

## **15. Discussion and Action: Audio Visual Solution Bids**

# Memo

**To:** DCM Board of Directors  
**From:** Zefra Mascorro, Administrative Coordinator  
**CC:** File  
**Date:** 8/15/2025  
**Re:** Audio-Video Solutions BID

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Due to a need to enhance the Audio Video Solutions and functionality of the Board room, Audio Video Solution BIDs were requested.

The following Audio-Visual Solution BIDS were submitted:

1. AISYS Consulting, LLC  
1301 E. Hackberry Avenue  
McAllen, Texas 78501  
  
Cost: \$22,980.00  
Deposit: No upfront deposit  
Warranty: 2-year partnership of success Audio Visual Service Care Plan with equipment & support for hardware installed based on manufacturer warranty.
2. Simply Vast  
509 Beddoes Rd.  
La Feria, Texas 78559  
  
Cost: \$20,411.36  
Deposit: \$19,878.71  
Warranty: 1-year care plan for installation and manufactured products as well as service calls for products installed.
3. Smarter Integrations  
1909 E. Cano  
Edinburg, TX 78542  
  
Cost: \$21,904.00  
Deposit: \$19,713.60  
Warranty: 2-year complete care plan: warranty and replacement on installations.

Recommendation: Award Simply Vast of La Feria, Texas the Audio Video Solutions BID.



# AISYS Consulting, LLC

1301 E. Hackberry Avenue  
McAllen, Texas 78501

## Estimate

Phone 956.686.0101  
Fax 956.686.0106

joelh@aisysconsulting.com  
www.aisysconsulting.com

Date 7/10/2025

Purchasing COOP -TIPS # 230105

Name / Address
City of Mercedes Attn: Melissa Ramirez 320 South Ohio, Mercedes, Texas 78570

Contact	Project Name	Estimate #	Valid Thru	Terms
jcamos@cityofmercedes.com	Conference Room & Lobby	14796	9/12/2025	Net 30
Item	Description	Qty	Unit Cost	Total
AV Hardware	98" display and 55" display - Newline 98" commercial grade display with mounting equipment - Push button easy to use wall mounted controller to turn monitor on/off, select various inputs and volume control - HDMI + USB + USB-C HDBaseT wall plate - Multiple input switcher and video distribution transmitter and receiver - Wireless device connectivity for guest - Blue-Ray player - Cable connectivity - Digital Signage media player and 1 year software - 55" Newline commercial grade display for lobby	1	9,440.00	9,440.00
AV Hardware	- Voice Tracking processor for PTZ camera includes (2) cameras - Audio Conferencing Soundbar System with microphone array - Cable connectivity	1	7,855.00	7,855.00
Misc	- Equipment rack to equipment into shelving in storage room - 1U power supply - (6) Equipment rack shelves - Wall plate grommets for cable security and installation	1	775.00	775.00
Integration Ser...	Integration Services include: Installation of above equipment and testing	1	2,250.00	2,250.00
Freight In	Actual freight cost may vary from this estimate and will be based upon multiple criteria to be confirmed at time the order is placed. OPTIONAL	1	778.00	778.00
Gold Service	Two Year Partnership of Success Audio Visual Service Care Plan	1	1,300.00	1,300.00
*** **Please Note the valid thru date on the estimate.				

Thank you for the opportunity to earn your business. Should you require additional information, do not hesitate to contact me at 956.686.0101.

**Total** \$22,398.00

Sincerely,

Joel Hernandez, CTS

AISYS Consulting, LLC is a Certified Audio  
Visual Provider through InfoComm International. InfoComm  
is the standard in the trade association for the audiovisual  
and information communication industries.

Client Signature \_\_\_\_\_

Date \_\_\_\_/\_\_\_\_/\_\_\_\_

This document contains confidential information that is property of AISYS Consulting, LLC. Do not copy, redistribute, use for template, to provide a design, use any portion of this document to obtain or provide competitive quotations. Redistribution of any portion of this document or utilize as design for competitive quotations is subject to a minimum \$500 design fee. In addition, AISYS Consulting, LLC reserves the right to charge a minimum \$150.00 for on-site consultation fee.





