

Quad Cities Cable Communications Commission
Anoka City Hall – Council Chambers

March 15, 2018, 11:00 AM

Agenda

- 1. Call to Order**
- 2. Roll Call**
- 3. Approval of Agenda**
- 4. Administrative Reports**
 - 4.1. Secretary
 - 4.1.1. Approval of the January 18, 2018, commission minutes.
 - 4.2. Treasurer
 - 4.2.1. December and January Financial Reports
 - 4.3. Executive Director
- 5. General Business**
 - 5.1. City Council Chambers Upgrade Bid Information
- 6. Adjourn**

MINUTES OF THE REGULAR MEETING OF JANUARY 18, 2018

CALL TO ORDER – 1

Chair Heitkamp called the meeting to order at 11:00 a.m. at the Anoka City Hall.

ROLL CALL– 2

Commissioners present were: Carl Anderson, Anoka; Greg Lee, Anoka; Kurt Ulrich, Ramsey; Jim Goodrich, Andover; Ryan Sabas, Champlin; and Bret Heitkamp, Champlin.

Commissioners absent and excused: Jim Dickinson, Andover; and John LeTourneau, Ramsey.

Others present included Karen George, Executive Director; John Sommer, Technology Manager; and Katherine Lenaburg, Operations Manager.

APPROVAL OF AGENDA – 3

Motion was made by Ulrich and seconded by Anderson to approve the agenda as presented.

6 ayes – 0 nays. Motion carried.

ADMINISTRATIVE REPORTS – 4

4.1 Secretary

4.1.1. Approval of meeting minutes from November 16, 2017

Motion was made by Ulrich and seconded by Lee to approve the November 16, 2017 minutes as presented.

6 ayes – 0 nays. Motion carried.

4.2 Treasurer

4.2.1. Financial Reports

Ms. George provided a brief overview of the October and November Financial Reports, which were included in the packet. She noted that the quarter payments were received, and the organization is on track. She stated that the year-end report will be received at the next meeting and the annual audit will follow.

4.3 Executive Director

Ms. George stated that the audit process has begun. She noted that there have been some live signal switch problems and therefore the organization is changing their remote signal switch process. She stated that there will be staffing reassignments to implement those changes permanently. She noted that some equipment needs for that process will be addressed later on today's agenda.

Ms. George introduced a representative from Impact Services, noting that QCTV was the recipient of the Community Partner Award.

Steve Griffiths, Impact Services, stated that they are the local provider of meals on wheels for the four member cities, as well as other cities in this area. He provided additional information on an educational process the organization has developed that will help facilitate discussions for families on the aging process. He stated that they also help to provide dementia training for local Anoka businesses through a partnership with that city. He stated that QCTV has provided an opportunity for his organization to film short promotional clips to promote their services. He stated that Ms. George asked if he had any ideas for additional videos that he would like to create and appreciated the opportunity that QCTV has given them to promote additional programs and services that his organization provides to aid in the aging process. He stated that his Board recently developed a Community Partner Award in memory of a Board member that passed, Gary Levine. He stated that he shared with his Board the idea that QCTV be the first recipient of the Community Partner Award because the opportunity that the organization has given them to share their mission and educate the community on the aging process. He presented the award to Ms. Lenaburg. He expressed his appreciation for the great work that QCTV is doing on part of the community.

Commissioner Ulrich noted that Gary Levine was an active member of the Ramsey community and served on the Ramsey Planning Commission as well. He recognized that QCTV does a great job of expanding past the political boundaries to the true community of this area.

4.4 Commission Organization

Ms. George welcomed new member Ryan Sabas from Champlin. She stated that this is an annual review of the organization of the Commission and noted that she is not recommending any changes. She stated that Commissioner Sabas will step into the positions that were previously held by Commissioner Tesdall.

Motion was made by Ulrich seconded by Goodrich to affirm the current officers and committee appointments and per diem rate.

6 ayes – 0 nays. Motion carried.

Ms. George stated that the proposed Board meeting schedule was included to incorporate the every other month meeting schedule. She stated that work sessions could continue to occur prior to the regular meetings or could instead be held on an off month. She noted that she will send out an email to the Commission to determine their preference for work session schedules.

GENERAL BUSINESS – 5

5.1 Designate Depository

Ms. George stated that annually the depositories are designated. She stated that the Treasurer recommended an additional change that has been distributed to the Commission for review.

Commissioner Ulrich asked if both signatures would be required or whether one signature would be needed.

Ms. George replied that either could sign but it could be changed to require both signatures.

Chair Heitkamp stated that from a fiscal responsibility, it would be prudent to require two signatures.

Commissioner Ulrich agreed.

Motion was made by Ulrich and seconded by Lee to designate US Bank as the official depository for 2018; that the PMA Financial Network, Inc. (Minnesota Municipal Money Market Fund) be designated as additional depository for 2018 for investment and cash management purposes only; and, that the Commission Treasurer and Executive Director are hereby designated as the approval authority for the release and acceptance of all collateral to be held by the organization in conjunction with Commission funds on deposit with authorized

institutions, noting that both the Treasurer and Executive Director would be required to sign checks.

6 ayes – 0 nays. Motion carried.

5.2 Budget Carryover Requests Equipment and Studio Set

Ms. George stated the organization often has a carryover budget which is then designated for capital improvements. She stated that there were two carryover items from December. She stated that the studio set was not able to be purchased in December and therefore that item is recommended to be carried over to make the purchase in January. She noted that earlier in the agenda she discussed the live feed issues and noted that the equipment line item is proposed to be amended in order to properly address those issues.

Chair Heitkamp stated that he is personally fine with both of the items. He asked and confirmed that Ms. George has the discussion with the Treasurer to ensure that this is the recommended process.

Commissioner Ulrich asked if there is a policy that allocates excess revenue over expenditure and how those funds are allocated.

Ms. George noted that there is not a policy in place. She stated that currently the balance rolls into the savings which funds the capital improvements.

Commissioner Ulrich suggested that the Budget Committee look at the policy. He noted that it is not the best policy for municipalities to have a large pool of unallocated funds.

Ms. George agreed that it would be an appropriate time to revisit that discussion.

Chair Heitkamp noted that item was mentioned in the Executive Director's performance review. He agreed that the policy standpoint should be reviewed.

Motion was made by Ulrich and seconded by Goodrich to amend the 2018 budget to increase the Studio Set line item by \$8,800 and the Equipment line item by \$6,000.

6 ayes – 0 nays. Motion carried.

5.3 Comcast Franchise Renewal – Standstill Agreement

Ms. George noted that the franchise renewal continues to move forward. He stated that there was a negotiation that took place and both parties agreed to move forward with informal negotiations. She stated that this agreement was

drafted by the organization's legal counsel and states that both parties have agreed to move forward with informal negotiations, but should that not be successful the organization would reserve the right to go back to formal negotiations.

Motion was made by Lee and seconded by Sabas to approve the Standstill Agreement and direct staff to execute with Comcast.

6 ayes – 0 nays. Motion carried.

5.4 City Council Chambers Upgrade Report and Bid Information

Ms. George stated that a lengthy report was included in the packet regarding the city council chambers upgrade process. She stated that the City Managers and QCTV staff have looked at the report in detail and have discussed the bid process. She asked that the Commission accept the report and direct staff to move forward with the project bidding.

Chair Heitkamp stated that the Executive Committee discussed the ability to see each individual bid and asked if this would provide that opportunity.

Mr. Sommer confirmed that would provide all bids and how the entire bid was determined.

Commissioner Ulrich asked if there would be alternatives available to the vendor in terms of equivalents or better items that the contractor would like to use.

Mr. Sommer confirmed that the bid instructions identify areas where alternatives could be proposed and reviewed by staff. He noted that if alternatives are approved by staff, that would then be shared with all bidders to ensure an equal playing field.

Chair Heitkamp asked if the Commission would be able to see the alternatives that were not approved, if any, by staff.

Mr. Sommer confirmed that information could be shared with the Commission.

Commissioner Ulrich confirmed that information would be helpful for the issue of transparency.

Ms. George stated that the staff took the advice of the City Managers and the League of Minnesota Cities to develop the bidding process. She described how the process will occur, with an opportunity to visit the sites and offer alternatives.

Chair Heitkamp thanked Ms. George and her staff for their patience in working with the City Managers.

Commissioner Ulrich echoed that commented and thanked QCTV for the ability to be flexible to what each member city considers most important.

Motion was made by Ulrich and seconded by Lee to accept the Alpha Video and Audio Program Report and direct staff to move forward with project bidding.

6 ayes – 0 nays. Motion carried.

ADJOURN – 6

Time of adjournment 11:33 a.m.

Respectfully submitted,

Reviewed for approval,

Amanda Staple
Recording Secretary
TimeSaver Off Site Secretarial, Inc.

Karen George
Executive Director

Quad Cities Communications Commission
Balance Sheet Summary
As of December 31, 2017

	Total
ASSETS	
Current Assets	
Bank Accounts - QCTV	1,419,805.45
- PayPay acct	300.00
- US Bank Reserve	5,000.00
- Petty Cash	250.00
- Investments	1,249,068.24
Accounts Receivable	0.00
Other current assets	7,413.00
Total Current Assets	\$ 2,681,836.69
Fixed Assets	0.00
TOTAL ASSETS	\$ 2,681,836.69
LIABILITIES AND EQUITY *	
Liabilities	
Current Liabilities	
Accounts Payable	32,341.92
Other Current Liabilities	-3.40
Total Current Liabilities	\$ 32,338.52
Equity	2,649,498.17
TOTAL LIABILITIES AND EQUITY	\$ 2,681,836.69

** Equity: QCTV allocates fund reserves in two areas: See January report for update figures

Quad Cities Communications Commission
Budget vs. Actuals: Budget 2017 - FY17 P&L
 January - December 2017

	Dec 2017				YTD			
	Actual	Budget	over Budget	% of Budget	Actual	Budget	over Budget	% of Budget
Income								
Duplication Revenue	93.25	125.00	(31.75)	74.60%	2,356.62	1,500.00	856.62	157.11%
Equipment Grant		4,752.00	(4,752.00)	0.00%	56,428.75	56,980.00	(551.25)	99.03%
Franchise Fees		72,854.00	(72,854.00)	0.00%	839,361.55	874,248.00	(34,886.45)	96.01%
Interest Income	1,573.62	12.00	1,561.62	13113.50%	15,370.59	100.00	15,270.59	15370.59%
Miscellaneous Income	1,499.00		1,499.00		7,246.13	0.00	7,246.13	
PEG Fee		36,428.00	(36,428.00)	0.00%	480,507.86	437,125.00	43,382.86	109.92%
Total Income	3,165.87	114,171.00	(111,005.13)	2.77%	1,401,271.50	1,369,953.00	31,318.50	102.29%
Expenses								
A-PERA Expense	2,558.43	3,447.00	(888.57)	74.22%	37,669.91	41,320.00	(3,650.09)	91.17%
A-SS/Medicare Expense	3,143.38	3,960.00	(816.62)	79.38%	39,613.70	47,432.00	(7,818.30)	83.52%
A-Wages - Full-time	37,392.04	41,075.00	(3,682.96)	91.03%	463,188.79	492,900.00	(29,711.21)	93.97%
A-Wages - Part-time	4,812.31	9,999.00	(5,186.69)	48.13%	65,747.19	119,922.00	(54,174.81)	54.82%
Accounting / HR Services	2,267.12	1,275.00	992.12	177.81%	15,770.39	15,300.00	470.39	103.07%
Ads/Promos/Sponsorships	1,269.10	924.00	345.10	137.35%	7,762.46	11,000.00	(3,237.54)	70.57%
Andover Capital Equipment		424.00	(424.00)	0.00%	693.53	5,000.00	(4,306.47)	13.87%
Announcers Fees	720.00	1,250.00	(530.00)	57.60%	11,438.50	15,000.00	(3,561.50)	76.26%
Anoka Capital Equipment	155.97	424.00	(268.03)	36.79%	2,500.06	5,000.00	(2,499.94)	50.00%
Audit		1,174.00	(1,174.00)	0.00%	14,150.00	14,000.00	150.00	101.07%
Bank Fees / CC Fees		49.00	(49.00)	0.00%	0.00	500.00	(500.00)	0.00%
Brand Apparel	300.00	212.00	88.00	141.51%	2,149.00	2,500.00	(351.00)	85.96%
Building - Cleaning	500.00	587.00	(87.00)	85.18%	6,082.96	7,000.00	(917.04)	86.90%
Building - Insurance		212.00	(212.00)	0.00%	2,408.00	2,500.00	(92.00)	96.32%
Building - Maintenance	1,025.54	837.00	188.54	122.53%	10,806.61	10,000.00	806.61	108.07%
Building - Supplies	47.33	212.00	(164.67)	22.33%	823.66	2,500.00	(1,676.34)	32.95%
Car Allowance	250.00	250.00	0.00	100.00%	3,000.00	3,000.00	0.00	100.00%
Cell Phone - Allowance		582.00	(582.00)	0.00%	1,250.00	6,940.00	(5,690.00)	18.01%
Champlin Capital Equipment	84.90	424.00	(339.10)	20.02%	1,555.30	5,000.00	(3,444.70)	31.11%
City Sewer & Water	99.04	224.00	(124.96)	44.21%	2,691.25	2,600.00	91.25	103.51%

