



TO: Mayor and Councilmembers

FROM: Deborah S. Lopez, City Clerk

SUBJECT: City Hall Council Chambers Equipment Upgrade - Award of Contract for Audiovisual Improvements

RECOMMENDATION:

Approve and authorize the City Manager to execute a Professional Services Agreement with Western A/V for audiovisual replacement and upgrades as part of the City Hall Council Chambers equipment upgrade project, in an amount not to exceed \$196,800 and with a termination date of January 1, 2022.

BACKGROUND:

The City of Goleta Council Chamber was last upgraded in 2011 to include a Council dais and presentation wall . The audio visual equipment was installed in 2008 to accommodate viewing public meetings in person and to broadcast meetings via the local cable channel 19 and has not been upgraded since that time.

The audio/video equipment is now obsolete, has exceed its useful lifespan and is experiencing failures while broadcasting meetings. Several major components of the system have experienced repeated failures over the last several months. The Crestron control box has repeatedly become unresponsive, there has been poor video quality both internally and externally, and video feed to Granicus and the website has failed on multiple occasions. The recommended system upgrade includes a 100-inch monitor, cameras, broadcasting and mixing equipment and a voting system.

DISCUSSION:

On August 12, 2021, staff solicited proposals for audio/visual equipment replacement and upgrades through the release of a request for proposals (RFP). The proposed system will provide a more stable platform, enhance the video experience, expand broadcast capabilities for the public, and improve the experience inside and outside the Chamber.

Proposals were received on September 3, 2021, and evaluated on September 10, 2021, based on criteria identified in the RFP. The criteria included qualifications, experience, project understanding, approach, references, and price. Based on this criteria staff is

recommending the City Council authorize an agreement with Western A/V, which has over 16 years of experience in the audio and video industry and has successfully completed the installation of similar equipment in numerous city council chambers. Along with the base scope of work outlined in the RFP, staff also requested proposals on a voting system as an alternate item. Western A/V has provided the optional alternate cost to program seven (7) 7" touch-panels for this purpose. Each touch-panel will be custom programmed to include the following voting functions: YES, NO, ABSTAIN, LOCK VOTE. Once all votes have been placed, a display will show the voting results on the displays within the Chamber, as well as on the live stream and cable channel broadcasts. The cost to provide the Alternate Voting System is \$21,085.83 and is included in the contract total amount of \$196,800.

Current available is budgeted will be used to provide the necessary upgrades to the City Council Chambers and since installation of those improvements is already budgeted in Fiscal Year 2021/22, no additional appropriations are needed to fund the recommended audiovisual improvements in the current fiscal year.

FISCAL IMPACTS:

This project has been budgeted in Fiscal Year 2021/22 within the Public Educational and Governmental Access (PEG) Fund. This Fund is separate from, and expenditures will not have an impact on the City's General Fund. Revenue for PEG comes from fees paid by the cable provider operating within the Santa Barbara County and can only be used to support the capital equipment needs of the City's PEG channel and to broadcast content to the public. The balance in PEG fund as of July 2021 was approximately \$323,000, and therefore sufficient funding is available.

ALTERNATIVES:

Alternatively, the City Council could choose to not award an agreement with Western A/V in the amount of \$200,000 for the replacement of audio and video equipment in the City Council Chamber, however doing so would mean that the City would experience continued equipment failure and an inability to broadcast meetings and other PEG content on its website and cable channel.


Reviewed By:


Kristine Schmidt
Assistant City Manager

Legal Review By:


Michael Jenkins
City Attorney

Approved By:


Michelle Greene
City Manager

ATTACHMENTS:

1. Agreement for Professional Services Between the City of Goleta and Western A/V

Attachment 1

Agreement for Professional Services Between the City of Goleta and Western A/V

Project Name: City Council Chambers Audio/Video Upgrade

**AGREEMENT FOR PROFESSIONAL SERVICES
BETWEEN THE CITY OF GOLETA
AND
WESTERN A/V**

This AGREEMENT FOR PROFESSIONAL SERVICES (herein referred to as "AGREEMENT") is made and entered into this 5th day of October, 2021, by and between the **CITY OF GOLETA**, a municipal corporation (herein referred to as "CITY"), and Western A/V (herein referred to as "CONSULTANT").

SECTION A. RECITALS

1. The CITY has a need for professional audio/video services for Council Chambers Audio/Video Upgrade; and
2. The CITY does not have the personnel able and/or available to perform the services required under this AGREEMENT, and therefore, the CITY desires to contract for professional services to accomplish this work; and
3. The CITY procured these services in compliance with Goleta Municipal Code Section 3.05.260 by requests for proposals.
4. The City Council, on this 5th day of October 2021, approved this AGREEMENT and authorized the City Manager to execute the AGREEMENT.

SECTION B. TERMS

1. RETENTION AS CONSULTANT

CITY hereby retains CONSULTANT, and CONSULTANT hereby accepts such engagement, to perform the services described in Section 2. CONSULTANT warrants it has the qualifications, experience, and facilities to properly and timely perform said services.

2. DESCRIPTION OF SERVICES

The services to be performed by CONSULTANT are as follows:

Professional Services in conjunction with audio and video upgrades more particularly set forth in the Scope of Work, attached as Exhibit "A," and incorporated herein.

CONSULTANT shall deliver to CITY the deliverables defined in Exhibit "A."

