

THE SCHOOL DISTRICT OF LEE COUNTY DEPARTMENT OF PROCUREMENT SERVICES 2855 COLONIAL BLVD. FORT MYERS, FLORIDA 33966			Animated Display Systems, Inc. d/b/a AD Systems Attn: Jim Thomas/Teri Thomas 5730 Zip Drive Fort Myers, FL 33905	Golden Rule Signs Attn: Ethan Wood/Ben Williamson 2420 Holloway Road Louisville, KY 40290	Gulf Coast Signs of Sarasota, Inc. Attn: Hidayet L. Kutat/April Zimmerman 1713 Northgate Boulevard Sarasota, FL 34234	i2 Visual, Inc. Attn: John Hose/Chelsea Hose 5760 Zip Drive Fort Myers, FL 33905
SIGNS - PRODUCTS, INSTALLATION & REPAIR			Phone: (239) 939-7440	Phone: (502) 416-1247	Phone: (941) 355-8841	Phone: (239) 687-3223
ITN NO. N197366RC			Email: jthomas@messagecenters.com	Email: ethan@goldenrulesigns.com	Email: h.kutat@gulfcoastsigns.com	Email: sales@i2visual.com
OPENING DATE: Wednesday, October 9, 2019 at 2:00 PM			Email: tthomas@messagecenters.com	Email: ben@goldenrulesigns.com	Email: a.zimmerman@gulfcoastsigns.com	Email: chelsea.hose@i2visual.com
ITEM NO.	DESCRIPTION	UOM	NEGOTIATED UNIT PRICE	UNIT PRICE	UNIT PRICE	NEGOTIATED UNIT PRICE
Sign Products						
Supply and Deliver						
1.	Photopolymer: Must be ADA Compliant	\$ per Sq in	NO BID	NO BID	\$1.53	\$0.93
2.	Sandblasted: Must be ADA Compliant	\$ per Sq in	NO BID	NO BID	\$ -	\$0.95
3.	Fused & Embedded: Must be ADA Compliant	\$ per Sq in	NO BID	NO BID	\$1.60	\$0.75
4.	Acrylic Informational	\$ per Sq in	NO BID	NO BID	\$0.60	\$0.35
5.	School District of Lee County approved material furnished by Contractor not listed above. Enter percentage mark-up over actual cost paid by Contractor. Not to exceed 10%.	%	0%	0%	6%	3%
6.	Hourly rate for labor	\$ Per Hour	NO BID	NO BID	\$120.00	\$45.00
STANDARD D.O.T. SIGNS; ALUMINUM, ANODIZED, REFLECTIVE, W/BORDER						
7.	STOP, 24" Engineer Grade:	Each	NO BID	NO BID	\$56.02	\$23.95
8.	STOP, 30" Engineer Grade:	Each	NO BID	NO BID	\$74.38	\$31.00
9.	BUSES ONLY, 18" X 24":	Each	NO BID	NO BID	\$74.71	\$21.50
10.	Do Not Enter 30" Engineer Grade:	Each	NO BID	NO BID	\$88.32	\$29.50
11.	Yield, 36" Engineer Grade:	Each	NO BID	NO BID	\$71.32	\$31.00
12.	No Left Turn, 18" x 24:	Each	NO BID	NO BID	\$50.92	\$21.50
13.	No Parking 12" x 18":	Each	NO BID	NO BID	\$33.92	\$15.00
14.	Handicapped Parking 12" x 18" Eng. Gr.	Each	NO BID	NO BID	\$23.72	\$18.00
15.	Speed Limit Sign 24" x 30" Eng. Gr.	Each	NO BID	NO BID	\$78.12	\$26.50
16.	One Way 18" x 24" Eng. Gr.	Each	NO BID	NO BID	\$50.92	\$21.50
17.	Children Crossing, 30" x 30" Engineer Grade	Each	NO BID	NO BID	\$95.97	\$29.50
18.	Children Crosswalk, 24" Engineer Grade	Each	NO BID	NO BID	\$73.02	\$27.00
19.	Loading & Unloading Zone 12" x 18"	Each	NO BID	NO BID	\$33.92	\$18.00
20.	No Parking Fire Lane 12"x18" Engineer Grade	Each	NO BID	NO BID	\$33.92	\$18.00