Quad Cities Communications Commission
Budget vs. Actuals: Budget 2017 - FY17 P&L
 January - December 2017

	Dec 2017				YTD			
	Actual	Budget	over Budget	% of Budget	Actual	Budget	over Budget	% of Budget
Commission Expense	480.00	600.00	(120.00)	80.00%	2,251.64	7,200.00	(4,948.36)	31.27%
Consulting Services	15,729.25	6,250.00	9,479.25	251.67%	30,518.00	75,000.00	(44,482.00)	40.69%
Contingency Fund		2,561.00	(2,561.00)	0.00%	0.00	30,622.00	(30,622.00)	0.00%
Duplication Expenses		87.00	(87.00)	0.00%	61.54	1,000.00	(938.46)	6.15%
Electric Service	1,062.82	1,596.00	(533.18)	66.59%	13,925.32	19,152.00	(5,226.68)	72.71%
Emp / Comm Appreciation		212.00	(212.00)	0.00%	20.00	2,500.00	(2,480.00)	0.80%
Equip/Repair/Supply/Software	790.89	3,825.00	(3,034.11)	20.68%	39,791.59	45,812.00	(6,020.41)	86.86%
Federal Unempl Expense		80.00	(80.00)	0.00%	0.00	850.00	(850.00)	0.00%
Health Insurance	6,333.03	6,221.00	112.03	101.80%	68,962.10	74,652.00	(5,689.90)	92.38%
Insurance - Deductibles		49.00	(49.00)	0.00%	0.00	500.00	(500.00)	0.00%
Insurance - Liability / Bonds		549.00	(549.00)	0.00%	5,247.00	6,500.00	(1,253.00)	80.72%
Lawn Service		462.00	(462.00)	0.00%	4,595.00	5,500.00	(905.00)	83.55%
Legal Fees	1,399.82	1,250.00	149.82	111.99%	8,689.57	15,000.00	(6,310.43)	57.93%
Licenses and Permits		87.00	(87.00)	0.00%	1,025.00	1,000.00	25.00	102.50%
Meals		87.00	(87.00)	0.00%	353.85	1,000.00	(646.15)	35.39%
Memberships - NATOA / Others		674.00	(674.00)	0.00%	6,855.00	8,000.00	(1,145.00)	85.69%
Mileage	637.46	600.00	37.46	106.24%	8,230.15	7,200.00	1,030.15	114.31%
Miscellaneous Expenses		87.00	(87.00)	0.00%	0.00	1,000.00	(1,000.00)	0.00%
Natural Gas	825.72	337.00	488.72	245.02%	3,875.89	4,000.00	(124.11)	96.90%
Office Supplies / Equipment	54.79	500.00	(445.21)	10.96%	3,314.93	6,000.00	(2,685.07)	55.25%
Parking Lot Maintenance		274.00	(274.00)	0.00%	0.00	3,200.00	(3,200.00)	0.00%
Payroll Expenses			0.00		218.10	0.00	218.10	
Payroll Expenses (ADP/HSA)		499.00	(499.00)	0.00%	1,148.40	5,900.00	(4,751.60)	19.46%
Postage	240.02	87.00	153.02	275.89%	1,068.09	1,000.00	68.09	106.81%
Printing / Copy Services		87.00	(87.00)	0.00%	59.90	1,000.00	(940.10)	5.99%
Professional Development	1,123.94	1,500.00	(376.06)	74.93%	14,531.76	18,000.00	(3,468.24)	80.73%
Publications		49.00	(49.00)	0.00%	64.00	500.00	(436.00)	12.80%
Ramsey Capital Equipment	591.35	424.00	167.35	139.47%	2,585.36	5,000.00	(2,414.64)	51.71%
Sales Tax		49.00	(49.00)	0.00%	125.00	500.00	(375.00)	25.00%
Secretary Services		253.00	(253.00)	0.00%	1,075.00	2,992.00	(1,917.00)	35.93%

Quad Cities Communications Commission
Budget vs. Actuals: Budget 2017 - FY17 P&L
 January - December 2017

	Dec 2017				YTD			
	Actual	Budget	over Budget	% of Budget	Actual	Budget	over Budget	% of Budget
Snow Plowing Service	727.50	375.00	352.50	194.00%	2,211.25	4,500.00	(2,288.75)	49.14%
State Unemploy Exp		212.00	(212.00)	0.00%	0.00	2,500.00	(2,500.00)	0.00%
STD / LTD / Life Insurance	544.38	674.00	(129.62)	80.77%	6,557.46	8,000.00	(1,442.54)	81.97%
Studio Sets		837.00	(837.00)	0.00%	1,175.00	10,000.00	(8,825.00)	11.75%
Subscription Services	1,625.00	1,674.00	(49.00)	97.07%	16,862.31	20,000.00	(3,137.69)	84.31%
Temp Staff Services		212.00	(212.00)	0.00%	0.00	2,500.00	(2,500.00)	0.00%
Vehicle - Equipment / Repair	549.49	1,049.00	(499.51)	52.38%	12,153.14	12,500.00	(346.86)	97.23%
Vehicle - Insurance		337.00	(337.00)	0.00%	3,804.00	4,000.00	(196.00)	95.10%
Vehicle - Maintenance / Gas	253.03	500.00	(246.97)	50.61%	5,843.83	6,000.00	(156.17)	97.40%
Waste Removal	91.12	100.00	(8.88)	91.12%	1,353.60	1,200.00	153.60	112.80%
Web / VOD / Int / CaTV / Phone	1,587.51	1,837.00	(249.49)	86.42%	21,162.08	22,000.00	(837.92)	96.19%
Work Comp Insurance	268.00	199.00	69.00	134.67%	1,545.00	2,300.00	(755.00)	67.17%
Total Expenses	89,540.28	104,883.00	(15,342.72)	85.37%	980,561.17	1,255,494.00	(274,932.83)	78.10%
Net Income	(86,374.41)	9,288.00	(95,662.41)	-929.96%	420,710.33	114,459.00	306,251.33	367.56%
ZCIP - Andover					41,327.44			
ZCIP - Anoka					41,327.44			
ZCIP - Champlin					41,327.44			
ZCIP - Network Servers					6,231.72			
ZCIP - Ramsey					41,327.44			
					<u>171,541.48</u>			

QCTV Bank Reconciliation

December 2017

Beginning Balance - 4M Statement	1,507,299.36
Less: Cleared Checks/Withdrawals	(85,409.27)
Plus: 4M Fund Interest	922.84
Plus: Bank Deposits/Credits	2,394.02
Bank Balance	\$1,425,206.95
Book Balance	1,425,206.95
Adjusted Book Balance	1,425,206.95
Difference:	\$0.00

Completed by: MK

Quad Cities Communications Commission

BILL PAYMENT LIST

December 2017

DATE	NUM	VENDOR	AMOUNT
Quad Cities Commission			
12/08/2017	12021	Associated Bank	-50.00
12/08/2017	12022	HealthEquity Inc.	-285.00
12/08/2017	W/D	Minnesota State Retirement System	-636.90
12/08/2017	W/D	PERA	-2,830.79
12/15/2017	12023	ACE Solid Waste, Inc.	-91.12
12/15/2017	12024	Alpha Video & Audio Inc.	-735.00
12/15/2017	12025	B&H Photo-Video	-1,140.75
12/15/2017	12026	CenterPoint Energy	-357.79
12/15/2017	12027	City of Andover	-1,053.54
12/15/2017	12028	City of Champlin	-102.52
12/15/2017	12029	Comcast 2	-468.88
12/15/2017	12030	Comcast Cable	-589.97
12/15/2017	12031	Greenery Enterprises, Inc.	-440.00
12/15/2017	12032	HealthEquity Inc.	-7.90
12/15/2017	12033	Ideal Advertising	-300.00
12/15/2017	12034	James Childs	-300.00
12/15/2017	12035	Joe G. Ruhland	-341.73
12/15/2017	12036	LiveU Inc.	-500.00
12/15/2017	12037	Maza Technologies, LLC	-3,076.25
12/15/2017	12038	Pierce	-908.80
12/15/2017	12039	Telly Awards	-1,155.00
12/15/2017	12040	Timesavers	-139.00
12/15/2017	12041	U.S. Bank Corporate	-1,791.31
12/15/2017	12042	Z Systems	-492.94
12/22/2017	12044	Creative Forms & Concepts	-72.00
12/22/2017	12045	Greatland Corporation	-99.85
12/22/2017	12046	HealthEquity Inc.	-285.00
12/22/2017	12047	Office Depot	-153.98
12/22/2017	12043	Associated Bank	-50.00
12/22/2017	W/D	Minnesota State Retirement System	-487.08
12/22/2017	W/D	PERA	-2,733.59
12/29/2017	12048	Amazon	-53.67
12/29/2017	12049	Comcast 2	-464.88
12/29/2017	12050	G & B Environmental, Inc.	-116.74
12/29/2017	12051	Greenery Enterprises, Inc.	-125.00
12/29/2017	12052	Huebsch	-47.33
12/29/2017	12053	Joe G. Ruhland	-300.00
12/29/2017	12054	League of MN Cities Insurance Trust	-134.00
12/29/2017	12055	Verizon Wireless	-70.08
Total for Quad Cities Commission			\$ -22,988.39

Quad Cities Communications Commission
Balance Sheet Summary
As of January 31, 2018

	Total
ASSETS	
Current Assets	
Bank Accounts - QCTV	1,391,953.77
- PayPay acct	354.60
- US Bank Reserve	5,000.00
- Petty Cash	250.00
- Investments	1,249,782.20
Accounts Receivable	0.00
Other current assets	0.00
Total Current Assets	\$ 2,647,340.57
Fixed Assets	0.00
TOTAL ASSETS	\$ 2,647,340.57
 LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	79,325.03
Other Current Liabilities	-3.41
Total Current Liabilities	\$ 79,321.62
Equity*	2,568,018.95
TOTAL LIABILITIES AND EQUITY	\$ 2,647,340.57

* Equity: QCTV allocates fund reserves in two areas:

Operating Reserves = \$436,808

Capital Reserves = \$2,131,211 (\$3.4 M needed for 5-Year CIP)

Quad Cities Communications Commission
Budget vs. Actuals: FY 2018 - FY18 P&L
 January - December 2018

	Jan 2018				YTD			
	Actual	Budget	over Budget	% of Budget	Actual	Budget	over Budget	% of Budget
Income								
Duplication Revenue	130.40	125.00	5.40	104.32%	130.40	1,500.00	(1,369.60)	8.69%
Equipment Grant	57,275.18	4,795.75	52,479.43	1194.29%	57,275.18	57,549.00	(273.82)	99.52%
Franchise Fees	(278,143.94)	72,854.00	(350,997.94)	-381.78%	(278,143.94)	874,248.00	(1,152,391.94)	-31.82%
Interest Income	2,651.25	1,000.00	1,651.25	265.13%	2,651.25	12,000.00	(9,348.75)	22.09%
Miscellaneous Income		125.00	(125.00)	0.00%	0.00	1,500.00	(1,500.00)	0.00%
PEG Fee	(149,219.43)	36,427.08	(185,646.51)	-409.64%	(149,219.43)	437,125.00	(586,344.43)	-34.14%
Total Income	(367,306.54)	115,326.83	(482,633.37)	-318.49%	(367,306.54)	1,383,922.00	(1,751,228.54)	-26.54%
Expenses								
A-PERA Expense	4,017.75	3,583.33	434.42	112.12%	4,017.75	43,000.00	(38,982.25)	9.34%
A-SS/Medicare Expense	1,679.24	4,050.00	(2,370.76)	41.46%	1,679.24	48,600.00	(46,920.76)	3.46%
A-Wages - Full-time	20,205.76	41,977.50	(21,771.74)	48.13%	20,205.76	503,730.00	(483,524.24)	4.01%
A-Wages - Part-time	2,318.49	9,993.50	(7,675.01)	23.20%	2,318.49	119,922.00	(117,603.51)	1.93%
Accounting / HR Services	50.00	1,275.00	(1,225.00)	3.92%	50.00	15,300.00	(15,250.00)	0.33%
Ads/Promos/Sponsorships	1,100.00	916.67	183.33	120.00%	1,100.00	11,000.00	(9,900.00)	10.00%
Andover Capital Equipment		416.67	(416.67)	0.00%	0.00	5,000.00	(5,000.00)	0.00%
Announcers Fees	660.00	1,083.33	(423.33)	60.92%	660.00	13,000.00	(12,340.00)	5.08%
Anoka Capital Equipment	155.97	416.67	(260.70)	37.43%	155.97	5,000.00	(4,844.03)	3.12%
Audit		1,333.33	(1,333.33)	0.00%	0.00	16,000.00	(16,000.00)	0.00%
Bank Fees / CC Fees		20.83	(20.83)	0.00%	0.00	250.00	(250.00)	0.00%
Brand Apparel		208.33	(208.33)	0.00%	0.00	2,500.00	(2,500.00)	0.00%
Building - Cleaning	500.00	583.33	(83.33)	85.71%	500.00	7,000.00	(6,500.00)	7.14%
Building - Insurance	1,832.00	458.33	1,373.67	399.71%	1,832.00	5,500.00	(3,668.00)	33.31%
Building - Maintenance		833.33	(833.33)	0.00%	0.00	10,000.00	(10,000.00)	0.00%
Building - Supplies	47.33	166.67	(119.34)	28.40%	47.33	2,000.00	(1,952.67)	2.37%
Car Allowance	250.00	250.00	0.00	100.00%	250.00	3,000.00	(2,750.00)	8.33%
Cell Phone - Allowance	600.00	625.00	(25.00)	96.00%	600.00	7,500.00	(6,900.00)	8.00%
Champlin Capital Equipment	84.90	416.67	(331.77)	20.38%	84.90	5,000.00	(4,915.10)	1.70%

