CALL TO ORDER
Riley Duncan, TSC Board of Trustees Chair, called the meeting to order at 1:32 p.m.

ROLL CALL
Members Present: Aguilar, Borjas, Budisantoso, Duncan, Evans, Gil, Greco, Harris, Kienzler, Kurtz, Naeem, Nikopour, Thai, Torres, Vanderhook

Members Absent: Barillas (E)

Officers Present: Allen, Collins, Fehrn, Martin, Petersen, Scialdone, Tapper, Wiley

Officers absent:

*Indicates that the member was in attendance prior to the start of Unfinished Business, but left before the scheduled ending of the meeting. [According to the by-laws, a member of the board who does not remain until the scheduled ending for the meeting (3:45 p.m.) is considered not to be in attendance.]

**Indicates that the member was in attendance for a portion of the meeting, but not in attendance prior to the announcement of Unfinished Business. [According to the by-laws, a member of the board who is not in attendance prior to the announcement of Unfinished Business is considered not to be in attendance.]

EXCUSALS
Barillas was out due to illness, Duncan requested the BOT excused the absence and there were no objections.

APPROVAL OF AGENDA
(Aguilar-m/Torres-s) The agenda was approved as presented by unanimous consent.

APPROVAL OF MINUTES
(Torres-m/Aguilar-s) The minutes from the 10/24/2018 meeting of the Board of Trustees were approved as presented by unanimous consent.

PUBLIC SPEAKERS
None

TIME CERTAIN
None

REPORTS
a. Chair
Duncan reported that several Trustees attended ACUI two weeks ago, which included a tour of San Diego State’s union. They identified some great ideas for consideration. All attendees should complete a one page report about their experience at the event and turn it in by next Friday. Pieology is close to completion, the official opening is January 22, 2019 with an undeclared soft opening planned for January 14th. ASI Roundtable events are a great opportunity to ask questions and learn more about other student communities. Duncan requested that all of the Student Trustees sign up to attend a roundtable group so they can better reach out to students and participate in this process. A clarification regarding the SRC expansion was provided, stating that they are not planning on expanding but are talking about the possibilities. A survey is planned for the beginning of next semester, and each Trustee should think about 5 questions that you would like included on the survey. A draft survey will be based upon these questions.
b. **Vice Chair for Facilities**

Evans welcomed everyone back from break and provided news about the solar panel evaluation. After meeting with campus officials, we found out that due to some prior contractual agreements we won't be able to install solar panels on our buildings in the near future. However, campus is thrilled we are looking into clean energy for our buildings and will keep us in mind for future sustainability projects. The “save water” signs are now up in the SRC, and Autumn was congratulated for doing a great job on the e-waste signs. The outside lights will be installed before spring semester. Promo pens were distributed and they are now working on getting tote bags for promoting environmental sustainability.

c. **Vice Chair for Operations**

Kurtz welcomed everyone back from break as well and shared that at the last committee meeting they approved the Titan Recreation program that will be considered at today’s meeting. They have been tabling at many events to obtain surveys and received about 215 responses for the programs that students want to see. They will be hearing from Titan Bowling Billiards to stay up-to-date with program services that are offered here. Earlier they heard from the F45 program, drop-in fitness classes, and do it yourself program.

d. **Associate Executive Director**

Allen provided a written report which is an attachment to the minutes.

- Pieology update mentioned by Duncan
- WEPA mobile printing program is coming
- Marketing & Communications – they are in the process of reviewing applications for the Design Coordinator position. The team won 17 awards at the ACUI Region 1 conference in Graphic Design and Media. Additionally students successfully presented during an Education Session at the event which was standing room only. Invites for ASI Alumni Mixer have been sent out and it is on Saturday 12/1 from 1:00pm to 3:00pm. Former student leaders will be in attendance, we are hoping to see all current leaders in attendance as well.
- Leader and Program Development – Camp Titan Toy Drive is still going on but the deadline is 12/6 for donations. Farmers Market was held on Tuesday, and the event was successful.
- Administration – Scholarships – thanks to all who helped with the grading. The checks will be distributed to the recipients during finals week. They are now preparing for ASI graduation stole and cords. They are in the beginning stages of working with the ASI VP for the end of year ASI Banquet.
- Calendar of Events was presented

a. **ASI Board of Directors Chair**

Torres reported an update from BOD:

- Election Bylaws will be reviewed at Governance on Thursday and he invited everyone to come by.
- They are working on having a Breakfast with the Boards in mid or late February after Discoverfest.

b. **ASI President’s Rep.**

Borjas provided a written report which is an attachment to the minutes.

- ASI hosted a successful Town Hall event to gather feedback from students and he thanked all for participating.
- Student Trustees need to sign up for the Roundtable to be engaged and implement things for the following semester
- The Chief Governmental Officer is finalizing applications for the CHESS

Duncan reminded Student Trustees that the BOT needs one representative to serve on the Elections Judicial Council for the upcoming elections term. The representative cannot include anyone planning to run for an elected position.

**UNFINISHED BUSINESS**

None

**NEW BUSINESS**
Action: Proposal Titan Outdoors Program Offered by Titan Recreation

BOT 005 18/19 (Operations) A motion was brought to the Board of Trustees from the Operations Committee to approve the proposal to start the Titan Outdoors Program offered by Titan Recreation.

Duncan yielded to Douglas Kurtz and Aaron Tapper to review the proposal and discussion from the Committee. Kurtz reviewed the proposal. Tapper provided additional clarification regarding the programs that would be offered, staffing and budget. The program is proposed to start in the spring, the full launch will be in fall 2019. The long term goal is to offer 1-2 adventure outings per month. Sign-ups are available through the SRC.

Duncan opened the floor to questions.

Kienzler asked about the programs at other campuses, what the demand is at CSUF and if student feedback was captured. Tapper shared that the program has been evaluated over the past couple of years. No formal survey was sent out to students, but the SRC offered three hikes to students, all three sold out without any promotion. The goal of the Rock Wall Coordinator is to collaborate with programs on campus.

Scialdone asked if they have been consulting with risk management on campus. Tapper shared they have been working with AORMA and CSURMA insurance along with talking to other campuses to ensure all areas are covered and addressed. The next phase is to flesh out all of the details.

Greco asked if this is an action item that will be voted on today. Duncan shared that it was taken to committee, voted on, and then to the Board of Directors. Greco asked in the future is it possible to receive a copy of this information. Duncan shared everyone was sent a copy with the agenda email. Greco asked who is in charge of Risk Management for ASI. Tapper shared the hierarchy: Carol McDoniel, AORMA, and CSURMA. Greco asked has it been cleared by risk management. Tapper responded they are working on the process as we speak. Greco asked if it could increase. Greco asked if it was in the proposal. Tapper shared it is not. Allen shared they follow the mandate from the CSU for outdoor adventure programs. She gave examples of other events and how we follow their requirements. Greco asked if they have been in touch with Michael Coughlin on campus. Allen shared they work with the university and will notify the campus as needed.

Duncan opened the floor to discussion. There was no further discussion.

Duncan asked if there were any objections to moving into a roll call vote. There were no objections.

BOT 005 18/19 (Operations) MSC: 14-0-1 The motion passed.

Action: Proposal Titan Student Union Club Office Space Allocation Spring 2019

BOT 006 18/19 (Facilities) A motion was brought to the Board of Trustees from the Facilities Committee to approve the proposal to allocate club office space in the Titan Student Union for spring semester 2019.

Duncan yielded to Chris Evans to review the proposal and discussion from the Committee. Evans shared there are 17 office space locations in the TSU. He reviewed the application process and the Roster Allocation. Wiley was then invited to the podium to answer questions.

Wiley shared Committee members evaluated and graded each application. There is a scoring process that led to the current/proposed roster.

Duncan opened the floor to questions.
Scialdone asked if part of the application process includes a question about the academic spaces available to the clubs. Evans confirmed that the application includes a question about other space.

Kienzler asked how many applications were received. Evans shared there were 30 applications which was an increase from last year. Kienzler asked has the committee evaluated how space is utilized. Evans shared that part of the application includes their office hours so they have an idea of how they are using it. Duncan shared that in terms of reviewing utilization, there is not a formal way of reviewing it. Wiley shared that they are starting the planning process for future allocation, in consideration of the longer renovation plans for the TSU. They are also looking to consider a future feedback process for student groups. Kienzler shared there are over 300 clubs and with only 17 spaces that is a small percentage of space for club use. They hope that ASI will consider how to best serve student organizations in the future. Allen shared we are evaluating the mission to provide quality spaces for activities. They are always battling with how ASI can accommodate as many organizations as we can with the space we have. The goal is to look for ways to maximize space so the clubs can share. Wiley is on the right track to ensure we take advantage of what is available.

Duncan opened the floor to discussion. There was no further discussion.

Duncan asked if there were any objections to moving into a roll call vote. There were no objections.

**BOT 006 18/19 (Facilities) MSC: 14-0-1 the motion passed.**

**BOT 007 18/19 (Facilities)** A motion was brought to the Board of Trustees from the Facilities Committee to approve the proposal to allocate $486,000 from the Titan Student Centers reserve funds for 2019 capital projects and purchases.

Duncan yielded to Chris Evans and Jeff Fehrn to review the proposal and discussion from the Committee. Evans shared an overview of the capital requests list and evaluation process. Proposed is $486,000 out of $700,000. Duncan shared that the process is pretty much the same each year. During discussion at the Committee they made a few adjustments to come up with the proposed amount.

Duncan opened the floor to questions.

Kurtz asked if there was anything that should be added that was not included in the list. Duncan stated they wanted to keep the discussion to the proposal and any future considerations would need to be brought to the committee.

Greco asked who is in charge of the allocation report. Allen shared the report is prepared by management with the Chair’s approval. Allen reviewed the proposal handout that was provided to the Board and gave a brief overview of the evaluation process.

Borjas asked for a timeline on when items would be updated and if there was a reason for certain items being proposed. Fehrn provided an example that the Brunswick system and HVAC software must be updated because of changes on campus in software compatibility. Some of the other items vary in the dates for upgrade.

Kienzler asked what would be done with the weight room equipment being replaced. Tapper shared that all of the old equipment is returned to the manufacturer and they sell and give a credit back toward the purchase of the new equipment.
Greco asked about the flooding issue and if the proposal addressed that type of event. Tapper shared they are working with the campus to install cameras in the various facilities.

Duncan opened the floor to discussion. There was no further discussion.

Duncan asked if there were any objections to moving into a roll call vote. There were no objections.

**BOT 007 18/19 (Facilities) MSC: 14-0-1 the motion passed.**

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**ANNOUNCEMENTS/MEMBERS’ PRIVILEGES**

Budisantoso shared that the homecoming event will be held on Saturday. The Office of Engagement is rolling out a new connection software program. About to unveil a new professional networking online platform specifically for CSUF. Working with a company called Wiser to build a mentor network for CSUF graduates. In the testing phase and will be moving into a larger campaign. The website is fullerton.wisr.io for a sneak preview. It focuses on bridge mentorship connections and connecting mentors with alumni.

Kienzler shared that new organization registration ends Friday. Anyone wanting to start a new club should register on or before the deadline. Discoverfest will be held January 30-31. Student Life and Leadership are trying to find space for 145 student organizations since the quad construction is underway. Registration for Discoverfest opens on Friday 12/15 so spread the word.

Pham shared there is a 100% chance of rain tomorrow.
ADJOURNMENT

Duncan adjourned the meeting at 2:21 p.m.

Riley Duncan, TSC Board of Trustees Chair

Susan Collins, Recording Secretary
Titan Student Centers

• Pieology construction due for completion end of the month
• WEPA system in process
Committee reviewing applications for Marketing and Design Coordinator

- Won 17 ACUI awards in Graphic Design and Media
- Successful Ed Session at ACUI Region I 2018
- Sent our invites to ASI Alumni Mixer
Leader & Program Development

- Camp Titan Toy Drive
- Farmer’s Market
- Planning ASI Alumni Mixer
- January Leadership Training preparation
- Scholarship checks delivered to recipients during finals week
- Preparing for ASI graduation stole and cords
- Working with ASI VP for ASI Banquet
# Events Calendar

<table>
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<tr>
<th>Event</th>
<th>Date</th>
<th>Time</th>
<th>Location</th>
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<tbody>
<tr>
<td>ASI Alumni Mixer</td>
<td>12/1/18</td>
<td>1:00pm – 3:00pm</td>
<td>TSC,</td>
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<tr>
<td>Finals Week</td>
<td>12/17 – 12/21/18</td>
<td>ALL DAY</td>
<td>CSUF</td>
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</table>
Joshua Borjas, ASI President

Campus Relations

- ASI hosted a Town Hall meant to garner feedback from students, all areas of ASI were present

External Relations

- Just came back from the November Plenary in Cal Poly SLO, there was a lot of buzz about the university presidents vacancies, fires, and the shooting.

Programming

- Starting out planning for the spring semester programming!
- Spring concert ideas are flooring, and the larger planning will take place soon!

