59
7	1.00	Universal projector mount kit White	EA	Y	$ 245.81	$ 245.81
8			EA	Y	$ -	$ -
9		**Audio System**	EA	Y	$ -	$ -
10	2.00	Low profile Beamtracking ceiling microphone w/ PoE+ amp, white	EA	Y	$ 1,378.85	$ 2,757.70
11	2.00	Low profile expansion Beamtracking ceiling microphone, white	EA	Y	$ 718.75	$ 1,437.50
12	1.00	4 channel PoE+ backpack amplifier	EA	Y	$ 458.85	$ 458.85
13	8.00	6.5-inch two-way coaxial ceiling loudspeaker for conferencing - white	EA	Y	$ 113.85	$ 910.80
14	1.00	PoE AVB/USB expander with Bluetooth® wireless technology	EA	Y	$ 402.50	$ 402.50
15			EA	Y	$ -	$ -
16		**Control System**	EA	Y	$ -	$ -
17	1.00	10.1" Touch Screen, Black Smooth	EA	Y	$ 1,380.00	$ 1,380.00
18	1.00	Tabletop Kit for TSS-10 and TSW-1060, Black Smooth	EA	Y	$ 143.75	$ 143.75
19	1.00	Dual-Technology Occupancy Sensor, PoE, 2,000 Sq Ft	EA	Y	$ 300.00	$ 300.00
20			EA	N	$ -	$ -
21		**Camera**	EA	Y	$ -	$ -
22	1.00	Professional USB2.0 PTZ Camera - White	EA	Y	$ 655.50	$ 655.50
23	1.00	4-Port USB 3.0 Hub, Ultra-Slim Data USB Hub with 2 ft Extended Cable [Charging Not Supported], for MacBook, Mac Pro, Mac mini, iMac, Surface Pro, XPS, PC, Fla	EA	Y	$ 16.90	$ 16.90
24			EA	Y	$ -	$ -
25		**Flip top and wireless charging**	EA	Y	$ -	$ -
26	1.00	Fully configured 700 sereis flip top with two HDMI gravity retractors, one network gravity retractor, one USB gravity retractor and with one touch panel RJ45 connector	EA	Y	$ 1,357.00	$ 1,357.00
27	2.00	Table Coaster Qi Wireless Charger w/ adaptive fast charge power supply-Black	EA	Y	$ 82.22	$ 164.44
28			EA	Y	$ -	$ -
29			EA	Y	$ -	$ -
30			EA	Y	$ -	$ -

Equipment Subtotal: $ -
Labor Subtotal: $ -
Miscellaneous: $ -
Sales Tax: $ -
Total Room/Option Cost: $ -

Town of Apple Valley - P000623 - R4.0 Phase 2 w Conference Center.xlsx

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Project #: P000623
Project Name: Council Chambers and Conference Center AV Upgrade
Room Name: Conference Center - Conference Room A153 & Lobby
Client Name: Town of Apple Valley
Client Contact: Brandon Cales

MATRIX
AUDIO
VISUAL
DESIGNS

Item	Qty	Description	Unit	Tax	Price		Extended	
31		**Cabling**	EA	Y	$	-	$	-
32	750.00	CAT6 Shielded Plenum Blue Cable	EA	Y	$	0.53	$	397.50
33			EA	Y	$	-	$	-
34		**Conference Center Lobby**	EA	Y	$	-	$	-
35	1.00	4K60 4:4:4 HDR Network AV Decoder	EA	Y	$	-	$	-
36	1.00	Large Fusion Micro-Adjustable Tilt Wall Mount	EA	Y	$	206.48	$	206.48
37	1.00	82" Class 8 Series LED 4K UHD Smart Tizen TV	EA	Y	$	1,724.98	$	1,724.98
38	1.00	Electronic waste recycling fee for 35" displays and larger	EA	N	$	6.00	$	6.00
39			EA	Y	$	-	$	-
40			EA	Y	$	-	$	-
41			EA	Y	$	-	$	-
42			EA	Y	$	-	$	-
43			EA	Y	$	-	$	-
44			EA	Y	$	-	$	-
45			EA	Y	$	-	$	-
46			EA	Y	$	-	$	-
47			EA	Y	$	-	$	-
48			EA	Y	$	-	$	-
49			EA	Y	$	-	$	-
50			EA	Y	$	-	$	-
51			EA	Y	$	-	$	-
52			EA	Y	$	-	$	-
53			EA	Y	$	-	$	-
54			EA	Y	$	-	$	-
55			EA	Y	$	-	$	-
56			EA	Y	$	-	$	-
57			EA	Y	$	-	$	-
58			EA	Y	$	-	$	-
59			EA	Y	$	-	$	-
60			EA	Y	$	-	$	-

Equipment Subtotal:	$	17,859.30
Labor Subtotal:	$	11,098.49
Miscellaneous:	$	714.37
Sales Tax:	$	1,438.99
Total Room/Option Cost:	**$**	**31,111.15**

