

PROPOSED SOLUTION

SHARP's Theater Department Proposal

Quantity	Model	Description
AUDIO		
4	VRX932LA-1	12-inch Line Array Speakers (Passive) JBL Professional Loudspeakers
2	VRX918S	18-inch Subwoofers (Passive) JBL Professional Loudspeakers
5	MX202B/C	Shure Overhead Choir Microphone
1	SLXD4D	Shure Dual Channel wireless receiver
1	SLXD1	Shure Wireless Bodypack Microphone
1	SLXD2/B5B	Shure Wireless handheld Microphone
1	WL184MB/S-TQG	Shure Lavalier Microphone
1	MX153T/O-TQG	Shure Ear Set Microphone
1	CS704	LEA Audio amplifier- 4 channels, 700 watts
1	CS702	LEA Audio amplifier- 2 channels, 700 watts
1	AT-DG2	AirTame 2 wireless presenter with a 3 -year license
Various	Accessories	Speaker Brackets, Microphone Cables & Connectors, Speaker Cable & Connectors, Shielded Cat6a Cable & Connectors, Mounting Hardware, Aircraft Cable, Rack Drawers with Foam Cutouts for Wireless Transmitters, Security Screws
Audio Labor	Various	Equipment, Procurement, Delivery, Installation, Configuration, Programming, Full System Checkout, Training, Instructional Manual, As-Built Drawings, 2-year on-site labor warranty
VIDEO		
1	DL100121L	Da-Lite Screen Cosmopolitan 16:10 aspect, 117" x 188" (222" diagonal), Matte white non-tensioned, standard 120V motor, LVC Controller
1	XP-A104U-B	Sharp's 10,000 lumen laser projector in black
1	XP-40ZL	Sharp's Zoom Lens
Various	Accessories	1 - 12G SDI cable & connectors, shielded Cat6a cable and connectors, HDMI cables, mounting hardware, rack blanks, Unistrut, security screws
Video Labor	Various	Equipment procurement, delivery, installation, configuration, programming, full system checkout, training, instructional manual, as-built drawings, 2-year on-site labor warranty
LIGHTING		
10	Motif Risplendi 250	Blizzard Pendant lights for above the stage
6	Verismo Profile RGBALC	Blizzard Full color LED spotlights from ceiling directed at stage
Various	Accessories	Shielded Cat6a cable and connectors, mounting hardware, aircraft cable, Unistrut, Schedule 40 pipe, lighting clamps, Ethercon cables, DMX

Purchase Price vs Sharp Smart lease to own

20% deposit required, remaining 80% net 30 days pending credit review upon project completion.

Purchase Price
\$157,900

OR

36-month \$1 Buyout	48-month \$1 Buyout lease	60-month \$1 Buyout lease
\$4,862	\$3,827.49	\$3,197.47

- **PRICING INCLUDES ALL NON-PROFITS DISCOUNTS**
 - **APPLICABLE TAXES ARE NOT INCLUDED**



September 12, 2025

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Submitted By: Dylan Lusinski
Advanced Communications, Inc.

PROJECT: WALDO MIDDLE SCHOOL STAGE
SUBJECT: AUDIO/VISUAL/ LIGHTINNG UPGRADE – **BUDGET ESTIMATE FOR SUMMER 2026**

SUMMARY OF WORK

Advanced Communications Inc. (ACI) proposes this formal proposal for the design and integration of an upgraded Audio/Video/Lighting system for the existing gym stage. This enhancement aims to provide coverage for speech intelligibility and musical performance, seamless connectivity, and intuitive control interfaces. The proposed solution includes a new loudspeaker system, wireless microphones, rear projection setup, Crestron-based control with QSC audio DSP, stage connectivity panels, and availability for HDMI/Bluetooth inputs. Installation is scheduled for the **summer of 2026** to ensure coordinated integration with electrical and lighting packages. As this is a budget only, the associated Electrical costs (pipe, power, etc...) are not included.

This proposal outlines the scope of work, system specifications, and alternate options. The estimated budget is preliminary and subject to change based on final requirements and constraints. ACI recommends a formal meeting with included Lighting System integrator, Electrical, and owner for detailed understanding of scope of work, contractor responsibilities and expected systems to be provided.

Audio System

The audio design is optimized for the gym environment, ensuring uniform coverage for both speech and music applications.

- **Loudspeaker System:** Based on Danley right/left array configuration, providing full-coverage with emphasis on clarity and even dispersion. This setup supports the gym's acoustic challenges while maintaining musical and speech quality.
- **Wireless Microphone System:** Shure QLXD series, including a 2-channel receiver paired with four transmitters (two handheld and two bodypack units with lavalier microphones). This configuration allows flexible use for presentations, performances, and group events.
- **Connectivity and Processing:**
 - Bluetooth receiver housed in the rack for wireless streaming from third-party sources (Apple Music, Spotify).
 - Stage-right and stage-left panels with inputs for wired microphones, stage monitor outputs (for future wedges), and network connections.
 - QSC DSP for advanced audio programming, routing, and control

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Video System

The video upgrade focuses on rear projection for clear, large-scale visuals.

