



MEMORANDUM

**TO: Members of the School Board
Dr. Todd Bowden, Superintendent
Mitsi Corcoran, Chief Financial Officer**

FROM: Carol A. Lichon, CPPO, Director of Materials Management

**TITLE: APPROVAL TO AWARD BID #17-0203 FOR SIGNAGE –
PROVIDE AND INSTALL**

Bids for 'Signage - Provide and Install' were received from seven vendors on April 25, 2017. The bids of H&H Signs, Inc., Municipal Supply & Sign Co., and Robson Corporation were the best low bids meeting the advertised specifications based on a sealed scenario. Reasons for not selecting the apparent low bid are included with the bid tabulation. This bid is for a period of three years with the option to renew for two additional one-year periods. Funds for these purchases are contained in the transfer from capital budget allocated to the Facilities Services Department.

Requested by:

Jody Dumas

“Failure to file a protest within the time prescribed in Section 120.57(3), Florida Statutes, or failure to post the protest bond or other security required by law within the time allowed for filing a bond shall constitute a waiver of proceedings under Chapter 120, Florida Statutes.”

Posting Date: 05/30/17

Fiscal Impact:

Not to exceed
\$900,000.00
for a three-year period

Recommended Motion: That the bids of H&H Signs, Inc., Municipal Supply & Sign Co., and Robson Corporation for 'Signage - Provide and Install', in an amount not to exceed \$900,000.00 for a three-year term, be approved as presented.

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Signage - Provide and Install - Bid #17-0203

Opened April 25, 2017 at 2:00 p.m.

Item #	Sign Type/Description	Environmental Graphics			Gulf Coast Signs of Sarasota, Inc.		
		Price	Unit	Minimum Sign Cost	Price	Unit	Minimum Sign Cost
ADA COMPLIANT Signage, Exterior Grade							
1	Acrylic, Fused & embedded, ADA compliant, raised text, and Grade II Braille.	\$0.95	sq. in.	\$10.00		sq. in.	
AWARD Sign							
2	Acrylic award plaque; printed 1/8" on first surface panel, over second 1/16" backer/border plate, hanger wire.	\$0.55	sq. in.	\$25.00		sq. in.	
INFORMATIONAL & DIRECTIONAL Signage, Exterior Grade							
3	Engraved, informational acrylic, surface.	\$0.50	sq. in.	\$6.00		sq. in.	
4	Engraved, informational acrylic, sub-surface.	\$0.75	sq. in.	\$20.00		sq. in.	
5	Printed with UV clear laminate on PVC/aluminum composite sign board, with UV clear laminate.	\$0.55	sq. in.	\$20.00		sq. in.	
6	Printed back peel sticker; Sizes 24 sq. in (i.e., 4" x 6") to 40 sq. in (i.e., 4" x 10")	\$0.15	sq. in.	\$3.50		sq. in.	
7	Printed back peel sticker; Sizes 41 sq. in (i.e., 4" x 12") to 10 sq. in (i.e., 10" x 10")	\$0.15	sq. in.	\$7.00		sq. in.	
8	1/2" thick HDPE (High density polyethylene), 3ply/colors, routed recessed text, single sided, (i.e., similar to Poly-Rout®, maintenance free sign), exterior use.	\$0.40	sq. in.	\$55.00		sq. in.	
9	3/4" thick HDPE (High density polyethylene), 3ply/colors, routed recessed text, double sided, (i.e., similar to Poly-Rout®, maintenance free sign), exterior use.		sq. in.			sq. in.	
NON-REFLECTIVE , Custom Text. Printed with UV clear laminate on .080 Aluminum sign board, <u>radius corners</u> .							
10	Various custom text 12" x 12", printed on .080 aluminum sign board, with UV clear laminate.		each	\$45.00		each	
11	Various custom text 12" x 12", printed on 3mil PVC/aluminum composite sign board, with UV clear laminate (similar to Die-Bond).		each	\$48.00		each	
12	Various custom text 12" x 18", printed on .080 aluminum sign board, with UV clear laminate.		each	\$50.00		each	
13	Various custom text 12" x 18", printed on 3mil PVC/aluminum composite sign board, with UV clear laminate (similar to Die-Bond).		each	\$52.00		each	
14	Various custom text 18" x 24", printed on .080 aluminum sign board, with UV clear laminate.		each	\$85.00		each	
15	Various custom text 18" x 24", printed on 3mil PVC/aluminum composite sign board, with UV clear laminate (similar to Die-Bond).		each	\$87.00		each	

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Signage - Provide and Install - Bid #17-0203

Opened April 25, 2017 at 2:00 p.m.

