




air pollution control district
SANTA BARBARA COUNTY

Agenda Item: E-4
Agenda Date: December 5, 2024
Agenda Placement: Admin.
Estimated Time: N/A
Continued Item: No

Board Agenda Item

TO: Air Pollution Control District Board

FROM: Aeron Arlin Genet, Air Pollution Control Officer 

CONTACT: Kristina Aguilar, CPA, Administrative Division Manager, (805) 979-8288

SUBJECT: Waiver of Competition for the Purchase of Audio/Visual Equipment for the hearing room at 1011 W. McCoy

RECOMMENDATION:

Authorize the Santa Barbara County Air Pollution Control District (District) to purchase audio/visual equipment from Central Coast Audio Visual (CCAV) for the hearing room sound system at the District's new north county office located at 1011 W. McCoy, as a sole source procurement without being required to conduct a formal bid process, for a total cost not to exceed \$99,239.15, including taxes.

BACKGROUND:

The District purchased a small office building in northern Santa Barbara County for our north county staff in September 2021. Demolition of the interior of the building started in June 2022 and was completed in January 2023. Construction for the remodel of the building started earlier this year and is slated to be completed by the end of 2024.

DISCUSSION:

Included in the new office building is a conference/hearing room. This room will have various functions, including Hearing Board meetings, Clean Air Center, Community Advisory Council meetings, etc. Because of the different uses of the space, the District wanted to make sure it was equipped with modern audio and visual equipment appropriate for the room size. The District conducted research, visited other local government agencies in our area, and conducted an informal bid process. Based on the research that was done, the District would like to move forward with CCAV.

Aeron Arlin Genet, Air Pollution Control Officer

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 ourair.org

  @OurAirSBC

This company is well respected in our community. They are local and have worked with other government agencies. Most recently, they installed the audio/visual system at the new Santa Barbara County Employees' Retirement System offices in Goleta. They had also previously worked with the District's contractor, with high marks, and therefore it gave the District reassurance that they were the right choice.

FISCAL IMPACT:

Your Board adopted the Fiscal Year (FY) 2024-25 budget on June 20, 2024. That budget includes fixed asset funds to purchase this audio and visual system. The purchase of the proposed system is within the parameters that were included in that approved budget. There are no fiscal impacts to the budget.

ATTACHMENT:

A. Central Coast Audio Visual Proposal.

ATTACHMENT A

Central Coast Audio Visual Proposal

December 5, 2024

Santa Barbara County Air Pollution Control District
Board of Directors

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SBCAPCD – Conference Room AV Proposal V2



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Presented By

Central Coast Audio Visual

Presented On

Sep 11, 2024

About Us

Central Coast Audio Visual Inc was started in 2009 with the primary focus of providing high end residential home theaters and smart homes. Over the years and through the process of hundreds of projects, we have refined our skills to encompass not only elite residential systems but best in class commercial projects as well. Our projects have received numerous accolades both locally within our community but also nationally through the AV industry.

Central Coast AV is a full-service systems design/build firm based in Carpinteria, CA. We begin with client consultation, and continue with system design, engineering, documentation, project management, installation, programming, and ongoing customer support. Working with a single full-service firm is the only way to guarantee that the final product achieves the original design intent and that the installed system is maintained and kept current as technology progresses. We essentially have our hands on any smart technology related to your home or business.

CCAV offers the following design / build services:

- Audio / Video Systems
- Whole Home Control Systems
- Lighting Control Systems
- Motorized Shades
- Gate Control
- Surveillance Systems
- Whole Home / Property Network & Wifi Systems

We are a C-7 Low Voltage & C-10 High Voltage Licensed California Contractor, License #940040.

We look forward to working with you and building a long-lasting relationship.

Project Description

Central Coast AV will design, install and calibrate a comprehensive AV and Video Conferencing system in the SBCAPCD Conference room. The system will consist of:

1 Beyond AI powered PTZ Camera System with (3) Cameras
Shure MX920 Ceiling Microphones
Crestron 4-Series Control System
(1) 98" and (1) 65" Samsung Televisions
(4) Sonance Pendant Speakers
(1) 10" Wireless Control Pads

Below you will find a detailed breakdown of each component of the conference room system.

Locations

One Beyond Camera System

\$41,354.00

Central Coast AV will install a complete 1Beyond Camera Tracking System for video conferencing. This will consist of (3) of 1Beyond Network Controlled PTZ cameras, powered over a POE switch. They will be setup on an internal network and controlled via the AutomateVX processor. To allow the cameras to track voice properly, two Shure MX920 ceiling mics will be used. These will be DSP'd using the Shure P300 processor to allow the cameras to seamlessly switch between each other. The ceiling mics will be setup to provide clean audio from the room for far end conferencing. Cameras will be setup to handle multiple room layouts and conferencing situations. The camera system will be tied into an owner PC allowing for use with any video conferencing platform launched on the PC (Zoom, MSFT Teams, Google Meet). We will create 3 or 4 room layout presets for easy selection from the Crestron touch panels. This design is the perfect solution for video conferencing with numerous participants in the conference room each receiving screen time while speaking.

