

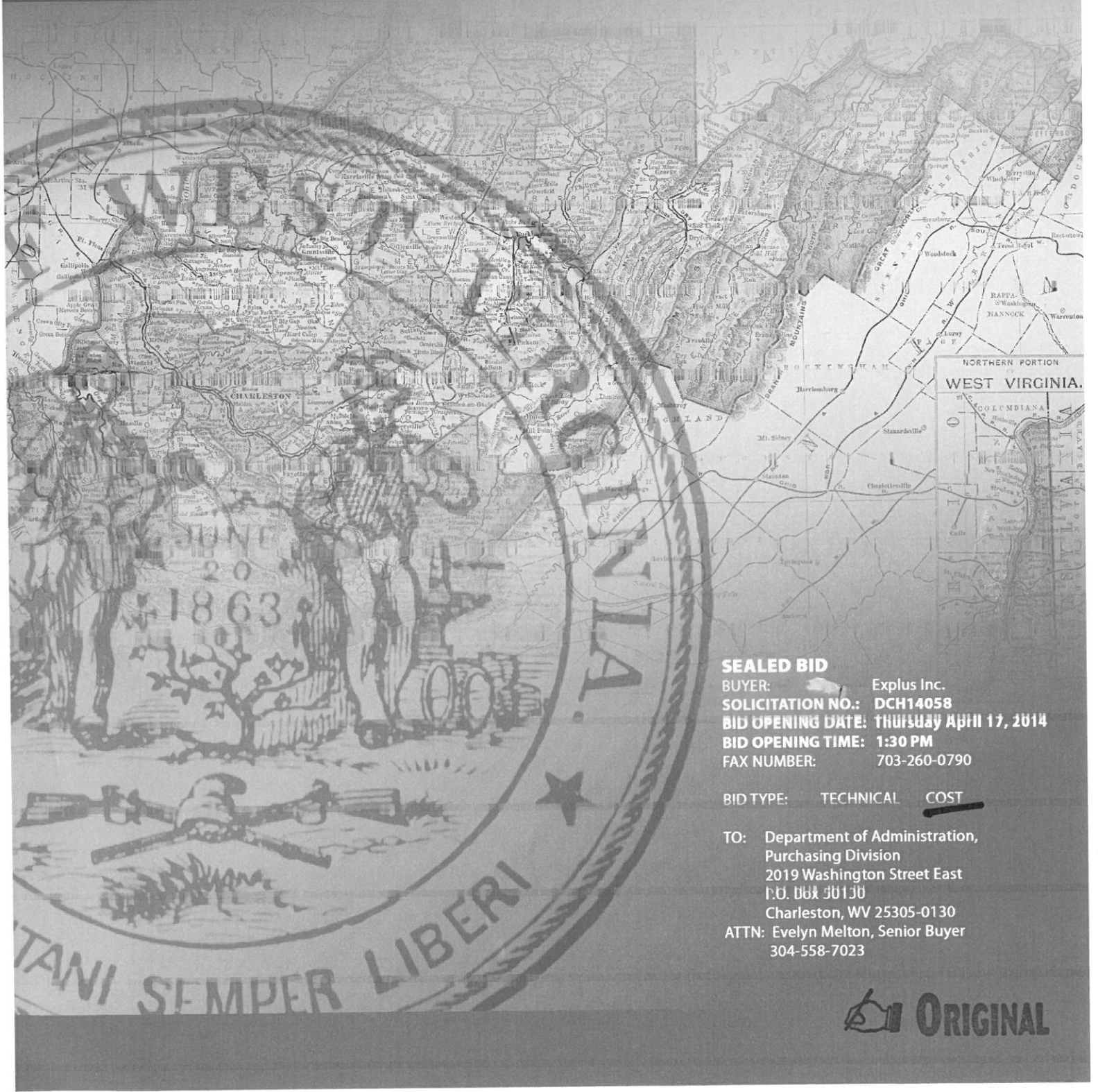
EXPLUS
INCORPORATED

44156 Mercure Circle • Dulles, VA 20166
703.260.0780 • 703.260.0790

Solicitation #DCH14058 proposal response prepared for:

WEST VIRGINIA STATE MUSEUM

Enhancements, Development, Fabrication & Installation
of 7 Scenes/Dioramas in Charleston, WV



SEALED BID

BUYER: Explus Inc.
SOLICITATION NO.: DCH14058
BID OPENING DATE: Thursday April 17, 2014
BID OPENING TIME: 1:30 PM
FAX NUMBER: 703-260-0790

BID TYPE: TECHNICAL COST

TO: Department of Administration,
Purchasing Division
2019 Washington Street East
P.O. BOX 50130
Charleston, WV 25305-0130
ATTN: Evelyn Melton, Senior Buyer
304-558-7023

 ORIGINAL



Solicitation #DCH14058 proposal response prepared for:
WEST VIRGINIA STATE MUSEUM
Enhancements, Development, Fabrication & Installation
of 7 Scenes/Dioramas in Charleston, WV

TITLE PAGE

RFP Subject: **West Virginia State Museum
Enhancement & Development of 7 Scenes/Dioramas**

RFP Number: **DCH14058**

Vendor Name: Explus Inc.
Vendor Address: 44156 Mercure Circle
Dulles, VA 20166

Vendor Phone: 703-260-0780
Vendor Fax: 703-260-0790

Vendor Contact: Brett Beach, Director of Business Development
OR
Lorrie Thompsen Andrews, Director, Finance & Administration

Vendor Email: sales@explusinc.com

Vendor Signature:

Date:

April 16, 2014



April 15, 2014

Evelyn Melton, Senior Buyer
Department of Administration, Purchasing Division
2019 Washington Street East
P.O. Box 50130
Charleston, WV 25305-0130
304-558-7023
Evelyn.P.Melton@wv.gov

RE: *Solicitation #DCH14058 proposal response prepared for:*
WEST VIRGINIA STATE MUSEUM
Enhancements, Development, Fabrication & Installation of 7 Scenes/Dioramas in Charleston, WV

Dear Ms. Melton,

On behalf of the Explus Inc. team, we are delighted to have the opportunity to submit our PROPOSAL for the WEST VIRGINIA STATE MUSEUM Enhancements, Development, Exhibit Fabrication & Installation of 7 Scenes/Dioramas in Charleston, WV.

