



CITY COUNCIL AGENDA

Meeting: Monday, June 20th, 2022, at 6:00 PM
Location: City Hall Council Chambers
ZOOM LINK: <https://us02web.zoom.us/j/2590939124>

Meeting ID: 259 093 9124
One tap mobile +12532158782, 2590939124# US (Tacoma)

1. **CALL TO ORDER**
2. **PLEDGE OF ALLEGIANCE**
3. **ROLL CALL AND DETERMINATION OF A QUORUM**
4. **APPROVAL OF AGENDA, CONSENT AGENDA, AND THE MINUTES OF JUNE 6th, 2022, COUNCIL MEETING**
5. **COMMUNICATIONS**
 - a. **DEPARTMENT OF ECOLOGY LETTER**
6. **ITEMS FROM THE PUBLIC**
7. **ALDER & CO. LEASE AGREEMENT REVIEW**
8. **RAYMOND THEATER LIGHTING PROPOSAL REVIEW**
9. **RAYMOND FEDERAL ACCOUNT AUTHORIZATION**
10. **DEPARTMENT HEAD REPORTS**
 - a. Fire Chief Bill Didion
 - b. Police Chief Chuck Spoor
 - c. Public Works Director Eric Weiberg
 - d. Clerk- Treasurer Kayla MacIntosh
11. **MAYOR COMMENTS**
12. **COUNCIL COMMENTS**
13. **ADJOURNMENT**

Next Regular Scheduled Council Meeting
MONDAY, JUNE 20TH, 2022, at 6:00 PM

Notice – All proceedings of this meeting are sound recorded – Except Executive Sessions – The City of Raymond provides access and services to all members of the public. Please notify City Hall at least 48 hours prior to an event if reasonable accommodations are needed.



RAYMOND CITY COUNCIL MEETING

June 20TH, 2022

CONSENT AGENDA

1. APPROVAL OF CLAIMS & PAYROLL

CLAIMS #70127 THROUGH #70197

\$76,264.62

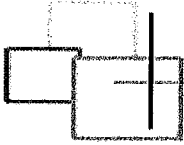
PAYROLL #70129 THROUGH #70140

\$197,126.25

(Direct Deposit included)

EFT Debit

\$7,065.45



A/P Check Register

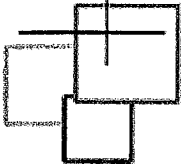
Fiscal : 2022
 Period : 2022 - JUNE
 Council Date : 2022 - JUNE - Hand Pays, 2022 - JUNE - 2nd Council

Check #	Vendor Name	Account Description	Amount	
70127	KARNATZ, JEFF	Professional Services	\$600.00	THT MANAGER PAY
70128	WA ST Firefighters Spouse & Orphans Fund	Volunteer Benefits	\$2,364.00	ANNUAL BILLING
70141	ABERDEEN O. E.	Lease Rental - Landfill	\$22.24	COPIER CONTRACT
		Operating Rentals & Leases	\$22.24	OFFICE SUPPLIES
		Operating Rentals/Leases	\$44.46	
		Operating Supplies	\$15.12	
		Rentals & Leases	\$66.72	
		Check Total:	\$170.78	
70142	Airgas USA, LLC	Operating Supplies	\$18.65	OXYGEN
70143	APEX HOOD CLEANING	Repairs & Maintenance	\$497.26	COMM. CENTER HOOD CLEANING
70144	Backflow by the Best	Professional Services	\$105.00	PROF. SERVICE - PUMP STATIONS
70145	BARNHART HOME CLEANING	Prof Services (Janitor)	\$210.00	LIBRARY CLEANING
70146	BEANS & ROCKS, LLC	Distribution Supplies	\$2,009.62	ROCK
		Operating Supplies	\$688.87	
		Check Total:	\$2,698.49	
70147	Bud's Lumber Supply	Distribution Supplies	\$8.05	OPERATING SUPPLIES
		Operating Supplies	\$149.27	
		Check Total:	\$157.32	
70148	CONNETIX	Professional Services	\$195.00	WWTP PRINTER SUPPORT
70149	Culligan	Operating Rentals/leases	\$45.24	FIRE DEPT. WATER
		Rentals & Leases	\$48.65	
		Check Total:	\$93.89	
70150	LIPTON, STEPHEN	Customer Deposits Refunded	\$202.58	DEPOSIT REFUND
70151	Dennis Company	Distribution Supplies	\$320.79	OPERATING SUPPLIES
		Facility Supplies	\$68.08	
		Operating Supplies	\$1,435.72	
		Check Total:	\$1,824.59	
70152	Dilk Tire Service	Distribution Supplies	\$410.24	PROF. SERVICE - ALL DEPTS.
		Operating Supplies	\$820.49	
		Repairs & Maintenance	\$360.51	
		Check Total:	\$1,591.24	
70153	Drug Screens, Inc.	Professional Services	\$34.00	DRUG SCREEN WWTP
70154	Edge Analytical, Inc.	Lab Tests	\$397.00	LAB TESTS
70155	Englund Marine & Industrial Supply	Distribution Supplies	\$170.07	OPERATING SUPPLIES - ALL DEPTS.
		Operating Supplies	\$887.59	
		Check Total:	\$1,057.66	
70156	EO MEDIA GROUP	Professional Services	\$387.50	FIRE/POLICE ADVERTISEMENT
70157	Ferrellgas	Fuel	\$1,956.00	PROPANE
		Fuel Consumed	\$1,444.26	
		Check Total:	\$3,400.26	
70158	Flannery Publications, Inc.	Professional Services	\$39.00	WATER QUALITY REPORT
70159	G.H. Equipment Co.	Operating Supplies	\$351.46	OPERATING SUPPLIES
70160	H.D. Fowler Co.	Biosolids Oper Supplies	\$1,145.63	OPERATING SUPPLIES
		Distribution Supplies	\$5,339.42	
		Operating Supplies	\$1,845.86	

		Check Total:	\$8,330.91	
70161	Hach Company	Lab Supplies	\$419.18	OPERATING SUPPLIES - WWTP
70162	Henry Schein, Inc.	Operating Supplies	\$634.59	FIRE SUPPLIES- MEDS
70163	JENNINGS EQUIPMENT, INC.	Operating Supplies	\$235.71	KUBOTA BLADES
70164	K & L Supply Inc.	Operating Supplies	\$754.16	OPERATING SUPPLIES - WWTP
70165	Language Line Services, Inc.	Professional Services	\$32.46	POLICE INTERPRETATION
70166	Lemay Mobile Shredding	Professional Services	\$53.00	SHRED BIN
70167	Mansfield Alarm Company - Div. of Guardian Security Systems, Inc.	Professional Services	\$278.90	
				WWTP ALARM MONITORING
70168	Newman, Jordan	Personnel Benefits	\$71.31	UNIFORM ALLOWANCE
70169	One Call Concepts, Inc.	Misc (Dues, Registrations etc)	\$10.56	LOCATES
		Other Miscellaneous	\$10.56	
		Check Total:	\$21.12	
70170	Pearson, Scott	Travel (meals)	\$81.90	MILEAGE REIMBURSEMENT
70171	Pitney Bowes	Operating Rentals & Leases	\$45.40	POSTAGE MACHINE
		Operating Rentals/Leases	\$136.22	
		Rental Copier	\$45.40	
		Rentals & Leases	\$136.20	
		Check Total:	\$363.22	
70172	Platt	Operating Supplies	\$694.58	OPERATING SUPPLIES - WWTP
70173	PR Diamond Products, Inc.	Distribution Supplies	\$95.00	OPERATING SUPPLIES - ALL DEPTS.
		Operating Supplies	\$190.00	
		Check Total:	\$285.00	
70174	PUD #2 of Pac. Co.	P.u.d. Utilities	\$3,939.80	UTILITIES
		Pool Utilities	\$48.95	
		Public Market Utilities	\$92.65	
		Public Utilities	\$277.07	
		Public Utility Service	\$695.97	
		Seaport Utilities	\$214.64	
		Utilities	\$13,843.44	
		Utility Services	\$802.17	
		Visitor Center Utilities	\$62.31	
		Check Total:	\$19,977.00	
70175	Quill Corporation	Office Supplies	\$609.62	OFFICE SUPPLIES - POLICE/CITY HALL
		Operating Supplies	\$76.02	
		Supplies	\$120.34	
		Check Total:	\$805.98	
70176	Raymond City Treasurer	Customer Deposits Refunded	\$447.42	CUSTOMER DEPOSIT
70177	Raymond Pharmacy	Operating Supplies	\$5.29	WWTP LAB SUPPLY
70178	Ricoh USA, Inc	Lease/rental	\$29.55	PW COPIER LEASE
		Operating Rentals & Leases	\$29.56	
		Operating Rentals/Leases	\$29.56	
		Rental Copier	\$29.55	
		Rentals & Leases	\$29.55	
		Check Total:	\$147.77	
70179	Ricoh USA, Inc	Operating Supplies	\$8.83	POLICE/FIRE COPIERS
		Rentals & Leases	\$17.72	
		Check Total:	\$26.55	
70180	Roberts, Dee	Training	\$191.00	TRAINING PER DIEM
70181	Royal Heights Transfer	Biosolids Disposal	\$300.00	GARBAGE
		Lease Rental - Landfill	\$16,683.14	
		Check Total:	\$16,983.14	
70182	SOUND PUBLISHING	Professional Services	\$188.20	FIRE/POLICE ADVERTISEMENT
70183	Standard Insurance Co	Personnel Benefits	\$326.22	FIRE INSURANCE
		Volunteer Benefits	\$202.34	
		Water Treatment Benefits	\$23.55	
		Check Total:	\$552.11	

70184	STERLING SURVEYING	Professional Services	\$640.00	SURVEYING
70185	Sunset Air	Carriage Repair/Maint	\$174.97	CONTRACTS
		Prof Services (Janitor)	\$483.59	
		Seaport Repair/Maint	\$194.72	
		Check Total:	\$853.28	
70186	SWARTZ, GENA	Professional Services	\$200.00	POLICE DEPT CLEANING
70187	TELEFLEX	Operating Supplies	\$562.50	FIRE OPERATING SUPPLIES
70188	THE SHOP	Repairs & Maintenance	\$37.14	PARKS REPAIR
70189	USA Blue Book	Lab Supplies	\$422.84	WWTP TESTING SUPPLIES
		Operating Supplies	\$497.34	
		Check Total:	\$920.18	
70190	Velodyne	Operating Supplies	\$148.63	OPERATING SUPPLIES - WWTP
70191	WA Audiology Services, Inc.	Professional Services	\$1,214.90	HEARING TESTS - ALL DEPTS
70192	WA ST Dept of L&I	Miscellaneous	\$79.70	WHEELCHAIR LIFT ANNUAL OPERATING CERTS.
		Pool Misc Permits etc.	\$79.70	LIBRARY/POOL
		Check Total:	\$159.40	
70193	WA ST DEPT OF TRANSPORTATION	Fuel	\$310.40	GAS - ALL DEPTS.
		Fuel Consumed	\$2,754.70	
		Check Total:	\$3,065.10	
70194	WASHINGTON STATE PATROL	Professional Services	\$39.75	FINGERPRINTING
70195	WEIBERG, ERIC	Travel (meals)	\$183.69	MILEAGE REIMBURSEMENT
70196	Western Steel & Supply	Operating Supplies	\$29.83	OPERATING SUPPLIES - WWTP
70197	Willapa Printing	Operating Supplies	\$234.04	POLICE - PARKING TAGS
Grand Total			\$76,264.62	
Total Accounts Payable for Checks #70127 Through #70197				

Register



70129	AFLAC Remittance Processing	2022 - JUNE - 1st Council	\$566.47
70130	I.A.F.F. (GNWFCU)	2022 - JUNE - 1st Council	\$437.20
70131	Northwest Administrators	2022 - JUNE - 1st Council	\$45,144.00
70132	NORTHWEST FIRE FIGHTERS TRUST	2022 - JUNE - 1st Council	\$13,169.68
70133	OREGON DEPT. OF JUSTICE	2022 - JUNE - 1st Council	\$339.00
70134	TEAMSTERS Local #252	2022 - JUNE - 1st Council	\$226.50
70135	THORBECKES FITNESS	2022 - JUNE - 1st Council	\$190.06
70136	WSCCCE	2022 - JUNE - 1st Council	\$421.40
70137	WSCFF Emp Benefit Trust/MERP	2022 - JUNE - 1st Council	\$450.00
70138	WSCFF/DiMartino Associate	2022 - JUNE - 1st Council	\$264.36
70139	Boggs, Arlie H.	2022 - JUNE - 1st Council	\$2,185.90
70140	Ristow, Micah D.	2022 - JUNE - 1st Council	\$3,114.99
1st Payroll June 2022	Payroll Vendor	2022 - JUNE - 1st Council	\$73,460.19
BPAS_VEBA EFT June 2022	BPAS VEBA	2022 - JUNE - 1st Council	\$1,895.77
Deferred Comp. 1st Payroll June 2022	WA St Treasurer - Def Comp	2022 - JUNE - 1st Council	\$3,485.00
Dept. Retirement EFT June 2022	Dept of Retirement Systems	2022 - JUNE - 1st Council	\$17,253.96
ESD 1st Payroll June 2022	Employment Security Dept	2022 - JUNE - 1st Council	\$232.21
IRS Taxes 1st Payroll June 2022	Raymond City Treasurer- Taxes	2022 - JUNE - 1st Council	\$29,662.38
L&L EFT June 2022	Dept of Labor & Industry	2022 - JUNE - 1st Council	\$3,464.98
Nationwide June 2022	Nationwide Retirement Solutions	2022 - JUNE - 1st Council	\$300.00
PFMLA 1st Payroll June 2022	Employment Security Dept (PFMLA)	2022 - JUNE - 1st Council	\$510.05
Vimily June 2022	Vimily Benefit Solutions, Inc.	2022 - JUNE - 1st Council	\$52.15
WA DCS June 2022	Washington State Support Registry	2022 - JUNE - 1st Council	\$300.00
			\$197,126.25