Item #	Sign Type/Description	H&H Signs, Inc.			Kenco Sign & Awning, LLC		
		Price	Unit	Minimum Sign Cost	Price	Unit	Minimum Sign Cost
ADA COMPLIANT Signage, Exterior Grade							
1	Acrylic, Fused & embedded, ADA compliant, raised text, and Grade II Braille.	\$1.20	sq. in.	\$23.00	\$1.50	sq. in.	No minimum
AWARD Sign							
2	Acrylic award plaque; printed 1/8" on first surface panel, over second 1/16" backer/border plate, hanger wire.	\$0.70	sq. in.	\$42.00	\$1.60	sq. in.	No minimum
INFORMATIONAL & DIRECTIONAL Signage, Exterior Grade							
3	Engraved, informational acrylic, surface.	\$0.80	sq. in.	\$16.00	\$1.45	sq. in.	No minimum
4	Engraved, informational acrylic, sub-surface.	\$0.98	sq. in.	\$19.00	\$1.50	sq. in.	No minimum
5	Printed with UV clear laminate on PVC/aluminum composite sign board, with UV clear laminate.	\$0.20	sq. in.	\$14.00	\$12.50	sq. ft.	
6	Printed back peel sticker; Sizes 24 sq. in (i.e., 4" x 6") to 40 sq. in (i.e., 4" x 10")	\$0.14	sq. in.	\$4.00		sq. in.	\$22.00 or 10 or more \$15.50 ea
7	Printed back peel sticker; Sizes 41 sq. in (i.e., 4" x 12") to 10 sq. in (i.e., 10" x 10")	\$0.10	sq. in.	\$6.00		sq. in.	\$25.00 or 10 or more \$20.50 ea
8	1/2" thick HDPE (High density polyethylene), 3ply/colors, routed recessed text, single sided, (i.e., similar to Poly-Rout®, maintenance free sign), exterior use.	\$0.33	sq. in.	\$24.00	\$55.00	sq. ft.	\$55.00
9	3/4" thick HDPE (High density polyethylene), 3ply/colors, routed recessed text, double sided, (i.e., similar to Poly-Rout®, maintenance free sign), exterior use.	\$0.50	sq. in.	\$35.00	\$65.00	sq. ft.	\$65.00
NON-REFLECTIVE, Custom Text. Printed with UV clear laminate on .080 Aluminum sign board, radius corners.							
10	Various custom text 12" x 12", printed on .080 aluminum sign board, with UV clear laminate.	\$30.00	each	\$30.00	\$50.00	each	
11	Various custom text 12" x 12", printed on 3mil PVC/aluminum composite sign board, with UV clear laminate (similar to Die-Bond).	\$26.00	each	\$26.00	\$49.00	each	
12	Various custom text 12" x 18", printed on .080 aluminum sign board, with UV clear laminate.	\$40.00	each	\$40.00	\$56.50	each	
13	Various custom text 12" x 18", printed on 3mil PVC/aluminum composite sign board, with UV clear laminate (similar to Die-Bond).	\$34.00	each	\$34.00	\$55.75	each	
14	Various custom text 18" x 24", printed on .080 aluminum sign board, with UV clear laminate.	\$59.00	each	\$59.00	\$68.00	each	
15	Various custom text 18" x 24", printed on 3mil PVC/aluminum composite sign board, with UV clear laminate (similar to Die-Bond).	\$53.00	each	\$53.00	\$65.00	each	

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Signage - Provide and Install - Bid #17-0203

Opened April 25, 2017 at 2:00 p.m.

		Municipal Supply & Sign Co.			Robson Corporation		
Item #	Sign Type/Description	Price	Unit	Minimum Sign Cost	Price	Unit	Minimum Sign Cost
ADA COMPLIANT Signage, Exterior Grade							
1	Acrylic, Fused & embedded, ADA compliant, raised text, and Grade II Braille.		sq. in.			sq. in.	
AWARD Sign							
2	Acrylic award plaque; printed 1/8" on first surface panel, over second 1/16" backer/border plate, hanger wire.		sq. in.			sq. in.	
INFORMATIONAL & DIRECTIONAL Signage, Exterior Grade							
3	Engraved, informational acrylic, surface.		sq. in.			sq. in.	
4	Engraved, informational acrylic, sub-surface.		sq. in.			sq. in.	
5	Printed with UV clear laminate on PVC/aluminum composite sign board, with UV clear laminate.	\$0.35	sq. in.	\$19.00		sq. in.	
6	Printed back peel sticker; Sizes 24 sq. in (i.e., 4" x 6") to 40 sq. in (i.e., 4" x 10")	\$0.10	sq. in.	\$2.40		sq. in.	
7	Printed back peel sticker; Sizes 41 sq. in (i.e., 4" x 12") to 10 sq. in (i.e., 10" x 10")	\$0.10	sq. in.	\$4.10		sq. in.	
8	1/2" thick HDPE (High density polyethylene), 3ply/colors, routed recessed text, single sided, (i.e., similar to Poly-Rout®, maintenance free sign), exterior use.		sq. in.			sq. in.	
9	3/4" thick HDPE (High density polyethylene), 3ply/colors, routed recessed text, double sided, (i.e., similar to Poly-Rout®, maintenance free sign), exterior use.		sq. in.			sq. in.	
<u>NON-REFLECTIVE</u> , Custom Text. Printed with UV clear laminate on .080 Aluminum sign board, <u>radius corners</u> .							
10	Various custom text 12" x 12", printed on .080 aluminum sign board, with UV clear laminate.	\$8.95	each	\$8.95		each	
11	Various custom text 12" x 12", printed on 3mil PVC/aluminum composite sign board, with UV clear laminate (similar to Die-Bond).	\$8.95	each	\$8.95		each	
12	Various custom text 12" x 18", printed on .080 aluminum sign board, with UV clear laminate.	\$13.50	each	\$13.50		each	
13	Various custom text 12" x 18", printed on 3mil PVC/aluminum composite sign board, with UV clear laminate (similar to Die-Bond).	\$13.50	each	\$13.50		each	
14	Various custom text 18" x 24", printed on .080 aluminum sign board, with UV clear laminate.	\$26.00	each	\$26.00		each	
15	Various custom text 18" x 24", printed on 3mil PVC/aluminum composite sign board, with UV clear laminate (similar to Die-Bond).	\$26.00	each	\$26.00		each	

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Signage - Provide and Install - Bid #17-0203

Opened April 25, 2017 at 2:00 p.m.