Initiatives

- Presidential search committee met this past Friday and we discussed the process for the appointment of the university president. Qualities of the president will be used in the search not just an individual.
Titan Outdoor Program

TITAN RECREATION
AARON TAPPER
MICHAEL BROWN
11/14/2018

“Look deep into nature, and then you will understand everything better.” - Einstein
Titan Outdoor Program

GOAL: engage students in active outdoor educational activities by providing a variety of well-managed outdoor experiences

- Hang outs
- Clinics
- Expeditions
Hang out

• Single day, on-campus, recreationally based outdoor oriented activities
  • Slacklining, outdoor movie nights, outdoor camp cooking

• 3-6 hour timeframes

• No transportation

• Mostly free to attend
Clinics

• Educationally based

• Provide instruction in an outdoor based topic
  • Climbing safety, knot tying, how to pack a backpack, certification courses

• 2-16 hour clinics

• Small participation fee

Learn S’more About Camping
Enjoy the park and learn about camping from the experts at Eastern Mountain Sports and Vermont State Parks. Whether you’re new to camping or a skilled explorer, this workshop will have something for you.

August 11th @ Branbury State Park
September 2nd @ Emerald Lake State Park
September 22nd @ Mt. Philo State Park

11:00 AM – 3:00 PM each date

11 AM Camping Gear Clinic
12 PM How to Set Up a Campsite, From Simple to Swanky
1 PM  Campfire & Camp Stove Cooking 101
2 PM Camping Activities for Kids
3 PM Ask the Experts + Campfire & Marshmallows

Coupon offer and sweepstakes for prizes
No preregistration necessary
Bring the whole family
Free Park Entry to Attend Clinic

www.vtstateparks.com
Expeditions

• Off-campus outdoor orientated activities that provide a diverse selection of recreational opportunities
  • Water based trips:
    • paddling, surfing, SCUBA, snorkeling
  • Land based trips
    • hiking, rock climbing, snow sports, cycling
  • Multi-day trip
    • camping, backpacking

• Various locations

• Fee based
  • Dependent on activity, travel and length of expedition

• Recreational and educational
**Budget**

- Supplies: $12,000
- Printing & Advertising: $1,000
- Maintenance: $1,000
- Student Wages: $40,000
- Contracts/fees/rentals: $2,500
- Dues/Subscriptions: $1,000
- Travel: $20,000

**TOTAL:** $77,500
Proposal to start the Titan Outdoors program offered by Titan Recreation

PRESENTED TO:   Titan Student Centers Board of Trustees

MEETING DATE:   November 28, 2018

PRESENTED BY:   Doug Kurtz, Vice Chair of Operations
                 Aaron Tapper, Director of Titan Recreation

BACKGROUND
   Titan Recreation does not have any outdoor adventure programming as part of its program offerings. Many recreation departments have now started outdoor adventure programs that consist of a variety of expeditions, clinics and hang outs. These programs also have an educational component as well.

PROPOSAL
   To start the Titan Outdoors program offered by Titan Recreation

RATIONALE
   Starting this program will provide another program opportunity for students to get involved with Titan Recreation. Being located in Southern California, there are many outdoor opportunities that are within close proximity that Titan Outdoors can expose students too.

IMPACT
   The Titan Outdoors program will engage the students in active outdoor oriented experiential education activities by providing a variety of well managed outdoor sports in various location throughout the west. These variety of clinics, expeditions and hang outs are a different form of recreation that will attach more students to be involved in Titan Recreation. This program will provide student leadership opportunities as well as peer on peer leadership development.

BUDGET IMPACT
   There will be no current budget year request for additional funding. The 3 hikes, roughly to be offered in spring 2019 will be accomplished within the current allocated budget.

   Future budget impact is anticipated with an approximate cost of $77,500 to fund the program yearly and $12,000 in equipment purchases for the first 2 years. This funding will be requested during the upcoming budget process for the 2019-2020 year.

IMPLEMENTATION TIMELINE
   Spring 2019:   Titan Outdoors will offer 3 local hikes
   July 2019:     Titan Outdoors will start purchasing the equipment
   Summer 2019:   Hire and train student staff
   Fall 2019:     Titan Outdoors would offer on-campus programs and overnight expeditions
Titan Outdoors Program

**Goal:**

Titan Outdoors Program will engage students in active outdoor oriented experiential education activities by providing a variety of well managed outdoor sports in various location throughout the west.

**Program Varieties:**

**Hang outs:**

“Hang outs” are going to be single day, on-campus, recreationally based opportunities to join Titan Outdoors and other adventurous students in an outdoor oriented activity. These activities may include slacklining, outdoor movie night, outdoor “camp” cooking, climbing competitions are the SRC Rockwall, etc. These events will be 3-6 hours, do not require transportation, and seek to develop a presence and community on-campus. They are leisure in design and in most cases are free to attend with no sign up and no obligation to stay the entire time.

**Clinics:**

These are educational based programs. The goal of them is to provide instruction in an outdoor based topic. These topics can be informal such as climbing safety, backcountry cooking, knot tying, or how to pack a backpack and can also be as formal as certifications such as Leave No Trace principles or Wilderness First Aid. These clinics can range from 2-16 hours. These clinics can cost participants nothing up to $50 pending on the clinic. All will be designed to be instructed on campus with no lodging or transportation required.

**Expeditions:**

Expeditions are our most dynamic portion of the Titan Outdoors program. Expeditions are designed to be off-campus outdoor oriented activities that provide participants a diverse selection of recreational opportunities in a variety of locations. Examples can include water based opportunities such as SCUBA, snorkeling, paddling and surfing as well as land based options such as hiking, rock climbing, snow sports, and cycling. For extended multi-day trips, camping or backpacking will also be possibilities. Some may be 1 day ranging from a few hours to all day while others may be short 1 day, 2 day or 3 day overnight trips. Extended trips during spring break, winter break, or the summer may also happen ranging from 4-9 days.

Expeditions are fee based. The fee for each trip varies based on activity, distance traveled from campus, and length of trip. Small local day trips can range from $20-$40 while extended week long break trips may be more than $500 for participants. The fees charged to the participants will go into offsetting the price to run the trips and pay for things such as transportation, permitting fees, gear maintenance, and student trip leader wages.

Expeditions are both recreational and education by nature. On a given trip, educational lessons will be naturally presented through experiential education opportunities. While the appeal of a trip may be the activity, participants will learn from it.
**Staffing:**

Student trip leaders are the backbone of Titan Outdoors. Student leaders will gain valuable leadership skills as well as a number of certifications and technical trainings that will help develop their resume and provide transferable skills. They will assist with all trip responsibilities while leading participants as well as oversee the safety and welfare of participants. All student trip leaders will be required to attend trip leader training expeditions which will be led by the Titan Outdoors professional staff.

**Budget:**

Titan Outdoors has the ability to generate revenue from registration fees for trip, host clinics as well as rent out equipment when it is not being used by the Titan Outdoor program.

**Revenue:**

- Registration fees $8,350
- Clinics $1,500
- Rental fees $520
- **Total Revenue** $10,370

Titan Outdoors would have a separate budget from the Rockwall budget. There would be some higher cost the initial years as all new equipment would need to be purchased.

**Initial Expenses:**

- Supplies $12,000
  Stoves, sleeping bags, chairs, tents, rope, backpacks, tarps, dry bags, water gear

**Expenses:**

- Supplies $12,000
- Printing & Advertising $1,000
- Maintenance $1,000
- Student wages $40,000
- Contracts/fees/rentals $2,500
- Dues/Subscriptions $1,000
- Travel $20,000
- **Total Expenses** $77,500
Proposal to allocate club office space in the Titan Student Union for Spring Semester 2019

PRESENTED TO: Titan Student Centers Board of Trustees Facilities Committee

MEETING DATE: Wednesday, November 14, 2018

PRESENTED BY: Chris Evans, Vice Chair of TSCBOT Facilities  
Drew Wiley, Director of ASI Leader and Program Development

BACKGROUND
The Titan Student Union offers a club space program within the facility for recognized CSUF student clubs and organizations that includes office spaces and storage lockers. Office spaces are allocated by the TSCBOT each semester.

PROPOSAL
Allocate available club office spaces in the Titan Student Union to the recognized student organizations listed on the attached allocation roster for the Spring 2019 Semester.

RATIONALE
Based on the applications for office space submitted, the student organizations listed on the attached roster were assessed to have the best presented applications and plans for using the office space during the Spring Semester.

IMPACT
By offering space to recognized student organizations, the Titan Student Union continues to present opportunities for these organizations to engage with members and prospective members to accomplish club goals. As these spaces are already allocated for student organizations there will be no additional impact.

BUDGET IMPACT
There is no budget impact associated with the proposal.

IMPLEMENTATION TIMELINE
Student organizations allocated space will be contacted prior to the end of Fall Semester 2018 and will move into their offices the week before Spring Semester 2019.
<table>
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<th>#</th>
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<th>Proposed Roster for Space Allocation – Spring 2019</th>
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<tr>
<td>256</td>
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<td>Nursing Student Association</td>
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<tr>
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<td>2</td>
<td>Film Media Arts Association</td>
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<tr>
<td>260</td>
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<td>Engineering &amp; Computer Science ICC</td>
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<td>261</td>
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<td>Ad Club</td>
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<td>Pre-Dental Society</td>
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Waiting List:

Remaining apps, rank order by score
Proposal to allocate $486,000 from the Titan Student Center reserve funds for 2019 capital projects and purchases.

PRESENTED TO: Titan Student Centers Board of Trustees

MEETING DATE: Wednesday, November 28, 2018

PRESENTED BY: Chris Evans, Vice Chair of the TSCBOT Facilities Committee
             Keya Allen, Associate Executive Director, ASI
             Aaron Tapper, Director, Titan Recreation
             Jeff Fehr, Associate Director, Titan Student Union
             Lionel Lawrence, Finance Director, ASI

BACKGROUND
As directed by California Education Code, CSU Chancellor’s Office Executive Order, and Systemwide Revenue Bond Requirements, ASI is required to maintain and reinvest in Titan Student Union and Student Recreation Center facilities and equipment. Annually, the Titan Student Center Board of Trustees utilizes existing reserve funds for this reinvestment.

ASI management proposes allocation of $486,000 from the Titan Student Centers reserve funds for the projects outlined in the attached proposals.

PROPOSAL
Allocate $486,000 from the Titan Student Centers reserve funds for the projects outlined in the attached proposals.

RATIONALE
Reinvestment in Titan Student Union and Student Recreation Center equipment and facilities improves services and programs for the CSUF student body, increases facility use and flexibility, and addresses appearance and safety issues within ASI facilities.

IMPACT
Impact on students, programs and services varies by item. Information is contained on the cover sheet for each item.

BUDGET IMPACT
There will be no impact on the TSC operating budget. Expenditures will be funded from Titan Student Center reserves intended for repairs, equipment, and maintenance.

IMPLEMENTATION TIMELINE
Approved purchases and projects will be completed during the 2019 calendar year.
Titan Student Centers Capital Requests 2019

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<td>Courtyard furniture</td>
<td>$22,311</td>
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<td>Food court furniture</td>
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<td>Pavilion sound</td>
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<td>Telecomm Rack upgrade</td>
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<td>TBB furniture</td>
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<td><strong>TSU Totals:</strong></td>
<td><strong>$527,946</strong></td>
<td><strong>$531,000</strong></td>
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<tr>
<td>Office/Conference Room chairs</td>
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<td>Rock Wall Flooring Replacement</td>
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<td>Room Scheduling Display Software</td>
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<td>Weight Room Equipment Replacement</td>
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<tr>
<td>Andover HVAC control</td>
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<tr>
<td>iMacs</td>
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<tr>
<td><strong>IT Totals:</strong></td>
<td><strong>$99,348</strong></td>
<td><strong>$100,000</strong></td>
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<tr>
<td><strong>Total Requests:</strong></td>
<td><strong>$838,054</strong></td>
<td><strong>$843,000</strong></td>
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## Item:
Brunswick bowling software replacement

### Program/Department:
Titan Bowl & Billiards

### Total Cost:
60,745.00

### Estimated Useful Life in Years:
10

### Proposed Date of Purchase:
June 2019

### Description:
Software, hardware and server upgrades to the Brunswick bowling center system in Titan Bowl & Billiards

### Justification
- how will this purchase further ASI programs and strategic initiatives?

CSUF IT, as part of campus-wide security upgrades, is requiring that all servers meet certain requirements. The current server and operational software in Titan Bowl & Billiards does meet the standard. Current software is not compatible with the required server upgrade, so an all new system is necessary. Certain hardware components are strictly Brunswick compatible and therefore the upgrade can't include another vendor unless we increase the cost and replace that hardware. Some hardware and the software are included and will be upgraded as part of this process. Titan Bowl & Billiards provides a low cost, fun experience for our students which enriches their overall university experience and retention rates.