3. COMPENSATION AND PAYMENT

(a) Maximum and Rate. The total compensation payable to CONSULTANT by CITY for the services under this AGREEMENT **SHALL NOT EXCEED** the sum of \$196,800 (herein "not to exceed amount"), and shall be earned as the work progresses on the following basis:

Hourly at the hourly rates and with reimbursement to CONSULTANT for those expenses set forth in CONSULTANT's Schedule of Fees marked Exhibit "B," attached and incorporated herein. The rates and expenses set forth in that exhibit shall be binding upon CONSULTANT until January 1, 2022, after which any change in said rates and expenses must be approved in writing by CITY's Project Manager as described in Section 5 (CITY is to be given 60 days notice of any rate increase request), provided the not to exceed amount is the total compensation due CONSULTANT for all work described under this AGREEMENT.

(b) Payment. CONSULTANT shall provide CITY with written verification of the actual compensation earned, which written verification shall be in a form satisfactory to CITY's Project Manager, as described in Section 5. Invoices shall be made no more frequently than on a monthly basis, and describe the work performed (including a list of hours worked by personnel classification). All payments shall be made within 30 days after CITY's approval of the invoice.

4. EXTRA SERVICES

CITY shall pay CONSULTANT for those CITY authorized extra services, not reasonably included within the services described in Section 2, as mutually agreed to writing in advance of the incurrence of extra services by CONSULTANT. Unless CITY and CONSULTANT have agreed in writing before the performance of extra services, no liability and no right to claim compensation for such extra services or expenses shall exist. The applicable hourly rates for extra services shall be at the hourly rates set forth in Exhibit B, if one is included as part of this agreement. Any compensation for extra services shall be part of the total compensation and shall not increase the not to exceed amount identified in Section 3.

5. CITY PROJECT MANAGER AND SERVICES BY CITY

The services to be performed by CONSULTANT shall be accomplished under the general direction of, and coordinate with, CITY's "Project Manager", as that staff person is designated by CITY from time to time, and who presently is Deborah S. Lopez, Project Manager shall have the authority to act on behalf of the CITY in administering this AGREEMENT but shall not be authorized to extend the term of the AGREEMENT or increase the not to exceed amount.

6. TERM, PROGRESS AND COMPLETION

The term of this AGREEMENT is from the date first written above to January 1, 2022, unless term of this AGREEMENT is extended, or the AGREEMENT is terminated as provided for herein.

CONSULTANT shall not commence work on the services to be performed until (i) CONSULTANT furnishes proof of insurance as required by Section 10 below, and (ii) CITY gives written authorization to proceed with the work provided by CITY's Project Manager.

7. OWNERSHIP OF DOCUMENTS

All drawings, designs, data, photographs, reports and other documentation (other than CONSULTANT's drafts, notes and internal memorandum), including duplication of same prepared by CONSULTANT in the performance of these services, are the property of CITY. CITY shall be entitled to immediate possession of the same upon completion of the work under this AGREEMENT, or at any earlier or later time when requested by CITY. CITY agrees to hold CONSULTANT harmless from all damages, claims, expenses, and losses arising out of any reuse of the plans and specifications for purposes other than those described in this AGREEMENT, unless written authorization of CONSULTANT is first obtained.

8. PERSONAL SERVICES/NO ASSIGNMENT/SUBCONTRACTOR

This AGREEMENT is for professional services which are personal to CITY. Hailey Schellin, Account Executive of Western A/V is deemed to be specially experienced and is a key member of CONSULTANT's firm, and shall be directly involved in the performance of this work. This key person shall communicate with, and periodically report to, CITY on the progress of the work. Should any such individual be removed from assisting in this contracted work for any reason, CITY may terminate this AGREEMENT. This AGREEMENT may not be assigned or subcontracted without the City Manager's prior written consent.

9. HOLD HARMLESS AND INDEMNITY

(a) Hold Harmless for CONSULTANT's Damages. CONSULTANT holds CITY, its elected officials, officers, agents, and employees, harmless from all of CONSULTANT's claims, demands, lawsuits, judgments, damages, losses, injuries or liability to CONSULTANT, to CONSULTANT's employees, to CONSULTANT's contractors or subcontractors, or to the owners of CONSULTANT's firm, which damages, losses, injuries or liability occur during the work required under this AGREEMENT, or occur while CONSULTANT is on CITY property, or which are connected, directly or indirectly, with CONSULTANT's performance of any activity or work required under this AGREEMENT.

(b) Defense and Indemnity of Third Party Claims/Liability.

CONSULTANT shall investigate, defend, and indemnify CITY, its elected officials, officers, agents, and employees, from any claims, lawsuits, demands, judgments, and all liability including, but not limited to, monetary or property damage, lost profit, personal injury, wrongful death, general liability, automobile, infringement of copyright/patent/trademark, or professional errors and omissions arising out of, directly or indirectly, an error, negligence, or omission of CONSULTANT or any of CONSULTANT's officers, agents, employees, representatives, subconsultants, or subcontractors, or the willful misconduct of CONSULTANT or any of CONSULTANT's officers, agents, employees, representatives, subconsultants, or subcontractors, in performing the services described in, or normally associated with, this type of contracted work. The duty to defend shall include any suits or actions concerning any activity, product or work required under this AGREEMENT, and also include the payment of all court costs, attorney fees, expert witness costs, investigation costs, claims adjusting costs and any other costs required for and related thereto.