		Signs - Express		
Item #	Sign Type/Description	Price	Unit	Minimum Sign Cost
ADA COMPLIANT Signage, Exterior Grade				
1	Acrylic, Fused & embedded, ADA compliant, raised text, and Grade II Braille.	\$2.00	sq. in.	\$72.00
AWARD Sign				
2	Acrylic award plaque; printed 1/8" on first surface panel, over second 1/16" backer/border plate, hanger wire.	\$2.40	sq. in.	\$86.40
INFORMATIONAL & DIRECTIONAL Signage, Exterior Grade				
3	Engraved, informational acrylic, surface.	\$1.60	sq. in.	\$57.60
4	Engraved, informational acrylic, sub-surface.	\$1.60	sq. in.	\$57.60
5	Printed with UV clear laminate on PVC/aluminum composite sign board, with UV clear laminate.	\$0.14	sq. in.	\$5.04
6	Printed back peel sticker; Sizes 24 sq. in (i.e., 4" x 6") to 40 sq. in (i.e., 4" x 10")	\$4.17	sq. in.	\$125.00
7	Printed back peel sticker; Sizes 41 sq. in (i.e., 4" x 12") to 10 sq. in (i.e., 10" x 10")	\$4.30	sq. in.	\$200.00
8	1/2" thick HDPE (High density polyethylene), 3ply/colors, routed recessed text, single sided, (i.e., similar to Poly-Rout®, maintenance free sign), exterior use.	\$8.50	sq. in.	\$1,200.00
9	3/4" thick HDPE (High density polyethylene), 3ply/colors, routed recessed text, double sided, (i.e., similar to Poly-Rout®, maintenance free sign), exterior use.	\$11.00	sq. in.	\$1,500.00
<u>NON-REFLECTIVE</u> , Custom Text. Printed with UV clear laminate on .080 Aluminum sign board, <u>radius corners</u> .				
10	Various custom text 12" x 12", printed on .080 aluminum sign board, with UV clear laminate.	\$27.00	each	\$27.00
11	Various custom text 12" x 12", printed on 3mil PVC/aluminum composite sign board, with UV clear laminate (similar to Die-Bond).	\$20.00	each	\$20.00
12	Various custom text 12" x 18", printed on .080 aluminum sign board, with UV clear laminate.	\$40.51	each	\$40.51
13	Various custom text 12" x 18", printed on 3mil PVC/aluminum composite sign board, with UV clear laminate (similar to Die-Bond).	\$30.00	each	\$30.00
14	Various custom text 18" x 24", printed on .080 aluminum sign board, with UV clear laminate.	\$81.01	each	\$81.01
15	Various custom text 18" x 24", printed on 3mil PVC/aluminum composite sign board, with UV clear laminate (similar to Die-Bond).	\$60.00	each	\$60.00

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Item #	Sign Type/Description	Environmental Graphics			Gulf Coast Signs of Sarasota, Inc.		
		Price	Unit	Minimum Sign Cost	Price	Unit	Minimum Sign Cost
REFLECTIVE , custom text. Printed with UV clear laminate on .080 REFLECTIVE, aluminum or 3 mil PVC composite sign board, <u>radius corners</u> .							
16	Various custom text 12" x 12", printed on .080 aluminum sign board, with UV clear laminate.		each	\$48.00		each	
17	Various custom text 12" x 12", printed on 3mil PVC/aluminum composite sign board, with UV clear laminate (similar to Die-Bond).		each	\$50.00		each	
18	Various custom text 12" x 18", printed on .080 aluminum sign board, with UV clear laminate.		each	\$55.00		each	
19	Various custom text 12" x 18", printed on 3mil PVC/aluminum composite sign board, with UV clear laminate (similar to Die-Bond).		each	\$58.00		each	
20	Various custom text 18" x 24", printed on .080 aluminum sign board, with UV clear laminate.		each	\$87.00		each	
21	Various custom text 18" x 24", printed on 3mil PVC/aluminum composite sign board, with UV clear laminate (similar to Die-Bond).		each	\$89.00		each	
MISCELLANEOUS/LABOR							
22	One time art fee for each new order with NEW layout; not for re-orders of previous designs.	\$75.00	each			each	
23	Labor/Installation; hourly rate for install of above signs and maintenance of signs.	\$95.00	hour			hour	
LED signs, pedestal and monument to include labor for installation (electrical and concrete provided by others, not part of bid price). Provide double faced/single faced LED signage for sizes listed below or indicate dimension of sign. Please price signs as full color and/or shaded LED signs.		Provide full color price, dimension, & circle brand	Provide shaded price, dimension, & circle brand	Provide full color price, dimension, & circle brand	Provide shaded price, dimension, & circle brand	Provide full color price, dimension, & circle brand	Provide shaded price, dimension, & circle brand
24	Sign Option A	Approximately 13' 8" X 8' 4" or approved dimension.	Full Color	Shaded	Full Color	Shaded	
		Indicate sign dimension in space provided to right.	13'10"	8'4"	41"H x 9'3"L x 5"D	41"H x 9'3"L x 5"D	
		Type: double faced	\$36,650.00	\$34,875.00	\$35,869.31	\$27,177.65	
REJECT SHADED		Brand: (circle) Optec Watchfire Daktonics or indicate approved alternate in space provided to right.	Vantage LED	Vantage LED	Watchfire		
25	Sign Option B	Approximately 11' 10" X 8' 0" or approved dimension.	Full Color	Shaded	Full Color	Shaded	
		Indicate sign dimension in space provided to right.	12'0"	8'0"	29"H x 9'3"L x 5"D	29"H x 9'3"L x 5"D	
		Type: double faced	\$29,450.00	\$28,075.00	\$29,325.92	\$22,979.85	
REJECT SHADED		Brand: (circle) Optec Watchfire Daktonics or indicate approved alternate in space provided to right.	Vantage LED		Watchfire		

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Signage - Provide and Install - Bid #17-0203

Opened April 25, 2017 at 2:00 p.m.

