

August 21, 2017

Ashfaq Dean
CoCC Teen Center
4153 Overland Avenue
Culver City, CA. 90230

Reference: Teen Center HVAC Controls Upgrade
Estimate # CA2017

Dear Ashfaq,

Thank you for the opportunity to have Setpoint Systems provide you pricing to upgrade the control system at the Teen Center.

Based on our conversations and site walk with Ashfaq Dean (Culver City) on August 16, 2017, it was stated that the only time the City knows about an issue at the Teen Center is when the customer calls that a space is too hot. Ashfaq then has to leave a project he is on and rush over to the Teen Center and correct the issue.

The following proposal will provide the following benefits.

- Upgrade the existing controllers to be compatible with the existing City-Wide Building Automation System.
- Each rooftop unit controller will allow for separate scheduling for each zone.
- The system will communicate over the existing City-Wide network, which will allow for remote monitoring, alarming, and control.

Setpoint appreciates the opportunity to continue to partner with the City of Culver City on this project and looks forward to completing the project with you.

Sincerely,

SETPOINT SYSTEMS CORPORATION

A handwritten signature in cursive script that reads "Jeffrey D. Gifford".

Jeffrey D. Gifford

Jeffrey D. Gifford
Project Manager

Refer to attached Pricing Summary and Scope of Work.

PRICING SUMMARY

Base Price for Option A:

\$31,463.00

1. Add a new eBMNGR (BBMD) and control panel in the Teen Center.
2. Connect the Teen Center to the City Wide network. City IT to open a port in the existing network switch at the Teen Center.
3. The Teen Center will have its own site on the existing eWEB server. All the rooftop unit controllers will be under the Teen Center Site.
4. Allows for a High Speed network with more memory for trending.
5. Can operate stand-alone.

Base Price for Option B:

\$28,846.00

1. Connect the Teen Center rooftop unit controllers to the existing RS8485 communication trunk located in the Veterans' Memorial Building.
2. When viewing the Teen Center on the existing eWEB server the controllers for the Teen Center will be located under the Veterans' Memorial Site.
3. Utilizes the Veterans' Memorial BBMD device.
4. If Veterans' Memorial loses communication with the City-Wide network then the Teen Center will lose communication as well.

If project needs to be completed after-hours add:

\$2,814.00

With a current TSA Agreement Deduct from Base Price:

<\$1,377.00>

Add Alternate 1:

\$4,385.00

The nine (9) Carrier Units have a current monitoring control board, provided and installed by the factory, that lockouts the cooling stage if it senses any abnormalities in the power to the compressor. Ashfaq requested a separate price to monitor when this board is tripped.

PROJECT DESCRIPTION

This proposal is based on the following:

A. Gas Fired Rooftop Units:

1. Equipment List:
 - (10) Gas Fired Rooftop Units
2. Including
 - Delta DDC controls, devices, wiring, terminations, and programming for each of the ten (10) Rooftop Units.
 - Space Temperature Sensors listed below:
 - Open Area North:
 - ▶ Remove the two (2) existing thermostats.
 - ▶ Install one (1) stainless steel security sensor that will be used to control both rooftop units.
 - ▶ Install one (1) stainless steel blank cover for the other location.
 - Open Area South:
 - ▶ Remove the two (2) existing thermostats.
 - ▶ Install one (1) stainless steel security sensor that will be used to control both rooftop units.
 - ▶ Install one (1) stainless steel blank cover for the other location.
 - Game Room
 - ▶ Remove the old thermostat.
 - ▶ Install one (1) stainless steel security sensor that will be used to control the rooftop unit.
 - TV Room
 - ▶ Remove the old thermostat.
 - ▶ Install one (1) stainless steel security sensor that will be used to control the rooftop unit.
 - Classroom
 - ▶ Remove the old thermostat.
 - ▶ Install one (1) eZNS network thermostat with digital display, temperature indication, setpoint adjustment, and motion detection.
 - Office A
 - ▶ Remove the old thermostat.
 - ▶ Install one (1) eZNS network thermostat with digital display, temperature indication, setpoint adjustment, and motion detection.
 - Office B
 - ▶ Remove the old thermostat.
 - ▶ Install one (1) eZNS network thermostat with digital display, temperature indication, setpoint adjustment, and motion detection.
 - Office C
 - ▶ Remove the old thermostat.
 - ▶ Install one (1) eZNS network thermostat with digital display, temperature indication, setpoint adjustment, and motion detection.
3. Energy Savings Strategies:

- ✓ Scheduling: Multiple start/stop schedules for each piece of equipment for each day of the week, holiday schedules to shutdown or setback during unoccupied times, and yearly scheduling to change equipment setpoints throughout the year.
- ✓ Recirculation: During facility start up, outside air dampers are fully closed and return air dampers are fully open to rapidly heat up or cool down the building.
- ✓ Duty Cycling: This routine provides the ability for a control point to be designed for either temperature compensated or time dependant duty cycling. Control parameters for temperature compensated duty cycling includes total cycle lengths, long and short off cycles, and off cycle lengths.
- ✓ The classroom and office area rooftop units will also be able to widen the room temperature setpoints when the space is not occupied during the day as indicated by the motion sensors.

4. Points List: For all Ten (10) units

Description	Input	Output
Fan Start/Stop		1
Fan Status	1	
Cooling Enable		1
Heating Enable		1
Discharge Air Temperature	1	
Zone Temperature	1	
Total	3	3

5. Points List: Additional Points for Classroom and Office Areas
(Typical of Four)

Description	Input	Output
Zone Temperature Setpoint	1	
Zone Motion Sensor	1	
Total	2	

B. Add Alternate 1:

1. Monitor the factory provided current monitoring control board on the nine (9) Carrier Rooftop Units.
2. Including
 - a. Addition of a DPDT 24Vac coil relay, wiring, terminations, and programming for each of the nine (9) Carrier Rooftop Units.

