

From: [Blackford, M. Bret](#)
To: ["jbritzmann@mcknightcrossings.org"](mailto:jbritzmann@mcknightcrossings.org)
Cc: ["bret.Blackford@Yahoo.com"](mailto:bret.Blackford@Yahoo.com); ["jkryder@mcknightcrossings.org"](mailto:jkryder@mcknightcrossings.org)
Subject: 02.16.2022: Elite bid/proposal & Bret thoughts
Date: Thursday, February 17, 2022 8:26:00 AM
Attachments: [Elite bid.pdf](#)
[Elite bid.docx](#)
[MX-Auditorium.pdf](#)

Jeannie,

Below are some of my initial questions/thoughts after discussing the auditorium lighting proposal (attached) with Jeff Erickson of Elite.

Overall I feel comfortable with Jeff E. and think Elite would be a good company to partner with on the project. I also would like to move quickly on this once you and I are comfortable with the overall project details. I think we might be able to shave a few dollars here and there but think bid, based on itemized detail, is reasonable.

Next steps:

1. Jeannie review my thoughts outlined herein and add any of her own
2. Present questions to Jeff E. of Elite for responses
3. Jeannie and Bret decide go/no-go on project.
 - a. Go:
 - i. discuss proposal with Jeff Kryder and Admin Elders (\$30k budget avail?)
 - ii. briefly discuss proposal and project with elders
 - iii. make some type of announcement to congregation (only because stage lighting will be a visible change)
 - b. No-Go:
 - i. Obtain additional bids
 - ii. Rescope project
4. Jeannie and Bret decide ...
 - a. Do house lighting and stage lighting together
 - b. Start with house lighting and move to stage lighting later
5. Jeannie and Bret contact Jeff E at Elite to sign contract and start work
6. Jeannie and Bret monitor work thru to completion
7. Move to next phase of auditorium project, possibly stage setting (including backdrop)

I do not expect to spend much time on any of the individual steps above. Once Jeannie and I are comfortable with project scope and proposal I will work hard to get things started while providing some opportunity for discussion with elders and congregation (mostly I plan to explain what Jeannie and I plan and not open project up for discussion of scope or requirements).

Note: I've CC'd Jeff Kryder on this email to keep him apprised of the project status to date.

--- Bret

Below are my initial Questions for Jeff Erickson at Elite

Questions:

House Lighting:

1. The main controller - [Crestron CP3 Automation/Control Processor](#) – came out about 10 years ago. This system is much much better than what we currently have but is there any newer technology we should consider? Possibly something easier to program (doesn't require C#)? I appreciate using used equipment but if there is better technology that could make our lives easier 5-10 years down the road I'd like to understand options, even for a few dollars more.
2. Rack System – we currently have a rack in the auditorium we can repurpose if dimensions are appropriate
3. UPS & Battery Pack – I prefer not using any UPS or battery packs unless they are required for line conditioning.
4. Programming – We have some capable programmers and I would like to have Elite do minimal programming and allow McKnight to learn the system and do the bulk of the programming. I think this is C#, correct? We can discuss
5. Electrical Labor – McKnight has a couple skilled electricians. Are there specific areas you can point out where we could use internal labor to save some cost? I also want to make sure this does not slow or impede any Elite installation time.

House Lighting:

