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PROPOSAL DATE: July 15 2026

Proposal Number 24396

PLEASANT VALLEY SCHOOL DISTRICT

CAFETERIA PROJECTOR

PLEASANT VALLEY SCHOOL DISTRICT

PRESENTED TO: CHUCK TOMORI

PREPARED BY:
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ACCOUNT MANAGER
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The Source for Audio Visual Solutions!®

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July 15, 2026

Pleasant Valley School District
Chuck Tomori
Technology Coordinator
2233 Route 115 Ste 100
Brodheadsville, PA 18322

Re: Proposal - Cafeteria Projector

Dear: Chuck Tomori

Visual Sound, Inc is pleased to present this proposal for this project outlined in the scope of work of this proposal.

Job site is located at Pleasant Valley School District, 2233 Route 115 Ste 100, Brodheadsville, PA 18322.

Since 1967 Visual Sound, Inc. (Visual Sound, or VSI) has been designing, building, and servicing innovative AV solutions. Visual Sound presently has 100 employees and is centrally located in Broomall, Pennsylvania, which is just outside of Philadelphia, with satellite offices in Baltimore, Maryland, Mechanicsburg, Pennsylvania, and Cypress, CA. After decades of experience, our ability to grow and adapt to the latest technology and customer needs has made us a leader in the industry. Our flexibility allows us to provide a variety of services to a wide range of industries. From classroom to courtrooms, boardrooms to lecture halls, and corporate complexes to mission critical control spaces, we can create the ideal audio/visual solutions that fit your needs and budget.

If you have any questions regarding this information please do not hesitate to call me at (610) 690 1306 or send me an email at gschwartz@visualsound.com. I look forward to answering any questions you may have and to your favorable consideration of this proposal.

Warm regards,

Gregory Schwartz

Gregory Schwartz
Account Manager

VISUAL SOUND | SCOPE OF WORK

1. Pleasant Valley School District Cafeteria/Auditorium

1.A Executive Summary

Pleasant Valley is requesting a proposal for the Intermediate School Cafetorium audio visual system. The current system includes audio rack with wireless and wired microphones, amp and sound board to run theater and non-theater events. OFE projector is on a cart, close to the stage projecting to the OFE screen. There is no control system.

The Primary functions of the Intermediate School Cafetorium are for school meals, assemblies, guest speaker presentations, small theater productions.

The visual communications of this space will require a newly installed projector at a pre-determined location on the rear wall above the control room window.

The audio communications of this space will be an audio feed from the projector to the OFE audio system. No other changes will be made to the audio system.

Control of the new system should be through a touch panel located on stage in a pre-determined location by the projection screen low voltage control location. Control should be audio, volume ON/OFF, Projector ON/OFF.

1.B Room Description

The space is located on the 1st floor of the building, is a cafeteria/auditorium with estimated dimensions of 92.7' Depth, 63' Width and 21.6' overall height. The back wall to the screen is approximately 93'. An existing lighting fixture will be removed, and a duplex plug will be installed.

The school needs to provide a cable path from the control room to the projector and from the projector to the stage by the current screen controls.

The current projection screen will be used and has dimensions of 197" X 152".

1.C Scope of Work

Video System

- Furnish and install one (1) 13,000 Lumen, WUXGA laser projector
 - This will be used as the main presentation display with the OFE screen
 - Included accessories:
 - One (1) middle zoom lens with a 3.54 5.41:1 aspect ratio
 - One (1) dedicated heavy projector mount
 - One (1) Projector wall mount with 13" to 21" extension
 - One (1) 3" extension pipe
- Integrate one (1) OFE projection screen 197"W x 152"H
- Furnish and install two (2) HDMI/USB-C over HDBaseT transmitter
 - These will be used to take the HDMI/USB-C signal to the projector
 - The USB-C is a video feed only
 - One transmitter will be connected to the HDBaseT input on the projector
 - Transmitter locations: one in the control booth & one on the stage
- Furnish and install one (1) HDMI over HDBaseT receivers
 - These will receive the signal from the transmitter and will convert it back to HDMI and connect it to the projector
 - Included accessories:
 - Two (2) 6' HDMI cable to go from the receivers to the projector
 - One (1) 12' active HDMI cable to go from the transmitter on stage to an OFE presentation PC

Audio System

- Furnish and install one (1) unbalanced stereo to balanced mono adapter
 - This will be used to take the audio out of the projector and into the current OFE audio system