# Mercedes EDC

320 South Ohio Avenue  
Mercedes, Texas 78570

## Quote #2432

From **Simply Vast**

956-887-0442

info@simplyvast.com

www.simplyvast.com

509 Beddoes Rd.

La Feria Texas, 78559

Bill To 320 South Ohio Avenue

Mercedes, Texas 78570

Sent On 08/15/2025

Job Title DCM Board Room AV Solution

Product/Service	Description	Qty.	Unit Price	Total
98" 4k Display	To be mounted in Conference Room	1	\$2,872.70	\$2,872.70
55" 4k Display	To be mounted in Lobby	1	\$460.00	\$460.00
Full Range Articulating TV Wall Mount	For the 98" TV in the Conference Room	1	\$199.99	\$199.99
Medium Low Profile Fixed Mount 32" - 60"	For the 55" TV in the Lobby	1	\$199.99	\$199.99
Atlona® Wallplate Switcher and Extender for HDMI, USB-C, & USB	Wall plate right outside storage closet with HDMI Switcher. So guests may plugin laptop	1	\$1,000.00	\$1,000.00
Blu-Ray Player	4k Blu-Ray Player	1	\$246.25	\$246.25
4K HDR Five-Input HDMI Switcher	For easy source changes to Conference Rm TV	1	\$680.00	\$680.00
USB Extender	Wire Run & USB Extenders for PTZ Audio Tracking Cameras & Soundbar	3	\$305.99667	\$917.99
Pre-wire AV Equipment	Cat6 Network Wire Runs HDMI Cables IR Wire Runs	1	\$950.00	\$950.00
Digital Sign Media Player	For Media displays to Lobby TV & Conference Rm TV	2	\$91.18	\$182.36
PTZ Voice Tracking Camera	Audio tracking PTZ cameras	2	\$1,899.00	\$3,798.00
Audio Conferencing Soundbar System w/ Microphone		1	\$4,838.90	\$4,838.90
Wireless Connectivity/Control	Laptop that can wirelessly talk to system if HDtxBase doesn't work	1	\$91.18	\$91.18
Misc. Shelving Material	Equipment will sit in storage closet. Grommets/Wall Boxes/Structured wiring material	1	\$99.00	\$99.00
Freight Fees		1	\$95.00	\$95.00*
Misc. Wire, Connectors, Etc	Misc. Wire, Connectors, Etc	1	\$250.00	\$250.00
General Labor	Labor to Install Above Equipment	24	\$95.00	\$2,280.00
1-Year Care Plan		1	\$1,250.00	\$1,250.00

\* Non-taxable

**A deposit of \$19,878.71 will be required to begin.**





**Mercedes EDC**

320 South Ohio Avenue  
Mercedes, Texas 78570

**Quote #2432**

**From** Simply Vast

956-887-0442

info@simplyvast.com

www.simplyvast.com

509 Beddoes Rd.

La Feria Texas, 78559

**Bill To** 320 South Ohio Avenue

Mercedes, Texas 78570

**Sent On** 08/15/2025

**Job Title** DCM Board Room AV Solution

<b>Subtotal</b>	\$20,411.36
<b>Tax (8.25%)</b>	\$1,676.10
<b>Total</b>	<b>\$22,087.46</b>

SimplyVast Quotes are good for 30 Days.

\*\*This estimate is an approximation and is not guaranteed. The estimate is based on information provided from the client regarding project requirements. Actual cost may change once all project elements are finalized.

\*SimplyVast Warrants to you, the customer, that SimplyVast installation is free from defects in workmanship from the date of purchase, for the period of 1 year. All products will be applicable to the Manufactures own warranties. SimplyVast will, at its option send material back to manufacture. Either repair or replace products that prove to be defective. Replacement products may be either new or equivalent in performance to new. Saved card is required on file. If alternative payment is not received within 24 hours of service, card on file will be charged for services rendered\*

- Signed customer, will be responsible for any Labor associated with replacing Products.
  - Signed customer, agrees they are purchasing individual items and the installation of those items listed in Proposal or Work Order.
  - Signed customer, agrees that any items needed or asked to install that are not listed in Proposal or Work Order will result in A Change Order and charged accordingly.
  - Signed customer, will not hold SimplyVast accountable for any delays caused by other contractors, and/or Equipment delays. Customer will be responsible for any rush fees and/or overtime due to delays if requested.
  - Signed customer, agrees that at anytime and/or any reason SimplyVast can terminate all contracts and future obligations with customer, at that time Customer will agree to pay for any already provided services and/or inventory received.
- By Signing below the customer, agrees to all items in this Contract and Disclaimers.














**Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_



Quote #2432  
Mercedes EDC  
320 South Ohio Avenue / Mercedes, Texas 78570  
An outstanding deposit of \$19,878.71 will be required to begin.  
**98" 4k Display**  
To be mounted in Conference Room