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Town of Apple Valley - P000623 - R4.0 Phase 2 w Conference Center.xlsx

Conference Center - A150, A151, and A152

Project #: P000623
Project Name: Council Chambers and Conference Center AV Upgrade
Room Name: Conference Center - A150, A151, and A152
Client Name: Town of Apple Valley
Client Contact: Brandon Cales

MATRIX
AUDIO
VISUAL
DESIGNS

Item	Qty	Description	Unit	Tax		Price		Extended
1		**Video System - Conference Room A153**	EA	Y	$	-	$	-
2	3.00	4K60 4:4:4 HDR Network AV Encoder/Decoder	EA	Y	$	1,035.00	$	3,105.00
3	3.00	4K60 4:4:4 HDR Network AV Encoder/Decoder with Dante® Audio	EA	Y	$	1,380.00	$	4,140.00
4	3.00	Projector	EA	Y	$	934.98	$	2,804.94
5	3.00	Electronic waste recycling fee for 35" displays and larger	EA	N	$	6.00	$	18.00
6	3.00	Large Fusion Micro-Adjustable Tilt Wall Mount	EA	Y	$	206.48	$	619.44
7			EA	Y	$	-	$	-
8		**Audio System**	EA	Y	$	-	$	-
9	3.00	Low profile Beamtracking ceiling microphone w/ PoE+ amp, white	EA	Y	$	1,378.85	$	4,136.55
10	3.00	Low profile expansion Beamtracking ceiling microphone, white	EA	Y	$	718.75	$	2,156.25
11	6.00	6.5-inch two-way coaxial ceiling loudspeaker for conferencing - white	EA	Y	$	113.85	$	683.10
12	3.00	PoE AVB/USB expander with Bluetooth® wireless technology	EA	Y	$	402.50	$	1,207.50
13			EA	Y	$	-	$	-
14		**Control System**	EA	Y	$	-	$	-
15	3.00	10.1" Touch Screen, Black Smooth	EA	Y	$	1,380.00	$	4,140.00
16	3.00	Tabletop Kit for TSS-10 and TSW-1060, Black Smooth	EA	Y	$	143.75	$	431.25
17	3.00	Dual-Technology Occupancy Sensor, PoE, 2,000 Sq Ft	EA	Y	$	300.00	$	900.00
18	3.00	Electronic waste recycling fee for 35" displays and larger	EA	N	$	4.00	$	12.00
19			EA	Y	$	-	$	-
20		**Camera**	EA	Y	$	-	$	-
21	3.00	Professional USB2.0 PTZ Camera - White	EA	Y	$	655.50	$	1,966.50
22	3.00	4-Port USB 3.0 Hub, Ultra-Slim Data USB Hub with 2 ft Extended Cable [Charging Not Supported], for MacBook, Mac Pro, Mac mini, iMac, Surface Pro, XPS, PC, Fla	EA	Y	$	16.90	$	50.70
23			EA	Y	$	-	$	-
24		**Flip top and wireless charging**	EA	Y	$	-	$	-
25	3.00	Fully configured 700 sereis flip top with two HDMI gravity retractors, one network gravity retractor, one USB gravity retractor and with one touch panel RJ45 connector	EA	Y	$	1,357.00	$	4,071.00
26	3.00	Table Coaster Qi Wireless Charger w/ adaptive fast charge power supply-Black	EA	Y	$	82.22	$	246.66
27			EA	Y	$	-	$	-
28		**Flip top and wireless charging**	EA	Y	$	-	$	-
29	1350.00	CAT6 Shielded Plenum Blue Cable	EA	Y	$	0.53	$	715.50
30			EA	Y	$	-	$	-

Equipment Subtotal:	$ 31,404.39
Labor Subtotal:	$ 16,370.60
Miscellaneous:	$ 1,256.18
Sales Tax:	$ 2,528.87
Total Room/Option Cost:	**$ 51,560.03**

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Town of Apple Valley - P000623 - R4.0 Phase 2 w Conference Center.xlsx

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Project #: P000623
Project Name: Council Chambers and Conference Center AV Upgrade
Client Name: Town of Apple Valley
Client Contact: Brandon Cales

MATRIX
AUDIO
VISUAL
DESIGNS

Payment Schedule

		Balance
Total Project Cost:	$469,694.36	
Contract Execution (20% of Equipment):	$56,380.85	
		$413,313.52
Ordering Equipment (25% of Equipment):	$70,476.06	
		$342,837.46
Equipment received by Matrix AV (25% of Equipment):	$70,476.06	
		$272,361.40
Equipment Delivered to Client and installation Start:	$111,807.41	
		$160,553.99
Labor - 50% Progress:	$80,277.00	
		$80,277.00
Labor - 80% Progress:	$16,055.40	
		$64,221.60
Completion:	$64,221.60	

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Council Meeting Date: December 08, 2020