

Dodge City/Ford County CFAB Advisory Board Meeting
City Hall, City Commissioners Chambers
Tuesday March 29, 2022
6:30 P.M.
Agenda

Welcome: Chair Michael Brakey

Roll Call:

Call to Order: Chair Michael Brakey

Visitors:

1. (Limit of five minutes per individual and fifteen minutes per topic. Final action may be deferred until the next CFAB meeting unless an emergency does exist).

Consent Calendar:

1. Approval of Minutes from March 2, 2022 Meeting
2. Why Not Dodge” Sales Tax Report-Report by Nicole May, Director of Finance

Reports:

CFAB Updates:

1. Dodge City Raceway Park Update, Report by Promoters/Operators, Craig, and Julie Dollansky
2. Long Branch Lagoon Update-Report by Director of Parks and Facilities, Daniel Cecil
3. Tournaments Update- Director of Parks and Facilities, Daniel Cecil

Unfinished Business:

New Business:

1. Recommend 2022 United Wireless Arena Light Panels and System-Report by Assistant City Manager/Public Affairs, Melissa McCoy

Next Meeting Date(s)

1. 6:30pm, Tuesday, April 19, 2022
2. 6:30pm, Tuesday, September 20, 2022
3. 6:30pm, Tuesday, November 15, 2022

Adjournment:

Dodge City/Ford County CFAB Advisory Board Meeting
City Hall, City Commissioners Chambers
Tuesday, 2022
6:30 P.M.
Minutes

Welcome: Chair Michael Brakey

Roll Call: Michael Brakey, Paige Bangerter, Angela Unruh, Mike Laskowsky, Martha Mendoza, (absent), Hugo Rodela, Hugo Garcia, City Commissioner Rick Sowers, (absent), County Commissioner Kenneth Snook, City Manager Nick Hernandez (absent), and County Administrator JD Gilbert (absent)

Amendment to the Agenda: Michael Brakey made a motion to amend the agenda to include a recommendation to restore the slides at Long Branch Lagoon. Hugo Rodela seconded. The motion passed 5-0.

Call to Order: Chair Michael Brakey

Visitors:

1. Young Guns Youth Rodeo Update- Representatives from Young Guns (YG) Youth Rodeo provided an update on their 2021-2022 season. They reported that they have grown from 120 members in their first year to 347 members currently. Participant age ranges from six and under up to 18 years of age. They run the event in two separate arenas at a time and the event is held over five weekends throughout the year at the Western State Bank Expo. Their awards banquet was at United Wireless Arena with over 1000 people in attendance and \$175,000 in prizes. Justin McKee from the Cowboy Channel was the guest speaker and he showcased YG on the “Western Sports Roundup”. YG receives funding to help support the five rodeo events through CFAB Organizational Funding.

Consent Calendar:

1. Approval of Minutes from January 10, 2022 Meeting.

Angela Unruh made a motion to approve the consent calendar as presented and Mike Laskowsky seconded. The motion passed 5-0.

Unfinished Business:

1. There was no unfinished business

New Business:

1. **Recommend United Wireless Arena Ribbon and Video Board Replacement-Report by Assistant City Manager/Public Affairs, Melissa McCoy.** Ms. McCoy provided an overview of the staff recommendation for the replacement of the ribbon boards, screens and associated hardware and software by Daktronics at United Wireless Arena. The existing ribbon board and screens are now ten years old and have been failing and

replacement parts for repairs are no longer available. The project was authorized as a sole source bid by the City Commission since there are very few vendors in the market that offer this specialized technology. Daktronics is the industry leader for this type of equipment. The project will be paid for with a short-term bond that has a five-year payoff.

Michael Brakey made a motion to recommend approval to the City and County Commission for the purchase of the ribbon board, screens and associated hardware and software from Daktronics for \$1,474,492. Angela Unruh seconded. The motion passed 6-0.

2. Recommend approval of the slide restoration project for Long Branch Lagoon, Report by the Director of Parks and Facilities, Daniel Cecil. Mr. Cecil presented background on the current issues with the slides and the need for restoration. The recommended project will include painting the exterior of the slides, waxing, applying a gel coat as needed and sealing any joints or seams that may be leaking. Whitewater was the high bid but is the manufacturer of the five of the six slides and is the sole proprietor of the colors. They will also recommission the slides and work will be complete by May 15 in time for the 2022 season.

Angela Unruh made a motion to approve the Long Branch Lagoon slide restoration project from Whitewater West Industries in the amount of \$121,800 and to pay for the project from sales tax fund. Hugo Rodela seconded the motion. The motion passed 6-0.

Next Meeting Date(s):

1. 6:30pm, Tuesday, March 22, 2022
2. 6:30pm, Tuesday, April 19, 2022
3. 6:30pm, Tuesday, September 20, 2022
4. 6:30pm, Tuesday, November 15, 2022

Adjournment:

Paige Bangerter made a motion to adjourn and Angela Unruh seconded. The motion passed unanimously.