Quad Cities Communications Commission
Budget vs. Actuals: FY 2018 - FY18 P&L
 January - December 2018

	Jan 2018				YTD			
	Actual	Budget	over Budget	% of Budget	Actual	Budget	over Budget	% of Budget
City Sewer & Water	115.61	216.67	(101.06)	53.36%	115.61	2,600.00	(2,484.39)	4.45%
Commission Expense		416.67	(416.67)	0.00%	0.00	5,000.00	(5,000.00)	0.00%
Consulting Services	1,466.25	6,250.00	(4,783.75)	23.46%	1,466.25	75,000.00	(73,533.75)	1.96%
Contingency Fund		2,590.25	(2,590.25)	0.00%	0.00	31,083.00	(31,083.00)	0.00%
Duplication Expenses		41.67	(41.67)	0.00%	0.00	500.00	(500.00)	0.00%
Electric Service	1,132.26	1,500.00	(367.74)	75.48%	1,132.26	18,000.00	(16,867.74)	6.29%
Emp / Comm Appreciation		208.33	(208.33)	0.00%	0.00	2,500.00	(2,500.00)	0.00%
Equip/Repair/Supply/Software	837.29	3,333.33	(2,496.04)	25.12%	837.29	40,000.00	(39,162.71)	2.09%
Federal Unempl Expense		70.83	(70.83)	0.00%	0.00	850.00	(850.00)	0.00%
Health Insurance	6,333.03	6,500.00	(166.97)	97.43%	6,333.03	78,000.00	(71,666.97)	8.12%
Insurance - Deductibles		41.67	(41.67)	0.00%	0.00	500.00	(500.00)	0.00%
Insurance - Liability / Bonds	3,044.00	416.67	2,627.33	730.55%	3,044.00	5,000.00	(1,956.00)	60.88%
Lawn Service		416.67	(416.67)	0.00%	0.00	5,000.00	(5,000.00)	0.00%
Legal Fees		2,083.33	(2,083.33)	0.00%	0.00	25,000.00	(25,000.00)	0.00%
Licenses and Permits		166.67	(166.67)	0.00%	0.00	2,000.00	(2,000.00)	0.00%
Meals		83.33	(83.33)	0.00%	0.00	1,000.00	(1,000.00)	0.00%
Memberships - NATOA / Others	1,840.00	666.67	1,173.33	276.00%	1,840.00	8,000.00	(6,160.00)	23.00%
Mileage	764.18	666.67	97.51	114.63%	764.18	8,000.00	(7,235.82)	9.55%
Miscellaneous Expenses		83.33	(83.33)	0.00%	0.00	1,000.00	(1,000.00)	0.00%
Natural Gas		500.00	(500.00)	0.00%	0.00	6,000.00	(6,000.00)	0.00%
Office Supplies / Equipment	436.18	500.00	(63.82)	87.24%	436.18	6,000.00	(5,563.82)	7.27%
Parking Lot Maintenance		266.67	(266.67)	0.00%	0.00	3,200.00	(3,200.00)	0.00%
Payroll Expenses	85.50		85.50		85.50	0.00	85.50	
Payroll Expenses (ADP/HSA)		200.00	(200.00)	0.00%	0.00	2,400.00	(2,400.00)	0.00%
Postage		83.33	(83.33)	0.00%	0.00	1,000.00	(1,000.00)	0.00%
Printing / Copy Services		83.33	(83.33)	0.00%	0.00	1,000.00	(1,000.00)	0.00%
Professional Development	1,297.00	1,500.00	(203.00)	86.47%	1,297.00	18,000.00	(16,703.00)	7.21%
Publications		41.67	(41.67)	0.00%	0.00	500.00	(500.00)	0.00%
Ramsey Capital Equipment	131.35	416.67	(285.32)	31.52%	131.35	5,000.00	(4,868.65)	2.63%

Quad Cities Communications Commission
Budget vs. Actuals: FY 2018 - FY18 P&L
 January - December 2018

	Jan 2018				YTD			
	Actual	Budget	over Budget	% of Budget	Actual	Budget	over Budget	% of Budget
Reimbursements	0.00		0.00		0.00	0.00	0.00	
Sales Tax		41.67	(41.67)	0.00%	0.00	500.00	(500.00)	0.00%
Secretary Services	142.00	208.33	(66.33)	68.16%	142.00	2,500.00	(2,358.00)	5.68%
Snow Plowing Service	782.50	375.00	407.50	208.67%	782.50	4,500.00	(3,717.50)	17.39%
State Unemploy Exp		208.33	(208.33)	0.00%	0.00	2,500.00	(2,500.00)	0.00%
STD / LTD / Life Insurance	544.38	625.00	(80.62)	87.10%	544.38	7,500.00	(6,955.62)	7.26%
Studio Sets	272.17	833.33	(561.16)	32.66%	272.17	10,000.00	(9,727.83)	2.72%
Subscription Services	130.00	1,666.67	(1,536.67)	7.80%	130.00	20,000.00	(19,870.00)	0.65%
Temp Staff Services		208.33	(208.33)	0.00%	0.00	2,500.00	(2,500.00)	0.00%
Vehicle - Equipment / Repair	624.09	1,250.00	(625.91)	49.93%	624.09	15,000.00	(14,375.91)	4.16%
Vehicle - Insurance	2,537.00	333.33	2,203.67	761.11%	2,537.00	4,000.00	(1,463.00)	63.43%
Vehicle - Maintenance / Gas	1,993.54	500.00	1,493.54	398.71%	1,993.54	6,000.00	(4,006.46)	33.23%
Waste Removal	96.97	125.00	(28.03)	77.58%	96.97	1,500.00	(1,403.03)	6.46%
Web / VOD / Int / CaTV / Phone	713.31	1,833.33	(1,120.02)	38.91%	713.31	22,000.00	(21,286.69)	3.24%
Work Comp Insurance		125.00	(125.00)	0.00%	0.00	1,500.00	(1,500.00)	0.00%
Total Expenses	58,820.05	106,286.24	(47,466.19)	55.34%	58,820.05	1,275,435.00	(1,216,614.95)	4.61%
Net Income	(426,126.59)	9,040.59	(435,167.18)	-4713.48%	(426,126.59)	108,487.00	(534,613.59)	-392.79%
ZCIP - Andover	20,185.25				20,185.25			
ZCIP - Anoka	20,185.25				20,185.25			
ZCIP - Champlin	20,185.25				20,185.25			
ZCIP - Ramsey	185.25				185.25			
	<u>60,741.00</u>				<u>60,741.00</u>			

QCTV Bank Reconciliation

January 2018

Beginning Balance - 4M Statement	1,425,206.95
Less: Cleared Checks/Withdrawals	(91,449.95)
Plus: 4M Fund Interest	1,937.29
Plus: Bank Deposits/Credits	57,350.98
Bank Balance	\$1,393,045.27
Book Balance	1,393,045.27
Adjusted Book Balance	1,393,045.27
Difference:	\$0.00

Completed by: MK

Quad Cities Communications Commission

BILL PAYMENT LIST

January 2018

DATE	NUM	VENDOR	AMOUNT
Quad Cities Commission			
01/01/2018	12056	Alliance for Community Media	-2,000.00
01/01/2018	12057	Preferred One Insurance Co.	-6,770.23
01/01/2018	12058	The Lincoln National Life Ins. Co.	-544.38
01/01/2018	12059	Vividly Clean Inc.	-500.00
01/05/2018	12060	Associated Bank	-50.00
01/05/2018	12061	HealthEquity Inc.	-301.15
01/05/2018	W/D	Minnesota State Retirement System	-517.55
01/05/2018	W/D	PERA	-2,823.93
01/16/2018	12062	ACE Solid Waste, Inc.	-96.97
01/16/2018	12063	Alpha Video & Audio Inc.	-14,674.56
01/16/2018	12064	Barna, Guzy & Steffen, LTD	-182.00
01/16/2018	12065	CareerTrack	-447.00
01/16/2018	12066	City of Andover	-1,139.84
01/16/2018	12067	DVS Renewal	-159.00
01/16/2018	12068	Gerald S. Thomson	-300.00
01/16/2018	12069	Greenery Enterprises, Inc.	-162.50
01/16/2018	12070	Holiday Station	-73.87
01/16/2018	12071	James R. Erickson	-120.00
01/16/2018	12072	Kennedy & Graven, Chartered	-1,164.75
01/16/2018	12073	LiveU Inc.	-500.00
01/16/2018	12074	U.S. Bank Corporate	-1,594.41
01/16/2018	12075	Xcel Energy	-1,062.82
01/19/2018	12076	Associated Bank	-50.00
01/19/2018	12077	HealthEquity Inc.	-301.15
01/19/2018	W/D	Minnesota State Retirement System	-522.86
01/19/2018	W/D	PERA	-2,977.75
01/23/2018	12078	Cummins NPower	-1,679.82
01/25/2018	12079	Alpha Video & Audio Inc.	-545.00
01/25/2018	12080	Bret Heitkamp	-80.00
01/25/2018	12081	Carl E. Anderson	-80.00
01/25/2018	12082	CenterPoint Energy	-467.93
01/25/2018	12083	City of Champlin	-99.04
01/25/2018	12084	Comcast 2	-464.83
01/25/2018	12085	Comcast Cable	-589.97
01/25/2018	12086	ECM Publisher	-56.00
01/25/2018	12087	HealthEquity Inc.	-7.90
01/25/2018	12088	James Dickinson	-80.00
01/25/2018	12089	James Goodrich	-80.00
01/25/2018	12090	John Letourneau	-80.00
01/25/2018	12091	Kennedy & Graven, Chartered	-53.07
01/25/2018	12092	Kurtis G. Ulrich	-80.00
01/25/2018	12093	League of MN Cities Insurance Trust	0.00
01/25/2018	12094	The Lincoln National Life Ins. Co.	-544.38

DATE	NUM	VENDOR	AMOUNT
01/25/2018	12095	Verizon Wireless	-70.08
Total for Quad Cities Commislon			\$ -44,094.74

QCCCC Agenda Item

4.3 Executive Director's Report

March 3, 2018

To: Commissioners

From: Karen George, Executive Director

Subject: Executive Director's Report

City Council HD Upgrade Project

The HD upgrade to city council chambers will be on the March agenda for updating and possible action on award of bid. Since January approval of the spec list, staff has released the bid, published the notice, provided vendor tours, and answered questions of bidders. No alternative equipment was requested and the bid specs are unchanged. The bid opening is scheduled for March 9 and 10 am.

Comcast Franchise Renewal

The standstill agreement has been executed. A negotiating session has been scheduled. No new information to report.

CenturyLink Check-In

Legal counsel Bob Vose and I met with CenturyLink Government Affairs Kirsten Searsland to review Prisim TV services per the franchise agreement.

2017 Audit

The 2017 audit is in process. Staff is using a new online portal to upload documents and correspond with the auditors. Onsite audit work is scheduled for March 27-29. The audit will be presented to the commission at a future meeting.

Live Signal Switch – New Procedures

The new redundancy procedures are working and the live signal disruptions have been addressed. The staff member on-site during live signal switches to monitor and correct issues has improved our success rate of live signals without disruption. Multi-viewer displays required to monitor live signals are operational. There was a slight modification made to the Associate Producer job description to hire and train part-time staff to support full-time staff in this new procedure.