We know without a doubt that Explus has the experience and knowledge of developing the highest quality museum exhibits to the level of standards and expertise this project deserves. As you review our proposal, please consider the wealth of experience and value our project team brings to your project. Explus has an exceptional reputation for creating first-rate collaborative relationships with our clients and designers. This is accomplished by asserting your satisfaction as our Number #1 priority. **Our company's thirty years of experience and dedication to service and quality will be utilized in every phase of the exhibit engineering, fabrication, installation and maintenance.**

Explus considers this project to be an excellent fit for our company. After the initial evaluation of the available project parameters, we strongly feel that our company can provide the desired services with these distinct advantages:

- three decades of proven collaborative project management & museum exhibit fabrication experience
- numerous State & History Museum past project experience of relevance
- an existing project workload that meets the project deadlines
- one of our most experienced Project Managers
- a fabrication team that has at least 10+ years of experience
- our extensive portfolio of successful past projects
- our budgeting and value engineering services can make certain that your dollars are spent wisely and in a manner consistent with your available funds

Explus is committed to meeting your unique custom project requirements on time and within budget. We look forward with great anticipation to the opportunity to work with you on this exciting project. Please do not hesitate to contact us for any additional information or clarification that you may desire. Again, it is our pleasure to represent the Explus team, and we wish you the best in your review.

Regards,

Brett Beach – Explus Director of Business Development
bbeach@explusinc.com
703-260-0780 (x128)

Explus Inc.
44156 Mercure Circle • Dulles, VA 20166
(703) 260-0780 • (703) 260-0790



Solicitation #DCH14058 proposal response prepared for:
WEST VIRGINIA STATE MUSEUM
*Enhancements, Development, Fabrication & Installation
of 7 Scenes/Dioramas in Charleston, WV*

Deposit

All of our Subcontractors for Solicitation #DCH14058 WV State Museum Enhancements project require deposits to proceed with their work, therefore Explus will invoice for the deposit money the month prior to their scope of work beginning.

Progress Payment Terms And Conditions

Based upon Applications for Payment submitted to the Owner, the Owner shall make monthly progress payments on account of the Contract Sum to Explus.

Each Application for Payment shall be based on the most recent schedule of values submitted by Explus. The schedule of values shall allocate the entire Contract Sum among the various portions of the Work. The schedule of values shall be prepared in such form and supported by such data to substantiate its accuracy as the Owner may require.

Applications for Payment shall indicate the percentage of completion of each portion of the Work as of the end of the period covered by the Application for Payment.

The Owner shall make payment to Explus not later than 20th day of the following month.

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: DCH14058

Instructions: Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

Acknowledgment: I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

Addendum Numbers Received:

(Check the box next to each addendum received)

- | | |
|--|--|
| <input checked="" type="checkbox"/> Addendum No. 1 | <input type="checkbox"/> Addendum No. 6 |
| <input checked="" type="checkbox"/> Addendum No. 2 | <input type="checkbox"/> Addendum No. 7 |
| <input type="checkbox"/> Addendum No. 3 | <input type="checkbox"/> Addendum No. 8 |
| <input type="checkbox"/> Addendum No. 4 | <input type="checkbox"/> Addendum No. 9 |
| <input type="checkbox"/> Addendum No. 5 | <input type="checkbox"/> Addendum No. 10 |

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

Explus Inc. _____
 . Company
 . 
 . _____
 Lorrie Thompson, Authorized Signature
 Director, Finance and Administration
 April 16, 2014

 Date

NOTE: This addendum acknowledgement should be submitted with the bid to expedite document processing.
Revised 6/8/2012



State of West Virginia
 Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

Solicitation

NUMBER
DCH14058

PAGE
1

ADDRESS CORRESPONDENCE TO ATTENTION OF:
EVELYN MELTON 304-558-7023

RFQ COPY
 TYPE NAME/ADDRESS HERE
 VENDOR
 Explus Inc.
 44156 Mercure Circle
 Dulles, VA 20166

SHIP TO
 DIVISION OF CULTURE & HISTORY
 CULTURAL CENTER
 1900 KANAWHA BOULEVARD, EAST
 CHARLESTON, WV
 25305-0300 558-0220

DATE PRINTED
03/13/2014

BID OPENING DATE: 04/17/2014 BID OPENING TIME 1:30PM

LINE	QUANTITY	UOP	CAT NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
REQUEST FOR PROPOSAL						
<p>THE WEST VIRGINIA PURCHASING DIVISION IS SOLICITING A REQUEST FOR PROPOSAL ON BEHALF OF THE WEST VIRGINIA DIVISION OF CULTURE AND HISTORY TO PROVIDE ENHANCEMENTS FOR THE EXHIBIT DEVELOPMENT OF 7 SCENES/DIORAMAS FOR THE STATE MUSEUM LOCATED AT THE WV CAPITOL COMPLEX PER THE ATTACHED SPECIFICATIONS, INSTRUCTIONS TO BIDDERS, PROJECT MANUAL AND THE SCENIC DESIGN PACKAGE.</p> <p>PROJECT MANUAL & THE SCENIC DESIGN PACKAGE MAY BE OBTAINED FOR A FEE BY CONTACTING:</p> <p>CHARLESTON BLUEPRINT 1203 VIRGINIA STREET EAST CHARLESTON, WV 25301 PHONE NO: 304-343-1063</p>						
0001	1	LS	906-48			
<p>ENHANCEMENT TO THE WV STATE MUSEUM - PROPOSAL</p> <p>DEVELOPMENT OF 7 SCENES/DIORAMAS</p>						