Register Activity

Fiscal: 2022
 Period: 2022 - MAY
 Council Date: 2022 - MAY - Open Period

Reference	Date	Amount	Notes
Reference Number: BANK OF PACIFIC CAR LOAN #1 MAY 2022 PAYMENT	Bank of the Pacific	\$865.54	
<u>BANK OF PACIFIC CAR LOAN #2 PAYMENT MAY 2022</u>	5/10/2022	\$865.54	
Reference Number: BANK OF PACIFIC CAR LOAN #3 PAYMENT MAY 2022	Bank of the Pacific	\$924.67	
<u>BANK OF PACIFIC CAR LOAN #3 PAYMENT MAY 2022</u>	5/19/2022	\$924.67	
Reference Number: BANK OF PACIFIC CAR LOAN #4 PAYMENT MAY 2022	Bank of the Pacific	\$747.81	
<u>BANK OF PACIFIC CAR LOAN #4 PAYMENT MAY 2022</u>	5/10/2022	\$747.81	
Reference Number: FIRST INTERSTATE BANK APRIL 2022 SERVICE CHARGES	FIRST INTERSTATE BANK	\$150.87	
<u>FIRST INTERSTATE BANK APRIL SERVICE CHARGES 2022</u>	5/13/2022	\$150.87	
Reference Number: INVOICE ICLOUD SERVICE FEES MAY 2022	ICLOUD	\$125.40	
<u>INVOICE ICLOUD SERVICE FEE MAY 2022</u>	5/9/2022	\$125.40	
Reference Number: MASTERCARD - 5/10/22	MASTERCARD C/O FIRST INTERSTATE BANK	\$3,850.23	
<u>MASTERCARD - 5/10/22</u>	5/10/2022	\$3,850.23	
Reference Number: PFMLA Underpayment January 2022	EMPLOYMENT SECURITY DEPT.	\$221.95	
<u>PFML Balance for January 2022 Underpayment</u>	5/6/2022	\$221.95	
Reference Number: WELLS FARGO MOWER PAYMENT MAY 2022	WELLS FARGO FINANCIAL SERVICES	\$178.98	
<u>WELLS FARGO MOWER PAYMENT MAY 2022</u>	5/4/2022	\$178.98	



City of Raymond

WASHINGTON

COUNCIL PROCEEDINGS

JUNE 6th, 2022

CALL TO ORDER

The council meeting was called to order at 6:00 p.m. by Mayor Roberts. Members present:

Ryan Porter (Zoom)
Karen Tully
Tony Nordin
Steve Jones
W. Ian Farrell (Zoom)
Heidi Worlton

Bill Didion, Fire Chief
Eric Weiberg, Public Works Director
Tia Channel, Admin. Assistant

APPROVAL OF AGENDA, CONSENT AGENDA, & MINUTES

Councilor Jones moved to approve the agenda, consent agenda for tonight's meeting, as well as the minutes of May 16th, 2022. Motion carried. Motion passed unanimously.

CLAIMS #70048 THROUGH #70053 & #70071 THROUGH #70126

\$162,187.56

PAYROLL #70054 THROUGH #70070

\$172,390.50

(Direct Deposit included)

COMMUNICATIONS

A letter from Butch Betrozoff was discussed by council.

ITEMS FROM THE PUBLIC

There were none

ALDER & CO LEASE:

Councilor Porter suggested Mayor Roberts meet with Alder & Co. and create a lease proposal for council review at the next meeting. All Councilors in favor.

DEPARTMENT OF COMMERCE CHIP FUNDING:

Council Porter moved to approve the city going forward with the CHIP Funding Grant Application for the Willapa Center. Motion Carried. Motion passed unanimously.

DEPARTMENT HEAD REPORTS:

- **Fire Chief Bill Didion-**
Nothing to Report
- **Chief of Police Chuck Spoor-**
Absent- Nothing to report

- **Public Works Director Eric Weiberg -**
Eric Weiberg advised the council of the projects the Public Works Department is working on this summer.
- **Clerk / Treasurer Kayla MacIntosh-**
Absent- Away for training

MAYOR'S COMMENTS

- Mayor Roberts expressed her gratitude to the city's Fire Department staff and conveyed Jason McVey's appreciation of Chief Didion.
- Mayor Roberts advised the 2021 Annual Report had been completed and transmitted to the State.
- Mayor Roberts informed Council that the Utility Clerk position was advertised and received 32 applications. Application will be reviewed, and interviews scheduled soon.

COUNCIL COMMENTS:

Councilor Jones discussed issues related to code enforcement.

EXECUTIVE SESSION:

Prior to adjourning to Executive Session, Mayor Roberts advised a potential decision would be made. Mayor Roberts called the Executive Session to order at 6:16 p.m. with an approximate return time of 6:30 for the purpose of Labor Negotiations.

Mayor Roberts, Councilor Porter (zoom), Councilor Tully, Councilor Nordin, Councilor Jones, Councilor Farrell (zoom), Fire Chief Didion, Public Works Director Weiberg, and Admin. Assistant, Tia Channel were in attendance.

Mayor Roberts reconvened the meeting at 6:23PM.

Councilor Jones motioned to accept the Local 2776 Firefighter's Union Contract. Motion carried. Motion passed unanimously.

ADJOURNMENT

The meeting was adjourned by motion of Council Member Worlton at 6:25 p.m. Motion carried. Motion passed unanimously.

ATTEST:

Tia Channel, Admin Assistant

Dee Roberts, Mayor



STATE OF WASHINGTON
DEPARTMENT OF ECOLOGY

PO Box 47600 • Olympia, WA 98504-7600 • 360-407-6000
711 for Washington Relay Service • Persons with a speech disability can call 877-833-6341

June 2, 2022

The Honorable Dee Roberts
Mayor of Raymond
230 Second St.
Raymond, WA 98557



RE: 2021 Wastewater Treatment Plant Outstanding Performance Awards

Dear Mayor Roberts:

Congratulations! The Willapa Regional Wastewater Treatment Plant is receiving the 2021 “Wastewater Treatment Plant Outstanding Performance” award. Of approximately 300 wastewater treatment plants statewide, yours is one of 124 that achieved top performance of its wastewater treatment plant operations in 2021.

Ecology evaluates specific domestic wastewater treatment plant information for compliance with its National Pollutant Discharge Elimination System (NPDES) permit. Your plant is one of the top performers for regularly meeting numeric effluent limits and permit criteria, for conducting monitoring, and for reporting data as required.

It takes diligent operators and a strong management team, working effectively together, to achieve this high level of performance. 2021 started as the rainiest year on record, followed by extreme snowfall. It continued with a record setting heat wave, tornado warnings, and ended with flooding and more snowfall. Turning wastewater into water clean enough to discharge to waterways takes efficient process control, skill, teamwork, and good judgement. Ecology appreciates the extraordinary level of effort your plant operators demonstrated throughout 2021.

This is the second consecutive year the Willapa Regional Wastewater Treatment Plant received this award. Talented and proficient operators are critical to successful plant operations and protecting the health of Washington’s waters. Your excellent record is a credit to the dedicated operators who are responsible for running the award-winning Willapa Regional Wastewater Treatment Plant.



The Honorable Dee Roberts

June 2, 2022

Page 2

We will announce the full list of 2021 award recipients, including the Willapa Regional Wastewater Treatment Plant, in the coming weeks.

Please contact Ginger Reddig at (360) 789-5425 or rred461@ecy.wa.gov if you have any questions or comments about your award.

Thank you for the excellent service your operators provide to your community and the waters of Washington.

Sincerely,

A handwritten signature in black ink, appearing to read "Vincent McGowan".

Vincent McGowan, P.E.

Water Quality Program Manager

**ALDER & CO
REAL ESTATE LEASE**

THIS INDENTURE OF LEASE, dated the ___ day of ____ 2022, by and between the CITY OF RAYMOND, a municipal corporation of the State of Washington, hereinafter referred to as the “Lessor,” and Alder & Co hereinafter referred to as the “Lessee”, in consideration of the mutual covenants herein contained,

WITNESSETH:

1. **Description of Leased Premises:** The Lessor does hereby lease to the Lessee and the Lessee does hereby lease from the Lessor certain land and improvements situated in Pacific County, Washington, described as follows:

312 Alder Street, Raymond WA
1911 Square Feet

Provided that no default has occurred under the terms of this Lease, Lessee shall quietly have, hold and enjoy the premises throughout the entire term of this Lease without interruption or disturbance by Lessor and those claiming under or through Lessor.

2. **Purposes – Minimum Operating Requirements-Improvements:** Lessee may use the premises only for operation of a retail business. The premises may be used for other purpose only with the prior written consent of the Lessor, which shall not be unreasonably withheld. The Lessee shall notify the Lessor of any anticipated extended absences from the premises not later than the first day of the extended absence.

3. **Acceptance of Premises – Maintenance:** Lessee agrees to make no permanent alterations to the premises without prior written consent of the Lessor.

Maintenance responsibilities for the premises are as follows:

A. Lessor obligations shall include:

- i) All structural and nonstructural parts of the premises such as, but not limited to, the roof, walls, windows, foundation, floors, cabinets, counter tops, doors, sinks and toilets.
- ii) The proper functionality of utilities to include water piping, sewage piping, electrical wiring, outlets, light switches, light fixtures, breaker box, and heating/air conditioning system.
- iii) Weekly cleaning and stocking of the public restrooms.

B. Lessee obligation shall include:

remove all goods and effects and peaceably yield the premises to the Lessor in as good a condition as when it was delivered to the Lessee, ordinary wear and tear is expected. The security deposit will be refunded in full upon the termination of the lease agreement if the premises is returned to the Lessor without damage or claim.

6. **Illegal Uses Prohibited:** The Lessee further agrees that the premises and any improvements thereon will not be put to any use, which is contrary to the laws or regulations of the United States of America, State of Washington, Pacific County or the City of Raymond.

7. **Leasehold Tax:** The Lessee shall pay to the Lessor at its address in Raymond, Washington, the leasehold tax, if applicable, as set forth in Chapter 51, Laws of 1976, Second Ex. Sess., or as may be amended. The tax shall be due and payable at the same time any payment charged herein is due and payable. Failure to pay said tax when due and payable shall be considered a breach of the provisions of this lease and the Lessor shall be entitled to all remedies to which it is entitled by law, and the remedies provided herein for a breach of a provision of this lease. Taxes as defined herein exclude taxes by or for Lessor. Any delinquent taxes shall be a debt to the Lessor under this lease and in the event the Lessor is subject to any penalties or interest or charges of any kind because of the failure of the Lessee to pay such taxes, such penalties and interest shall be payable by the Lessee to the Lessor and shall be considered a debt to the Lessor. In the event the Lessor suffers or incurs any costs of whatsoever nature, including, but not limited to, attorneys' fees, such costs shall be payable by the prevailing party and shall be considered a debt due and owing under this lease.

8. **Other Taxes:** In the event of any laws or changes in the laws or policies of any federal, state or local governmental body which require that Lessor must pay or collect any tax, fee, license, or charge of any kind to such federal, state or local government body on account of Lessor's ownership or leasing of the property herein demised, Lessee agrees to pay any such tax, fee, license, or charge when due, to such federal, state or local governmental body, or Lessor, as the law requires. Lessee agrees to furnish all information necessary to Lessor as may be reasonably required to enable Lessor to comply with or be assured of Lessee's compliance with such laws.

9. **Liability and Hazard Insurance:** The Lessee further agrees that it will maintain Commercial General Liability Insurance for any injuries or damages to Lessor or third parties arising out of its operations, including extension of said coverage to injuries or damages occurring on Lessor's parking areas and grounds, with Lessor named as an additional insured party, in an amount not less than \$1,000,000 property damage and bodily injury single limit per occurrence and \$2,000,000 aggregate. Lessee further agrees that Lessor will maintain Special Form Property Insurance upon the premises in an amount not less than the replacement value of the demised premises and improvements of which Lessee will reimburse the Lessor for the premium on an annual basis. Lessee will provide Lessor with a certificate of insurance evidencing the coverage required by the paragraph and will immediately upon cancellation of any of the required coverage,

provide the Lessor with the maximum period of written notice possible but not less than thirty (30) days.

Lessor reserves the right to unilaterally, at its sole discretion, require Lessee, at any time during the term of this lease, to increase the policy limits or to change the form of the insurance coverage required under this paragraph. Provided, however, that Lessor shall not require any increase or change in form that is unreasonable.

