

**FAUQUIER COUNTY GOVERNMENT AND PUBLIC SCHOOLS**

**PROCUREMENT DIVISION**

320 Hospital Drive, Suite 23

Warrenton, Virginia 20186

Phone: (540) 422-8348

**NOTICE OF AWARD**

1. DATE: March 4, 2024
2. COMMODITY NAME: Entertainment and Production Services
3. CONTRACT NUMBER(s): IL-50-24mrc – I and L DJing  
LU-50-24mrc – Luminuss  
Productions
4. CONTRACT PERIOD: Date of award through February 27, 2025
5. RENEWAL OPTIONS: Four (4) one-year renewals
6. CONTRACTOR(s):  
**I and L DJing**  
11453 General Jeb Stuart Lane  
Culpepper, VA 22701  
Ian Chini  
(p) 540-825-0237  
ian@ildjservices.com  

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**Luminuss Productions**  
13115 Ormond Way  
King George VA, 22485  
(p)240-776-2205  
Ryan DeGruy  
Email: ryan@luminuss.com
7. TERMS: Net 45 days
8. DELIVERY: F.O.B. Destination (Various locations in Fauquier County)
9. FOR FURTHER INFORMATION CONTACT: Megan Roberts  
Procurement Officer III  
PH: (540) 422-8348  
[megan.roberts@fauquiercounty.gov](mailto:megan.roberts@fauquiercounty.gov)
10. NOTICE TO ALL FAUQUIER COUNTY GOVERNMENT AND PUBLIC SCHOOL USING DEPARTMENTS: This contract is the result of a competitive bid program and its use must follow the FCG&PS Procurement Policy/Procedures for the purchase of the commodities listed herein. Please see the reverse side of this notice for further instructions regarding this contract.

## **INSTRUCTIONS**

1. Orders: All FCG&PS Using Departments must order services listed by issuing FCG&PS Purchase Orders per FCG&PS Procurement Procedures Manual. An extra copy of the Procedures Manual can be obtained by calling Procurement at (540) 422-8351 or 8352.
2. The applicable contract number, vendor number, item description and price per each, total dollar amount, contact person with phone number, and billing/delivery address must be shown on each purchase order for Finance & Contractor use.
3. Inspection on delivery and approval of contractor's invoice is the responsibility of the receiving using department.
4. Any complaint as to quality of goods or services, faulty or delinquent delivery, or violation of contract provisions by contractor shall be reported to FCG&PS Procurement for handling with the Contractor. All complaints must be submitted in writing and can be forwarded to Procurement via email, fax or courier.
5. Renewals: As stated on the face of this notice, four (4) one-year renewals exist on this contract. The decision as to whether to exercise the renewal option will be made by the contract officer, with input requested from the using departments, prior to the expiration date of the current term.
6. Price Adjustments: Changes to the labor rates only, as stated herein will be negotiated only at the time of renewal. All price increases must be approved by the contract officer. Contract users will be sent notification of contract change from the Procurement office as official notification of such changes, if approved.
7. Pricing: See attached Pricing Sheets for both vendors. Please contact Megan Roberts for additional contract details as needed.