Reserve Fund Analysis

The Budget Committee has met to review and make recommendation regarding the January motion on reserve funds. The committee reviewed commission policy, budgets, and guidelines and determined to stay the course with minor adjustments to be reviewed

in April. The committee directed staff to prepare budget scenarios: status quo and increased operating reserve at 25%, 35%, and 45%; status quo and increase city CIP payments at \$20K, \$25K, and \$30K; proposed city payments amounts be determined by budget committee earlier in fiscal year and reported to member cities for inclusion in city budget planning timeline; further discussion on building and equipment with intent on funding of capital plan through use of reserves (not bonding) in 2018, 2019, and 2020. Starting with the January financial reports, there is a statement on the balance sheet regarding reserve funds.

State of the City

QCTV produced the Anoka Area Chamber of Commerce sponsored State of the City presentations. This work included gathering each city's presentation for use at the luncheon. New this year is lifting just the city presentation for our member cities and airing that as a special show on each city's channel. See compliment below.

Mobile Production Truck Generator Failure

The generator for the mobile production truck required emergency replacement due to failure. The generator was near the end of the life cycle typical for that equipment. The new generator was installed and is working great. The graphics system is also failing and staff is working to keep that going. It is expected that equipment will need replacing earlier than the 2019 planned replacement.

Strategic Plan

I have been interviewing strategic planning consultants to perform facilitation and coordination of the next 5-Year Strategic Plan at QCTV.

Champlin 169 Construction

Please note that there is a major road construction project planned for the Highway 169 corridor through Champlin. This will affect travel time to attend shoots at QCTV.

Customer Comments

Beyond The Book

Thank you all for finalizing the project. I received also a dvd copy of the show and like it. My next book is ready, should you plan to invite me again. It is all in French for the purpose of honoring another writer, a well-known Professor at the Louisiana State University. You may know someone who may be interested in my literary work.

Thanks again,
Albert Nyembwe

State of the Cities

Karen,

THANK YOU for helping out today. Also, thank you for your incredible staff. They are so good and they make this event that used to be a pain into a smooth running affair that does the educational part without it going late!!!!

Peter Turok, President, Anoka Area Chamber of Commerce

Action Requested: None.

QCCCC Agenda Item

4.3.1 Operations Report

January 31, 2018

To: Karen George, Executive Director

From: Katherine Lenaburg, Operations Manager

Subject: Operations Update

At an early January meeting we spent time on our goals and objectives on productions for the year and assignments were made including a series of testimonials about QCTV.

Election coverage this month included a candidate forum produced in conjunction with the League of Women Voters ABC. There is a special election in Ramsey due to a council member who moved away. There will be a special primary election on February 13th and two candidates will move on to the special election in April. We will do a candidates forum for the top 2 candidates on March 6th. We have our Election tab up on our website with these programs. We also did a bulletin board for the caucuses which will be February 6th. As 2018 is an election year, we will be doing candidate forums in our member cities as well as for the house of representatives.

QCTV produced live coverage of 14 government meetings in January. We produced our monthly show "News and Views" which featured elected and city staff members as well as stories on what is happening in our community

Our winter sports season continued and we produce live coverage of 8 games in January.

We completed our "At the Half" programs that featured high school students. We covered alpine ski teams and swimming and diving teams. We interviewed coaches and athletes as they practiced for their meets.

We worked with the Ramsey Police Department to produce a "Ramsey Matters" show about the community events coming up with the police department.

Our regular productions included "The Chamber Report", "The Grid", "It's Your History", "District Court" and "Game Sharks".

We produced two shows with the Anoka County Library. "Let's Go To The Library" is about their vast collections. "Beyond the Book" featured four local authors who have written and published books.

We produced "What's New at the Q" which features promos of our current programs.

QCCCC Agenda Item

4.3.1 Operations Report

February 28, 2018

To: Karen George, Executive Director

From: Katherine Lenaburg, Operations Manager

Subject: Operations Update

QCTV staff covered seventeen government meetings in February. We produced our monthly show “News and Views” which featured elected and city staff members as well as stories on what is happening in our community

Our mobile production van was used for thirteen games, several of them were section play-off games as our teams do so well. We also used our production van to produce two episodes of “Public Safety Talk”. The first show featured the three fire chiefs and police chief of Ramsey and the second show featured the assistant fire chiefs. They were both shot on location at the Anoka Fire Station. We also produced a PSA for the Anoka-Champlin Department as they are recruiting fire fighters. We shared with the cities of Anoka and Champlin.

We used our REMO system to produce the Annual Chamber of Commerce State of the Cities Luncheon. There were seven presentations by Mayors. We also edited versions of our member cities presentations so all four cities have their own state of the city address on their channels and websites.

We also used our REMO system to produce coverage of Anoka Tech High School Graduation. We had not done this graduation before but were asked and able to do so this year.

A considerable amount of my time was spent on entering the Hometown Media Awards, The Northern Lights Awards, and the NATOA Government Programming Awards.

Works continues in the planning on the purchase of a new studio set and we are currently looking at three bids and hope to finalize this next month.

Our regular productions also include “The Chamber Report”, “The Local Show” and “The

District Court Show.”

We worked with the League of Women Voters, ABC, to produce a show called “Money in Politics”.

We produced a show called “Answers to Aging” on Family Caregiver Connections.

We worked with the Anoka County Master Gardeners to produce two shows: “How to Raise Mason and Leafcutter Bees” and one called “Buckthorn”.

We also covered the Anoka County Sheriff’s Annual Awards Ceremony.

We have added the Anoka County Board meetings to Channel 16 in Anoka, Andover, and Ramsey. They are held on the 2nd and 4th Tuesday of the month and they are put on the Prisma system so we can take them from there. The Hennepin County meetings are not uploaded to this system but we are working on this and will play them on Channel 16 in Champlin.

Two of the associate producers and myself attended a half day MACTA conference on Effective Storytelling with Media Consultant Ken Stone. It was excellent and I will share the information with the other producers.

QCCCC Agenda Item

4.3.2 Technology Report

February 15, 2018

To: Karen George, Executive Director

From: John Sommer, Technology Manager

Subject: January 2018 Technology Report

Equipment Issues:

QCTV Equipment

Razuna fileserver is offline. A Windows update the week of January 22nd caused the system to crash. The RAID hard drive storage array was not affected; I do not believe we have lost any video data. Currently working with Max Krauth, our IT consultant to recover the system volume and get it back online.

City Equipment

Camera Three video problem at Champlin and Anoka resolved by a Rushworks software and firmware update. Preemptively corrected Ramsey and Andover.

Comcast Equipment

Anoka live feed looking and sounding good after some system adjustment by Keith from Comcast.

CenturyLink Equipment

No issues reported for this period.

Current Projects:

City Hall HD Updates

Advertisement for Bids published in three papers. Submitting information for online publication with the League of Minnesota Cities. Emailed six potential vendor that could submit a bid to inform them of the project.

Installed cameras at Ramsey City Hall and had Rushworks update VDesk.

Ramsey, Anoka, and Champlin have HD cameras installed and working. Andover is next.

Action Requested: None.

QCCCC Agenda Item

4.3.2 Technology Report

March 15, 2018

To: Karen George, Executive Director

From: John Sommer, Technology Manager

Subject: February 2018 Technology Report

Equipment Issues:

QCTV Equipment

Razuna fileserver is online and working. Max Krauth, our IT consultant, rolled back the Windows update. Windows 10 reinstalled the update. A second update corrected that and Max forced the machine not to auto update.

We had two successful shoots using the REMO remote system this month.

City Equipment

Ramsey VDesk machine would not power up during an equipment check. Rushworks support thought it was the power supply. Lisa brought the VDesk machine from another city and it was not the power supply. I switched machines for the Ramsey meeting that night and brought the broken one back to QCTV. Jim did component level troubleshooting and determined that it was the Blackmagic DeckLink Studio 2 card. I found a local loaner card to test and the system is back up and running. We will order a new card.

Comcast Equipment

No issues reported for this period.

CenturyLink Equipment

No issues reported for this period.

Current Projects:

City Hall HD Updates

I have been fielding questions from potential bidders and getting that information from the appropriate city staff. Bids are due and will be opened Friday March 9th at 10:00 a.m.

Action Requested: None.

5.1 Technology Memo

March 12, 2018

To: Karen George, Executive Director

From: John Sommer, Technology Manager

Subject: City Hall Council Chambers Upgrades – Bid Opening

Overview:

Background

QCTV sought to upgrade all four city hall council chambers to HD for both the broadcast and presentation systems. QCTV Technology staff have undertaken the broadcast update and recommended hiring a company to provide the equipment and integration for the presentation systems.

Alpha Video & Audio, Inc. was selected to provide a Program Report to QCTV. The report is a comprehensive upgrade plan, including wiring diagrams and bid specifications. The Commission approved the Program Report and directed staff to Advertise for Bids.

I placed Advertisements for Bids in three newspapers, including the StatTribune. We posted the information on our website and the League of Minnesota Cities' website. Six companies received invitations to bid via email. Three of those firms; EPA, Heartland Video Systems, and Z-Systems informed us they would not bid. AVI in Eden Prairie registered their intent to bid but did not submit a bid by the deadline. Two valid bids were received and opened Friday March 9th from AVI-SPL and Alpha Video & Audio.

Selection:

Criteria to be considered by QCTV in awarding a contract in the best interest of QCTV will include, but not necessarily be limited to:

- Best Price/Value
 - Equipment Prices were similar from both bidders. AVI-SPL bid \$278,393.89; Alpha Video & Audio bid \$271,957.26. Integration Prices are where the two bidders diverged. AVI-SPL bid \$268,826.00; Alpha Video & Audio Bid \$195,347.15.
- General Reputation and Experience
 - AVI-SPL is the world's leading communications systems integrator as well as the largest AV integrator in North America. Alpha Video & Audio is a local company with over 40 years of experience and expertise as a national integrator for visual communications.
- QCTV's prior knowledge of, or experience with bidder's past performance

- QCTV has purchased many pieces of equipment from Alpha Video & Audio in the past, they have provided great service and excellent pricing over the years. To my knowledge this bid process is QCTV's first interaction with AVI-SPL.
- Adherence to all bid requirements
 - Both bidders met all of the bid requirements.
- Ability of bidder to deliver on its bid
 - After reviewing all of the supporting material provided by both bidders, I believe either one would be able to deliver on all aspects of the bid.
- Reference check of bidder
 - Both bidders are reputable firms with long list of past clients. QCTV should still check with references to confirm recent customers' satisfaction.
- Length and quality of warranty offered
 - One year warranty is included from each bidder, with two or three-year options. AVI-SPL has a 24-7 help desk available by phone. Both bidders will respond to support requests within 4 hours. Both bidders will respond to an on-site escalation within 48 hours. On-site technical assistance is limited to Monday through Friday from 8:00 a.m. to 5:00 p.m. and excludes Holidays. Neither bidders' warranty includes any spare 'loaner' equipment. Alpha Video & Audio will provide a 50% discount from their rental department for available equipment needed until repairs are completed.
- Timeline
 - Both bidders are prepared to order, deliver, and install equipment. Specific timelines would be part of the negotiated contract for services after bid is awarded.

Action Requested:

Award Total Bid to Alpha Video & Audio, Inc. for \$467,304.41 for the Base Bid elements of the project and allow individual cities to opt in to the Bid options as they see appropriate. Total Project not to exceed \$590,000.00 (Base Bid plus Bid Options plus 5%).

Options: Request more information on what factors caused the installation labor costs to be so far apart. Or direct staff to request other additional information from bidders.

Schedule a special Commission meeting to hear updated information and make decision at that time.

Delegate decision to future Executive Committee meeting.

In the Bid Instructions, we stated that we could hold the bids for up to 60 days. We received the bids Friday March 9th; to act on these bids a decision needs to be made by Monday May 14th. The next regularly scheduled Commission meeting is Thursday May 17th.