10. **Indemnification/Liability Insurance:** Lessor, its employees and agents shall not be liable for any injury (including death) to any persons or for damage to any property, regardless of how such injury or damage be caused, sustained or alleged to have been sustained by Lessee or by others as a result of any condition (including existing or future defects in the premises), or occurrence whatsoever related in any way to Lessee's premises and the areas adjacent thereto or related in any way to Lessee's use or occupancy of the premises and areas adjacent thereto, so long as such injury or damage is not proximately caused or contributed to by action of the Lessor, its employees or agents. Lessee agrees to indemnify, defend and to hold and save the Lessor harmless from all liability or expense (including expense of litigation) in connection with any such items of actual or alleged injury or damage. In addition, Lessee shall, at its own expense, maintain proper liability insurance as set forth herein, to insure the Lessee and to indemnify the Lessor against such liability or expense. Lessee shall not be liable for and Lessor hereby agrees to indemnify, defend and hold harmless and release Lessee, its Board of Directors, officers, agents and employees from and against all liability or expense (including expense of litigation) in connection with a claim caused by the gross negligence or intentional misconduct of Lessor or its officers, agents, or employees.

If the Lessee sells alcohol, the Lessee shall provide a Liquor Legal Liability Insurance Policy, including contractual liability with minimum limits of \$1,000,000 per occurrence and \$2,000,000 annual aggregate.

11. **Entire Agreement:** This lease contains the entire agreement of the parties and no representations, promises or agreements, oral or otherwise, between the parties not embodied herein shall be of any force or effect. Neither this lease nor any provision hereof may be changed, waived, discharged or terminated orally but only by instrument in writing executed by Lessor and Lessee.

12. **Utilities and Services:** Lessee shall be liable for and shall pay for all utility services furnished to the premises, including but not limited to, electricity, water, sewer and garbage service, including any connection fees, and any fire protection, police protection, or emergency health services as furnished by local authorities and as may be the subject of a contract between the Lessor and such local authorities or as imposed by ordinance or statute.

13. **Waiver of Subrogation:** The Lessor and the Lessee hereby mutually release each other from liability and waive all right of recovery against each other for any loss from perils insured against under their respective insurance contracts, including any

extended coverage endorsements thereto, provided, that this paragraph shall be inapplicable to the extent it would have the effect of invalidating the insurance coverage of the Lessor or Lessee.

14. **Inspection:** The Lessor or its authorized representatives reserves the right to inspect the premises at all reasonable times throughout the term of the lease, provided that it shall not interfere unduly with Lessee's operations. The right of inspection reserved to the Lessor hereunder shall impose no obligation on the Lessor to make inspections to ascertain the condition of the premises, and shall impose no liability upon the Lessor, for failure to make such inspections. The Lessor shall have the right to place and maintain "For Rent" signs in conspicuous places on the premises for a reasonable period prior to the expiration or sooner termination of the lease.

15. **Advances by City for Lessee:** If Lessee shall fail to do anything required to be done by it under the terms of the lease, except to pay rent, the Lessor after providing written notice and opportunity to cure pursuant to Paragraph 28, may at its sole option, do such act or thing instead of Lessee, and upon notification to Lessee of the cost thereof to the Lessor, Lessee shall promptly pay the Lessor the amount of that cost. However, if the Lessor shall pay any monies on Lessee's behalf, Lessee shall repay such monies.

16. **Termination by the City for Public Use:** In the event the Lessor shall require the use of the premises for public use in connection with the operation of the business of the Lessor, then this Lease may be terminated by Lessor by written notice delivered or mailed by the City to the Lessee six (6) months or more before the termination date specified in the notice, and damages to Lessee, if any, resulting therefrom to be determined by agreement between the parties hereto, otherwise by arbitration as herein provided. Damages or other compensation shall be determined in accordance with RCW 53.08.010 and Title 8 as appropriate and shall not exceed the unamortized portion of all construction and improvement costs previously incurred or contracted by the Lessee.

17. **Invalidity of Particular Provisions:** If any term or provision of this lease or the application thereof to any person or circumstance shall, to any extent, be invalid or unenforceable, the remainder of this lease or the application of such term or provision to such persons or circumstances other than those as to which it is held invalid or unenforceable shall not be affected thereby and shall continue in full force and effect.

18. **Waiver:** The acceptance of rental by Lessor for any period or periods after a default by Lessee hereunder shall not be deemed a waiver of such default unless the Lessor shall so intend and shall so advise Lessee in writing. No waiver by the Lessor of any default hereunder by Lessee shall be construed to be or act as a waiver or any subsequent default by Lessee.

19. **Non-Discrimination:** The Lessee covenants and agrees that in the performance of this lease agreement, the Lessee shall conduct its activities in a manner that will assure fair, equal and non-discriminatory treatment of all persons regardless of

race, creed, sex, marital status or ethnic origin. The Lessee shall comply with all applicable federal, state and local laws, rules or regulations concerning hiring and employment and assuring the service of all patrons, customers, members or invitees, without discrimination as to any person's race, creed, sex, marital status or ethnic origin.

20. **Premises to be Clean:** Lessee shall at all times keep the premises, as well as any work areas, and other areas adjacent to the premises, neat, clean, in a safe and sanitary condition and free from infestation of pests. Lessee shall keep all areas in the vicinity of the premises free from the accumulation of disposable products and other litter generated by the operation of Lessee's business.

21. **Liens, Insolvency:** The Lessee shall keep the leased premises (excluding improvements) free from any lien arising out of any work performed, materials furnished or obligations incurred by the Lessee. In the event the Lessee becomes insolvent, voluntarily or involuntarily bankrupt, or if a receiver or their liquidating officer be appointed for the business of the Lessee, then the Lessor may cancel this Lease at the Lessor's option.

22. **Notices:** Any notice required to be served in accordance with the terms of this lease or as required by law shall be sent by mail, the notice from the Lessee to the Lessor at its office at the City of Raymond, 230 Second Street, Raymond, WA 98577 and the notice from the Lessor to be sent to the Lessee at Connie Becerra and Kevin McCollum, Third Street Bakery & Bistro, Raymond, WA 98577

23. **Default:** Time is of the essence of this lease and if the Lessee shall fail to keep and perform any of the covenants or agreements herein contained and shall fail to remedy any such default thereof within 30-days, 10-days in the case of delinquent rent, after written notice thereof by Lessor to Lessee, (or if the default is of a character which cannot be remedied within 30-days after such notice, then if the Lessee shall fail to commence to remedy such default within such 30-days and thereafter proceed diligently and continuously to remedy such default), Lessor may at its option declare this Lease canceled and forfeited and the Lessee's right to possession ended and the Lessor may re-enter said premises with or without process of law and take possession thereof. The Lessor shall not be liable for any damage by reason of such re-entry or forfeiture. If upon such re-entry there remains any personal property of the Lessee or of any other person upon the leased premises, the Lessor may, but without the obligation to do so, sell the same as provided in paragraph entitled "Redelivery of Premises", remove said personal property and hold it for the owner thereof or may place the same in a public garage or warehouse, all at the expense and risk of the Owners thereof, and the Lessee shall reimburse the Lessor for any expense incurred by the Lessor in connection with such removal and storage. The Lessor shall have the right to sell such stored property, upon fifteen (15) days' written notice to the Lessee, after it has been stored for a period of 30-days or more, the proceeds of such sale to be applied first to the costs of such sale, second to the payment of the charges for storage, and third to the payment of any other amounts, which may be then due from the Lessee to the Lessor, and the balance, if any, shall be paid to the Lessee. Notwithstanding any such re-entry, the liability of the Lessee for the

full rental provided for herein, shall not be extinguished for the balance of the term of this Lease, and the Lessee shall make good to the Lessor any deficiency arising from a re-letting of the leased premises at a lesser rental than that herein before agreed upon. The Lessee shall pay such deficiency upon demand by the Lessor after the Lessor thereof ascertains the amount.

24. **Interest During Default:** All monthly payments under this lease are due on the first day of each month, and if not paid within ten (10) days of that date, all monthly payments and any other charges then due under this lease shall bear interest from the due date until paid, at the highest rate permissible under RCW 19.51.020, being the higher of 12% per annum or four (4) percentage points above the equivalent coupon issue yield (as published by the Federal Reserve Bank of San Francisco at the average rate for twenty-six (26) week Treasury Bills as determined at the first bill market auction conducted during the preceding calendar month), or as said statute may be amended from time to time.

25. **Signs – Advertisements:** All signs or symbols posted or displayed on the leased premises by Lessee shall be subject to the prior approval of the Lessor or Lessor's agent, which shall not be unreasonably withheld.

If Lessee utilizes the name of the Lessor in any of its advertisements or publicity of any type, Lessor shall have the unilateral right to approve or disapprove of such use. If the City disapproves of such use, Lessee shall not so utilize the name of the Lessor.

26. **Nuisances:** Lessee further agrees that it will not cause or permit a public nuisance, as defined under local, state, or federal law, upon or at the leased premises.

27. **Assignment:** The covenants of this lease shall be binding upon the legal heirs, successors and assigns of any or all the parties hereto.

28. **Expenses Due to Breach:** If, by reason of any default on the part of any party in the performance of any of the provisions of this lease, it becomes necessary for the non-defaulting party to incur any expense, or to employ an attorney, the defaulting party shall pay all costs, expenses (including collection agency charges) and attorneys' fees expended or incurred by the non-defaulting party in connection therewith.

29. **Guarantees:** The undersigned Guarantors hereby irrevocably guarantee the performance of all the terms and provisions of the foregoing lease by the Lessee therein named.

30. **Venue:** Lessor and Lessee consent to and agree that in the event any disputes or legal actions are commenced and litigated between Lessor and Lessee regarding the terms, conditions, rights, duties and obligations of the parties pursuant to the terms of this Lease, the Superior Court of Washington, County of Pacific shall have exclusive jurisdiction of such disputes and/or legal actions. The parties further agree that this Lease is entered into in Pacific County, Washington, the place where the premises

are located. This Lease shall be construed and interpreted in accordance with the laws of the State of Washington.

31. **Amendment:** The terms of this Lease may be amended, revised, or supplemented by written mutual agreement of the parties.

Also, the Lessor and/or the Lessee may terminate this lease in whole by at least thirty (30) days written notice. This does not include Section #16

32. **Counterparts:** This Lease may be executed in any number of counterparts, each of which shall be a valid and binding original, but all of which together shall constitute one and the same instrument.

DATED this .

LESSOR:

CITY OF RAYMOND a
Municipal Corporation

Mayor

LESSEE:

ALDER & CO

By: _____ (Title)

City of Raymond
COMMERCIAL LEASE AGREEMENT

This Commercial Lease Agreement, hereinafter referred to as "Lease", dated April 1, 2021, is by and between the City of Raymond, hereinafter referred to as "Landlord", and Alder + Company, hereinafter referred to as "Tenant". The parties agree as follows:

1. **PREMISES.** The Landlord, in consideration of the Lease Payments provided for under this Lease, leases to the Tenant the Easterly end of the Raymond Seaport Museum Building, located at 312 Alder Street, Raymond, WA 98577, hereinafter referred to as "Premises".
2. **TERM.** The Lease Term will begin April 1, 2021 and extend for 24 months, terminating on April 1, 2023. Thereafter, the Lease Term will be ongoing monthly until terminated by the Tenant or Landlord via a minimum 30-day advance written notification of the intent to terminate the Lease Term. After conclusion of the first year of this Lease Term, or April 1, 2022, the Landlord and Tenant agree to reserve the right to reopen this Lease to discuss the Lease Payment and adjust the rate according to current market commercial lease rates in the area.
3. **OPTION TO RENEW.** Provided Tenant is not currently in default of this Lease, Tenant is hereby granted an option to renew the Lease for a period of 24 months. The Lease Payments, terms, and conditions of a renewed Lease shall be established prior to the renewal. This option shall be exercised by giving written notice to the Landlord not less than 30 days in advance.
4. **LEASE PAYMENTS.** The Tenant shall pay to the Landlord monthly installments of \$500.00, payable in advance on the first day of each month. Lease Payments shall be made payable to the City of Raymond and delivered to the Landlord at the following address:

Raymond City Hall
230 Second Street
Raymond, WA 98577
5. **SECURITY DEPOSIT.** The Tenant shall make a Security Deposit in the amount of \$1,000.00 prior to taking Possession of the Premises. At the expiration of the Lease Term, the Tenant shall remove its goods and effects, and peaceably yield the Premises to the Landlord in as good a condition as when delivered to Tenant, ordinary fair wear and tear excepted. The Security Deposit will be refunded in full upon the termination of the Lease if the Premises is returned to the Landlord without damage or claim.

