

## Paula Roach

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**From:** Madeline Smith <mjsmith@isothermal.edu>  
**Sent:** Tuesday, July 8, 2025 11:11 AM  
**To:** Paula Roach  
**Cc:** Margaret Annunziata; Steve Garrison; Danny Searcy  
**Subject:** RE: [EXTERNAL] RE: ICC Health & Sciences Center | County Funds Request  
**Attachments:** A - ICC Health Sciences Building Preliminary Furniture Budget 11.12.24.pdf; C - Simulator Solutions Ad (One Sheeter) with rollover Sep 2020.pdf; D - Q-102963-20250624-1423.pdf; E - Isothermal Health & Sciences Project Audio Visual Systems BID Letter 4.24.25.pdf; B - OE - ICCHS Consolidated FFE List - Final 1.17.25.xlsx

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Paula,

Please find below a breakdown (including notes) of how we arrived at the requested FF&E and A/V amounts. The letters next to each amount correspond to each of the attached.

### FF&E (Office Environments)

Furniture: \$450,000 (A)

Equipment: \$400,000 (B)

Ambulance Sim: \$90,000 (C)

**Overall FF&E: \$940,000**

### Notes:

- Furniture (A) includes a ~15% contingency added to account for price increases and round to \$450K to cover risk of NC State Contract pricing changes that will take place in the fall. Unfortunately, the college is not able to order before then to lock in current pricing.
- The owner's representative added estimated labor cost to the equipment list (B) since the quote did not include this line item.
- Tax is not included.
- The vendor estimated the cost of the Ambulance Simulator (C), including delivery and installation, at \$90K. There are a few options within the specifications to choose from, for example adding in a 65" classroom monitor, control station monitor upgrades, additional cabinetry above bench seat, IV hangers, etc. This \$90K budget covers a few upgrades so that there is room to look at options while still being the stationary bronze model outlined in the spreadsheet.

### A/V (Elevate & TSAV)

Elevate: \$219,000 (D)

TSAV: \$520,000 (E)

**Overall A/V: \$739,000**

Notes:

- TSAV's pricing (E) reflects a total of ~\$611k. After this proposal was issued, overlap between the scopes of Elevate (D) and TSAV was discovered in the Simulation/Control spaces. After coordination efforts between the two firms, TSAV's Sim/Control line item will be reduced to ~\$25K which is reflected in the total of \$520k, above.
- TSAV's quote includes Sales Tax.

Overall FF&E: \$940,000

Overall A/V: \$739,000

**Total: \$1,679,000**

Additionally, please note that this request is over and above the \$32M construction cost of work. With \$30M appropriated from the state legislature, our private support funds will need to close this \$2M gap as well as any remaining funding needs for FF&E and A/V.

Thank you for checking in on the next county capital request for the electrical infrastructure. This work is scheduled to be performed in the early fall, so we will plan to make the request closer to that time.

Please feel free to reach out with any additional questions and/or if I can provide clarification.

Best,  
Madeline

**Madeline J. Smith, Ph.D.**

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