Control System

- Furnish and install one (1) wall mount key-pad controller
 - This will be the user interface for controlling the system
- The system controls for the system will be:
 - Display power (On/Off)
 - Source selection
 - Sources include:
 - Stage Connection
 - Booth Connection
 - Program audio volume (Up/Down/Mute)
- Furnish and install one (1) 8-port network switch
 - This is the control connection to each piece of equipment

VISUAL SOUND | PROJECT NOTES

Project Notes

The Customer will provide or be responsible for:

- Designating a key customer representative to act as a point of contact. This individual will coordinate the activities of internal customer departments and services required for successful completion of the project.
- Suitable AC Power distribution and data for the AV equipment as required. All related AC outlets activated before AV system setup.
- All permits and passes required for Visual Sound personnel access to site, including parking.
- Temporary storage area for AV equipment and installation material (equipment, cables, connectors, etc.).
- A designated trash area(s) for all packing material. Trash removal will be the responsibility of the customer.
- Painting and Patching as needed.
- Providing customer-furnished equipment as per Visual Sound requirements for its integration.
- Providing customer-furnished millwork/furniture as per Visual Sound requirements for its integration.
- Floor boxes and required conduit with pull strings.
- Finished ceiling work around installed projector lifts and screens.
- All Low Voltage and Electrical Permitting required.

Related Notes

- This proposal assumes the use of **Non-Union & Non-Prevailing Wage labor on site.**
- The installation schedule is based upon uninterrupted and consecutive daily installation during normal business hours. Once a project schedule is agreed upon, any delays caused by customer may result in rescheduling fees and/or equipment storage fees.
- Visual Sound will assign a Project Manager as a single point of contact during the life of this project.
- Any delay or interruption in providing access to Visual Sound personnel to the AV installation areas may impact the scheduled completion date and/or incur additional charges.
- Should additional work be required that by its nature could not have been known or determined at the time this SOW was created, a written change order describing the additional work and any related expenses will be required.
- Prices based upon plenum cable.
- Any Owner Furnished Equipment (OFE) that is de-installed will be turned over to customer in a designated location on site.

VISUAL SOUND | TERMS AND CONDITIONS

PRICING VALIDITY: Due to potential changes in tariffs and the pricing policies of our manufacturers and vendors, Visual Sound reserves the right to adjust the pricing in any proposal to reflect any increase in equipment costs or price changes that may occur. You will be notified of any pricing updates or changes prior to processing your order.

PAYMENT TERMS: (Pending Credit Approval and subject to credit terms below). Net 30 per COSTARS 034-E25-249 Contract. Progress billings due net 30 days from invoice date

CREDIT: Visual Sound may, but shall not be obligated to, grant credit terms to Buyer. Acceptance of any order is subject to final credit approval by Visual Sound. Visual Sound reserves the right to cancel any sale if Visual Sound deems Buyer unable to pay for any products. Visual Sound reserves the right, in its sole discretion and without prior notice, to deny, change or limit the amount or duration of credit to be allowed Buyer, either generally or with respect to a particular purchase order, and may require cash payments in advance or security satisfactory to Visual Sound.

ACCEPTANCE: This Proposal and Statement of Work shall be accepted upon Buyer's delivery of a Purchase Order and/or a signed, unrevised Statement of Work. Terms and Conditions of sale as described in this proposal supersede all prior quotations, purchase orders and other prior communications between Buyer and Visual Sound. Any change order to the proposal shall not be effective unless signed by both Buyer and Visual Sound.

CONFIDENTIALITY: This proposal includes information that shall not be used, duplicated, or disclosed to any third parties without the written consent of Visual Sound, Inc. All brands, product names, trademarks, and registered trademarks appearing in this document are the property of their respective owners.

CONFLICT: In the event of a conflict or variance between the terms and conditions herein and Buyer's Purchase Order, the terms and conditions of COSTARS 034-E25-249 Contract shall prevail.

CREDIT CARD: If Payment is made by credit card, then a 3% surcharge will be added at the time of processing, per COSTARS 034-E25-249 Contract.

CANCELLATION: Customer is subject to cancellation fees once this proposal has been fully executed and/or Visual Sound is in receipt of a Purchase Order. Please notify Visual Sound immediately if cancellation and or returns are necessary. Product order that is cancelled is subject to a minimum 15% restocking fee. Should the manufacturer charge more or not accept the product for return, then the customer will be charged additionally or in full. If a cancellation of a System installation occurs, then any labor and materials charges that have been incurred, will be invoiced to the customer. Design and consulting fees will be charged to the customer. Postponement of jobs by the customer is subject to storage and finance charges, should the materials have been ordered. General and Administrative fees may be charged to the customer as well. **COLLECTIONS:** Customer agrees to pay any and all attorney's fees, collection fees, and expenses incurred to collect unpaid balances.