Item #	Sign Type/Description	H&H Signs, Inc.			Kenco Sign & Awning, LLC		
		Price	Unit	Minimum Sign Cost	Price	Unit	Minimum Sign Cost
REFLECTIVE, custom text. Printed with UV clear laminate on .080 REFLECTIVE, aluminum or 3 mil PVC composite sign board, radius corners.							
16	Various custom text 12" x 12", printed on .080 aluminum sign board, with UV clear laminate.	\$36.00	each	\$36.00	\$50.00	each	
17	Various custom text 12" x 12", printed on 3mil PVC/aluminum composite sign board, with UV clear laminate (similar to Die-Bond).	\$32.00	each	\$32.00	\$49.50	each	
18	Various custom text 12" x 18", printed on .080 aluminum sign board, with UV clear laminate.	\$46.00	each	\$46.00	\$58.00	each	
19	Various custom text 12" x 18", printed on 3mil PVC/aluminum composite sign board, with UV clear laminate (similar to Die-Bond).	\$40.00	each	\$40.00	\$57.00	each	
20	Various custom text 18" x 24", printed on .080 aluminum sign board, with UV clear laminate.	\$65.00	each	\$65.00	\$71.00	each	
21	Various custom text 18" x 24", printed on 3mil PVC/aluminum composite sign board, with UV clear laminate (similar to Die-Bond).	\$58.00	each	\$58.00	\$68.00	each	
MISCELLANEOUS/LABOR							
22	One time art fee for each new order with NEW layout; not for re-orders of previous designs.	\$40.00	each	\$20.00	\$25.00	each	
23	Labor/Installation; hourly rate for install of above signs and maintenance of signs.	\$80.00	hour	\$160.00	\$95.00	hour	
LED signs, pedestal and monument to include labor for installation (electrical and concrete provided by others, not part of bid price). Provide double faced/single faced LED signage for sizes listed below or indicate dimension of sign. Please price signs as full color and/or shaded LED signs.		Provide full color price, dimension, & circle brand		Provide shaded price, dimension, & circle brand	Provide full color price, dimension, & circle brand		Provide shaded price, dimension, & circle brand
24	Sign Option A	Approximately 13' 8" X 8' 4" or approved dimension.		Full Color	Shaded	Full Color	Shaded
		Indicate sign dimension in space provided to right.		13'8" x 7'8"	13'8" x 7'8"	5'9" H x 8'1" W	5'9"H x 8'1"W
		Type: double faced		\$33,300.00	\$28,000.00	\$44,095.00	\$44,095.00
REJECT SHADED		Brand: (circle) Optec Watchfire Daktonics or indicate approved alternate in space provided to right.		EBSCO, Clanton, AL		Daktonics	
25	Sign Option B	Approximately 11' 10" X 8' 0" or approved dimension.		Full color	Shaded	Full Color	Shaded
		Indicate sign dimension in space provided to right.		11'10" x 7'8"	11'10" x 7'8"	2'7" x 8'1"	2'7" x 8'1"
		Type: double faced		\$28,560.00	\$24,500.00	\$30,433.00	\$30,433.00
REJECT SHADED		Brand: (circle) Optec Watchfire Daktonics or indicate approved alternate in space provided to right.		EBSCO, Clanton, AL		Daktonics	

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Signage - Provide and Install - Bid #17-0203

Opened April 25, 2017 at 2:00 p.m.

Item #		Sign Type/Description	Municipal Supply & Sign Co.			Robson Corporation		
			Price	Unit	Minimum Sign Cost	Price	Unit	Minimum Sign Cost
		<u>REFLECTIVE</u> , custom text. Printed with UV clear laminate on .080 REFLECTIVE, aluminum or 3 mil PVC composite sign board, <u>radius corners</u> .						
16		Various custom text 12" x 12", printed on .080 aluminum sign board, with UV clear laminate.	\$8.95	each	\$8.95		each	
17		Various custom text 12" x 12", printed on 3mil PVC/aluminum composite sign board, with UV clear laminate (similar to Die-Bond).	\$8.95	each	\$8.95		each	
18		Various custom text 12" x 18", printed on .080 aluminum sign board, with UV clear laminate.	\$13.50	each	\$13.50		each	
19		Various custom text 12" x 18", printed on 3mil PVC/aluminum composite sign board, with UV clear laminate (similar to Die-Bond).	\$13.50	each	\$13.50		each	
20		Various custom text 18" x 24", printed on .080 aluminum sign board, with UV clear laminate.	\$26.00	each	\$26.00		each	
21		Various custom text 18" x 24", printed on 3mil PVC/aluminum composite sign board, with UV clear laminate (similar to Die-Bond).	\$26.00	each	\$26.00		each	
		MISCELLANEOUS/LABOR						
22		One time art fee for each new order with NEW layout; not for re-orders of previous designs.	\$25.00	each			each	
23		Labor/Installation; hourly rate for install of above signs and maintenance of signs.		hour			hour	
		LED signs, pedestal and monument to include labor for installation (electrical and concrete provided by others, not part of bid price). Provide double faced/single faced LED signage for sizes listed below or indicate dimension of sign. Please price signs as full color and/or shaded LED signs.	Provide full color price, dimension, & circle brand		Provide shaded price, dimension, & circle brand	Provide full color price, dimension, & circle brand	Provide shaded price, dimension, & circle brand	
24	Sign Option A	Approximately 13' 8" X 8' 4" or approved dimension.				Full Color		
		Indicate sign dimension in space provided to right.				5'10" x 8'1" x 13'10"		
		Type: double faced				\$20,994.00		
REJECT SHADED		Brand: (circle) Optec Watchfire Daktonics or indicate approved alternate in space provided to right.				Robson		
25	Sign Option B	Approximately 11' 10" X 8' 0" or approved dimension.				Full Color		
		Indicate sign dimension in space provided to right.				4' x 8'1" x 12'		
		Type: double faced				\$17,616.00		
REJECT SHADED		Brand: (circle) Optec Watchfire Daktonics or indicate approved alternate in space provided to right.				Robson		

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Opened April 25, 2017 at 2:00 p.m.

