

Exhibit A
CHANGE ORDER

Council Chambers 2024 Automated

City of Arroyo Grande

Number: 1
Modified: 3/19/2024



Presented By:

A-Town AV Inc.

PO Box 515
Arroyo Grande, CA 93421
(805) 462-2732
www.atownav.com



PROJECT SCOPE OF WORK

Council Chambers 2024 Automated

City of Arroyo Grande

At the request of the client this change order was requested to modify the Council Chambers AV Upgrade to an automated video switching system. The upgraded cameras allow the control system to automatically switch camera views based on who is speaking. Each camera location in the Chambers will have two cameras at that location to ensure that all positions are covered and a moving camera will never be live.

The upgraded system will not require a video production staff to manage cameras but will require additional effort by staff during the meeting. The system will leverage the new conferencing microphones to display the speakers name on the broadcast. There will no longer be agenda lower thirds displayed as the names will be shown instead. Content will be sent to four locations outside of the council chambers, channel 20, eScribe, YouTube and Zoom.

Staff will be responsible to start, stop and pause the meetings, change in room content, select broadcast view. The broadcast view options will be camera views, in room content or in room content with a picture in picture camera view.

This system will require a support contract to ensure the system is operating properly and maintained to manufacturers recommendations. A separate service contract is included with this proposal.

Here are some of the additional responsibilities

1. Start the Zoom meeting on the Zoom PC.
2. Start the "meeting via the touch panel, this will start the YouTube stream, and the Leightronix recording.
3. Mute/un-mute of all microphones if someone forgets. This will be critical to the proper function of the system.
4. Switching the broadcast view. The system does not know when to show in room content vs camera views.
5. Make sure that all users use the assigned RFID cards when using a microphone. These cards will assign the user name in the system.
6. Pausing meetings for breaks.
7. Ending meeting and ending Zoom.

* Price Includes Accessories



1 AJA Video Systems 12GDA \$681.33
12G/6G/3G/HD/SD-SDI Distribution Amplifier



1 AJA Video Systems UDC \$1,022.09
Up/Down/Cross-Converter



1 ATAV Re-Stock Fee \$2,827.50 *
Re-stock fee charged by manufacturer to process return of products. Re-stock fee for PTZ optics Cameras



1 ATAV Re-Stock Shipping
Re-Stock Shipping costs



1 BLACKMAGIC HDMI to SDI 12G \$166.67
HDMI to SDI signal converter



1 Blackmagic Design WEB PRESENTER 4K \$772.00
Compact desktop device - 4K



1 Commscope 2 Port Surface Mount Box \$52.43 *
Surface Mount Box, dual port white



2 Commscope Keystone- Green Shielded w/ cover
Uniprise SLX Series Modular Jack, category 6A, shielded , 4 Pair, with dust cover, green



5 Comprehensive BB-C-3GSDI-10 \$114.15
High Definition 3G-SDI BNC to BNC Cable 10ft

1 eScribe Encoder \$0.00
[OFE] - eScribe Network Encoder



5 GENERIC 1PS-P \$2.25
22 awg single pair shielded mic cable - plenum rated



18 GENERIC CAT6-PATCH \$144.00
CAT6 Patch Cable



400 GENERIC UTP6P-AV \$186.68
CAT6, 250 Mhz (min), 23awg, 4 pair solid, no separator, plenum, GREEN



1 RDL TX-J2 \$60.59
Unbalanced input transformer

* Price Includes Accessories



1 Visionary Solutions MV4
4K UHD IP Multiviewer

\$5,376.92



1 Yellobrik SPG-1708
[OFE] - Tri-Bi-Level Sync Pulse Generator with Genlock

\$0.00

Unassigned Total

\$11,406.61

Council Chambers



-2 Commscope 1 Port Faceplate Alpine White
Faceplate Kit, labeled, 1-gang, 1 port, alpine white

(\$48.96) *

-2 Commscope 760092361
keystone MGS600 Series Information Outlet, black



4 Commscope 2 Port Wall Plate Alpine White
Faceplate Kit, labeled, 1-gang, 2 port, alpine white

\$157.40 *



4 Commscope CAT6 Keystone- Alpine White
Uniprise USL Modular RJ45 Jack, CAT6 UTP, w/out Dust Cover, Alpine White



4 Commscope USL600-GRN
Uniprise USL Series Modular Jack, RJ45, category 6, T568A/T568B, unshielded, without dust cover, green