## Equipment Inventory Rate Card (Rev. 12/2023)

### Audio Equipment:

Equipment:	Cost Per Day:
JBL VRX 932 LA-1	\$90.00 / Each
JBL VRX 918SP, Single, 18" Powered Subwoofer	\$90.00 / Each
JBL SRX 718S, Single, 18" Passive Subwoofer	\$75.00 / Each
JBL STX828, Dual, 18" Passive Subwoofer	\$175.00 / Each
JBL PRX 615m, Single, 15" Powered speaker cabinet	\$65.00 / Each
JBL PRX 812m, Single, 12" Powered speaker cabinet	\$65.00 / Each
JBL PRX 625, Dual, 15" Powered Speaker Cabinet	\$75.00 / Each
JBL EON 518s, Single, 18" Powered Subwoofer- 500W	\$65.00 / Each
JBL PRXONE Column Array Speaker w/ Subwoofer Unit	\$100.00 / Each
Crown iTech 9000 HD Amplifiers	\$50.00 / Each with Appropriate Cabinet Rental
Soundcraft Signature 12 Analog Audio Console	\$60.00
Soundcraft Notepad-12FX Analog Audio Console	\$35.00
Presonus 32.4.2 AI Digital Audio Console (32 Channel Input w/ 16 Aux Returns) & RM32 AI (Digital Stagebox)	\$375.00
Presonus 16.0.2 Digital Audio Console	\$200.00
PreSonus 16.4.2 AI Digital Audio Console	\$275.00
Allen & Heath Avantis Digital Audio Console with Digital Stagebox	\$525.00
Allen & Heath SQ6 Digital Audio Console with DX168, 16 Channel, Digital Stage Box	\$400.00
Allen & Heath CQ-18T, Tabletop, 16 Channel, Digital Audio Console	\$100.00

<b>Equipment:</b>	<b>Cost Per Day:</b>
Shure QLX-D Wireless Microphone System (Handheld or Beltpack)	\$90.00 / Each
Shure SM58	\$20.00 / Each
Shure Beta58	\$30.00 / Each
Shure SM57	\$20.00 / Each
Shure MX418 Gooseneck Microphone	\$60.00
AKG P170 Condenser Microphones	\$20.00 / Each
Radial Engineering Direct Box Inputs	\$15.00 / Each
PC Audio Interface Boxes	\$15.00 / Each
Shure Beta (7 piece Drum Microphone Kit)	\$225.00
Shure Push-To-Talk Conference Microphone System (Includes Cat5 Network Cabling)	\$34.00 / Each
Tascam Digital Audio Recorder w/ Supplied 32GB SD Card	\$75.00
Stage Snake Audio Breakouts	\$30.00 / Each
Microphone Stands	\$2.00 / Each
Speaker Stands	No Charge With Speaker Rentals
JBL VRX-AF (Fly bars for VRX Cabinets)	No Charge With VRX Rental
Misc. Audio Cables	N/C

**Lighting Equipment:**

<b>Equipment:</b>	<b>Cost Per Day:</b>
2 Meter Truss Segments	\$25.00 / Each
Truss Crank Lift Style Towers	\$200.00 / Each
Tripod Style Truss Crank Lifts	\$65.00 / Each
Genie ST-25 Fork-Style Crank Towers	\$350.00 / Each
Upright Truss Totem Structure (6.56 or 8 ft height)	\$100.00 / Each
Tripod-Style Lighting Stand w/ Triple Topper	\$35.00 / Each
Inno Spot Pro LED Moving Head Light Fixtures	\$65.00 / Each
5R Moving Head Light Fixtures	\$100.00 / Each
Chauvet Moving Head Wash Light Fixtures	\$60.00 / Each
Wash Par Fixtures	\$15.00 / Each
Linear Wash Light Fixtures	\$15.00 / Each
COB LED Wash Fixtures	\$25.00 / Each
Elation Cuepix Blinders	\$60.00 / Each
Martin Rush Strobe Fixture	\$60.00 / Each
ADJ Dotz Colored Visual Effect / Blinder	\$40.00 / Each
ETC SourceFour Jr. 575W Ellipsoidal Fixture	\$55.00 / Each
ADJ 32Hex Panel-lp Fixture	\$75.00 / Each
Chauvet Freedom Flex IP- Battery Powered, Uplight Fixtures	\$27.00 / Each
Atmospheric Haze Generator (Haze Fluid Included)	\$125.00
Bistro Lighting	\$3.50 / Foot
Avolites Quartz Lighting Control Console	\$350.00
Misc. DMX Cables	Included with lighting rentals