	AVI - SPL		
	AVI-SPL SubTotals	AVI-SPL Equipment	AVI-SPL Installation*
Andover Base	\$ 146,363.06	\$ 79,477.46	\$ 66,885.60
Andover Options	\$ 11,574.09	\$ 5,136.95	\$ 6,437.14
Anoka Base	\$ 124,469.85	\$ 59,756.33	\$ 64,713.52
Anoka Options	\$ 15,980.14	\$ 7,982.05	\$ 7,998.09
Champlin Base	\$ 124,067.40	\$ 59,520.90	\$ 64,546.50
Champlin Options	\$ 13,536.11	\$ 6,817.10	\$ 6,719.01
Ramsey Base	\$ 152,319.58	\$ 79,639.20	\$ 72,680.38
Ramsey Options	\$ 11,571.54	\$ 5,136.95	\$ 6,434.59
		\$ 303,466.94	\$ 296,414.83

	Alpha Video		
	Alpha Video SubTotals	Alpha Video Equipment	Alpha Video Installation
	\$ 129,963.03	\$ 79,434.29	\$ 50,528.74
	\$ 21,923.34	\$ 3,677.22	\$ 18,246.12
	\$ 105,366.83	\$ 58,574.03	\$ 46,792.80
	\$ 27,875.83	\$ 9,014.81	\$ 18,861.02
	\$ 107,545.65	\$ 57,929.68	\$ 49,615.97
	\$ 22,123.60	\$ 4,343.12	\$ 17,780.48
	\$ 124,428.90	\$ 76,019.26	\$ 48,409.64
	\$ 21,770.59	\$ 3,677.22	\$ 18,093.37
		\$ 292,669.63	\$ 268,328.14

Base Bid	\$ 547,219.89	\$ 278,393.89	\$ 268,826.00
Bid Options	\$ 52,661.88	\$ 25,073.05	\$ 27,588.83
Total Base and Bid Options	\$ 599,881.77		
Total + 5% contingency	\$ 629,875.86		
Base Bid + 5% contingency	\$ 574,580.88		

	\$ 467,304.41	\$ 271,957.26	\$ 195,347.15
	\$ 93,693.36	\$ 20,712.37	\$ 72,980.99
	\$ 560,997.77		
	\$ 589,047.66		
	\$ 490,669.63		

*Installation value here includes Integration Services, Direct Costs, General and Administrative, and Maintenance Services

City of Andover
Council Chambers AV Presentation System - Bid Form
Bid Options

Council Chambers - Options				AVI - SPL			Alpha Video			
ID #	Model Number	ID	Manufacturer/Description	Qty	Unit	Extended	Qty	Unit	Extended	
Option 1 - Microphones										
-	ES915C18		Audio Technica Mini Condenser Gooseneck Microphone - Cardioid 18"	16	\$	173.65	16	\$	175.00	2,800.00
-	LABOR - ONSITE		Installation & Commissioning Labor	1		N/A	1		N/A	307.65
-	EXPENSES		Installation Materials	1		N/A	1		N/A	-
	WARRANTY		One year Warranty	1		N/A				Included
Option 1 - Microphones					*	\$5,996.97			\$3,107.65	\$ 3,107.65

Option 2 - Microphone Logic											
-	Tesira EX-LOGIC		Biamp Tesira EX-Logic Expander 16 Logic Connections	2	\$	346.20	2	\$	334.93	669.86	
-	Tesira RMK-2		Biamp Two Unit Rack Mount Kit	1	\$	66.15	1	\$	64.00	64.00	
	Custom		Momentary SPDT Buttons w/ LED Light	*	16	\$	100.00	16	\$	8.96	143.36
-	LABOR - ONSITE		Installation & Commissioning Labor	1		N/A	1		N/A	15,671.80	
-	EXPENSES		Installation Materials	1		N/A	1		N/A	2,266.67	
	WARRANTY		One year Warranty	1		N/A				Included	
Option 2 - Microphone Logic						\$5,577.12			\$18,815.69	\$ 18,815.69	

* AVI-SPL Amount may vary based on Client input

Options Summary							
Option 1 - Microphones				\$	5,996.97		\$ 3,107.65
Option 2 - Microphone Logic				\$	5,577.12		\$ 18,815.69
Option 3 - Two Year Warranty				\$	5,563.43		\$ 3,762.11
Option 4 - Three Year Warranty				\$	9,537.30		\$ 5,267.37
Bid Subtotal					\$21,111.39	\$	21,111.39

Equipment Total		\$	5,136.95		\$	3,677.22
Installation Materials		\$	390.00		\$	2,266.67
Professional Services (Installation)		\$	4,767.44		\$	15,979.45
Direct Costs		\$	-		\$	-
General & Administrative (Installation Expenses)		\$	130.70		\$	-
Maintenance Services		\$	1,149.00		\$	-
Total		\$	11,574.09		\$	21,923.34

City of Anoka
Council Chambers AV Presentation System - Bid Form
Base Bid

Council Chambers - Base System Proposal				AVI - SPL			Alpha Video		
ID #	Model Number	ID	Manufacturer/Description	Qty	Unit	Extended	Qty	Unit	Extended
Section 1 - Video Distribution									
-	DM-MD8x8		Crestron 8x8 DigitalMedia Switcher	1	\$	2,370.45	1	\$	2,388.89
-	DMC-4K-C-DSP-HDCP2		Crestron HDBaseT Certified 4K DigitalMedia 8G+ Input Card w/ DSP	2	\$	716.65	2	\$	722.22
-	DMC-4K-HD-SDP-HDCP2		Crestron 4K HDMI Input Card w/ DSP	3	\$	551.27	3	\$	555.56
-	DMC-SDI		Crestron 3G-SDI Input Card	1	\$	661.52	1	\$	666.67
-	DMC-4K-CO-HD-HDCP2		Crestron 2-Channel HDBaseT Certified 4K DigitalMedia 8G+ Output Card	3	\$	716.65	3	\$	722.22
-	DMC-HDO		Crestron 2-Channel HDMI Output Card	1	\$	385.89	1	\$	388.89
-	DM-TX-4K-302-C		Crestron 4K DigitalMedia 8G+ Transmitter 302	2	\$	1,102.54	2	\$	1,111.11
-	DM-RMC-4K-SCALER-C-DSP		Crestron 4K DigitalMedia 8G+ Receiver & Room Controller w/ Scaling & DSP	6	\$	1,212.79	6	\$	1,222.22
-	HD-DA4-4K-E		Crestron 1-to-4 4K HDMI Distribution Amplifier	2	\$	275.63	2	\$	277.78
-	HD-DA8-4K-E		Crestron 1-to-8 4K HDMI Distribution Amplifier	1	\$	551.27	1	\$	555.56
-	HD-SCALER-HD-E		Crestron High-Definition Video Scaler HDMI In, HDMI Out	2	\$	275.63	2	\$	277.78
-	DM-PSU-8		Crestron 8-Port PoDM Power Supply for DM 8G+ I/O Cards	1	\$	661.52	1	\$	666.67
-	SP-HD-1x4		Covid HDMI 1:4 Splitter	2	\$	75.61	2	\$	77.78
-	HAS-PLUS		AIA HDMI to HD/SD Converter	1	\$	326.63	1	\$	333.33
Section 1 - Video Distribution Sub-Total						\$ 20,929.90			\$ 20,977.86

Section 2 - Cable Cubby & USB Transmitters									
-	HSA 400		Extron HSA 400 Cable Cubby (Model Number Typo on original form)	2	\$	545.76	2	\$	550.00
-	AAP SuperPlate 100		Extron AAP SuperPlate 100 (HDMI, VGA, Audio, USB - BLACK)	1	\$	82.69	1	\$	83.33
-	AAP HDMI		Extron HDMI Plate w/ 10" Pigtail	1	\$	44.10	1	\$	44.44
-	AAP VGA & Audio		Extron VGA w/ 6" Pigtail & 3.5mm Mini Jack	1	\$	55.13	1	\$	55.56
-	IC402A-R2		Blackbox CATx USB 2.0 Extender 2-Port	1	\$	407.98	1	\$	419.38
Section 2 - Cable Cubby & USB TX-RX Sub-Total						\$ 1,681.42			\$ 1,702.71

Section 3 - Dais Video & Audio System									
-	P2217H		Dell 22" 1920x1080 Monitor	11	\$	189.53	11	\$	199.99
-	S2240T		Dell 21.5" 1920x1080 Touch Screen LED Lit Monitor	1	\$	288.85	1	\$	333.32
-	AC511		Dell USB SoundBar	12	\$	32.80	12	\$	29.99
-	Allowance		Chief Monitor Mount (TBD - Dais & Podium)	*	\$	165.91	12	\$	55.56
-	TX-A2		RDL Audio Converter - Balanced Mono to Unbalanced Stereo	12	\$	71.09	12	\$	79.56
Section 3 - Dais Video & Audio System Sub-Total						\$ 5,611.28			\$ 4,514.53

* AVI-SPL Amount may vary based on Client input

Section 4 - Audio Processing & Amplification									
-	Tesira Server-IO AVB		Biamp Tesira Server-IO w/ AVB	1	\$	4,051.82	1	\$	3,920.00
-	DAN-1		Biamp 64x64 Dante Interface Card	1	\$	864.39	1	\$	782.93
-	SVC-2		Biamp 2 Line VoIP Card	1	\$	346.20	1	\$	334.93
-	SEC-4		Biamp 4 Channel Mic/Line Input Card	6	\$	403.53	5	\$	390.40
-	SOC-4		Biamp 4 Channel Mic/Line Output Card	4	\$	164.28	5	\$	166.40
-	Tesira AMP-4300R CV		Biamp Tesira AMP-4300R CV Amplifier	1	\$	2,260.20	1	\$	2,186.67
-	AEW-4313a		Audio Technica AEW-R4100 RX, AEW-T1000A Unipack TX, AEW-T330A TX	1	\$	1,046.86	1	\$	1,055.00
-	AT831R		Audio Technica Omnidirectional Condensor Lav	1	\$	147.85	1	\$	149.00
-	EVID CB.2		Bosch / Electro-Voice EVID CB.2 8" 2-Way Coaxial Speaker	4	\$	115.20	4	\$	232.20
Section 4 - Audio Processing & Amplification Sub-Total						\$ 12,256.42			\$ 12,141.33

Section 5 - Hearing Assist									
-	PPA 457 NET D PRO		Williams Sound Personal PA Pro FM Assistive Listening System	1	\$	1,037.49	1	\$	1,150.11
Section 5 - Hearing Assist Sub-Total						\$ 1,037.49			\$ 1,150.11

Section 6 - Network SD and USB Recorder									
-	DN-700R		Denon DN-700R Network SD and USB Recorder	1	\$	413.45	1	\$	416.67
-	CustomPart		Custom I/O Part # for record and USB extension	*	\$	100.00	1	\$	36.57
-				1	\$	-	2	\$	8.96
-	IC402A-R2		Blackbox CATx USB 2.0 Extender 2-Port	1	\$	416.03	1	\$	419.38
Section 6 - Network SD and USB Recorder Sub-Total						\$ 929.48			\$ 890.54

* AVI-SPL Amount may vary based on Client input

Section 7 - Control System									
-	CP3N		Crestron 3-Series Control System w/ Network	1	\$	1,433.30	1	\$	1,444.44
-	TSW-1060		Crestron 10.1" Touch Screen (Black)	2	\$	1,323.04	2	\$	1,333.33
-	TSW-1060TTK		Crestron Tablettop Kit for TSW-1060 (Black)	2	\$	137.82	2	\$	138.89
-	HB155KW0168CB		NKK Momentary SPDT Button w. Light	1	\$	-	6	\$	8.96
-	CustomPart		Custom Button Interface / Box	*	\$	100.00	1	\$	25.89
Section 7 - Control System Sub-Total						\$ 4,455.09			\$ 4,468.53

* AVI-SPL Amount may vary based on Client input

Section 8 - Wireless Presentation System									
-	VIA-COLLAGE		Kramer VIA Collage 4K Wireless Presentation & Collaboration Solution	1	\$	2,183.02	1	\$	2,200.00
-	RK-COLLAGE		Kramer 19" Rack Adapter-VIA Collage	1	\$	163.73	1	\$	165.00
Section 8 - Wireless Presentation Sub-Total						\$ 2,346.75			\$ 2,365.00

Section 9 - Document Camera									
-	EYE-14		Wolfvision EYE-14 Ceiling Visualizer Camera	1	\$	3,812.57	1	\$	3,573.33
-	EYE-KIT		Wolfvision EYE-KIT Ceiling Mount	1	\$	214.99	1	\$	216.67
Section 9 - Document Camera Sub-Total						\$ 4,027.56			\$ 3,790.00

Section 10 - Network Switches									
-	HP 1920-24G-POE+		HP 1920-24G-POE+ 24 Port Layer 3 Managed Switch	1	\$	1,270.12	1	\$	414.09
-	NG GS724T AVB V4		Biamp Supplied Netgear GS724T AVB Compliant Switch	1	\$	770.67	1	\$	776.67
Section 10 - Network Switches Sub-Total						\$ 2,040.79			\$ 1,190.76

Section 11 - Public Monitors									
-	QM55H		Samsung QM55H 55" Commercial UHD Display	2	\$	1,307.13	2	\$	1,774.44
-	LCM1U		Chief Fusion Large Flat Panel Ceiling Mount	2	\$	218.07	2	\$	173.50
-	CMA372		Chief Unitstrut Ceiling Mount Adapter	2	\$	36.45	2	\$	29.00
-	CMS0305		Chief Adjustable Extension Column	2	\$	96.15	2	\$	76.50
Section 11 - Public Monitors Sub-Total						\$ 3,315.60			\$ 4,106.88