BALANCE SHEET
SALES TAX PROJECT FUNDS
ENDING December 2021

	Operating Fund	Organizational Funding Fund	ST-Depr. & Replacement Fund	Event Fund	Depot Fund	Debt Service Account-SEC	Debt Service Account - Water Park	TOTAL SALES TAX PROJECTS FUNDS
ASSETS								
Assets								
Cash	1,125,151.78	287,777.79	892,618.41	14,127.59	660,872.79	9,420.67	(99.92)	2,989,869.11
Cash - Reserve	-	-	-	-	-	3,313,548.17	670,818.80	3,984,366.97
Cash - 2016 REF Bonds Debt Service	-	-	-	-	-	1,107,172.38	408,228.31	1,515,400.69
Cash - Cost of Issuance	-	-	-	-	-	4,344.63	1.15	4,345.78
Miscellaneous Receivable	(61.41)	-	-	-	2,140.25	-	-	2,078.84
Sales Tax Receivable	-	-	-	-	-	-	-	-
Deferred Bond Issuance Costs	-	-	-	-	-	-	-	-
TOTAL ASSETS	1,125,090.37	287,777.79	892,618.41	14,127.59	663,013.04	4,434,485.85	1,078,948.34	8,496,061.39
LIABILITIES & FUND BALANCE								
Liabilities								
Accounts Payable	11,361.54	-	100.04	-	7,510.23	-	-	18,971.81
Retainage Payable	-	-	-	-	-	-	-	-
Salaries Payable	2,503.69	-	-	-	612.55	-	-	3,116.24
Sales Tax Payable	38.28	-	-	-	-	-	-	38.28
Compensated Absences Payable	-	-	-	-	-	-	-	-
Accrued Interest Payable	-	-	-	-	-	-	-	-
Deferred Gain on Refunding	-	-	-	-	-	-	-	-
Bond Premium	-	-	-	-	-	-	-	-
Unamortized Bond Discount	-	-	-	-	-	-	-	-
Bonds Payable-Current	-	-	-	-	-	-	-	-
Bonds Payable-Non-Current	-	-	-	-	-	-	-	-
TOTAL LIABILITIES	13,903.51	-	100.04	-	8,122.78	-	-	22,126.33
Total Current Liabilities								
FUND BALAN	1,111,186.86	287,777.79	892,518.37	14,127.59	654,890.26	4,434,485.85	1,078,948.34	8,473,935.06
Reserve for Encumbrances	-	-	-	-	-	-	-	-
Net Capital Assets-Related Debt	-	-	-	-	-	-	-	-
Unused debt proceeds	-	-	-	-	-	-	-	-
Total Fund Equity	1,111,186.86	287,777.79	892,518.37	14,127.59	654,890.26	4,434,485.85	1,078,948.34	8,473,935.06
TOTAL LIABILITIES AND FUND EQUITY	1,125,090.37	287,777.79	892,618.41	14,127.59	663,013.04	4,434,485.85	1,078,948.34	8,496,061.39

SALES TAX PROJECT FUND
STATEMENT OF REVENUE AND EXPENDITURES
BUDGET PERFORMANCE
December 31, 2021

	Current Month (December 2021) Actual	Current Month (December 2021) Budget	Current YTD (Jan-Dec 2021) Actual	Current YTD (Jan-Dec 2021) Budget	Annual FY 2021 Budget	
OPERATING FUND-SALES TAX PROJECTS						
Revenues						
Sales Tax	676,439.58	508,810.00	7,086,250.10	6,105,720.00	6,105,720.00	116.06%
Investment Earnings	95.43	587.00	416.52	7,000.00	7,000.00	5.95%
Field Sports Revenues	-	10,424.00	64,803.47	125,000.00	125,000.00	51.84%
Racetrack Revenues	-	-	-	-	-	0.00%
Miscellaneous	-	786.00	6,375.00	9,300.00	9,300.00	68.55%
Longbranch Lagoon	842.41	40,011.00	330,028.19	480,000.00	480,000.00	68.76%
Total Revenues	677,377.42	560,618.00	7,487,873.28	6,727,020.00	6,727,020.00	111.31%
Expenditures						
Field Sports						
Personnel Services	28,250.45	22,316.00	219,822.28	267,341.00	267,341.00	82.23%
Contractual Services	9,351.26	8,210.00	118,783.38	97,750.00	97,750.00	121.52%
Commodities	3,665.56	6,768.00	70,990.99	80,600.00	80,600.00	88.08%
Capital	-	-	-	-	-	#DIV/0!
Field Sports-Tournaments	19,505.58	17,648.00	155,736.03	211,490.00	211,490.00	73.64%
Total-Field Sports	60,772.85	54,942.00	565,332.68	657,181.00	657,181.00	86.02%
Administration						
Contractual Services	-	72,123.00	860,200.00	865,300.00	865,300.00	99.41%
Commodities	-	-	-	-	-	0.00%
Capital	-	-	-	-	-	0.00%
Bond Payment Transfers	100,000.00	282,340.00	3,313,005.14	3,388,047.00	3,388,047.00	97.79%
Transfer to Dev & Growth	-	-	-	-	-	0.00%
Interest	-	-	-	-	-	0.00%
Transfer to Depr & Repl	-	-	-	-	-	#DIV/0!
Other	-	237.00	2,558.00	2,800.00	2,800.00	91.36%
Total-Administration	100,000.00	354,700.00	4,175,763.14	4,256,147.00	4,256,147.00	98.11%

