Exhibit B

PRICES FOR AUDIO-VISUAL SOLUTIONS

Audio-Visual Equipment	
Audio-Visual Equipment Brand	**% off MSRP**
Absen	19.00%
Allen & Heath	25.00%
Audio Technica	6.00%
AVer	0.00%
Biamp Systems	33.00%
Chief Mounts	30.00%
Crown Audio	30.00%
Da-Lite Screens	19.00%
Draper	30.00%
Epson	41.00%
Extron	19.00%
FSR	15.00%
Furman	9.00%
Gator Cases	38.00%
Global Cache	15.00%
Hewlett Packard	0.00%
JBL Professional	19.00%
Juice Goose	20.00%
LEA	30.00%
Liberty Wire & Cable	33.00%
Listen Technologies	14.00%
Lowell Manufacturing	33.00%
Middle Atlantic	0.00%
Netgear	32.00%
Primacoustic	30.00%
Radio Design Labs	25.00%
Rapco Cables	33.00%
RF Venue	20.00%
Samsung	25.00%
Shure	10.00%
Symetrix	30.00%
Yamaha PAC	25.00%

Hourly Rate Positions	
Position Titles	**Hourly Rate**
Design Consultant - Handles the design, development, and implementation of complex Audio-Visual Solutions, including creating detailed plans and specifications for projects, such as design reports and systems descriptions, and programming Audio-Visual Solutions.	$95.00
Audio-Visual Consultant - Handles general Audio-Visual consulting, Purchaser training, and the development of Purchaser training manuals.	$95.00
Project Manager - Plans, organizes, supervises, and executes Audio-Visual jobs.	$95.00
Project Administrator/Assistant - Responsible for administrative and day-to-day tasks, such as scheduling, budgeting, and communication.	$95.00
Project Engineer - Handles the technical and engineering aspects of Audio-Visual jobs.	$95.00
Audio-Visual Technician - Standard Business Hours (6:00 AM through 6:00 PM Pacific Time, Mon. – Fri. excluding Holidays) - Handles installation, questions, service requests, and troubleshooting for non-warrantied Audio-Visual Equipment.	$95.00
Audio-Visual Technician - Outside Standard Business Hours (6:01 PM - 5:59 AM, Pacific Time, Mon. - Fri. + Weekends) - Handles installation, questions, service requests, and troubleshooting for non-warrantied Audio-Visual Equipment.	$142.50

Prevailing Wage positions		
Trade	**Job Classification**	**Percentage (%) Above L&I Prevailing Wage Rate**
Electronics Technician (WAC 296-127-01322)	Journey Level	30.00%
Inside Wireman Electrician (WAC 296-127-01323)	Journey Level	30.00%
Inside Wireman Electrician (WAC 296-127-01323)	Apprentice Level	30.00%
Inside Wireman Electrician (WAC 296-127-01323)	Cable Splicer	30.00%

Carpenter)WAC 296-127-01310)	Acoustic Worker	30.00%
Laborer (WAC 296-127-01344)	General Laborer	30.00%

Audio-Visual Equipment Extended Warranty		
Extended Warranty Term	**Rate**	**Warranty Notes**
Two-Year Extended Warranty	5%	Standard - applies to all equipment*
Three-Year Extended Warranty	7.50%	Standard - applies to all equipment*
Four-Year Extended Warranty	10%	Standard - applies to all equipment*
Two-Year Extended Warranty	15%	Rapid Replacement - product specific*
Three-Year Extended Warranty	20%	Rapid Replacement - product specific*
Four-Year Extended Warranty	25%	Rapid Replacement - product specific*
		*Terms and conditions apply

Audio-Visual Services Extended Warranty		
Extended warranty term	**Rate**	**Warranty notes**
Two-Year Extended Warranty	5%	4-5 Business Days Response *
Three-Year Extended Warranty	7.50%	4-5 Business Days Response *
Four-Year Extended Warranty	10%	4-5 Business Days Response *
Two-Year Extended Warranty	15%	< 2 Business Day Response *
Three-Year Extended Warranty	20%	< 2 Business Day Response *
Four-Year Extended Warranty	25%	< 2 Business Day Response *
		*Terms and conditions apply

Managed Support		
Support item	**Rate**	**Notes**
Service and maintenance agreement	Intentionally left blank by Contractor	Rates are calculated based on project price, estimated labor, and service frequency.