(Renumbered Section 12) Section 14 - Overflow Monitor									
-	QM49H		Samsung QM49H 49" Commercial UHD Display	1	\$	988.88	1	\$	1,167.78
-	LTA1U		Chief Fusion Large Flat Panel Tilt Wall Mount	1	\$	135.74	1	\$	108.00
Section 12 - Overflow Monitor Sub-Total						\$ 1,124.62			\$ 1,275.78

Section 13 - Installation									
-	LABOR - ONSITE		Installation & Commissioning Labor	1	N/A	\$ 56,517.64	1	N/A	\$ 37,476.60
-	EXPENSES		Installation Materials	1	N/A	\$ 5,208.06	1	N/A	\$ 9,316.20
-	One Year Warranty		One Year Warranty	1		\$ 2,987.82			Included
Section 13 - Installation Sub-Total						\$ 64,713.52			\$ 46,792.80

Base System Summary									
Section 1 - Video Distribution						\$ 20,929.90			\$ 20,977.86
Section 2 - Cable Cubby & USB Transmitters						\$ 1,681.42			\$ 1,702.71
Section 3 - Dais Video & Audio System						\$ 5,611.28			\$ 4,514.53
Section 4 - Audio Processing & Amplification						\$ 12,256.42			\$ 12,141.33
Section 5 - Hearing Assist						\$ 1,037.49			\$ 1,150.11
Section 6 - Network SD and USB Recorder						\$ 929.48			\$ 890.54
Section 7 - Control System						\$ 4,455.02			\$ 4,468.53
Section 8 - Wireless Presentation System						\$ 2,346.75			\$ 2,365.00
Section 9 - Document Camera						\$ 4,027.56			\$ 3,790.00
Section 10 - Network Switches						\$ 2,040.79			\$ 1,190.76
Section 11 - Public Monitors						\$ 3,315.60			\$ 4,106.88
Section 12 - Overflow Monitor						\$ 1,124.62			\$ 1,275.78
Section 13 - Installation						\$ 64,713.52			\$ 46,792.80
Base Bid Subtotal						\$ 124,469.85			\$ 105,366.83

Equipment Total		\$ 59,756.33		\$ 58,574.03
Installation Materials		\$ 3,152.11		\$ 9,316.20
Professional Services (Installation)		\$ 56,517.64		\$ 37,476.60
Direct Costs		\$ -		\$ -
General & Administrative (Installation Expenses)		\$ 2,055.95		\$ -
Maintenance Services		\$ 2,987.82		\$ -
Total		\$ 124,469.85		\$ 105,366.83
Total with Two Year Warranty	\$ 5,563.43	\$ 130,033.28	\$ 3,762.11	\$ 109,128.94
Total with Three Year Warranty	\$ 9,537.30	\$ 134,007.15	\$ 5,267.37	\$ 110,634.20
Total with One Year Warranty and Bid Options 1 & 2	\$ 11,574.09	\$ 136,043.94	\$ 21,923.34	\$ 127,290.17

City of Anoka
Council Chambers AV Presentation System - Bid Form
Bid Options

Council Chambers - Options				AVI - SPL			Alpha Video					
ID #	Model Number	ID	Manufacturer/Description	Qty	Unit	Extended	Qty	Unit	Extended			
Option 1 - Microphones												
-	ES915C18		Audio Technica Mini Condenser Gooseneck Microphone - Cardioid 18"	19	\$	173.65	\$	3,299.35	\$	3,325.00		
-	LABOR - ONSITE		Installation & Commissioning Labor	1	N/A	\$	2,953.72	1	N/A	\$	306.00	
-	EXPENSES		Installation Materials	1	N/A	\$	470.82	1	N/A	\$	-	
	WARRANTY		One Year Warranty	1	N/A	\$	574.50			Included		
Option 1 - Microphones					\$	7,298.39	\$	7,298.39	\$	3,631.00	\$	3,631.00

Option 2 - Microphone Logic													
-	Tesira EX-LOGIC		Biamp Tesira EX-Logic Expander 16 Logic Connections	4	\$	346.20	\$	1,384.80	4	\$	334.93	\$	1,339.72
-	Tesira RMK-2		Biamp Two Unit Rack Mount Kit	2	\$	38.59	\$	77.18	2	\$	64.00	\$	128.00
	Custom		Momentary SPDT Buttons w/ LED Light	* 19	\$	100.00	\$	1,900.00	19	\$	8.96	\$	170.24
-	LABOR - ONSITE		Installation & Commissioning Labor	1	N/A	\$	2,953.72	1	N/A	\$	17,217.80		
-	EXPENSES		Installation Materials	1	N/A	\$	470.83	1	N/A	\$	2,506.67		
	WARRANTY		One Year Warranty			\$	574.50			Included			
Option 2 - Microphone Logic					\$	7,361.03	\$	7,361.03	\$	21,362.43	\$	21,362.43	

* AVI-SPL Amount may vary based on Client input

Option 3 - Public Monitors Wall Mounts													
-	TSS25TU		Chief Fusion Large Flat Panel Swing Arm Wall Mount	* 2	\$	100.00	\$	200.00	2	\$	345.17	\$	690.34
-	LCM1U		Chief Fusion Large Flat Panel Ceiling Mount	‡ -2	\$	218.07	\$	(436.14)	-2	\$	173.50	\$	(347.00)
	CMA372		Chief Unitstrut Ceiling Mount Adapter	‡ -2	\$	36.45	\$	(72.90)	-2	\$	29.00	\$	(58.00)
	CMS0305		Chief Adjustable Extension Column	‡ -2	\$	96.15	\$	(192.30)	-2	\$	76.50	\$	(153.00)
	labor Onsite		Installation & Commissioning Labor	2	\$	100.00	\$	200.00	1	\$	(130.00)	\$	(130.00)
	Expenses		Installation Materials	* 1	\$	-	\$	-	1	\$	66.67	\$	66.67
Option 3 - Public Monitors Wall Mounts					\$	400.00	\$	(301.34)		\$	69.01	\$	69.01

* AVI-SPL Amount may vary based on Client input

‡ Subtraction of Base items no longer needed

Option 4 - Overflow Monitor Mount													
-	LCM1U		Chief Fusion Large Flat Panel Ceiling Mount	1	\$	218.07	\$	218.07	1	\$	173.50	\$	173.50
-	CMA372		Chief Unitstrut Ceiling Mount Adapter	1	\$	36.45	\$	36.45	1	\$	29.00	\$	29.00
-	CMS0305		Chief Adjustable Extension Column	1	\$	96.15	\$	96.15	1	\$	76.50	\$	76.50
	LTA1U		Chief Fusion Large Flat Panel Tilt Wall Mount	-1	\$	135.74	\$	(135.74)	-1	\$	108.00	\$	(108.00)
	labor Onsite		Installation & Commissioning Labor	1	\$	-	\$	-	1	\$	295.00	\$	295.00
	Expenses		Installation Materials	1	\$	-	\$	-	1	\$	166.67	\$	166.67
Option 4 - Overflow Monitor Mount					\$	350.67	\$	214.93		\$	632.67	\$	632.67

Option 5 - Front of Dais Monitor													
-	QM55H		Samsung QM55H 55" Commercial UHD Display	1	\$	1,307.13	\$	1,307.13	1	\$	1,774.44	\$	1,774.44
	TBD		Floor Stand, Short	* 1	\$	100.00	\$	100.00					
	TBD		Accessory	* 1	\$	100.00	\$	100.00					
-	PFMUB		Chief Mobile cart	1	\$	-	\$	-	1	\$	498.43	\$	498.43
-	ALP004-180227PB-3		RCI Custom Part - Video (DM) Outlet	1	\$	-	\$	-	1	\$	20.41	\$	20.41
	Labor-Onsite		Installation and Commissioning Labor	1	\$	-	\$	-	1	\$	522.22	\$	522.22
	Expenses		Installation Materials	1	\$	-	\$	-	1	\$	329.60	\$	329.60
	AT-UMD-EX-100CE-KIT		Atlona HDBT Tx/Rx Kit	1	\$	-	\$	-	1	\$	466.68	\$	466.68
Option 5 - Front of Dais Monitor					\$	1,507.13	\$	1,507.13		\$	3,611.78	\$	3,611.78

* AVI-SPL Amount may vary based on Client input

Option 6 - Front of Podium Broadcast Program Monitor													
-	DM32E		Samsung 32" Display with Tuner	1	\$	-	\$	-	1	\$	566.67	\$	566.67
-	HIS-PLUS		AJA SDI-HDMI Converter	1	\$	-	\$	-	1	\$	296.67	\$	296.67
-	FSR100		Chief Mount, Fixed	* 1	\$	100.00	\$	100.00	1	\$	37.37	\$	37.37
	FSB4041		Chief Interface	1	\$	-	\$	-	1	\$	32.30	\$	32.30
	Labor-Onsite		Installation and Commissioning Labor*	1	\$	-	\$	-	1	\$	650.00	\$	650.00
	Expenss		Accessory*	* 1	\$	100.00	\$	100.00	1	\$	515.93	\$	515.93
Option 6 - Front of Podium Broadcast Program Monitor					\$	200.00	\$	200.00		\$	2,098.94	\$	2,098.94

* AVI-SPL Amount may vary based on Client input

Options Summary												
Option 1 - Microphones						\$	7,298.39		\$	3,631.00		
Option 2 - Microphone Logic						\$	7,361.03		\$	21,362.43		
Option 3 -Wall Mounts						\$	(301.34)		\$	69.01		
Option 4 - Ceiling Mount - Overflow						\$	214.93		\$	632.67		
Option 5 - Front of Dais Monitor						\$	1,507.13		\$	3,611.78		
Option 6 - Front of Podium Broadcast Program Monitor						\$	200.00		\$	2,098.94		
Option 7 - Two Year Warranty						\$	4,182.94		\$	3,226.32		
Option 8 - Three Year Warranty						\$	7,170.76		\$	4,516.84		
Bid Subtotal				***	\$	24,287.98	\$	27,633.84	\$	39,148.99	\$	39,148.99

Equipment Total	\$	7,982.05	\$	9,014.81
Installation Materials	\$	716.57		
Professional Services (Installation)	\$	5,907.44	\$	18,861.02
Direct Costs	\$	-		
General & Administrative (Installation Expenses)	\$	225.08		
Maintenance Services	\$	1,149.00		
Total	\$	15,980.14	\$	27,875.83

**City of Champlin
Council Chambers AV Presentation System - Bid Form
Base Bid**

Council Chambers - Base System Proposal				AVI - SPL		Alpha Video			
ID #	Model Number	ID	Manufacturer/Description	Qty	Unit	Extended	Qty	Unit	Extended
Section 1 - Video Distribution									
-	DM-MD8x8		Crestron 8x8 DigitalMedia Switcher	1	\$	2,370.45	1	\$	2,388.89
-	DMC-4K-C-DSP-HDCP2		Crestron HDBaseT Certified 4K DigitalMedia 8G+ Input Card w/ DSP	3	\$	716.65	3	\$	2,166.66
-	DMC-4K-HD-SDP-HDCP2		Crestron 4K HDMI Input Card w/ DSP	2	\$	551.27	2	\$	1,111.12
-	DMC-SDI		Crestron 3G-SDI Input Card	1	\$	661.52	1	\$	666.67
-	DMC-4K-CO-HD-HDCP2		Crestron 2-Channel HDBaseT Certified 4K DigitalMedia 8G+ Output Card	3	\$	716.65	3	\$	2,166.66
-	DMC-HDO		Crestron 2-Channel HDMI Output Card	1	\$	385.89	1	\$	388.89
-	DM-TX-4K-302-C		Crestron 4K DigitalMedia 8G+ Transmitter 302	3	\$	1,102.54	3	\$	3,333.33
-	DM-RMC-4K-SCALER-C-DSP		Crestron 4K DigitalMedia 8G+ Receiver & Room Controller w/ Scaling & DSP	5	\$	1,212.79	5	\$	6,111.10
-	HD-DA4-4K-E		Crestron 1-to-4 4K HDMI Distribution Amplifier	2	\$	275.63	2	\$	555.56
-	HD-DA8-4K-E		Crestron 1-to-8 4K HDMI Distribution Amplifier	1	\$	551.27	1	\$	555.56
-	HD-SCALER-HD-E		Crestron High-Definition Video Scaler HDMI In, HDMI Out	2	\$	275.63	2	\$	555.56
-	DM-PSU-8		Crestron 8-Port PoDM Power Supply for DM 8G+ I/O Cards	1	\$	661.52	1	\$	922.40
-	SP-HD-1x4		Covid HDMI 1:4 Splitter	2	\$	75.61	2	\$	92.12
-	HA5-PLUS		AJA HDMI to HD/SD Converter	1	\$	326.63	1	\$	296.67
Section 1 - Video Distribution Subtotal					\$	20,985.03		\$	21,311.19