		Signs - Express			
Item #	Sign Type/Description		Price	Unit	Minimum Sign Cost
<u>REFLECTIVE</u> , custom text. Printed with UV clear laminate on .080 REFLECTIVE, aluminum or 3 mil PVC composite sign board, <u>radius corners</u> .					
16	Various custom text 12" x 12", printed on .080 aluminum sign board, with UV clear laminate.		\$29.86	each	\$29.86
17	Various custom text 12" x 12", printed on 3mil PVC/aluminum composite sign board, with UV clear laminate (similar to Die-Bond).		\$22.00	each	\$22.00
18	Various custom text 12" x 18", printed on .080 aluminum sign board, with UV clear laminate.		\$44.80	each	\$44.80
19	Various custom text 12" x 18", printed on 3mil PVC/aluminum composite sign board, with UV clear laminate (similar to Die-Bond).		\$33.00	each	\$33.00
20	Various custom text 18" x 24", printed on .080 aluminum sign board, with UV clear laminate.		\$89.60	each	\$89.60
21	Various custom text 18" x 24", printed on 3mil PVC/aluminum composite sign board, with UV clear laminate (similar to Die-Bond).		\$66.00	each	\$66.00
MISCELLANEOUS/LABOR					
22	One time art fee for each new order with NEW layout; not for re-orders of previous designs.		\$0.00	each	\$0.00
23	Labor/Installation; hourly rate for install of above signs and maintenance of signs.		\$85.00	hour	\$255.00
LED signs, pedestal and monument to include labor for installation (electrical and concrete provided by others, not part of bid price). Provide double faced/single faced LED signage for sizes listed below or indicate dimension of sign. Please price signs as full color and/or shaded LED signs.			Provide full color price, dimension, & circle brand		Provide shaded price, dimension, & circle brand
24	Sign Option A	Approximately 13' 8" X 8' 4" or approved dimension.	Full Color		Shaded
		Indicate sign dimension in space provided to right.	14'10" x 7'7"		14'10" x 7'7"
		Type: double faced	\$27,310.42		\$21,661.67
REJECT SHADED	Brand: (circle) Optec Watchfire Daktonics or indicate approved alternate in space provided to right.				Mega LED
25	Sign Option B	Approximately 11' 10" X 8' 0" or approved dimension.	Full Color		Shaded
		Indicate sign dimension in space provided to right.	12' 9-11/16" x 7' 7-3/16"		12' 9-11/16" x 7' 7-3/16"
		Type: double faced	\$20,143.12		\$15,788.41
REJECT SHADED	Brand: (circle) Optec Watchfire Daktonics or indicate approved alternate in space provided to right.				Mega LED

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			Environmental Graphics		Gulf Coast Signs of Sarasota, Inc.	
LED signs, pedestal and monument to include labor for installation (electrical and concrete provided by others, not part of bid price). Provide double faced/single faced LED signage for sizes listed below or indicate dimension of sign. Please price signs as full color and/or shaded LED signs.			Provide full color price, dimension, & circle brand	Provide shaded price, dimension, & circle brand	Provide full color price, dimension, & circle brand	Provide shaded price, dimension, & circle brand
26	Sign Option C	Approximately 9' 10" X 8' 0" or approved dimension.	Full Color	Shaded	Full Color	Shaded
		Indicate sign dimension in space provided to right.	10'0"	8'0"	17"H x 9'3"L x 5"D	17"H x 9'3"L x 5"D
		Type: double faced	\$23,825.00	\$21,875.00	\$29,325.92	\$22,979.85
REJECT SHADED	Brand: (circle) Optec Watchfire Daktonics or indicate approved alternate in space provided to right.		Vantage LED		Watchfire	
27	Sign Option D	Approximately 5' 5" X 8' 0" or approved dimensions.	Full Color	Shaded	Full Color	Shaded
		Indicate sign dimension in space provided to right.	5'5"	8'0"	7"H x 9'3"L x 5"D	7"H x 9'3"L x 5"D
		Monument, Type: double faced	\$23,075.00	\$21,350.00	\$21,343.27	\$17,127.79
28	Monument	Monument, Type: single faced	\$16,225.00	\$16,000.00		
REJECT SHADED	Brand: (circle) Optec Watchfire Daktonics or indicate approved alternate in space provided to right.		Vantage LED		Watchfire	
OPTIONAL VANDAL COVER			Price per square foot		Price per square foot	
29	Optional vandal cover for LED (square foot price)		\$32.50			
PARTS/MATERIALS & SERVICE (For service work above and beyond warranty and normal installation)			Mark-up		Mark-up	
30	Parts/materials are to be billed at net cost. Include a percentage allowed for overhead and profit. A MAXIMUM OF 10% MARKUP of parts/materials will be allowed. Indicate this percentage in the space to the right. No mark-up of sales tax allowed. A copy of the itemized parts/materials invoice from the Contractor's supplier must be included with all billings to the SBSC for materials. Note: During a declared disaster situation no mark-up will be permitted, only actual cost of parts/materials.		10%			
LABOR			Price per hour		Price per hour	
31	Hourly rate for standard working hours, above and beyond the normal installation that is included with the bid pricing. (Monday through Friday from 7:00 A.M. to 5:00 P.M.).		\$95.00			
32	Hourly rate for non-standard working hours, above and beyond the normal installation that is included with the bid pricing. (Monday through Friday prior to 7:00 A.M. and after 5:00 P.M., and Saturday and Sunday).		\$125.00			
33	Hourly labor rate for standard working hours for service and maintenance, exclusive of warranty. (Monday through Friday from 7:00 A.M. to 5:00 P.M.).		\$125.00			

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Signage - Provide and Install - Bid #17-0203

Opened April 25, 2017 at 2:00 p.m.