21.	No Parking Loading 12"x18" Engineer Grade	Each	NO BID	NO BID	\$33.92	\$18.00
22.	Hot Dipped Gal. Posts U-Channel, 10"	Each	NO BID	NO BID	\$102.00	\$32.50
23.	Hot Dipped Gal. Posts U-Channel, 12"	Each	NO BID	NO BID	\$107.53	\$40.28
24.	Pressure Treated Posts 4"x 4" x 10'	Each	NO BID	NO BID	\$16.97	\$12.00
25.	Pressure Treated Posts 4"x 4" x 12'	Each	NO BID	NO BID	\$20.86	\$15.00
26.	One Time Art Work Fee	\$ per Hour	NO BID	NO BID	\$95.00	\$45.00
27.	Hourly Rate for Installation	\$ per Hour	NO BID	NO BID	\$120.00	\$75.00
28.	School District of Lee County approved material furnished by Contractor not listed above. Enter percentage mark-up over actual cost paid by Contractor. Not to exceed 5%.	%	0%	0%	6%	3%
ADA AND INFORMATIONAL SIGNAGE						
29.	Elevator, 8" x 8" Plastic	Each	NO BID	NO BID	\$57.60	\$15.00
30.	Emergency Exit Keep Clear, 5"x9" Vinyl	Each	NO BID	NO BID	\$40.50	\$12.00
31.	Exit Only, 12"x18" Vinyl	Each	NO BID	NO BID	\$25.10	\$19.00
32.	Fish Numbers, 1.5"x 4" Plastic Engraved	Each	NO BID	NO BID	\$10.10	\$4.00
33.	Flammable/Hazardous Storage, 4"x6" Vinyl	Each	NO BID	NO BID	\$22.10	\$9.00
34.	Portable Numbers, 6"x 9" Plastic Engraved	Each	NO BID	NO BID	\$29.54	\$25.00
35.	Unisex Restrooms, 8" x 8" Plastic	Each	NO BID	NO BID	\$57.60	\$18.00
36.	Teacher of the Year, 12"x 18" Plastic Engraved	Each	NO BID	NO BID	\$118.16	\$49.00
37.	Entry into this HVAC Room, 6"x 8"	Each	NO BID	NO BID	\$43.20	\$18.00
38.	Occupancy by More, 4"x6"	Each	NO BID	NO BID	\$21.60	\$15.00
39.	Suspicion to Search, 12"x18"	Each	NO BID	NO BID	\$29.90	\$21.00
40.	One Time Art Work Fee	\$ per Hour	NO BID	NO BID	\$95.00	\$45.00
41.	Hourly Rate for Installation	\$ per Hour	NO BID	NO BID	\$12.00	\$75.00
42.	School District of Lee County approved material furnished by Contractor not listed above. Enter percentage mark-up over actual cost paid by Contractor. Not to exceed 10%.	%	0%	0%	6%	3%
HDU - HIGH DENSITY URETHANE SIGNS						
43.	Supply and deliver only	\$ per Sq Ft	NO BID	NO BID	\$44.85	\$95.00
44.	Supply, Deliver and Install	\$ per Sq Ft	NO BID	NO BID	\$94.85	\$125.00
SANDBLASTED CEDAR WOOD SIGNS						
45.	Supply and deliver only	\$ per Sq Ft	NO BID	NO BID	N/A	\$95.00
46.	Supply, Deliver and Install	\$ per Sq Ft	NO BID	NO BID	N/A	\$125.00
OTHER						
47.	Hourly Rate	\$ per Hour	NO BID	NO BID	\$95.00	45
48.	Percentage discount or mark-up off all other products:	%	NO BID	NO BID	6%	3%
49.	Warranty for Product	Years	NO BID	NO BID	1	ADA Lifetime, All other 5 years
50.	Warranty for Installation	Years	NO BID	NO BID	1	ADA Lifetime, All other 5 years
Digital Signs						
51.	Hourly Rate for Installation	\$ per Hour	\$120.00	\$195.00	\$175.00	\$75.00
52.	Hourly Labor Rate for Repairs	\$ per Hour	\$100.00	\$195.00	\$150.00	\$90.00