-4 PTZOptics PTZOptics Move 4K 30X - Grey
PTZOptics Move 4K, a third generation PTZ camera, featuring 30X Optical Zoom, 4K Resolution at 60fps and a 60.7 HFOV in Grey. Supports simultaneous IP Video (NDI|HX3, SRT, RTMPS, RTSP), USB2.0 and 3G-SDI or HDMI2.0 as outputs with Auto-Tracking capabilities. PoE Power or Included Universal Power Sup

(\$9,844.52)



8 QSC NC-20X60
Network camera with motorized PTZ, 20x optical zoom and 60 field-of view

\$43,495.44 *



8 QSC PTZ-WMB1-WH
Wall Mount Bracket for PTZ Camera - White

Council Chambers Total

\$33,759.36

* Price Includes Accessories



-4 **GENERIC CAT6-PATCH**
CAT6 Patch Cable

(\$32.00)

Council Chambers: Staff Table Total

(\$32.00)

* Price Includes Accessories



-1 Blackmagic Design MICRO CONVERTER SDI TO HDMI 12G PSU (\$237.66) *
Power supply unit for Micro Converter SDI to HDMI 12G



-1 Comprehensive BB-C-3GSDI-6
High Definition 3G-SDI BNC to BNC Cable 6ft



-1 Kramer C-MHM/MHM-6
6' flexible high-speed HDMI cable with Ethernet



-1 Denon Professional DN-700R \$0.00
[OFE] - Network SD/USB audio recorder



-2 Design Mini PC (\$205.36) *
[OFE] - mini computer



-2 Comprehensive DPM-HD4K
DisplayPort Male to HDMI Female Dongle 18G 4K@60



-2 GENERIC USB-ETH
USB to Ethernet adapter



-2 Kramer C-MHM/MHM-6
6' flexible high-speed HDMI cable with Ethernet



5 GENERIC CAT6-PATCH \$40.00
CAT6 Patch Cable



-1 GENERIC CAT6-PATCH \$0.00
[NB] - CAT6 Patch Cable



-3 GENERIC CAT6-PATCH (\$24.00)
CAT6 Patch Cable



-2 GENERIC USB A-B \$0.00
[NB] - 2m USB 2.0 A/B Cable - Black (6.6ft)



-1 GENERIC XLR-06 (\$8.20)
6' XLR cable

* Price Includes Accessories



-2 Kramer C-DP-3 \$0.00
 [NB] - DisplayPort to DisplayPort 3' cable supporting 4K 60 (4:4:4)



1 QSC NV-21-HU \$1,992.86
 Video, NV-21-Hu, SMB, Network Video Endpoint



1 QSC NV-32-H \$3,693.43 *
 The Q-SYS NV-32-H is a network video endpoint native to the Q-SYS Ecosystem, serving as a multi-stream, software-configurable HDMI encoder/decoder that enables network-based video distribution.



-1 Visionary Solutions D4200 (\$1,175.59) *
 Network Based Video Decoder
 4K UHD over IP



-1 CABLES TO GO DB9 Patch
 DB9 Serial RS232 Extension Cable - Black



-1 GENERIC CAT6-PATCH
 CAT6 Patch Cable



-1 Kramer C-MHM/MHM-3
 HDMI Cable (Male to Male), Ethernet with Pull Resistant connector - 3'



-1 Visionary Solutions DuetE-2 (\$1,278.57)
 4K UHD over IP Analog and Dante/AES67 Audio, RS-232, GPIO, IR over IP Encoder

Broadcast room: Rack Total

\$2,796.91

* Price Includes Accessories

Broadcast room: Desktop



-2 Hosa HMIC-025 \$0.00
[NB] - [OFE] - 25' XLR Microphone Cable



-1 IO Gear GKM552R (\$43.75)
Long Range 2.4 GHz Wireless Keyboard and Mouse Combo



-2 JBL LSR305 \$0.00
[OFE] - 5" Two-Way Powered Studio Monitor



-1 PTZ Optics PT-SUPERJOY-G1 (\$1,131.76) *
SuperJoy IP & Serial PTZ Camera Joystick Controller



-1 GENERIC CAT6-PATCH
CAT6 Patch Cable

-1 SAMSUNG SMT-2232 \$0.00
[NB] - [OFE] - 22" LED Monitor

-2 SAMSUNG SMT-2232 \$0.00
[OFE] - 22" LED Monitor

Broadcast room: Desktop Total

(\$1,175.51)

Project Subtotal:

\$46,755.37

* Price Includes Accessories

PROJECT SUMMARY

Equipment:	\$46,755.37
Labor:	\$10,690.18
Sales Tax:	\$1,285.77

Grand Total: \$58,731.32

Client:

Date

Contractor: **A-Town AV Inc.**
1011557

Date