			H&H Signs, Inc.		Kenco Sign & Awning, LLC	
LED signs, pedestal and monument to include labor for installation (electrical and concrete provided by others, not part of bid price). Provide double faced/single faced LED signage for sizes listed below or indicate dimension of sign. Please price signs as full color and/or shaded LED signs.			Provide full color price, dimension, & circle brand	Provide shaded price, dimension, & circle brand	Provide full color price, dimension, & circle brand	Provide shaded price, dimension, & circle brand
26	Sign Option C	Approximately 9' 10" X 8' 0" or approved dimension.	Full color	Shaded	Full Color	Shaded
		Indicate sign dimension in space provided to right.	9'10" x 7'8"	9'10" x 7'8"	1'7" x 8'1"	1'7" x 8'1"
		Type: double faced	\$23,360.00	\$21,800.00	\$22,041.00	\$22,041.00
REJECT SHADED	Brand: (circle) Optec Watchfire Daktonics or indicate approved alternate in space provided to right.		EBSCO, Clanton, AL		Daktonics	
27	Sign Option D Monument	Approximately 5' 5" X 8' 0" or approved dimensions.	Full color	Shaded	Full Color	Shaded
		Indicate sign dimension in space provided to right.	5'5" x 7'8"	5'5" x 7'8"	1'7" x 8'1"	1'7" x 8'1"
		Monument, Type: double faced	\$21,640.00	\$20,400.00	\$22,041.00	\$22,041.00
28		Monument, Type: single faced	\$18,800.00	\$18,100.00	\$19,780.00	\$19,780.00
REJECT SHADED	Brand: (circle) Optec Watchfire Daktonics or indicate approved alternate in space provided to right.		EBSCO, Clanton, AL		Daktonics	
OPTIONAL VANDAL COVER			Price per square foot		Price per square foot	
29	Optional vandal cover for LED (square foot price)		\$95.00		\$49.50	
PARTS/MATERIALS & SERVICE (For service work above and beyond warranty and normal installation)			Mark-up		Mark-up	
30	Parts/materials are to be billed at net cost. Include a percentage allowed for overhead and profit. A MAXIMUM OF 10% MARKUP of parts/materials will be allowed. Indicate this percentage in the space to the right. No mark-up of sales tax allowed. A copy of the itemized parts/materials invoice from the Contractor's supplier must be included with all billings to the SBSC for materials. Note: During a declared disaster situation no mark-up will be permitted, only actual cost of parts/materials.		10%		10%	
LABOR			Price per hour		Price per hour	
31	Hourly rate for standard working hours, above and beyond the normal installation that is included with the bid pricing. (Monday through Friday from 7:00 A.M. to 5:00 P.M.).		\$90.00		\$95.00	
32	Hourly rate for non-standard working hours, above and beyond the normal installation that is included with the bid pricing. (Monday through Friday prior to 7:00 A.M. and after 5:00 P.M., and Saturday and Sunday).		\$140.00		\$175.00	
33	Hourly labor rate for standard working hours for service and maintenance, exclusive of warranty. (Monday through Friday from 7:00 A.M. to 5:00 P.M.).		\$90.00		\$95.00	

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Signage - Provide and Install - Bid #17-0203

Opened April 25, 2017 at 2:00 p.m.

			Municipal Supply & Sign Co.	Robson Corporation
LED signs, pedestal and monument to include labor for installation (electrical and concrete provided by others, not part of bid price). Provide double faced/single faced LED signage for sizes listed below or indicate dimension of sign. Please price signs as full color and/or shaded LED signs.			Provide full color price, dimension, & circle brand	Provide shaded price, dimension, & circle brand
26	Sign Option C	Approximately 9' 10" X 8' 0" or approved dimension.		Full Color
		Indicate sign dimension in space provided to right.		4' x 8'1" x 10'
		Type: double faced		\$12,676.00
REJECT SHADED		Brand: (circle) Optec Watchfire Daktonics or indicate approved alternate in space provided to right.	Robson	
27	Sign Option D	Approximately 5' 5" X 8' 0" or approved dimensions.		Full Color
		Indicate sign dimension in space provided to right.		4' x 8'1" x 7'5"
		Monument, Type: double faced		\$11,799.00
28	Monument	Monument, Type: single faced		\$10,614.00
REJECT SHADED		Brand: (circle) Optec Watchfire Daktonics or indicate approved alternate in space provided to right.		Robson
OPTIONAL VANDAL COVER			Price per square foot	Price per square foot
29	Optional vandal cover for LED (square foot price)			\$25.00
PARTS/MATERIALS & SERVICE (For service work above and beyond warranty and normal installation)			Mark-up	Mark-up
30	Parts/materials are to be billed at net cost. Include a percentage allowed for overhead and profit. A MAXIMUM OF 10% MARKUP of parts/materials will be allowed. Indicate this percentage in the space to the right. No mark-up of sales tax allowed. A copy of the itemized parts/materials invoice from the Contractor's supplier must be included with all billings to the SBSC for materials. Note: During a declared disaster situation no mark-up will be permitted, only actual cost of parts/materials.			10%
LABOR			Price per hour	Price per hour
31	Hourly rate for standard working hours, above and beyond the normal installation that is included with the bid pricing. (Monday through Friday from 7:00 A.M. to 5:00 P.M.).			\$75.00
32	Hourly rate for non-standard working hours, above and beyond the normal installation that is included with the bid pricing. (Monday through Friday prior to 7:00 A.M. and after 5:00 P.M., and Saturday and Sunday).			\$125.00
33	Hourly labor rate for standard working hours for service and maintenance, exclusive of warranty. (Monday through Friday from 7:00 A.M. to 5:00 P.M.).			\$75.00

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Signage - Provide and Install - Bid #17-0203

Opened April 25, 2017 at 2:00 p.m.