6. **POSSESSION.** Tenant shall be entitled to possession of the Premises on the first day of the Term of this Lease and shall yield possession to the Landlord on the last day of the Term of this Lease, unless otherwise agreed to in writing by the Tenant and Landlord.
7. **USE OF PREMISES.** Tenant may use the Premises only for operation of a Retail Business. The Premises may be used for other purpose only with the prior written consent of the Landlord, which shall not be unreasonably withheld. The Tenant shall notify the Landlord of any anticipated extended absence from the Premises not later than the first day of the extended absence.
8. **GENERAL LIABILITY INSURANCE.** The Tenant shall obtain, at the Tenant's sole cost, and maintain in full force and effect during the Term of the Lease, General Liability Insurance to meet the following minimum amounts:
 - a. Contractual liability, written on an occurrence form, in adequate quantity to protect against liability arising out of contract activity but no less than \$1,000,000 per occurrence, and \$2,000,000 per annual aggregate.
 - b. The insurance required shall be issued by an insurance company authorized to do business within the State of Washington, and shall name by endorsement the Landlord, its agents, and employees as additional insured under the insurance policy. All policies shall be primary to any other valid and collectable insurance the Landlord may have in place. All policies shall be endorsed noting that the Landlord does not waive their right to subrogation against the Tenant or the Tenant's insurance policies.

The Tenant shall submit to the Landlord, within 15-days of the Lease Term, a Certificate of Insurance, which outlines the coverage and limits. Tenant shall submit renewal certificates as appropriate during the term of the contract.

Any umbrella or excess coverage the Tenant chooses to use to meet the insurance requirements shall meet all the insurance requirements for the primary insurance.

9. **PROPERTY INSURANCE.** Landlord and Tenant shall each maintain appropriate insurance for their respective interests in the Premises and property located on the Premises.
10. **LIQUOR LEGAL LIABILITY INSURANCE.** If the Tenant sells alcohol, the Tenant shall provide a Liquor Legal Liability Insurance Policy, including contractual liability with minimum limits of \$1,000,000 per occurrence, \$2,000,000 annual aggregate.
11. **MAINTENANCE.** Tenant agrees to make no permanent alterations to the Premises without prior written consent of Landlord. Maintenance responsibilities for the Premises are as follows:

a. Landlord's obligation shall include:

- 1) All structural and nonstructural parts of the Premises such as, but not limited to, the roof, walls, windows, foundation, floors, cabinets, counter tops, doors, sinks, toilets, etc.
- 2) The proper functionality of utilities to include water piping, sewage piping, electrical wiring, outlets, light switches, light fixtures, breaker box, and heating/air conditioning system.
- 3) Weekly cleaning and stocking of the public restrooms.

b. Tenant's obligation shall include:

- 1) Supplying the necessary tools, equipment, and materials to conduct all routine cleaning of the Premises and replacement of normal wear items such as, but not limited to, clogged sinks/drains/toilets, light bulbs, etc., and all Tenant installed furnishings, fixtures, and decorations.
- 2) All other items of maintenance, including pest control and fire suppression equipment as needed to operate the business, not specifically delegated to Landlord under this Lease.
- 3) Maintaining the parking lot, in coordination with the two museums, in a clean and safe condition.
- 4) Opening and closing the public restrooms, in coordination with the two museums.

12. UTILITIES AND SERVICES. Utility service accounts (i.e., water, sewer, garbage, and electricity) shall be established by the Tenant via opening their own accounts. Compliance with all terms and conditions of each account will be the sole responsibility of the Tenant.

13. TAXES. Tenant shall pay all business taxes and any other charges which may be levied against the Premises which are attributable to the Tenant's use of the Premises, such as sales and use tax, business occupation and employment tax, and state leasehold excise tax, that may be due in connection with the operation of the Tenant's business.

14. DEFAULTS. Tenant shall be in default of this Lease if Tenant fails to fulfill any Lease obligation or Term by which Tenant is bound. Subject to any governing provisions of law, to the contrary, if Tenant fails to cure any financial obligation within five (5) days, or any other obligation within ten (10) days after written notice of such default is provided by the Landlord to the Tenant, the Landlord may take possession of the Premises without further notice, to the extent permitted by law. Such possession shall not prejudice Landlord's rights to damages. In the alternative, at Landlord's sole discretion, Landlord may elect to cure any default and the cost of such action shall be added to the Tenant's financial obligations under this Lease. Tenant shall pay all costs, damages, and expenses, including reasonable attorney fees and costs, suffered by the Landlord by reason of the

Tenant's default. All sums of money or charges required to be paid by the Tenant under this Lease shall be additional rent, whether such sums or charges are designated as "additional rent". The rights provided by this paragraph are cumulative in nature and are in addition to any other rights afforded by law.

15. **CUMULATIVE RIGHTS.** The rights of the parties under this Lease are cumulative and shall not be construed as exclusive unless otherwise required by law.
16. **ACCESS BY LANDLORD TO PREMISES.** Subject to the Tenant's consent, which shall not be unreasonably withheld, the Landlord shall have the right to enter the Premises to make inspections, provide necessary services, or show the unit to prospective buyers, mortgagees, tenants, or workers. However, the Landlord does not assume any liability for the care or supervision of the Premises. As provided by law, in the case of an emergency, the Landlord may enter the Premises without the Tenant's consent.
17. **INDEMNITY REGARDING USE OF PREMISES.** To the extent permitted by law, the Tenant agrees to indemnify, hold harmless, and defend the Landlord, its officers, officials, employees, and volunteers from and against all losses, claims, liabilities, and expenses, including reasonable attorney fees, if any, which the Landlord may suffer or incur in connection with the Tenant's possession, use, or misuse of the Premises, except for the Landlord's intentional or sole negligent acts.
18. **COMPLIANCE WITH REGULATIONS.** Tenant shall promptly comply with all laws, ordinances, requirements, and regulations of the federal, state, county, municipality, and other authorities, to include the fire insurance underwriters. However, the Tenant shall not, by this provision, be required to make alterations to the exterior of the building or alterations of a structural nature.
19. **MECHANICS LIENS.** Neither Tenant, nor anyone claiming through the Tenant, shall have the right to file mechanics liens or any other kind of lien on the Premises. The filing of this Lease constitutes notice that such liens are invalid. Further, the Tenant agrees to:
 - a. Give actual advance notice to any contractors, subcontractors, or suppliers of goods, labor, or services that such liens will not be valid; and
 - b. Take whatever additional steps are necessary to keep the Premises free of all liens resulting from construction done by or for the Tenant.
20. **ASSIGNABILITY/SUBLETTING.** Tenant may not assign or sublease any interest in the Premises, nor effect a change in the majority ownership of the Tenant, from the ownership existing at the inception of this Lease, nor assign, mortgage, or pledge this Lease, without the prior written consent of the Landlord, which shall not be unreasonably withheld.
21. **NOTICES.** Notices under this Lease shall not be deemed valid unless given or

served in writing and forwarded by mail, postage prepaid, addressed as follows:

LANDLORD:

City of Raymond
230 Second Street
Raymond, WA 98577

TENANT:

Alder + Company
10 Martin Ln.
Raymond, WA 98577

Such addresses may be changed from time to time by either party by providing notice as set forth above. Notices mailed in accordance with the above provisions shall be deemed received on the third day after posting.

22. **GOVERNING LAW.** This Lease shall be construed in accordance with the laws of the State of Washington.
23. **ENTIRE AGREEMENT/AMENDMENT.** This Lease contains the entire agreement of the parties and there are no other promises, conditions, understandings, or other agreements, whether oral or written, relating to the subject matter of this Lease. This Lease may be modified or amended in writing, signed by the parties obligated under the amendment or modification.
24. **SEVERABILITY.** If any portion of this Lease shall be held to be invalid or unenforceable for any reason, the remaining provisions shall continue to be valid and enforceable. If a court finds that any provision of this Lease is invalid or unenforceable, but that by limiting such provision, it will become valid and enforceable, then such provision shall be deemed to be written, construed, and enforced as so limited.
25. **WAIVER.** The failure of either party to enforce any provisions of this Lease shall not be construed as a waiver or limitation of that party's right to subsequently enforce and compel strict compliance with every provision of this Lease.
26. **BINDING.** The provisions of this Lease shall be binding upon and inure to the benefit of both parties and their respective legal representatives, successors, and assigns.

LANDLORD:

By: Tony Nordin Date: _____
Tony Nordin, Mayor

TENANT:

By: _____ Date: 2/23/2021
Print: [Signature]



Request for Proposal

Project	Stage Lighting for Raymond Theater
Proposal Due Date	June 1, 2022
Project Budget	\$20,000 plus Contingency

Project Description:

The City of Raymond owns and operates the Raymond Theater, a historic venue that hosts movies and live events throughout the year. The existing lighting system is inadequate and the City is seeking proposals to update and improve the stage lighting to enhance our ability to host live theater events.

Proposal Requirements:

The following considerations must be met with any proposal. Any considerations not met must be adequately justified. Any justifications for additional equipment outside the proposal may be submitted but must still be within the budget of the project.

- The lighting must utilize the existing lighting mounts on the ceiling at the front of the stage and on the sides of the stage. See below for a schematic of the room.
- The lighting should use the existing Teatronics power system or be powered through the existing electrical service. The addition of outlets or fixtures needed to supply power to the lights should be outlined as part of the proposal but does not need to be included in the proposed price.
- The stage lighting must be controlled by the same interface as the house lights. This can be using the existing control board or another method.

Lighting Goals:

The Theater is used for the following types of live events and the lighting should be able to accommodate all listed events.

- Live Music:
 - Solo performers
 - Small bands (2-5 musicians)

- Community choir (20-50 members)
- Live Theater:
 - High school drama performances
- Community Events:
 - Speakers
 - Town hall meetings
 - Dance recitals

For most events, the lighting is controlled by a volunteer with little-to-no experience with live theater lighting theory or equipment. Lighting controls should be simple enough for volunteers to set basic stage lighting based on a one-page instruction sheet. For live events requiring more complex lighting, it is the responsibility of the event promoters to provide skilled lighting technicians.

For the proposal, focus more on the basic needs of the Theater, not on providing top-of-the-line flexibility and options.

The lighting proposal should focus on fully lighting all areas of the stage evenly, with some amount of ‘mood’ lighting using dimming and color to create subtle adjustments to a basic scheme. The ability to see all performers well should be the primary goal, while the ability to spotlight and track individual performers should be secondary to both the primary goal and the need for simplicity.

Optional Components:

If the budget allows, it would be nice to have the following:

- Lighting illuminating the floor in front of the stage
- Lighting illuminating the stairs that lead to the front of the stage
- Lighting illuminating the stairs leading to the side of Stage Left

These are occasionally used areas that currently have no lighting. When the house lights are low during a performance, the stairs are difficult to use because they are in shadow. These areas could be lit using existing fixtures to save money. If existing fixtures are used, it would be optimal if they could be converted to LED bulbs, but it is not a requirement.

Existing Equipment:

The following equipment is currently installed and may be used as part of a proposal. All other existing equipment should not be considered as part of a proposal (except for items listed in Optional Components).

- Teatronics Genesis Dimmer Packs – 2 Packs for a total of 24 dimmers
 - Dimmers are likely 2400W, but could only be 1200W
 - Dimmers are solid-state

- Dimmers accept either analog or digital signals
- Lighting Board – ETC “Smartfade” controller
- Front of Stage Lighting Bar
- Stage Left Lighting Bar
- Stage Right Lighting Bar
- All existing wiring and power
- House lights

Submission of Proposals:

Submit proposals via email to Theatre@cityofraymond.com. If the proposal cannot be submitted via email, contact the Theater Manager for alternative options.

Anyone wishing to visit the Theater as part of their due diligence may arrange a site visit with the Theater Manager. Please allow at least 3 business days notice.

Anyone requiring additional information about existing equipment or the space/dimensions, may request information from the Theater Manager via email.

To: Anne Steele / Raymond Theater – Raymond, WA
Cc: file
Project: Raymond Theater Stage Lighting Optimization
Subject: Observations and Preliminary Recommendations
Date: December 31, 2013
From: K. Paul Luntsford, ASTC, LC

OVERVIEW

On December 30, 2013, a tour of the Raymond Theater interior was given by Anne Steele, to Paul Luntsford of PLA Designs, Inc. The tour started at 12:30 PM and ended at 3:30 PM.

Purpose of the tour was to study the existing stage lighting system with the intent to determine improved means of service and aiming, so that the process of adjusting the stage lighting fixtures for live performance creativity and servicing the stage lighting fixtures for lamp replacement, could be performed with much less difficulty than the current circumstances require.

This report will outline our observations, offer a few options for improvement (along with pros/cons of each option) and provide approximate costs for each option.

TERMINOLOGY

For ease of understanding, the following terms and their definitions should be considered by the reader:

- FIXTURE:** Stage Lighting fixture, which includes the body, lamp, cord and clamping means.
- LAMP:** The light bulb inside the fixture.
- BATTEN:** The pipe at the ceiling, to which, the fixtures are clamped.
- WINCH:** A hand crank that turns a drum, around which a lifting cable is wrapped.
- SHEAVE:** A strong pulley, clamped to the building, over which the lifting cable from the winch passes before dropping down to a lighting batten.
- ELLIPSOID:** A type of stage lighting fixture, with a long barrel, a smooth lens in front, and the ability to cut-off lighting beyond a defined circle. Often called a "spot".
- FRESNEL:** A squatty stage lighting fixture, with a circular ringed lens, and the ability to narrow or widen the beam of light. Light output is soft and smooth, but not as intense.
- PAR:** A cylindrical stage lighting fixture with a large, round, prism-faceted lamp inside, for covering large areas of the stage, but with little control of beam spread.