Sent on  
8/15/2025

Awaiting response

	<b>QTY.</b> 1	<b>UNIT PRICE</b> \$2,872.70		<b>TOTAL</b> \$2,872.70
<b>55" 4k Display</b> To be mounted in Lobby	<b>QTY.</b> 1	<b>UNIT PRICE</b> \$460.00		<b>TOTAL</b> \$460.00
<b>Full Range Articulating TV Wall Mount</b> For the 98" TV in the Conference Room	<b>QTY.</b> 1	<b>UNIT PRICE</b> \$199.99		<b>TOTAL</b> \$199.99
<b>Medium Low Profile Fixed Mount 32" - 60"</b> For the 55" TV in the Lobby	<b>QTY.</b> 1	<b>UNIT PRICE</b> \$199.99		<b>TOTAL</b> \$199.99
<b>Atlona® Wallplate Switcher and Extender for HDMI, USB-C, &amp; USB</b> Wall plate right outside storage closet with HDMI Switcher. So guests may plugin laptop	<b>QTY.</b> 1	<b>UNIT PRICE</b> \$1,000.00		<b>TOTAL</b> \$1,000.00
<b>Blu-Ray Player</b> 4k Blu-Ray Player	<b>QTY.</b> 1	<b>UNIT PRICE</b> \$246.25		<b>TOTAL</b> \$246.25
<b>4K HDR Five-Input HDMI Switcher</b> For easy source changes to Conference Rm TV	<b>QTY.</b> 1	<b>UNIT PRICE</b> \$680.00		<b>TOTAL</b> \$680.00
<b>USB Extender</b> Wire Run & USB Extenders for PTZ Audio Tracking Cameras & Soundbar	<b>QTY.</b> 3	<b>UNIT PRICE</b> \$305.99667		<b>TOTAL</b> \$917.99
<b>Pre-wire AV Equipment</b> Cat6 Network Wire Runs HDMI Cables IR Wire Runs	<b>QTY.</b> 1	<b>UNIT PRICE</b> \$950.00		<b>TOTAL</b> \$950.00
<b>Digital Sign Media Player</b> For Media displays to Lobby TV & Conference Rm TV	<b>QTY.</b> 2	<b>UNIT PRICE</b> \$91.18		<b>TOTAL</b> \$182.36
<b>PTZ Voice Tracking Camera</b> Audio tracking PTZ cameras	<b>QTY.</b> 2	<b>UNIT PRICE</b> \$1,899.00		<b>TOTAL</b> \$3,798.00
<b>Audio Conferencing Soundbar System w/ Microphone</b>	<b>QTY.</b> 1	<b>UNIT PRICE</b> \$4,838.90		<b>TOTAL</b> \$4,838.90
<b>Wireless Connectivity/Control</b> Laptop that can wirelessly talk to system if HDtxBase doesn't work	<b>QTY.</b> 1	<b>UNIT PRICE</b> \$91.18		<b>TOTAL</b> \$91.18
<b>Misc. Shelving Material</b> Equipment will sit in storage closet. Grommets/Wall Boxes/Structured wiring material	<b>QTY.</b> 1	<b>UNIT PRICE</b> \$99.00	Non-taxable	<b>TOTAL</b> \$99.00
<b>Freight Fees</b>	<b>QTY.</b> 1	<b>UNIT PRICE</b> \$95.00		<b>TOTAL</b> \$95.00
<b>Misc. Wire, Connectors, Etc</b> Misc. Wire, Connectors, Etc	<b>QTY.</b> 1	<b>UNIT PRICE</b> \$250.00		<b>TOTAL</b> \$250.00
<b>General Labor</b> Labor to Install Above Equipment	<b>QTY.</b> 24	<b>UNIT PRICE</b> \$95.00		<b>TOTAL</b> \$2,280.00
<b>1-Year Care Plan</b>	<b>QTY.</b> 1	<b>UNIT PRICE</b> \$1,250.00		<b>TOTAL</b> \$1,250.00
Subtotal				\$20,411.36
Tax (8.25%)				\$1,676.10
Total				\$22,087.46
Deposit Required				\$19,878.71
SimplyVast Quotes are good for 30 Days.				

\*\*This estimate is an approximation and is not guaranteed. The estimate is based on information provided from the client regarding project requirements. Actual cost may change once all project elements are finalized.

\*SimplyVast Warrants to you, the customer, that SimplyVast installation is free from defects in workmanship from the date of purchase, for the period of 1 year. All products will be applicable to the Manufactures own warranties. SimplyVast will, at its option send material back to manufacture. Either repair or replace products that prove to be defective. Replacement products may be either new or equivalent in performance to new. Saved card is required on file. If alternative payment is not received within 24 hours of service, card on file will be charged for services rendered\*

BIG BOOTS. BIG OPPORTUNITIES.

# MERCEDES TEXAS

## "DCM Audio Video Solutions"

A PROPOSAL FOR

### **Mercedes Economic Development Corporation**

Zefra Mascorro

[zmascorro@mercedesedc.com](mailto:zmascorro@mercedesedc.com)

320 South Ohio Avenue

Mercedes, TX 78570

PREPARED BY JULIAN GARCIA



**Smarter Integrations**

[www.thesmarterintegrations.com](http://www.thesmarterintegrations.com)

(956) 279-0168

1906 E. cano

Edinburg, TX 78542



# About Us

Smarter Integrations combines over 40 years of AVL experience in prewiring, installing, and integrating residential and commercial systems. Since 2016, we've been BBB-accredited, reflecting our commitment to integrity, efficiency, and excellence. We specialize in delivering turnkey audio-visual solutions that meet the latest construction and design standards, always putting our customers first.

