

January 13, 2026

Mr. Jonathan Walker
City Administrator
City of Gulf Shores

RE: DCM-2022356(b) – New Gulf Shores High School Building Package – Instructional AV Systems

Mr. Walker,

On Friday, January 09, I received the final proposal for the Owner Provided Instructional Audio Visual (AV) equipment, configuration, and installation. This is a planned soft cost in the total program budget of \$977,500 for the School's Technology Systems which is inclusive of IT and AV systems. This proposal is for the AV System of this budget line.

Of the proposals received RJYoung provided the lowest responsible proposal for the AV System, configuration, and installation services. Key to the decision for the AV System is that it will have full compatibility with the new IT and classroom instructional systems. I have attached the proposal from RJYoung and confirm that this proposal falls within the estimated budget for the Technology Systems noted above.

Upon final review of the provided proposal, Volkert Program Management recommends that RJYoung be awarded the Audio Visual Systems contract in the amount of \$315,430. This system meets the requirements of all associated data, instructional, and communications systems in the New Gulf Shores High School. RJYoung is part of the Omnia purchasing agreement.

I trust this information meets with your approval. However, should you have any questions or require any additional information, please do not hesitate to contact me at your convenience.

Sincerely,

Nathan H. Hancock
Project Manager
Volkert, Inc.

Attachment: RJYoung – Proposal for AV Systems