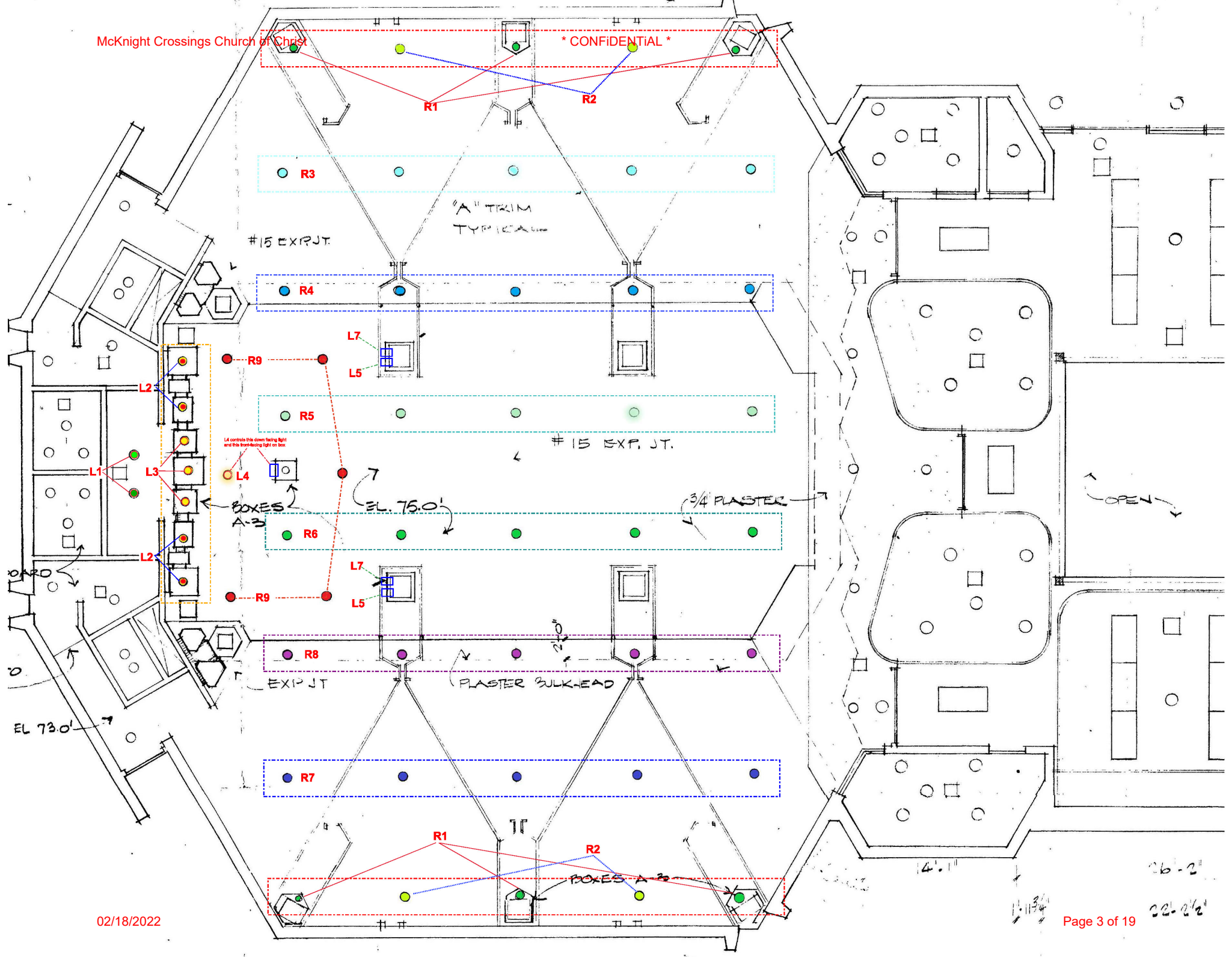
Materials	\$ 4,315.00	possible saving as discussed above #1-3
Labor	\$ 6,195.00	possible savings as discussed above #4-5
Total	\$10,510.00	← does not include any possible savings

