



**Town of Camden  
Select Board Meeting  
January 21, 2020 - 6:30 PM  
French Conference Room**

Select Board meetings are broadcast live on Spectrum Cable TV channel 1303  
and web streamed at: [www.youtube.com/TownofCamdenMaine](http://www.youtube.com/TownofCamdenMaine).

**Agenda**

1. Public Input on non-agenda items
2. Select Board Reports - **10 minutes**
3. Approval of Board Minutes January 7, 2020
4. Consent Agenda
  - a. Approval of request for the annual Snowplow Parade on Friday, February 7<sup>th</sup> as part of the US Toboggan Nationals events
5. Charter Commission Update - 15 minutes
6. Approval of Extension of EMS Agreement with Northeast Mobile Health Services - **10 minutes**
7. Presentation from Kirsten Surbey, downtown art galleries would like to organize a Camden Art Walk on third Thursdays from May to October 2020. - **15 minutes**
8. Approval of Opera House fundraising effort for seat cushions for the balcony in the Opera House Auditorium. - **10 minutes**
9. Approval of request to use Harbor Reserve Funds to replace sections of the float system at the Public Landing & Enforcement of Unencapsulated Polystyrene Ban - **15 minutes**
10. Stone Mountain Sound Proposal – AV Improvements to French Conference Room – **15 minutes**



**Town of Camden**  
**Draft Minutes of the Select Board Meeting**  
**January 7, 2020**

**PRESENT:** Chair Robert Falciani, Alison McKellar, Taylor Benzie, Marc Ratner, & Town Manager Audra Caler-Bell. Also present were members of the public and press.

**ABSENT:** Jenna Lookner

**Call to Order**

The Meeting was called to order at 6:30 pm.

1. **Public Input on non-agenda items:** Nina Holland wanted to know when the new website will be completed. She said she can't find some of the minutes from the parks and rec department as well as reports about the tannery property, such as the EPA reports. Ms. Holland wishes there was better communication. She looks for information in the newspapers as well but it gets costly and wonders if things could be reported about in the Free Press. Audra Caler-Bell said it should be up and running in about 3 weeks.
2. **Select Board Reports:** Alison McKellar spoke about people's concerns about the Town ability to enforce the polystyrene ordinance. Marc Ratner spoke about the energy meeting, opera house meeting, and the work that is being done on the bathroom on the 3<sup>rd</sup> floor. He also said they will be meeting this month to discuss new shows for 2020.
3. **Approval of Board Minutes from December 17, 2019:** McKellar stated that in item #5 Fassel should be spelled as Fasoldt. **Ratner motioned to accept the minutes from December 17<sup>th</sup> with the one correction. McKellar seconded. No discussion. Motion passed 3-0-1. Benzie abstained because he was absent for the December 17<sup>th</sup> meeting.**
4. **Consent Agenda**
  - a. **Consideration of request from Camden Library to close Atlantic Avenue on Saturday, February 1, 2020 from 10:00 am to 4:00 pm for Winterfest activities: *Adopted***
  - b. **Approval of victualer license for Camden Bagel, LLC d/b/a The Big T Snack Shack at Camden Snow Bowl (inside lodge): *Adopted***
  - c. **Approval of new victualer license for the Camden Bagel, LLC, d/b/a Big T Snack Shack at Camden Snow Bowl (outside trailer): *Adopted***
5. **Discussion on Winter Road Maintenance and Winter Parking Ban:** Dave St. Laurent said they take care of 58 centerline miles of winter roads and 12 miles of sidewalks in Camden. He spoke about the pros and cons of sand and salt. St. Laurent also spoke about how much of each they have used since 2004 as well as ways to reduce the amount that they are using. St. Laurent discussed the administrative best management practices for storms. Rick Seibel says the highest priority is Route 1. St. Laurent talked about the parking ban and why it is important. A discussion was had about not having a ban and possible limits to the ban as well as hardships for some residents. Anita Brosius-Scott wanted to know if exceptions could be made for residents with special circumstances.
6. **Public Hearing for renewal of liquor license for Camden Bagel LLC, d/b/a The Big T Snack Shack at 20 Barnestown Road (Snow Bowl):** Marc Senders spoke and said things have been going well and that they switched from glass bottles to cans. ***Ratner motioned to approve the renewal of liquor license for Camden Bagel LLC, d/b/a The Big T Snack at 20 Barnestown Road. McKellar seconded. No discussion. Motion passed 4-0-0.***