- DIMMER:** An electronic device that varies the amount of effective voltage to a fixture, in order to smoothly make the fixture light output be bright or dim. Dimmers are remotely controlled by a Console.
- CONSOLE:** A remote control device used to regulate the voltage output of dimmers. Consists of a desktop panel with sliders and buttons. Consoles may be analog output or digital output for the control instructions they send to the dimmers.
- NON-DIM:** Similar to a dimmer, in that it controls voltage to a stage lighting fixture and remotely controlled by a console, except that it turns the voltage ON or OFF and does not dim. Think of a remotely controlled relay or switch.
- CONSTANT:** A power outlet that is fed from a circuit breaker, instead of a dimmer or a non-dim. The voltage output is constant.
- BUCKET LIFT:** A machine that lifts a worker up into the air to service equipment that is too high to reach with a standard ladder. The worker stands in a small bucket or booth with safety rails, and the bucket is lifted by a telescoping tower attached to a floor base. The entire unit may be moved to different locations when the bucket is down at the lowest level. Also known as a GENIE LIFT.
- LED:** Light Emitting Diode. Refers to new versions of stage lighting fixtures which use LED's as a source of light, rather than a conventional lamp. May be dimmed and may have the ability to output substantial light in various shade of white and many thousands of colors, all from the same fixture, via a digital control signal from the Console.
- RIGGING:** A combination of Winches, Sheaves and Battens intended to raise or lower a row of stage lighting fixtures from their high working position, down to a lower position so they may be adjusted or serviced by a person standing on the main floor level.
- CABLE REEL:** A drum, with a spring tension device, with electrical power cord wrapped around it, and an opening where the cable may come out and down to an outlet box on a rigged batten. When the batten is lowered, it spools power cable out of the reel. When the batten is raised, the spring in the reels pulls the cable back in a spools it back on the drum.
- FOH:** Front-of-House, or the area occupied by the audience during the show.

OBSERVATIONS

The existing stage lighting system consists of FOH side wall pipe battens and a FOH ceiling lighting batten. The side lighting battens each have (3) Ellipsoid Fixtures on separate power outlets, each controlled by a separate Dimmer. Since these fixtures are easy to reach with a standard ladder, they are not a key part of this report.

FOH Ceiling Lighting Batten

The main lighting batten at the ceiling is the key focus of this report, since it is at a location which is most difficult to access, which is right over the first two rows of seats near the stage. The lighting batten is very close to the ceiling, which appears to be approximately 23'-6" above the floor level immediately below the batten. The batten consists of a set of anchor brackets, which bolt through the plaster ceiling, into a roof truss above the ceiling, at a location which seems to be directly under the roof truss. Mounted above and parallel to the pipe batten (under which the Fixtures are hung) is a

metal raceway that contains power receptacles and power wiring from the dimmers. There are (10) fixtures clamped to the batten, and they hang under the batten. Power cords (with plugs) come from each fixture and plug into their own dedicated power outlet for each.

The stage lighting fixtures are, when looking at the batten from a viewpoint on the stage, as follows:

ELLIPSOID **FRESNEL** FRESNEL PAR PAR PAR PAR FRESNEL FRESNEL ELLIPSOID

The Ellipsoid spots are old Altman #360Q units and are rated for a 500 (EHD), 600(HX601) and 750 (EHG) watt lamp. They appear to have

The Fresnel fixtures are old Altman #65Q units and are rated for a 500 (BTL) or 750 (BTN) watt lamp.

The PAR fixtures are old Altman #PAR64 units and are rated for a 500 or 1000 watt Wide (WFL), Medium (MFL), Narrow (NSP) or Very Narrow (VNSP) lamp. They all appear to have a 500 watt WFL or MFL lamp.

None of the fixtures have color media gel or diffusion filters in them. The two fixtures shown above in **bold italic**, appear to have burned out lamps.

Dimmers

Dimmers for house lighting and stage lighting are located on a shelf in a maintenance room adjacent to the projection booth. Dimmer capacity consists of two (2) modular packs, each seeming to contain (12) 2400 watt dimmers, although it may be that each dimmer is only 1200 watt rated. This needs to be verified if one of the system renovation options is selected for execution. Dimmer type appears to be solid-state, with the ability to accept either analog or digital control signals. During the tour, it was not possible to see how the lighting circuits exited the dimmer packs, whether by conduit and permanent wiring or by cord and plug.

Dimmer packs are Teatronics, either Comstar or DPI series.

Lighting Controls

The facility owns two lighting consoles. One is an old Teatronics "TechDirector-2448" analog, two-scene manual unit with dual cross faders. This unit is obsolete, but still functional. The second unit is an ETC "SmartFade" console with preset memories, cross faders and outputs digital data to the dimmer packs. This is the primary unit used for lighting control of live events. Both units are located at the right rear of the balcony, in a makeshift control table.

The consoles control ALL lighting in the room. This means that an operator must ascend the balcony stairs in semi-darkness and then climb the balcony aisle steps in the dark, in order to reach the console at the rear of the balcony. There is no switch at any entry door.

CHALLENGES AS STATED BY MANAGER

Since there are only (10) stage lighting fixtures at the FOH center batten, and a total of (6) additional stage lighting fixtures on the two side wall battens, it is just barely possible to cover the large thrust stage area with a few controllable zones of white light from the stage lighting fixtures. If any of the fixtures fail, or have a burned out lamp, the stage is no longer fully covered. Since the fixtures are located high above the house floor, it is not currently possible for standard personnel to replace lamps. It is also not possible for creative arts presentations to adjust or modify the stage lighting, since it cannot be reached, and there are not enough fixtures to afford re-aiming or adding color gel, without losing lighting coverage on an area of the stage. This effectively kills creative drama use.

OPTIONS FOR IMPROVEMENT

We have identified two primary motivators for improving access to the stage lighting fixtures:

1. Maintenance for replacing burned out lamps
2. Ability to adjust aiming or color for creativity reasons.

There are contributing and related factors which should be added to our consideration, which can shift thinking regarding both. It has been clearly communicated to us that lamp replacement access is the primary concern, with creativity access being a much lower priority. Nevertheless, it is important to consider that the existing stage lighting fixtures and their lamps are of a much older technology, and therefore:

- A. Use much more energy than other, modern alternatives,
- B. Use lamps with much shorter lives than some modern alternatives
- C. Are much less efficient than modern alternatives, when it comes to getting the light out of the fixture and onto the stage.
- D. Can only produce one color of light at a time, without physically getting to the fixture.
- E. Can only aim at one location at a time, without physically getting to the fixture.

Therefore, while it is possible to identify a simple means to access the fixtures in order to easily replace the burned out lamps, such a solution does not address the root cause of lamp failure or address the lack of creative adjustment ability given the absence of convenient means to access the fixtures. Therefore, the options listed below start with the simplest of maintenance requirements and progress to a solution that provides minimal need for maintenance while providing maximum usefulness and opportunity for instant creativity.

IMPROVEMENT SOLUTION #1

Rent a Genie bucket lift at least once per year to replace burned out lamps. Estimated cost for transportation, labor and lift rental is less than \$ 1000.

PROS:

- a. Low cost
- b. Get it when you need it, and send it back when you are done.

CONS:

- a. Good for maintenance only. Does not solve problems of old fixtures, old lamp, not enough lighting fixtures or ability to adjust lighting aiming or color.
- b. Dependent on availability from nearest rental house.

IMPROVEMENT SOLUTION #2

Buy a good condition used Genie AWP-20S bucket lift for about \$3000.

PROS:

- a. You have it. It is yours. You can use it for other things that need maintenance and cleaning at the ceiling level.
- b. Even if down the road you decide to upgrade your lighting fixtures, you still have a very useful maintenance lift.

CONS:

- a. Good for maintenance and only a little bit useful for re-aiming lights. Does not solve problems of old fixtures, old lamp, not enough lighting fixtures or full ability to adjust lighting aiming or color.
- b. Requires OSHA training for fall safety, and may have insurance ramifications.

IMPROVEMENT OPTION #3

Convert the fixed-mount lighting batten at the ceiling, to a rigged batten that lowers down to the main floor level for maintenance and aiming of lighting fixtures. Add a manual winch in the organ pipe loft and sheaves in the attic. Add a power cable reel in the attic. Cost range would be:

• Rework lighting pipe batten assembly	\$1,500
• Add hand-crank winch and sheaves	\$5,000
• Add cable reel for power cord	\$2,500
• Rigging Install labor	\$3,000
• Electrical Wiring Labor	\$2,000

\$14,000

PROS

- a. Ability to lower and raise at any time, without needing to use a lift. No chance of falling.

CONS

- a. Expensive.
- b. Difficult, if not impossible to do in phases. Possible to buy individual major equipment pieces in phases, and then do installation in one combined phase.
- c. No improvement to any current problem until fully completed. Possible to rent a bucket lift for current lamp problems, then start phasing in this Option.

IMPROVEMENT OPTION #4

Replace existing lighting fixtures with new technology lighting fixtures, and not add a rigged batten lowering system. Would be a combination of LED floods that do white & color light, and LED ellipsoid spots that do white and color light, plus a remote control mirror accessory that moves the beam of light to other areas on the stage, in addition to where the fixture is aimed. Also includes a light beam diameter adjuster to compensate for longer throws which would normally cause a wider beam diameter when mirror unit moves light beam from nearby to farther away.

Some slight changes to the dimmer pack and wiring would be needed, since the LED fixtures do not need dimmers. They only need power and digital data and they do all of their dimming and color changing and other functions via digital instructions from the existing digital lighting console.

• (6) LED PAR floods, white and color ready	\$7,000
• (4) LED ELLIPSOID spots, white and color ready	\$7,000
• (4) DMX mirror kits	\$2,000
• (4) DMX iris adjustment kits	\$2,000
• DMX data distribution and jacks	\$ 400
• Electrical Wiring Labor & misc materials	\$1,600

\$20,000

PROS

- a. LED fixtures do not need lamps. LED light lasts 35 years. No maintenance.
- b. LED fixtures use ¼ the amount of electrical power for the same amount of light.
- c. Each fixture can be white light or any color by remote control. Very user friendly.
- d. Spots can have their beam moved around on the stage by remote control.
- e. LED flood have variable lenses that allow for different beam dimensions. Does require getting up to the lighting fixture.
- f. May be implemented in phases, with limitations.

CONS

- a. Expensive.

CONCLUSION

For maximum ease of use, minimal maintenance and maximum creativity, Improvement Option #4 is the best choice.

For least immediate cost, either Option #1 or Option #2 is the best choice.

We recommend selection of Option #1 for the immediate solution, while setting in motion Option #4 as the ultimate way to get maximum usage and value in this wonderful community. Option #4 adds value to the usefulness and attractiveness as a live events venue.

There are product data sheets attached to this report, which provide visualization for some of the equipment mentioned in this report.

If you have any questions or need further information, please do not hesitate to contact me.

Best Regards,

PLA Designs, Inc.

K. Paul Luntsford, ASTC, LC
principal

Kayla MacIntosh

From: Dale Erickson <derickson@ccisolutions.com>
Sent: Monday, May 16, 2022 4:23 PM
To: Kayla MacIntosh
Subject: RE: Request for Proposal- Stage Lighting for the Raymond Theatre

CAUTION: External Email

Hi Kayla,

From what I can tell, the quote I sent fits all the parameters listed. Please let me know what aspect of that quote does not fit. I'm happy to answer any questions.

There would be a need for an electrician to make sure you have "constant power" at each of the side positions, and two at the center position.

Dale Erickson

National Sales Consultant

CCI Solutions

Office: 800.426.8664

ext. 2158

derickson@ccisolutions.com

From: Kayla MacIntosh <clerk@cityofraymond.com>
Sent: Monday, May 16, 2022 1:50 PM
To: Dale Erickson <derickson@ccisolutions.com>
Subject: Request for Proposal- Stage Lighting for the Raymond Theatre

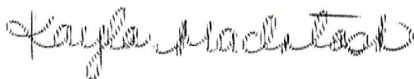
Good afternoon Dale,

The City of Raymond received your original bid for the Theatre Lighting System, but the city felt it had not provided clear parameters on the scope of work desired. I have attached an updated request for proposal if you would like to rebid this project.

All proposals are due June 1st, 2022.

Please let me know if you have any questions.