(c) No Waiver. CITY does not waive, nor shall be deemed to have waived, any indemnity, defense or hold harmless rights under this section because of the acceptance by CITY, or the deposit with CITY, of any insurance certificates or policies described in Section 10.

10. INSURANCE

CONSULTANT shall, at CONSULTANT's sole cost and expense, provide insurance as described herein. All insurance is to be placed with insurers authorized to do business in the State of California with an A.M. Best and Company rating of A- or better, Class VII or better, or as otherwise approved by CITY.

Insurance shall include the following (or broader) coverage:

- a) Insurance Services Office Commercial Liability coverage "occurrence" form CG 00 01 or its exact equivalent with an edition date prior to 2004 and with minimum limits of \$1,000,000 per occurrence and \$2,000,000 general aggregate.
- b) Insurance Services Office form number CA 00 01 or equivalent covering Automobile Liability, including hired and non-owned automobile liability with a minimum limit of \$1,000,000 per accident. If the Service Provider owns no vehicles, this requirement may be satisfied by a non-owned and hired auto endorsement to Service Provider's commercial general liability policy.

- c) Workers' Compensation insurance complying with California worker's compensation laws, including statutory limits for workers' compensation and an Employer's Liability limit of \$1,000,000 per accident or disease.
- d) Professional liability insurance that covers the services to be performed in connection with this agreement, in the minimum amount of \$1,000,000 per claim.

Liability insurance policies required to be provided by CONSULTANT hereunder shall contain or be endorsed to contain the following provisions:

- a) Except for professional liability insurance, CITY, its employees, officials, agents and member agencies shall be covered as additional insureds. Coverage shall apply to any and all liability arising out of the work performed or related to the contract. Additional insured status under the general liability requirement shall be provided on Insurance Services Office Form CG 20 10, with an edition date prior to 2004, or its equivalent. Additional insured status for completed operations shall be provided either in the additional insured form or through another endorsement such as CG 20 37, or its equivalent.
- b) General and automobile liability insurance shall apply separately to each insured against whom a claim is made or suit is brought, except with respect to the limits of the insurer's liability. Coverage will not be limited to CITY's vicarious liability.
- c) Professional liability insurance policies inception date, continuity date, or retroactive date must be before the effective date of this agreement. CONSULTANT agrees to maintain continuous coverage through a period no less than three years after completion of the services required by this agreement.
- d) Except for professional liability insurance, liability coverage shall be primary and non-contributing with any insurance maintained by CITY.
- e) Evidence of coverage (including the workers' compensation and employer's liability policies) shall provide that coverage shall not be suspended, voided, canceled or reduced in coverage or in limits except after 30 days' prior written notice has been given to CITY. Such provision shall not include any limitation of liability of the insurer for failure to provide such notice.
- f) No liability insurance coverage provided to comply with this AGREEMENT shall prohibit CONSULTANT, or CONSULTANT's

employees, or agents, from waiving the right of recovery prior to a loss. CONSULTANT waives its right of recovery against CITY.

- g) CONSULTANT agrees to deposit with CITY within fifteen days of Notice to Proceed of the Contract certificates of insurance and required endorsements.
- h) There shall be no recourse against CITY for payment of premiums or other amounts with respect to the insurance required to be provided by CONSULTANT hereunder. Any failure, actual or alleged, on the part of CITY to monitor compliance with these requirements will not be deemed as a waiver of any rights on the part of CITY. CITY has no additional obligations by virtue of requiring the insurance set forth herein. In the event any policy of insurance required under this AGREEMENT does not comply with these requirements or is canceled and not replaced, CITY has the right but not the duty to obtain the insurance it deems necessary and any premium paid by CITY will be promptly reimbursed by CONSULTANT or CITY will withhold amounts sufficient to pay premium from CONSULTANT payments.
- i) CONSULTANT agrees to provide immediate notice to CITY of any claim or loss against CONSULTANT arising out of the work performed under this AGREEMENT. CITY assumes no obligation or liability by such notice, but has the right (but not the duty) to monitor the handling of any such claim or claims if they are likely to involve CITY.

11. RELATIONSHIP OF CONSULTANT TO CITY

The relationship of the CONSULTANT to CITY shall be that of an independent contractor and that in no event shall CONSULTANT be considered an officer, agent, servant or employee of CITY. CONSULTANT shall be solely responsible for any workers compensation insurance, withholding taxes, unemployment insurance, and any other employer obligations associated with the described work.

12. CORRECTIONS

In addition to the above indemnification obligations, CONSULTANT shall correct, at its expense, all errors in the work that may be disclosed during CITY's review of CONSULTANT's report or plans. Should CONSULTANT fail to make such correction in a reasonably timely manner, such correction shall be made by CITY, and the cost thereof shall be charged to CONSULTANT or withheld from any funds due to CONSULTANT hereunder.

13. TERMINATION BY CITY

CITY, by notifying CONSULTANT in writing, may upon 10 calendar days notice, terminate without cause any portion or all of the services agreed to be performed under this AGREEMENT. If termination is for cause, no notice period need be given. In the event of termination, CONSULTANT shall have the right and obligation to immediately assemble work in progress for the purpose of closing out the job. All compensation for actual work performed and charges outstanding at the time of termination shall be payable by CITY to CONSULTANT within 30 days following submission of a final statement by CONSULTANT unless termination is for cause. In such event, CONSULTANT shall be compensated only to the extent required by law.