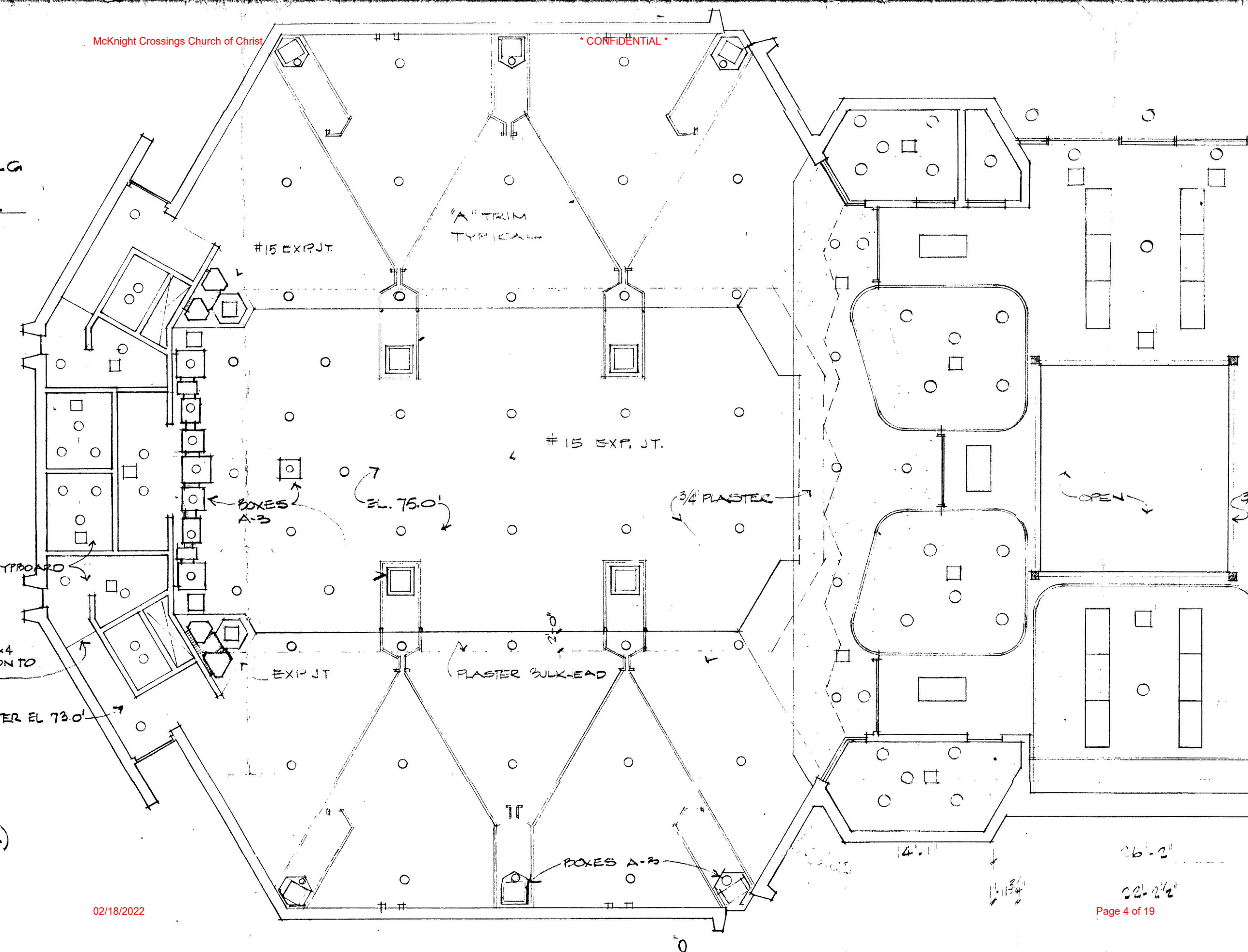
Stage Lighting:

1. We would like an idea of where additional stage lighting would be mounted and directed marked on the attached auditorium blueprint (also available at slide 19 [here](#)).
 - a. Location of 7 lights (if we go that route)
 - b. Location of 5 lights (if we go that route)
2. You verbally mentioned adding two (2) additional 20amp circuits for the new stage lighting. If this is correct please add this information to the bid/proposal.
3. You verbally discussed that additional lights could be added and managed by controller (scalability of system). We may want some mention of this in bid/proposal document.
4. Would we want to have two (2) of the lights be color adjustable? (There is some limitations in how warm/cool they can be set.)