Special Events Centers										
Contractual	48.00	74,625.00	825,743.82	895,500.00	895,500.00	895,500.00	895,500.00	92.21%		
Insurance & Electric	3,885.90	3,674.00	43,635.66	44,000.00	44,000.00	44,000.00	44,000.00	99.17%		
Other	-	17.00	2,560.90	160.00	160.00	160.00	160.00	1600.56%		
Capital Outlay	60,000.00	1,674.00	125,266.88	20,000.00	20,000.00	20,000.00	20,000.00	626.33%		
Total-Special Events Centers	63,933.90	79,990.00	997,207.26	959,660.00	959,660.00	959,660.00	959,660.00	103.91%		
Facilities Maintenance										
Personnel Services	-	1,174.00	4,143.05	14,000.00	14,000.00	14,000.00	14,000.00	29.59%		
Contractual Services	-	-	2,509.09	-	-	-	-	0.00%		
Commodities	-	623.00	1,716.70	7,300.00	7,300.00	7,300.00	7,300.00	23.52%		
Total-Facilities Maintenance	-	1,797.00	8,368.84	21,300.00	21,300.00	21,300.00	21,300.00	39.29%		
Raceway Park										
Personnel Services	-	911.00	3,710.88	10,800.00	10,800.00	10,800.00	10,800.00	34.36%		
Contractual Services	32,370.38	26,657.00	407,864.90	319,400.00	319,400.00	319,400.00	319,400.00	127.70%		
Commodities	4.87	571.00	32,141.59	6,500.00	6,500.00	6,500.00	6,500.00	494.49%		
Capital Outlay	-	612.00	16,631.00	7,300.00	7,300.00	7,300.00	7,300.00	227.82%		
Total-Raceway Park	32,375.25	28,751.00	460,348.37	344,000.00	344,000.00	344,000.00	344,000.00	133.82%		
Outdoor Regional Aquatics Facility										
Personnel Services	-	-	-	-	-	-	-	#DIV/0!		
Contractual Services	21,813.14	49,896.00	513,697.98	598,400.00	598,400.00	598,400.00	598,400.00	85.85%		
Commodities	3,508.90	1,049.00	37,606.91	12,500.00	12,500.00	12,500.00	12,500.00	300.86%		
Capital Outlay	-	-	6,848.00	-	-	-	-	#DIV/0!		
Total - Aquatics Facility	25,322.04	50,945.00	558,152.89	610,900.00	610,900.00	610,900.00	610,900.00	91.37%		
TOTAL EXPENDITURES-OPERATING FUNI	282,404.04	571,125.00	6,765,173.18	6,849,188.00	6,849,188.00	6,849,188.00	6,849,188.00	98.77%		
Revenue Over/Under Expenditures	394,973.38	(10,507.00)	722,700.10	(122,168.00)	(122,168.00)	(122,168.00)	(122,168.00)			

BALANCE SHEET
SALES TAX PROJECT FUNDS
ENDING February 2022

	Operating Fund	Organizational Funding Fund	ST-Depr. & Replacement Fund	Event Fund	Depot Fund	Debt Service Account-SEC	Debt Service Account - Water Park	TOTAL SALES TAX PROJECTS FUNDS
ASSETS								
Assets								
Cash	1,499,446.39	281,556.91	892,422.63	(13,122.41)	643,887.40	9,420.69	(99.92)	3,313,511.69
Cash - Reserve	-	-	-	-	-	3,315,438.84	670,818.80	3,986,257.64
Cash - 2016 REF Bonds Debt Service	-	-	-	-	-	1,503,065.98	467,105.61	1,970,171.59
Cash - Cost of Issuance	-	-	-	-	-	4,344.63	1.15	4,345.78
Miscellaneous Receivable	(55.46)	-	-	-	1,405.46	-	-	1,350.00
Sales Tax Receivable	-	-	-	-	-	-	-	-
Deferred Bond Issuance Costs	-	-	-	-	-	-	-	-
TOTAL ASSETS	1,499,390.93	281,556.91	892,422.63	(13,122.41)	645,292.86	4,832,270.14	1,137,825.64	9,275,636.70
LIABILITIES & FUND BALANCE								
Liabilities								
Accounts Payable	225,789.03	-	-	-	301.30	-	-	226,090.33
Retainage Payable	-	-	-	-	-	-	-	-
Salaries Payable	-	-	-	-	0.01	-	-	0.01
Sales Tax Payable	38.28	-	-	-	-	-	-	38.28
Compensated Absenses Payable	-	-	-	-	-	-	-	-
Accrued Interest Payable	-	-	-	-	-	-	-	-
Deferred Gain on Refunding	-	-	-	-	-	-	-	-
Bond Premium	-	-	-	-	-	-	-	-
Unamortized Bond Discount	-	-	-	-	-	-	-	-
Bonds Payable-Current	-	-	-	-	-	-	-	-
Bonds Payable-Non-Current	-	-	-	-	-	-	-	-
TOTAL LIABILITIES	225,827.31	-	-	-	301.31	-	-	226,128.62
Total Current Liabilities								
FUND BALAN	1,273,563.62	281,556.91	892,422.63	(13,122.41)	644,991.57	4,832,270.14	1,137,825.64	9,049,508.10
Reserve for Encumbrances	-	-	-	-	-	-	-	-
Net Capital Assets-Related Debt	-	-	-	-	-	-	-	-
Unused debt proceeds	-	-	-	-	-	-	-	-
Total Fund Equity	1,273,563.62	281,556.91	892,422.63	(13,122.41)	644,991.57	4,832,270.14	1,137,825.64	9,049,508.10
TOTAL LIABILITIES AND FUND EQUITY	1,499,390.93	281,556.91	892,422.63	(13,122.41)	645,292.88	4,832,270.14	1,137,825.64	9,275,636.72