ESTIMATED DELIVERY: Typically, 4 to 12 weeks after receipt of order for non-integration quotes. Delivery dates are dynamic, may be extended, and are based on manufacturer supply chain availability. Visual Sound's Project Manager coordinates estimated project timelines and updates as necessary.

FREIGHT: May be quoted as a separate line item per COSTARS 034-E25-249 Contract.

TAXES: Payment of all required taxes remains the responsibility of the Customer. Visual Sound is authorized and obligated to collect sales tax and shall do so unless the Customer furnishes a valid tax exemption certificate or notifies us of their intention to direct pay. Both parties agree that IF sales tax is shown in this proposal, it is an estimated amount and the sales tax included on the invoice(s) will apply.

TITLE AND RISK OF LOSS: Title to the goods shall pass to Buyer only when Buyer has made full payment. Until title passes on receipt by Visual Sound of full payment, Visual Sound shall have the right of repossession in the event of Buyer's default of its payment obligations under this Proposal or should Buyer become insolvent or file for bankruptcy. Visual Sound or its agent shall have the right to enter onto Buyer's premises to repossess the goods. Buyer shall mark or otherwise segregate the goods from other goods. While Buyer has custody of the goods, Buyer shall be responsible for risk of loss and casualty insurance for the replacement value of the goods.

NO SET-OFF: Buyer shall have no right of set-off or withholding, and no deduction of any amounts due from Buyer to Visual Sound shall be made without Visual Sound's prior, express written approval.

DISCLAIMER OF WARRANTIES: Visual Sound's standard and enhanced warranties are listed in the proposal provided to Buyer. THOSE LISTED WARRANTIES ARE THE ONLY WARRANTIES MADE BY VISUAL SOUND IN CONNECTION WITH THE PRODUCTS AND SERVICES CONTEMPLATED AS A RESULT OF THIS SALE. VISUAL SOUND MAKES NO OTHER WARRANTIES OR REPRESENTATIONS TO BUYER OR ANY OTHER PERSON OF ANY KIND, WHETHER EXPRESS OR IMPLIED, WITH RESPECT TO THE PRODUCTS AND SERVICES, AND VISUAL SOUND SPECIFICALLY DISCLAIMS ALL IMPLIED WARRANTIES INCLUDING, WITHOUT LIMITATION, THE IMPLIED WARRANTIES OF MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE AND NON-INFRINGEMENT. PRODUCTS SOLD HEREUNDER ARE SOLD ONLY TO THE SPECIFICATIONS SPECIFICALLY SET FORTH BY VISUAL SOUND IN WRITING.

LIMITATION OF LIABILITY: No claim by Buyer of any kind including, but not limited to, claims for indemnification, shall be greater in amount than the purchase price for the products and services in respect of which damages are claimed. IN NO EVENT SHALL VISUAL SOUND BE LIABLE TO BUYER FOR ANY INCIDENTAL, CONSEQUENTIAL, INDIRECT, STATUTORY, SPECIAL, EXEMPLARY, OR PUNITIVE DAMAGES, INCLUDING, BUT NOT LIMITED TO, LOST PROFITS, LOSS OF USE, LOSS OF TIME, INCONVENIENCE, LOSS BUSINESS

OPPORTUNITIES, DAMAGE TO GOODWILL OR REPUTATION, OR LOSS OF DATA, ARISING OUT OF, OR AS A RESULT OF, THE SALE, DELIVERY, SERVICING, USE OR LOSS OF THE PRODUCTS SOLD HEREUNDER, REGARDLESS OF WHETHER SUCH LIABILITY IS BASED ON BREACH OF CONTRACT, TORT, STRICT LIABILITY OR OTHERWISE, AND EVEN IF ADVISED OF THE POSSIBILITY OF SUCH DAMAGES OR SUCH DAMAGES COULD HAVE BEEN REASONABLY FORESEEN.

DISPUTES: The contract shall be governed by the Terms and Conditions outlined within COSTARS 034-E25-249. The parties agree that exclusive jurisdiction shall reside with the state and federal courts in the State of Pennsylvania.

NO ASSIGNMENT: This contract between Buyer and Visual Sound is not transferable by either party without the prior written consent of the other party, except that Visual Sound may assign this Agreement without Buyer's consent if the assignment is to a to an affiliate or if the assignment is carried out as part of a merger, restructuring, or reorganization, or sale or transfer of all or substantially all of Visual Sound's assets.