Respectfully,



Kayla MacIntosh

Clerk-Treasurer



City of Raymond

230 2nd Street
Raymond, WA 98577
360-942-4100



1342 88th Avenue SE
 Tumwater, WA 98501-5716
 (360) 943-5378

QUOTE # 11078097

CUSTOMER # 00189917
DATE 04/07/2022

Bill To: CITY OF RAYMOND
 230 2ND ST
 RAYMOND WA 98577-2406
 United States

Ship To: RAYMOND THEATRE
 JEFF KARNATZ
 230 2ND ST
 RAYMOND WA 98577-2406
 United States

Comments			Sales Person	
			DALE ERICKSON	
Qty	Item Number	Description	Unit Price	Amount
8	CDJ-EVEE100Z	ELLIPSOIDAL 100W MANUAL ZOOM	829.95	6639.60
4	CDJ-EVEP160RGBW	160 ROBUST RGBW WASH LIGHT	456.95	1827.80
4	CHV-F415FC	OVATION F-415FC LIGHT	1545.95	6183.80
8	CHV-OF625BNDRV2	OVATION F 6.25IN BARNDOR V2	55.89	447.12
16	ADJ-AC5PDMX10PR	5PIN PRO DMX CBL 10FT	18.59	297.44
16	TLS-MAB	ALUMINUM MEGA CLAMP	12.59	201.44
1	DFD-124-RJ	1:4 DMX & RDM ISO SPLIT: RJ45	410.00	410.00
4	PWY-5102BL	MOD INSERT FEM 5PIN XLR BLACK	65.00	260.00
4	PWY-5001BL	1 GANG FACEPLATE BLACK	20.00	80.00
<p>Prices and terms on this quotation are valid for 30 days beyond the date quoted. Any alternation of the above specification will be executed only upon a written order and may include an extra charge.</p>			<p>Sub Total \$ 16347.20</p> <p>Tax \$ 1352.03</p> <p>Freight \$ 344.53</p> <p>TOTAL \$ 18043.76</p>	
<p>Acceptance of Proposal: _____ Signature Date</p>				

Our 30-day, "No Hassle" Return Policy:

We want you to be thrilled with your purchase, so CCI Solutions offers a 30-day money-back guarantee. If you are not completely satisfied with any product for any reason, return it for a refund of the product purchase price, a credit on-account, or exchange it for another product. If your purchase was eligible for free shipping, the normal shipping cost will be deducted from your refund or credit.

Non-returnable items: Some items cannot be returned for logical reasons, which include: Special Orders, Software, Custom Projector Screens, and items that may no longer be sterile such as headphones and In-Ear Monitors. Items sold as Special Offers are considered FINAL SALE and not eligible for return, refund, or exchange.

Approval for refunds are based on the condition of the item(s) returned and are subject to final determination by CCI Solutions.

How to Start a Return:

Please call 877-222-7040 or email customerservice@ccisolutions.com to obtain your Return Authorization (RA) number and our team will send you the next steps to return your product. Please have your customer number or invoice number available for reference when you contact us. We strongly recommend you ship the item(s) back to us using a shipper with shipment tracking; returns lost during shipping are not the responsibility of CCI Solutions.

Defective Merchandise

Please test your product as soon as possible for defects and call CCI Solutions immediately if you find any issues. CCI Solutions will replace defective merchandise returned within 30 days of purchase. After 30 days, all warranty claims will be made directly with the manufacturer and will be handled according to their warranty policy.

Damaged Merchandise

Please inspect all products received from CCI Solutions for any signs of damage suffered during shipping. If you discover damage to any products, refuse the shipment and call CCI Solutions. If you are unable to inspect the product upon delivery or you later discover "concealed" damage, call CCI Solutions immediately so a damage claim can be filed, and we can expedite shipment of new product to you.

Kayla MacIntosh

From: Heather Knight Ahearn <heather@goknight.com>
Sent: Wednesday, May 25, 2022 7:06 AM
To: Kayla MacIntosh
Cc: Jeff Karnatz; Raymond Theatre; stacy@goknight.com; mark@goknight.com
Subject: Estimates 12375 (Main Bid) and 12377 (Alternate Bid)- Stage Lighting for the Raymond Theatre (EST 12375, 12377)
Attachments: EST 12375.pdf; EST 12377.pdf

CAUTION: External Email

Kayla -

Please find attached estimates 12375 (Main Bid-Warm White) and 12377 (Alternate Bid-Color Capable) for the City of Raymond's Raymond Theatre.

The main products used in estimate 12375 are as follows:

- [ETC S4WRDT120FB-A](#); part #7067A1113-A. Source 4WRD II, light engine w/fixture body, black. Edison Connector
- [ETC Source 4 26 degree fixed lense tube](#)
- [ETC Source 4 36 degree fixed lense tube](#)
- [ETC S4WRDPARNEL](#). Source 4WRD PARNel fixture body, black
- [ETC S4WRDT120-A](#) ; Source 4WRD II, retrofit kit, black, w/Edison part # 7067A1112-A
- [ETC S4WRDPAR](#)

The main products used in estimate 12377 are as follows:

- [ETC 400FBNC](#) Source Four Fixture Body
- [ETC S4WRDC](#) Source 4WRD Color, Retrofit Kit
- [City Theatrical 5900 Show Baby](#)
- [ETC S4WRDPARNEL](#)
- [ETC S4WRDPAR](#)
- [ETC CS20 - ColorSource 20 Lighting Console](#)
- [Enttec 70579](#) D-Split DMX Opto Splitter

Please note that the lead times on these products are ranging from 12 weeks (S4WRDs) to 26 weeks (CS20 console). Please let us know if you would like us to check the exact lead times on either of these quotes.

Kindly review these quotes and direct any technical questions you may have to Mark Knight at mark@goknight.com or 330-283-2895.

It would be great if you could confirm receipt of this information.

Thank you and have a nice day.

Regards,

Heather

Heather Knight Ahearn, CFO & Head of E-Commerce
Knight Sound & Lighting Inc.
4845 Allen Road
Stow, OH 44224

866-457-5937 Toll Free | 330-940-4078 x102 Direct

Shop now at GoKnight.com for lighting controls, theatrical lighting, and professional sound.

----- Original Message -----

From: "Mark Knight" <mark@goknight.com>
To: "Kayla MacIntosh" <clerk@cityofraymond.com>
Cc: "Jeff Karnatz" <jeff.karnatz@gmail.com>, "Raymond Theatre" <Theatre@cityofraymond.com>, stacy@goknight.com,
heather@goknight.com
Date: Tue, 24 May 2022 16:57:50 -0400
Subject: **PENDING-Estimates 12375 (Main Bid) and 12377 (Alternate Bid)- Stage Lighting for the Raymond Theatre-2022/5/24**

Kayla,

Good afternoon.

Today, May 24th, 2022, I have completed preliminary estimates 12375 (Main Bid-Warm White) and 12377 (Alternate Bid-Color Capable) for the City of Raymond's Raymond Theatre.

At this time, I have asked Stacy Knight and Heather Knight to finalize and send you estimates 12375 and 12377.

Once you have received and reviewed estimates 12375 and 12377, please let us know if you have any questions.

In estimate 12375, I use all Warm White (3200K) LED Lamps, which can work with your existing line voltage dimmers and ETC SmartFade Lighting Console.

In estimate 12377, I use all Color Capable (over 1 million colors) LED Lamps, which would be powered off of your existing dimmers in "Non-Dim" mode.

The lighting console would be replaced with an ETC ColorSource 20 Lighting Console and a wireless DMX System would be setup.

I thought that I would give you options and see where you go with the two (2) options.

If you have any questions, please feel free to call and/or e-mail me.

Thank you and have a wonderful day.

Sincerely,

Mark Knight
CEO
Knight Sound & Lighting Inc.
866-4KSL-YES (866-457-5937) Toll Free
330-940-4078 Phone Ext. 100
330-928-2125 Fax
4845 Allen Road
Stow, OH 44224
MARK@knightsoundandlighting.com
[www.GoKnight.com!](http://www.GoKnight.com)



Knight Sound & Lighting Inc.
 4845 Allen Road
 Stow, OH 44224
 Phone: 866-457-5937
 GoKnight.com

PROPOSAL

DATE	PROPOSAL #
5/24/2022	12375

NAME / ADDRESS
CITY OF RAYMOND Kayla MacIntosh 230 2nd Street Raymond, WA 98577

Ship To
RAYMOND THEATRE 323 Third Street Raymond, WA 98577

TERMS	REP	QUOTED BY	TAX STATUS	PROJECT
50/50	MAK	MAK	NEED CERT	WW-RFP-STAGE LTG F...

DESCRIPTION	QTY
<p>PROPOSAL OPTION# 1 - WARM WHITE</p> <p>LINE VOLTAGE DIMMABLE OR DMX CONTROLLABLE-LED LIGHTING FIXTURES-REPLACES 1 FOR 1 LIGHTING FIXTURES IN CURRENT SYSTEM. THESE LIGHTING FIXTURES ARE ALL WARM WHITE (3200K COLOR TEMPERATURE)</p> <p>RAYMOND THEATRE-STAGE LIGHTING PROPOSAL - PROPOSAL DUE BY JUNE 1ST, 2022</p> <p>This estimate uses the Electronic Theatre Controls (ETC) S4WRD Technology on all of the lighting fixtures, which allows the site to use the existing Teatronics Dimmer Packs and ETC SmartFade Lighting Console to dim and control the new lighting fixtures.</p> <p>This estimate is for the equipment and ground shipping ONLY.</p> <p>This estimate does NOT include installation, but those services are available for an additional charge.</p> <p>This estimate includes phone, e-mail, and Zoom Meeting technical support with any questions and/or troubleshooting.</p> <p>Project Description:</p> <p>The City of Raymond owns and operates the Raymond Theater, a historic venue that hosts movies and live events throughout the year. The existing lighting system is inadequate and the City is seeking proposals to update and improve the stage lighting to enhance our ability to host live theater events.</p> <p>Proposal Requirements:</p> <p>The following considerations must be met with any proposal. Any considerations not met must be adequately justified. Any justifications for additional equipment outside the proposal may be submitted but must still be within the budget of the project.</p>	



Knight Sound & Lighting Inc.
 4845 Allen Road
 Stow, OH 44224
 Phone: 866-457-5937
 GoKnight.com

PROPOSAL

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5/24/2022	12375

NAME / ADDRESS
CITY OF RAYMOND Kayla MacIntosh 230 2nd Street Raymond, WA 98577

Ship To
RAYMOND THEATRE 323 Third Street Raymond, WA 98577

TERMS	REP	QUOTED BY	TAX STATUS	PROJECT
50/50	MAK	MAK	NEED CERT	WW-RFP-STAGE LTG F...

DESCRIPTION	QTY
<ul style="list-style-type: none"> The lighting must utilize the existing lighting mounts on the ceiling at the front of the stage and on the sides of the stage. See below for a schematic of the room. The lighting should use the existing Teatronics power system or be powered through the existing electrical service. The addition of outlets or fixtures needed to supply power to the lights should be outlined as part of the proposal but does not need to be included in the proposed price. The stage lighting must be controlled by the same interface as the house lights. This can be using the existing control board or another method. <p>LIGHTING FIXTURES-TORMENTORS-SIDE WALLS-ELLIPSOIDAL LED BASED REPLACEMENT LIGHTING FIXTURES- 2 POSITIONS-3 LIGHTS EACH-6 TOTAL</p> <p>ETC S4WRDT120FB-A; part #7067A1113-A. Source 4WRD II, light engine w/fixture body, black. Edison Connector</p> <p>ETC S4WRDT120FB Source 4WRD II light engine with fixture body What ships with the Source 4WRD Light Engine with/ Barrel?</p> <p>Source 4WRD Light Engine with Barrel ships with a C-clamp, a slot for either a drop-in iris or motorized pattern device, three-foot, three-wire power leads with bare ends, and a threaded guide rail. Each order also ships with a Data Accessory Kit.</p> <p>Source 4WRD II (Watt Reduction Device) LED is a replacement for a standard Source Four burner assembly that converts the HPL source to a white-light LED and provides a significant reduction in power consumption. The simple and quick upgrade is nondestructive and takes less than a minute. In most cases it can even be done without breaking the fixture's focus. Source 4WRD II LED is theatrically dimmable via DMX or line dimmable, with a traditional LED curve, to allow flexibility for your installation. And, because it is an LED source, your fixtures will run cool and efficiently without lamp replacements.</p> <p>ETC Source 4 26 degree fixed lense tube. PN: 7060A2003-K. Model #426LT. Color is black. 26° lens tube with lens installed, black.</p>	6
	6



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50/50	MAK	MAK	NEED CERT	WW-RFP-STAGE LTG F...

DESCRIPTION	QTY
ETC safety cable, 30 inch. Old Model #400SC. Part # 7060A1022. New Model #SAFETY.	6
LIGHTING FIXTURES-FIELD OVER HOUSE-ELLIPSOIDAL LED BASED REPLACEMENT LIGHTING FIXTURES-1 POSITION-2 LIGHTS TOTAL	
ETC S4WRDT120FB-A; part #7067A1113-A. Source 4WRD II, light engine w/fixture body, black. Edison Connector	2
ETC S4WRDT120FB Source 4WRD II light engine with fixture body What ships with the Source 4WRD Light Engine with/ Barrel? Source 4WRD Light Engine with Barrel ships with a C-clamp, a slot for either a drop-in iris or motorized pattern device, three-foot, three-wire power leads with bare ends, and a threaded guide rail. Each order also ships with a Data Accessory Kit. Source 4WRD II (Watt Reduction Device) LED is a replacement for a standard Source Four burner assembly that converts the HPL source to a white-light LED and provides a significant reduction in power consumption. The simple and quick upgrade is nondestructive and takes less than a minute. In most cases it can even be done without breaking the fixture's focus. Source 4WRD II LED is theatrically dimmable via DMX or line dimmable, with a traditional LED curve, to allow flexibility for your installation. And, because it is an LED source, your fixtures will run cool and efficiently without lamp replacements.	
ETC Source 4 36 lense tube. Model #436LT. Part #7060A2004-K.	2
ETC safety cable, 30 inch. Old Model #400SC. Part # 7060A1022. New Model #SAFETY.	2
LIGHTING FIXTURES-FIELD OVER HOUSE-FRESNEL LED BASED REPLACEMENT LIGHTING FIXTURES-1 POSITION-4 LIGHTS TOTAL	



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 Stow, OH 44224
 Phone: 866-457-5937
 GoKnight.com

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TERMS	REP	QUOTED BY	TAX STATUS	PROJECT
50/50	MAK	MAK	NEED CERT	WW-RFP-STAGE LTG F...