Special Events Centers									
Contractual	-	74,625.00	225,031.01	156,582.00	939,500.00	23.95%			
Insurance & Electric	206.95	36,666.00	31.01	7,332.00	44,000.00	0.07%			
Other	-	13.00	-	26.00	160.00	0.00%			
Capital Outlay	-	1,666.00	-	3,332.00	20,000.00	0.00%			
Total-Special Events Centers	206.95	112,970.00	225,062.02	167,272.00	1,003,660.00	22.42%			
Facilities Maintenance									
Personnel Services	-	1,169.00	-	2,338.00	14,040.00	0.00%			
Contractual Services	-	-	-	-	-	0.00%			
Commodities	-	607.00	1,214.00	-	7,300.00	16.63%			
Total-Facilities Maintenance	-	1,776.00	1,214.00	2,338.00	21,340.00	5.69%			
Raceway Park									
Personnel Services	-	899.00	-	1,798.00	10,800.00	0.00%			
Contractual Services	16,884.69	26,572.00	67,190.62	53,144.00	318,900.00	21.07%			
Commodities	405.08	998.00	405.08	1,996.00	12,000.00	3.38%			
Capital Outlay	2,290.00	3,416.00	2,290.00	6,832.00	41,000.00	5.59%			
Total-Raceway Park	19,579.77	31,885.00	69,885.70	63,770.00	382,700.00	18.26%			
Outdoor Regional Aquatics Facility									
Personnel Services	-	-	-	-	-	#DIV/0!			
Contractual Services	2,844.24	49,864.00	4,912.03	99,728.00	598,400.00	0.82%			
Commodities	567.34	1,041.00	823.09	2,082.00	12,500.00	6.58%			
Capital Outlay	5,640.40	-	5,640.40	-	-	#DIV/0!			
Total - Aquatics Facility	9,051.98	50,905.00	11,375.52	101,810.00	610,900.00	1.86%			
TOTAL EXPENDITURES-OPERATING FUNI	283,611.10	613,772.00	929,515.98	1,271,812.35	7,013,681.00	13.25%			
Revenue Over/Under Expenditures	425,473.09	(29,687.00)	549,064.34	(103,642.35)	(4,625.00)				

ST Organizational Funding Fund						
Revenues						
Grants	-	-	-	-	-	0.00%
Charges for Services	-	-	-	-	-	0.00%
Transfer From Other	-	-	-	-	-	0.00%
Transfer From Sales Tax Fund	-	50,833.00	-	101,666.00	610,000.00	0.00%
Total Revenue-ST Organizational Funding	-	50,833.00	-	101,666.00	610,000.00	
Expenditures						
Personnel Services	-	-	-	-	-	#DIV/0!
Contractual Services	6,220.88	51,014.00	6,220.88	102,028.00	612,200.00	1.02%
Commodities	-	83.00	-	166.00	1,000.00	0.00%
Capital Outlay	-	-	-	-	-	0.00%
Total Expenditures-ST Organizational Fundin	6,220.88	51,097.00	6,220.88	102,194.00	613,200.00	1.01%
Revenue Over/Under Expenditures	(6,220.88)	(264.00)	(6,220.88)	(528.00)	(3,200.00)	
Debt Service Account - SEC						
Revenues						
Investment Income	1,890.31		1,890.67			
Transfer from Reserve Fund	-		-			
Transfer from Operating Funds	197,946.80		395,893.60			
Total Revenues	199,837.11		397,784.27			
Expenditures						
Principal Payments	-		1,415,000.00			
Interest Payments	-		1,245,993.75			
Investment Fees	-		100.00			
Total Expenditures	-		2,661,093.75			
Revenue Over/Under Expenditures	199,837.11		(2,263,309.48)			
Debt Service Account - Outdoor Regional Acquatics Facility						
Revenues						
Investment Income	-		-			
Transfer from COI fund	-		-			
Transfer from Operating Funds	29,438.65		58,877.30			
Total Revenues	29,438.65		58,877.30			
Expenditures						
Principal Payments	-		-			
Interest Payments	-		-			
Investment Fees	-		-			
Total Expenditures	-		-			
Revenue Over/Under Expenditures	29,438.65		58,877.30			



Memorandum

To: Community Facility Advisory Board

From: Assistant City Manager/Public Affairs, Melissa McCoy and City Director of Administration, Ryan Reid

Date: 03/24/2022

Subject: United Wireless Arena Microlite Retrofit

Agenda Item: New Business

Recommendation: Recommend approval by the City and County Commission of the Microlite Retrofit for the United Wireless Arena from Knight Sound and Lighting for \$125,900. They were the only respondent to the RFP.

Background: In February, City staff issued a request for proposals for replacement software and hardware for the lighting panels that control the lights at the Arena. Parts and support for the existing system has very limited availability and the software that controls the system is obsolete and unsupported and has not been produced in recent years. The lighting panels and software are a vital part of the arena, used to schedule and control the lighting. The current equipment is original with the building.

Justification: Knight Sound and Lighting purchased the rights to the Microlite Relay and Control System that the Arena currently has. After buying the rights, Knight worked to create an upgrade path for customers who had the now-orphaned system. Their Microlite Retrofit provides brand new and fully warranted electronics and relays for the system. It also includes replacing the computer and software that controls the system. The new system will also support new scheduling and lighting features as well as training. Additionally, the parts for this new system are made in the USA and the system has a six-year warranty for hardware and one year for labor. They will use a local electrician for the electrical work.

Financial Considerations: If approved, City Finance anticipates utilizing a short-term bond with a five year pay off.

Purpose/Mission: Together we value progress, growth and ongoing improvement.

Legal Considerations: There are no legal considerations.

Attachments:

Knight Sound and Lighting Proposal



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

PROPOSAL

DATE	PROPOSAL #
2/28/2022	12050

NAME / ADDRESS
Ryan Reid-Director of Administration City of Dodge City 806 N 2nd Avenue, PO Box 880 Dodge City, KS 67801 US

Ship To
Ryan Reid United Wireless Arena 4100 W Comanche St Dodge City, KS 67801-8109 US

TERMS	REP	QUOTED BY	TAX STATUS	PROJECT
40/40/20	EDG	HKA/EDG/MAK	UNKNOWN	ILC LIGHTLEEDER-Retr...