SIGNATURE <i>Jan Thompson Andrews</i>	TELEPHONE 703-260-0780	DATE April 16, 2014
TITLE Dir. Finance/Admin	FEIN #54-1222502	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO SOLICITATION, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



State of West Virginia
 Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

Solicitation

NUMBER
DCH14058

PAGE
2

ADDRESS CORRESPONDENCE TO ATTENTION OF
EVELYN MELTON 304-558-7023

VENDOR	RFQ COPY
	TYPE NAME/ADDRESS HERE
	Explus Inc.
	44156 Mercure Circle Dulles, VA 20166

SHIP TO	DIVISION OF CULTURE & HISTORY
	CULTURAL CENTER
	1900 KANAWHA BOULEVARD, EAST
	CHARLESTON, WV 25305-0300 558-0220

DATE PRINTED
03/13/2014

BID OPENING DATE: 04/17/2014

BID OPENING TIME 1:30PM

LINE	QUANTITY	UOP	CAT NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
***** THIS IS THE END OF RFP DCH14058 ***** TOTAL:						_____

SIGNATURE <i>Lorrie Thompson Andrews</i>	TELEPHONE 703-260-0780	DATE April 16, 2014
TITLE Dir. Finance/Admin	FEIN #54-1222502	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO SOLICITATION, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



State of West Virginia
 Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

Solicitation

NUMBER
DCH14058

PAGE
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ADDRESS CORRESPONDENCE TO ATTENTION OF:
EVELYN MELTON 304-558-7023

VENDOR

RFQ COPY
 TYPE NAME/ADDRESS HERE

Explus Inc.
 44156 Mercure Circle
 Dulles, VA 20166

SHIP TO

DIVISION OF CULTURE & HISTORY
 CULTURAL CENTER
 1900 KANAWHA BOULEVARD, EAST
 CHARLESTON, WV
 25305-0300 558-0220

DATE PRINTED
04/04/2014

BID OPENING DATE: 04/17/2014 BID OPENING TIME 1:30PM

LINE	QUANTITY	UOP	CAT NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
				ADDENDUM NO. 1		
				ADDENDUM ISSUED:		
				1. TO PROVIDE RESPONSES TO VENDORS' QUESTIONS REGARDING THE ABOVE REQUEST FOR PROPOSAL.		
				2. TO PROVIDE ADDENDUM ACKNOWLEDGMENT. THIS DOCUMENT SHOULD BE SIGNED AND RETURNED WITH YOUR BID. FAILURE TO SIGN AND RETURN MAY RESULT IN THE DISQUALIFICATION OF YOUR BID.		
				END OF ADDENDUM NO. 1		
0001	1	LS		906-48		
				ENHANCEMENT TO THE WV STATE MUSEUM - PROPOSAL		
				DEVELOPMENT OF 7 SCENES/DIORAMAS		
				***** THIS IS THE END OF RFQ DCH14058 ***** TOTAL:		

SIGNATURE Lorrie Thompson Andrews	TELEPHONE 703-260-0780	DATE April 16, 2014
TITLE Dir. Finance/Admin	FEIN #54-1222502	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO SOLICITATION, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



State of West Virginia
 Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

Solicitation

NUMBER
DCH14058

PAGE
1

ADDRESS CORRESPONDENCE TO ATTENTION OF:
EVELYN MELTON
304-558-7023

VENDOR

RFQ COPY
 TYPE NAME/ADDRESS HERE

Explus Inc.
 44156 Mercure Circle
 Dulles, VA 20166

SHIP TO

DIVISION OF CULTURE & HISTORY
 CULTURAL CENTER
 1900 KANAWHA BOULEVARD, EAST
 CHARLESTON, WV
 25305-0300 558-0220

DATE PRINTED
04/08/2014

BID OPENING DATE: 04/17/2014 BID OPENING TIME 1:30PM

LINE	QUANTITY	UOP	CAT. NO	ITEM NUMBER	UNIT PRICE	AMOUNT
				ADDENDUM NO. 2		
				ADDENDUM ISSUED;		
				1. TO CORRECT ANSWER OF QUESTION # 5 FROM THE QUESTIONS RECEIVED FOR ADDENDUM # 1. PLEASE SEE ATTACHMENT FOR VENDOR'S REQUIREMENTS.		
				2. TO PROVIDE ADDENDUM ACKNOWLEDGMENT. THIS DOCUMENT SHOULD BE SIGNED AND RETURNED WITH YOUR BID. FAILURE TO SIGN AND RETURN MAY RESULT IN THE DISQUALIFICATION OF YOUR BID.		
				END OF ADDENDUM NO. 2		
0001	1	LS		906-48		
				ENHANCEMENT TO THE WV STATE MUSEUM - PROPOSAL		
				DEVELOPMENT OF 7 SCENES/DIORAMAS		
				***** THIS IS THE END OF RFQ DCH14058 ***** TOTAL:		

SIGNATURE <i>Lorrie Thompson Andrews</i> Lorrie Thompson Andrews	TELEPHONE 703-260-0780	DATE April 16, 2014
TITLE Dir. Finance/Admin	FEIN #54-1222502	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO SOLICITATION, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

