

**Caroline County  
Board of Supervisors Agenda  
Executive Summary**

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**Meeting Date:** March 10, 2020

**Title:** New Business – Proposed Community Services Center  
Auditorium Stage Lighting Upgrades

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*(Check Mark)*

Consent

Action

No Action (Information Only)

Resolution

Closed Meeting

Public Hearing

Ordinance

PowerPoint Presentation

**Summary:** Attached is a memorandum from Director of Public Works/Utilities Joseph Schiebel regarding the replacement and upgrading of the stage lighting system in the auditorium of the Community Services Center. The current nearly 20-year old system appears to be nearing complete failure and maintenance and parts replacement has become very difficult at best.

As a result, staff consulted with a vendor under state contract to perform the required work. The vendor has submitted a quote of \$76,310.15 (which includes the first year's maintenance) to complete a comprehensive overhaul of the system as described in Mr. Schiebel's memorandum.

**Budget Impact:** Thirty-five thousand dollars (\$35,000) were previously allocated for the project and have been rolled over into the current fiscal year for this purpose. The additional \$41,310.15 needed to complete the project would come from the Undesignated General Fund Balance should the Board approve the request.

**Requested Action from Board of Supervisors:** 1) Authorize the purchase of a lighting system from Daly in the amount of \$76,310.15; and 2) Authorize the expenditure of \$41,310.15 from the Undesignated General Fund Balance to complete the funding for the project

**County of Caroline**  
Joseph C. Schiebel  
Director  
Public Works/Utilities  
P.O. Box 424  
Bowling Green, Virginia 22427  
(804) 633-4390 Main  
(804) 633-9558 Fax  
E-mail: jschiebel@co.caroline.va.us



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MEMORANDUM

**TO:** Charles M. Culley, Jr.  
County Administrator

**FROM:** Joseph C. Schiebel  
Director of Public Works/Utilities

**DATE:** March 3, 2020

**REGARDING:** **CCCSC Auditorium Stage Lighting Upgrades**

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Staff has been directed to obtain a cost estimate for replacing/upgrading the current stage lighting system in the CCCSC auditorium.

The current stage lighting system is nearly twenty years old and is no longer supported by the manufacturer, nor the original installer. Furthermore, as part of the energy performance audit in 2018, incandescent stage lights were replaced with LED bulbs. While LED lights provide better lighting at a lower cost, the legacy lighting control system is incapable of correctly dimming and controlling the newer LED technology. Additionally, staff has had continual problems with the current user interface and overall lighting controls. Staff believes that the current lighting system is in imminent danger of a complete failure.

Staff has worked with a vendor who currently holds a Virginia State Contract to perform the work the County is requesting. The vendor has submitted a quote to replace the lighting control system, refresh lighting fixtures, add additional lighting, replace the user interface and programming, integrate all new lighting equipment with existing video and audio systems, troubleshoot, and provide training. The cost of the recommended upgrades, including the first year of maintenance, is \$76,310.15.

Staff currently has \$35,000 in roll-over funds earmarked for this project. Therefore, staff is requesting an additional \$41,310.15 to fully fund the upgrades.

Corporate Headquarters  
22521 Gateway Center Drive  
Clarksburg, MD 20871  
Tel: 301-670-0381 800-955-3259  
Fax: 301-963-1516 [www.daly.com](http://www.daly.com)

**Contract Number  
VA-160519-DALY**

Quotation #: SQ0387280  
Quotation Date: 12/17/2019  
Quoted By: Diane Gasper-Jones  
Phone: 301-670-0381 Ext: 358  
Project: VA37  
Sales Team: Virginia  
Customer Number: 15536

VA-CAROLINE COUNTY GOVT

Contact: J.P. MONTAGUE  
Email: JPMONTAGUE@CO.CAROLINE.VA.US  
Phone: 804-633-5380

**This Quote Is Valid For 30 Days**

Item no	MFG Code	Description	Qty	Unit Price	Extended Price
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**AUDITORIUM**

SCOPE

Daly will provide the following equipment and services as part of the recommend solution: Productive AV will provide the following equipment and services as part of the recommend solution:

Refresh for light fixtures and Crestron control system supporting stage location in Auditorium.

Recommendations to include: Refresh for light fixtures and Crestron control system supporting stage location in Auditorium. Recommendations to include:

Crestron Control:  
New processing to support client's existing audio & video equipment, including projector and screen  
New user interface, with a wireless and a rack installed touch panel that can be used at stage level or away from the stage at audience level  
Removal of client's existing control hardware; integration of new hardware with existing AV system  
Crestron control to provide an

integrated overlay of lighting control,  
with scene integration presets

**Lighting Equipment:**

Overhead RGBA wash lights, LED and  
color changing x 16  
includes mounting infrastructure and  
programming for base presets  
Crestron control interface included for  
overlay UI with Crestron touch panels  
LED front wash lights x 12 (NOTE: client  
provides dedicated circuits x 8 for  
stage and front wash lights; current  
fixtures are on dim circuits; need to be  
on non-dim circuits)  
Recycle of client support hardware  
(light bar supporting theatrical lights in  
front of stage)  
Includes the equipment and materials  
for support of new stage and theatrical  
light fixture locations

**Support Hardware:**

Racking system hardware for clean-up  
of existing rack (as needed)  
Recommendations for support /  
replacement gear after field  
evaluation is conducted (prior to  
equipment order)

**Services Including:**

On-site system evaluation to test,  
document and vet existing equipment  
System design & engineering  
Installation & integration with client  
provided equipment  
Project coordination and  
management  
System calibration, programming &  
orientation period with client  
Post project support including options  
for preventative maintenance,  
extended services agreements