**Video Equipment:**

<b>Equipment:</b>	<b>Cost:</b>
8' Tripod Style Projection Screen w/ Bottom Skirting	\$55.00
6' x 10' Fast-Fold Style, Front Projection Screen w/ Bottom Skirting	\$155.00
9' x 16' Fast-fold Style, Front Projection Screen w/ Bottom Skirting	\$255.00
Epson 4200 Lumen Projector	\$100.00
Epson 7000 Lumen Laser Projector	\$450.00
43" Confidence Monitor w/ Rolling Cart	\$175.00
Flat Screen Monitors With Rolling Carts (Various Sizes Available)	Starting From \$275.00
BlackMagic ATEM Video Switcher Station With Control Computer	\$350.00
BlackMagic Advanced Control Panel w/ Reference Monitor	\$450.00
BlackMagic Web Presenter HD (720p) Streaming Encoder	\$55.00
Blackmagic Web Presenter Ultra HD Streaming Encoder	\$75.00
BlackMagic Hyperdeck Studio HD Plus Digital Video Recorder	\$85.00
Broadcast Computer for Streaming Applications	\$90.00
Canon XA Series Cameras	\$125.00 / Each
Camera Tripod Stands	\$75.00 / Each
Camera Monopods	\$35.00 / Each
Laptop Computers For Powerpoint Presentations & Pre-Recorded Video Playback	\$55.00 / Each
DSan Long Range Remote Slide Advancer	\$100.00
DSan Limitimer Wireless Speaker Timer w/ Countdown Clock	\$150.00
SDI Video Cabling	
Network Cabling	

**Miscellaneous:**

<b>Equipment:</b>	<b>Cost:</b>
4' x 8' Stage Decks w/ Either 12" or 24" Risers	\$175.00 / Per Deck
Stairs for Stage	No Charge with Stage Deck Rental
Stageline SL100 Hydraulic Stage 24' x 20'	From \$3,500.00
Full Service Pipe & Drape (Standard 14' Drape)	\$11.50 / Linear Foot
Clear, Acrylic Lectern	\$180.00
50A 240V Electrical Power Distribution Kit (Power Distribution Unit & Up to 200' Feeder Cable)	\$400.00
30A 240V Electrical Power Distribution Kit (Power Distribution Unit & Up to 300' Feeder Cable)	\$450.00
3ø, 240V Electrical Power Distribution Kit (Power Distribution Unit, & Up to 250' Feeder Cabling)	\$850.00
20kw Diesel Generator (Higher Outputs Also Available)	\$765.00
36", 2 Channel Cable Ramps	\$14.00 / Each
36", 5-Channel, Heavy Duty Cable Ramps	\$35.00 / Each
Columbus McKinnon 30' Manual Chain Lifts	\$60.00 / Each
Columbus McKinnon 15' Manual Chain Lifts	\$40.00 / Each
Extra Large 1-Ton (11" I-Beam Clamps)	\$35.00 / Each
Rigging Spansets	N/C
Rigging Shackles (Various Sizes)	N/C

**Labor:**

<b>Title:</b>	<b>Rate:</b>
General A/V Technician / Camera Operators	\$50.00 / hr per technician
A1- Lead Sound Engineer	\$75.00 / hr
L-1 Lead Lighting Designer	\$75.00 / hr
V-1 Video Director	\$75.00 / hr

**Appendix B; I&L Event Production Commencement Sample Proposal:**



May 25, 2023

## Live Event Production Service Invoice

**Client:** Culpeper County Public Schools  
**Event:** Eastern View High School 2023 Commencement Ceremony  
**Location:** 16332 Cyclone Way, Culpeper, VA 22701  
**Date:** May 20, 2023  
**Start Time:** 9:00AM  
**Duration:** 1.5 Hours