DESCRIPTION	QTY
ETC S4WRDPARNEL. Source 4WRD PARNel fixture body, black. NOTE: This is not a retrofit for existing fixtures. This is an accessory for Source 4WRD LED engines. The Source 4WRD PAR and PARNel Fixture Bodies allow you to transform your Source 4WRD II LED into a beautiful softlight. Taking advantage of the great energy efficiency, cool operating temperatures, DMX dimming or line voltage dimming and no lamp changes, the Source 4WRD PAR and PARNel deliver amazing output without compromise. Color Options: Fixture body ships standard in black. For additional colors please use the color code suffix: Add -1 for white or -5 for silver Note: Source 4WRD II LED and c-clamp sold separately	4
ETC S4WRDT120-A ; Source 4WRD II, retrofit kit, black, w/Edison part # 7067A1112-A ETC S4WRDT120 Source 4WRD II - Retrofit Kit 120v Source 4WRD II (Watt Reduction Device) LED is a replacement for a standard Source Four burner assembly that converts the HPL source to a white-light LED and provides a significant reduction in power consumption. The simple and quick upgrade is nondestructive and takes less than a minute. In most cases it can even be done without breaking the fixture's focus. Source 4WRD II LED is theatrically dimmable via DMX or line dimmable, with a traditional LED curve, to allow flexibility for your installation. And, because it is an LED source, your fixtures will run cool and efficiently without lamp replacements.	4
ETC C-Clamp; Model #400CC. PN: 7060A2009	4
ETC safety cable, 30 inch. Old Model #400SC. Part # 7060A1022. New Model #SAFETY.	4
LIGHTING FIXTURES-FIELD OVER HOUSE-PAR LED BASED REPLACEMENT LIGHTING FIXTURES-1 POSITION-4 LIGHTS TOTAL	



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 4845 Allen Road
 Stow, OH 44224
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50/50	MAK	MAK	NEED CERT	WW-RFP-STAGE LTG F...

DESCRIPTION	QTY
ETC S4WRDPAR, Part Number 7067A1109, Source 4WRD PAR fixture body, black. Source 4WRD PAR and PARNel Fixture bodies allow you to combine your Source 4WRD II or Source 4WRD Color LED engine into a beautiful softlight. Taking advantage of the great energy efficiency, cool operating temperatures, DMX dimming, line dimming and no lamp changes, the Source 4WRD PAR and PARNel deliver amazing output without compromise. Ships With: Fixture body, color frame, and diffusion for use with Source 4WRD Color engine. Source 4WRD PAR ships with flat AR coated lens. PAR lenses and accessories sold separately here. ***Does not ship with Source 4WRD LED Engine. (required)***	4
ETC S4WRDT120-A ; Source 4WRD II, retrofit kit, black, w/Edison part # 7067A1112-A ETC S4WRDT120 Source 4WRD II - Retrofit Kit 120v Source 4WRD II (Watt Reduction Device) LED is a replacement for a standard Source Four burner assembly that converts the HPL source to a white-light LED and provides a significant reduction in power consumption. The simple and quick upgrade is nondestructive and takes less than a minute. In most cases it can even be done without breaking the fixture's focus. Source 4WRD II LED is theatrically dimmable via DMX or line dimmable, with a traditional LED curve, to allow flexibility for your installation. And, because it is an LED source, your fixtures will run cool and efficiently without lamp replacements.	4
ETC 400-LS Source Four PAR Lens Set. Set of four lens(VNSP, NSP, MFL and WFL) Part # 7061A1013	4
ETC C-Clamp; Model #400CC. PN: 7060A2009	4
ETC safety cable, 30 inch. Old Model #400SC. Part # 7060A1022. New Model #SAFETY.	4
Subtotal of the above items and services	



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 4845 Allen Road
 Stow, OH 44224
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DESCRIPTION	QTY
Discount on the equipment listed above. Ground shipping is included. Expedited shipping will incur an additional charge.	



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50/50	MAK	MAK	NEED CERT	WW-RFP-STAGE LTG F...

DESCRIPTION	QTY
<p>This estimate is for the City of Raymond's Raymond Theatre Request for Proposal Request that is due on June 1st, 2022.</p> <p>This estimate is using the Electronic Theatre Controls (ETC) S4WRD Technology, which is an LED based light source on traditional ETC Lighting Fixtures.</p> <p>The ETC S4WRD LED Light Engine operates at a Warm White (3200K) Color Temperature (same color as incandescent).</p> <p>In addition, the ETC S4WRD is capable of dimming on your existing Teatronics Dimmers and controlled by the existing ETC SmartFade Lighting Console.</p> <p>Finally, if your existing Teatronics Dimmers every fail, you can also use standard DMX control signal and a constant power source to control the ETC S4WRD LED Lamps. This provides you a fail safe, should your dimmers every fail you. You do not need to replace your dimmers, just add DMX to the lighting fixtures and feed power to them from a standard breaker panel.</p> <p>In this estimate, we are providing a one (1) for one (1) replacement of your existing lighting fixtures with the new ETC S4WRD LED based lighting fixtures for the theatre.</p> <p>TORMENTORS - 2 POSITIONS - 3 LIGHTS EACH - 6 LIGHTS TOTAL</p> <p>At this location we have used the ETC S4WRDT120FB Lighting Fixtures, which are both the ellipsoidal fixture body and the LED Lamp Retrofit in one assembly.</p> <p>In addition, we have included six (6) of the standard ETC Source Four 26 Degree Lens Tubes. At this distance, you could get either 26 or 36 degree lens tubes. We just choose one. If you want the 36 degree or a mix, just let us know. The price does not change for these two lens variations.</p> <p>LIGHTING FIXTURES-FIELD OVER HOUSE-ELLIPSOIDAL LED BASED REPLACEMENT LIGHTING FIXTURES-1 POSITION-2 LIGHTS TOTAL</p>	



Knight Sound & Lighting Inc.
 4845 Allen Road
 Stow, OH 44224
 Phone: 866-457-5937
 GoKnight.com

PROPOSAL

DATE	PROPOSAL #
5/24/2022	12375

NAME / ADDRESS
CITY OF RAYMOND Kayla MacIntosh 230 2nd Street Raymond, WA 98577

Ship To
RAYMOND THEATRE 323 Third Street Raymond, WA 98577

TERMS	REP	QUOTED BY	TAX STATUS	PROJECT
50/50	MAK	MAK	NEED CERT	WW-RFP-STAGE LTG F...

DESCRIPTION	QTY
<p>At this location we have used the ETC S4WRDT120FB Lighting Fixtures, which are both the ellipsoidal fixture body and the LED Lamp Retrofit in one assembly.</p> <p>In addition, we have included two (2) of the standard ETC Source Four 36 Degree Lens Tubes. At this distance, you could get either 26 or 36 degree lens tubes. We just choose one. If you want the 26 degree or a mix, just let us know. The price does not change for these two lens variations.</p> <p>LIGHTING FIXTURES-FIELD OVER HOUSE-FRESNEL LED BASED REPLACEMENT LIGHTING FIXTURES-1 POSITION-4 LIGHTS TOTAL</p> <p>At this location we have used the ETC S4WRDPARNEL, which is a Source 4WRD PARNel fixture body, black. This lighting fixture then takes the ETC S4WRDT120-A ; Source 4WRD II, retrofit kit, black, with Edison plug.</p> <p>This lighting fixture works like a standard fresnel lighting fixture and is capable of a manual zoom from 25-45 degrees. This will provide a smooth wash of light over the stage area. The circle of light can be increase or decreased in size.</p> <p>LIGHTING FIXTURES-FIELD OVER HOUSE-PAR LED BASED REPLACEMENT LIGHTING FIXTURES-1 POSITION-4 LIGHTS TOTAL</p> <p>At this location we have used the ETC S4WRDPAR, which is a Source 4WRD PAR fixture body, black. This lighting fixture then takes the ETC S4WRDT120-A ; Source 4WRD II, retrofit kit, black, with Edison plug.</p> <p>This lighting fixture works like a standard PAR lighting fixture and is capable of different spreads of lights depending upon the lens installed (Very narrow, narrow, medium, and wide). We have included a set of 4 lenses for each of these 4 lighting fixtures. This will provide a smooth wash of light over the stage area.</p>	



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DESCRIPTION	QTY
<p>EXISTING DIMMING AND CONTROL SYSTEM</p> <p>The existing dimmers and control system can be used with the new ETC lighting fixtures. Simply plug in the new lighting fixtures, turn on the dimmer, and control with your existing lighting console.</p> <p>SHIPPING</p> <p>Ground shipping is included. Expedited shipping is available for an additional charge.</p> <p>INSTALLATION - NOT INCLUDED</p> <p>This estimate does not include installation.</p> <p>A separate estimate can provide for installation and basic setup of the lighting fixtures. I believe that we would still be inside of your \$20,000.00 budget, if you wanted installation to be included.</p>	



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50/50	MAK	MAK	NEED CERT	WW-RFP-STAGE LTG F...

DESCRIPTION	QTY
<p>WARRANTY PERIOD</p> <p>The equipment in this estimate is warranted for a period of not shorter than two (2) years with the majority of the equipment warranted for a period of five (5) years or longer.</p> <p>PAYMENT TERMS</p> <p>Knight Sound & Lighting Inc (KSL) requires a deposit of fifty (50) percent, written purchase order, and a signed terms and condition with the order of the equipment.</p> <p>The final fifty (50) percent is due within thirty (30) days of the delivery of the equipment to the site.</p> <p>Additional finance options are available, please contact our accounting office to discuss the options.</p> <p>Please note that there may be a lead-time of many weeks or months (3-6 months) for the fixtures to arrive. This is due to the global semi-conductor chip shortage. We will provide an estimated ship date, once the order has been placed.</p> <p>Thank you for the opportunity to provide this estimate for the possible upgrade to the lighting system at the Raymond Theatre in the City of Raymond, WA. If there are any questions and/or to place an order, please contact our office.</p> <p>Have a wonderful day.</p> <p>Sincerely,</p> <p>Mark A. Knight Knight Sound & Lighting Inc 866-457-5937 office 330-283-2895 cell</p> <p>Total sales tax calculated by AvaTax</p>	



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DESCRIPTION	QTY
Select this as a transaction's tax to use AvaTax	
TOTAL	
	\$15,626.88

All proposals are good for 30 days. A signed proposal and attached terms and conditions constitute a binding agreement.

SIGNATURE _____



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DESCRIPTION	QTY
<p>PROPOSAL OPTION# 2 - COLOR CAPABLE</p> <p>DMX CONTROLLABLE-LED LIGHTING FIXTURES-REPLACES 1 FOR 1 LIGHTING FIXTURES IN CURRENT SYSTEM. THESE LIGHTING FIXTURES ARE ALL COLOR CAPABLE AND CAN PRODUCE OVER A MILLION COLORS.</p> <p>RAYMOND THEATRE-STAGE LIGHTING PROPOSAL - PROPOSAL DUE BY JUNE 1ST, 2022</p> <p>This estimate uses the Electronic Theatre Controls (ETC) S4WRD Color Capable Technology on all of the lighting fixtures. The existing Teatronics Dimmer Packs would be used in a "non-dim" operation mode for powering of the new LED based lighting fixtures. The ETC SmartFade Lighting Console would be replaced with a new ETC ColorSource 20 Lighting Console to control the new lighting fixtures.</p> <p>This estimate is for the equipment and ground shipping ONLY.</p> <p>This estimate does NOT include installation, but those services are available for an additional charge.</p> <p>This estimate includes phone, e-mail, and Zoom Meeting technical support with any questions and/or troubleshooting.</p> <p>Project Description:</p> <p>The City of Raymond owns and operates the Raymond Theater, a historic venue that hosts movies and live events throughout the year. The existing lighting system is inadequate and the City is seeking proposals to update and improve the stage lighting to enhance our ability to host live theater events.</p> <p>Proposal Requirements:</p> <p>The following considerations must be met with any proposal. Any considerations not met must be adequately justified. Any justifications for additional equipment outside the proposal may be submitted but must still be within the budget of the project.</p>	