**7. Discussion on Energy Initiatives:**

- a. Solar Energy Options**
- b. Energy Efficiency Improvements to Town Buildings**
- c. Renewable Energy Sources: Wind Power Development?**

Audra Caler-Bell said the Town is looking into different options to increase the use of solar/renewable energy. They could do a Town issued RFP process, they could go with Maine Power Options (MPO), or they could go with the Maine Green Power Program. They discussed how each of these work. The different options are laid out in the memo she wrote to the Select Board. You can find that memo in the Select Board packet. A lengthy discussion was had about the different options. Chair Falciani said ESCO will be in Thursday to do an efficiency audit. A discussion was had about different ways they could go. Caler-Bell with contact some of the neighboring towns and will work with Rich Rougharden in setting up a possible RFP. It was discussed having a workshop. Anita Brosius-Scott wanted to know what kind of PPA they are going to request. The board says it will be broad and went into a discussion about the different options. It was discussed whether or not they should look into wind power development. Pete Kalajian says there are roughly 2 years of data from the top of Ragged Mountain collect by the University of Massachusetts. He encourages doing a matrix to evaluate. Nina Holland says it's not just solar; it's also about insulation too. Jeremy Martin says he will be meeting with Anita and the energy committee about the Efficiency Camden program. Alison McKellar said the Town has trust funds available to help Camden residents with things like insulation or the window inserts with eligibility requirements. Caler-Bell will bring the RFP to the board to make sure everything they want is in it before she sends it out to bidders. They will look into wind options as well. The energy committee will gather all the reports so they can be added to the website. Dory Kline said the Friends of Ragged Mountain have documents and information and would like to be consulted. It was suggested that anyone with any information to send it to Jeremy Martin.

**8. Approval of FY 20 Fee Schedules for Town Departments**

- a. Harbor:** McKellar proposed to eliminate the daysailor (\$100) & fishermen (\$25) float application fees. *McKellar moved to eliminate the application fees for daysailors and fishermen. Benzie seconded. Ratner wanted to know why they would charge extra if the town employees are already paid an hourly rate. No further discussion. Motion passed 4-0-0.*

Benzie moved to accept the fees as written. Ratner seconded for discussion. Ratner wanted to hear opinions about why they should charge more or less for the harbor fees. Benzie would modify his motion if need be. McKellar would like to change the winter dinghy permit from \$100 to \$50. She also suggested a \$500 parking fee for daysailors that they could opt in or out of. She also thinks they should not increase the fee for fisherman for Oct 1<sup>st</sup> to May 1<sup>st</sup> (winter) and keep the fisherman's float fee for residents (\$400) and increase it for nonresidents (\$500). Avery Brott says he does not agree with the fee increases and spoke to why he feels that way. A discussion was had about comparisons to different towns. Some members of the board feel that the rates have now plateaued except for normal cost of living increases. Ratner does not think they should charge a parking fee for daysailors. *Benzie amended his motion to approve the 2020 the Town of Camden Harbor fees with the harbor committees' recommendations with the following changes: Winter dinghy permit \$50, the fisherman's Oct-May zero increase, the fishermen fees for Camden residents \$400, the fishermen fees for nonresidents \$500 and to add a daysailor/windjammer pump out for \$20. McKellar seconded. No further discussion. Motion passed 4-0-0.*

- b. Parks & Recreation:** The board will discuss the Snow Bowl fees in February. Beth Ward said they would like to add a field use reservation fee. This would be per league per year in the amount of

\$100 for youth leagues and \$300 for adult leagues. McKellar asked to have it clarified as per league/per year so it's less confusing.

***Ratner motioned to authorize the changes with the wording change for the revenue for field use reservations. Benzie seconded. No discussion. Motion passed 4-0-0.***

Beth Ward asked the board if they wanted her to continue free Wednesdays for Camden residents. She also spoke about the Camden residents only 2 hour \$16 ticket for Thursdays & Fridays. ***Marc Ratner motioned to authorize free Wednesdays for Camden residents. Benzie seconded. McKellar added that she thinks it should have remained in effect. The board feels it should be on the rate schedule. No further discussion. Motion passed 4-0-0.***

A discussion was had about the Windjammer fest merchandise. It will be delegated to the committee.

They also discussed the children under 6 season pass. ***Ratner motioned to allow children under 6 a free season pass with a picture. Benzie seconded for discussion. Chair Falciani stated there is a motion on the table to allow children 5 and under to have a season pass for 2021 with parents signing a liability statement. Beth Ward stated she could make an exception this year so if an adult of that child has a seasons pass, that child can get a seasons pass without having to deal with the ticket area. No further discussion. Motion passed 4-0-0.***

**c. Opera House: *Tabled for a future meeting.***

**9. Midcoast Solid Waste Budget Timeline Update:** Alison McKellar said the budget will not be on time; it's taking longer.