DESCRIPTION	QTY
EVENT CENTER LIGHTING RFP Estimate for the Intelligent Lighting Controls (ILC) Microlite Retrofit of the system at United Wireless Arena - A total of fourteen (14) panels and system commissioning services are included in this estimate. This estimate does include the services of a qualified person (electrician), as described below in this estimate and the installation documents. We have include the services of your preferred local electrical contractor, Stegman Brothers, to provide you with a complete estimate. This estimate does NOT includes Sales Tax. All applicable sales taxes will be charged on the invoice. Please let us know if you want the proposal modified to add in sales taxes. Please provide a valid Tax Exempt Certificate if you are tax exempt.	
ESTIMATE FOR ILC LIGHTLEEDER RETROFIT OF MICROLITE RELAY SYSTEM	



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

PROPOSAL

DATE	PROPOSAL #
2/28/2022	12050

NAME / ADDRESS
Ryan Reid-Director of Administration City of Dodge City 806 N 2nd Avenue, PO Box 880 Dodge City, KS 67801 US

Ship To
Ryan Reid United Wireless Arena 4100 W Comanche St Dodge City, KS 67801-8109 US

TERMS	REP	QUOTED BY	TAX STATUS	PROJECT
40/40/20	EDG	HKA/EDG/MAK	UNKNOWN	ILC LIGHTLEEDER-Retr...

DESCRIPTION			QTY
BILL OF MATERIAL FROM INTELLIGENT LIGHTING CONTROLS (30440), Job: ILC Microlite Retrofit for United Wireless Arena-R2) dated February 1, 2022:			1
Qty.	Part No.	Description	
1	LLNC-A-HLD	LLNC-A-HLD, LightLEEDer Network Controller - Advanced	
4	93001861	LS-PSR, LightSync Power Supply Repeater.	
14	92058148	LLMRI-48 LightLEEDer MicroLite Retro Insert - 120/277V.	
8	LSIM-P-D	LSIM-P-D LightSync Input Module- Panel Mount- Dry Contact.	
7	92044294	LSIM-PR-D LightSync Input Module- Panel Mount w/Double Plate	
434	92040194	R40-1 Reliant 40 relay, 40AMP 1-Pole 120/277/347V	
1	12010151	LightLEEDer InSite Graphical User Software.	
System must have TOP-DOWN numbering, left and then right. System will use ILC In-Site Graphics Software (screens by Knight Sound & Lighting) Ground shipping included.			
Windows 10 Computer with keyboard, mouse, Video Monitor (21 inch), and necessary software loaded for project. This computer model changes rapidly, so that, we will use the current standard, which is available at the time of the project.			1
TouchWindow, up to 17 Inch, Win 10 Touch Computer. TouchScreen Computer will be sized by the space it is located. The actual size will be determined by its location in the facility and can be up to 17 inches.			1



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

PROPOSAL

DATE	PROPOSAL #
2/28/2022	12050

NAME / ADDRESS
Ryan Reid-Director of Administration City of Dodge City 806 N 2nd Avenue, PO Box 880 Dodge City, KS 67801 US

Ship To
Ryan Reid United Wireless Arena 4100 W Comanche St Dodge City, KS 67801-8109 US

TERMS	REP	QUOTED BY	TAX STATUS	PROJECT
40/40/20	EDG	HKA/EDG/MAK	UNKNOWN	ILC LIGHTLEEDER-Retr...

DESCRIPTION	QTY
System Commissioning Services for checking, energization, programming, testing, and training on the system.	1
Ground shipping is included. Expedited shipping will incur an additional charge.	1
Stegman Brothers Electrical Work - Quoted to KSL on February 24th, 2022 by Tony Stegman 1) Provide & Install a Cat 6 cable to 14 existing lighting control panels, 1 touchscreen computer, 1 main controller, and 1 network controller in existing conduits & install ends. 2) Remove interiors on 14 existing control panels, install new retrofit panels & reconnect wiring. 3) Reconnect existing wiring from 8 remote button station. 4) Reconnect power to control panels 5) Supply power to network controller.	1



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40/40/20	EDG	HKA/EDG/MAK	UNKNOWN	ILC LIGHTLEEDER-Retr...

DESCRIPTION	QTY
<p>This estimate is for the retrofit (all new parts) of the existing Microlite Relay Panel System with a new ILC LightLEEDer Retrofit Relay Panel System at United Wireless Arena in Dodge City, KS.</p> <p>This estimate includes all of the ILC Insert Panels that will replace the Microlite inserts currently in the Microlite enclosures. This means that the existing line and load wiring can be used on the new system, as well as the existing Microlite enclosures.</p> <p>Removal of the existing Microlite Insert and the installation of the new ILC LightLEEDer Retrofit Insert Panel in each relay panel is included in this estimate. This work is described in a separate document, which should accompany this estimate. This work will be completed by a qualified person and their work is included in this estimate. We anticipate that this work will take approximately 1-4 hours per panel, but is dependent upon the quantity of relays being used in the specific relay panel.</p> <p>The new ILC LightLEEDer Retrofit Insert Panels will be loaded with the actively used quantity of relays as the current Microlite relay panel. The existing Microlite relays will NOT be used in the new system, instead, new ILC R40-1 relays will be used. The new ILC R40-1 Relays are mechanically-held relays and can be turned on/off through electronics or through a mechanical latch.</p> <p>The only thing that will have to be "replaced" is the existing shielded twisted pair cable that runs between all of the Microlite Relay panels. This cable needs to be replaced with a new Category 5e or Category 6 control cable with male RJ45 connectors installed on each end of the cable. This will be done at all fourteen (14) of the existing relay panels for the new ILC LightLEEDer Retrofit Relay Panel. The purchase of this cable, installation of the cable, and the installation of the connectors is included in this estimate and will be completed by a qualified person.</p> <p>Control of the new ILC LightLEEDer Relay Panel System will be possible through three (3) different means. The first is the LightLEEDer Pro Software, which is used to control and program individual relays, groups, and presets in the system. GROUPS will allow you to change the state of multiple relays throughout the system to the same value (on or off); PRESETS will allow you to set the state of multiple relays to a specific state. This is different than a group, because a preset can turn different relays to on or off at the same time (example, Relay 1 on, Relay 2 off, Relay 3 on). Presets would allow you to set an entire arena to a predetermined lighting look with the single press of a button. In addition, the</p>	