### Itemize Costs
- including taxes, freight, taxes, installation, etc.

<table>
<thead>
<tr>
<th>Item</th>
<th>Amount</th>
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</thead>
<tbody>
<tr>
<td>software, licensing, peripherals, hardware, and cloud subscription</td>
<td>$38,029.00</td>
</tr>
<tr>
<td>installation (includes removal of existing equipment)</td>
<td>$16,393.00</td>
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<tr>
<td>onsite staff training for new system</td>
<td>$2,800.00</td>
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<tr>
<td>Shipping and handling</td>
<td>$575.00</td>
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<td>tax</td>
<td>$2,947.25</td>
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<td>TOTAL</td>
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### Prepared By
Kirsten Stava
Manager Approval
Jeff Fehrn

### Title
Operations Manager
Date
November 2, 2018

*Attach three itemized quotes or bids, photos of items, etc.*
Bill To:  
Titan Bowl  
Cal State Fullerton  
800 N. State College Blvd  
Fullerton, CA 92831

Ship To:  
Titan Bowl  
Cal State Fullerton  
800 N. State College Blvd  
Fullerton, CA 92831

<table>
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<th>QUOTE DATE</th>
<th>QUOTED BY</th>
<th>QUOTE #</th>
<th>TERMS</th>
<th>EST SHIP DATE</th>
<th>SHIP VIA</th>
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<td>M. Dimyer</td>
<td>MD110218</td>
<td>Per Contract</td>
<td>Upon Availability</td>
<td>Ground</td>
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**Bare Bones-Sync Quote Breakdown**

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<td>Sync Lite &amp; Bash Control Software License</td>
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<td>Sync Lite Cash Control Software License</td>
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<td>Sync Reservations Option</td>
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<td>UPS For Sync Center (120V)</td>
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<td>Fleet Deck Repair Video (4K)</td>
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<td>1st Cash Drawer For Standard Desk</td>
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<td>Cashier Plus Display (120V)</td>
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<td>Existing Vector Hybrid Console For Use With Sync</td>
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<td>Sync Control - For Double Dactech</td>
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<td>2-Port Hub Switch For Sync Control Option</td>
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**Total Labor**  
Includes: Full install and removal of existing equipment  
Full Onsite Training for Staff

**Services**  
Includes: Setup Brunswick Cloud and One Year Subscription  
Renewal Fee is $1,800 per year for the Brunswick Cloud  
Brunswick Cloud includes 5,000 emails per month  
and 2,500 Members and 200 Media Manager Images

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<th>DESCRIPTION</th>
<th>UNIT PRICE</th>
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**SUBTOTAL** $37,222.00  
**SALES TAX** $2,047.25  
**SHIPPING & HANDLING** $876.00  
**TOTAL** $40,144.25

THANK YOU FOR YOUR BUSINESS!
Our philosophy, which has lead to our stability and value, hasn’t changed throughout our history.

“The goal of Brunswick is to focus on providing business solutions that will help you maximize your profitability and lower your business risk, because we believe that this is the most effective way to help our customers achieve their goals. We focus on the business of bowling and what it takes to be successful. We believe if we can help increase your competitive advantage that this will make it easier for you to make more money and achieve long term growth and success.”

Brunswick, being the preferred provider of equipment and services to many of the top entertainment and leisure companies utilizing bowling for their businesses in the U.S. and around the world.
AN INTEGRATED MANAGEMENT AND SCORING SYSTEM THAT GIVES YOU THE ULTIMATE CONTROL OF YOUR CENTER WHILE PROVIDING THE OPTIMUM EXPERIENCE FOR YOUR CUSTOMERS.
SYNC SCORING:
Pedestal or table mounted – LCD TOUCH SCREENS or KEYPADS—
Refer to product description on Investment Summary Page for Detailed Specifications.

Sync is all-new to its core, freeing it from constraints imposed by older hardware components and software. Using all state-of-the-art technology, it delivers the fastest and smartest performance in the smallest and simplest package technologically possible today.

Fully Integrated
Only Sync fully integrates scoring and management. It’s the model that best reflects and supports the way bowling centers actually run. Sync combines this holistic logic with today’s latest technologies to create a truly one-of-a-kind, first-of-its-kind system.

Sleek User Interface Design
The Sync user interface has been designed to create an experience that is simpler, more useful and more enjoyable—changing not only the way it looks, but the way it works.

Distributed Architecture
Patent-pending, distributed architecture connects bowlers, machines and staff across an Internet-enabled network.

Cloud Technology
Sync uses cloud technology to minimize local storage needs and provide instant data access wherever and whenever needed.

• High-tech, stylish look and feel with glow under cosmic
• Highly durable construction and quality to look great and withstand the bowling center environment
• Space saving design—One Intel® driven, fanless, compact HDcontroller per lane pair
• Touchpad or 10.4” touchscreen tablets with 50,000h* LED backlight and extra thick (2mm) Gorilla Glass
• Pinsetter interface or scoring camera’s based on pinsetter used
• Spare parts kit
• Television and video capabilities for each lane
• Uninterruptable Power Supply (UPS) for scoring computers

LED WIDESCREEN OVERHEADS:
• Best-in-class Samsung® LED commercial grade overhead displays
• Best in the industry Standard 3-year replacement warranty
• Display Vector scoring, TV/video, advertising and Digital Signage content
• 32", 43", 49" and 55" single, double and triple configurations – Refer to product description on Investment Summary Page for Detailed Specifications.
• High-definition capable
• Control monitors remotely from the front desk
• Display automated marketing messages when lanes are off
• Display scrolling banners or text messages during play
• Attractive, continuous and standard support structure
SYNC CENTER MANAGEMENT SYSTEM:

- Back office Dell® Server with software & 17" flat screen monitor, keyboard and mouse for back office functionality
- 3 year next business day warranty from Dell gives you the security and peace of mind for your business hardware
- Cloud Based Automatic system back-up
- Fully interfaced Point of Sale client(s) with color touch screen monitors for improved employee efficiency.
- Refer to product description on Investment Summary Page for Specifications.
- Full featured Point of Sale functionality for any area
- At-a-glance lane status display of bowling activity – integrates with Reservations and Event Host Manager software
- Exclusive Event Host Manager – party and event management software to better grow and manage your business
- Advanced Reservations software with IQUE Waitlist
- Customer database with import/export capability
- GS-X on-demand pinsetting with GS-X pinsetters

Products/Departments/Accounts
- Create an unlimited number of products, departments, sub-departments
- Create special accounts for select customers, groups or companies
- Track special event deposits
- Maintain accounts for league prize funds
- Customizable buttons and layout for each cash terminal, including placement, color, size and use of images

Food and Beverage Modifiers
- Set up modifiers for appropriate products (e.g. pizzas, hamburgers, other specialty sandwiches)
- Improves order-filling accuracy
- Improves inventory control to reduce waste/spoilage

Payments
- Accept/process credit/debit/game/gift card payments
- Percentage or dollar discounts can be applied to individual products or transaction totals
- Gratuities can be added automatically or with each customer’s individual payment
- CRM integration/coupon scanning (including via smartphone interface/receipts/transaction data/metrics) available

Reporting
- Advanced reporting and business analytics
- Flexible/customizable sales reports
- Advanced fraud protection
- Export data in XML format into popular accounting systems

- Refer to product description on Investment Summary Page for Detailed Specifications.
The best user interface and features = the best bowler experience!

**uChoose THEME SELECTION**

- Bowler selectable themes for all ages. Standard themes include: Attitude Café, Jungle Jive, Bowling Soup, Club 300, The Keglers, Cosmic Crush, Extreme Sports and Jingle Balls (Christmas);
- Optional themes available include: Monster Mischief, Schtick Man, DV8, Love The Game, Ninja Strike and Bowlopolis
- Change themes at any time with no delays waiting for new themes to load

**SCORE SHEETS**

- Hundreds of standard combinations plus unlimited customizable designs, including special birthday templates for personalized birthday parties.
- Vector scoresheets are known for their clean, easy to read design, including "zoomed in" and/or highlighted display for the current bowler

**GAMES**

- Classic bowling games include: 3-6-9 Free Strike, Red Head Pin, and No-Tap.
- SYNC Games include these rousing, cross-lane competitions: ANGRY BIRDS (Exclusive to Brunswick), EZ Bowling, Creature Feature, Horse (Requires GSX Pinsetters), My Shot (Requires GSX Pinsetters), PinPix and more fun for the individual bowler and the whole family.

**ADDITIONAL FEATURES INCLUDE**

- 5 frame or 10 frame for up to 8 bowlers per lane
- Ability to skip or move bowlers
- Score correction if needed
- Bowler statistics and end of game league scores recap
- Split scoresheet display (lane pair displayed on one monitor)
- View scores from another lane
- Automated bumper control by bowler (when equipped)
- Ball speed display (pinfall camera's required)
- On-lane advertising
- On-demand smart pin-setting ability with GS-X pinsetters
- And more!
BRUNSWICK SERVICE & SUPPORT – THE BEST IN THE BUSINESS

Brunswick is your single source for service and support. From installation, training, repair and daily operational customer support, Brunswick has the best resources available in the industry. Our professionals have the experience and know-how to help you run your business smoothly and profitably.

INSTALLATION
Brunswick has always taken great pride in that our installations are done by Brunswick Professionally Trained and Certified Installers. This is why many multiple center owners have been known to specifically ask for the same installation people time after time.

TRAINING
Brunswick offers the industry’s best product training to ensure your bowling center staff can proficiently operate, maintain and troubleshoot Brunswick equipment. Training is available in local languages throughout our worldwide network of distributors.

On-site training for SYNC scoring management and operational training is included with purchase. This training with your staff is performed at your center for maximum impact, convenience and effectiveness. GS-X™ Pinsetter and Vector® Scoring maintenance training is also available.

Off-site training is available on a scheduled basis for GS-X Pinsetters. This training is typically held at the Brunswick Training Center in Muskegon, MI

In addition, Brunswick offers on-line training, occasional seminars and webinars. More information as well as our calendar of training events and activities can be reviewed on our web site at: http://www.brunswickbowling.com/service-support/training/

TECHNICAL SUPPORT
Brunswick Technical Support is your direct line to product experts, engineers, and quality control technicians. Brunswick has developed one of the most responsive and reliable customer support centers operating in the industry, which is added assurance that your Brunswick products and systems are the best value in the industry. Seven days a week, by phone or by email, our tech support team is here to serve you.

ELECTRONIC REPAIR
Since 1968, Brunswick Electronic Repair has supported Brunswick scoring equipment. Currently we support repairs on automatic scoring products from 1985 through today. We also repair electronic products related to Electronic Triggering, Tele fouls, Pinball Wizard, GS Pinsetters, and Authority22 Lane Machine. Whether repairing your part, or exchanging it with a qualified repaired part, goal is to ship you a high-quality, ready to use assembly. We back it up with a 90-day warranty on our rebuilt assembly materials and workmanship.

http://www.brunswickbowling.com
Capital Equipment Sales

Serving: Arizona, California, New Mexico, Nevada, and Utah
Scoring Systems, Lanes, Pinsetters, & Modernization Equipment

Please Contact:
Mike Dirmyer
Area Sales Manager
10533 W. Melinda Ln
Peoria, AZ 85382
Mobile: 480-243-1483
Email: mike@wpbowling.com
Website: www.Brunswickbowling.com

Brunswick Technical Support

For all Bowling Equipment: Open 24 Hours / 7 Days a Week
800-YES-BOWL (937-2695) – Follow Prompts – Toll-Free North America
231-725-4966 – Follow Prompts – Worldwide
231-725-4667 – Fax
Email: techsupport@brunswickbowling.com

Brunswick Repair Center

800-YES-BOWL (937-2695) – Follow Prompts – Pre-ship and exchange information
231-725-4777 – Fax
Email: erc@brunswickbowling.com
800-426-8789 – Complete Bowling Service/Exchange Depot. Open until 4:30 PM PST

Brunswick Training Center– For Scoring Systems & GS Pinsetters

800-YES-BOWL (937-2695) – Follow Prompts – Class information and registration
231-725-4495 – Fax
Email: www.brunswickbowling.com/training

Warranty

800-YES-BOWL (937-2695) – Follow Prompts – Toll-Free North America
231-725-3494 – Information on warranty policies and procedures
231-725-4494 – Fax
Email: bbwarranty@brunswickbowling.com
Web Claim Form - www.brunswickbowling.com/service-support/warranty/file-claim/

Direct Line Sales

800-YES-BOWL (937-2695) – Follow Prompts – Parts and Supplies
231-725-3457 – Fax

Other Key Phone Numbers or email (firstname.lastname@brunswickbowling.com)

231-343-2043 – Michael Postema
630-235-6320 – John Roush
231-725-4856 – Cheryl Fox
231-740-4186 – Dave DiRito
231-725-3367 – Greg Koch
630-561-2806 – Rick Barbera

231-343-2043 – Michael Postema
Director Modernization Sales
630-235-6320 – John Roush
Vice President Modernization Sales
231-725-4856 – Cheryl Fox
Brunswick Inside Sales Representative
231-740-4186 – Dave DiRito
National Service Manager
231-725-3367 – Greg Koch
Technical Support and Training Manager
630-561-2806 – Rick Barbera
Electronic Business Manager

www.brunswickbowling.com
To: Lionel Lawrence, Director of Financial Services

From: Kirsten Stava, TSU Operations Manager

Re: Sole source justification, Brunswick upgrade

November 2, 2018

Lionel,

The capital request for the bowling center software upgrade includes only the quote from Brunswick. Brunswick is the primary provider of bowling center products and operating systems in the country and our center is equipped with machinery specific to Brunswick. Additionally, there are no dealers for the Brunswick software to provide competitive bids for the necessary upgrades.