### Provided Equipment List:

Equipment:	Quantity:	Cost:	Total Cost:
JBL VRX 932LA-1; Speakers for Grand Stand Seating Fill	8	\$90.00 / Each	\$720.00
Crown iTech 9000HD Speaker Amplifiers	2	\$50.00 / Each	\$100.00
Genie ST-25 Crank Array Towers (Track Deployment w/ VRX Rigging Bars)	2	\$350.00 / Each	\$700.00
JBL VRX 932LAP; Speakers for outer stage, side fills	4	\$150.00 / Each	\$600.00
JBL PRX 615M (Off stage left & right- FOH student seating fill)	2	\$65.00 / Each	\$130.00
JBL PRX812 Choir Monitors	2	\$65.00 / Each	\$130.00
Allen & Heath SQ6 Digital Audio Console with Digital Stagebox	1	\$400.00	\$400.00
Shure MX418 S/C Podium Microphone	1	\$60.00 / Each	\$60.00
Condenser Microphones for Band & Choir	8	\$20.00 / Each	\$160.00
Shure QLX-D 124/85 Wireless Microphone System (Wireless Handheld for Choir Soloist)	1	\$90.00 / Each	\$90.00
Radial Engineering Direct Box Input for Keyboard (Choir Accompaniment)	1	\$15.00	\$15.00
Ultimate TS-100 Speaker Stands w/ Scrims	2	N/C	
Ultimate TS-110 Speaker Stands	2	N/C	

<b>Equipment:</b>	<b>Quantity:</b>	<b>Cost:</b>	<b>Total Cost:</b>
Misc. XLR Audio Cables & Stage Snake Breakouts		N/C	
Boom Style Microphone Stands	6	N/C	
PA Speaker Cable Package	1	\$225.00	\$225.00
40" Cable Ramps (To Cover Cable across Track)	10	\$14.00 / Each	\$140.00
50A Electrical Cabling / Power Distribution (150' 50A Cabling, & 50A Distribution Panel)	1	\$350.00	\$350.00
30A, L14-30 Power Distribution (100' 30A Cable, & 30A Distribution Panel)	1	\$175.00	\$175.00

**Equipment Listed Above: \$3,995.00**

### **Labor & Logistics:**

<b>Service:</b>	<b>Quantity:</b>	<b>Cost:</b>	<b>Total Cost:</b>
A1- Lead Sound Engineer	4 Hours	\$75.00 / Hour	\$300.00
General A/V Technician (Load-in, Set Up, & Configuration of Equipment) [8 Technicians]	8 Technicians x 4 Hours	\$35.00 / Hour	\$1,120.00
General A/V Technician (Soundcheck, Working of Event, Strike) [3 Technicians]	3 Technicians x 6 Hours	\$35.00 / Hour	\$630.00
Travel Expenses [Hotel Buyout for Technicians]	2	\$278.00 / Each	\$556.00
Travel, Delivery, Working Use of Trucks	1		\$400.00

**Labor & Logistics Listed Above: \$3,006.00**

**Grand Total: \$7,001.00**

**Balance Due By 6/22/2023: \$7,001.00**

**Production Logistical Notes:**

The 2023 EVHS Commencement Stage will be positioned in front of the North end zone of Cyclone Stadium, and directed to face the length of the field.

Package includes a fourteen, primary speaker deployment. Two speakers will be placed in front of the stage on opposite ends, and directed towards the graduates. Two additional constant curvature line array speakers will be placed on each side and distanced from the stage, deployed on speaker stands, and directed towards the field seating.

Four constant curvature line array speakers will be rigged and flown on the provided Genie ST-25 Crank towers, positioned on the East and West side of the track, and directed toward the grand stand seating to provide audio reinforcement for the guests seated in the bleachers on both sides of the field.

One microflex, gooseneck microphone will be placed at the lectern on stage.

Four overhead condenser microphones will be provided in the band area, as well as four condenser microphones for the choir area. One direct box patch point will be available in the choir area for keyboard accompaniment, as well as two (2) monitor speakers. Production will also provide a wireless, handheld microphone for use by the soloist during the choral performance.

I&L Event Production will provide a balanced, line-level audio mix of the main program and all microphone inputs to Culpeper Media Network for the broadcast and recording of the ceremony.

Production crew will arrive on site to the Eastern View High School Football Stadium on the afternoon of May 19, 2023 to load-in, set up, and configure all equipment to be "Show-Ready," prior to departing the stadium.