53.	Price per foot to run electric (boring)	\$ per Foot	\$21.00	\$95.00	N/A	\$25.00
54.	Price per foot to run electric (underground)	\$ per Foot	\$21.00	\$50.00	N/A	\$25.00
55.	Percentage Markup on actual cost for materials and supplies required for sign repairs (not to exceed 10%)	%	10%	10%	9%	5%
56.	Warranty for Product	Years	2	5 years parts	5	5
57.	Warranty for Installation	Years	5	1 year	1	5
58.	Proprietary Software? (YES OR NO)		YES	YES	NO	NO

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Illuminated Marquee Signs						
59.	Hourly Rate for Installation	\$ per Hour	\$120.00 per tech	\$195.00	\$150.00	\$75.00
60.	Hourly Labor Rate for Repairs	\$ per Hour	\$100.00 per tech	\$195.00	\$120.00	\$90.00
61.	Price per foot to run electric (boring)	\$ per Foot	\$21.00	\$95.00	\$0.00	\$25.00
62.	Price per foot to run electric (underground)	\$ per Foot	\$21.00	\$50.00	\$0.00	\$25.00
63.	Percentage Markup on actual cost for materials and supplies required for sign repairs (not to exceed 10%)	%	10%	10%	8%	5%
64.	Warranty for Product	Years	2	Lifetime	1	5
65.	Warranty for Installation	Years	5	1 year	1	5
I understand and have the ability to accept credit cards for payment as specified on page 15 – Section 9. (YES OR NO)			YES	YES	YES	Yes
DELIVERY OF PRODUCT ONLY/DAYS:			1-120	60	15	5-7 Days
FURNISH AND INSTALL PRODUCT/DAYS:			1-120	60	15	10-14 Days
Required Submittal Checklist			Yes	Yes	Yes	Yes
Attachment A - Proposal Response Form			Yes	Yes	Yes	Yes
Attachment B - Reference Form			Yes	Yes	Yes	Yes
Attachment C - Insurance Requirements Form			Yes	Yes	Yes	Yes
Attachment D - Addenda Acknowledgement Form			Yes	Yes	Yes	Yes
Attachment E - Debarment Form			Yes	Yes	Yes	Yes
Attachment F - Drug Free Workplace Certificate			Yes	Yes	Yes	Yes
Attachment G - Public Entity Crimes Form			Yes	Yes	Yes	Yes
Attachment H - Emergency/Storm Related Catastrophe Agreement Form			Yes	Yes	Yes	Yes
Attachment I - Guarantee/Response Time/Compliance Form			Yes	Yes	Yes	Yes
Business License			Yes	Yes	Yes	Yes
Florida State Sign License (if applicable)			Yes	Yes	Yes	Yes
Letter from Surety Company (if applicable)			Yes	Yes	Yes	Yes
Sample Brochures, Literature, or Drawings			Yes	Yes	Yes	Yes
Electronic Copy of Proposal			Yes	Yes	Yes	Yes
(1) Original and (5) copies of proposal			Yes	Yes	Yes	Yes

THE SCHOOL DISTRICT OF LEE COUNTY DEPARTMENT OF PROCUREMENT SERVICES 2855 COLONIAL BLVD. FORT MYERS, FLORIDA 33966			Lee Designs, LLC Attn: Michael Johnson/Kip Thomas 3300 Palm Avenue Fort Myers, FL 33901	Municipal Supply & Sign Company Attn: Leonard Ciarrocchi/Sharon Estes 1095 5th Avenue N Naples, FL 34102	Sign On, LLC Attn: Gabriel Jacobs/Laurie Jacobs 4525 Del Prado Boulevard S Suite A Cape Coral, FL 33904	Signs by Crannie Fort Myers Attn: Brett Chittick 2180 Andrea Lane, #6 Fort Myers, FL 33912