REQUEST FOR PROPOSAL

Division of Culture and History - DCH14058

Attachment C: Cost Sheet

1. THE PROJECT AND THE PARTIES:

1.1. TO:

1.1.1. Owner

Randall Reid-Smith, Commissioner
 West Virginia Division of Culture and History
 The Culture Center
 State Capitol Complex
 1900 Kanawha Boulevard East
 Charleston, WV 25305

1.2. FOR:

1.2.1. The Culture Center

State Project Number: **DCH14058**

Development of seven (7) Scenes/Dioramas: Enhancements to the WV State Museum

1.3. DATE: April 16, 2014

1.4. SUBMITTED BY:

1.4.1. Bidders Full Name: Explus Inc.

1.4.1.1. Address: 44156 Mercure Circle

1.4.1.2. City, State, Zip: Dulles, VA 20166

703-260-0780

1.5. OFFER:

Having examined the Place of the Work and all matters referred to in the **Instruction to Bidders** and the Contract Documents prepared by **RSL Commercial Architecture and the State of West Virginia Terms and Conditions & Instruction to Bidders** for the above project, we the undersigned, hereby offer to enter into a Contract to perform the Work for the Sum of:

1.5.1. Five Hundred Ninety-Seven Thousand Nine Hundred
Ninty-Three Dollars and Zero Cents Dollars
 (\$ 597,993.00), in lawful money of the United States of America.

1.5.2. We have included the required documents as required by the **Instructions to Bidders**.

1.5.2.1. ~~Bid Bond is included.~~ N/A per Addendum #1, QA response #8.

1.5.2.2. Bid Includes the following:

1.5.2.2.1. All applicable federal taxes and State of West Virginia taxes are included in the Bid Sum.

1.5.2.2.2.

REQUEST FOR PROPOSAL

Division of Culture and History - DCH14058

1.6. CONTRACT TIME

1.6.1. If this Bid is accepted we will:

1.6.2. Substantially Complete the Work by ~~June 19, 2014.~~ 100 calendar days from NTP per Addendum #1, QA response #3.

1.7. BID FORM SIGNATURE(S)

The Corporate Seal of:

Explus Inc.

(Bidder- Print the full name of your Firm)

Was hereunto affixed in the presence of

Yousuf Warsame Oudney Director Finance/Admin

(Authorized signing office, Title)

(Seal)

Yousuf Warsame Oudney, Corporate Secretary

(Authorized signing office, Title)

1.8. If the Bid is a Joint Venture or Partnership, add additional forms of execution as required.

END OF BID FORM

REQUEST FOR PROPOSAL

Division of Culture and History - DCH14058

By signing below, I certify that I have reviewed this Request for Proposal in its entirety; understand the requirements, terms and conditions, and other information contained herein; that I am submitting this proposal for review and consideration; that I am authorized by the bidder to execute this bid or any documents related thereto on bidder's behalf; that I am authorized to bind the bidder in a contractual relationship; and that, to the best of my knowledge, the bidder has properly registered with any State agency that may require registration.

Explus Inc.
(Company) 
Lorrie Thompsen Andrews, Director, Finance & Administration
(Representative Name, Title)

Phone: 703-260-0780 (x123) / Fax: 703-260-0790
(Contact Phone/Fax Number)

April 16, 2014
(Date)

STATE OF WEST VIRGINIA
Purchasing Division

PURCHASING AFFIDAVIT

MANDATE: Under W. Va. Code §5A-3-10a, no contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and: (1) the debt owed is an amount greater than one thousand dollars in the aggregate; or (2) the debtor is in employer default.

EXCEPTION: The prohibition listed above does not apply where a vendor has contested any tax administered pursuant to chapter eleven of the W. Va. Code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

DEFINITIONS:

"Debt" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

"Employer default" means having an outstanding balance or liability to the old fund or to the uninsured employers' fund or being in policy default, as defined in W. Va. Code § 23-2c-2, failure to maintain mandatory workers' compensation coverage, or failure to fully meet its obligations as a workers' compensation self-insured employer. An employer is not in employer default if it has entered into a repayment agreement with the Insurance Commissioner and remains in compliance with the obligations under the repayment agreement.

"Related party" means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceeds five percent of the total contract amount.

AFFIRMATION: By signing this form, the vendor's authorized signer affirms and acknowledges under penalty of law for false swearing (W. Va. Code §61-5-3) that neither vendor nor any related party owe a debt as defined above and that neither vendor nor any related party are in employer default as defined above, unless the debt or employer default is permitted under the exception above.

WITNESS THE FOLLOWING SIGNATURE:

Vendor's Name: Explus Inc.

Authorized Signature: *Terrie Thompson Andrews* Date: April 16, 2014
Terrie Thompson Andrews, Dir. Finance & Administration

State of Virginia

County of Loudoun, to-wit:

Taken, subscribed, and sworn to before me this 16th day of April, 2014.

My Commission expires March 31, 2015.