Stage Lighting:

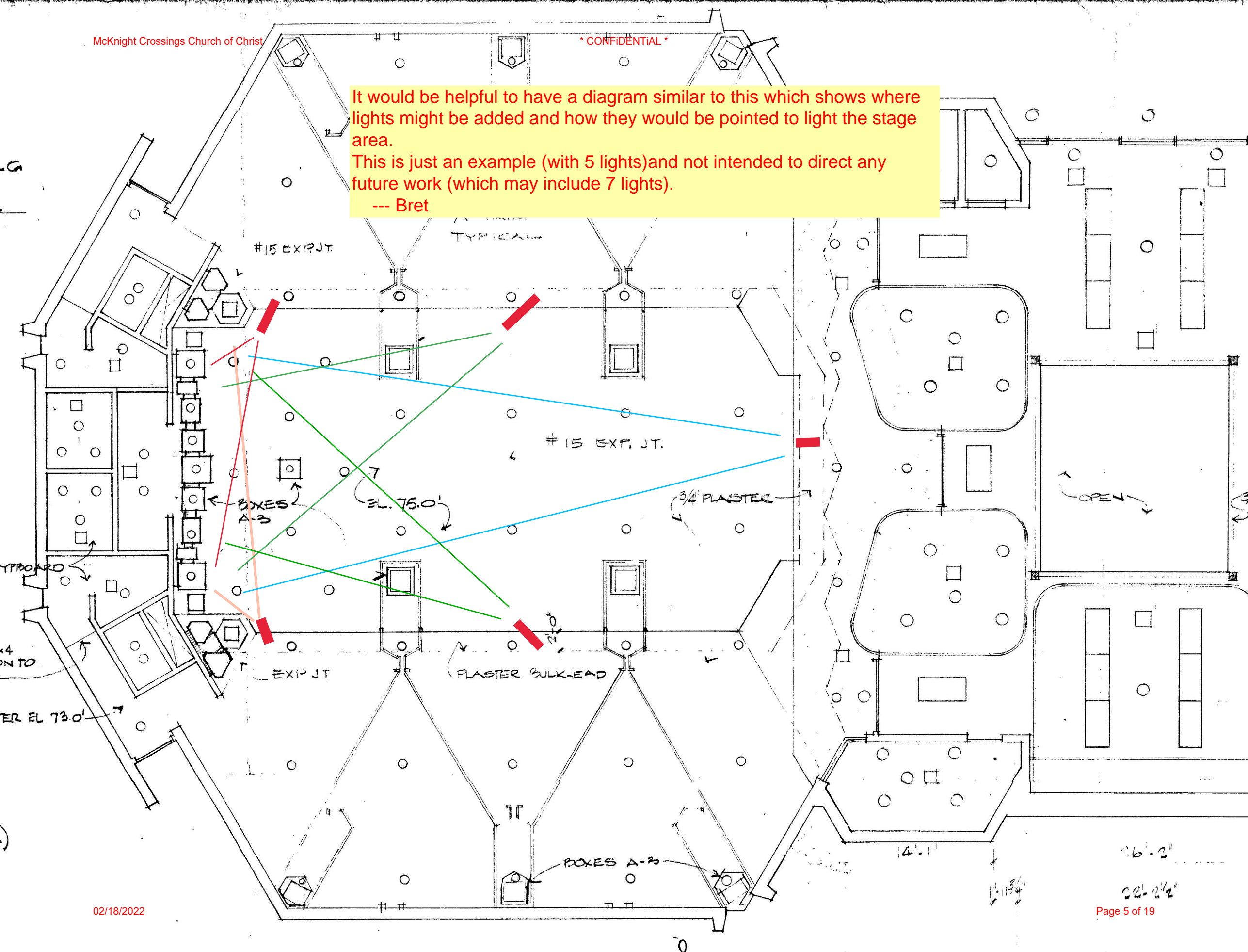
Materials	\$12,791.00	Price with 7 lights, may only need 5
Labor	\$ 7,195.00	possible savings as discussed above #4-5
Total	\$19,986.00	← does not include any possible savings





26'-2"
 22'-2 1/2"