On the morning of May 20, 2023, production will return to site by 6:30AM to power all equipment on and conduct a test of the provided equipment to ensure that it is functioning as intended. Production will also provide sound checks of the band and choir, prior to the gates opening for general spectator admission to the stadium.

Following the conclusion of the commencement ceremony, production will strike and remove all provided equipment from Cyclone Stadium.

Quoted price above includes all listed equipment, travel, delivery, set up, tear down and live sound support for the duration of the graduation. Package also includes four on hand technicians for the event.

***All outstanding balances are to be paid within 30 days of the date of this invoice. Any balance not paid within 30 days will be subject to a 25% per week late fee surcharge.***

***Please make all checks payable to I&L's DJing, and remit payment to the address listed in the header of this invoice.***

***If you have any questions regarding this invoice, please contact:***

***Ian Chini, (540) 219-1724, [ian@ildjservices.com](mailto:ian@ildjservices.com)***

***Thank you for your business!***

**Appendix C; I&L Event Production Homecoming Sample Proposal:**



October 18, 2023

## Live Event Production Service Invoice

**Client: Colgan High School**

**% Corinne Daughtry**

**Event: 2023 Homecoming Dance**

**Location: Colgan High School, 13833 Dumfries Road, Manassas, VA, 20112**

**Date: October 21, 2023**

**Start Time: 7:00pm**

**Duration: 4.0 Hours**

Service:	Cost:
<p><b>Extra- Large School Dance “Rockstar” Production Package</b></p> <ul style="list-style-type: none"> <li>• Full-size, “flown”, concert grade sound system (Eight Constant-curvature, line array mains with eight, dual 18” subwoofers)</li> <li>• Overhead Truss Structure (A single, 39’ truss run, deployed over the DJ area, suspended by two, ground supported, crank style lifts)</li> <li>• 3Ø, 100A, 240V Electrical Power Distribution Package</li> <li>• All necessary cable ramps to protect cables crossing egresses</li> <li>• Computer controlled intelligent light show consisting of:                             <ul style="list-style-type: none"> <li>• UV Crowd Wash lighting</li> <li>• Warm White Crowd “Blinders”</li> <li>• LED Strobe Light Fixtures</li> <li>• 8, “Beam Style” moving head light fixtures</li> <li>• RGBAW LED Par / Blinder Effect Fixtures</li> <li>• 24, Battery Powered, Wireless LED Uplight Fixtures</li> <li>• Atmospheric Haze to define light beams</li> </ul> </li> <li>• Dedicated lighting control operator to operate light fixtures for the duration of the event</li> </ul>	<p>\$2,950.00</p>

Service:	Cost:
<b>Professional DJ Services</b> <ul style="list-style-type: none"> <li>• 4 hours of professional DJ services</li> <li>• Online Song Requests w/ custom URL for students to be able to submit their requests in advance as well as on the night of the dance</li> </ul>	\$600.00
<b>Photo Booth Service</b> <ul style="list-style-type: none"> <li>• Unlimited photo booth sessions with custom designed printouts for the four hour time frame</li> <li>• Students may use the booth as many times throughout the evening as they choose</li> <li>• Dedicated attendant to supervise / operate booth</li> </ul>	\$800.00
<b>40KVa Diesel Generator</b> <ul style="list-style-type: none"> <li>• Includes delivery, setup, configuration, and all required Diesel fuel</li> </ul>	\$600.00
<b>Pipe &amp; Drape Rental</b> <ul style="list-style-type: none"> <li>• Includes 100 linear feet of 10'W x 14'L Drape Panels as referenced on the "Drape Notes" page of this proposal</li> <li>• Includes all necessary hardware to suspend the drape consisting of baseplates, vertical supports and horizontal cross supports</li> <li>• <i>I&amp;L Event Production shall provide delivery and removal of all material. All necessary labor to install and remove drape shall be provided by Colgan High School.</i></li> </ul>	\$11.50 / Linear Foot  100' Total Quantity  <b>Total: \$1,150.00</b>

**Grand Total: \$6,100.00**

**Balance Due By 11/4/2023: \$6,100.00**

**Production Logistical Notes:** Production to arrive to Colgan High School by 12:30PM on October 21, 2023 to complete the load-in, setup, and configuration of supplied equipment inside of the gymnasium. All equipment will be "show ready" by the doors open time of 7:00PM.