**10. Follow-up Discussion on Meeting with Ragged Mountain Foundation re: Fundraising for Snow Bowl Lodge: *Tabled for a future meeting.***

Go to [YouTube/TownofCamdenMain](https://www.youtube.com/watch?v=...) to view the whole select board meeting.

**ADJOURN**

***There being no further business before the Select Board Chair Falciani entertained a motion to adjourn. A motion was made and seconded to adjourn the meeting at 10:10 p.m. No Discussion. Motion passed 4-0-0.***

Respectfully Submitted,

Kendall Espinosa  
Recording Secretary

January 10, 2020

To the Camden Select Board,

I am writing to request continued permission to organize the Snowplow Parade for the Toboggan Nationals weekend 2020. The evening of the parade would be Friday, February 7<sup>th</sup>, 2020. The event would begin at 6:00pm at the Tibbets Building Parking lot located off Virginia Avenue, travel down Union Street, south onto Elm Street, through Main Street and would end at the Mountain Street flashing light.

Karen Brace and I started this new style of parade for the town (3) three-years ago from an idea I had conversed with her about to help bolster the Winterfest Weekend. After a few more discussions we found ourselves in a meeting with Fisher Engineering to help pioneer the very first event. While that year's parade directly followed a large snowstorm and some companies and plows dropped out, we were very successful with approximately 11 plows in the parade. The town was just as packed as the Christmas by the Sea parade and a buzz about how cool such a parade was began to take off. Many people continue to talk about it and ask when/if this will occur! This event has only grown more and more each year (to the tune of 20+) in attendance and due to that I would like to keep it very much alive!

I am requesting permission to continue this annual event and will organize all aspects, from applications to lineup. Holly Anderson has agreed to assist me in coordinating PD and Fire for that evening.

I thank you so very much for your consideration and look forward to your continue support.

Warm Regards,



Erick Anderson

General Manager of Hotels

Lord Camden Inn | Grand Harbor Inn | 16 Bay View

## **Addendum to Agreement by and Between the Town of Camden and Northeast Mobile Health Services**

WHEREAS, the Town of Camden, a municipal corporation with a mailing address of 29 Elm Street, Camden, Maine and North East Mobile Services (NEMHS), a Maine corporation with a mailing address of 24 Washington Avenue, Scarborough, Maine, previously entered into an Agreement for emergency medical services for the period from July 1, 2019 through June 30, 2020 (“Agreement”);

WHEREAS, the term of that Agreement will expire on June 30, 2020; and

WHEREAS, the parties wish to extend the term of the Agreement for one year running from July 1, 2020 through June 30, 2021, and incorporate some limited modifications to the existing agreement, as described herein.

NOW THEREFORE, the parties hereby agree, for valuable consideration, as follows to wit:

1. The first sentence in Section II entitled “Emergency Medical Services and Performance Requirements” part E “Average Response Time Performance Requirements” is hereby amended and shall be replaced as follows: “ -“Response Time” is defined as the total time from when the call is dispatched by Knox County Regional Communication Center to NEMHS to the time NEMHS’s ambulance arrives at the incident.”

±

2. Unless specifically displaced by the terms and conditions described herein, all other terms and conditions of the Agreement shall remain in full force and effect.

DATED: \_\_\_\_\_

\_\_\_\_\_  
Town of Camden  
Audra Caler-Bell, Town Manager

\_\_\_\_\_  
North East Mobile Health Services  
Robert E. Russell, Chief Executive Officer

Hello Audra and Janice,

A collective of galleries in Camden has been organizing a Camden Art Walk, Third Thursdays starting May 2020. We would like it to be a town wide event, open for all businesses to stay open late those evenings, just as they do in Rockland.

We would like the opportunity to hang banners on the lamp posts in the summer, as they do for Toboggan Festival and CIFF, with the Camden Art Walk logo (attached.) As I understand it, we need the approval of the Select Board. Please let me know if we can be on your agenda at one of the upcoming meetings. We are working together with several businesses, as well as The First Bank on a sponsorship package, and it would be helpful to know if we can move forward in order to properly budget collectively.

Thank you for your consideration.