**Client Provided:**

Any electrical contracting services for  
support of all display and AV  
technology locations requiring power  
Any lifts or other devices for installation  
support of lighting (unless otherwise  
requested)  
Clear and unoccupied work space at  
time of installation

Access to network credentials / IT  
personnel for programming

CGDMX-512BI	CREST	CRESTRON INTERFACE DMX-512 BI-DIR	1	719.00	719.00
COLORDASHBATTEN Q12	CHA	CHAUVET COLOR DASH BATTEN QUAD 12 INCLUDES POWERCON	16	603.00	9,648.00
DMX5P10FT	CHA	CHAUVET 5 PIN 10FT DMX CABLE	28	12.00	336.00
RKSHELF-2U-C	MAP	VENTED RACK SHELF 2U	1	42.15	42.15
MAB	THS	MEGA CLAMP BLACK	44	12.00	528.00
124-5	DFD	ONE INPUT FOR OUTPUTS RDM 5 PINXLR	1	580.00	580.00
OVATIONE260WW	CHA	OVATION LIGHT ENGINE ONLY	12	1,405.00	16,860.00
OHDLENS26	CHA	19,26, 36 OR 50 DEGREE OVATION	12	231.00	2,772.00
DMXP	PROD	CUSTOM WALL PLATE	3	45.00	135.00
ETC DRD6	PROD	ETC DRD6 DIMMER CONTROL SYSTEM	1	10,561.00	10,561.00
ODC-1000	PAV	INSTALLATION MATERIALS FOR LIGHTING SYSTEM	1	1,389.00	1,389.00
CP3	CREST	3-SERIES CONTROL SYSTEM	1	1,176.00	1,176.00
TST-902	CREST	8.7" Wireless Touch Screen	1	2,484.00	2,484.00
TST-902-DSW	CREST	Wall Dock for TST-902	1	980.00	980.00
TSW-1060-B-S	CREST	10.1" Touch Screen, Black smooth	1	1,569.00	1,569.00
TSW-1060-RMK-2	ACY	RACK MOUNT KIT FO RTSW-1060	1	131.00	131.00
CEN-GWEXER	ACY	INFINET EX & ER WIRELESS GATEWAY	1	295.00	295.00
CEN-IO-COM-102	CREST	Wired Ethernet Module with 2 COM Ports	3	242.00	726.00
16569	EXR	210-24P-GE2 24PT POE+ 2 1GBE SFP PT	1	623.00	623.00
ODC-100	PROD	TV MOUNT	5	167.00	835.00
PRODENG	PROD	ENGINEERING LABOR	40	115.00	4,600.00
PRODINST	PROD	INSTALLATION LABOR	96	73.00	7,008.00
PRODMGMT	PROD	MANGEMENT LABOR	6	81.00	486.00
PRODPROG	PROD	PROGRAMMING LABOR	56	141.00	7,896.00

Total \$72,379.15

Accepted By: \_\_\_\_\_

Date: \_\_\_\_\_

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Fax: 301-963-1516 [www.daly.com](http://www.daly.com)

**Contract Number  
VA-160519-DALY**

Quotation #: SQ0390668  
Quotation Date: 2/10/2020  
Quoted By: Diane Gasper-Jones  
Phone: 301-670-0381 Ext: 358  
Project: VA37  
Sales Team: Virginia  
Customer Number: 15536

VA-CAROLINE COUNTY GOVT  
PO BOX 447  
BOWLING GREEN, VA 22427

Contact:  
Email:  
Phone:

**This Quote Is Valid For 30 Days**

Item no	MFG Code	Description	Qty	Unit Price	Extended Price
<b>OPTION CRESTRON CONTROL FOR EXISTING MOTORIZED SHADES</b>					
SCOPE					
Client to provide electrical wiring.					
Daly will provide Crestron Drape controller					
Programming of shades Wiring from rack to drape controller.					
Replaces up down switch with crestron shade and drape controller. (Up Down buttons located on panel as well).					
C2N-SDC	CREST	Screen controller	1	234.00	234.00
CNTBLOCK	CREST	CRESNET DISTRIBUTION BLOCK	1	114.00	114.00
ODC-100	PROD	TV MOUNT	1	86.00	86.00
LABOR	PROD	LABOR FOR THIS OPTION	1	940.00	940.00
TOTAL					\$1,374.00

**OPTION/PREVENTATIVE MAINTENANCE PLAN**

Maintenance Plan, 1 year:  
Maintenance Plan, 1 year: Includes quarterly site visits with our programming & service team to perform the following:

Complete system inspection and diagnosis

System reboot  
 Thorough cleaning of system hardware, components  
 Performance of firmware updates  
 Recommendations for applicable updates and relative upgrades  
 System calibration & adjustments to original installation specifications, including updated manufacturer's specifications  
 Training support for existing, new personnel (if applicable)  
 Recommendations for relevant system updates as needed

Warranty repairs:

Products warrantied by the manufacture will be facilitated by Productive AV including documentation and re-installation. If multiple trips are required, service will be charged standard rates or quoted separately.

Systems not installed by Productive AV or that have been manipulated by other parties outside of Productive AV will not be covered by this agreement.

Additional hardware Additional hardware: Materials needed for minor repairs including adapters, cables, keypad buttons, etc. are included.

Major components out of manufacturer's warranty will be quoted separately.

Shipping of materials Shipping of materials: Free ground shipping is included.

MAINT	PROD	MAINTENANCE QUARTERLY (4) MAINTENANCE VISITS PER YEAR	1	2,557.00	2,557.00
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	Total	\$3,931.00
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Accepted By: \_\_\_\_\_

Date: \_\_\_\_\_

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