14. ACCEPTANCE OF FINAL PAYMENT CONSTITUTES RELEASE

The acceptance by CONSULTANT of the final payment made under this AGREEMENT shall operate as and be a release of CITY from all claims and liabilities for compensation to CONSULTANT for anything done, furnished, or relating to CONSULTANT'S work or services. Acceptance of payment shall be any negotiation of CITY's check or the failure to make a written extra compensation claim within 10 calendar days of the receipt of that check. However, approval or payment by CITY shall not constitute, nor be deemed, a release of the responsibility and liability of CONSULTANT, its employees, subcontractors, agents and CONSULTANTS for the accuracy and competency of the information provided and/or work performed; nor shall such approval or payment be deemed to be an assumption of such responsibility or liability by CITY for any defect or error in the work prepared by CONSULTANT, its employees, subcontractors, agents and consultants.

15. AUDIT OF RECORDS

At any time during normal business hours and as often as it may deem necessary, CONSULTANT shall make available to a representative of CITY for examination of all its records with respect to all matters covered by this AGREEMENT and will permit CITY to audit, examine and/or reproduce such records. CONSULTANT will retain such financial records, time sheets, work progress reports, invoices, bills and project records for at least two years after termination or final payment under this AGREEMENT.

16. WAIVER; REMEDIES CUMULATIVE

Failure by a party to insist upon the strict performance of any of the provisions of this AGREEMENT by the other party, irrespective of the length of time for which such failure continues, shall not constitute a waiver of such party's right to demand strict compliance by such other party in the future. No waiver by a party of a default or breach of the other party shall be effective or binding upon such party unless made in writing by such party, and no such waiver shall be

implied from any omissions by a party to take any action with respect to such default or breach. No express written waiver of a specified default or breach shall affect any other default or breach, or cover any other period of time, other than any default or breach and/or period of time specified. All of the remedies permitted or available to a party under this AGREEMENT, or at law or in equity, shall be cumulative and alternative, and invocation of any such right or remedy shall not constitute a waiver or election of remedies with respect to any other permitted or available right of remedy.

17. CONFLICT OF INTEREST

CONSULTANT is unaware of any CITY employee or official that has a financial interest in CONSULTANT'S business. During the term of this AGREEMENT and/or as a result of being awarded this AGREEMENT, CONSULTANT shall not offer, encourage or accept any financial interest in CONSULTANT'S business by any CITY employee or official.

18. CONSTRUCTION OF LANGUAGE OF AGREEMENT

The provisions of this AGREEMENT shall be construed as a whole according to its common meaning of purpose of providing a public benefit and not strictly for or against any party. It shall be construed consistent with the provisions hereof, in order to achieve the objectives and purposes of the parties. Wherever required by the context, the singular shall include the plural and vice versa, and the masculine gender shall include the feminine or neutral genders or vice versa.

19. MITIGATION OF DAMAGES

In all situations arising out of this AGREEMENT, the parties shall attempt to avoid and minimize the damages resulting from the conduct of the other party.

20. GOVERNING LAW

This AGREEMENT, and the rights and obligations of the parties, shall be governed and interpreted in accordance with the laws of the State of California. Should litigation occur, venue shall be in Superior Court of Santa Barbara County.

21. NONDISCRIMINATION

CONSULTANT shall not discriminate on the basis of race, color, gender, gender identity/expression, pregnancy, sexual orientation, disability, marital status, or any other characteristic protected under applicable federal or state law.

22. TAXPAYER IDENTIFICATION NUMBER

CONSULTANT shall provide CITY with a complete Request for Taxpayer Identification Number and Certification, Form W-9 (Rev. October 2018), as issued by the Internal Revenue Service.

23. NON-APPROPRIATION OF FUNDS

Payments due and payable to CONSULTANT for current services are within the current budget and within an available, unexhausted and unencumbered appropriation of CITY funds. In the event CITY has not appropriated sufficient funds for payment of CONSULTANT services beyond the current fiscal year, this AGREEMENT shall cover only those costs incurred up to the conclusion of the current fiscal year.

24. MODIFICATION OF AGREEMENT

The tasks described in this AGREEMENT and all other terms of this AGREEMENT may be modified only upon mutual written consent of CITY and CONSULTANT.

25. USE OF THE TERM "CITY"

Reference to "CITY" in this AGREEMENT includes City Manager or any authorized representative acting on behalf of CITY.

26. PERMITS AND LICENSES

CONSULTANT, at its sole expense, shall obtain and maintain during the term of this AGREEMENT, all appropriate permits, licenses, and certificates that may be required in connection with the performance of services under this AGREEMENT.

27. CAPTIONS

The captions or headings in this AGREEMENT are for convenience only and in no other way define, limit or describe the scope or intent of any provision or section of the AGREEMENT.

28. AUTHORIZATION

Each party has expressly authorized the execution of this AGREEMENT on its behalf and bind said party and its respective administrators, officers, directors, shareholders, divisions, subsidiaries, agents, employees, successors, assigns, principals, partners, joint venturers, insurance carriers and any others who may claim through it to this AGREEMENT.

29. ENTIRE AGREEMENT BETWEEN PARTIES

Except for CONSULTANT'S proposals and submitted representations for obtaining this AGREEMENT, this AGREEMENT supersedes any other agreements, either oral or in writing, between the parties hereto with respect to the rendering of services, and contains all of the covenants and agreements between the parties with respect to said services.

30. PARTIAL INVALIDITY

If any provision in this AGREEMENT is held by a court of competent jurisdiction to be invalid, void or unenforceable, the remaining provisions will nevertheless continue in full force without being impaired or invalidated in any way.