Kirsten

Kirsten Surbey

Page Gallery

23 Bay View Street

Camden, Maine 04843

207-230-8048



# Memo

**To:** Camden Select Board  
**Cc:** Town Manager – Audra Caler-Bell  
**From:** Opera House Manager – Dave Morrison  
**Date:** January 17, 2020  
**Re:** Fundraising – Opera House Balcony Seats

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The Camden Opera House, working with the Camden Conference and CIFF, would like to initiate a crowdfunding project to raise money for seat cushions for the wooden balcony seats.

Camden Conference has been interested in doing this for several years, as their audience must sit for longer periods, and folks have mentioned how much they would appreciate more comfortable balcony seats. During Camden Conference you will see quite a few folks bringing cushions from home. We have tried to source cushions from various suppliers, but what is available are the types of cushions that tie onto dining room chairs, and the shape, size, and method of tying don't work with our seats.

This year, Opera House Committee member Kathleen Brown (a professional seamstress and theater costume designer) took on the project, and found that the Maine State prison has an excellent upholstery shop, that can pretty much create whatever product you want (and some of the funds raised go to aid families of inmates). Kathleen sourced several types of materials, and chose a very sturdy stain-resistant Sunbrella fabric. They made us a few prototypes, and a cost proposal – 187 cushions = \$8,582.00.

We decided that as neither the COH nor Camden Conference had that amount in their budget, that crowdfunding could be a good way to pay for the cushions. Opera House Committee member Rossanna Wang, who has great experience with crowdfunding, steered me to Face Book (as opposed to GoFundMe, Kickstarter, or any of the non-profit platforms like Fundly, Snowball, etc) because their rates are the lowest, and it's streamlined and effective. Our hope is to have a campaign up by the end of January so we can promote it during Camden Conference and the CIFF Cabin Fever mini-fest. All funds will be deposited in the town bank account, and Jodi can move them to an account we will identify. As soon as the required funds are raised we will arrange for the cushions to be manufactured and delivered.

**From:** [Scott Dyer](#)  
**To:** [Steve Pixley - Town of Camden \(spixley@camdenmaine.gov\)](mailto:spixley@camdenmaine.gov)  
**Subject:** thru flow decking  
**Date:** Tuesday, December 10, 2019 1:52:34 PM

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Hi Steve,

As per your request, please review the following for light penetrating decking for the floats at Camden Harbor.

The proposal that I sent you represents an approximate total of 1325 sq ft. The upgrade to a light permissible decking is about **8.50 / sq.ft** cost to the overall.

The math comes out to  $1325 \times 8.50 / \text{sq.ft.} = \$11,262.50$  + original estimate (\$52,393.00) = **\$63,655.50**

The decking we have used in small quantities in the past is call **Thru-Flow** and you can look it up on their website to get a visual on this product. Thru-Flow is the material I have budgeted above.

There may be others available, but this seems to be the better quality of the ones I've seen in the past 10 years and we have applied it to very small projects such as short gangways and swim floats.

Here is why I do not usually endorse this as a good float decking for a commercial site:

- 1.) **Design:** All float designs cover about 50-70% of the underneath frame and therefore any decking above the flotation will not allow any light to pass through these areas regardless the type of decking used. Any available area left to allow light through is chopped up into smaller sections and not continuous.
- 2.) **Durability:** this product is a combination of plastic reinforced with fiberglass fibers. It is good for foot traffic but any other usage can cause it to be damaged, i.e. dock carts, dropping items on deck, dragging items down the decking, etc.
- 3.) **Price:** There may be a "Rubbermaid" alternative type of perforated decking available that *could* be less expensive, but our experience is that it will not last and be needed to be repaired often and replaced sooner than traditional decking. Thru-flow is expensive and normally not readily available locally, therefore it would need to be ordered and shipped in by common carrier, which adds to the expense of the product. There may be some local Maine or New England warehouses that have *some* of this available, but this will be limited to quantities, color and sizes. A float deck job will need a very large amount of decking to be ordered.
- 4.) **Size limitations and installation:** All panels come in a variety of standard sizes, in 12" or 24" increments. Most floats do not have a perfect dimension to accept pre-dimensioned panels. Therefore they would have to be cut and modified which is not an ideal construction situation.
- 5.) **Aesthetics:** As mentioned above, if the panels need to be cut, the visual look be choppy and will not look like a quality construction job in the end.

Please note that aluminum grating is available but ,for many of the reasons stated above, I would not endorse a metal decking for a public access site such as yours.

I hope this helps as you look for alternative decking surfaces and if you have any questions, please do not hesitate to contact me.

All the best.