Note:

- General Contractor to provide conduit from rack room to ceiling for cabling needs
- Client to supply a dedicated PC and Keyboard and Mouse. PC specs to be verified by CCAV prior to implementation.
- Client to supply multiple levels of VLAN network access in the rack location. (Client, CCAV)

ITEM		QTY	TOTAL
	1 Beyond IV-CAM-I12-B i12 Intelligent PTZ Camera, 12x Optical Zoom, Moon Gray	3	\$9,375.00
	Shure MXA920W-S+P300-V Bundle: 1 MXA920W-S and 1 P300-IMX	1	\$7,500.00
	Shure MXA920W-S Ceiling Array Microphone, Square, White, 24 inch	1	\$4,200.00
	Crestron Electronics IV-SAM-VX2-S Automate VX System Series 2 Voice-Activated, Multi-Camera Switching Solution	1	\$7,995.00
	DigitalLinx DL-HD2USB-CAP USB HDMI Capture Card	1	\$279.00
	1 Beyond IVA-CMT-BRKTJ-1B-B J-Mount Ceiling Bracket for Camera, Black	3	\$405.00





	Wirepath SP-CAT6A-1000-BLU Cat 6A 550MHz Unshielded Wire	2	\$1,600.00
	Central Coast AV General Hardware General Hardware / Cabling / Terminations / Adapters / Misc	1	\$1,000.00
	Installation Labor Installation, Configuration & Programming Labor	1	\$6,500.00
	1 Beyond IV-PROSERVICE-1B 1 Beyond Camera Systems Remote Professional Services	1	\$2,500.00

Crestron Control System \$17,550.00

Central Coast AV will install a robust Crestron Control System for the Conference Room. Control for this entire room, including source switching display layouts, mic volume, camera presets, etc. will all be managed through a very simple, custom designed Crestron interface. One 10" wireless touch panel will be used for control. The interface will be professionally designed to work specifically with your room, while making it easy for anyone to walk into the room and understand how to get the room setup. All equipment will live in a small AV rack, inside the conference room utility closet. All equipment will reside on high capacity battery backups, and managed power strips, making it easy to reboot equipment remotely, when issues arise. This will also allow us to sequence the equipment, so that everything comes back on in the right order after an extended power outage. All gear and cabling will be neatly organized, dressed, and labeled to allow for easy troubleshooting. All internal cabling for this room will be run by our team to ensure functionality.

Note:

- Client to supply data to the rack location and separate VLAN for all Crestron control gear.

ITEM		QTY	TOTAL
	Crestron Electronics TST-1080 10.1 in. Wireless Touch Screen	1	\$3,800.00
	Crestron Electronics CP4 4-Series Control System	1	\$2,200.00
	Araknis Networks AN-310-RT-4L2W 310-Series Gigabit VPN Router	1	\$550.00
	Araknis Networks AN-310-SW-R-24-POE 310 Series L2 Managed Gigabit Switch with Full PoE+ 24 + 2 Rear Ports	1	\$1,450.00

	WattBox WB-800-IPVM-12 IP Managed Power Conditioner – 12 Individually Controlled & Metered Outlets	1	\$850.00
	WattBox WB-800-FP Reboot Face Plate for Wattbox Power Supplies	1	\$150.00
	APC SMT1500RM2UC Smart-UPS, SmartConnect Remote Monitoring, Pure Sine Wave Backup & Surge Protection	1	\$1,400.00
	Strong SR-FS-SYSTEM-DC-27U Strong FS Series Rack System with DC Fans – 24 Inch Depth 27U	1	\$1,150.00
	Installation Labor Custom Crestron Programming	1	\$6,000.00














Audio / Video System \$28,456.00

Central Coast AV will install a Crestron powered Audio/Visual system – allowing multiple sources to be directed to any display in the room. For Video, in the front of the room, one Samsung QE98C 98" UHD 4K TV will be wall mounted. In the back of the room, one Samsung 65" UHD 4k tv will be mounted above the cabinetry. Sound for the room will be provided by (4) 8" Sonance pendant speakers. Sources will be PC/Mac (sourced and furnished by SBCAPCD), AirTame wireless connection and 2 HDMI wall plates.