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40/40/20	EDG	HKA/EDG/MAK	UNKNOWN	ILC LIGHTLEEDER-Retr...

DESCRIPTION	QTY
<p>LightLEEDer Pro Software can program time schedules, inputs and other features for the system.</p> <p>Next, the system will have the ILC In-Site software, which is a graphical based software that will allow the end user to be able to control relays, groups, and/or presets through a graphical interface. This is just like your current Microlite Graphical software. Our plan is to program the ILC In-Site software to look and behave similar to your current graphic software. Just let us know if you want any changes.</p> <p>The third option is the Wireless Android/IOS app for your phone or tablet. PLEASE NOTE that this is an additional cost. If you would like this feature we would need to update this estimate. Some facilities do not like the system on a wireless network that is why we did not include on this estimate.</p> <p>All of the control systems listed above are connecting to the ILC LightLEEDer Relay Panel System through a TCP/IP connection, which will be near Panel 01. This means that the site must provide a TCP/IP Ethernet drop to this location inside the Network Controller. This will allow any authorized staff member to connect to the system via TCP/IP and either operate and/or program the system. The Network Controller has its own little enclosure and will need to be mounted next to panel 01 and will require 120VAC line power into that enclosure. The enclosure is equipped with a standard UL rated outlet.</p> <p>Please note that the existing Windows XP Computer that is running Microlite LMS-XP could be used as the computer for this system. However, we have included a new Windows 10 Pro Desktop Computer to use as the main computer. In addition, this system can have multiple computers connected to the system at the same time. This allows multiple users to be able to operate, program, and access the system; if desired.</p> <p>This system includes one TouchScreen Computer, which we have included in this estimate. This will allow for control of the lighting system from the same location as the existing touchscreen computer in the facility.</p>	



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DESCRIPTION	QTY
<p>This estimate includes four (4) of the ILC Power Supply Repeaters (PSR), which can amplify the control signal between the ILC Relay Panels. These will be installed around the ILC Relay Panel system as needed. We may add and/or subtract ILC PSR as needed. The ILC PSR allow us to make the ILC LightSync Network (communication between panels on the Category 5e/6 cable) as long as needed in the facility. In addition, the ILC PSR allows us to split the control signal, so that we can have vertical columns and then horizontal runs between the vertical columns.</p> <p>Each ILC LightLEEDer Relay Panel may have a low voltage input card for dry contact inputs. In the facility there are a few low voltage input switches that turn on and off relays in the system. Each low voltage input card is capable of four (4) inputs and we can add as many low voltage input cards as needed in the system. This information is documented on the spreadsheet, which should be included with this estimate.</p>	



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40/40/20	EDG	HKA/EDG/MAK	UNKNOWN	ILC LIGHTLEEDER-Retr...

DESCRIPTION	QTY
<p>INSTALLATION AND PROGRAMMING PROCESS</p> <p>In order to help in the process of showing how to complete the ILC LightLEEDer Relay Panel's Retrofit, we have created a document, which shows how the process occurs. In addition, we will be happy to provide a Knight Sound & Lighting Inc (KSL) technician for a day of training to show the qualified personnel how to perform the retrofit on one of the relay panels at the facility. This is all included in this estimate.</p> <p>After this time, the qualified personnel will complete the ILC LightLEEDer Relay Panel Retrofit on all fourteen (14) of the relay panels. In addition, the Category 5e/6 cable will be installed and completed. Finally, the TCP/IP Network drop will be completed to panel 01 of the system, the main computer, and the touchscreen computer.</p> <p>Once these items are completed by the qualified personnel (included), then the programming of the system can be installed into the system and tested by KSL technicians. Prior to this time, KSL technicians will be working to create the programming for all of the control systems, so that, the system is ready to be used when the ILC LightLEEDer Relay Panel Retrofit and other items have been completed.</p> <p>During this time, we will interact with the facilities' staff to determine if there are any changes that they would like to make to the existing programming and/or graphics for the system. These items can be changed during this entire process, but we will need to have a fairly complete idea of how the system should be programmed.</p> <p>Once the programming has been completed, KSL technicians will work with the facilities' staff to test and make sure that everything is working normal with the system.</p> <p>TRAINING</p> <p>Finally, once the entire system is programmed and tested successfully, KSL technicians will provide two (2) training sessions on two (2) separate days for up to four (4) hours on the operation, programming, and maintenance of the system.</p>	



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40/40/20	EDG	HKA/EDG/MAK	UNKNOWN	ILC LIGHTLEEDER-Retr...