Scott

**Scott F. Dyer**

**General Manager**

**Custom Float Services, Inc.**

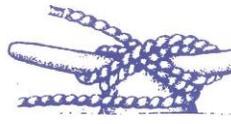
**11 Wallace Ave**

**South Portland, Maine 04106**

**Phone#1-888-844-9666**

**Fax#1-207-347-7283**

**Cell#1-207-415-1118**



# Custom Float Services, Inc.

October 15, 2019

Mr. Steve Pixley  
Harbormaster  
Town of Camden  
Camden, ME 04843

## **\*\*\* Proposal for new floats at Camden Harbor Public Landing\*\*\***

**Scope of Work:** Custom Float Services will provide all the tools, materials and labor to build and deliver the following replacement float sections at the Town of Camden Public Landing:

- (1) 8' x 24' bulkhead float
- (1) 14' x 30' gangway float
- (1) 8' x 26' main walkway (angled)
- (1) 6' x 32' main walkway float section
- (1) 6' x 52' main walkway float section

32' and 52' walkway sections will be reduced to shorter length float sections for each run.

All sections will be built at the CFS shop located at 11 Wallace Ave, South Portland, Maine. Float sections will be transported via flatbed truck and delivered to the Public Landing to be offloaded and installed by others.

### ***Float specifications:***

**Flotation:** All flotation used to be ACE Roto-Mold float drums. Approximate freeboard to be 16-17" with no live load. All ACE Roto-Mold float drums have a 15 year pro-rated warranty against factory defects. Each drum has a roto-molded polyethylene outer shell with a minimum thickness of 1/8" (.180" nominal). Entire inside of molded shell is foam filled expanded polystyrene core (EPS).

October 15, 2019

**Frame:** Outside frame and drum joists to be #2 4x8 .60 ACQ pressure treated (**pt**) southern yellow pine (**syp**). Any intermediate joists to be #2 4x8 or #1 2 x 8 .60 ACQ pt syp. Outer skirt boards to be #1 2x10 pt syp.

**Decking:** All decking to be Duralife Dockboard , grey in color and will be fastened with #10 x 3” 316 grade stainless steel screws.(**s.s.**)

**Hardware:** Outside corners will 3/8”thick hot-dipped galvanized (**hdg**) steel. All connection hardware to accept 1” diameter connecting pins. All inside corners will have a reinforced 1/4” thickness backing plate with brace (Part #FDH-IN) all drum and intermediate joists will have a 1/4” thickness joist stiffener bolted through frame and/or skirt board.

**Bolts:** All bolts for hardware will be 1/2” diameter hdg carriage bolts.

**Fendering:** All working sides of float to have Edgepro fendering, model #5008, grey in color. All fendering to be installed with #12 x 1” 316 grade stainless steel screws.

**Cleats:** All float sections to have an array of 12” hot-dipped galvanized dock cleats or tie rail for small boat tie up. All cleats to be attached directly to the float frame with galvanized back-up hardware and bolts. All tie rails to be 2 x 4 .60 ACQ pt fastened with hot dipped galvanized lag bolts, exact positions and final quantities to be determined by customer.

**Bottom skids:** All floats to have 4x 8 bottom skids with timber uprights attached with hot dipped galvanized

**Anchor hardware:** Floats will have anchor chain attachments as required by the Harbormaster. All hardware will be hot dipped galvanized and installed in locations to be determined.

**Delivery:** All float sections will be delivered via flat-bed truck to Town of Camden Public Landing to be unloaded by others.

**Permits:** Not included, to be by others.

**Installation:** Not included

October 15, 2019

**Pricing Summary:**

1.) All floats as specified above, F.O.B. South Portland, Me	\$50,643.00
2.) Delivery of floats to Town of Camden Public Landing:	<u>\$1750.00</u>
<b>Total:</b>	<b>\$52,393.00</b>

Floats to be unloaded and installed by others.  
Over width permits for gangway float included.

All pricing good for 30 days

**Terms:TBD**

Proposal submitted by:  Date: 10-15-19  
Scott F. Dyer/General Manager

We look forward in working with you on this future project!



# Memo

**To:** Camden Select Board  
**From:** Town Manager – Audra Caler-Bell  
**Date:** January 17, 2020  
**Re:** AV Upgrades – French Conference Room

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**Aja HELO:** this device has been purchased and is replacing the VidiU. It is often used for 24hr streaming situations, and runs longer and stronger than the VidiU. It is simple to operate, although setup, and troubleshooting will be more complex.