We provide a complete AV solution for the DCM Board Room including:

- **Displays & Connectivity** – 98" and 55" displays with HDMI, USB, USB-C, HDBaseT wall plates, multiple input switchers, and video distribution.
- **Wireless & Media** – Wireless device connectivity, Blu-ray player, cable connections, and digital signage player.
- **Cameras & Audio** – Voice-tracking PTZ camera system (2 cameras) with audio conferencing soundbar and microphones.
- **Infrastructure** – Equipment rack and shelving for organized storage.

Our services include **delivery, installation, programming, user training, and an ongoing care plan** to ensure long-term reliability and ease of use.

# Project Description

The proposed solution provides a fully integrated audio-visual system designed for seamless presentations, conferencing, and digital signage. Our scope includes **equipment delivery, professional installation, programming, and a comprehensive care plan** to ensure reliable, long-term performance.

Audio Visual Bid Request:

Audio video solutions must be consistent with City standards with regards to latest construction and design trends. Electrical renovations should be carefully considered and be seen as an opportunity to substantially enhance the functionality of DCM Board room. Audio Video Solutions include:

AV Hardware: 98" and 55" Display with HDMO+USB+ USB-C HDBase T Wall plate Multiple input switcher and video distribution transmitter and receiver Wireliess device connectivity Blue-Ray Player Cable connectivity Digital Signage media player

AVHardware Voice tracking processor for PTZ camera includes 2 cameras Audio conferencing soundbar system with microphone Cable connectivity








MISC Equipment Rack for shelving in storage room

Responses must include delivery, installation and care plan.









# Areas & Items

## Conference Room

Smarter Integrations will provide a **turnkey audio-visual solution** for the Mercedes Economic Development Corporation conference room, fully integrated and centralized control and management. The system will support high-quality presentations, video conferencing, wireless device connectivity, and digital signage, with intuitive operation.

Items	Sell Price	Qty	Total
 <b>Samsung QM98C</b> Samsung 98In Commercial 4K UHD Display, 500 nit - Manufactured in Vietnam		x1	<b>\$7,360.00</b> Combined Price
 <b>Samsung QM55C</b> 55-inch Commercial 4K UHD Display, 500 NIT		x1	
 <b>Samsung UBD-K8500/ZA</b> Samsung UBD-K8500 1 Disc(s) 3D Blu-ray Disc Player - Black		x1	
 <b>C2G CG31029</b> HDMI HDBASET + USB-C DATA AND VIDEO OVER CAT EXTENDER WALL PLATE TRANSMITTER TO BOX RECEIVER 4K - CG31029		x2	
 <b>Blackmagic Design BMD-SWATEMMINIBP</b> Blackmagic BMD-SWATEMMINIBPR ATEM Mini Pro HDMI Video Production Studio with Live Streaming		x1	
 <b>Apple MN893LL/A</b> Apple TV 4K WiFi/Ethernet 128GB 3rd Gen MN893LL/A		x1	
 <b>Inogeni CAM230</b> INOGENI USB/HDMI SWITCHER		x1	



Items	Sell Price	Qty	Total
 Digital Signage Media Player, 1 year software		x1	
 <b>PTZOptics PT20X4KWHG3</b> PTZOptics Move 4K 20X NDI HX PTZ Camera- White		x2	<b>\$9,579.00</b> Combined Price
 <b>Shure MXA920W-S+P300-V</b> Bundle: 1 MXA920W-S and 1 P300-IMX <i>Automatic Coverage™ technology requires no set-up yet gives you precise control of audio capture if desired. With next-generation array architecture for enhanced directional pickup and more natural speech, the MXA920 is easy to use and quick to deploy for AV conferencing, camera tracking, voice lift, or sound reinforcement.</i>		x1	
 <b>Strong SR-FS-SYSTEM-15U</b> Strong FS Series Rack System - 24" Depth   15U, Rack Shelves		x1	<b>\$790.00</b> Combined Price
 <b>Wattbox WB-11-LIGHT</b> WattBox Rack Mount Lighted Power Surge Protector - 11 Outlets		x1	
 <b>Labor</b> Installation Labor			
 <b>Labor Drop Ship &amp; Delivery</b> Door to Door Delivery			
 <b>Labor Proactive Plan</b> Proactive Plan: 2 Year Complete Care Plan: Business and & Beyond Hours. 24 hour response.			
<b>Conference Room Total : \$21,904.00</b>			

# Financial Summary

Subtotal	\$21,904.00
<hr/>	
Proposal Total	\$21,904.00

# Payment Schedule

Our policy for special order items is to require the full payment upon approval to purchase the products and begin the install.