Section 2 - Cable Cubby & USB Transmitters									
-	HSA 400		Extron HSA 400 Cable Cubby (Model Number Typo on original form)	2	\$	545.76	2	\$	1,100.00
-	AAP SuperPlate 100		Extron AAP SuperPlate 100 (HDMI, VGA, Audio, USB - BLACK)	1	\$	82.69	1	\$	83.33
-	AAP HDMI		Extron HDMI Plate w/ 10" Pigtail	1	\$	44.10	1	\$	44.44
-	AAP VGA & Audio		Extron VGA w/ 6" Pigtail & 3.5mm Mini Jack	1	\$	55.13	1	\$	55.56
-	IC402A-R2		Blackbox CATx USB 2.0 Extender 2-Port	1	\$	407.98	1	\$	419.38
Section 2 - Cable Cubby & USB TX-RX Sub-Total					\$	1,681.42		\$	1,702.71

Section 3 - Dais Video & Audio System									
-	P2217H		Dell 22" 1920x1080 Monitor	12	\$	189.53	12	\$	2,399.88
-	S2240T		Dell 21.5" 1920x1080 Touch Screen LED Lit Monitor	1	\$	288.85	1	\$	498.52
-	AC511		Dell USB SoundBar	13	\$	32.80	13	\$	389.87
-	Allowance		Chief Monitor Mount (TBD - Dais & Podium)	13	\$	165.91	13	\$	722.28
-	TX-A2		RDL Audio Converter - Balanced Mono to Unbalanced Stereo	* 13	\$	71.09	13	\$	1,034.28
Section 3 - Dais Video & Audio System Sub-Total					\$	6,070.61		\$	5,044.83

* AVI-SPL Amount may vary based on Client input

Section 4 - Audio Processing & Amplification									
-	Tesira Server-IO AVB		Biamp Tesira Server-IO w/ AVB	1	\$	4,051.82	1	\$	3,920.00
-	DAN-1		Biamp 64x64 Dante Interface Card	1	\$	864.39	1	\$	782.93
-	SVC-2		Biamp 2 Line VoIP Card	1	\$	346.20	1	\$	334.93
-	SEC-4		Biamp 4 Channel Mic/Line Input Card	5	\$	403.53	5	\$	1,952.00
-	SOC-4		Biamp 4 Channel Mic/Line Output Card	4	\$	164.28	5	\$	832.00
-	Tesira AMP-4300R CV		Biamp Tesira AMP-4300R CV Amplifier	1	\$	2,260.20	1	\$	2,186.67
-	AEW-4313a		Audio Technica AEW-R4100 RX, AEW-T1000A Unipack TX, AEW-T330A TX	1	\$	1,046.86	1	\$	1,055.00
-	AT831R		Audio Technica Omnidirectional Condenser Lav	1	\$	147.85	1	\$	149.00
-	EVID C8.2		Bosch / Electro-Voice EVID C8.2 8" 2-Way Coaxial Speaker	3	\$	115.20	3	\$	696.60
Section 4 - Audio Processing & Amplification Sub-Total					\$	11,737.69		\$	11,909.13

Section 5 - Hearing Assist									
-	PPA 457 NET D PRO		Williams Sound Personal PA Pro FM Assistive Listening System	1	\$	1,037.49	1	\$	1,150.11
Section 5 - Hearing Assist Sub-Total					\$	1,037.49		\$	1,150.11

Section 6 - Network SD and USB Recorder									
-	DN-700R		Denon DN-700R Network SD and USB Recorder	1	\$	413.45	1	\$	416.67
-	CustomPart		Custom I/O Part # for record and USB extention	* 1	\$	100.00	1	\$	36.57
-	IC402A-R2		Blackbox CATx USB 2.0 Extender 2-Port	1	\$	416.03	1	\$	419.38
Section 6 - Network SD and USB Recorder Sub-Total					\$	929.48		\$	890.54

* AVI-SPL Amount may vary based on Client input

Section 7 - Control System									
-	CP3N		Crestron 3-Series Control System w/ Network	1	\$	1,433.30	1	\$	1,444.44
-	TSW-1060		Crestron 10.1" Touch Screen (Black)	2	\$	1,323.04	2	\$	2,666.66
-	TSW-1060TTK		Crestron Tabletop Kit for TSW-1060 (Black)	2	\$	137.82	2	\$	277.78
-	HB155KW016BCB		NKK Momentary SPDT Button w. Light		\$	-	6	\$	53.76
-	CustomPart		Custom Button Interface / Box	* 1	\$	100.00	1	\$	25.89
Section 7 - Control System Sub-Total					\$	4,455.02		\$	4,468.53

* AVI-SPL Amount may vary based on Client input

Section 8 - Wireless Presentation System									
-	VIA-COLLAGE		Kramer VIA Collage 4K Wireless Presentation & Collaboration Solution	1	\$	2,183.02	1	\$	2,200.00
-	RK-COLLAGE		Kramer 19" Rack Adapter-VIA Collage	1	\$	163.73	1	\$	165.00
Section 8 - Wireless Presentation Sub-Total					\$	2,346.75		\$	2,365.00

Section 9 - Document Camera									
-	EYE-14		Wolfvision EYE-14 Ceiling Visualizer Camera	1	\$	3,812.57	1	\$	3,573.33
-	EYE-KIT	*	Wolfvision EYE-KIT Ceiling Mount	1	\$	214.99	1	\$	216.67
Section 9 - Document Camera Sub-Total					\$	4,027.56		\$	3,790.00

*Original Bid document omitted this essential part (both bidders added it.)

Section 10 - Network Switches									
-	HP 1920-24G-POE+		HP 1920-24G-POE+ 24 Port Layer 3 Managed Switch	1	\$	1,270.12	1	\$	414.09
-	NG GS724T AVB V4		Biamp Supplied Netgear GS724T AVB Compliant Switch	1	\$	770.67	1	\$	776.67
Section 10 - Network Switches Sub-Total					\$	2,040.79		\$	1,190.76

Section 11 - Public Monitors									
-	QM65H		Samsung QM65H 65" Commercial UHD Display	2	\$	1,753.86	2	\$	1,774.44
-	LCM1U		Chief Fusion Large Flat Panel Ceiling Mount	2	\$	218.07	2	\$	347.00
-	CMA372		Chief Unitrust Ceiling Mount Adapter	2	\$	36.45	2	\$	58.00
-	CMS0305		Chief Adjustable Extension Column	2	\$	96.15	2	\$	153.00
Section 11 - Public Monitors Sub-Total					\$	4,209.06		\$	4,106.88

Section 12 - Installation									
-	LABOR - ONSITE		Installation & Commissioning Labor	1	N/A	\$ 56,397.64	1	N/A	\$ 39,517.00
-	EXPENSES		Installation Materials	1	N/A	\$ 5,172.81	1	N/A	\$ 10,098.97
-	One Year Warranty		One Year Warranty			\$ 2,976.05			Included
Section 12 - Installation Sub-Total					\$	64,546.50		\$	49,615.97

Base System Summary					\$			\$	
Section 1 - Video Distribution					\$	20,985.03		\$	21,311.19
Section 2 - Cable Cubby & USB Transmitters					\$	1,681.42		\$	1,702.71
Section 3 - Dais Video & Audio System					\$	6,070.61		\$	5,044.83
Section 4 - Audio Processing & Amplification					\$	11,737.69		\$	11,909.13
Section 5 - Hearing Assist					\$	1,037.49		\$	1,150.11
Section 6 - Network SD and USB Recorder					\$	929.48		\$	890.54
Section 7 - Control System					\$	4,455.02		\$	4,468.53
Section 8 - Wireless Presentation System					\$	2,346.75		\$	2,365.00
Section 9 - Document Camera					\$	4,027.56		\$	3,790.00
Section 10 - Network Switches					\$	2,040.79		\$	1,190.76
Section 11 - Public Monitors					\$	4,209.06		\$	4,106.88
Section 12 - Installation					\$	64,546.50		\$	49,615.97
Base Bid Subtotal					\$	124,067.40		\$	107,545.65

Equipment Total		\$	59,520.90		\$	57,929.68
Installation Materials		\$	3,129.71		\$	10,098.97
Professional Services (Installation)		\$	56,397.64		\$	39,517.00
Direct Costs		\$	-		\$	-
General & Administrative (Installation Expenses)		\$	2,043.10		\$	-
Maintenance Services		\$	2,976.05		\$	-
Total		\$	124,067.40		\$	107,545.65
Total with Two Year Warranty		\$	4,166.46		\$	128,233.86
Total with Three Year Warranty		\$	7,142.51		\$	131,209.91
Total with One Year Warranty and Bid Options 1 & 2		\$	13,536.11		\$	137,603.51

City of Champlin
Council Chambers AV Presentation System - Bid Form
Bid Options

Council Chambers - Options				AVI - SPL			Alpha Video		
ID #	Model Number	ID	Manufacturer/Description	Qty	Unit	Extended	Qty	Unit	Extended
Option 1 - Microphones									
-	ES915C18		Audio Technica Mini Condenser Gooseneck Microphone - Cardioid 18"	13	\$	173.65	13	\$	2,275.00
-	LABOR - ONSITE		Installation & Commissioning Labor	1	N/A	\$ 2,383.72	1	N/A	\$ 253.11
-	EXPENSES		Installation Materials	1	N/A	\$ 401.28	1	N/A	\$ -
	Warranty		One Year Warranty	1		\$ 574.50			Included
Option 1 - Microphones					\$	5,616.95		\$	2,528.11

Option 2 - Microphone Logic									
-	Tesira EX-LOGIC		Biamp Tesira EX-Logic Expander 16 Logic Connections	2	\$	346.20	2	\$	669.86
-	Tesira RMK-2		Biamp Two Unit Rack Mount Kit	1	\$	66.15	1	\$	64.00
	Custom		Momentary SPDT Buttons w/ LED Light	*	13	\$ 100.00	13	\$	8.96
-	LABOR - ONSITE		Installation & Commissioning Labor	1	N/A	\$ 2,383.72	1	N/A	\$ 15,500.70
-	EXPENSES		Installation Materials	1	N/A	\$ 401.29	1	N/A	\$ 2,026.67
	Warranty		One Year Warranty	1		\$ 574.50			Included
Option 2 - Microphone Logic					\$	5,418.06		\$	18,377.71

* AVI-SPL Amount may vary based on Client input

Option 3 - 70" Displays									
-	QM65H		Samsung QM65H 65" Commercial UHD Display	-2	\$	1,753.86	-2	\$	(4,200.00)
-	QB75H		Samsung QB75H 75" Commercial UHD Display	2	\$	3,004.41	2	\$	6,008.82
Option 3 - 70" Displays					\$	2,501.10		\$	1,217.78

Options Summary									
Option 1 - Microphones						\$ 5,616.95		\$ 2,528.11	
Option 2 - Microphone Logic						\$ 5,418.06		\$ 18,377.71	
Option 3 - 70" Displays						\$ 2,501.10		\$ 1,217.78	
Option 4 - Two Year Warranty						\$ 4,166.46		\$ 3,195.79	
Option 5 - Three Year Warranty						\$ 7,142.51		\$ 4,473.68	
Bid Subtotal						\$ 20,678.62	\$ 24,845.08	\$ 29,793.07	\$ 29,793.07*

Equipment Total	\$ 6,817.10	\$ 4,343.12
Installation Materials	\$ 608.49	\$ 2,026.67
Professional Services (Installation)	\$ 4,767.44	\$ 15,753.81
Direct Costs	\$ -	\$ -
General & Administrative (Installation Expenses)	\$ 194.08	\$ -
Maintenance Services	\$ 1,149.00	\$ -
Total	\$ 13,536.11	\$ 22,123.60