AFFIX SEAL HERE



NOTARY PUBLIC *[Signature]* 337621

Line Items

- | | | | | |
|---|--------|---|----|-------|
| 1 | Item | Scenic Element SN-01 Static Portrait, Man - Location P-1 John Brown - Item P-1A - Page 5 | \$ | 3,857 |
| | Scope: | Produce: One (1) SN-01 Static Portrait, Man. Details - Use visual reference as provided for character styling and background. Artwork to be period appropriate for mid-1800's, in color, a white man in his 40's who was a reporter who covered the hanging of John Brown. Painting to have accentuated brush strokes to match video monitor texture. Size: Approx. 22W X 30H. Note: Client to provide reference material in color. | | |
| 2 | Item | Scenic Element SN-02 Decorative Frame, 3" Wide Carved Dark Walnut with Textured Acrylic "Glass" - Location P-1A John Brown - Page 5 | \$ | 941 |
| | Scope: | Produce: One (1) Frame SN-02, Size: Approx. 22" W X 30" H, frame to be 3" wide wood decorative carved - finished as dark walnut. Note: Budget allowance only for frame, final selection TBD. | | |
| 3 | Item | Scenic Element SN-03 Static Portrait, Woman - Location P-1 John Brown - Item P-1A - Page 5 | \$ | 4,203 |
| | Scope: | Produce: One (1) SN-03 Static Portrait, Woman. Details - Use visual reference as provided for character styling and interior room. Artwork to be period appropriate for mid-1800's, in color, a white woman in her late 30's. Painting to have accentuated brush strokes to match video monitor texture. Size: Approx. 14W X 22H. Note: Client to provide reference material in color. | | |
| 4 | Item | Scenic Element SN-04 Decorative Frame, 2" Wide Antique Gold with Textured Acrylic "Glass" - Location P-1A John Brown - Page 5 | \$ | 644 |
| | Scope: | Produce: One (1) Frame SN-02, Size: Approx. 14" W X 22" H, frame to be 2" wide wood decorative - finished as antique gold. Note: Budget allowance only for frame, final selection TBD. | | |



- 5 Item Scenic Element SN-05 Decorative Frame, 3" Wide Carved Dark Walnut for Old Man (VI-01) - Location P-1A John Brown - Page 3 \$ 1,903

Scope: Produce: One (1) Frame SN-05, Size: To match 32" monitor size, frame to be 3" wide wood decorative carved - finished as dark walnut. Note: Budget allowance only for frame, final selection TBD. Budget allowance only for brushed acrylic, product or technique TBD.

- 6 Item Scenic Element SN-06 Decorative Frame, 2.5" Wide Antique Gold for Young Woman (VI-02) - Location P-1A John Brown - Page 3 \$ 1,732

Scope: Produce: One (1) Frame SN-06, Size: To match 22" monitor size, frame to be 2" wide wood decorative - finished as antique gold. Note: Budget allowance only for frame, final selection TBD. Budget allowance only for brushed acrylic, product or technique TBD.

- 7 Item Scenic Element SN-07 Decorative Frame, 2 - 2.5" Wide Carved Dark Walnut for Armory Worker (VI-03) - Location P-1A John Brown - Page 4 \$ 1,886

Scope: Produce: One (1) Frame SN-07, Size: To match 32" monitor size, frame to be 2 - 2.5" wide wood decorative simple carved - finished as dark walnut. Note: Budget allowance only for frame, final selection TBD. Budget allowance only for brushed acrylic, product or technique TBD.

- 8 Item Scenic Element SN-08 Decorative Frame, 2 - 2.5" Wide Rustic Handmade Pine for Slave (VI-04) - Location P-1A John Brown - Page 4 \$ 1,897

Scope: Produce: One (1) Frame SN-08, Size: To match 22" monitor size, frame to be 2 - 2.5" wide wood rustic handmade pine - finished as light medium. Note: Budget allowance only for frame, final selection TBD. Budget allowance only for brushed acrylic, product or technique TBD.

- 9 Item Scenic Element SN-09 Decorative Fence, Approx. 36" High, To Match Existing Style - Location P-1B Harpers Ferry - Page 2 \$ 7,400

Scope: Produce: One (1) Decorative Fence, Approx. 36" High x 174" Long, to Match Existing Style. Material: Metal. Finish: Paint color TBD, scenic treatment as required.

- 10 Item Scenic Element SN-10 Partial Tents (2) at Wall Mural - Location P-1C Battle of Philippi - Pages 1, 4 & 5 \$ 9,134

Scope: Produce: Two (2) Tents which have the same characteristics of those in existing Mural, (aged/worn/stained). Front end of tent is full view of tent, angled towards path. Size: Approx. 36" Deep x 72" Long x 48" High - Proportional 3 to 2 scale (to be field verified with mock up tents). Two (2) Cut Out Flats of Soldiers inside Tents (1 per tent). Light source for creating silhouettes in two tents is included (budget allowance only, final specifications TBD). Style period to be appropriate, Confederate origin. Tent and canvas to be durable to withstand visitor abuse and be secured to ground plane. Two (2) Cardboard Mock Ups of tents on site for approval are included. Note: No enhancements of existing mural are required.

- 11 Item Scenic Element SN-11 Artillery Gear - Location P-1C Battle of Philippi - Page 3 \$ 1,910

Scope: Install: Three (3) Existing WVSM Artifacts. Security attachments to be at the direction of WVSM, mount into ground plane.

- 12 Item Scenic Element SN-12 Boat - Location P-2 Wheeling Scene - Pages 1 - 5 \$ 41,899

Scope: Produce: One (1) Façade and Deck to match 'Mountain Boy' steamboat historical images. Three (3) Low Voltage hanging lanterns at columns. Rope and Metal Tie Bracket, Gang Plank for Cut Out Dock Worker Flat, Wood Door with Frosted Glass (for silhouettes with shadow effect), Ramp from boat deck to shore (to meet ADA codes and finish). Finish: Reference to historical images. Note: Color rendering of facade to be provided for approval prior to painting. Budget allowance only, final design and lighting specifications TBD. Note: Client to provide print ready graphic files. Budget allowance only for lanterns and tie brackets, type TBD.