## PAYMENT SCHEDULE

Payment 1	<b>90% of Proposal Total • \$19,713.60</b>	Due Upon Proposal Acceptance
Payment 2	<b>Outstanding Proposal Balance • \$2,190.40</b>	Due Upon Job Completion

# Project Terms

This proposal good for 30 days.

Manufacturers Prices are subject to change. A current price proposal will be sent 30 days before ordering.

**Responsibilities:** Smarter Integrations will provide, install, and program all the equipment in this proposal.

**Changes:** If changes to the project are requested or required by conditions outside of control, a revision document detailing the changes and associated costs will be presented for your approval. Items in the proposal marked as estimated are subject to change based on details or measurements.

**Warranty:** Your system is guaranteed for one (1) year against defects in material or workmanship. The (1) year period commences the first day you begin using the system. Any repairs made during this period will be done at no charge. Warranty support is available Mon-Fri 9am-5pm CDT. Support outside of those hours is available with a support plan.

**Support:** Smarter Integrations offers membership plans to insure you receive first class support, post-installation. These plans offer benefits such as unlimited access to our Daytime and After Hours help desk and fast pass scheduling With the Proactive Plan we monitor the health of your system day and night to keep things running like a fine-tuned machine. Membership plans will be presented upon request.



## **16: Discussion and Action: Commercial Signage Bids**

# Memo

**To:** DCM Board of Directors  
**From:** Zefra Mascorro, Administrative Coordinator  
**CC:** File  
**Date:** 8/18/2025  
**Re:** Commercial Signage BIDS

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Mr. Edward Zavala of EZ Signs & Electrical Services located at 402 S. Illinois Ave in Mercedes, TX. submitted a BID proposal. Please see attached application.

**Estimated Signage Completion Timeline**

EZ Signs & Electrical Services: Upon final approval of the sign design, fabrication and installation are typically completed within 4 to 7 weeks

**Size '6X3' ft Sign**

EZ Signs & Electrical Services: For a new 6' x 3' sign including a customer approved logo, LED Illumination, and a 3-year warranty, the estimated cost is \$4,500.00.

**Types of Signage**

EZ Signs & Electrical Services: Channel letters, pole signs, double-sided pylon signs, box signs, cigar signs.

Recommendation: Award EZ Signs & Electrical Services Signage Grant BID.

# **EZ Signs & Electrical Services**

**Edward Zavala**

402 S. Illinois Ave.

Mercedes, TX 78570

Office phone # 956-294-1158

Cell # 956-655-9277

[ezsignservices@aol.com](mailto:ezsignservices@aol.com)

8/18/2025

Development Corporation of Mercedes

320 S. Ohio Ave.

Mercedes, TX 78570

956-565-2230

## **Proposal for Signage Improvement Project**

**Submitted by: Edward Zavala, EZ Signs & Electrical Services**

**Location: Mercedes, Texas**

Dear Board President and Members,

My name is Edward Zavala, and I represent EZ Signs & Electrical Services, a family-owned business proudly based in Mercedes, TX. It is with great enthusiasm that I submit this proposal for the signage improvement project for the City of Mercedes. I believe this initiative will significantly enhance the visual appeal and vibrancy of our city, and we are eager to contribute our expertise to help bring this vision to life.

## **About EZ Signs & Electrical Services**

EZ Signs & Electrical Services has been serving the South Texas area for over 20 years, offering a full range of signage solutions. As a local business deeply rooted in the community, we understand the importance of quality, reliability, and integrity in every project we undertake.

Our comprehensive services include:

- **Custom Sign Design:** Our in-house art department specializes in creating visually impactful designs tailored to match your brand and vision.
- **Permitting Services:** We handle all aspects of permitting, including navigating local regulations, variances, and code requirements.
- **Fabrication:** With a fully equipped in-house fabrication facility, we offer everything from welding and routing to custom neon tubing, LED lighting, and wiring—ensuring high-quality craftsmanship for every sign.
- **Accu-Bend Channel Letters:** We utilize advanced Accu-Bend technology to produce precise and durable channel letters, customized to your needs.



- **Installation:** Our professional crew manages installations of all sizes and complexities. We also accommodate national account ship-in projects.
- **Maintenance & Repair:** Our trained technicians provide prompt and reliable service to keep your signage looking great and functioning properly.

When you choose EZ Signs & Electrical Services, you're partnering with a team dedicated to excellence from concept to completion. We take pride in turning your vision into a reality with professionalism and personalized attention.

### **Estimated Project Timeline**

Upon final approval of the sign design, fabrication and installation are typically completed within **4 to 7 weeks**.

### **Example & Pricing**

As a reference, please find attached an example of a **6' x 3' sign** created by our team. For a new **3' x 6' sign cabinet** including a customer-approved logo, **LED illumination**, and a **3-year warranty**, the estimated cost is **\$4,500.00**. Final pricing may vary based on design and material specifications.