We are requesting a sole-source exception for this capital purchase request.

Thank you,

Kirsten Stava
TSU Operations Manager

Cc: Jeff Fehr, Associate Director, Titan Student Union
Item: Titan Student Union Courtyard Patio Furniture

Program/Department: Titan Student Union Operations

Total Cost $22,311.85 Estimated Useful Life in Years: 8

Proposed Date of Purchase: January 2019

Description:
Replacement guest tables and chairs for the Titan Student Union Courtyard.

Justification - how will this purchase further ASI programs and strategic initiatives?
Due to normal wear and tear, the existing chairs in the courtyard are showing signs of disrepair and are mismatched due to recent partial restock. The tables also exhibit problems with stability, leading to safety concerns. Guests who move these tables over the uneven Courtyard surfaces are at risk of tipping and either damaging the tables or causing personal harm. The Courtyard provides overflow seating for the Food Court and study/relaxation space for students and guests in the Titan Student Union.

Itemize Costs - including taxes, freight, taxes, installation, etc.

<table>
<thead>
<tr>
<th>Item</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>chairs</td>
<td>$14,391.00</td>
</tr>
<tr>
<td>bistro tables</td>
<td>$6,316.05</td>
</tr>
<tr>
<td>tax</td>
<td>$1,604.80</td>
</tr>
<tr>
<td>TOTAL</td>
<td>$22,311.85</td>
</tr>
</tbody>
</table>

Prepared By (print name) Kirsten Stava
Title Operations Manager
Manager Approval Date November 2, 2018

Attach three itemized quotes or bids, photos of items, etc.
PatioContract®

QUOTATION PREPARED FOR ASSOCIATED STUDENTS, CSUF, INC.

PRODUCT DESCRIPTION

Woodard Albion Wrought Iron Dining Chair in Textured Black
Item Code WR7R0021.92

Retail Price
Unit Price
Item
QTY
TOTAL
226.00
119.93
120
14391.00

Usually Ships within 1 to 2 Weeks

Woodard Mesh Wrought Iron 36 Round Bistro Table with Umbrella Hole
Item Code WR280135
Item Options:
• Textured Black Finish

Retail Price
Unit Price
Item
QTY
TOTAL
395.00
210.54
30
6316.05

Usually Ships within 1 to 2 Weeks

Retail Total
$32,950.00
Discount
-18,142.96
Shipping
FREE
Zip Code
92834
State
California
Tax
NO TAX
TOTAL
$20,707.05

If you received a better price from another competitor, please email us competitor quote details at Sales@PatioContract.com and we will do everything we can to beat or match the price.

Please note this quote is valid for a limited time. This quotation is intended only for the recipient and not to be distributed to any other party. The receipt of the quote does not constitute the acceptance of an order or a confirmation of an offer to sell. Verification of information will be required prior to the acceptance of the order. Prices and availability of products on the website are subject to change. Errors will be corrected when discovered, and PatioContract reserves the right to revoke any stated offer and to correct any errors, inaccuracies, or omissions (including after an order has been submitted). By reviewing this quote you acknowledge that you are the intended recipient of this quotation. This quote is only valid for Commercial Sales. Residential orders are not accepted by PatioContract.

Woodard Contract Warranty

Proudly Manufactured in USA

Hospitality Wrought Iron & Aluminum Limited Warranty

What is Covered

Woodard warrants to you, the original purchaser, that with the exceptions stated below, the furniture you have selected is free from defects in material and workmanship. Straps, slings, and cushions are warranted based on quality of workmanship, not fading, discoloration, mildew resistance or stretching.
How Long Does Coverage Last?

This limited warranty lasts for a period of five (5) years from the date of delivery of the furniture to you ("Warranty Period"). Coverage terminates if you sell or otherwise transfer the furniture. Products approved for use in commercial applications will be covered under the current Hospitality Warranty Period of five years from the date of delivery.

What Woodard Will Do

If within the Warranty Period, your furniture fails structurally or if the finish cracks, peels, or blisters Woodard will, at our option, repair or replace the frame in the original color and style. If the strap breaks or pulls out of the frame within three (3) years from date of delivery, Woodard will send a replacement strap(s) directly to you upon receipt of the defective item(s). If the sling breaks or pulls out of the frame within one (1) year from date of delivery, Woodard will send a replacement sling(s) directly to you upon receipt of the defective item(s). In the event that a frame color, style or fabric has been discontinued, we reserve the right to substitute the defective frame, sling or cushion in a similar style or color at our option. Please note, because wrought iron is made from steel, small amounts of rust seepage may appear when used outdoors, mainly in the joints and crevices. This seepage is normal and is not covered under warranty. Regular maintenance (e.g., washing the furniture, touching up nicks and scrapes) must be exercised.

To Obtain Service

Any claim under this warranty should be initiated within the Warranty Period by contacting one of the following: any authorized Woodard dealer; or Woodard Customer Service online at www.woodard-furniture.com. Freight charges will be paid by Woodard for three (3) years from purchase for warranty claims - proof of purchase is required. Customer will be responsible for freight charges after the first three (3) years of the Warranty Period. Woodard reserves the right to examine all merchandise claimed to be defective. Upon approval of the claim, Woodard will authorize either repair or replacement of the defective furniture, strap or sling. No returns shall be accepted without a return authorization from Woodard.

What is Not Covered

This warranty does not cover and is void if damage is a result of freight/shipping, a failure caused by unreasonable or abusive use, acts of God, improper care, freeze damage, mildew, normal wear, fading or stretching of fabrics and vinyl straps, glass breakage, glides, if the furniture is used for commercial purposes or if the customer fails to provide reasonable and necessary care as outlined in the product information brochures.

Disclaimer

This warranty is valid only in the 50 United States and Canada. This warranty is in lieu of any implied or other expressed warranties. Implied warranties, including any warranty of merchantability imposed on the sale of this furniture under State law, are limited to a five (5) year duration for the frame and finish, a three (3) year duration for the strap, and a one (1) year duration for the fabric. Some states do not allow limitations on how long an implied warranty lasts, so the above limitation may not apply to you. Woodard shall not be responsible for loss of use, time, inconvenience, packaging, travel, personal injury, or other consequential or incidental damages resulting from any defect in the product. Some states do not allow the exclusion or limitation of incidental or consequential damages, so the above limitation exclusion may not apply to you. No person, firm, or corporation is authorized to make any other warranty or assume any other obligation for the manufacturer in connection with the sale of these goods. Woodard reserves the right to make design, color, or fabric changes and/or discontinue any item(s) without notice.

This warranty gives you specific legal rights, and you may also have other rights that vary from state to state.

Hospitality Wicker & Table Tops Limited Warranty

What is Covered

Woodard warrants to you, the original purchaser, that with the exceptions stated below, the furniture you have selected is free from defects in material and workmanship. Straps, slings, and cushions are warranted based on quality of workmanship, not fading, discoloration, mildew resistance or stretching.

How Long Does Coverage Last?

This limited warranty lasts for a period of three (3) years from the date of delivery of the furniture to you ("Warranty Period"). Coverage terminates if you sell or otherwise transfer the furniture.
• WE ARE THE MANUFACTURER!
• #1 CUSTOMER SERVICE TEAM!
• QUICK QUOTES & FAST SHIPMENTS!
• IF YOU SEE IT, WE HAVE IT!
DON'T SEE IT? JUST ASK!

WHY SUPERIOR?

• NO PRICE GIMMICKS OR GAMES!
• THOUSANDS OF SATISFIED CUSTOMERS!
• 150 YEARS OF CONTRACT FURNITURE INDUSTRY EXPERIENCE!
• INDUSTRY-LEADING WARRANTY!

SUPERIOR SEATING
Live Chat  📞 866-226-2280  📞 866-226-2280
(tel:866-226-2280)

My Account
(https://superiorseating.com/custo
CAST ALUMINUM OUTDOOR CHAIR (HTTPS://SUPERIORSEATING.COM/CAST-ALUMINUM-OUTDOOR-CHAIR)

Delete

- 120 +

$15,594.00

CAST ALUMINUM ROUND OUTDOOR DINING TABLE (42") (HTTPS://SUPERIORSEATING.COM/CAST-ALUMINUM-ROUND-OUTDOOR-DINING-TABLE-42)

Delete

- 30 +

$7,498.50

Subtotal (30 items):

$23,092.50

Unlock a special discount by submitting this quote now!
### Shopping Cart (2)

<table>
<thead>
<tr>
<th>Details</th>
<th>Name</th>
<th>Unit Price</th>
<th>Quant.</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Sonora Round Solid Top Tables</td>
<td>$350.00</td>
<td>30</td>
<td>$10,500.00</td>
</tr>
<tr>
<td></td>
<td>Size - 36' Round</td>
<td>$15.00</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Color - Aluminum</td>
<td>-</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Roadhouse Patio Chair</td>
<td>$230.00</td>
<td>120</td>
<td>$27,600.00</td>
</tr>
<tr>
<td></td>
<td>Frame - Textured Graphite</td>
<td>-</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Seat - Graphite</td>
<td>-</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Sub Total</td>
<td></td>
<td></td>
<td>$38,550.00</td>
</tr>
<tr>
<td></td>
<td>Grand Total</td>
<td></td>
<td></td>
<td>$38,550.00</td>
</tr>
</tbody>
</table>

- Shopping cart
- 150 Product(s) in cart
- 30 Sonora Round Solid Top Tables
- 120 Roadhouse Patio Chair
- Total $38,550.00
- Checkout
- *$1000 minimum order*  
- *Delivery to commercial locations only*  
- *Lift gate additional*
## Associated Students, CSUF
### 2019 Capital Request - Purchase

<table>
<thead>
<tr>
<th>Item:</th>
<th>Food Court Remodel - Flooring and Furniture</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program/Department:</td>
<td>Titan Student Union</td>
</tr>
<tr>
<td>Total Cost</td>
<td>$360,000</td>
</tr>
<tr>
<td>Estimated Useful Life in Years:</td>
<td>12</td>
</tr>
<tr>
<td>Proposed Date of Purchase:</td>
<td>July 2019</td>
</tr>
</tbody>
</table>

### Description:
Demo of existing flooring in TSU Food Court and Titan Pride Center Lobby. Preparation of flooring and installation of porcelain tile. Purchase and installation of new seating for guests, including a combination of loose seating, booth seating, stools, tables and counters for roughly 400 guests.

### Justification - how will this purchase further ASI programs and strategic initiatives?
A modern appearance, along with the newly installed food concepts, will provide students with opportunities to gather in upgraded, comfortable environment. As a commuter campus, and with the TSU as the hub of out-of-classroom activities at CSUF, the Food Court and its services provide a vital function as a gathering place for students.

### Itemize Costs - including taxes, freight, taxes, installation, etc.

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Porcelain tile, labor for demo and installation</td>
<td>$180,000.00</td>
</tr>
<tr>
<td>Seating, booths, tabletops, counters, stools</td>
<td>$180,000.00</td>
</tr>
</tbody>
</table>

**TOTAL** $360,000.00

<table>
<thead>
<tr>
<th>Prepared By (print name)</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jeff Fehrn</td>
<td>Associate Director - Titan Student Union</td>
</tr>
</tbody>
</table>

**Manager Approval Date**
Carol McDoniel
November 2, 2018

Attach three itemized quotes or bids, photos of items, etc.
## Associated Students, CSUF
### 2019 Capital Request - Purchase

<table>
<thead>
<tr>
<th>Item:</th>
<th>Titan Student Union Pavilion sound upgrade</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program/Department:</td>
<td>Titan Student Union Operations</td>
</tr>
<tr>
<td>Total Cost $</td>
<td>24,030.00</td>
</tr>
<tr>
<td>Estimated Useful Life in Years:</td>
<td>10-12</td>
</tr>
<tr>
<td>Proposed Date of Purchase:</td>
<td>January 2019</td>
</tr>
</tbody>
</table>

**Description:**
The purchase will include replacement speakers, dedicated microphones and peripherals for the Portola Pavilion house sound system. The system was last upgraded approximately 12 years ago.

**Justification - how will this purchase further ASI programs and strategic initiatives?**
The new speakers and amplifier will enhance the sound quality of programs in the pavilion spaces, providing for broader and more even sound distribution. The additional microphones will be dedicated units, freeing up inventory for other events throughout the Titan Student Union, while ensuring that the pavilion always has high-quality microphones available for use. Providing current, relevant and useful meeting space for our student organizations is one of the primary missions of UCC and Operations.