- | | | | | |
|-----------|------|--|----|--------|
| 13 | Item | Scenic Element SN-13 Cut Out Dock Worker Flat - Life Size - Location P-2 Wheeling Scene - Pages 1 - 5 | \$ | 2,676 |
| | | Scope: Produce: One (1) Cut Out Dock Worker Flat - Life Size. Clothing period appropriate, made from layers of 3/4" PVC sandwiched over hidden metal frame, anchored flat to gang plank, all mounting hardware to be hidden. Full color digital art with time appropriate clothing and cargo; one side. Edge of flat & back side painted flat black. Artwork sealed with clear non glossy sealer. Note: Client to provide print ready graphic files. | | |
| 14 | Item | Scenic Element SN-14 Aged Shipping Tags (to be tied to Trunks and Crates) "State Capital/To Charleston" - Location P-2 Wheeling Scene - Pages 1 - 5 | \$ | 9,003 |
| | | Scope: Produce: Ten (10) Aged Shipping Tags (to be tied to Trunks and Crates) "State Capital/To Charleston". Installation of existing WVSM Artifacts: Crates, Barrels, Trunks, Boxes; Approx. 18 pcs. No painting or stencils are necessary to the existing artifacts Security mounts to be approved by WVSM. Note: Client to provide print ready graphic files. | | |
| 15 | Item | Scenic Element SN-15 Painting Enhancement of South Wall Silhouettes - Location P-2 Wheeling Scene - Pages 1 - 5 | \$ | 12,974 |
| | | Scope: Produce: Painting Enhancement of South Wall Silhouettes. Painted warm yellow glow in 15 misc. windows. Painted walking silhouettes in street of Ten (10) People, Two (2) Horses and Two (2) Dogs. Painted silhouettes to be flat black with very little detail on MDF substrate. Note: Client to provide print ready graphic files. | | |
| 16 | Item | Scenic Element SN-16 Cut Out Crewmen (2) Flats with Coal Shovels, life-size - Location P-2 Wheeling Scene - Pages 1 - 5 | \$ | 4,365 |
| | | Scope: Produce: Two (2) Cut Out Crewmen Flats with Coal Shovels, life-size. To be used behind frosted door window Show lighting (coal fire warm glow) to be used behind flats to create silhouettes/shadow, paint flat black. Note: Client to provide production ready graphic files. Show lighting - Budget allowance only, final design TBD. | | |



- | | | | | |
|-----------|------|---|----|--------|
| 17 | Item | Scenic Element SN-16 Crows (2) in Different Poses - Location P-3
Transportation - Pages 1 - 3
Scope: Produce: Two (2) Crows - Full size and color in Different Poses. | \$ | 6,341 |
| | | | | |
| 18 | Item | Scenic Element SN-18 Hawk Chicks (2) in Nest - Location P-3
Transportation - Pages 1 - 3
Scope: Produce: Two (2) Hawk Chicks in Nest. Stick Nest - 20"W x 15" D, nest can extend beyond rock ledge if necessary. Young Chicks to be natural size and color, located in nest for easy viewing. Nest is to hold the two (2) chicks and also the animated Hawk (AN-03). | \$ | 6,637 |
| | | | | |
| 19 | Item | Scenic Element SN-19 Two (2) Groups of five (5) Sparrows on Telephone Wire - Location P-3 Transportation - Pages 1 - 3

Scope: Produce: Two (2) Groups of five (5) Sparrows on Telephone Wire. Sparrows (natural size and color) to appear in different sitting positions. | \$ | 15,251 |
| | | | | |
| 20 | Item | Scenic Element C53SN-20 Full Grown Raccoon - Location P-3
Transportation - Pages 1 - 3
Scope: Produce: One (1) Full Grown Raccoon. Sparrows (natural size and color) to appear in different sitting positions. Raccoon to be natural size and color. | \$ | 4,691 |
| | | | | |
| 21 | Item | Scenic Element SN-21 Telephone Poles with Cross Bars and Glass Insulators - Location P-3 Transportation - Pages 1 - 3

Scope: Produce: Two (2) Telephone Poles with Cross Bars and Glass Insulators - 10" Dia Round wood with spike marks out of guest reach Add Climbing Pegs to northernmost Pole at Bridge (for animated Cardinal). Finish: Dark brown/black; Aged | \$ | 11,082 |
| | | | | |
| 22 | Item | Scenic Element SN-22 Vines on Telephone Pole - Location P-3
Transportation - Pages 1 - 3
Scope: Produce: One (1) Group of Kudzu Vines on Telephone Pole. Medium treatment of Vines to trail on floor, guardrail, and up telephone pole to cross bars. | \$ | 5,918 |

23	Item	Scenic Element SN-23 18" Painted Wood Decorative Trim for each side of Mail Pouch sign Frame - Location P-3 Transportation - Pages 1 - 3	\$	1,694
		Scope: Produce: 18" Painted Wood Decorative Trim for each side of Mail Pouch sign Frame. Approx. 6"H x 18"W x 6"D (match depth of frame). Note: Animated Owl (AN-05) sits on top at right side of sign. Attachment hardware to existing frame to be concealed.		
24	Item	Not Used	\$	-
		Scope: Not Used		
25	Item	Animatronics AN-01 Marine - Location P-1B Harpers Ferry - Pages 1 - 3	\$	39,027
		Scope: Produce: One (1) Marine. Head rotates side to side, tilts back & forth and raises, Mouth moves, Eyes blink, Arms and hands move and raise, Body moves slightly. Provide reproduction period correct WV Marine uniform and rifle. Provide uniform pouch to hide speaker. Approx. 168 feet of conduit for low voltage wire requirement.		
26	Item	Animatronics AN-02 Male Cardinal - Location P-3 Transportation - Pages 1 - 3	\$	16,863
		Scope: Produce: One (1) Male Cardinal. Head, neck, beak and wings move, Body rotates and tilts, Eyes blink. 125% of actual size. Approx. 36 feet of conduit for low voltage wire requirement.		
27	Item	Animatronics AN-03 Hawk - Location P-3 Transportation - Pages 1 - 3	\$	18,513
		Scope: Produce: One (1) Hawk. Head, neck, beak and wings move, Body rotates and tilts, Eyes blink. Approx. 36 feet of conduit for low voltage wire requirement.		
28	Item	Animatronics AN-04 Rattlesnake - Location P-3 Transportation - Pages 1 - 3	\$	14,124
		Scope: Produce: One (1) Rattlesnake. Raises head, Tongue "flips", Tail rattles, Body moves slightly, Eyes blink. Approx. 36 feet of conduit for low voltage wire requirement.		