It would be helpful to have a diagram similar to this which shows where lights might be added and how they would be pointed to light the stage area.
This is just an example (with 5 lights) and not intended to direct any future work (which may include 7 lights).
--- Bret



Proposal to:

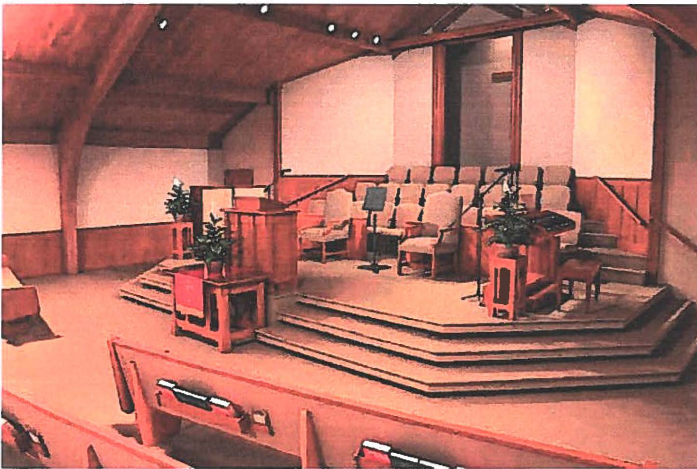
McKnight Crossings Church of Christ

For:

Lighting Updates

February 14, 2022

Elite Technology Solutions



1250 Jungermann Road, St Peters, MO 63376

Technology that works for you.



ELITE
TECHNOLOGY SOLUTIONS

About Us

Elite Technology Solutions is a professional, design-build, systems integration firm. We apply our creativity and competency to produce beautiful, reliable and easy-to-use systems for our church, educational, museum, business and luxury residential clientele.



Our History

Elite was established in 1988 by Jeff Erickson. At the start, Elite focused primarily on sound reinforcement systems for churches. We then added video display systems and expanded our market to include schools and businesses. Most of these institutions had no trained technical staff, so it became vital that we make these systems easy-to-use. Integration and control became a central theme for all of our systems.



Our Services

Elite has been serving the marketplace now for over 30 years. We provide comprehensive A/V related technology solutions starting from initial consultation and design, through installation and commissioning, to training the staff. We follow up with great service and future upgrades.



Our Team

Jeff Erickson heads up a talented team of professionals that bring a unique mix of competency, care and passion to our industry. We have many years of experience in multiple disciplines allowing us to bring you creative designs and quality installations. Our people make the difference and our clients enjoy the benefits of a team that listens and responds.



Our Goal

Happy, satisfied clients are our goal. Whether your project is large or small, you deserve the time and attention to assure a great outcome. Great systems that are reliable, easy-to-use and easy-to-own make satisfied customers. And once your system is in, great service and followup make the difference.



WARRANTY

All materials and workmanship will be covered by a one-year warranty as follows:

1. All new equipment sold by Elite will be covered by the manufacturer's warranty, which may be longer or shorter than the one-year installation warranty.
2. Any failure of the system (or any part of the system) due to defects in the installation will be corrected by us at no additional cost to you for the warranty period.
3. This warranty is void if any party other than us should tamper with or attempt to repair the system under question.
4. This warranty does not cover any losses or damage incurred on the owner because of any failure of this system to operate, other than covered repairs to the system itself.
5. This warranty does not cover damage incurred to the system or any part thereof by abuse, misuse or negligence.
6. This warranty does not cover damage done to the system by fire, flood, lightning or any other acts of God.
7. This warranty applies only to the system as installed by us at the location we installed it. If the system is moved or modified the warranty is void.
8. This warranty does not cover new/used equipment provided by the customer that we integrate with this system.
9. Unless otherwise specified somewhere else, any used equipment provided by Elite carries a 90-day warranty. We will repair or replace, at our option, any defective equipment covered by this warranty during the 90 days.
10. Apple Products are warranted by Apple. Elite assumes no warranty obligations for Apple products provided with this system.
11. Elite assumes no liability or responsibility for the support or functionality of software provided by equipment manufacturers or others used to create, program, manage, control or otherwise support this system.