**Itemize Costs - including taxes, freight, taxes, installation, etc.**

<table>
<thead>
<tr>
<th>Item</th>
<th>Amount $</th>
</tr>
</thead>
<tbody>
<tr>
<td>speakers (28)</td>
<td>9,660.00</td>
</tr>
<tr>
<td>amplifier</td>
<td>1,770.00</td>
</tr>
<tr>
<td>handheld microphone systems</td>
<td>1,950.00</td>
</tr>
<tr>
<td>lavalier microphone systems</td>
<td>2,500.00</td>
</tr>
<tr>
<td>antenna and power distribution</td>
<td>650.00</td>
</tr>
<tr>
<td>labor</td>
<td>6,000.00</td>
</tr>
<tr>
<td>estimate lift rentals (2)</td>
<td>1,500.00</td>
</tr>
<tr>
<td>tax</td>
<td>1,281.08</td>
</tr>
<tr>
<td>TOTAL</td>
<td>24,030.00</td>
</tr>
</tbody>
</table>

**Prepared By (print name):** Kirsten Slava
**Title:** Operations Manager

**Manager Approval**
**Date:** November 2, 2018

*Attach three itemized quotes or bids, photos of items, etc.*
D.J.L. audio / video specialists, Inc.

Proposal

INVOICE NO. Pending
SALES- DESIGN Darryl Lima
DATE 11/1/18
JOB NAME / NUMBER Net 15
TERMS Supervised by Kirsten Stava

SERVICE FOR: Cal State Fullerton

Pavilion Sound System Upgrade

QTY PARTS DESCRIPTION PRICE AMOUNT
28 Tannoy CMS803DC - Q ceiling mounted loudspeakers 345.00 9660.00
1 QSC CX-602v power amplifier 1770.00 1770.00
2 Shure QLXD 24/58 digital wireless mic system - hand held SM58 975.00 1950.00
2 Shure QLXD 14 / E-6 digital wireless mic system - belt pack with E-6 1250.00 2500.00
1 Shure antenna and power distribution system 650.00 650.00

Site survey required to determine existing speaker cut-out size, if existing back cans are conduit in place, wiring scheme, ceiling access, etc.

NOTE- All electrical outlets and services to be provided by others.

TOTAL PARTS 16530.00

SERVICED BY LABOR DESCRIPTION HOURS RATE AMOUNT
D.J.L. Field Services Remove and replace 28 ceiling speakers. 6000.00 6000.00
Install one additional power amplifier. 0.00
Reconfigure and reprogram Media Matrix system, including new room tuning. 0.00
Media Matrix password must be provided. 0.00
Site survey required to confirm pricing. 0.00
Costs for 2 lifts / 1 week, not included 0.00

TOTAL LABOR 6000.00

COMMENTS

Accepted by __________________________ Date __________________________
To: Lionel Lawrence, Director of Financial Services

From: Kirsten Stava, TSU Operations Manager

Re: Sole source justification, Portola Pavilion sound upgrade

Lionel,

We are requesting a sole-source exception for the pavilion sound upgrade capital request. The vendor from whom we have provided the quote has performed the majority of our house sound installations in the meeting rooms of the Titan Student Union as well as in various lounges and public spaces. Should we consider further integration of the sound systems in the future, we feel it would be in our best interests to have all of the work completed by one vendor, to provide for better accountability for the work performed.

Thank you,

Kirsten Stava
TSU Operations Manager

Cc: Jeff Fehrn, Associate Director, Titan Student Union
## 2019 Capital Request - Project

### Project:
TSU Telecom Closet Infrastructure Upgrade

### Program/Department:
Titan Student Union

### Total Cost:
$21,100.00

### Start Date:
January 20, 2019

### Completion Date:
January 20, 2019

### Project Location
TSU Data Closets TSU-35, TSU-126A

### Project Description:
The data closet infrastructure in the TSU is among the oldest of all campus data closets. The infrastructure is in need of urgent upgrades to the network racks supporting the ongoing programs and operations of the Titan Student Union. This project will replace the rack in some closets, relocate the wiring for every data device, and include testing of wiring. This will ensure that each device has the most stable connection and is future proof for the next decade. The new racks will also allow room for additional equipment for the future.

### Programs & Services Impacted by Construction
Minimal Impact to the TSU phones and data as most work will be done before 8am.

### Justification - how will this purchase further ASI programs and strategic initiatives?
We are reaching the end of the support for the wiring infrastructure in the TSU-035, TSU-126A, and TSU-274 data/wiring closets. The final TSU-274 closet can be done during the anticipated TSU upper floor renovation. Upgrading the main and lower levels now will address the current need for space for additional services. The cost to move and rewire existing equipment, then add additional equipment to the new rack will be lower than adding equipment to the exiting rack and then moving it in the future.

### Itemize Costs - including taxes, freight, taxes, installation, etc.

<table>
<thead>
<tr>
<th>Design</th>
<th>Amount</th>
<th>$</th>
</tr>
</thead>
<tbody>
<tr>
<td>Construction</td>
<td>Amount</td>
<td>$</td>
</tr>
<tr>
<td>Equipment</td>
<td>Amount</td>
<td>$</td>
</tr>
<tr>
<td>Furnishings</td>
<td>Amount</td>
<td>$</td>
</tr>
<tr>
<td>IT/Telecomm</td>
<td>Amount</td>
<td>$</td>
</tr>
<tr>
<td>Labor</td>
<td>Amount</td>
<td>$</td>
</tr>
<tr>
<td>Other</td>
<td>Amount</td>
<td>$</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>Amount</strong></td>
<td><strong>$ 21,100.00</strong></td>
</tr>
</tbody>
</table>

### Prepared By (print name)  Title
Stephen Ramirez  Interim IT Systems Administrator

### Manager Approval  Date
Carol McDoniel  November 5, 2018

*Attach three itemized quotes or bids, photos of items, etc.*
Quote – TSU-035 – Telecom Room Upgrade

**Scope of Work**

- Furnish and install new CPI 2-post 7’ rack approximately 3’ to the right of the existing rack.
- Furnish and install two (2) CPI 7’ vertical wire managers.
- Furnish and install rack mount patch panels and install onto new rack.
- Migrate all of the existing data cables from existing 110 wall field and terminate onto new data patch panels on the CPI rack.
- Furnish and install necessary data patch cables to patch from new patch panels to switches.
- Furnish and install horizontal wire managers for the new CPI rack.
- Install new ladder racking in the telecom room so patch cables can be properly secured.
- Purchase new custom length patch cables for VoIP devices to eliminate extra slack.
- Coordinate the “cutover” of all patch cables to eliminate as much downtime as possible.

****************************** NOTE ******************************

- This is dependent upon the removal of the existing server cabinet that is currently in TSU-035. To relocate the existing data cables, the data rack will need to move to the right approximate 3’.

**Project Specific Conditions**

- Connection to building grounding/bonding system shall be made available by others within Telecom Room.
- Access to job site shall be provided by Customer.
- All work areas will be clear and unobstructed by others prior to any work being performed.
- Access to the entire site will be provided to without delay or interruption unless expressly indicated in writing.
- All work shall be performed during normal business hours, 6:00 AM to 3:00 PM Monday through Friday. In the event that work will be required during weekends or after hours, access shall be granted.

*Continued on Page 2*
Project Specific Conditions

- Work will be performed continuous and consecutive. Any break or delay in work will be subject to additional cost.
- All work and/or products defined in this Scope of Work are provided as a complete system unless expressly indicated, and will be provided and/or installed in accordance with applicable industry codes and standards.
- Any addition or change of an item, addition or change to the placement of an item, or utilization of a procedure different than was determined to perform this Scope of Work, will be considered a “Change Order” and will require written approval prior to the change being implemented. Any addition or change to the Scope of Work requires a Change Order.

Pricing Summary

<table>
<thead>
<tr>
<th>Material</th>
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<tbody>
<tr>
<td>Labor</td>
<td>$4,350.00</td>
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<tr>
<td>Total Estimate</td>
<td>$11,650.00</td>
</tr>
</tbody>
</table>

Terms and Conditions

A payment in advance of 50% of the total estimated cost is due at the commencement of the project.

End
Quote – TSU-126A – Telecom Room Upgrade

**Scope of Work**

- Furnish and install new CPI wall mount rack approximately 3’ to the right of the existing rack.
- Furnish and install rack mount patch panels and install onto new rack.
- Migrate all of the existing data cables from existing 110 wall field and terminate onto new data patch panels on the CPI rack.
- Furnish and install necessary data patch cables to patch from new patch panels to switches.
- Furnish and install horizontal wire managers for the new CPI rack.
- Install new ladder racking in the telecom room so patch cables can be properly secured.
- Purchase new custom length patch cables for VoIP devices to eliminate extra slack.
- Coordinate the “cutover” of all patch cables to eliminate as much downtime as possible.

**Project Specific Conditions**

- Connection to building grounding/bonding system shall be made available by others within Telecom Room.
- Access to job site shall be provided by Customer.
- All work areas will be clear and unobstructed by others prior to any work being performed.
- Access to the entire site will be provided to without delay or interruption unless expressly indicated in writing.
- All work shall be performed during normal business hours, 6:00 AM to 3:00 PM Monday through Friday. In the event that work will be required during weekends or after hours, access shall be granted.
- Work will be performed continuous and consecutive. Any break or delay in work will be subject to additional cost.
- All work and/or products defined in this Scope of Work are provided as a complete system unless expressly indicated, and will be provided and/or installed in accordance with applicable industry codes and standards.

*Continued on Page 2*
Project Specific Conditions

- Any addition or change of an item, addition or change to the placement of an item, or utilization of a procedure different than what was determined to perform this Scope of Work, will be considered a “Change Order” and will require written approval prior to the change being implemented. Any addition or change to the Scope of Work requires a Change Order.

Pricing Summary

<table>
<thead>
<tr>
<th>Material</th>
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</tr>
</thead>
<tbody>
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<td>Labor</td>
<td>$4,950.00</td>
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<tr>
<td>Total Estimate</td>
<td>$9,450.00</td>
</tr>
</tbody>
</table>

Terms and Conditions

A payment in advance of 50% of the total estimated cost is due at the commencement of the project.

End
TSU Data Closet Infrastructure (At a Glance)

Current infrastructure (as-is)

TSU-1 Data Closet

Proposed Infrastructure (Newest closet TSU-202A)
### Item: Titan Bowl & Billiards Lounge Furniture

<table>
<thead>
<tr>
<th>Program/Department:</th>
<th>Titan Bowl &amp; Billiards</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Cost (Amount)</td>
<td>$39,759.75</td>
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<tr>
<td>Estimated Useful Life in Years</td>
<td>12</td>
</tr>
<tr>
<td>Proposed Date of Purchase</td>
<td>March 2019</td>
</tr>
</tbody>
</table>

**Description:**
Replacement tables and chairs for the Titan Bowl & Billiards TV lounge, billiards, and bowling areas.

**Justification - how will this purchase further ASI programs and strategic initiatives?**

The current inventory in these spaces is mismatched and many individual pieces are breaking or missing parts. The lounges are heavily utilized by students during the school year and booked regularly by off-campus clients or campus departments for events. In providing a uniform and updated look, we can better market our ASI brand and product both on- and off-campus.

**Itemize Costs - including taxes, freight, taxes, installation, etc.**

<table>
<thead>
<tr>
<th></th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>chairs</td>
<td>$24,960.00</td>
</tr>
<tr>
<td>tables</td>
<td>$11,940.00</td>
</tr>
<tr>
<td>tax</td>
<td>$2,859.75</td>
</tr>
<tr>
<td>TOTAL</td>
<td>$39,759.75</td>
</tr>
</tbody>
</table>

**Prepared By (print name) and Title**

Kirsten Stava, Operations Manager

**Manager Approval**

Jeff Fehm, Date: November 2, 2018

Attach three itemized quotes or bids, photos of items, etc.
My Cart

For orders, questions or concerns:
Please call 888 798 0202

<table>
<thead>
<tr>
<th>Product Information</th>
<th>Availability</th>
<th>Price</th>
<th>Quantity</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Everywhere Round Table</td>
<td>Ready to ship in 5 weeks</td>
<td>$597.00</td>
<td>20</td>
<td>$11,940.00</td>
</tr>
<tr>
<td>Item#: DT1CS.48LP9191BU57</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Size: 48&quot;</td>
<td>Top: White</td>
<td>Leg: Black Umber</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Edit Item</td>
<td>Remove</td>
<td>Add to Wishlist</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

| Caper Stacking Chair | In-stock and ready to ship! | $312.00 | 80       | $24,960.00 |
| Item#: WC410PBKBKU5BK |             |       |          |          |
| Color: Black | Frame: Black | Seat Style: Molded | | |
| Seat | Arm: Fixed Arms | Arm Color: Black | | |
| Caster: Hard Floor or Carpet Caster | | | | |
| Edit Item | Remove | Add to Wishlist | | |
Shopping Cart

**ITEM**

**Trace Chair**
By m.a.d. Furniture Design

*Item #: MDA1780356*
Please call or chat to check availability.