**Microphones:** this proposal would double the number of microphones, which has its drawbacks. Boundary mics, (or “table” mics) which are placed on the table and pick up all the sound around are easy to use, but have no way to select focus of sound. So, people with soft voices will be unheard, while the pen-clicker can drown out the content of the conversation. With individual mics, the auto-mixer that we have can help choose the prominent sound while cutting out other noises.

**Wireless presentation:** this system would allow people to access the projector from their computer, or tablet etc. This will be a shared system that will allow multiple participants at once.

**Speakers:** As it is now, the small speakers in the room are positioned in such a way, that the sound from a video cannot be heard by anyone sitting on the dais. But since there is need for the audio from the mics to reach the back of the room, there would need to be two sets of speakers in order to perform both duties.

**TV monitor:** this is surprisingly complicated to route the signal. However, it will alleviate the problem of the Select Board not being able to see presentations on the projector screen behind them.



Proposal To:  
Camden Opera House

For:  
Misc Upgrades

December 30, 2019



## SYSTEM DESIGN

Hi Juniper,

This proposal has many sections - each section will be explained in turn. The main body of the proposal contains only the additional camera plus accessories and installation. To get a price for multiple options, go to the last page for an overview of what each system will cost. I'm happy to rerun this proposal with any of the options folded in together so you can have one proposal and one price for all desired components.

Regards,

Noah



# CONFERENCE ROOM

## SCOPE

Required Work:

- One 15-amp circuit is to be installed at the mounting location of the camera. This is to be installed prior to Stone Mountain Sound's install day by an electrician provided by the Town of Camden.

## AUDIO

QTY	DESCRIPTION	PRICE	PRICE EXT	TOTAL
1	SMS SDI Bundle	\$73.00	\$73.00	\$73.00
1	CAT6 Bundle Not Shielded	\$46.00	\$46.00	\$46.00
<b>AUDIO TOTAL</b>				<b>\$194.00</b>

## VIDEO

QTY	DESCRIPTION	PRICE	PRICE EXT	TOTAL
1	Sony SRG120DS 12x 1080p 3G-SDI PTZ Camera	\$1,725.00	\$1,725.00	\$1,725.00
1	Sony CAMWMBKTDHW Sony CAM-WMBKTDHW - Camera mounting bracket - wall mountable - flat white - for Sony SRG-120DH, SRG-120DS, SRG-120DU	\$72.00	\$72.00	\$72.00
<b>VIDEO TOTAL</b>				<b>\$2,247.00</b>
<b>LABOR TOTAL</b>				<b>\$525.00</b>
<b>CONFERENCE ROOM TOTAL</b>				<b>\$2,441.00</b>



# EQUIPMENT RACK

## VIDEO

QTY	DESCRIPTION	PRICE	PRICE EXT	TOTAL
1	Atomos Connect Convert   SDI to HDMI Compact, broadcast quality SDI to HDMI converter featuring full size 3G/HD/SD-SDI, lockable HDMI, lockable DC power and removable included mounting ears	\$99.00	\$99.00	\$99.00
1	Kramer Electronics CHM/HM6 HDMI Cable, 6'	\$12.00	\$12.00	\$12.00
<b>VIDEO TOTAL</b>				<b>\$161.00</b>
<b>LABOR TOTAL</b>				<b>\$50.00</b>
<b>EQUIPMENT RACK TOTAL</b>				<b>\$161.00</b>



OPTIONAL: NEW STREAMING DEVICE

SCOPE

This option replaces the current streaming device with a new streaming device. Please note that this price reflects the whole price of the device, but on the invoice you will be credited the purchase price of the current streaming device (\$700).

VIDEO

QTY	DESCRIPTION	PRICE	PRICE EXT	TOTAL
1	AJA Video Systems HELO H.264 HD/SD recorder and streaming appliance	\$1,295.00	\$1,295.00	\$1,295.00

VIDEO TOTAL \$1,557.50

SHIPPING AND TAXES \$71.23

SUMMARY

EQUIPMENT TOTAL \$1,295.00

LABOR \$262.50

SHIPPING \$0.00

TAX \$71.22

OPTIONAL: NEW STREAMING DEVICE TOTAL +\$1,628.73

## OPTIONAL: CONFIDENCE MONITOR FOR DAIS

### SCOPE

This option adds a confidence monitor on a roll away cart so that councilors sitting on the dais can see what is on the projection screen.

Required Work:

- One 15-amp circuit will need to be installed in an appropriate location to power the TV. If one does not currently exist it will need to be installed by electricians to be provided by the Town of Camden.