### **Commitment to Quality**

At EZ Signs & Electrical Services, integrity, honesty, and quality workmanship are the cornerstones of our business. We are committed to exceeding expectations and ensuring full satisfaction with every project.

We are confident that our experience, capabilities, and local commitment make us an ideal partner for the Development Corporation of Mercedes and the businesses in the City of Mercedes. We would be honored to contribute to this important effort to enhance our city's main corridors.

Please feel free to contact me directly at **956-655-9277** or **956-778-3001** should you have any questions or wish to schedule a meeting. I would be happy to discuss the proposal in more detail at your convenience.

Thank you for your time and consideration. We appreciate the opportunity to serve the City of Mercedes and look forward to the possibility of working together on this exciting project.

Respectfully,

**Edward Zavala**

EZ Signs & Electrical Services

PO Box 1185 | 402 S. Illinois Ave. | Mercedes, TX 78570

Phone : (956)294-1158 Cell#: (956)655-9277

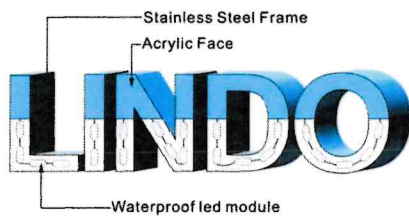
Email: [ezsignservices@aol.com](mailto:ezsignservices@aol.com)

## Standard Acrylic Colors

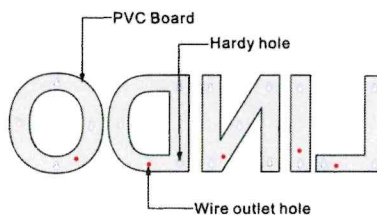


## Inside view of a channel letter

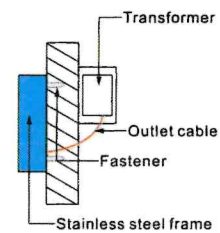
### Basic Structure of Front Lit Sign Letters



Front View



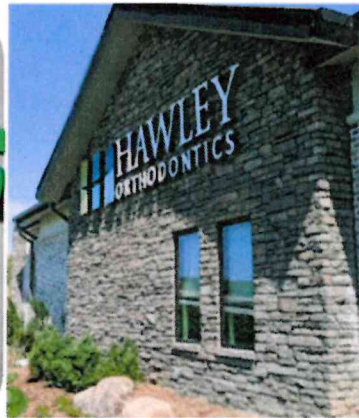
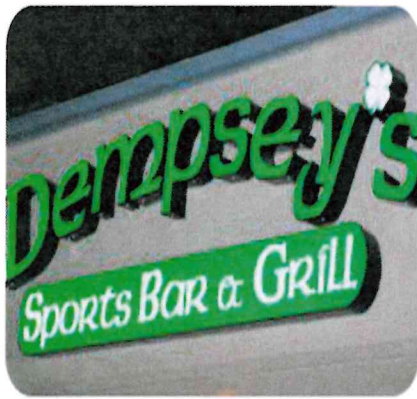
Back View