31. NOTICES

Any notice required to be given hereunder shall be deemed to have been given by depositing said notice in the United States mail, postage prepaid, and addressed as follows:

TO CITY: Attention: Michelle Greene, City Manager
City of Goleta
130 Cremona Drive, Suite B
Goleta, CA 93117

TO CONSULTANT: Western A/V
Attn: Hailey Schellin, Account Executive
1592 North Batavia Street, Suite 2
Orange, CA 92867

32. COUNTERPARTS AND ELECTRONIC/FACSIMILE SIGNATURES

This Agreement may be executed in several counterparts, which may be facsimile or electronic copies. Each counterpart is fully effective as an original, and together constitutes one and the same instrument.

In concurrence and witness whereof, this AGREEMENT has been executed by the parties effective on the date and year first above written.

CITY OF GOLETA

CONSULTANT

Michelle Greene, City Manager

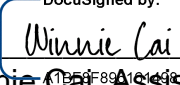
By: Catherine Schellin, President
Title:

ATTEST

Deborah Lopez, City Clerk

By: Jay Schellin, CFO

APPROVED AS TO FORM:
MICHAEL JENKINS, CITY ATTORNEY

DocuSigned by:


Winnie Cai, Assistant City Attorney



Audio/Visual Equipment Replacement and Upgrade
for
City of Goleta Council Chamber

SCOPE OF WORK

General – Western A/V (WAV) will provide and install all necessary components to upgrade the Audio/Visual systems in the City of Goleta Council Chamber. After completion of the project, as-built documentation will be delivered. This includes all drawings, DSP programming, control code and electronic copies of all user manuals. Training sessions will be provided to all necessary personnel.

Display System:

Western A/V will remove the existing projector screen and replace it with one (1) Planar 100" Ultra HD LCD Display. A custom mount structure will be used to ensure proper seismic rating as the current wall does not have enough support for the 300 lb. display.

Western A/V will install black laminate to surround the 100" display.

The existing display mounted on the side wall will be reused in this upgrade.

In addition, Western A/V will install one (1) 55" Samsung display in the Overflow Conference Room. This monitor will receive a HD-SDI feed from the broadcast system and will display whatever is being sent out to PEG, including Tighrope bulletin board and live content.

Signal Distribution & Switching System:

The displays in the Boardroom will display the following inputs: the Owner Furnished Equipment (OFE) PC, the existing ceiling mounted document camera, and the Barco Clickshare for wireless presenting.

Control System:

Western A/V will install one (1) 15.6" tabletop mounted touch panel at the clerk's station. This will be custom-programmed by Western A/V to provide ease of control over the entire AV system. Control will include, but not be limited to: powering displays on and off, adjusting volume levels, control of microphone mute, routing of AV sources, etc.

Western A/V will also provide and install a Luxul 26 port switch so that the AV system will be on it's own network.

1592 North Batavia Street, Suite 2
Orange, CA 92867
Phone#: (714) 637-7272
Fax#: (714) 637-7330

www.wav1.com

12707 High Bluff Drive, Suite 200
San Diego, CA 92130
Phone#: (760) 438-1200
Fax#: (760) 438-0066

**Audio System:**

Western A/V will install a new Digital Signal Processor to handle all audio routing, echo cancellation, and audio processing.

The existing microphones, amplifiers, and speakers will be tested and reused for this upgrade.

If awarded, the new audio system installed by Western A/V will be able to handle audio conferencing (SIP based VoIP or analog POTS) as well as web-conferencing.

Broadcast System:

Four (4) Panasonic PTZ cameras will be installed by Western A/V to provide optimal coverage of the entire Council Chambers. Western A/V will also install a Panasonic Camera Controller within the Broadcast control room. A presentation feed of whatever is being shown in the chamber will also be duplicated as an input to the video switcher.

A Blackmagic Design 1 M/E switcher and advanced controller will be installed to route cameras or presentation feed to broadcast. This switcher will allow a single DVE which will allow users to do picture-in-picture if needed. A 32" monitor will be rack-mounted to use as a Multiview for the switcher. This Multiview will provide a view of all cameras, presentation feed, lower third graphics, preview and program outputs.

A stand-alone recorder (with 2 memory cards) will be installed to provide an additional HD recording of all meetings. This recorder records in HD with embedded audio.

All HD feeds from the system will be down-converted to analog composite video for the PEG feeds. A dual 7" rackmount LCD monitor will be installed to monitor the HD program feed and analog (composite video) signal.

A Tightrope system will be installed and programmed for all broadcast automation, recording and archiving. This system will provide bulletin board (Cablecast CG) functionality for all non-live and scheduled playback events.

Western A/V will provide and install a Compix ConverG1 HD to handle all lower thirds graphics. This PC will also be used as the engineering PC for additional tasks, such as Tightrope web control and audio control for broadcast. Two (2) 22" monitors will be rack-mounted for use with the Compix PC

1592 North Batavia Street, Suite 2
Orange, CA 92867
Phone#: (714) 637-7272
Fax#: (714) 637-7330

www.wav1.com

12707 High Bluff Drive, Suite 200
San Diego, CA 92130
Phone#: (760) 438-1200
Fax#: (760) 438-0066

**Voting System & Request to Speak Alternate:**

Western A/V has provided an optional alternate cost to program the seven (7) 7" touch-panels as part of our custom programmed voting system.