SIGNS - PRODUCTS, INSTALLATION & REPAIR			Phone: (239) 278-4245	Phone: (239) 262-4639	Phone: (239) 800-9454	Phone: (239) 482-6800
ITN NO. N197366RC			Email: Kip@LeeDesignsllc.com	Email: sales@municipalsigns.com	Fax:	Fax: (239) 482-6859
OPENING DATE: Wednesday, October 9, 2019 at 2:00 PM			Email:	Email: sharon@municipalsigns.com	Email: Frenchie@capeled.com	Email:
ITEM NO.	DESCRIPTION	UOM	NEGOTIATED UNIT PRICE	NEGOTIATED UNIT PRICE	NEGOTIATED UNIT PRICE	UNIT PRICE
Sign Products						
Supply and Deliver						
1.	Photopolymer: Must be ADA Compliant	\$ per Sq in	NO BID	NO BID	NO BID	
2.	Sandblasted: Must be ADA Compliant	\$ per Sq in	NO BID	\$0.90	NO BID	
3.	Fused & Embedded: Must be ADA Compliant	\$ per Sq in	NO BID	NO BID	NO BID	
4.	Acrylic Informational	\$ per Sq in	NO BID		NO BID	
5.	School District of Lee County approved material furnished by Contractor not listed above. Enter percentage mark-up over actual cost paid by Contractor. Not to exceed 10%.	%	0%	0%	NO BID	
6.	Hourly rate for labor	\$ Per Hour	NO BID		NO BID	
STANDARD D.O.T. SIGNS; ALUMINUM, ANODIZED, REFLECTIVE, W/BORDER						
7.	STOP, 24" Engineer Grade:	Each	NO BID	\$35.00	NO BID	
8.	STOP, 30" Engineer Grade:	Each	NO BID	\$51.50	NO BID	
9.	BUSES ONLY, 18" X 24":	Each	NO BID	\$26.85	NO BID	
10.	Do Not Enter 30" Engineer Grade:	Each	NO BID	\$71.88	NO BID	
11.	Yield, 36" Engineer Grade:	Each	NO BID	\$52.50	NO BID	
12.	No Left Turn, 18" x 24:	Each	NO BID	\$46.00**	NO BID	
13.	No Parking 12" x 18":	Each	NO BID	\$16.50	NO BID	
14.	Handicapped Parking 12" x 18" Eng. Gr.	Each	NO BID	\$16.50	NO BID	
15.	Speed Limit Sign 24" x 30" Eng. Gr.	Each	NO BID	\$57.50	NO BID	
16.	One Way 18" x 24" Eng. Gr.	Each	NO BID	\$34.50	NO BID	
17.	Children Crossing, 30" x 30" Engineer Grade	Each	NO BID	\$78.15	NO BID	
18.	Children Crosswalk, 24" Engineer Grade	Each	NO BID	\$35.80	NO BID	
19.	Loading & Unloading Zone 12" x 18"	Each	NO BID	\$16.50	NO BID	
20.	No Parking Fire Lane 12"x18" Engineer Grade	Each	NO BID	\$16.50	NO BID	
21.	No Parking Loading 12"x18" Engineer Grade	Each	NO BID	\$16.50	NO BID	
22.	Hot Dipped Gal. Posts U-Channel, 10"	Each	NO BID	\$34.55	NO BID	
23.	Hot Dipped Gal. Posts U-Channel, 12"	Each	NO BID	\$41.05	NO BID	
24.	Pressure Treated Posts 4"x 4" x 10'	Each	NO BID	\$11.50	NO BID	
25.	Pressure Treated Posts 4"x 4" x 12'	Each	NO BID	\$13.80	NO BID	
26.	One Time Art Work Fee	\$ per Hour	NO BID	\$60.00	NO BID	
27.	Hourly Rate for Installation	\$ per Hour	NO BID	N/A	NO BID	
28.	School District of Lee County approved material furnished by Contractor not listed above. Enter percentage mark-up over actual cost paid by Contractor. Not to exceed 5%.	%	0%	5%	NO BID	