**Everywhere Table Round**
By Herman Miller

*Item #: GNB1711643*
Custom product built to order, usually ships within 3 to 4 weeks.
Non-returnable Item.

Save Your Cart
Quickly save your cart, so you can access it from any device.

Save Your Cart

Shop With Confidence

- Yliving Customer Service
- Shipping + Delivery
- Price Guarantee
- Return + Cancellations
- FAQs
- Privacy Policy/Privacy Rights
- Terms & Conditions

4.2★★★★
Google Customer Reviews

Enter Promo Code

Order Subtotal: $36,247.00
Shipping: FREE
Sales Tax: Calculate Tax

Estimated Total: $36,247.00

Estimated Shipping & Delivery:

You May Also Like

**SM 22 Trestle Table**
**Everywhere Standing**

**Bloom Chair**
**Trace Lounge Chair**
**Everywhere Occasional**

https://www.yliving.com/cart
Shopping Cart

<table>
<thead>
<tr>
<th>Item</th>
</tr>
</thead>
<tbody>
<tr>
<td>T36RD-B19225L/BR2300-SL Silver Base Bar Height Cafe Table with Four</td>
</tr>
<tr>
<td>Kool Barstools- 36&quot; Round</td>
</tr>
<tr>
<td>Chair Color: Kool Light Gray -GY</td>
</tr>
<tr>
<td>Arms: No Arms -STD</td>
</tr>
<tr>
<td>Top Color: Graphite Nebula -GRN</td>
</tr>
<tr>
<td>Stock # 97832-R</td>
</tr>
<tr>
<td>Price $825.95</td>
</tr>
<tr>
<td>Quantity 20</td>
</tr>
<tr>
<td>Subtotal $16,519.00</td>
</tr>
</tbody>
</table>

Subtotal: $16,519.00
Liftgate Needed: ☐
Inside Delivery: ☐

Shipping: to be added
Sales Tax: if applicable*
Total: $16,519.00

*Sales Tax required on merchandise, shipping and delivery charges in the following states: AL, IL, IN, KY, MA, MD, ME, MI, MN, MS, NC, ND, NJ, NV, OK, PA, RI, SC, SD, TX, VT, WA, and WI, unless a tax-exempt certificate is on file with us.

**Inside delivery means that the freight driver will unload your shipment and bring inside the first doors of your facility. The driver may still need assistance if the products are extremely large or heavy.

***Liftgate means that the freight driver will use a liftgate to lower the items to the ground if your facility does not have a loading dock.

Place your order via:
WEB: www.worthingtondirect.com
Email: sales@worthingtondirect.com
Phone: 800-599-6636 | 214-824-6009
Fax: 800-943-6687 | 214-824-1771

Or mail your order to:
Worthington Direct
PO Box 140038
Dallas, TX 75214
# 2019 Capital Request - Purchase

**Item:** Office and Conference Room Chair Purchase  
**Program/Department:** Titan Recreation

<table>
<thead>
<tr>
<th>Total Cost</th>
<th>$9,000.00</th>
<th>Estimated Useful Life in Years:</th>
<th>8-10 years</th>
</tr>
</thead>
</table>

**Proposed Date of Purchase:** Spring 2019

**Description:**  
Titan Recreation is proposing the purchase replacement chairs for conference room, office and work stations. These chairs will replace the current chairs that were part of the original purchase ten years ago.

**Justification** - how will this purchase further ASI programs and strategic initiatives?  
The current complement of chairs were first purchased in 2008. The chairs currently show a lot of wear in the arm rests and the seats of the chairs. With the useful life of an office chair being 8-10 year, it is prudent to stay ahead of the curve and purchase new chairs to be able to provide a quality experience to our end users utilizing the conference room, as well as the staff who use the chairs on a regular basis.

**Itemize Costs** - including taxes, freight, installation, etc.  

| Conference Room Chairs (HON Convergence) | Amount | $4,800.00 |
| Office Chairs (HON Ignition) | Amount | $2,700.00 |
| Installation | Amount | $1,500.00 |

**TOTAL** | Amount | $9,000.00 |

**Prepared By** (print name)  
Ken Maxey  
**Title**  
Operations Coordinator

**Manager Approval**  
**Date**  
November 2, 2018

Attach three itemized quotes or bids, photos of items, etc.
**SOLD TO:**
Ken Maxey  
ASI TITAN RECREATION  
800 N STATE COLLEGE BLVD  
TITAN RECREATION CENTER  
FULLERTON, CA 92831  
657 278-5855

**SHIP TO:**
Ken Maxey  
ASI TITAN RECREATION  
800 N STATE COLLEGE BLVD  
TITAN RECREATION CENTER  
FULLERTON, CA 92831  
657 278-5855

**QUOTATION**
Job: SR08129042
Page: 1

Terms: Sunrise Billing

<table>
<thead>
<tr>
<th>QUOTE NO</th>
<th>DATE</th>
<th>CUSTOMER PO NO</th>
<th>CUSTOMER NO</th>
<th>SALESPERSON</th>
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<tbody>
<tr>
<td>0005884575</td>
<td>10/23/18</td>
<td>F000000032</td>
<td>Jennifer L Boren</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>LINE</th>
<th>QUANTITY</th>
<th>CATALOG NO / VENDOR</th>
<th>DESCRIPTION</th>
<th>UNIT SELL</th>
<th>EXTENSION</th>
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<tbody>
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<td>22H11M3KD HON COMPANY</td>
<td>Ignition 2 Task Mid-back, ilira back</td>
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<td></td>
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<td></td>
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<td></td>
<td></td>
<td></td>
<td>.A Arm: Height and Width Adj. Arm</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>.H Hard Caster</td>
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<tr>
<td></td>
<td></td>
<td></td>
<td>.IM Mesh: Black</td>
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<td></td>
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<td></td>
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<td></td>
<td>$(1) Gr 1 UPH</td>
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<td></td>
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<td></td>
<td></td>
<td>.UR Contourett</td>
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<td></td>
<td></td>
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<td>95 COLOR: Navy</td>
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<td>.AL Adjustable Lumbar</td>
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<td>.Z1 Swivel Tilt Control</td>
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<td>.A Height and Width Adjustable Arm</td>
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<td>95 COLOR: Navy</td>
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<td>.AL Adjustable Lumbar</td>
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<td></td>
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<td>.T Black Frame Color</td>
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<td>0003</td>
<td>1</td>
<td>CS1421FINSLLIN STAPLES LA MIRADA</td>
<td>ENHANCED FURNITURE SERVICES</td>
<td>985.92</td>
<td>985.92</td>
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</table>

**ACCEPTED BY**

**TITLE**

**DATE**
# QUOTATION

**Job:** SR08129042

Page: 2

## Terms:
Sunrise Billing

<table>
<thead>
<tr>
<th>QUOTE NO</th>
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<th>SALESPERSON</th>
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<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
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<th>QUANTITY</th>
<th>CATALOG NO / VENDOR</th>
<th>DESCRIPTION</th>
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<td></td>
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<td>7873.62</td>
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</tbody>
</table>

**Total**

---

**SOLD TO:**
Ken Maxey  
ASI TITAN RECREATION  
800 N STATE COLLEGE BLVD  
TITAN RECREATION CENTER  
FULLERTON, CA 92831  
657 278-5855

**SHIP TO:**
Ken Maxey  
ASI TITAN RECREATION  
800 N STATE COLLEGE BLVD  
TITAN RECREATION CENTER  
FULLERTON, CA 92831  
657 278-5855

16501 Trojan Way  
La Mirada, CA 90638

---

**ACCEPTED BY**

---

**TITLE**

---

**DATE**

---
<table>
<thead>
<tr>
<th>Item</th>
<th>Name</th>
<th>Price</th>
<th>Qty</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
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<td>Manufacturer: HON®</td>
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<td>$3,731.12</td>
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<tr>
<td>Ignition 2.0 Ilira-Stretch Mid-Back Mesh Task Chair, Black Fabric Upholstery</td>
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<tr>
<td>Line Comment:</td>
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<tr>
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<td>$4,896.98</td>
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<tr>
<td>Convergence Chair, Adjustable Arms, Black</td>
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<tr>
<td>Line Comment:</td>
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## Shopping Cart

Add Product by Model #

<table>
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<tr>
<th>Model #</th>
<th>Description</th>
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<th>Remove</th>
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</thead>
<tbody>
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<td>$240.00/EA</td>
<td>$5,280.00</td>
<td>✗</td>
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**SUBTOTAL = $8,320.00**

Shipping | Sale Code: | Add | Questions? | $300+ orders are eligible for a free item. Limit 1 free item per order.
Ignition™
**Project:** Rock Wall Flooring Replacement

**Program/Department:** Titan Recreation

**Total Cost:** $32,250.00

**Start Date:** Spring 2019  
**Completion Date:** 1 week

**Project Location:** SRC Rock Wall

**Project Description:**
Modular Rockwall Flooring for increased safety, mobility, quality retention, and ease of maintenance.

Modular flooring is designed to custom fit our climbing surface and be easily repairable and replaceable in high use areas. The advantage of the system over our current rubber systems are the ease and price of repairs. In addition this flooring completely covers all fall zones for an added safety factor that our current system does not have.

**Programs & Services Impacted by Construction:**
Rock Wall

**Justification - how will this purchase further ASI programs and strategic initiatives?**
Our current system is degrading at a high rate and will need to be completely replaced in the next 1-2 years. This system has the maintenance and safety benefits listed above as well as the ability to be mobile. As part of the system we will be able to have ADA access to our wall and offer a safer climbing experience to a diverse group of students.

**Itemize Costs - including taxes, freight, taxes, installation, etc.**

<table>
<thead>
<tr>
<th>Design</th>
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</thead>
<tbody>
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<td>Equipment</td>
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<tr>
<td>Furnishings</td>
<td>$</td>
</tr>
<tr>
<td>IT/Telecomm</td>
<td>$</td>
</tr>
<tr>
<td>Labor</td>
<td>$</td>
</tr>
<tr>
<td>Other</td>
<td>$2,250.00</td>
</tr>
</tbody>
</table>

**TOTAL** $32,250.00

**Prepared By (print name):** Ken Maxey  
**Title:** Operations Coordinator

**Manager Approval**

<table>
<thead>
<tr>
<th>Manager</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aaron Tapper</td>
<td>November 2, 2018</td>
</tr>
</tbody>
</table>

Attach three itemized quotes or bids, photos of items, etc.
<table>
<thead>
<tr>
<th>Item</th>
<th>Description</th>
<th>Qty</th>
<th>Total</th>
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</thead>
<tbody>
<tr>
<td>0001 MAPPING</td>
<td>MAPPING SERVICES</td>
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</tr>
<tr>
<td></td>
<td>Includes Asana developing a padding footprint by measuring the size and shape of the landing area.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>0001 TRAVEL</td>
<td>Travel Expenses- One person plane, car, hotel, food- 2 DAYS 2 NIGHTS</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td><em><strong>IF BOOKED THREE WEEKS OUT</strong></em></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

This estimate is based off an approximate measure of 1250 square feet. Final price will be based off of Asana Survey and CSU Fullerton approval. AORE DISCOUNT 10% on Padding. 50% discount on repairs for years 2 and 3. (First year covered by warranty) Includes Pad(s) designed to allow for Wheel Chair Access to Climbing Wall. Includes replacement Seam Covers under the "Arch' Area. Asana will provide maintenance logs and offer guidance with best practices for routine inspections. Pads will ship complete with a layout and overview. Assembly will take approximately 6 hours of labor with 3 people. Estimated Cost of Maintenance* for a Modular Landing System:

3 years: 10-20% of total cost for Seam Cover repairs/replacements
5 years: 20-35% of total cost for Seam Cover repairs/replacements and New Closed Cell Foam
10 years: 50%-100% of total cost for Shell repairs/replacements, Seam Cover repairs/replacements, and New Closed Cell and Open Cell Foam.