Side View

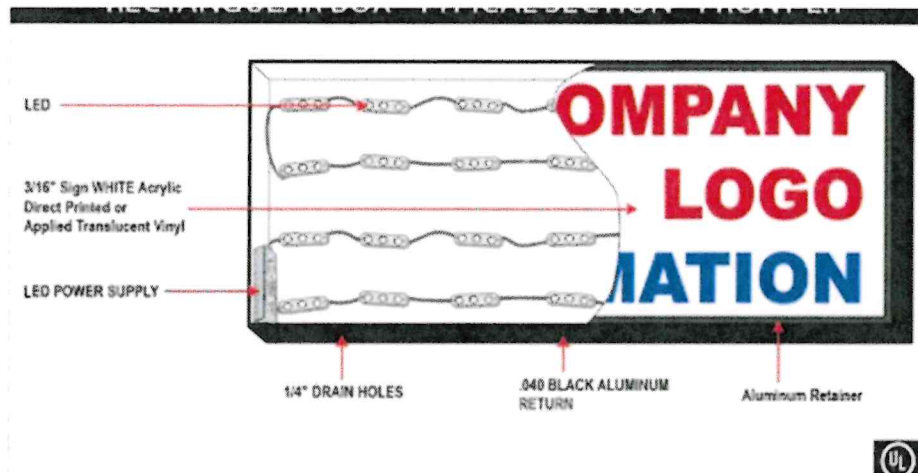


## Samples of a Sign Using Channel Letters

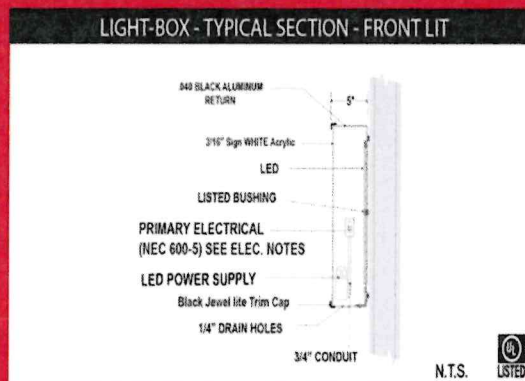




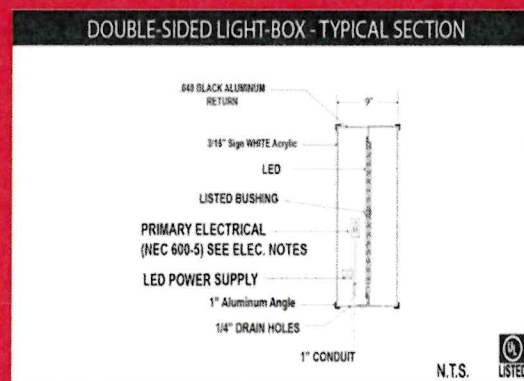
## Inside view of pylon sign/box sign/ LED Lighting



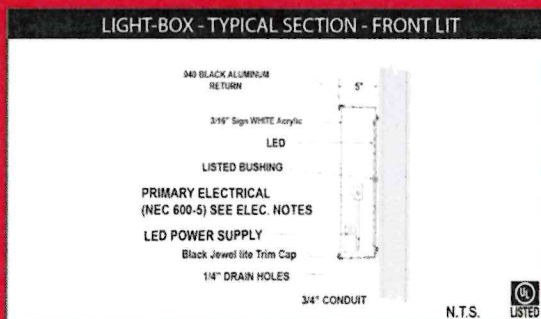
### Wall Cabinet (LED-Lit)



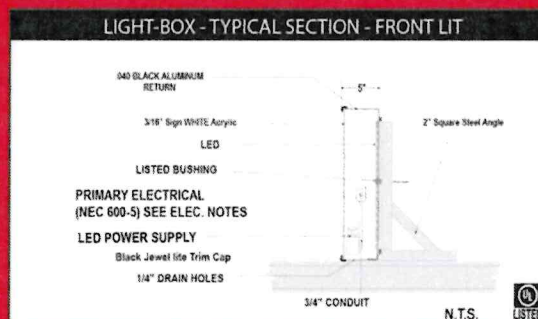
### Double Sided (Pole Cabinet)



### MOUNTED FLUSH TO WALL - CONCEALED ELECTRIC COMPONENTS



### MOUNTED PERPENDICULAR TO ROOF



## Sample Pylon Sign Installed



## Outdoor lightbox wall sign





## **17: Discussion and Action: 3<sup>rd</sup> Street Electricity Bids**

# Memo

**To:** DCM Board of Directors  
**From:** Zefra Mascorro, Administrative Coordinator  
**CC:** File  
**Date:** 8/15/2025  
**Re:** 3<sup>rd</sup> Street Electricity BID

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To be able to host larger events and increase the functionality in the Mercedes downtown area 3<sup>rd</sup> Street Electricity BIDs were requested.

Current BIDs submitted for 3<sup>rd</sup> Street Electricity are:

1. Municipal Services, LLC  
10921 N. 30<sup>th</sup> St.  
McAllen, TX 78504

Cost: \$9,850.00

1-year warranty on labor: On all installed labor.

3-year warranty on parts: Lighting and poles and electrical panels and equipment.

2. Ram Ramirez Enterprises Inc. DBA Zerimar Lighting  
PO Box 26  
Mercedes, Tx 78570

Cost: \$36,500.00

1-year labor warranty: (Ex: string lights and anything installed with manual labor).

Manufacturer warranty: (LED Pole light, LED String light)- depends on the manufacturer once parts are purchased.

Recommendation: Award Municipal Services, LLC 3<sup>rd</sup> Street Electricity BID.



# ESTIMATE

**Municipal Services, LLC**  
10921<sup>st</sup> N. 30th St  
McAllen, TX 78504

support@municipalservicesllc.com  
+1 (956) 208-2626



## City Of Mercedes

**Bill to**  
400 S Ohio Ave  
Mercedes  
Texas  
78570

**Ship to**  
400 S Ohio Ave  
Mercedes  
Texas  
78570

### Estimate details

Estimate no.: 20-0170  
Estimate date: 06/30/2025

#	Date	Product or service	Description	Qty	Rate	Amount
1.		Service	Labor and material for Installation of 2 street pole light 20 feet tall and installation of 6 commercial grade led outdoor string lights. Saw cut street pavement for trenching to run conduit with wires for lights.	1	\$9,850.00	\$9,850.00
Total						\$9,850.00

Accepted date

Accepted by

**zmascorro@mercedesedc.com**

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**From:** Mario Salinas <msalinas@mercedesedc.com>  
**Sent:** Wednesday, August 13, 2025 3:53 PM  
**To:** Zefra Mascorro  
**Subject:** FW: Estimate 20-0170 from Municipal Services, LLC

---

**From:** Municipal Services LLC <support@municipalservicesllc.com>  
**Date:** Tuesday, August 5, 2025 at 11:18 AM  
**To:** Mario Salinas <msalinas@mercedesedc.com>  
**Subject:** Re: Estimate 20-0170 from Municipal Services, LLC

Yes I forgot to include 1 year warranty on labor  
And 3 years on parts.