### AUDIO

QTY	DESCRIPTION	PRICE	PRICE EXT	TOTAL
1	CAT6 Bundle Not Shielded	\$62.00	\$62.00	\$62.00
<b>AUDIO TOTAL</b>				<b>\$162.00</b>
<b>SHIPPING AND TAXES</b>				<b>\$23.41</b>

### VIDEO

QTY	DESCRIPTION	PRICE	PRICE EXT	TOTAL
1	Chief PFQUB 2' LFP MOBILE CART	\$650.00	\$650.00	\$650.00
1	Samsung DC43J 43-inch Commercial LED LCD Display - TAA	\$549.00	\$549.00	\$549.00
1	AVPro Edge AC-EX70-UHD-BKT 70M Basic Extender	\$299.00	\$299.00	\$299.00
3	Kramer Electronics CHM/HM6 HDMI Cable, 6'	\$12.00	\$36.00	\$36.00
1	SMS Misc Mounting Hardware Velcro	\$5.00	\$5.00	\$5.00
1	Tecneq Custom Panel CAT6 Pass Through Wall Plate	\$25.00	\$25.00	\$25.00
1	Kramer Electronics VM-2H2 4K HDMI Distribution Amplifier with HDCP2.2 and HDMI2.0 supp	\$354.00	\$354.00	\$354.00
<b>VIDEO TOTAL</b>				<b>\$2,724.25</b>
<b>SHIPPING AND TAXES</b>				<b>\$125.49</b>



SUMMARY

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EQUIPMENT TOTAL	\$1,980.00
LABOR	\$906.25
SHIPPING	\$40.00
TAX	\$108.90
OPTIONAL: CONFIDENCE MONITOR FOR DAIS TOTAL	+\$3,035.15



## OPTIONAL: SPEAKER REPLACEMENT

### SCOPE

This option replaces the speakers on the ceiling of the conference room. Two speakers will be mounted for voice and media playback for the constituent seating area and two will be mounted for media only playback on the dais.

Volume control will be accomplished by a wall-mounted volume knob, exact location to be determined.

### AUDIO

QTY	DESCRIPTION	PRICE	PRICE EXT	TOTAL
2	Martin Audio Adorn A55W Ultra-Compact Loudspeakers	\$160.00	\$320.00	\$320.00
2	Martin Audio CDD6W 6.5" CDD SPEAKER WHITE	\$420.00	\$840.00	\$840.00
1	SMS Custom Fabrication CDD6 Wall Brackets	\$200.00	\$200.00	\$200.00
1	QSC PLD4.2-xx 2000W Amplifier using FAST channel combining technology. 4 channels, 500 watts/ch at 8Ω, 700 watts/ch at 4Ω, 625 watts/ch at 2Ω, with XLR and NL4 connectors.	\$1,150.00	\$1,150.00	\$1,150.00
200	West Penn 25227B 12AWG Plenum 2-Conductor Speaker Cable	\$0.60	\$120.00	\$120.00
1	Symetrix ARC-K1e White Rotary Encoder with Push Button and LED Ladder	\$280.00	\$280.00	\$280.00
1	CAT6 Bundle Not Shielded	\$38.50	\$38.50	\$38.50
1	Generic Mud Ring Mud Ring	\$2.50	\$2.50	\$2.50
<b>AUDIO TOTAL</b>				<b>\$4,219.75</b>
<b>SHIPPING AND TAXES</b>				<b>\$207.31</b>



SUMMARY

EQUIPMENT TOTAL	\$2,951.00
LABOR	\$1,268.75
SHIPPING	\$45.00
TAX	\$162.31
OPTIONAL: SPEAKER REPLACEMENT TOTAL	+\$4,427.06



## OPTIONAL: ADDITIONAL WIRELESS MICROPHONES

### SCOPE

This option adds 8 more of the same make and model of wireless microphone that currently exists in the conference room.

### AUDIO

QTY	DESCRIPTION	PRICE	PRICE EXT	TOTAL
1	Shure MXWAPT8--Z10 8-CH ACCESS POINT TRANSCEIVER	\$3,500.00	\$3,500.00	\$3,500.00
2	Shure MXWNCS8 8-Channel Networked Charging Station	\$1,800.00	\$3,600.00	\$3,600.00
8	Shure MXW8--Z10 DESKTOP BASE TRANSCEIVER	\$580.00	\$4,640.00	\$4,640.00
8	Shure MX415RLPDF/C 15" Shock-Mounted Gooseneck, Red LED Ring on top, Less Preamplifier, Dual Flexible, Cardioid	\$230.00	\$1,840.00	\$1,840.00
2	Generic Mud Ring Mud Ring	\$2.50	\$5.00	\$5.00
1	CAT6 Bundle Not Shielded	\$93.00	\$93.00	\$93.00