HOUSE LIGHTING

SCOPE

Elite is proud to offer you this quote to update the 1970's era lighting controls in your Church. Features include:

1. Replace existing latching relays with modern lighting contactors/relays in new enclosures.
2. New relays will be controlled via a programmable control processor with ethernet based remote relay modules.
3. Control will be via a color touch screen and wall-mount keypads.
4. Control processor will be housed in a wall-mount rack. A UPS/surge protector is included.
5. All programming will be customized to meet your needs.
6. Programming includes advanced interface with a scheduler (scenes initiated by date and time of day), a scene setter (allows client to easily create and name scenes) and scenes for all keypad buttons.
7. Training on use and care of the system is included as well as program debugging.

HOUSE LIGHTING

QTY	DESCRIPTION	PRICE	LABOR	TOTAL
1	Elite Varies Crestron CP3 Automation/Control Processor, Used	\$495.00	\$0.00	\$495.00
1	Elite Varies Crestron 7" Color Touch Screen, Used	\$395.00	\$0.00	\$395.00
3	Crestron CEN-IO-RY-104 Wired Ethernet Module with 4 Relay Ports	\$295.00	\$0.00	\$885.00
2	Crestron C2N-CBD-P-B-S Cameo Keypad, Standard Mount, Black Smooth	\$295.00	\$0.00	\$590.00
1	Elite Custom Lighting Control Relay Panel, 12 Relays	\$455.00	\$0.00	\$455.00
1	Elite Custom Lighting Control Relay Panel, 8 Relays	\$355.00	\$0.00	\$355.00
1	Strong SR-WMS-10U Strong 10U Wall Mount Rack System with Swing Kit	\$695.00	\$0.00	\$695.00
1	Wattbox Power WB-OVRC-UPS-850-8 WattBox Stand-by UPS & Battery Pack for IP Power Conditioners 850 VA	\$195.00	\$0.00	\$195.00
1	Elite Misc. Bulk cable, connectors, hardware, etc. for installation (estimated)	\$250.00	\$0.00	\$250.00
HOUSE LIGHTING TOTAL				\$4,315.00



STAGE LIGHTING

SCOPE

Elite is proud to offer you this stage lighting package to significantly improve the quality of the lighting on your stage. Features include:

1. Robust, professional fixtures with very bright 250 watt LED.
2. Fixture available in a tunable white (adjustable from 2700 to 6500) or as a Quad LED RGBWW for color and white.
3. High CRI (96-97).
4. Lights are controlled via DMX. (3-8 channels each, depending fixture type and configuration).
5. Lens are available in 19, 26 and 36 degrees.
6. Fixtures available in white or black.
7. Fixtures will be placed along the existing recessed alcoves out in front of the stage.
8. Some electrical work will be required to provide power to the stage lighting. Electrical work is an estimate.
9. Stage lighting control will be integrated into the house lighting system. Additional control via theatrical lighting methods can be added in the future.
10. Programming to include scenes and keypad integration (see house lighting).

STAGE LIGHTING

QTY	DESCRIPTION	PRICE	LABOR	TOTAL
7	Mega Systems 7060-VW2 DRAMA PROFILE LED VW2, 250W VARIABLE WHITE LED, CRI 97, 5 PIN XLR, 100-240V AC 50/60 HZ	\$1,499.00	\$0.00	\$10,493.00
1	Mega Systems 7060-LENS-19 DRAMA PROFILE LED, 19° LENS	\$229.00	\$0.00	\$229.00
2	Mega Systems 7060-LENS-26 DRAMA PROFILE LED, 26° LENS	\$229.00	\$0.00	\$458.00
4	Mega Systems 7060-LENS-36 DRAMA PROFILE LED, 36° LENS	\$229.00	\$0.00	\$916.00
1	Entec 71020 DIN-ODE Mk2 Ethernet Gateway	\$295.00	\$0.00	\$295.00
1	Elite Misc. Bulk cable, connectors, hardware, etc. for installation (estimated)	\$400.00	\$0.00	\$400.00
STAGE LIGHTING TOTAL				\$12,791.00