GENERAL EXCEPTIONS AND CLARIFICATIONS

- A. Our proposal is contingent upon receipt of a purchase order and/or subcontract agreement fully acceptable to Setpoint Systems Corporation.
- B. Our quotation is good for 90 days
- C. **Tax on materials of 9.5%**
- D. Our quotation includes:
 1. One year warranty on parts and labor provided by Setpoint

2. Installation and installation material.
 3. The existing enclosures, power wiring, 24Vac transformers, and network wiring between controllers will be re-used.
 4. The existing wiring for the thermostats will be re-used.
 5. All existing conduit will be re-used.
 6. System programming, checkout, and alarming.
 7. Engineered Control Drawings, depicting:
 - Network One-line Diagram
 - Control Panel Layout and Points Lists
 - Flow Diagrams
 - Wiring Details
 8. Graphics for the Teen Center Rooftop Units.
 9. On-site training.
- E. Our quotation does NOT include:
1. Additional years on enteliWEB subscription; options for subscription included in Technical Support Agreement
 2. New Operator workstation
 3. Computer accessories; ie monitors, keyboards, mouse, ethernet switches, etc.
 4. Any other work or control of any equipment not specified herein

August 18, 2017

Ashfaq Dean
City of Culver City Senior Center
4095 Overland Avenue
Culver City, CA. 90232

Reference: Senior Center Lighting Upgrade
Estimate # CA2017

Dear Ashfaq,

Thank you for the opportunity to allow Setpoint Systems to provide you pricing to upgrade the existing lighting system.

Based on our conversations and the building walkthrough on August 16, 2017 below are some of the encumbrances with the existing system:

- Currently there is no access to the system. The panels have stopped communicating with the laptop computer.
- Not trained on the programming of the system.

The following proposal will provide the following benefits.

- Upgrade the controllers and lighting relays to be compatible with the existing Building Automation System.
- We will control each zone with its own relay which will allow for separate scheduling for each zone.
- The outside lighting will operate on a Sunrise/Sunset program.
- The system will communicate over the existing City-Wide network, which will allow for remote monitoring, alarming, and control.

Setpoint appreciates the opportunity to continue to partner with the City of Culver City on this project and looks forward to completing the project with you.

Sincerely,

SETPOINT SYSTEMS CORPORATION

Jeffrey D. Gifford

Jeffrey D. Gifford
Project Manager

PRICING SUMMARY

Base Price:	\$30,695.00
Option 1: If project needs to be completed after-hours add:	\$ 2,322.00
Option 2: With a current TSA Agreement Deduct from Base Price:	<\$1058.00>

PROJECT DESCRIPTION

This proposal is based on the following:

- There are four (4) existing lighting control panels with a total of 80 existing relays
 - Panel B – Main Electrical Room – 21 Lighting Circuits
 - Panel E – Janitor Closet – 16 Lighting Circuits
 - Panel EL – Storage B48 – 17 Lighting Circuits
 - Panel D – Office Electrical Room – 26 Lighting Circuits
 - 9 Override switches: (4) near panel E, (3) near panel EL, and (2) near panel D
- 1. Install a DZNR765 RS-485 network repeater in the existing BBMD panel CP1, located above the ceiling in the office, to connect the new Delta lighting controllers to the existing city-wide Building Automation System.
- 2. Run a new 22TSP RS485 communication trunk from the existing CP1 to the new lighting controller in existing lighting panel D.
- 3. Re-use the existing 22TSP communication wiring and reconnect to the new lighting controllers.
- 4. Four (4) new lighting controllers mounted in the existing enclosures. Re-use the existing 24VAC power in each enclosure.
- 5. Nine (9) new momentary override switches with new 18TP wiring to the closest lighting controller. Re-use existing conduit.
- 6. Eighty (80) new lighting control relays. Relay count indicated above for each panel.
- 7. Providing the following points on the graphical floor plans:
 - a. Zone scheduling occupied/unoccupied
 - b. Zone on/off control
 - c. Zone on/off status
 - d. Event scheduling per zone
 - e. Occupancy override (2 Hour initial setup)
 - f. Trending for after hour usage per zone

GENERAL EXCEPTIONS AND CLARIFICATIONS

- A. Our proposal is contingent upon receipt of a purchase order and/or subcontract agreement fully acceptable to Setpoint Systems Corporation (Setpoint)
- B. Our quotation is good for 90 days
- C. **Tax on materials of 9.5%**
- D. Setpoint Systems will re-use the existing enclosures, conduit, 24vac transformers, and junction boxes.
- E. Our quotation includes:
 - 1. One year warranty on parts and labor provided by Setpoint
 - 2. Installation and installation material.

3. Graphical floor plans depicting lighting control areas on the existing eTCH-7 touch screen, located in the office area.
4. Graphical floor plans depicting lighting control areas on the existing eWEB server.
5. System programming, checkout, commissioning, trending, and alarming.
6. Engineered drawings for the new lighting system.
7. On-site training.

F. Our quotation does NOT include:

1. Additional years on enteliWEB subscription; options for subscription included in Technical Support Agreement
2. New Operator workstation
3. Computer accessories; ie monitors, keyboards, mouse, ethernet switches, etc.
4. Any other work or control of any equipment not specified herein