Total

**NOTE: This is a quote**
<table>
<thead>
<tr>
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<th>Description</th>
<th>Qty</th>
<th>Total</th>
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<tbody>
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<td>10&quot; MODULAR CUSTOM PADDING SYSTEM Square Foot Pricing</td>
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<td>28,537.50</td>
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<tr>
<td></td>
<td>Size- 1250 SF, # of PADS per plans</td>
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<td></td>
</tr>
<tr>
<td></td>
<td>Fabric-1000 DENIER NYLON SHELLS</td>
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<tr>
<td></td>
<td>BLACK TOPS/BLUE (OR ORANGE) SIDES</td>
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</tr>
<tr>
<td></td>
<td>Velcro and Seam Covers- Per Plans</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Grommets</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Custom Logo - Asana Logo on Walk On</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Foam Configuration- 8&quot; OC, Two sheets of 1&quot; CC ON TOP</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Ship Complete from Asana- YES</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>10% AORE MEMBER Discount</td>
<td>-2,853.75</td>
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</tr>
<tr>
<td></td>
<td>FREIGHT: FULL TRUCKLOAD or DEDICATED BULK HEAD SPACE BOI-FULLERTON</td>
<td>2,000.00</td>
<td></td>
</tr>
<tr>
<td></td>
<td>This doesn't include insurance, extra services, or guaranteed delivery. All items will ship economy. You must request inside delivery/lift gate/limited access. Any other requests made upon delivery may carry additional charges and invoices.</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>*Due to external factors such as Neglected Maintenance, Crux Height, Daily Use, and Weight of Climbers these estimates are not guaranteed and should only be used as a guideline. All foam-based landing systems break down, and even with no use, this system will eventually degrade.</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Total: $29,933.75
### Item:
Room Scheduling Display Software

### Program/Department:
Titan Recreation

<table>
<thead>
<tr>
<th>Total Cost</th>
<th>$11,500.00</th>
</tr>
</thead>
</table>

| Proposed Date of Purchase: | Spring 2019 |

### Description:
The REACH Media package is designed to provide a digital solution to room card displays. Previously, room cards had to be printed and changed daily at each of the rooms. With the new design package, room schedules will automatically be forwarded to the appropriate displays in a more appealing digital format. REACH Media is one of the few companies that integrate with Innosoft Fusion, the current calendar system in use at the SRC.

### Justification - how will this purchase further ASI programs and strategic initiatives?
By moving to a digital signage display, this will allow for up-to-date information to be displayed in real time, versus the previous method of printing room cards at the start of each day. Then as items change, the room card would need to be reprinted or be out-of-date. Digital signage will provide a more appealing way for patrons to see the information that they need as well as important announcements or advertising.

### Itemize Costs - including taxes, freight, taxes, installation, etc.

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
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</thead>
<tbody>
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<td>Setup Fee</td>
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<tr>
<td>Licensing</td>
<td>$2,400.00</td>
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<td>Estimate for IT Wiring</td>
<td>$4,000.00</td>
</tr>
</tbody>
</table>

### Prepared By (print name) - Title
Ken Maxey - Operations Coordinator

### Manager Approval - Date
Aaron Tapper - November 2, 2018

Attach three itemized quotes or bids, photos of items, etc.
DIGITAL COMMUNICATION PROPOSAL

California State University - Fullerton
Titan Recreation Center

October 23, 2018

RUSS ANDERSON
REACH | Manager of Business Development

952.255.6275
randerson@reachmedianetwork.com

6440 Flying Cloud Drive
Eden Prairie, MN 55344
www.reachmedianetwork.com
ABOUT REACH

REACH has been a leading digital signage software provider for over 12 years to 3,500+ partners worldwide. Considered one of the best in the industry, our ease of use, functionality, and ongoing partnership & customer service approach truly separates us from our competitors.

REACH has received numerous awards over the years including: Inc. Magazine’s Fastest Growing Private Companies, Minneapolis St. Paul Business Journal’s “Fast 50”, and Minnesota Business Magazine: 100 Best Companies to Work For.
CUSTOMER SERVICE & PARTNERSHIP APPROACH
With unlimited and ongoing support and training, REACH provides second-to-none customer service every day, week, month, and year to ensure your digital signage is a success from implementation to future growth.

EASE TO USE
One of the main reasons partners choose our content management system platform is the ease-of-use for individuals with basic computer skills, but also the capability to offer a more robust, hands-on option for the more sophisticated user(s);

UNLIMITED TEMPLATES, ZONE & WIDGETS
Our award-winning marketing staff is here to assist in creating completely customized templates to fit your brand expectations, as well as giving you the flexibility in creating your own templates & zones with unlimited access to our widget library - the sky is the limit!

UNLIMITED USERS
Our multi-user platform is designed to support an unlimited number of user accounts with role-based permissions to easily give individual control over your different screen(s)/location(s), along with pre-publication approval settings.

SIMPLE SET-UP
Our players come pre-configured with REACH software, so you can simply plug-and-play. Being hardware agnostic, REACH also provides a simple software package to repurpose existing players.

PROFESSIONAL SERVICES
With our flexible approach, our team will work with your timelines to ensure the project is delivered in a timely manner, as well as offering our consulting services every step of the way.

INTEGRATION CAPABILITIES
Our platform can integrate with almost any available data feed from scheduling softwares (ex. Exchange, Google, EMS, etc) to emergency alert systems, single sign-on, SQL databases, Salesforce, social media, etc.

ENTERPRISE SCALABILITY
Looking to grow with us? No problem. Our system provides a quick and easy process to add on additional screens/departments to accommodate your growing business needs.
# Proposal for Partnership

## 8 Digital Room Schedule Displays

<table>
<thead>
<tr>
<th>Description</th>
<th>Cost</th>
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<tbody>
<tr>
<td>(8) Pre-configured BrightSign All-In-One Room Scheduler w/POE ($529 each)</td>
<td>$4,232</td>
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<tr>
<td>(1) One time set-up fee, training and screen template creation and customization</td>
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**SET-UP TOTAL**

<table>
<thead>
<tr>
<th>Description</th>
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<tbody>
<tr>
<td>REACH Software Licensing</td>
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</tr>
<tr>
<td>One-year Digital Signage Software License includes all software features and access to REACH content management web portal, future updates, unlimited Admins and User accounts and unlimited technical support.</td>
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<tr>
<td>(8) 1 Year Software Licenses ($300/year/each)**</td>
<td>$2,400</td>
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</table>

**TOTAL**

**LENGTH OF SERVICE**

CSU Fullerton Recreation agrees to partner with REACH for 1 Year. Option to renew is automatic unless written notice of cancellation is received 30 days in advance of any ensuing renewal date.

---

6440 Flying Cloud Drive | Eden Prairie, MN 55344 | www.reachmedianetwork.com
CONCURRENCE TO PROCEED

By signing and dating below, we agree to the arrangement and commitments articulated above:

NAME (PRINTED):

TITLE:

ADDRESS:

PHONE:

DATE:

SIGNATURE:

Have a comment, question, compliment or criticism? We’d love to hear from you and value your feedback! Our co-founders are always one call away anytime you want to talk. Below are their cell phone numbers:

Darren Wercinski 952.212.7573 | Marc Kline 952.457.0429

6440 Flying Cloud Drive | Eden Prairie, MN 55344 | www.reachmedianetwork.com
**Item:** Weight Room Equipment Replacement  

**Program/Department:** Titan Recreation  

<table>
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<tr>
<th>Total Cost</th>
<th>$161,000.00</th>
<th>Estimated Useful Life in Years:</th>
<th>8-10 years</th>
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**Proposed Date of Purchase:** $43,497.00  

**Description:**  
Titan Recreation is proposing the replacement of selectorized machines in the weight room and on the cardio floor of the Student Recreation Center. This equipment will replace the aging Star Trac selectorized equipment currently in place.

**Justification - how will this purchase further ASI programs and strategic initiatives?**  
The Star Trac Instinct and Impact lines were purchased in January 2008 when the SRC was opened. Selectorized equipment in a gym environment has a lifespan of 8-10 years, which make these machines past their useful life. The machines have also aged out of support from Star Trac. Star Trac no longer offers parts for some of the machines making them either obsolete when they break down, or more expensive to find parts for to maintain the machine. This has already resulted in two replacement machines being purchased within the past year. The replacement machines purchased are the same model and design as the machines being proposed.

**Itemize Costs - including taxes, freight, taxes, installation, etc.**

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<tr>
<th>Machine Replacement</th>
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<td>TOTAL</td>
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**Prepared By (print name):** Ken Maxey  
**Title:** Operations Coordinator

**Manager Approval**  
**Date:** November 2, 2018

*Attach three itemized quotes or bids, photos of items, etc.*
## Bill To

<table>
<thead>
<tr>
<th>Ken Maxey</th>
<th>CSU Fullerton Student Recreation Center</th>
</tr>
</thead>
<tbody>
<tr>
<td>800 N. State College Blvd.</td>
<td>800 North State College Blvd</td>
</tr>
<tr>
<td>PO Box 6828</td>
<td><a href="mailto:kmmaxey@fullerton.edu">kmmaxey@fullerton.edu</a></td>
</tr>
<tr>
<td>Fullerton CA 92834</td>
<td>Fullerton CA 92834</td>
</tr>
<tr>
<td>Phone</td>
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</tr>
<tr>
<td>(657) 278-5855</td>
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## Ship To

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</tr>
<tr>
<td>(657) 278-5855</td>
<td>(657) 278-5855</td>
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## Payment Terms

| Net 30 |
| 3/25/2019 |
| 3-4 Weeks |

## Sales Consultant

| Wil Morrise |

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**TOTAL PREFERRED CLIENT DISCOUNT $63,788.00**
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Out-Fit
25 W. Easy Street
Suite 304
Simi Valley, CA 93065
t. 800-376-3339

<table>
<thead>
<tr>
<th>Item</th>
<th>Description</th>
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<th>Unit Price</th>
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<tbody>
<tr>
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<td><strong>8 Stack Jungle</strong></td>
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<td><strong>3 Dual Adj Pulleys</strong></td>
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<td><strong>All Inclusive pieces</strong></td>
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</table>

Thank you!
CSU Fullerton is a member of the NJPA (Sourcewell) buying co-operative. You are able to purchase Precor products off this co-operative WITHOUT having to go out to bid.

Quote expires 30 days from the Quote date. Customer's signature and a 50% deposit required to process order unless otherwise specified. Buyer agrees to prices, specifications, standard terms & conditions of sale. Out-Fit's standard terms and conditions can be viewed at http://bit.ly/outfitTOS. All orders are to be treated as custom and made to order. All orders are FOB from Out-Fit's facility. Freight, Delivery and Installation quotes are estimates and are subject to change as a result of a site survey. Additional fees may apply.

Signature ______________________ Date ______________________
Print Name ______________________ Title ______________________

Out-Fit Proudly Represents Precor, Spinning, Queenax, Escape, Interactive Fitness and more!
October 23, 2018

To: Lionel Lawrence, Director Financial Services

From: Ken Maxey, Operations Coordinator

CC: Aaron Tapper, Director, Titan Recreation

Re: Sole Source Justification – Out-Fit (Precor)

Titan Recreation would like to accept Out-Fit as a sole source quote for the purchase of the Discovery Line selectorized weight room equipment by Precor.

Out-Fit is the exclusive distributor and sole source for Precor equipment in Southern California.

Several colleagues researched different models of equipment at the various trade shows and solicited feedback from other colleagues. Based on the feedback gathered the Precor Discovery line of equipment is the preferred choice.

Out-Fit & Precor have an established strategic sourcing agreement with the CSU system and we have been offered the lowest government rates available.
Discovery equipment is a long-term investment and with the Discovery Series from Precor, you can make your strength purchase decision with confidence. With a full range of products that are approachable and intuitive, perform for exercisers of all ability levels, and will withstand the test of time, the Discovery Series is the strength solution you've been looking for.

- **Durability** - The 11-gauge steel and fully-welded boxed frame provides a rock solid foundation that will not bend, flex or creak under heavy loads or over time.

- **Precision Adjustments** - Highly visible and durable touch points including the industrial gas-assisted seat adjustments, over-molded rubber handles, selector pin, and add-on weight make it easy and comfortable for exercisers to get the right fit.

- **Ease of Use** - Large, text-free instructional placards with QR codes linked to instructional videos make getting started easy for all exercisers.

**Instructional Placards**

Each product features large, easy-to-see, text-free illustrations that demonstrate correct form and muscle usage at a glance. QR codes provide smartphone links to instructional videos.

**Precision Adjustments**

The highly durable, industrial-grade ergonomic materials make it easy and comfortable for exercisers to get the right fit, with precise adjustments for seats and weights.