			Signs - Express	
LED signs, pedestal and monument to include labor for installation (electrical and concrete provided by others, not part of bid price). Provide double faced/single faced LED signage for sizes listed below or indicate dimension of sign. Please price signs as full color and/or shaded LED signs.			Provide full color price, dimension, & circle brand	Provide shaded price, dimension, & circle brand
26	Sign Option C	Approximately 9' 10" X 8' 0" or approved dimension.	10' 9-1/8" x 7' 7-3/16"	10'9-1/8" x 7'7-3/16"
		Indicate sign dimension in space provided to right.	Full Color	Shaded
		Type: double faced	\$15,837.35	\$11,862.61
REJECT SHADED		Brand: (circle) Optec Watchfire Daktonics or indicate approved alternate in space provided to right.		Mega LED
27	Sign Option D	Approximately 5' 5" X 8' 0" or approved dimensions.	5' 9-5/8" x 7' 7-3/16"	5' 9-5/8" x 7' 7-3/16"
		Indicate sign dimension in space provided to right.	Full Color	Shaded
		Monument, Type: double faced	\$15,119.15	\$11,093.11
28	Monument	Monument, Type: single faced	\$10,704.11	\$9,708.01
REJECT SHADED		Brand: (circle) Optec Watchfire Daktonics or indicate approved alternate in space provided to right.		Mega LED
OPTIONAL VANDAL COVER			Price per square foot	
29	Optional vandal cover for LED (square foot price)		\$39.00	
PARTS/MATERIALS & SERVICE (For service work above and beyond warranty and normal installation)			Mark-up	
30	Parts/materials are to be billed at net cost. Include a percentage allowed for overhead and profit. A MAXIMUM OF 10% MARKUP of parts/materials will be allowed. Indicate this percentage in the space to the right. No mark-up of sales tax allowed. A copy of the itemized parts/materials invoice from the Contractor's supplier must be included with all billings to the SBSC for materials. Note: During a declared disaster situation no mark-up will be permitted, only actual cost of parts/materials.		10%	
LABOR			Price per hour	
31	Hourly rate for standard working hours, above and beyond the normal installation that is included with the bid pricing. (Monday through Friday from 7:00 A.M. to 5:00 P.M.).		\$85.00	
32	Hourly rate for non-standard working hours, above and beyond the normal installation that is included with the bid pricing. (Monday through Friday prior to 7:00 A.M. and after 5:00 P.M., and Saturday and Sunday).		\$127.50	
33	Hourly labor rate for standard working hours for service and maintenance, exclusive of warranty. (Monday through Friday from 7:00 A.M. to 5:00 P.M.).		\$85.00	

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Signage - Provide and Install - Bid #17-0203

Opened April 25, 2017 at 2:00 p.m.

		Environmental Graphics	Gulf Coast Signs of Sarasota, Inc.
LABOR (Continued)		Price per hour	Price per hour
34	Hourly labor rate for non-standard working hours for service and maintenance, exclusive of warranty. (Monday through Friday prior to 7:00 A.M. and after 5:00 P.M., and Saturday and Sunday).	\$175.00	
RENTAL EQUIPMENT		Mark-up	Mark-up
35	Rental shall be billed at net cost. Include a percentage allowed for overhead and profit. A MAXIMUM OF 10% MARKUP of cost of rental equipment will be allowed. Indicate this percentage in the space to the right. No mark-up of sales tax allowed. A copy of the itemized rental invoice from the supplier must be included with all billings to the SBSC for rentals. Note: During a declared disaster situation no mark-up will be permitted, only actual cost of rental equipment.	10%	
SUBCONTRACTED SERVICES		Mark-up	Mark-up
36	Subcontracted services are to be billed at net cost. Include a percentage allowed for overhead and profit. A MAXIMUM OF 10% MARKUP of subcontracted services will be allowed. Indicate this percentage in the space to the right. No mark-up of sales tax allowed. A copy of the itemized subcontracted services invoice from the Subcontractor must be included with all billings to the SBSC for subcontracted services. Note: During a declared disaster situation no mark-up will be permitted, only actual cost of subcontracted services.	10%	
Notes			Clarified: Items #25, 26, 27 Watchfire was brand bid.
Contact		Lynne Giglio	Hidayet L. Kutat
Address		11232 Challenger Avenue Odessa, FL 33556	1713 Northgate Boulevard Sarasota, FL 34234
Phone		727-376-5596	941-355-8841 ext. 220
Fax		727-376-5622	941-351-3154
Federal ID#		81-3164946	59-1677629
Email		sales@egisigns.com	h.kutat@gulfcoastsigns.com

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Signage - Provide and Install - Bid #17-0203

Opened April 25, 2017 at 2:00 p.m.

		H&H Signs, Inc.	Kenco Sign & Awning, LLC
LABOR	(Continued)	Price per hour	Price per hour
34	Hourly labor rate for non-standard working hours for service and maintenance, exclusive of warranty. (Monday through Friday prior to 7:00 A.M. and after 5:00 P.M., and Saturday and Sunday).	\$140.00	\$175.00
RENTAL EQUIPMENT		Mark-up	Mark-up
35	Rental shall be billed at net cost. Include a percentage allowed for overhead and profit. A MAXIMUM OF 10% MARKUP of cost of rental equipment will be allowed. Indicate this percentage in the space to the right. No mark-up of sales tax allowed. A copy of the itemized rental invoice from the supplier must be included with all billings to the SBSC for rentals. Note: During a declared disaster situation no mark-up will be permitted, only actual cost of rental equipment.	10%	10%
SUBCONTRACTED SERVICES		Mark-up	Mark-up
36	Subcontracted services are to be billed at net cost. Include a percentage allowed for overhead and profit. A MAXIMUM OF 10% MARKUP of subcontracted services will be allowed. Indicate this percentage in the space to the right. No mark-up of sales tax allowed. A copy of the itemized subcontracted services invoice from the Subcontractor must be included with all billings to the SBSC for subcontracted services. Note: During a declared disaster situation no mark-up will be permitted, only actual cost of subcontracted services.	10%	10%
Notes			#24-28 is LED size
Contact		John Hinshaw	Eric Sparr
Address		426 East Venice Avenue Venice, FL 34285	1539 Garden Avenue Holly Hill, FL 32117
Phone		941-485-0556	386-672-1590
Fax		941-484-8933	386-677-2910
Federal ID#		65-0710696	45-5041877
Email		john@hhsigns.com	sparr4731@gmail.com