AUDIO TOTAL \$14,650.50

SHIPPING AND TAXES \$808.29

#### SUMMARY

EQUIPMENT TOTAL \$13,678.00

LABOR \$972.50

SHIPPING \$56.00

TAX \$752.29

**OPTIONAL: ADDITIONAL WIRELESS MICROPHONES TOTAL +\$15,458.79**



## OPTIONAL: WIRELESS PRESENTATION SYSTEM

### SCOPE

This option allows users of the space to wirelessly show presentation materials from their personal devices on the projection screen and the stream. The selected unit has these features:

- iOS/Android app
- Works with: Google Cast, Airplay, and Miracast R2
- Includes two buttons - plug it into a computer, hit the button, and share immediately
- Has functionality for annotation and blackboarding
- Two users can share data on the screen at the same time

### VIDEO

QTY	DESCRIPTION	PRICE	PRICE EXT	TOTAL
1	Barco CSE-200+ Wireless presentation system	\$2,250.00	\$2,250.00	\$2,250.00
1	Kramer Electronics CHM/HM6 HDMI Cable, 6'	\$12.00	\$12.00	\$12.00
1	Middle Atlantic UTR1 1SP UNIVERSAL HALF-RACK TRAY	\$35.00	\$35.00	\$35.00
<b>VIDEO TOTAL</b>				<b>\$2,640.75</b>
<b>SHIPPING AND TAXES</b>				<b>\$141.34</b>
<b>SUMMARY</b>				
<b>EQUIPMENT TOTAL</b>				<b>\$2,297.00</b>
<b>LABOR</b>				<b>\$343.75</b>
<b>SHIPPING</b>				<b>\$15.00</b>
<b>TAX</b>				<b>\$126.34</b>
<b>OPTIONAL: WIRELESS PRESENTATION SYSTEM TOTAL</b>				<b>+\$2,782.09</b>

## FINANCIAL

### PAYMENT SCHEDULE

To be determined

EQUIPMENT TOTAL	\$2,027.00
SHIPPING TOTAL	\$12.00
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LABOR TOTAL	\$575.00
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SUBTOTAL	\$2,614.00
TOTAL TAX	\$111.49
PROJECT TOTAL	\$2,725.49

**OPTIONS** Not included in the project total. Initial to the left to add the option to your project.

_____	OPTIONAL: NEW STREAMING DEVICE	+\$1,628.73
_____	OPTIONAL: CONFIDENCE MONITOR FOR DAIS	+\$3,035.15
_____	OPTIONAL: SPEAKER REPLACEMENT	+\$4,427.06
_____	OPTIONAL: ADDITIONAL WIRELESS MICROPHONES	+\$15,458.79
_____	OPTIONAL: WIRELESS PRESENTATION SYSTEM	+\$2,782.08

## TERMS

All equipment is subject to 5.5% Maine State tax

60% due upon signing of contract (deposit) and 40% due upon final invoice. Invoices overdue by 30 days or more will accrue interest at the rate of 1.5% per month.

Project scheduling will occur and work will begin only after the contract has been signed (or a purchase order issued) and the deposit received. The scope of work and relationship between the parties shall be governed by the terms of an Agreement, to be executed upon your agreement to proceed with the contemplated work; the terms of the Agreement will supersede the terms outlined within this Proposal.

TERMS and CONDITIONS of this quote:

The pricing in this contract is valid for 30 days from the date indicated above. Import tax may change at any time. Any additional tax will be added to the purchase if the import tax laws change abruptly during the sales process. The tax will be the responsibility of the purchaser and can be up to 25%. This pricing is based on the assumptions set forth above. If any assumptions prove invalid, the price could change. Pricing is established based upon the best information provided by the client at the time the pricing is determined. If circumstances change, or different information becomes available prior to the contract being signed, the price could change.

Electrical Outlets and Pathways:

Prior to SMS beginning on-site work, the client will install all electrical outlets, floor boxes, and conduits in the area(s) where audiovisual equipment is to be installed as specified by SMS. All power runs are to be clean and properly grounded. All electrical work is to be installed in compliance with all applicable electrical codes.

CITY AND TOWN PERMITS are additional to the quoted price.

This design is sole property of Stone Mountain Sound, and has been supplied to aid in the evaluation process of selecting a vendor for the services described herein. We ask that this design proposal not be distributed, shared or otherwise used as a bidding instrument.