Notes:

- PC/Mac to be sourced and furnished by SBCAPCD – PC needs to have 2 HDMI/DisplayPort outputs for dual screen functionality and at least 5 USB inputs
- GC to provide power to all display locations

ITEM		QTY	TOTAL
	Samsung QE98C Samsung 98" QEC Series 450 nit 4K UHD Display	1	\$5,950.00
	Samsung QN65Q80DAFXZA 65" Class QLED 4K Q80D	1	\$1,299.00
	Sanus VLT7 Advanced Tilt 4D Premium TV Wall Mount for 42" – 98" TVs	2	\$360.00

	Crestron Electronics DM-TX-4KZ-100-C-1G-W-T DigitalMedia 8G+ 4K60 4:4:4 HDR Wall Plate Transmitter, White	2	\$2,200.00
	Sonance PS-P83T BLACK 8" Professional Series Pendant Speaker - Black [Pair]	2	\$830.00
	Crestron Electronics DM-NAX-AMP-X300 DM NAX X-Series Flexible Output Amplifier, 300W	1	\$1,900.00
	AirTame AT-DG2 AirTame Wireless video/audio extender-HDMI	1	\$499.00
	AirTame POE Adapter Airtame POE Adapter	1	\$149.00
	Crestron Electronics RMK-AMP-X Mounting Kit for X-Series Amplifiers	1	\$90.00
	Audinate ADP-USBC-AU-2X2 DANTE AVIO USBC IO Adapter 2X2	1	\$159.00
	Radio Design Labs (RDL) TX-J2 Unbalanced Input Transformer - Unbalanced stereo inputs to summed balanced mono output	5	\$600.00
	Wirepath SP-CAT6A-1000-BLU Cat 6A 550MHz Unshielded Wire	1	\$800.00
	Wirepath NST-162-1000-BLK 16-Gauge 2-Conductor Speaker Wire Black	1	\$400.00
	Central Coast AV General Hardware General Hardware	1	\$1,000.00
	Installation Labor Installation, Configuration, Setup	1	\$5,000.00
	Crestron Electronics HD-PS622 8x2 4K60 4:4:4 HDR Presentation System	1	\$6,280.00



Crestron Electronics HD-RXC-4KZ-101	2	\$940.00
DM Lite 4K60 4:4:4 Receiver for HDMI, RS-232, and IR Signal Extension over CATx Cable		

Annual Premium Tech Support Plan

1. CCAV agrees to provide the following services for the SBCAPCD Conference Room AV System during the Term (Annually):

- Preventative Maintenance
 - Two (2) scheduled on-site preventive maintenance visits per year, performed at six (6) months apart. Each visit will include:
 - System inspection and cleaning.
 - Calibration of displays, projectors, and audio equipment.
 - Firmware updates for covered components.
 - Verification of system functionality.
 - Remote monitoring of the AV System.
- 24/7/365 Phone Support:
 - Once the back end hardware is implemented and configured, you will be provided with a unique phone number to reach a live support technician that can help you resolve most problems over the phone.
 - Unlimited telephone support for troubleshooting AV System.
- On-Site Service:
 - If the issue can not be resolved remotely, a ticket with all pertinent information will be sent to our team, and an onsite service call will be scheduled within 3 business days of the incoming request.
 - Labor to diagnose and repair the AV System to restore functionality.
 - Travel time and expenses associated with onsite service calls.
- Consumable item replacement installation labor:
 - Includes the following items: HDMI / RCA / Network Patch Cables, Projector Lamps, Televisions, Amplifiers, UPS, Power Supplies.
 - Does not include cost of replacement equipment.

2. Exclusions – The following are not covered under this Contract:

- Repair or replacement of components outside of consumable items (see above).
- Damage caused by misuse, negligence, power surges, or acts of God.
- Repair or replacement of non-standard or user-added components.
- Labor or materials for modifications or upgrades to the AV System.

3. Term and Termination

- This Contract shall commence on commissioning of the system and shall continue for a period of one (1) year (the "Term")
- The Contract will automatically renew for successive one (1) year terms unless either party provides written notice of termination at least thirty (30) days prior to the end of the then-current Term.
- This Contract may be terminated by either party upon written notice to the other party in the event of a material breach that is not cured within thirty (30) days of written notice.

4. Fees and Payment


- Client shall pay Contractor an annual service fee of \$6000 for the services provided under this Contract.
- Payment shall be due in full within thirty (30) days of the invoice date.

5. Limited Warranty

- Contractor warrants that the services provided under this Contract will be performed in a professional and workmanlike manner. This is the sole and exclusive warranty provided by Contractor, and Contractor disclaims all other warranties, express or implied, including, without limitation, warranties of merchantability and fitness for a particular purpose.

6. Limitation of Liability

- Contractor's total liability under this Contract shall be limited to the annual service fee paid by Client. In no event shall Contractor be liable for any consequential, indirect, incidental, or punitive damages, regardless of the cause or theory of liability.

ITEM		QTY	TOTAL
	Central Coast AV Premium Tech Support Subscription Annual Service Subscription	1	\$6,000.00

Summary

Product + Labor	\$93,360.00
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Subtotal	\$93,360.00
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Tax	\$5,879.15
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Total Price	\$99,239.15
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