FORCE MAJEURE: Neither Party will be held liable for failure to fulfill its obligations hereunder if such failure is due to a Force Majeure Event. A "Force Majeure Event" means, but is not limited to, an act of war; domestic and/or international terrorism; civil riots or rebellions; quarantines, embargoes and other similar unusual governmental actions; pandemics, epidemics, local disease outbreaks, public health emergencies; or extraordinary elements of nature or acts of God; provided that such Force Majeure Event is beyond the excused Party's reasonable control, occurs without the excused Party's fault or negligence, is not caused directly or indirectly by the excused Party and could not have been prevented or avoided by the excused Party's reasonable diligence.

VISUAL SOUND | SERVICE PLAN

The System Standard Warranty period begins on Substantial Completion for the term specified below. Substantial Completion is when the system is ready for use at the customer's facility, or the time of first beneficial use by the customer, whichever comes first.

Systems Warranty Includes:

First 90 Days:

- VS service desk assistance, Monday – Friday 8am – 5pm.
- Full exchange / on-site (if possible) repair of defective equipment.
- VS labor to troubleshoot, remove and reinstall equipment.

Days 91 – 365, Return to Depot Repairs Only Includes:

- VS service desk assistance, Monday – Friday 8am – 5pm.
- Defective equipment repaired and shipped back to customer site.
- Customer is responsible for equipment removal, reinstall, and outbound shipping.

VS labor to troubleshoot, remove and reinstall is not included without a service contract and is billable to the customer. Visual Sound's (VS) Warranty does not cover acts of God or, malfunction in any component caused by improper use, actions or omissions taken by the customer or others other than VS or without VS's written approval.

These include but are not limited to modifications to equipment or systems, misuse, abuse, neglect, improper adjustment, tampering, improper/inadequate maintenance, and/or malfunctions resulting from adjustment, service, or maintenance by unauthorized personnel or third parties.

VS Warranty does not cover physical damage or data loss resulting from electrical power spikes, surges, brown or black outs and acts, omissions, defects, or other issues specifically excluded by the applicable Manufacturer's Warranty.

LCD panels or phosphor-based displays or projection lamps that are scratched, broken, burned by a static image or have imperfections in any special coating are not covered under VS's Warranty and may have limited coverage under the original manufacturer's warranty. Laptops, iPads, tablets, and batteries are consumable products and are not covered under VS's Warranty.

Enhanced Service Plan

The system proposed includes Optional Enhanced Service plans with the following features and benefits:

- All labor & parts necessary to restore the system to working condition except consumables such as batteries, lamps, etc.
- 24 hr. priority guaranteed next day on-site response (Next business day) for confirmed failures.
- Unlimited on-site or in-shop corrective maintenance.
- Unlimited telephone support staffed by a qualified technician familiar with the equipment installed.
- Removal and reinstallation of equipment.
- All travel and freight costs.
- Loaner equipment to restore limited operation (if available).
- All work performed during Normal Business Hours: Monday – Friday 8:30AM – 5:00PM except observed holidays.

Note: The provided plan does not include coverage for previously installed equipment, or other (OFE) Owner Furnished Equipment unless specifically noted in the proposal.

VISUAL SOUND | END USER TRAINING

Visual Sound includes a System User Orientation Session for each system which provides a system overview and functionality. This orientation reviews the basic functionality for user operations and occurs concurrently at the system final acceptance. System User Orientation is for a one time, up to 5-person training that gives end-users an opportunity to get familiar with the system.

Optional Custom Training: Includes a specified number of hours of comprehensive on-site training for 3-10 people. Included with custom training is an operations user guide on system functionality.

Optional Software Training: Includes a specified number of hours of <<remote or on-site>> (needs defined) comprehensive software training for 3-10 people.