- **Projection Setup:** 184-inch diagonal electric screen paired with a rear wall-mounted 8,000-lumen projector.
- **Input Options:**
 - Two HDMI transmit plates (one at each stage panel) for direct wired sources.
 - Wireless video over building Wi-Fi via owner-provided Apple TV, installed in the rack.

Control System

A Crestron control platform for easy operation:

- **Hardware:** Control processor in the rack, 10-inch touch panel at the rack for on-site use.
- **Features:** Custom interface for input selection, volume/mute control, power management, screen deployment, and system presets.
- **Wireless Extension:** Mirrored layout on owner-provided iPad for remote access via Wi-Fi.

Lighting System

A complete Lighting System package with control touch screen interface:

- **Lighting Control Systems:** Installation of ETC Echo and ColorSource 20AV consoles for architectural and theatrical control, including touchscreen interface, power supplies, and user training.
- **Fixtures and Distribution:** Provision of 12 ColorSource spot lights with lenses, 16 PAR zoom fixtures, power/DMX plug boxes, cables, battens, and gym light cages for front-of-house and on-stage lighting.

Infrastructure and Head-End Equipment

- **Rack Installation:** New wall-mounted rack at stage-right position to house all audiovisual head-end gear, including receivers, DSP, processor, and Bluetooth/Apple TV devices.
- **Stage Panels:** Right and left panels with sufficient ports for wired mics, monitors, HDMI, and network.
- **Future-Proofing:** Pre-wired provisions for monitor wedges and additional expansions.

TOTAL TURN-KEY COST ESTIMATE (AUDIO/VIDEO/LIGHTING):	~\$175,000 – 195,000
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~TAX NOT INCLUDED~



ALTERNATE ADDITIONS

Alternate 1: Portable Mixing Console

For live mixing applications, ACI proposes a Yamaha TF-series digital mixing console mounted on a rolling portable cart.

- **Connectivity:** Interfaces with stage-right/left panels and a dedicated input at the gym's back-of-house area.
- **Benefits:** Enables live audio adjustments for multi-source events with a portable design

TOTAL ADDITIONAL COST ESTIMATE:	\$9,000
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Alternate 2: Boom Microphone Package

Upon acceptance, ACI will supply four complete boom microphone stands as loose gear.

- **Application:** Supports large-group activities like choirs, plays, or ensembles.
- **Integration:** Connects directly to base bid stage panels.

TOTAL ADDITIONAL COST ESTIMATE:	\$4,000
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SECTIONS NOT INCLUDED:

The following spec sections are not included in our scope of work quoted above:

- **Electrical including surface mounted pipe, power circuits, patch & paint**
- **Electrical scope of work to be estimated once Audio/Visual/ Lighting system has been determined and finalized**

PLEASE NOTE:

- Skilled Union Craftsmen will perform all work.
- The Proposal Total **Does Not** include electrical conduit or power outlets.
- The entire installation carries a one-year warranty.
- This proposal is only effective **30 days** from date of issue.
- Applicable sales tax not included. Please provide state tax exempt certificate or tax will be applied.
- Product availability & lead times have become unpredictable due to global supply chain disruptions. ACI will communicate all product arrival & lead time dates with the owner and will assist in finding appropriate substitutions as possible upon owner request.



Waldo MS Stage - Audio/Video/ Lighting - Budget Estimate Proposal for Summer 2026

From Dylan Lusinski <dylan@advancedcom.biz>

Date Fri 9/12/2025 3:33 PM

To Andrew J. Allen <AALLEN@d131.org>

■ 1 attachment (264 KB)

Waldo MS - Design Budget Audiovisual System Proposal 9-12-25.pdf;

[ATTENTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.]

Hi Andy,

Good afternoon and happy Friday!

Regarding the Waldo MS project, the potential for this space seems very promising and we would love to have the opportunity to provide an optimal system for the space. This being said, we did not feel confident with project schedule in relations to the Audio, Video, Lighting, and Electrical.

If the opportunity is available, we believe a much more favorable timeline would be during summer where there is less time and room availability constraints. This would allow for a much more fluid work schedule between the trades here.

Going forward, I have attached here a budget estimate for all Audio, Video, and Lighting systems to be installed during summer of 2026. This does not currently take into account the Electrical package which would be included in a final quote once we have a chance to finalize the system with you guys. I recognize this proposal may be completely disregarded based on the circumstances, but I ask that you review this item and consider it as an option going forward. I believe I have put together a very solid system for you guys here that while maybe expensive, would definitely enhance the space and could be the base for future expansion as well. Also, budget can always be adjusted based on what you would like to prioritize.

Appreciate your time here, please let me know your thoughts when available and have a great weekend!

Thanks,

Dylan Lusinski
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- Sound System Total Investment	\$42,884.53
- Lighting System Total Investment	\$81,667.70
- Video System Total Investment	\$63,751.07
- Electrical Services and Removal Option Total Investment	\$10,504.90
- Project Grand Total Investment	\$198,768.20