Each touch-panel will be custom programmed to include the following voting functions: YES, NO, ABSTAIN, LOCK VOTE. We found much success with the LOCK VOTE button function, so that each member can be sure that their vote has been cast. The City Clerk will not be able to see how each member voted, but will be able to see that their vote has been placed. Once all votes have been placed, the City Clerk can display the voting results on the displays within the Chamber, as well as on the Stream/Peg Channel.

In addition to the custom programmed voting capabilities, the seven (7) 7" touch-panels will be given the ability to "Request to Speak". Those that "Request to Speak" will populate a que on the Mayor's touch-panel in chronological order.

Audio Conferencing Alternate:

Western A/V's base bid price already includes the cost to include audio conferencing. Western A/V does not charge an additional fee for that function.

Exclusions:

- Any electrical work requiring a C-10 license.
- Patching and painting of surfaces.

Miscellaneous:

Western A/V will provide all necessary racks and cabling to install a turn-key system in the Boardroom.

As specified in the RFP, Western A/V has included a one (1) Year Service & Preventative Maintenance contract within our base bid pricing. Western A/V has also provided pricing for additional (optional) years of our standard Warranty & Preventative Maintenance contract.



City of Goleta
Council Chamber

Representative Hailey Schellin
Mobile 949.584.7028
Office 714.637.7557
Email HaileyS@wav1.com
Revision 9/22/2021

Council Chamber
Typical of 1 - Proposal Includes 1

Item	Quantity	Manufacturer	Model	Description	Unit Price	Ext Price
Display System						
1	Planar	URX100	100" Ultra HD Resolution (3840 x 2160) LCD Display	\$	12,298.00	\$ 12,298.00
1	Chief	XTM1U	X-Large Fusion Micro-Adjustable Tilt Wall Mount	\$	263.00	\$ 263.00
1	DWI	Custom	Custom Cladding for Display (Top and Bottom)	\$	928.00	\$ 928.00
1	Existing Side Display & Mount					
Signal Distribution and Switching System						
1	Crestron	DMPS3-4K-150-C	3-Series® 4K DigitalMedia™ Presentation System 150	\$	2,942.00	\$ 2,942.00
2	Crestron	DM-TX-4KZ-100-C-1G-B-T	DigitalMedia 8G+® 4K60 4:4:4 HDR Wall Plate Transmitter, BLACK (Doc Cam and Staff PC)	\$	589.00	\$ 1,178.00
1	Crestron	DM-RMC-4KZ-SCALER-C	DigitalMedia 8G+® 4K60 4:4:4 HDR Receiver and Room Controller with Scaler (Display)	\$	1,059.00	\$ 1,059.00
1	Crestron	HD-DA2-4KZ-E	1:2 HDMI® Distribution Amplifier w/4K60 4:4:4 & HDR Support (Side Display & Presentation Feed)	\$	236.00	\$ 236.00
2	Crestron	HD-TXC-101-C-E	DM Lite® Transmitter for HDMI®, IR, and RS-232 Signal Extension over CATx Cable	\$	236.00	\$ 472.00
2	Crestron	HD-RXC-101-C-E	DM Lite – HDMI® over CATx Receiver w/IR & RS-232, Surface Mount	\$	236.00	\$ 472.00
SOURCES:						
Existing Ceiling Mounted Document Camera						
Staff PC (HDMI Only)						
1	Barco	CSE-200	Wireless Presentation Gateway	\$	1,548.00	\$ 1,548.00
Control System						
1	Crestron	TS-1542-TILT-B-S	15.6 in. HD Touch Screen, Tabletop Tilt, Black Smooth	\$	2,824.00	\$ 2,824.00
1	Luxul	XMS-2624P	26 Port/24 PoE+ Gigabit Managed Switch	\$	748.00	\$ 748.00
Audio System						
1	Biamp	TesiraFORTH AVB VT	Fixed I/O DSP with 12 analog inputs, 8 analog outputs, 8 channels configurable USB audio, 128 x 128 channels of AVB, AEC technology (all 12 inputs), 2 channel VoIP, and standard FXO telephone interface	\$	2,352.00	\$ 2,352.00
1	Biamp	TesiraFORTH AVB CI	Fixed I/O DSP with 12 analog inputs, 8 analog outputs, 8 channels configurable USB audio, 128 x 128 channels of AVB, and AEC technology (all 12 inputs)	\$	2,176.00	\$ 2,176.00
2	Biamp	Tesira EX-LOGIC	PoE controller with 16 logic GPIO	\$	370.00	\$ 740.00
Existing Microphones, Amplifiers and Speakers to be Tested and Reused						Existing



City of Goleta
Council Chamber

Representative Hailey Schellin
Mobile 949.584.7028
Office 714.637.7557
Email HaileyS@wav1.com
Revision 9/22/2021