City of Ramsey
Council Chambers AV Presentation System - Bid Form
Base Bid

Council Chambers - Base System Proposal				AVI - SPL			Alpha Video		
ID #	Model Number	ID	Manufacturer/Description	Qty	Unit	Extended	Qty	Unit	Extended
Section 1 - Video Distribution									
-	DM-MD8x8		Crestron 8x8 DigitalMedia Switcher	1	\$	2,370.45	1	\$	2,388.89
-	DMC-4K-C-DSP-HDCP2		Crestron HDBaseT Certified 4K DigitalMedia 8G+ Input Card w/ DSP	3	\$	716.65	3	\$	722.22
-	DMC-4K-HD-SDP-HDCP2		Crestron 4K HDMI Input Card w/ DSP	1	\$	551.27	1	\$	555.56
-	DMC-SDI		Crestron 3G-SDI Input Card	1	\$	661.52	1	\$	666.67
-	DMC-4K-CO-HD-HDCP2		Crestron 2-Channel HDBaseT Certified 4K DigitalMedia 8G+ Output Card	3	\$	716.65	3	\$	722.22
-	DMC-HDO		Crestron 2-Channel HDMI Output Card	1	\$	385.89	1	\$	388.89
-	DM-TX-4K-302-C		Crestron 4K DigitalMedia 8G+ Transmitter 302	3	\$	1,102.54	3	\$	1,111.11
-	DM-RMC-4K-SCALER-C-DSP		Crestron 4K DigitalMedia 8G+ Receiver & Room Controller w/ Scaling & DSP	5	\$	1,212.79	5	\$	1,222.22
-	HD-DA4-4K-E		Crestron 1-to-4 4K HDMI Distribution Amplifier	2	\$	275.63	2	\$	277.78
-	HD-DA8-4K-E		Crestron 1-to-8 4K HDMI Distribution Amplifier	1	\$	551.27	1	\$	555.56
-	HD-SCALER-HD-E		Crestron High-Definition Video Scaler HDMI In, HDMI Out	2	\$	275.63	2	\$	277.78
-	DM-PSU-8		Crestron 8-Port PoDM Power Supply for DM 8G+ I/O Cards	1	\$	661.52	1	\$	922.40
-	SP-HD-1x4		Covid HDMI 1:4 Splitter	2	\$	75.61	2	\$	46.06
-	HAS-PLUS		AJA HDMI to HD/SD Converter	1	\$	326.63	1	\$	296.67
Section 1 - Video Distribution Subtotal						\$ 20,433.76			\$ 20,755.63

Section 2 - Cable Cubby & USB Transmitters									
-	HSA 400		Extron HSA 400 Cable Cubby (Model Number Typo on original form)	2	\$	545.76	2	\$	550.00
-	AAP SuperPlate 100		Extron AAP SuperPlate 100 (HDMI, VGA, Audio, USB - BLACK)	1	\$	82.69	1	\$	83.33
-	AAP HDMI		Extron HDMI Plate w/ 10" Pigtail	1	\$	44.10	1	\$	44.44
-	AAP VGA & Audio		Extron VGA w/ 6" Pigtail & 3.5mm Mini Jack	1	\$	55.13	1	\$	55.56
-	IC402A-R2		Blackbox CATx USB 2.0 Extender 2-Port	1	\$	407.98	1	\$	419.38
Section 2 - Cable Cubby & USB TX-RX Sub-Total						\$ 1,681.42			\$ 1,702.71

Section 3 - Dais Video & Audio System									
-	P2217H		Dell 22" 1920x1080 Monitor	13	\$	189.53	13	\$	199.99
-	S2240T		Dell 21.5" 1920x1080 Touch Screen LED Lit Monitor	1	\$	288.85	1	\$	498.52
-	AC511		Dell USB SoundBar	14	\$	32.80	14	\$	29.99
-	Allowance		Chief Monitor Mount (TBD - Dais & Podium)	*	\$	165.91	14	\$	55.56
-	TX-A2		RDL Audio Converter - Balanced Mono to Unbalanced Stereo	14	\$	71.09	14	\$	79.56
Section 3 - Dais Video & Audio System Sub-Total						\$ 6,529.94			\$ 5,409.93

* AVI-SPL Amount may vary based on Client Input

Section 4 - Audio Processing & Amplification									
-	Tesira Server-IO AVB		Biamp Tesira Server-IO w/ AVB	1	\$	4,051.82	1	\$	3,920.00
-	DAN-1		Biamp 64x64 Dante Interface Card	1	\$	864.39	1	\$	782.93
-	SVC-2		Biamp 2 Line VoIP Card	1	\$	346.20	1	\$	334.93
-	SEC-4		Biamp 4 Channel Mic/Line Input Card	5	\$	403.53	5	\$	390.40
-	SOC-4		Biamp 4 Channel Mic/Line Output Card	5	\$	164.28	5	\$	166.40
-	Tesira AMP-4300R CV		Biamp Tesira AMP-4300R CV Amplifier	1	\$	2,260.20	1	\$	2,186.67
-	AEW-4313a		Audio Technica AEW-R4100 RX, AEW-T1000A Unipack TX, AEW-T330A TX	1	\$	1,046.86	1	\$	1,055.00
-	AT831R		Audio Technica Omnidirectional Condenser Lav	1	\$	147.85	1	\$	149.00
-	EVID-SB-2T		Bosch EV 8" Surface Mount Speaker (OVERFLOW)	*	\$	115.20	2	\$	232.20
Section 4 - Audio Processing & Amplification Sub-Total						\$ 11,796.77			\$ 11,676.93

* Must buy in pairs of Two

Section 5 - Hearing Assist									
-	PPA 457 NET D PRO		Williams Sound Personal PA Pro FM Assistive Listening System	1	\$	1,037.49	1	\$	1,150.11
Section 5 - Hearing Assist Sub-Total						\$ 1,037.49			\$ 1,150.11

Section 6 - Network SD and USB Recorder									
-	DN-700R		Denon DN-700R Network SD and USB Recorder	1	\$	413.45	1	\$	416.67
-	CustomPart		Custom I/O Part # for record and USB extension	*	\$	100.00	1	\$	36.57
-	HB15SKW016BCB		NKK Momentary SPDT Button w. Light	1	\$	-	2	\$	8.96
-	IC402A-R2		Blackbox CATx USB 2.0 Extender 2-Port	1	\$	416.03	1	\$	419.38
Section 6 - Network SD and USB Recorder Sub-Total						\$ 929.48			\$ 890.54

* AVI-SPL Amount may vary based on Client Input

Section 7 - Control System									
-	CP3N		Crestron 3-Series Control System w/ Network	1	\$	1,433.30	1	\$	1,444.44
-	TSW-1060		Crestron 10.1" Touch Screen (Black)	2	\$	1,323.04	2	\$	1,333.33
-	TSW-1060TTK		Crestron Tabletop Kit for TSW-1060 (Black)	2	\$	137.82	2	\$	138.89
-	HB15SKW016BCB		NKK Momentary SPDT Button w. Light	6	\$	-	6	\$	8.96
-	CustomPart		Custom Button Interface / Box	*	\$	100.00	1	\$	25.89
Section 7 - Control System Sub-Total						\$ 4,455.02			\$ 4,468.53

* AVI-SPL Amount may vary based on Client Input

Section 8 - Wireless Presentation System									
-	VIA-COLLAGE		Kramer VIA Collage 4K Wireless Presentation & Collaboration Solution	1	\$	2,183.02	1	\$	2,200.00
-	RK-COLLAGE		Kramer 19" Rack Adapter-VIA Collage	1	\$	163.73	1	\$	165.00
Section 8 - Wireless Presentation Sub-Total						\$ 2,346.75			\$ 2,365.00

Section 9 - Document Camera									
-	EYE-14		Wolfvision EYE-14 Ceiling Visualizer Camera	1	\$	3,812.57	1	\$	3,573.33
-	EYE-KIT		Wolfvision EYE-KIT Ceiling Mount	1	\$	214.99	1	\$	216.67
Section 9 - Document Camera Sub-Total						\$ 4,027.56			\$ 3,790.00

Section 10 - Network Switches									
-	HP 1920-24G-POE+		HP 1920-24G-POE+ 24 Port Layer 3 Managed Switch	1	\$	1,270.12	1	\$	414.09
-	NG GS724T AVB V4		Biamp Supplied Netgear GS724T AVB Compliant Switch	1	\$	770.67	1	\$	776.67
Section 10 - Network Switches Sub-Total						\$ 2,040.79			\$ 1,190.76

Section 11 - Projectors & Screens									
-	DHD850-GS		Christie Digital 1-DLP Solid State 7200lm 1920x1080 Projector	2	\$	8,797.13	2	\$	8,156.67
-	1.52-2.89		Christie Digital Lens 1.52-2.89 Zoom G/GS	2	\$	1,498.67	2	\$	1,248.89
-	HoloScreen		Da-Lite Holo Screen 92" Diagonal 16:9	2	\$	1,889.31	2	\$	1,904.00
Section 11 - Projectors & Screens Sub-Total						\$ 24,370.22			\$ 22,619.12

Section 12 - Installation									
-	LABOR - ONSITE		Installation & Commissioning Labor	1	N/A	\$ 59,465.88	1	N/A	\$ 39,070.20
-	EXPENSES		Installation Materials	1	N/A	\$ 9,232.54	1	N/A	\$ 9,339.44
-	Warranty		Warranty			\$ 3,981.96			Included
*Section 12 - Installation Sub-Total						\$ 72,680.38			\$ 48,409.64

Base System Summary									
Section 1 - Video Distribution						\$ 20,433.76			\$ 20,755.63
Section 2 - Cable Cubby & USB Transmitters						\$ 1,681.42			\$ 1,702.71
Section 3 - Dais Video & Audio System						\$ 6,529.94			\$ 5,409.93
Section 4 - Audio Processing & Amplification						\$ 11,786.77			\$ 11,676.93
Section 5 - Hearing Assist						\$ 1,037.49			\$ 1,150.11
Section 6 - Network SD and USB Recorder						\$ 929.48			\$ 890.54
Section 7 - Control System						\$ 4,455.02			\$ 4,468.53
Section 8 - Wireless Presentation System						\$ 2,346.75			\$ 2,365.00
Section 9 - Document Camera						\$ 4,027.56			\$ 3,790.00
Section 10 - Network Switches						\$ 2,040.79			\$ 1,190.76
Section 11 - Projectors & Screens						\$ 24,370.22			\$ 22,619.12
Section 12 - Installation						\$ 72,680.38			\$ 48,409.64
Base Bid Subtotal						\$ 152,319.58			\$ 124,428.90

Equipment Total			\$ 79,639.20			\$ 76,019.26
Installation Materials			\$ 4,214.40			\$ 9,339.44
Professional Services (Installation)			\$ 59,465.88			\$ 39,070.20
Direct Costs			\$ 2,352.94			\$ -
General & Administrative (Installation Expenses)			\$ 2,665.20			\$ -
Maintenance Services			\$ 3,981.96			\$ -
Total			\$ 152,319.58			\$ 124,428.90
Total with Two Year Warranty		\$ 5,574.74	\$ 157,894.32		\$ 3,600.00	\$ 128,028.90
Total with Three Year Warranty		\$ 9,556.70	\$ 161,876.28		\$ 5,041.05	\$ 129,469.95
Total with One Year Warranty and Bid Options 1 & 2		\$ 11,571.54	\$ 163,891.12		\$ 21,770.59	\$ 146,199.49

City of Ramsey
Council Chambers AV Presentation System - Bid Form
Bid Options

Council Chambers - Options				AVI - SPL			Alpha Video			
ID #	Model Number	ID	Manufacturer/Description	Qty	Unit	Extended	Qty	Unit	Extended	
Option 1 - Microphones										
-	ES915C18		Audio Technica Mini Condenser Gooseneck Microphone - Cardioid 18"	16	\$	173.65	\$	2,778.40	\$	2,800.00
-	LABOR - ONSITE		Installation & Commissioning Labor	1		N/A	\$	2,383.72	\$	306.00
-	EXPENSES		Installation Materials	1		N/A	\$	259.07	\$	-
			One Year Warranty	1			\$	574.50		Included
Option 1 - Microphones					\$	5,995.69	\$	5,995.69	\$	3,106.00

Option 2 - Microphone Logic											
-	Tesira EX-LOGIC		Biamp Tesira EX-Logic Expander 16 Logic Connections	2	\$	346.20	\$	692.40	\$	669.86	
-	Tesira RMK-2		Biamp Two Unit Rack Mount Kit	1	\$	66.15	\$	66.15	\$	64.00	
-	Custom		Momentary SPDT Buttons w/ LED Light	*	16	\$	100.00	\$	1,600.00	\$	143.36
-	LABOR - ONSITE		Installation & Commissioning Labor	1		N/A	\$	2,383.72	\$	15,760.70	
-	EXPENSES		Installation Materials	1		N/A	\$	259.08	\$	2,026.67	
			One Year Warranty			TYPO*\$54.50	\$	574.50		Included	
Option 2 - Microphone Logic					\$	5,055.85	\$	5,575.85	\$	18,664.59	

* AVI-SPL Amount may vary based on Client input

Options Summary					
Option 1 - Microphones		\$	5,995.69	\$	3,106.00
Option 2 - Microphone Logic		\$	5,575.85	\$	18,664.59
Option 3 - Two Year Warranty		\$	5,574.74	\$	3,600.00
Option 4 - Three Year Warranty		\$	9,556.70	\$	5,041.05
Bid Subtotal		\$	20,608.24	\$	21,128.24
		\$		\$	30,411.64
		\$		\$	26,811.64

Equipment Total		\$	5,136.95	\$	3,677.22
Installation Materials		\$	387.45	\$	2,026.67
Professional Services (Installation)		\$	4,767.44	\$	16,066.70
Direct Costs		\$	-	\$	-
General & Administrative (Installation Expenses)		\$	130.70	\$	-
Maintenance Services		\$	1,149.00	\$	-
Total		\$	11,571.54	\$	21,770.59