ADA AND INFORMATIONAL SIGNAGE						
29.	Elevator, 8" x 8" Plastic	Each	NO BID	\$39.00	NO BID	
30.	Emergency Exit Keep Clear, 5"x9" Vinyl	Each	NO BID	\$12.00	NO BID	
31.	Exit Only, 12"x18" Vinyl	Each	NO BID	\$12.00	NO BID	
32.	Fish Numbers, 1.5"x 4" Plastic Engraved	Each	NO BID	NO BID	NO BID	
33.	Flammable/Hazardous Storage, 4"x6" Vinyl	Each	NO BID	\$11.00	NO BID	
34.	Portable Numbers, 6"x 9" Plastic Engraved	Each	NO BID	\$11.00	NO BID	
35.	Unisex Restrooms, 8" x 8" Plastic	Each	NO BID	\$11.00	NO BID	
36.	Teacher of the Year, 12"x 18" Plastic Engraved	Each	NO BID	\$11.00	NO BID	
37.	Entry into this HVAC Room, 6"x 8"	Each	NO BID	\$11.00	NO BID	
38.	Occupancy by More, 4"x6"	Each	NO BID	\$11.00	NO BID	
39.	Suspicion to Search, 12"x18"	Each	NO BID	\$11.00	NO BID	
40.	One Time Art Work Fee	\$ per Hour	NO BID	\$60.00	NO BID	
41.	Hourly Rate for Installation	\$ per Hour	NO BID	N/A	NO BID	
42.	School District of Lee County approved material furnished by Contractor not listed above. Enter percentage mark-up over actual cost paid by Contractor. Not to exceed 10%.	%	0%	5%	NO BID	
HDU - HIGH DENSITY URETHANE SIGNS						
43.	Supply and deliver only	\$ per Sq Ft	NO BID	\$85.00	NO BID	
44.	Supply, Deliver and Install	\$ per Sq Ft	NO BID	NO BID	NO BID	
SANDBLASTED CEDAR WOOD SIGNS						
45.	Supply and deliver only	\$ per Sq Ft	NO BID	\$95.00	NO BID	
46.	Supply, Deliver and Install	\$ per Sq Ft	NO BID	NO BID	NO BID	
OTHER						
47.	Hourly Rate	\$ per Hour	NO BID	N/A	NO BID	
48.	Percentage discount or mark-up off all other products:	%	NO BID	0%	NO BID	
49.	Warranty for Product	Years	NO BID	10 Years (High Intensity)	NO BID	
50.	Warranty for Installation	Years	NO BID	N/A	NO BID	
Digital Signs						
51.	Hourly Rate for Installation	\$ per Hour	\$120.00	NO BID	\$75 per man	
52.	Hourly Labor Rate for Repairs	\$ per Hour	\$100.00	NO BID	\$95 per man	
53.	Price per foot to run electric (boring)	\$ per Foot	all phase pricing 0% mu*	NO BID	Starting at \$4 up to \$10 depending on difficulty	
54.	Price per foot to run electric (underground)	\$ per Foot	all phase pricing 0% mu*	NO BID	Starting at \$3 up to \$9 depending on difficulty	
55.	Percentage Markup on actual cost for materials and supplies required for sign repairs (not to exceed 10%)	%	10%	0%	3%	
56.	Warranty for Product	Years	5	NO BID	5	
57.	Warranty for Installation	Years	5	NO BID	5	
58.	Proprietary Software? (YES OR NO)		YES	NO BID	Yes - for recommended parts No - for other optins	

NON RESPONSIVE

NON RESPONSIVE