Council Chamber
Typical of 1 - Proposal Includes 1

Item	Quantity	Manufacturer	Model	Description	Unit Price	Ext Price
Broadcast System						
	4	Panasonic	AW-HE42WP	HD Pan/Tilt/Zoom Camera w/ SDI Output (White Version)	\$ 4,264.00	\$ 17,056.00
	4	Vaddio	535-2000-226W	Wall Mount Bracket	\$ 112.00	\$ 448.00
	1	Panasonic	AW-RP60	Remote Camera Controller	\$ 2,440.00	\$ 2,440.00
	1	Blackmagic Design	SWATEMPSW1ME4K	ATEM 1 M/E Production Studio 4K	\$ 2,606.00	\$ 2,606.00
	1	Blackmagic Design	SWPANELADV1ME	ATEM 1 M/E Advanced Panel	\$ 3,228.00	\$ 3,228.00
	1	Blackmagic Design	VHUBSMTC6G1212	Smart Videohub CleanSwitch 12 x 12 6G-SDI	\$ 1,564.00	\$ 1,564.00
	1	Blackmagic Design	HYPERD/STM	HyperDeck Studio Mini	\$ 728.00	\$ 728.00
	1	Blackmagic Design	CONVCMIC/SH/WPSU	Mini Converter SDI to HDMI 6G (Overflow Conference Room)	\$ 63.00	\$ 63.00
	1	Blackmagic Design	CONVNTRM/YA/RSH	Blackmagic Design Teranex Mini Rack Shelf	\$ 112.00	\$ 112.00
	2	Blackmagic Design	CONVMUDCSTD/HD	Mini Converter UpDownCross HD	\$ 163.00	\$ 326.00
	1	AJA	DRM	Rackmount Frame	\$ 596.00	\$ 596.00
	1	AJA	DRM Front Panel	Front Panel cover for the DRM Frame	\$ 101.00	\$ 101.00
	1	AJA	3GDA	1x6 3G/HD/SD Redocking Distribution Amplifier	\$ 359.00	\$ 359.00
	1	AJA	GEN10	HD/SD Sync Generator	\$ 349.00	\$ 349.00
	1	AJA	HD10MD4	Digital Down-Converter	\$ 1,005.00	\$ 1,005.00
	1	AJA	3G-AMA	3G-SDI Analog Audio Embed/Disembed	\$ 803.00	\$ 803.00
	1	Kramer	VM-80VN	1:8 Composite Video Distribution Amplifier	\$ 369.00	\$ 369.00
	1	Kramer	VM-50AN	1:5 Balanced & Unbalanced Stereo Audio Distribution Amplifier	\$ 185.00	\$ 185.00
	1	Kramer	RK-1	Rack Kit for VM-80VN and VM-50AN	\$ 68.00	\$ 68.00
	2	SanDisk	SDSDXP-512G-A46	512GB Extreme PRO UHS-I SDXC Memory Card	\$ 353.00	\$ 706.00
	1	Feelworld	D71-H	Dual 7" 3 RU Rackmount HDMI LCD Monitor	\$ 445.00	\$ 445.00
	1	Tightrope Media Systems	CBL-VIOLITE-600	2 channel configurable 1x1 or 0x2 SD/HD SDI encode/decode, multi-format server with 8TB of storage in a 1 RU chassis. Selectable SD or HD SDI with embedded audio. Pulls in RTP, RTMP and HLS streams. Includes Cablecast Automation, Video and CG server Software. Cablecast CG Player Software is optional. Includes graphics, crawl, bug, bug text on output. 3 year hardware warranty and 2 hours of installation support and training within first year.	\$ 7,937.00	\$ 7,937.00
	1	Tightrope Media Systems	CBL-CGPLAYER-LIC	Cablecast CG bulletin board software for installation in Cablecast VIO video servers. All bulletin board features and native integration with the Cablecast schedule for display of "Airs Again On", "Coming up Next" and Cablecast schedule bulletins, updated dynamically throughout the day. Includes 1 hour of remote installation support	\$ 1,318.00	\$ 1,318.00
	1	Compix	ConverG1 HD	Single Channel HD Standalone Broadcast Graphics System	\$ 15,878.00	\$ 15,878.00
	1	LG	32MU59-B	32" UHD LED Display (MultiView)	\$ 470.00	\$ 470.00
	1	Fostex	RM-3	Rackmount 20W Speaker System	\$ 589.00	\$ 589.00
	2	Viewsonic	VX2252MH	22" LED LCD Monitor - 2 ms (Engineering PC)	\$ 125.00	\$ 250.00
	3	Middle Atlantic	RM-LCD-PNLK	LCD Rackmount, 3RU	\$ 132.00	\$ 396.00
	1	Samsung	QB55R	55" Commercial UHD LED Display (Overflow Conference Room)	\$ 976.00	\$ 976.00
	1	Chief	LTA1U	Large Fusion Tilt Wall Mount	\$ 157.00	\$ 157.00
	1	Chief	FHB5147	Universal Flat Panel Mount Hardware kit	\$ 10.00	\$ 10.00
Council Chamber Equipment Sub-Total:						\$ 91,774.00
Miscellaneous Materials						
				Cable & Connectors	\$ 1,946.00	
				Installation Hardware & Accessories	\$ 973.00	
				Equipment Rack Hardware (Lacing Bars, Blanks, Vents, etc.)	\$ 487.00	
Miscellaneous Materials Sub-Total:						\$ 3,406.00
Integration Labor						
				Engineering & Drafting	\$ 7,707.00	
				Control Programming	\$ 3,840.00	
				Project Management	\$ 2,054.00	
				Staging & Assembly	\$ 587.00	
				Installation & Testing	\$ 33,198.00	
				Training, Closing, & Commissioning	\$ 4,952.00	
				Travel	\$ -	
				Sub-Contract	\$ -	
				G & A	\$ 1,360.00	
Integration Labor Sub-Total:						\$ 53,698.00
Extended Warranty & Maintenance Agreement						
				Years	Price	
				Extended Service Plan	2	\$ 15,750.00
Service Sub-Total:						\$ 15,750.00
Council Chamber Totals						
				Total Equipment	\$ 95,180.00	
				Total Labor	\$ 53,698.00	
				Equipment and Labor Subtotal	\$ 148,878.00	
				Total Shipping	\$ 3,391.00	
				Additional Shipping for Overnight or Large Items	\$ -	
				Subtotal	\$ 152,269.00	
				Sales Tax	7.75% \$ 7,639.25	
				Electronic Waste Fee 4" - 14" (\$4.00)	QTY: 2 \$ 8.00	
				Electronic Waste Fee 15" - 34" (\$5.00)	QTY: 4 \$ 20.00	
				Electronic Waste Fee 35" and Greater (\$6.00)	QTY: 2 \$ 12.00	
				Electronic Waste Fee Total	\$ 40.00	
				Total Service Agreement	\$ 15,750.00	
				Bond (if required)	\$ -	
						\$ 175,698.25