**Weight Stack Design**

The open and inviting design allows exercisers to easily access the weight stack selector pin and add-on weight lever. The add-on weight can be easily engaged with a simple flip of a lever to increase the load. The shroud cap is secured with three fasteners for easy access and maintenance, and the smaller diameter cables are flexible enough to stand up to the rigors of the facility floor.
Discovery Series Selectorized Line – Upper Body

**DSL0204 Biceps Curl**
- Dimensions (LxWxH): 47 x 44 x 59 in (119 x 112 x 150 cm)
- Weight: 434 lb (197 kg)
- Weight Stack: 160 lb (73 kg)

**DSL0208 Triceps Extension**
- Dimensions (LxWxH): 47 x 44 x 59 in (119 x 112 x 150 cm)
- Weight: 442 lb (200 kg)
- Weight Stack: 160 lb (73 kg)

**DSL0215 Seated Dip**
- Dimensions (LxWxH): 47 x 44 x 59 in (119 x 112 x 150 cm)
- Weight: 563 lb (255 kg)
- Weight Stack: 240 lb (109 kg)

**DSL0304 Lat Pulldown**
- Dimensions (LxWxH): 47 x 49 x 59 in (119 x 125 x 150 cm)
- Weight: 619 lb (281 kg)
- Weight Stack: 240 lb (109 kg)

**DSL0310 Seated Row**
- Dimensions (LxWxH): 47 x 49 x 59 in (119 x 125 x 150 cm)
- Weight: 508 lb (230 kg)
- Weight Stack: 240 lb (109 kg)

**DSL0313 Back Extension**
- Dimensions (LxWxH): 48 x 43 x 59 in (122 x 109 x 150 cm)
- Weight: 488 lb (221 kg)
- Weight Stack: 160 lb (73 kg)

**DSL0404 Chest Press**
- Dimensions (LxWxH): 58 x 59 x 59 in (147 x 150 x 150 cm)
- Weight: 530 lb (240 kg)
- Weight Stack: 240 lb (109 kg)

**DSL0500 Shoulder Press**
- Dimensions (LxWxH): 67 x 52 x 59 in (170 x 132 x 150 cm)
- Weight: 538 lb (244 kg)
- Weight Stack: 200 lb (91 kg)

**DSL0504 Lateral Raise**
- Dimensions (LxWxH): 53 x 49 x 59 in (135 x 125 x 150 cm)
- Weight: 498 lb (226 kg)
- Weight Stack: 160 lb (73 kg)

**DSL0505 Rear Delt / Pec Fly**
- Dimensions (LxWxH): 54 x 56 x 84 in (137 x 142 x 213 cm)
- Weight: 594 lb (269 kg)
- Weight Stack: 240 lb (109 kg)

*All products are shown in Precor signature color options. The Precor signature color option is available at an additional cost.*
Discovery Series SelectORIZED Line - Lower Body and Core

DSL0315
Rotary Torso
- Dimensions (LxWxH): 50 x 54 x 59 in (127 x 137 x 150 cm)
- Weight: 451 lb (205 kg)
- Weight Stack: 160 lb (73 kg)

DSL0602
Leg Press
- Dimensions (LxWxH): 77 x 48 x 59 in (196 x 122 x 150 cm)
- Weight: 875 lb (397 kg)
- Weight Stack: 400 lb (182 kg)

DSL0605
Leg Extension
- Dimensions (LxWxH): 53 x 49 x 59 in (135 x 125 x 150 cm)
- Weight: 575 lb (261 kg)
- Weight Stack: 240 lb (109 kg)

DSL0606
Prone Leg Curl
- Dimensions (LxWxH): 61 x 48 x 59 in (155 x 122 x 150 cm)
- Weight: 497 lb (225 kg)
- Weight Stack: 200 lb (91 kg)

DSL0618
Glute Extension
- Dimensions (LxWxH): 53 x 40 x 59 in (135 x 102 x 150 cm)
- Weight: 448 lb (203 kg)
- Weight Stack: 160 lb (73 kg)

DSL0619
Seated Leg Curl
- Dimensions (LxWxH): 61 x 49 x 59 in (155 x 125 x 150 cm)
- Weight: 594 lb (269 kg)
- Weight Stack: 240 lb (109 kg)

DSL0620
Inner Thigh
- Dimensions (LxWxH): 66 x 30 x 59 in (168 x 76 x 150 cm)
- Weight: 544 lb (247 kg)
- Weight Stack: 200 lb (91 kg)

DSL0621
Outer Thigh
- Dimensions (LxWxH): 66 x 30 x 59 in (168 x 76 x 150 cm)
- Weight: 544 lb (247 kg)
- Weight Stack: 200 lb (91 kg)

DSL0623
Seated Calf Extension
- Dimensions (LxWxH): 53 x 44 x 59 in (135 x 112 x 150 cm)
- Weight: 679 lb / (308 kg)
- Weight Stack: 400 lb / (182 kg)

DSL0714
Abdominal
- Dimensions (LxWxH): 51 x 50 x 59 in (130 x 127 x 150 cm)
- Weight: 523 lb (237 kg)
- Weight Stack: 200 lb (91 kg)
Converging Chest Press
- Dimensions (LxWxH): 64 x 49 x 72 in (163 x 125 x 183 cm)
- Weight: 575 lb (261 kg)
- Weight Stack: 240 lb (109 kg)

Converging Shoulder Press
- Dimensions (LxWxH): 61 x 59 x 61 in (155 x 150 x 155 cm)
- Weight: 527 lb (239 kg)
- Weight Stack: 200 lb (91 kg)

Diverging Lat Pulldown
- Dimensions (LxWxH): 47 x 50 x 84 in (119 x 127 x 213 cm)
- Weight: 565 lb (256 kg)
- Weight Stack: 240 lb (109 kg)

Diverging Low Row
- Dimensions (LxWxH): 77 x 48 x 59 in (196 x 122 x 150 cm)
- Weight: 561 lb (255 kg)
- Weight Stack: 240 lb (109 kg)
Project: Titan Student Centers EcoStruxure HVAC Upgrade

Program/Department: Titan Student Union & Student Rec Center

Total Cost: $78,949

Start Date: January 1, 2019

Completion Date: April 7, 2019

Project Location
Titan Student Union & Student Recreation Center

Project Description:
There are 10 air handlers installed in the TSU and 4 in the SRC. These and the central plant (boiler and cooling towers) are controlled by a single control system. This project will upgrade the legacy Andover software originally deployed in the 1990s and used throughout the TSU & SRC to control the EcoStruxure HVAC system (heating and air conditioning). Included in the upgrade is labor, software licenses, training, hardware, and wiring needed to move to the next supported control system. KOC is CSUF’s chosen vendor and the only vendor offering controls for the TSU/SRC HVAC systems.

Programs & Services Impacted by Construction
Minor disruption to the TSU/SRC, A/C can be placed on manual control

Justification - how will this purchase further ASI programs and strategic initiatives?
This project is necessary for the continuation of our control of the Heating Ventilation and Air Conditioning system (HVAC) and operation of all programs in the TSU and SRC buildings. Campus has mandated that the server on which the TSC HVAC is running be shut down by December 2019 unless this upgrade is performed. Without this upgrade, we will lose the ability to control the efficiency and operation of the HVAC system. The change from the current system to the new software will take up to four months to complete and includes design, configuration, testing, deployment, and adjustment.

Itemize Costs - including taxes, freight, taxes, installation, etc.

<table>
<thead>
<tr>
<th>Design</th>
<th>Amount $</th>
<th>-</th>
</tr>
</thead>
<tbody>
<tr>
<td>Construction</td>
<td>Amount $</td>
<td>-</td>
</tr>
<tr>
<td>Equipment</td>
<td>Software, licenses, controllers Amount $ 16,375.00</td>
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<tr>
<td>Furnishings</td>
<td>Amount</td>
<td>-</td>
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<tr>
<td>IT/Telecomm</td>
<td>Amount $</td>
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<tr>
<td>Labor</td>
<td>Cost to migrate DB, setup &amp; install software/HW controllers Amount $ 61,305.00</td>
<td></td>
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<tr>
<td>Other</td>
<td>Tax</td>
<td>Amount $ 1,269.00</td>
</tr>
<tr>
<td></td>
<td></td>
<td>TOTAL $ 78,949.00</td>
</tr>
</tbody>
</table>

Prepared By (print name) Title
Stephen Ramirez Interim IT Systems Administrator

Manager Approval Date
Carol McDoniel November 2, 2018

Attach three itemized quotes or bids, photos of items, etc.
November 2, 2018

Attention: David A Pantoja Sr.

Subject: Titan Student Union - EcoStruxure Control Upgrade

KOC Systems is pleased to provide a proposal for an Andover/Schneider Electric EcoStruxure Direct Digital Control System. The following provides a description of our scope of work:

1. Scope of Work Includes:
   
   **Upgrading one (1) operator workstation software license – Budget Pricing**
   
   A. Supply and install:
      
      i. One (1) Schneider electric EcoStruxure software license (detailed description below).
      
      ii. Four (4) Schneider Electric EcoStruxure Automation Servers Controller/Router.
      
      iii. Conversion of approximately 410 existing graphical user interface pages.
      
      iv. Conversion of existing Andover Continuum Database.
   
   B. Twelve-month warranty for the installation described above.
   
   C. Programming and graphical representation on existing Continuum workstation.

2. Scope of Work Excludes:
   
   A. Providing any conduit or wire for riser; existing network riser conduit is to be used for this project.
   
   B. Patching and painting.
   
   C. Any work pertaining to asbestos or painting patching of walls.
   
   D. Repair or replacement of any existing control end devices. Existing valve and damper actuators and all mechanical equipment associated with the air handler systems are presumed to be in operating condition.
   
   E. X-ray of flooring.
   
   F. Customer to provide DSL or cable modem for internet connection.
   
   G. Fire Life Safety components including smoke detectors, fire dampers, separation dampers, and isolation dampers.
   
   H. Computer Hardware

3. Clarifications:
   
   A. Parking to be provided by owner.
   
   B. Ethernet network switches to be provided by others.
   
   C. Ethernet cabling between floors to be provided by others.
   
   D. Existing Workstation and file server to be utilized
   
   E. Software license fees are one-time only, Non-recurring
Software and panel material ............................................................$ 16,375.00
                           Tax    $ 1,269.00

Labor .................................................................$ 61,305.00

The total price for the above scope of work is .........................$ 78,969.00

This proposal may be withdrawn by us if not accepted within thirty days.

Should you have any questions please contact me at 310-629-4395.

Regards,

John C. Barcelos
Service Manager
KDC Systems
Item: 27-inch iMac with Retina 5K display (7 total)

Program/Department: Marketing, Communications, & Design

Total Cost $20,399.21 Estimated Useful Life in Years: 3+

Proposed Date of Purchase: 1/1/2019

Description:
Hardware:
- 4.2GHz quad-core 7th-generation Intel Core i7 processor, Turbo Boost up to 4.5GHz
- 16GB 2400MHz DDR4
- 2TB Fusion Drive
- Radeon Pro 575 with 4GB video memory
- Magic Mouse 2; Magic Keyboard - US English; Accessory Kit

Justification - how will this purchase further ASI programs and strategic initiatives?
Since the purchase of five iMacs in 2017 the Marketing, Communications, & Design (MCD) department has continued to grow. In addition to our 9 graphic designer positions, we also employ three marketing specialists, two production assistants, two digital media specialists, and a digital media internship program launching in Spring 2019. As of now we do not have enough iMacs for the number of students that we currently employ and this number will increase as the internship program launches.

The addition of 7 new iMacs would fully equip MCD with Apple computers and allow the entire department to operate on the same platform. The addition of these iMacs will ensure that all of our student and professional staff members are working within the Apple ecosystem, providing improved compatibility of software and files as well. This would also streamline student training procedures related to project management and tracking because we would no longer have to create both PC and Mac based training manuals.

Apple products are available via the Apple website, Titan Shops, and big box retailers such as Best Buy. All of the quotes will be the same. As such, I’ve included the quote provided to me by the Interim ASI IT Systems Administrator, Stephen Ramirez. Ordering directly from Apple.com like we have in the past, allows us to customize the iMacs with the specs set by ASI IT and affords us the education discount.

Itemize Costs - including taxes, freight, taxes, installation, etc.

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>27-inch iMac with Retina 5K display x 7 via ASI Apple account</td>
<td>$20,399.21</td>
</tr>
<tr>
<td>Each iMac is $2,914.17 when bought individually.</td>
<td>-</td>
</tr>
<tr>
<td>TOTAL</td>
<td>$20,399.21</td>
</tr>
</tbody>
</table>

Prepared By (print name) | Title
---|---
Stephen Ramirez | Interim IT Systems Administrator

Manager Approval | Date
---|---
Carol McDoniel | November 2, 2018

Attach three itemized quotes or bids, photos of items, etc.
Here's what's in your bag.

Free delivery and free returns.

27-inch iMac with Retina 5K display

Qty: 7

$18,893.00

Hardware
- 4.2GHz quad-core 7th-generation Intel Core i7 processor, Turbo Boost up to 4.5GHz
- 16GB 2400MHz DDR4
- 2TB Fusion Drive
- Radeon Pro 575 with 4GB video memory
- Magic Mouse 2
- Magic Keyboard - US English
- Accessory Kit

Software
- Pages, Numbers, Keynote
- Photos, iMovie, GarageBand
- macOS

Add AppleCare+ for iMac for $169.00
Get up to three years of technical support and accidental damage coverage.
Learn more>

Add a gift message

Order today, delivers:
Oct 24 - Oct 26 - Free
Delivery options for: 92831

Pickup:
Ships to store. Available Oct 26 at Apple Brea Mall
Show more stores

Subtotal
$18,893.00

Shipping
FREE

Estimated tax for: 92831
$1,464.21

CA recycling fee Learn more
$42.00

Have a promo code? Enter it now

Total
$20,399.21

Get up to 18 months of special financing

https://www.apple.com/shop/bag