Total quantity of drape required is calculated based upon the dimensions listed on the chart below. A single, five (5) foot section of drape equates to four (4) physical feet covered to allow excess draping to create seams and overlap in each panel. *I&L Event Production shall provide delivery, load in to the commons and load out of the commons. All necessary labor to install and strike drape shall be provided by Colgan High School.*

Following the completion of the event at 11:00PM, production will strike and remove all provided equipment on site at Colgan High School.

*Package price reflects and includes travel, delivery & logistics, all required labor for set up & tear down, in addition to all services listed above for the four hour event.*

***All outstanding balances are to be paid within 14 days of the date of service. Any balance not paid within 14 days will be subject to a 25% per week late fee surcharge.***

***Please make all checks payable to I&L's DJing, and please remit payment to the address listed in the header of this document. All invoices paid with card will be subject to an additional 3.5% administrative fee.***

***If you have any questions regarding this invoice, please contact:***

***Ian Chini, (540) 219-1724, [ian@ildjservices.com](mailto:ian@ildjservices.com)***

***Thank you for your business!***

**Appendix D; I&L Event Production Corporate / High Profile Event Sample Proposal:**



November 21, 2023

## Live Event Production Service Invoice

**Client: Chesterfield Education Foundation**  
 % Gina Bedford  
**Event: 2023 Bravo Awards**  
**Location: Doubletree By Hilton Richmond-Midlothian**  
**Address: 1021 Koger Center Blvd., Richmond, Virginia, 23235**  
**Event Date: November 16, 2023**  
**Event Start Time: 6:00PM**  
**Event Duration: 3.0 Hours**

### Provided Equipment:

Equipment:	Quantity:	Cost: (Per Day)	Number of Days:	Total Cost:
JBL PRX812 (Center Fills & Delay Speakers) (Includes Speaker Stands w/ Scrims)	4	\$65.00 / Each	1	\$260.00
Allen & Heath SQ6 Digital Audio Console w/ Digital Stage Box	1	\$400.00	1	\$400.00
PC Audio Interface	1	\$15.00	1	\$15.00
Shure QLXD124 Wireless Microphone System (One Wireless Gooseneck at Lectern, and one, Wireless Hand Held microphones)	2	\$90.00 / Each	1	\$180.00
BlackMagic ATEM Video Switcher Station w/ Control Computer	1	\$350.00	1	\$350.00
Computer For Powerpoint Presentations & Pre-Recorded Video Playback	2	\$55.00	1	\$110.00
DSan Perfect Cue, Long Range Slide Advancer	1	\$100.00	1	\$100.00
DSan Limitimer Wireless Speaker Timer w/ Countdown Clock	1	\$150.00	1	\$150.00
10' x 16' Fast-Fold Style, Front Projection Screen w/ Bottom Skirt	2	\$255.00	1	\$510.00