Ivan Escobar  
President  
Municipal Services LLC

On Aug 5, 2025, at 10:31 AM, Mario Salinas <msalinas@mercedesedc.com> wrote:

Good morning, Ivan

Can you please add how long of a warranty is provided on the bid?

Thank you -

**Mario A. Salinas**  
Mercedes EDC  
(956) 565-2230  
msalinas@mercedesedc.com

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**From:** "Municipal Services, LLC" <quickbooks@notification.intuit.com>  
**Reply-To:** <support@municipalservicesllc.com>  
**Date:** Monday, August 4, 2025 at 8:02 AM  
**To:** <msalinas@mercedesedc.com>  
**Subject:** Estimate 20-0170 from Municipal Services, LLC



**Your estimate is ready!**

Total \$9,850.00

Please review the estimate below. Feel free to contact us if you have any questions.

We look forward to working with you.

Thanks for your business!  
Municipal Services, LLC

[Review and approve](#)

**Municipal Services, LLC**

10921` N. 30th St  
McAllen, TX 78504

[support@municipalservicesllc.com](mailto:support@municipalservicesllc.com)  
+1 (956) 208-2626

If you receive an email that seems fraudulent, please check with the business owner before paying, or you can forward the email to [security@intuit.com](mailto:security@intuit.com) so we can look into it. Read more at [security.intuit.com](https://security.intuit.com).

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<image001.png>

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**Ram Ramirez Enterprises Inc. DBA Zerimar Lighting Solutions**

PO Box 26  
Mercedes, TX 78570  
+19565783046  
zerimarlightingsam@yahoo.com

## Estimate

**ADDRESS**

Mario Salinas  
Mercedes EDC

**SHIP TO**

Mario Salinas  
Mercedes EDC

**ESTIMATE #** 3534

**DATE** 08/17/2025

ACTIVITY	QTY	RATE	AMOUNT
<b>Installation &amp; Material</b> 3rd street Lighting and electrical project.	1	36,500.00	36,500.00

Electrical Renovations include:

1. We will be supplying and installing a 200amp main breaker distribution panel and meter can. We will be supplying and installing a 16-20ft outdoor rated pole for the mounting of electrical service. On same pole we will install 4 gfci rated duplex outlets for vendors, each with their individual 20amp circuit.
2. We will trench and run conduit to opposite side of parking lot and supply 4 gfci outlets with their own 20amp circuits for vendors.
3. We will supply one standard 20ft bronze pole with anchor bolts. We will drill and make a proper cement base for pole. We will have it protrude over 2ft from finish grade. On same base we will install another 4 gfci outlets, each with their own individual circuit. We will trench over 80ft to New panel to get power. We will saw cut and patch pavement to the best of our ability.
4. We will install and provide all commercial grade string lights as per plans. We will need to install outdoor rated cable as well in order to hang string lights from. We will trench and saw cut pavement in order to connect power from new panel to closest building.

SUBTOTAL	36,500.00
TAX (0%)	0.00
<b>TOTAL</b>	<b>\$36,500.00</b>

Accepted By

Accepted Date

## **18. Discussion and Action: Tabled Items-ReSimplify**



**19. Executive Session: Section 551.087: Economic development negotiations with Project M30, Project M. Rivera, Project HBM, Project PE, Project Petro, Project More, Project ZIWA, Project Gomez, Project American Legion, Project J. San Miguel, Project Renata Ledesma, Project Stay, Project Kamel, Project ASHTI, Project Arts, Project QSR, Project 150, Project M2, Project Cruz, Project Bert Ogden, Project RGVLS, Project G. Schwarz, Project Coffee, Project Carwash, Project Rios and Project UT, Section 551.072: Acquisition and Sale of Real Estate-MERCEDES ORIGINAL TOWNSITE S 88.5'-E 110' BLK 2, Section 551.074 Personnel Issues: Evaluation of Executive Director and Section 551.071: pending legal issues, delinquent loans and on any regular agenda item requiring confidential, attorney-client advice necessitated by the deliberation or discussion of said item as needed.**

## **20. Discussion and Action: item #19**



## **21. Adjournment**