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DESCRIPTION	QTY
<ul style="list-style-type: none"> The lighting must utilize the existing lighting mounts on the ceiling at the front of the stage and on the sides of the stage. See below for a schematic of the room. The lighting should use the existing Teatronics power system or be powered through the existing electrical service. The addition of outlets or fixtures needed to supply power to the lights should be outlined as part of the proposal but does not need to be included in the proposed price. The stage lighting must be controlled by the same interface as the house lights. This can be using the existing control board or another method. <p>LIGHTING FIXTURES-TORMENTORS-SIDE WALLS-ELLIPSOIDAL LED BASED REPLACEMENT LIGHTING FIXTURES- 2 POSITIONS-3 LIGHTS EACH-6 TOTAL</p> <p>ETC Source Four Fixture Body, No Burner Assembly, Black, No Lens Tube. This is typically used with the ETC S4WRD or ETC S4WRD Color LED Retrofit Kits.</p> <p>ETC S4WRDC Source 4WRD Color, Retrofit Kit</p> <p>Model# S4WRDC-A Part# 7068A1001-A</p> <p>Black color with Edison Connection</p> <p>ETC Source 4 26 degree fixed lense tube. PN: 7060A2003-K. Model #426LT. Color is black. 26° lens tube with lens installed, black.</p> <p>ETC S4WRDACCKIT Data Accessory Kit for Source 4WRD. PN: 7067K1001</p> <p>City Theatrical 5900 Show Baby</p> <p>American DJ AC5PDMX10PRO 10' 5-Pin Heavy Duty DMX Cable</p> <p>ETC C-Clamp; Model #400CC. PN: 7060A2009</p>	<p>6</p> <p>6</p> <p>6</p> <p>6</p> <p>6</p> <p>2</p> <p>6</p> <p>2</p>



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DESCRIPTION	QTY
ETC safety cable, 30 inch. Old Model #400SC. Part # 7060A1022. New Model #SAFETY.	8
Blizzard DMX 5-pin Terminator Model :DMX-TERM-5PIN, 2 pack	1
LIGHTING FIXTURES-FIELD OVER HOUSE-ELLIPSOIDAL LED BASED REPLACEMENT LIGHTING FIXTURES-1 POSITION-2 LIGHTS TOTAL	
ETC Source Four Fixture Body, No Burner Assembly, Black, No Lens Tube. This is typically used with the ETC S4WRD or ETC S4WRD Color LED Retrofit Kits.	2
ETC S4WRDC Source 4WRD Color, Retrofit Kit Model# S4WRDC-A Part# 7068A1001-A Black color with Edison Connection	2
ETC Source 4 36 lense tube. Model #436LT. Part #7060A2004-K.	2
ETC S4WRDACCKIT Data Accessory Kit for Source 4WRD. PN: 7067K1001	2
ETC C-Clamp; Model #400CC. PN: 7060A2009	3
ETC safety cable, 30 inch. Old Model #400SC. Part # 7060A1022. New Model #SAFETY.	3
American DJ AC5PDMX10PRO 10' 5-Pin Heavy Duty DMX Cable	2
City Theatrical 5900 Show Baby	1



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DESCRIPTION	QTY
Blizzard DMX 5-pin Terminator Model :DMX-TERM-5PIN	1
LIGHTING FIXTURES-FIELD OVER HOUSE-FRESNEL LED BASED REPLACEMENT LIGHTING FIXTURES-1 POSITION-4 LIGHTS TOTAL	
ETC S4WRDPARNEL. Source 4WRD PARNel fixture body, black. NOTE: This is not a retrofit for existing fixtures. This is an accessory for Source 4WRD LED engines.	4
The Source 4WRD PAR and PARNel Fixture Bodies allow you to transform your Source 4WRD II LED into a beautiful softlight. Taking advantage of the great energy efficiency, cool operating temperatures, DMX dimming or line voltage dimming and no lamp changes, the Source 4WRD PAR and PARNel deliver amazing output without compromise. Color Options: Fixture body ships standard in black. For additional colors please use the color code suffix: Add -1 for white or -5 for silver	
Note: Source 4WRD II LED and c-clamp sold separately	
ETC S4WRDC Source 4WRD Color, Retrofit Kit	4
Model# S4WRDC-A Part# 7068A1001-A	
Black color with Edison Connection	
ETC S4WRDACCKIT Data Accessory Kit for Source 4WRD. PN: 7067K1001	4
ETC C-Clamp; Model #400CC. PN: 7060A2009	4
ETC safety cable, 30 inch. Old Model #400SC. Part # 7060A1022. New Model #SAFETY.	4
American DJ AC5PDMX10PRO 10' 5-Pin Heavy Duty DMX Cable	4



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DESCRIPTION	QTY
<p>LIGHTING FIXTURES-FIELD OVER HOUSE-PAR LED BASED REPLACEMENT LIGHTING FIXTURES-1 POSITION-4 LIGHTS TOTAL</p> <p>ETC S4WRDPAR, Part Number 7067A1109, Source 4WRD PAR fixture body, black.</p> <p>Source 4WRD PAR and PARNel Fixture bodies allow you to combine your Source 4WRD II or Source 4WRD Color LED engine into a beautiful softlight. Taking advantage of the great energy efficiency, cool operating temperatures, DMX dimming, line dimming and no lamp changes, the Source 4WRD PAR and PARNel deliver amazing output without compromise.</p> <p>Ships With: Fixture body, color frame, and diffusion for use with Source 4WRD Color engine. Source 4WRD PAR ships with flat AR coated lens. PAR lenses and accessories sold separately here.</p> <p>***Does not ship with Source 4WRD LED Engine. (required)***</p>	4
<p>ETC S4WRDC Source 4WRD Color, Retrofit Kit</p> <p>Model# S4WRDC-A Part# 7068A1001-A</p> <p>Black color with Edison Connection</p>	4
<p>ETC S4WRDACCKIT Data Accessory Kit for Source 4WRD. PN: 7067K1001</p>	4
<p>ETC 400-LS Source Four PAR Lens Set. Set of four lens(VNSP, NSP, MFL and WFL) Part # 7061A1013</p>	4
<p>ETC C-Clamp; Model #400CC. PN: 7060A2009</p>	4
<p>ETC safety cable, 30 inch. Old Model #400SC. Part # 7060A1022. New Model #SAFETY.</p>	4



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DESCRIPTION	QTY
American DJ AC5PDMX10PRO 10' 5-Pin Heavy Duty DMX Cable	4
LIGHTING CONSOLE - REPLACE EXISTING LIGHTING CONSOLE TO HANDLE COLOR CHANGING BETTER	
ETC CS20 - ColorSource 20 Lighting Console. PN#7225A1000-US.	1
ColorSource 20: 20 faders and 40 control channels (dimmers or multi-parameter devices) <ul style="list-style-type: none"> • Four configurable sliders, five configurable soft-keys and a home button • 7" multi-touch screen for information display, control of moving light parameters and data entry • One 5-pin XLR DMX/RDM port • One USB port 	
City Theatrical 5900 Show Baby	1
Enttec 70579 D-Split DMX Opto Splitter (5 Pin) (This is the part formerly known at 70575).	1
American DJ AC5PDMX10PRO 10' 5-Pin Heavy Duty DMX Cable	3
Subtotal of the above items and services	
Discount on the equipment listed above.	
Ground shipping is included. Expedited shipping will incur an additional charge.	
PROPOSAL 2 - ALTERNATE USING COLOR CAPABLE LED BASED LIGHTING FIXTURES	
This estimate is for the City of Raymond's Raymond Theatre Request for Proposal Request that is due on June 1st, 2022.	



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DESCRIPTION	QTY
<p>This estimate is using the Electronic Theatre Controls (ETC) S4WRD Color Kit Technology, which is an LED based light source on traditional ETC Lighting Fixtures.</p> <p>The ETC S4WRD Color Kit LED Light Engine in this estimate is capable of color changing and can produce over a million colors.</p> <p>The ETC S4WRD Color Kit LED Engine does require a wireless DMX system to be setup and connected to the new lighting fixtures. All of the components are included in this estimate. The existing Teatronics Dimmers are capable of working in "Non-DIM" mode, which will need to occur to provide full on or full off power to the lighting fixtures. No line voltage dimming is possible with the ETC S4WRD Color Kit LED, all dimming occurs on the lighting fixture itself. Dimming works fine and you will have full 0-100% dimming, just done with DMX control.</p> <p>In this proposal #2 you will use standard DMX control signal and a constant power source to control the ETC S4WRD Color Kit LED Lamps.</p> <p>The existing ETC SmartFade Lighting Console will be replaced with a new ETC ColorSource 20 Lighting Console. The ETC ColorSource 20 Lighting Console is an easy to use lighting console for intensity and color mixing capability.</p> <p>In this estimate, we are providing a one (1) for one (1) replacement of your existing lighting fixtures with the new ETC S4WRD Color Kit LED based lighting fixtures for the theatre.</p> <p>TORMENTORS - 2 POSITIONS - 3 LIGHTS EACH - 6 LIGHTS TOTAL</p> <p>At this location we have used the ETC Source Four Fixture Body and S4WRD Color Kit LED Lighting Fixtures, which are both the ellipsoidal fixture body and the Color Kit LED Lamp Retrofit in one assembly.</p> <p>In addition, we have included six (6) of the standard ETC Source Four 26 Degree Lens Tubes. At this distance, you could get either 26 or 36 degree lens tubes. We just choose one. If you want the 36 degree</p>	



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DESCRIPTION	QTY
<p>or a mix, just let us know. The price does not change for these two lens variations.</p> <p>LIGHTING FIXTURES-FIELD OVER HOUSE-ELLIPSOIDAL LED BASED REPLACEMENT LIGHTING FIXTURES-1 POSITION-2 LIGHTS TOTAL</p> <p>At this location we have used the ETC Source Four Fixture Body and S4WRD Color Kit LED Lighting Fixtures, which are both the ellipsoidal fixture body and the Color Kit LED Lamp Retrofit in one assembly.</p> <p>In addition, we have included two (2) of the standard ETC Source Four 36 Degree Lens Tubes. At this distance, you could get either 26 or 36 degree lens tubes. We just choose one. If you want the 26 degree or a mix, just let us know. The price does not change for these two lens variations.</p> <p>LIGHTING FIXTURES-FIELD OVER HOUSE-FRESNEL LED BASED REPLACEMENT LIGHTING FIXTURES-1 POSITION-4 LIGHTS TOTAL</p> <p>At this location we have used the ETC S4WRDPARNEL, which is a Source 4WRD PARNel fixture body, black. This lighting fixture then takes the ETC S4WRDC Color Retrofit kit, black, with Edison plug.</p> <p>This lighting fixture works like a standard fresnel lighting fixture and is capable of a manual zoom from 25-45 degrees. This will provide a smooth wash of light over the stage area. The circle of light can be increase or decreased in size.</p> <p>LIGHTING FIXTURES-FIELD OVER HOUSE-PAR LED BASED REPLACEMENT LIGHTING FIXTURES-1 POSITION-4 LIGHTS TOTAL</p> <p>At this location we have used the ETC S4WRDPAR, which is a Source 4WRD PAR fixture body, black. This lighting fixture then takes the ETC S4WRDC Color Retrofit kit, black, with Edison plug.</p> <p>This lighting fixture works like a standard PAR lighting fixture and is capable of different spreads of lights</p>	



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DESCRIPTION	QTY
<p>depending upon the lens installed (Very narrow, narrow, medium, and wide). We have included a set of 4 lenses for each of these 4 lighting fixtures. This will provide a smooth wash of light over the stage area.</p> <p>EXISTING DIMMING AND CONTROL SYSTEM</p> <p>In this alternate Color Capable Proposal, the existing dimmers need to be changed to "Non-Dim", which is easily done with dip switches on the control card of the Teatronics Dimmer Packs.</p> <p>In addition, this estimate includes an ETC ColorSource 20 Lighting Console, which will provide an easy and effective way to dim and control the colors of the new LED based lighting fixtures.</p> <p>This estimate includes a wireless and wired DMX control system for the controlling of the color capable lighting fixtures. We have includes the necessary adapters, wires, connectors, and assemblies to this estimate.</p> <p>SHIPPING</p> <p>Ground shipping is included. Expedited shipping is available for an additional charge.</p> <p>INSTALLATION - NOT INCLUDED</p> <p>This estimate does not include installation.</p> <p>A separate estimate can provide for installation and basic setup of the lighting fixtures. We would be around \$24,000.00 if you wanted installation to be included for this alternate estimate.</p>	



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DESCRIPTION	QTY
<p>WARRANTY PERIOD</p> <p>The equipment in this estimate is warranted for a period of not shorter than two (2) years with the majority of the equipment warranted for a period of five (5) years or longer.</p> <p>PAYMENT TERMS</p> <p>Knight Sound & Lighting Inc (KSL) requires a deposit of fifty (50) percent, written purchase order, and a signed terms and condition with the order of the equipment.</p> <p>The final fifty (50) percent is due within thirty (30) days of the delivery of the equipment to the site.</p> <p>Additional finance options are available, please contact our accounting office to discuss the options.</p> <p>Please note that there may be a lead-time of many weeks or months (3-6 months) for the fixtures to arrive. This is due to the global semi-conductor chip shortage. We will provide an estimated ship date, once the order has been placed.</p> <p>Thank you for the opportunity to provide this estimate for the possible alternate Color Capable upgrade to the lighting system at the Raymond Theatre in the City of Raymond, WA. If there are any questions and/or to place an order, please contact our office.</p> <p>Have a wonderful day.</p> <p>Sincerely,</p> <p>Mark A. Knight Knight Sound & Lighting Inc 866-457-5937 office 330-283-2895 cell</p> <p>Total sales tax calculated by AvaTax</p>	



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50/50	MAK	MAK	NEED CERT	CC-RFP-STAGE LTG FO...

DESCRIPTION	QTY
Select this as a transaction's tax to use AvaTax	
TOTAL \$19,835.90	

All proposals are good for 30 days. A signed proposal and attached terms and conditions constitute a binding agreement.

SIGNATURE _____