VISUAL SOUND | BILL OF MATERIALS

#	MANUFACTURER	QTY	MODEL NO.	DESCRIPTION	CONTRACT	MSRP	DISC%	UNIT PRICE	TOTAL PRICE
Video									
2	Epson	1.00	V11HA65920 BF	EPSON High Brightness EB-PU2113W Projector, 13,000 Lumens, WUXGA, White	COSTARS 034-E25-249	\$30,409.00	53.68%	\$14,084.00	\$14,084.00
3	Epson	1.00	V12H004M0B BF	EPSON Middle Zoom Lens #4 for Pro G7000 and L1000 Series (ELPLM11)	COSTARS 034-E25-249	\$3,256.00	47.70%	\$1,703.00	\$1,703.00
4	Chief	1.00	VCMUW	Heavy Duty Projector Mount	COSTARS 034-E25-249	\$694.00	28.75%	\$494.47	\$494.47
5	Chief	1.00	WMA2S	Projector Wall Mount, 13" - 21" Extension	COSTARS 034-E25-249	\$297.00	28.75%	\$211.61	\$211.61
6	Chief	1.00	CMS003W	3" Extension Pipe, White	COSTARS 034-E25-249	\$28.00	28.75%	\$19.95	\$19.95
7	AV Pro Edge	2.00	AC-CXWP-USBC-T	AVPro Edge ConferX HDMI/USB Type-C over HDBaseT Wall Plate Transmitter (White)	Non-Contract	\$1,069.00	47.51%	\$561.15	\$1,122.30
8	AV Pro Edge	2.00	AC-EX70-444-RNE-P	HDMI HDBase-T Receiver-100M (330ft) 1080p, 70M (230ft) 4K	Non-Contract	\$809.00	48.02%	\$420.55	\$841.10
9	Extron	1.00	SW2 HD 4K PLUS	Two Input 4K/60 HDMI Switcher	COSTARS 034-E22-123	\$680.00	42.00%	\$394.40	\$394.40
10	Comprehensive	2.00	NFHD18G-6PROBLK	Pro AV/IT Integrator Series NanoFlex HDMI 18G Cable 6 feet	COSTARS 034-E25-249	\$25.99	31.27%	\$17.86	\$35.72
11	Comprehensive	1.00	MHD18G-12PROBLKA	MicroFlex Pro AV/IT Certified 4K60 18G High Speed HDMI Cable with ProGrip Jet Black 12ft	COSTARS 034-E25-249	\$79.99	31.26%	\$54.99	\$54.99
12	RDL	1.00	TX-J2	RDL: Unbalanced Input Transformer - Unbalanced stereo inputs to summed balanced mono output	COSTARS 034-E25-249	\$103.65	12.37%	\$90.82	\$90.82
Video Total:									\$19,052.36
Control									
14	Extron	1.00	MLC Plus 100	MediaLink Plus Controller	COSTARS 034-E22-123	\$1,450.00	42.00%	\$841.00	\$841.00
15	Netgear	1.00	GS108PP-100NAS	8PT POE/POE+ GIGABIT UNMANAGED SWCH	Non-Contract	\$191.74	12.52%	\$167.74	\$167.74
Control Total:									\$1,008.74
Labor									
17	Visual Sound	4.00	Project Manager	Project Management	COSTARS 034-E25-249			\$131.25	\$525.00
18	Visual Sound	2.00	Engineering	Engineering	COSTARS 034-E25-249			\$156.25	\$312.50
19	Visual Sound	4.00	CAD and Drafting	CAD and Drafting	COSTARS 034-E25-249			\$156.25	\$625.00
20	Visual Sound	3.00	Installation - In House	Installation - In House/Fabrication	COSTARS 034-E25-249			\$101.25	\$303.75
21	Visual Sound	3.00	Commissioning - In House	Commissioning - In House	COSTARS 034-E25-249			\$137.50	\$412.50
22	Visual Sound	1.00	Installation - Subcontractor	Subcontractor Installation	COSTARS 034-E25-249			\$8,500.00	\$8,500.00
23	Visual Sound	1.00	Training - Orientation	Training - Orientation	COSTARS 034-E25-249			\$137.50	\$137.50
Labor Total:									\$10,816.25
Installation Materials									
25	Visual Sound	1.00	INMA	Installation Materials	COSTARS 034-E25-249			\$3,726.30	\$3,726.30
Installation Materials Total:									\$3,726.30

VISUAL SOUND | FINANCIAL SUMMARY

PROJECT LOCATION:
Pleasant Valley School District 2233 Route 115 Ste 100 Brodheadsville, PA 18322

PROJECT EQUIPMENT AND LABOR

Description	Amount
Equipment	\$20,061.10
Installation Materials	\$3,726.30
Installation Services	\$10,816.25
Freight	\$737.49
General & Administrative Costs	\$471.85
Total With Standard Warranty	\$35,812.99

SERVICE AGREEMENT

Description	Amount
3-Year Enhanced Service Plan	\$3,094.23
90 Day Workmanship Warranty	\$0.00
Total With 3-Year Enhanced Service Plan	\$38,907.22

I (We) hereby acknowledge and confirm that I (We) have read this SOW and accept and approve the scope of work and related terms. I (We) understand that if additional work is required that by its nature was not known or determined at the time this SOW was executed, a written change order describing the additional work and any related expenses is required.

This Statement of Work must be signed and returned to Visual Sound before the work can begin. Please return signed agreement along with your purchase order via email.

CUSTOMER: Pleasant Valley School District

SIGNATURE: _____

NAME: _____

TITLE: _____

DATE: _____