City of Goleta
Council Chamber

Representative Hailey Schellin
Mobile 949.584.7028
Office 714.637.7557
Email HaileyS@wav1.com
Revision 9/22/2021

Alternate Voting System
Typical of 1 - Proposal Includes 1

Item	Quantity	Manufacturer	Model	Description	Unit Price	Ext Price
Control System						
	7	Crestron	TS-770-B-S	7 in. Tabletop Touch Screen, BLACK	\$ 1,059.00	\$ 7,413.00
	1	Crestron	DGE-100	Digital Graphics Engine 100	\$ 1,059.00	\$ 1,059.00
Alternate Voting System Equipment Sub-Total:						\$ 8,472.00
Miscellaneous Materials						
				Cable & Connectors	\$	450.00
				Installation Hardware & Accessories	\$	-
				Equipment Rack Hardware (Lacing Bars, Blanks, Vents, etc.)	\$	-
Miscellaneous Materials Sub-Total						\$ 450.00
Integration Labor						
				Engineering & Drafting	\$	680.00
				Control Programming	\$	5,120.00
				Project Management	\$	294.00
				Staging & Assembly	\$	-
				Installation & Testing	\$	3,151.00
				Training, Closing, & Commissioning	\$	1,801.00
				Travel	\$	-
				Sub-Contract	\$	-
				G & A	\$	129.00
Integration Labor Sub-Total						\$ 11,175.00
Extended Warranty & Maintenance Agreement						
				Extended Service Plan	Years 0	Price \$ -
Service Sub-Total						\$ -
Alternate Voting System Totals						
				Total Equipment	\$	8,922.00
				Total Labor	\$	11,175.00
				Equipment and Labor Subtotal	\$	20,097.00
				Total Shipping	\$	250.00
				Additional Shipping for Overnight or Large Items	\$	-
				Subtotal	\$	20,347.00
				Sales Tax	7.75% \$	710.83
				Electronic Waste Fee 4" - 14" (\$4.00)	QTY: 7 \$	28.00
				Electronic Waste Fee 15" - 34" (\$5.00)	QTY: 0 \$	-
				Electronic Waste Fee 35" and Greater (\$6.00)	QTY: 0 \$	-
				Electronic Waste Fee Total	\$	28.00
				Total Service Agreement	\$	-
				Bond (if required)	\$	-
Total						\$ 21,085.83



Client City of Goleta
Project Name Council Chamber

Representative Hailey Schellin
Mobile 949.584.7028
Office 714.637.7557
Email HaileyS@wav1.com
Date 9/22/2021

Project Contact

Contact Deborah Lopez
Address 130 Cremona Drive, Suite B
City, State, Zip Goleta, CA 93117
Phone 805-961-7505
Mobile
Email dlopez@cityofgoleta.org

Audio Visual Investment Summary

Room	Room Qty	Equipment	Shipping	Sales Tax	eWaste	Labor	Maintenance (2 Years)	Bond	Cost Per Room	TOTAL
Council Chamber	1	\$ 95,180.00	\$ 3,391.00	\$ 7,639.25	\$ 40.00	\$ 53,698.00	\$ 15,750.00	\$ -	\$ 175,698.25	\$ 175,698.25
Alternate Voting System	1	\$ 8,922.00	\$ 250.00	\$ 710.83	\$ 28.00	\$ 11,175.00	\$ -	\$ -	\$ 21,085.83	\$ 21,085.83
Base Project Total										\$ 196,784.08

EXTENDED WARRANTY & MAINTENANCE RENEWAL SCHEDULE

STANDARD RENEWAL RATE \$12,600.00

	Year 1 (Included)	Year 2 (Included)	Year 3	Year 4	Year 5
Rate	\$6,300.00	\$9,450.00	\$12,600.00	\$12,600.00	\$12,600.00
Discount	50% Off	25% Off	0%	0%	0%

PROJECT TOTAL: \$196,784.08

NOTES:

This proposal includes prevailing wage rates.

Billing Terms:

100% Equipment Upon Order, Progress Billing for Labor

Client Authorized Signature

Printed Name & Title

Date

This quote is valid for 30 days. The sales tax is subject to change—in the event of an increase, the client agrees to pay the current sales tax rate. This proposal is not to be copied, reproduced or forward to any third party as its contents are the property of Western Audio Visual.

Billing Inquiries:

Western Audio Visual | 1592 North Batavia Street, Suite 2, Orange, CA 92867 | P 714 637 7272