DESCRIPTION	QTY
<p>WARRANTY</p> <p>After the system is complete, KSL will continue to provide technical support, programming, and backup for the new ILC LightLEEDer Relay Panel system.</p> <p>All of the ILC Relay Panel Components will be covered under ILC's normal warranty time period, which is six (6) years for electronics and six (6) years for the relays.</p> <p>The labor services of Knight Sound & Lighting Inc are warranted for a period of one (1) year from completion of the project.</p> <p>EXTENDED SUPPORT & SERVICE AVAILABILITY</p> <p>In addition, we offer preventative maintenance programs that can be purchased for continued on-site support of the system.</p> <p>We offer field service visits at a billing of \$125.00 per hour, plus travel expenses.</p> <p>Phone support, e-mail, Zoom Meeting, and Remote Programming/Troubleshooting are free of charge for the life of the system. We are available 24/7/365 to provide support on your system.</p> <p>Knight Sound & Lighting Inc has been servicing and supporting lighting control systems for over thirty (30) years. We will be here to provide support on the system, as needed.</p>	



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DESCRIPTION	QTY
<p>PAYMENT TERMS</p> <p>To accept this estimate, please provide a PO# and 40% deposit. We will also need a signed Proposal and signed Terms & Conditions at the time of order acceptance.</p> <p>An additional 40% is due with delivery of equipment to the site.</p> <p>The final 20% is due within 30 days of panel completion, programming, testing, and training on system.</p> <p>Sales Tax is not currently included in this estimate. If sales tax needs to be charged, please advise us.</p> <p>EXPECTED DELIVERY OF THE EQUIPMENT TO SITE & INSTALLATION TIME</p> <p>Once we receive the PO# and 40% deposit, then all of the equipment will be ordered.</p> <p>Anticipated lead time is approximately 4 to 8 weeks to receive in the equipment (we will be able to have some panels ship sooner).</p> <p>Once the equipment (first phase) ships to site we will coordinate with our electrical contractor and the facility to setup a meeting at the site to go over the installation. We will want to coordinate with the facility to have as small of an impact on the daily operations of the facility.</p> <p>This means that the first installation visit will likely be about 6 to 9 weeks out from the date of order. Subsequent installation dates will be timed with our electrical contractors install of the cables/panels as well as KSL scheduling requirements. We will work with you to schedule the installation dates on the project.</p>	



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40/40/20	EDG	HKA/EDG/MAK	UNKNOWN	ILC LIGHTLEEDER-Retr...

DESCRIPTION	QTY
Thank you for the opportunity to provide this estimate for the possible ILC LightLEEDer Relay Panel Retrofit of the existing Microlite Relay Panels at United Wireless Arena. If there are any questions and/or to place an order, please contact our office. Have a wonderful day. Sincerely, Ed Gurski and Mark A Knight Knight Sound & Lighting Inc. Office: 866-457-5937 Ed Cell: 330-730-2437 Mark Cell: 330-283-2895 Total sales tax calculated by AvaTax Select this as a transaction's tax to use AvaTax	
40% Due w/Order 40% Due w/Equipment 20% Due upon Completion	TOTAL \$125,900.00

All proposals are good for 60 days. A signed proposal and attached terms and conditions constitute a binding agreement.

SIGNATURE _____



Knight Sound & Lighting Inc.
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PROPOSAL

DATE	PROPOSAL #
3/2/2022	12063

NAME / ADDRESS
Ryan Reid-Director of Administration City of Dodge City 806 N 2nd Avenue-PO Box 880 Dodge City, KS 67801 US

Ship To
United Wireless Arena Brett Hoffman 4100 Comanche Dodge City, KS 67801

TERMS	REP	QUOTED BY	TAX STATUS	PROJECT
40/40/20	EDG	MAK	NEED CERT	Alternate RFP-5 Year PM ...

DESCRIPTION	QTY
ALTERNATE RFP - EVENT CENTER LIGHTING RFP Please note that all equipment in the "Event Center Lighting RFP" is warranted for a period of six (6) years from the delivery of the equipment to the site. This is included in the original estimate at no additional cost. Please note that phone, e-mail, Zoom Meeting, and Remote Access Support of the system in the "Event Center Lighting RFP" is for the life at no additional cost. Please note that the "Event Center Lighting RFP" includes one (1) year of on-site support, as requested, by the site. This estimate would add five (5) years of additional on-site support, as described below. This support would include regularly scheduled visits and emergency site visits (as needed) to the site for the items described below.	
MAINTENANCE-Preventative Maintenance Services for five (5) years on the programming, troubleshooting, and repair of the system. This includes on-site support for the term of the contract and free phone support for the life of the system. The ILC equipment will come with a six (6) year warranty from the date of shipment to the site. Please see a description of the preventative maintenance program that is listed below.	1
Subtotal	
This preventative maintenance (PM) program will be based upon semi-annual (or bi-annual) visits to United Wireless Arena for the upkeep of the new ILC LightLEEDer Microlite Retrofit System as outlined below.	



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United Wireless Arena Brett Hoffman 4100 Comanche Dodge City, KS 67801

TERMS	REP	QUOTED BY	TAX STATUS	PROJECT
40/40/20	EDG	MAK	NEED CERT	Alternate RFP-5 Year PM ...