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Signage - Provide and Install - Bid #17-0203

Opened April 25, 2017 at 2:00 p.m.

		Municipal Supply & Sign Co.	Robson Corporation
LABOR	(Continued)	Price per hour	Price per hour
	Hourly labor rate for non-standard working hours for service and		
34	maintenance, exclusive of warranty. (Monday through Friday prior to 7:00 A.M. and after 5:00 P.M., and Saturday and Sunday).		\$125.00
RENTAL EQUIPMENT		Mark-up	Mark-up
35	Rental shall be billed at net cost. Include a percentage allowed for overhead and profit. A MAXIMUM OF 10% MARKUP of cost of rental equipment will be allowed. Indicate this percentage in the space to the right. No mark-up of sales tax allowed. A copy of the itemized rental invoice from the supplier must be included with all billings to the SBSC for rentals. Note: During a declared disaster situation no mark-up will be permitted, only actual cost of rental equipment.		10%
SUBCONTRACTED SERVICES		Mark-up	Mark-up
36	Subcontracted services are to be billed at net cost. Include a percentage allowed for overhead and profit. A MAXIMUM OF 10% MARKUP of subcontracted services will be allowed. Indicate this percentage in the space to the right. No mark-up of sales tax allowed. A copy of the itemized subcontracted services invoice from the Subcontractor must be included with all billings to the SBSC for subcontracted services. Note: During a declared disaster situation no mark-up will be permitted, only actual cost of subcontracted services.		10%
Notes		Clarified: No minimum, \$25 new art fee only, shipping included, no labor, & no install.	
Contact		Leonard Ciarrocchi	Grant Vosburg
Address		1095 5th Avenue North	2231 Whitfield Park Loop
		Naples, FL 34102	Sarasota, FL 34243
Phone		800-329-5366 or	(C)941-580-7737/(O)941-753-6935
Fax		239-262-4645	941-756-8912
Federal ID#		59-1721523	59-2655819
Email		sales@municipalsigns.com	grantv@robsoncorp.com grantv6464@yahoo.com

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Signage - Provide and Install - Bid #17-0203

Opened April 25, 2017 at 2:00 p.m.

		Signs - Express
LABOR	(Continued)	Price per hour
	Hourly labor rate for non-standard working hours for service and	
34	maintenance, exclusive of warranty. (Monday through Friday prior to 7:00 A.M. and after 5:00 P.M., and Saturday and Sunday).	\$127.50
RENTAL EQUIPMENT		Mark-up
35	Rental shall be billed at net cost. Include a percentage allowed for overhead and profit. A MAXIMUM OF 10% MARKUP of cost of rental equipment will be allowed. Indicate this percentage in the space to the right. No mark-up of sales tax allowed. A copy of the itemized rental invoice from the supplier must be included with all billings to the SBSC for rentals. Note: During a declared disaster situation no mark-up will be permitted, only actual cost of rental equipment.	10%
SUBCONTRACTED SERVICES		Mark-up
36	Subcontracted services are to be billed at net cost. Include a percentage allowed for overhead and profit. A MAXIMUM OF 10% MARKUP of subcontracted services will be allowed. Indicate this percentage in the space to the right. No mark-up of sales tax allowed. A copy of the itemized subcontracted services invoice from the Subcontractor must be included with all billings to the SBSC for subcontracted services. Note: During a declared disaster situation no mark-up will be permitted, only actual cost of subcontracted services.	10%
Notes		
Contact		Kayla Endercott
Address		1920 Rankin Road, Suite 170 Houston, TX 77073
Phone		281-990-6011
Fax		281-990-6750
Federal ID#		47-3518779
Email		sales@sign-express.com
		Recorded by: Kelly Dreiling Witnessed by: Joyce Haney

THE SCHOOL BOARD OF SARASOTA COUNTY FLORIDA
JUSTIFICATION OTHER THAN LOW BIDDER

Signage - Provide and Install - Bid #17-0203

Opened April 25, 2017 at 2:00 p.m.

Item #	Vendor	Description
1-4	Environmental Graphics	Awarded to H&H Signs, Inc., as overall low bidding all items 1-23.
5	Kenco Sign & Awning, LLC	Awarded to H&H Signs, Inc., as overall low bidding all items 1-23.
6-7	Municipal Supply & Sign, Co.	Awarded to H&H Signs, Inc., as overall low bidding all items 1-23.
9	Kenco Sign & Awning, LLC	Awarded to H&H Signs, Inc., as overall low bidding all items 1-23.
10,11,& 13	Signs - Express	Awarded to H&H Signs, Inc., as overall low for signs with installation and Municipal Supply & Sign, Co., for signs only for Items 10-15.
16-19, & 22	Signs - Express	Awarded to H&H Signs, Inc., as overall low for signs with installation and Municipal Supply & Sign, Co., for signs only for Items 16-22.
24-28	Reject Shaded LED Signs	Reject Items 24-28 for Shaded LED Signs: Full color signs will be purchased for the District.