<b>Equipment:</b>	<b>Quantity:</b>	<b>Cost: (Per Day)</b>	<b>Number of Days:</b>	<b>Total Cost:</b>
Epson PowerLite L730U, 7000 Lumen Laser Projector	2	\$450.00	1	\$900.00
43" Presenter Comfort Monitor Package	1	\$175.00	1	\$175.00
Clear Acrylic Lectern	1	\$180.00	1	\$180.00
Video Camera Package •One, Canon XA45 4k Camera •One, Camera Tripod Stand	1	\$200.00	1	\$200.00
Large, Digital Video Cable Package w/ necessary video converters	1	\$180.00	1	\$180.00
ETC SourceFour Jr. 575W Ellipsoidal Fixture	4	\$40.00 / Each	1	\$160.00
Matthews Baby Pin, Tri-Level Lighting Stand	2	\$35.00 / Each	1	\$70.00
Light Fixture Dimmer Packs	2	\$35.00 / Each	1	\$70.00
Wireless DMX Transceivers	3	\$20.00 / Each	1	\$60.00
Avolites Quartz Lighting Control Console	1	\$350.00	1	\$350.00
Full Service Pipe & Drape (14ft Black Drape) [Stage Dimensions: 8' x 12']	64'	\$11.50/ Linear Foot	1	\$736.00
ADJ 32 Hex Panel IP Fixtures (Drape Lighting)	6	\$75.00	1	\$450.00
Chauvet Freedom Pars- LED Battery Powered Uplight Fixtures	24	\$27.00 / Each	1	\$648.00
Wireless, Battery Powered, Pinspot Light Fixtures	6	\$30.00 / Each	1	\$180.00

**Provided Equipment Listed Above: \$6,434.00**

**Labor & Logistics:**

<b>Service:</b>	<b>Quantity:</b>	<b>Cost:</b>	<b>Total Cost:</b>
<b>General A/V Technician</b> (To provide technical support, operate video switcher, operate audio & lighting consoles, operate video camera, navigate powerpoint presentations, and remain on-site for the duration of the event)	3 Technicians x 4.0 Hours	\$50.00 / Hour	\$600.00
<b>Supplemental Labor</b> Additional required labor due to the set up time restrictions imposed by the DoubleTree Midlothian		\$675.00	\$675.00
<b>Video Compilation</b> In the days following the event, video from the event will be compiled as one file and transferred to an external hard drive which shall be furnished to the client	1	\$200.00	\$200.00
Design, Travel & Delivery, Implementation, Configuration and Removal of Supplied Equipment	1	\$1,850.00	\$1,850.00

**Labor & Logistics Listed Above: \$3,325.00**

**Grand Total: \$9,759.00**

**Balance Due By 12/5/2023: \$9,759.00**

**Production Logistical Notes:** Production to arrive the afternoon of Wednesday, November 15 2023 to complete the load-in, set-up and configuration of all supplied equipment to the DoubleTree Midlothian. All equipment will be “show ready” by the end of the day.

Production will return to the DoubleTree Midlothian the afternoon of November 16th to power on, and test all provided equipment to ensure that it is properly functioning as intended.

Production will provide three dedicated technicians for the duration of the event. One technician will operate the video switcher, one technician will operate the lighting and audio consoles, and one technician will serve as the dedicated video camera operator.

Production will record the program “in camera,” and in the days following the event, video from the event will be compiled as one file and transferred to an external hard drive which shall be furnished to the client.

Following the completion of the event, production will strike and remove all provided equipment from the DoubleTree Midlothian.

***All outstanding balances are to be paid within 14 days of the date of this invoice.  
Any balance not paid within 14 days will be subject to a 25% per week late fee surcharge.***

***All checks may be made payable to I&L's DJing, and payment may be remitted to the address listed in the header of this invoice. All invoices paid with card will be subject to an additional 3.5% administrative fee.***

***If you have any questions regarding this invoice, please contact:***

***Ian Chini, (540) 219-1724, [ian@ildjservices.com](mailto:ian@ildjservices.com)***

***Thank you for your business!***

Equipment	Quantity	Discount	Price
Pro Flex - Double Assembly Inserts	4		
8' wide 32" Skirt	5		
Pro Flex -Clips to Attach Skirts to ProFlex Platforms	20		
Upstage pipe and drape	1		\$ 160.00
<b>Total Stage:</b>			<b>\$ 902.85</b>
<b>Media Content</b>			
Labor	4		\$ 340.00
<b>Total Media Content:</b>			<b>\$ 340.00</b>
<b>Delivery and Labor</b>			
Labor	2		\$ 680.00
Delivery	1		\$ 150.00
<b>Total Delivery and Labor:</b>			<b>\$ 830.00</b>
<b>Total</b>			
Total rental equipment:			\$ 5,597.25
<b>Price excl. tax:</b>			<b>\$ 5,597.25</b>
0% Tax:			\$ 0.00
<b>Price incl. tax:</b>			<b>\$ 5,597.25</b>