29	Item Animatronics AN-05 Full Grown Owl - Location P-3 Transportation - Pages 1 - 3 Scope: Produce: One (1) Full Grown Owl. Head, neck, beak and wings move, Body rotates and tilts, Eyes blink, Head turns 270 degrees. Approx. 36 feet of conduit for low voltage wire requirement.	\$ 20,174
30	Item Not Used Scope: Not Used	\$ -
31	Item Trees TR-01 Sugar Maple Tree - Summer - Location P-1 Battle of Philippi Scope: Produce: One (1) Sugar Maple Tree - Summer. Grown tree with full canopy across Showpath, Approx 12' Dia. Canopy density to match existing coverage in existing Showpath, Wilderness Tree trunk is approx. 12" dia.	\$ 10,296
32	Item Trees TR-02 Rhododendron Bushes - Summer - Location P-1 Battle of Philippi Scope: Produce: One (1) Group of Rhododendron Bushes - Summer. Match existing in Showpath, Whole New Deal. Quantity to cover approximately five (5) linear feet.	\$ 5,380
33	Item Not Used Scope: Not Used	\$ -
34	Item Flooring FL-01 Ground Plane - Location P-1B Harpers Ferry - Pages 1, 2 & 4 Scope: Produce: One (1) Ground Plane - Approx. 168" long x 60" deep x 12" high. To resemble dirt with short grass and weeds transitioning to taller grass and weeds to match existing, mound slightly higher at Marine sitting location.	\$ 8,436
35	Item Flooring FL-02 Ground Plane - Location P-1C Battle Of Philippi - Pages 1, 2, 4 & 5 Scope: Produce: One (1) Ground Plane - Approx. 396" long x 60" deep (at deepest point) x 12" high. To resemble dirt with short grass and weeds transitioning to taller grass and weeds to match existing, 3 clusters of larger rocks and tall grasses along outer edge of ground plane. Ground Plane to be mound 10" high along show path area and 10" high at corner area where new TR-01 and TR-02 are located.	\$ 12,860



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|---------------|---|--------------------------|
| 36 | Item Flooring FL-03 Ground Plane - Location P-2 Wheeling - Pages 1 - 5 | \$ 6,980 |
| | Scope: Produce: One (1) Ground Plane - Approx. 132" long x 48" deep x 12" high. Resemble a sandy beach of brown river silt to match existing. Provide edging as required. | |
|
37 |
Item Flooring FL-04 Finished Floor for Gesture Technology - Location P-2 Wheeling - Pages 1 - 5 |
\$ 9,073 |
| | Scope: Produce: One (1) Finished Floor for Gesture Technology. As recommended or provided by supplier. Provide necessary edging to adjoining flooring. Note: Budget allowance only for hardwood flooring with standard stain and clear coat finish, final design TBD. | |
|
38 |
Item Not Used |
\$ - |
| | Scope: Not Used | |
|
39 |
Item Audio AD-01 and AD-02 - Location P-1B Harpers Ferry - Pages 6, 7 & 8 |
\$ 13,607 |
| | Scope: Produce: One (1) AD-01 Marine Dialogue. Talking and moving animatronic activates with proximity trigger mounted on bottom of stone pillar. Forty-Five second dialogue. Development of dialogue script and audio production. One (1) AD-02 BGM. 1. Remove existing BGM / VO. Provide new Two (2) minute looping audio with sounds of firing rifles in the distance, towns people yelling in the distance (in a confused manner), sounds of horses walking / snorting / neighing, dogs barking / people yelling for assistance to help the wounded, towns person mumbling about the mayor being shot. Use existing speakers. Development of script and audio production. | |

- 40** Item Audio AD-03 and AD-04 Soldier - Left in Tent - Location P-1C Battle of Philippi - Pages 6, 7 & 8 \$ 13,308

Scope: Produce: One (1) AD-03 Soldier - Left in Tent audio production. Soldier in tent-left, dialogue activities with trigger mounted at ground adjacent to right tent, dialogue is about soldier-left as well as interaction dialogue with soldier-right, Forty-Five (45) seconds of dialogue within (90) second dialogue session. Development of dialogue script and audio production. One (1) AD-04 Soldier - Right in Tent audio production. Soldier in tent-right, dialogue is about soldier-right as well as interaction dialogue with soldier-left, Forty-Five (45) seconds of dialogue within (90) second dialogue session. Development of dialogue script and audio production.

- 41** Item Audio AD-05, AD-06, AD-07 and AD-08 - Location P-2 Wheeling - Pages 6 - 11 \$ 107,661

Scope: Produce: One (1) AD-05 Unseen Ship's Captain. Deep and husky voice of captain audio production. Provide 30 seconds of dialogue script within a 60 second dialogue session (reference talking points for dialogue intent) and production, audio to be continuous looping. One (1) AD-06 Unseen Crewmen (Two interacting voices) audio production. Provide 30 seconds of dialogue script within a 60 second dialogue session (reference talking points for dialogue intent) and audio production, audio to be continuous looping. One (1) AD-07 Boiler Room Hissing and Motor Noises audio production. Provide 60 second of background audio and production, audio to be continuous looping. One (1) AD-08 River Water Lapping at Boat Edge with sounds of Barking Dogs and Horses neighing in the distance audio production. Provide 60 second of background audio and production, audio to be continuous looping. Note: This price is for the complete set of four audio productions. If a change is required the price will need to be reevaluated. One (1) VI-05 Interactive Gesture Technology video production. Interactive gesture technology video projection onto floor areas at boat. Images of water and fish to be selected from vendor inventory.