LABOR

SCOPE

Elite will install covered system(s) as follow:

1. Deliver and install all equipment as listed.
2. All work will be completed in a neat, professional manner.
3. Installation includes positioning and aiming of fixtures.
4. Please note that some equipment installation and wiring will require a licensed electrical contractor. Estimates for this work are included. Permits may add additional cost.
5. Some materials and labor is estimated. You will be charged for labor and materials supplied to complete the project to your satisfaction.
6. Lift and scaffold rental cost is not included.

HOUSE LIGHTING

QTY	DESCRIPTION	PRICE	LABOR	TOTAL
20	Elite Installation Installation Services (estimated)		\$95.00	\$1,900.00
16	Elite Programming Programming Services (estimated)		\$175.00	\$2,800.00
1	Elite Electrical Work 3rd party electrical contractor (estimated)		\$1,495.00	\$1,495.00

STAGE LIGHTING

QTY	DESCRIPTION	PRICE	LABOR	TOTAL
20	Elite Installation Installation Services (estimated)		\$95.00	\$1,900.00
16	Elite Programming Programming Services (estimated)		\$175.00	\$2,800.00
1	Elite Electrical Work As performed by 3rd party electrical contractor (estimated)		\$2,495.00	\$2,495.00
LABOR TOTAL				\$13,390.00



ACCEPTANCE

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PAYMENT SCHEDULE

Equipment & sales tax (if applicable) prepaid at the time of execution of this Proposal. Labor is due upon completion. All amounts from invoices not paid within fifteen (15) days are subject to a finance charge of one and one-half percent (1.5%) per month (annual rate of eighteen percent-18%). In the event that any unpaid invoices for equipment, labor or any other services provided are placed with an attorney for collection then you will be responsible for all reasonable attorneys' fees and expenses of collection. This Proposal is valid for 30 days. NOTE: 3% processing fee will be added for credit card payments.

EQUIPMENT TOTAL	\$17,106.00
INSTALLATION	\$7,790.00
PROGRAMMING	\$5,600.00
LABOR TOTAL	\$13,390.00
SUBTOTAL	\$30,496.00
TOTAL SALES TAX (TAX EXEMPT)	\$0.00
PROJECT TOTAL	\$30,496.00



Proposal to:

McKnight Crossings Church of Christ

For:

Lighting Updates

February 17, 2022

Elite Technology Solutions



1250 Jungermann Road, St Peters, MO 63376

Technology that works for you.



ELITE
TECHNOLOGY SOLUTIONS

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14	Elite Programming Programming Services (estimated)		\$175.00	\$2,450.00
1	Elite Electrical Work 3rd party electrical contractor (estimated)		\$1,495.00	\$1,495.00
HOUSE LIGHTING TOTAL				\$8,890.00

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1	Elite Electrical Work As performed by 3rd party electrical contractor (estimated)		\$2,495.00	\$2,495.00
STAGE LIGHTING TOTAL				\$19,986.00

ACCEPTANCE

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PAYMENT SCHEDULE

Equipment & sales tax (if applicable) prepaid at the time of execution of this Proposal. Labor is due upon completion. All amounts from invoices not paid within fifteen (15) days are subject to a finance charge of one and one-half percent (1.5%) per month (annual rate of eighteen percent-18%). In the event that any unpaid invoices for equipment, labor or any other services provided are placed with an attorney for collection then you will be responsible for all reasonable attorneys' fees and expenses of collection. This Proposal is valid for 30 days. NOTE: 3% processing fee will be added for credit card payments.

EQUIPMENT TOTAL	\$16,216.00
INSTALLATION	\$7,410.00
PROGRAMMING	\$5,250.00
LABOR TOTAL	\$12,660.00
SUBTOTAL	\$28,876.00
TOTAL SALES TAX (TAX EXEMPT)	\$0.00
PROJECT TOTAL	\$28,876.00