**Confirmation of quotation 161**

[Click here to digitally sign the quotation](#)



**Luminuss Productions; LLC**  
 13115 Ormond Way  
 King George, VA 22485  
 Phone: (240) 776-2205  
[info@luminuss.com](mailto:info@luminuss.com)  
[www.luminuss.com](http://www.luminuss.com)

**Regarding: Fauquier County Schools**

Project number: 379  
 Quotation number: 162  
 Quotation date: 01/19/2024  
 Valid until: 02/02/2024  
 Payment method: After agreement  
 Created by: Ryan DeGruy

Equipment	Quantity	Price
<b>Outdoor Stage</b>		
Astra 2024 w/ banner support and skirt	1	\$ 4,000.00
Stage Ramps	2	\$ 2,400.00
	<b>Total Outdoor Stage:</b>	<b>\$ 6,400.00</b>
<b>Generator</b>		
Generator & Accesories	1	\$ 500.00
	<b>Total Generator:</b>	<b>\$ 500.00</b>
<b>Video Feed</b>		
BirdDog P200 PTZ NDI Camera	3	\$ 600.00
BirdDog PF120	1	\$ 130.00
BirdDog PTZ Keyboard	1	\$ 170.00
BirdDog 4K-Quad	1	\$ 210.00
Blackmagic Design ATEM SDI Extreme ISO	1	\$ 150.00
ATEM Extreme SDI Power Supply	1	\$ 0.00
Cat5e Reel with Pro Shell Connectors - 250 Foot	4	\$ 128.78
	<b>Total Video Feed:</b>	<b>\$ 1,388.78</b>
<b>Audio</b>		
JBL SRX906LA	12	\$ 2,100.00
JBL SRX906LA Base Plate	3	\$ 105.00
QSC K12.2	2	\$ 180.00
6ft Tripod Speaker Stand	2	\$ 20.00
QSC K10.2 Speaker	2	\$ 140.00
Pop-up canopy	1	\$ 65.00
Shure Microflex MX412D/C Desktop Gooseneck Microphone	3	\$ 60.00
Choir Mics	6	\$ 300.00
	<b>Total Audio:</b>	<b>\$ 2,970.00</b>
<b>Indoor Setup</b>		
12' x 16' x 24-35" Stage Platform Kit	1	\$ 742.85

Equipment	Quantity	Price
Pro Flex - 8X4FT Industrial Stage	6	
Pro Flex - Self-Leveling Panel Insert	10	
Telescopic Leg Adjustable from 23 3/4" to 35 1/2"	24	
Pro Flex - Dual Stage Leg Clamp	10	
Pro Flex - Panel to Panel Stage Clamp	10	
Pro Flex - Four Steps Adjustable Stairs for Stages 23 3/4" to 39 1/4"	2	
Pro Flex - Double Assembly Inserts	4	
8' wide 32" Skirt	5	
Pro Flex -Clips to Attach Skirts to ProFlex Platforms	20	
HD-SDI 300'	1	\$ 25.00
<b>Total Indoor Setup:</b>		<b>\$ 767.85</b>

Labor		
Delivery	1	\$ 200.00
Director	1	\$ 500.00
Video Engineer	2	\$ 700.00
Audio Tech	1	\$ 350.00
Labor	4	\$ 2,600.00
<b>Total Labor:</b>		<b>\$ 4,350.00</b>

<b>Total</b>	
Total rental equipment:	\$ 16,376.63
<b>Price excl. tax:</b>	<b>\$ 16,376.63</b>
0% Tax:	\$ 0.00
<b>Price incl. tax:</b>	<b>\$ 16,376.63</b>

**Confirmation of quotation 162**

[Click here to digitally sign the quotation](#)