42 Item Audio AD-09, AD-10, AD-11, AD-12, AD-13, AD-14, AD-15 & AD-16 - Location P-3 Transportation - Pages 4 - 6 \$ 36,535

Scope: Produce: One (1) Crow Cawing. Provide 30 seconds of crows (2) cawing audio production. Cawing audio to be sporadic and in natural environment. One (1) AD-10 Owl Hooting. Provide 30 seconds of owl hooting audio production. Hooting audio to be sporadic and in natural environment. One (1) AD-11 Sparrows Chirping (1-5 occurring at different times). Provide 30 seconds of chirping from 1 - 5 sparrows audio production. Chirping audio to be sporadic and in natural environment. One (1) AD-12 Rattlesnake Tail Rattling. Provide 30 seconds of tail rattling audio production. Rattling audio to be sporadic and in natural environment. One (1) AD-13 Hawk Screeching. Provide 30 seconds of hawk screeching audio production. Screeching audio to be sporadic and in natural environment. One (1) AD-14 Raccoon Chittering. Provide 30 seconds of raccoon chittering audio production. Chittering audio to be sporadic and in natural environment. One (1) AD-15 Cardinal Chirping. Provide 30 seconds of cardinal chirping (1) audio production. Chirping audio to be sporadic and in natural environment. Note: All audios to be in AD-16 looping critter environmental background audio. One (1) AD-16 Critter Environmental Background Session audio production. Provide 90 second looping critter environmental background audio production. Audio to blend AD-09, AD-10, AD-11, AD-12, AD-13, AD-14, AND AD-15. Note: This price is for the complete set of eight audio productions. If a change is required the price will need to be reevaluated.

43 Item Not Used \$ -
Scope: Not Used

44 Item Video VI-01, VI-02, VI-03 and VI-04 - Location P-1A John Brown - Pages 9 - 13 \$ 61,799

Scope: Produce: One (1) VI-01 Old Man Character video production. Has 45 second dialogue which is incorporated into entire show of two (2) minutes and between all four (4) portraits. One (1) VI-02 Young Woman Character video production. Has 45 second dialogue which is incorporated into entire show of two (2) minutes and between all four (4) portraits. One (1) VI-03 Armory Worker Character video production. Has 45 second dialogue which is incorporated into entire show of two (2) minutes and between all four (4) portraits. One (1) VI-04 Slave Character video production. Has 20 second dialogue which is incorporated into entire show of two (2) minutes and between all four (4) portraits. Includes research, scripting in collaboration with museum, casting and actor approvals, wardrobe and make-up research, one day studio production, video editing, mixing and prototyping of installation. Note: This price is for the complete set of four video productions. If a change is required the price will need to be reevaluated.

45 Item Not Used \$ -
Scope: Not Used

46 Item S-1 George Washington Telescope & Sword Scene - New Dimmable LED Show Lighting - Page 1 \$ 3,334

Scope: Furnish and Install: New dimmable LED show lighting around three (3) sides of base casework. Add painted metal valance around edge of base to conceal light bar, actual color TBD. Provide lighting mock up prior to fabrication. Light to remain on at all times. Power source to be hidden at back side of base and not visible to guests. Note: Budget allowance only, approx. 15 linear feet of strip LED's with dimmer, all local to exhibit.



47	Item	S-2 George Washington Telescope & Sword Scene - Add Two (2) Spot Light Fixtures - Page 1	\$	1,938
	Scope:	Furnish and Install: The addition of Two (2) Spot Light Fixtures with colored glass filters, colors TBD on new light track (ref. Scope Item #48) at ceiling that activates via show control from proximity sensor (ref. Scope Item #65) located in previous scene. Lights to remain on for Two (2) minutes and then fade. Note: Budget allowance only, final specifications TBD.		
48	Item	S-3 George Washington Telescope & Sword Scene - New Light Track for Spot Fixtures (ref. Scope Item #47) - Page 1	\$	2,086
	Scope:	Furnish and Install: The addition of One (1) New Light Track for Spot Fixtures, finish to match existing. Note: Budget allowance only, final specifications TBD.		
49	Item	S-4 George Washington Telescope & Sword Scene (ref. Scope Item #47) and S-5 New Show Control - Page 1	\$	2,518
	Scope:	Furnish and Install: The addition of One (1) S-4 Proximity Sensor at Ceiling above Floor Time Marker. One (1) S-5 New Show Control.		
50	Item	Not Used	\$	-
	Scope:	Not Used		
51	Item	Shipping - Provide packing, shipping and unloading of Scope Items 1 - 49, from Dulles, Va to Charleston, WV	\$	7,510
	Scope:	Provide: Packing, shipping and unloading of Scope Items 1 - 49, from Dulles, Va to Charleston, WV		
52	Item	Travel and Lodging for Installation of Exhibit Elements as listed in Scope Items #1 - 49	\$	17,792
	Scope:	Provide: Travel and Lodging for Installation of Exhibit Elements as listed in Scope Items #1 - 49		



53 Item Expenses for Project Management and Detailer - Travel and Meetings \$ 10,140

Scope: Expenses for Project Management and Detailer - Travel and Meetings - PM - (2) onsite / Detailer (1) onsite and PM (1) at Explus / Detailer (1) at Explus.

54 Item Taxes - N/A \$ -

Scope: No taxes have been included - taxes are not required for this project.

Grand Total \$ **597,993**