DESCRIPTION	QTY
<p>1) The PM program will include two (2) regularly scheduled site visits of one (1) Knight Sound & Lighting (KSL) technician for a one (1) day site visit.</p> <p>2) Each site visit will last for up to eight (8) hours of on-site time.</p> <p>3) The regularly scheduled visits must occur with a minimum of three (3) weeks of lead time. The KSL Scheduler will contact United Wireless Arena on a regular cycle of every six (6) months to schedule for the regular PM visit. Please note that we will require the facility's help in finding "open" dates where no events are occurring.</p> <p>4) The PM program will include the travel labor as part of the program.</p> <p>5) The PM program will include the travel expenses, such as airfare and hotel expenses. This is why we request a three (3) week lead time for scheduling the regular PM visits.</p> <p>6) During the PM visit, the KSL technician will test for the stability of the ILC LightSync Network and all devices on the network. If any issues are found, the KSL technician will work to fix the issues. This will include replacing parts that are spare in the system. Physical damage (cut wiring, lightning strike, and/or power event (transformer failure)) is NOT included and additional charges MAY apply in this situation.</p> <p>7) The KSL technician will test for stability of the communication between the "Main" Computer and the "Remote" Touch Screen Computer included in this estimate. The KSL technician will work with the IT staff of the facility to fix the communication issues and restore full control to the system (as needed). We are not responsible for maintaining the facility's IT structure, but will assist in troubleshooting.</p> <p>8) The KSL technician will make any programming changes to the ILC LightLEEDer System during the course of the regular PM visit, up to the eight (8) hours of cumulative on-site labor time.</p> <p>9) The KSL technician will upgrade any pertinent firmware and/or software being used by the ILC LightLEEDer System during the course of the regular PM visit, up to eight (8) hours of cumulative on-site labor time.</p>	



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DESCRIPTION	QTY
<p>10) The KSL technician will provide training to the staff and personnel of the facility on the operation, programming, and maintenance of the ILC LightLEEDer System. The training sessions may be recorded by the facility for future reference. Again, this is up to eight (8) hours of cumulative on-site labor time.</p> <p>11) The KSL technician will work with the site's staff to identify and provide a list of any replacement parts that should be ordered to replace spare stock that has been used to repair the system.</p> <p>12) KSL will maintain a 24/7/365 technical support phone and e-mail support for the facility to receive support on their ILC LightLEEDer System.</p> <p>13) KSL will make any requested programming changes to the ILC LightLEEDer System via remote access, if the facility grants access. This can be requested at any time and we will make any changes, as requested by the facility.</p> <p>14) If the facility wants to purchase additional equipment from KSL, they will be given a ten (10) percent discount on all items purchased during the PM program from KSL.</p> <p>15) This PM program includes five (5) emergency PM visits that can occur at any time during the course of the PM program. For example, the facility could use one (1) visit during the first year, no visits in the second year, and three visits in the third year. Additional "banks" of emergency field service visits can be purchased at any time from the facility.</p> <p>16) An "emergency" PM visit is described as any site visit that must occur in less than a three (3) week scheduling time. The emergency PM visit will be scheduled based upon the needs of the facility. This will include up to a same day site visit for crisis intervention with the ILC LightLEEDer Control System. Most crisis situations (99.9 percent) can be resolved over the phone and/or through remote access to the system. However, we are available at any time for an emergency PM visit.</p> <p>17) If the facility has a flexible time schedule and does NOT need an immediate site visit, let's say a week or two weeks before the next visit, then the site visit MAY become a regular scheduled visit, assuming airfares are not high. This will limit the number of emergency PM visits and allow the site to use its regular PM visits.</p>	



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DESCRIPTION	QTY
<p>18) The PM program moves the site to the front of the KSL scheduling when it needs an emergency visit. Your site receives priority scheduling.</p> <p>19) The PM program is able to be extended into the future for continued support of the ILC LightLEEDer Control System. The extension of the program can be done on an annual and/or a multiple year basis and the program will be priced accordingly</p> <p>20) The PM program does NOT include any electrical work. All electrical work is outside of the PM program and can be provided separately by the preferred electrical contractor.</p> <p>21) The PM program includes the ILC LightLEEDer components, programming, and software in this estimate.</p> <p>NOTE: The design of the PM program is flexible and we are willing to work with the site to adjust the PM program to its technical support needs. If changes are desired, please let us know and we can adjust terms and price accordingly. Thank you!</p>	
<p>This estimate would add five (5) years of additional on-site support, as described above for the ILC LightLEEDer Microlite Retrofit at United Wireless Arena. This support would include regularly scheduled visits and emergency site visits (as needed) to the site for the items described above.</p> <p>Please note that all equipment in the "Event Center Lighting RFP" is warranted for a period of six (6) years from the delivery of the equipment to the site. This is included in the original estimate at no additional cost.</p> <p>Please note that phone, e-mail, Zoom Meeting, and Remote Access Support of the system in the "Event Center Lighting RFP" is for the life at no additional cost.</p> <p>Please note that the "Event Center Lighting RFP" includes one (1) year of on-site support, as requested, by the site.</p>	



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DESCRIPTION	QTY
<p>Payment Terms:</p> <p>To accept this proposal, please provide a PO# and 40% deposit. The PO, signed terms and conditions, and deposit are required prior to ordering of the equipment.</p> <p>An additional 40% is due with delivery of equipment to the site.</p> <p>The final 20% is due within 30 days of panel completion.</p> <p>We can work out different payment terms, such as a monthly payment for three (3) months in equal amount of 1/3 of the total amount for each month. Please contact our office for details.</p> <p>Currently, no sales tax has been applied to this estimate. Please advise if sales tax needs to be charged.</p> <p>Thank you for the opportunity to provide this estimate for the possible Five (5) Year Preventative Maintenance Program for extending on-site support of the ILC LightLEEDer Microlite Retrofit at United Wireless Arena. 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. Total sales tax calculated by AvaTax Select this as a transaction's tax to use AvaTax</p>	
40% Due w/Order 40% Due w/Equipment 20% Due upon Completion	TOTAL \$25,000.00

All proposals are good for 60 days. A signed proposal and attached terms and conditions constitute a binding agreement.

SIGNATURE _____