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THE SCHOOL DISTRICT OF LEE COUNTY DEPARTMENT OF PROCUREMENT SERVICES 2855 COLONIAL BLVD. FORT MYERS, FLORIDA 33966			Lee Designs, LLC Attn: Michael Johnson/Kip Thomas 3300 Palm Avenue Fort Myers, FL 33901	Municipal Supply & Sign Company Attn: Leonard Ciarrocchi/Sharon Estes 1095 5th Avenue N Naples, FL 34102	Sign On, LLC Attn: Gabriel Jacobs/Laurie Jacobs 4525 Del Prado Boulevard S Suite A Cape Coral, FL 33904	Signs by Crannie Fort Myers Attn: Brett Chittick 2180 Andrea Lane, #6 Fort Myers, FL 33912
Illuminated Marquee Signs						NON RESPONSIVE
59.	Hourly Rate for Installation	\$ per Hour	\$120.00	NO BID	\$75.00	
60.	Hourly Labor Rate for Repairs	\$ per Hour	\$100.00	NO BID	\$85.00	
61.	Price per foot to run electric (boring)	\$ per Foot	all phase pricing 0% mu*	NO BID	\$8.00	
62.	Price per foot to run electric (underground)	\$ per Foot	all phase pricing 0% mu*	NO BID	\$7.00	
63.	Percentage Markup on actual cost for materials and supplies required for sign repairs (not to exceed 10%)	%	10%	0%	3%	
64.	Warranty for Product	Years	2		5	
65.	Warranty for Installation	Years	2		5	
I understand and have the ability to accept credit cards for payment as specified on page 15 – Section 9. (YES OR NO)			YES	YES	YES	
DELIVERY OF PRODUCT ONLY/DAYS:			Depends on Scale of Project	15 ARO	15-30 days	
FURNISH AND INSTALL PRODUCT/DAYS:			Depends on Scale of Project	N/A	2-3 Days	
Required Submittal Checklist			Yes	Yes	Yes	
Attachment A - Proposal Response Form			Yes	Yes	Yes	
Attachment B - Reference Form			Yes	Yes	Yes	
Attachment C - Insurance Requirements Form			Yes	Yes	Yes	
Attachment D - Addenda Acknowledgement Form			Yes	Yes	Yes	
Attachment E - Debarment Form			Yes	Yes	Yes	
Attachment F - Drug Free Workplace Certificate			Yes	Yes	Yes	
Attachment G - Public Entity Crimes Form			Yes	Yes	Yes	
Attachment H - Emergency/Storm Related Catastrophe Agreement Form			Yes	Yes	Yes	
Attachment I - Guarantee/Response Time/Compliance Form			Yes	Yes	Yes	
Business License			Yes	Yes	Yes	
Florida State Sign License (if applicable)			Yes	N/A	Yes	
Letter from Surety Company (if applicable)			Yes	N/A	Yes	
Sample Brochures, Literature, or Drawings			Yes	Yes	Yes	
Electronic Copy of Proposal			Yes	Yes	Yes	
(1) Original and (5) copies of proposal			Yes	Yes	Yes	

	= PRIMARY VENDOR	* All Phase Electric posted labor rate with 0% mark-up ** 24x24 Prismatic (R3-2)
73	Vendors Were Notified of ITN	
7	Vendors Submitted Responsive Proposals	
1	Vendor Was Non-Responsive	
1	Vendors Returned a No Bid	
64	Vendors Did Not Respond	

It is recommended that this ITN be awarded to Animated Display Systems, Inc. d/b/a AD Systems, i2 Visual, Inc., Lee Designs, LLC, Municipal Supply & Sign Company and Sign On, LLC, being the highest ranked, best value firm based on the evaluation committee ranking and negotiated pricing.

APPROVED BY: Richard Cowie DATE: 10/16/19
RICHARD COWIE
PROCUREMENT AGENT

TABULATION ONLY. THIS IS NOT A PURCHASE ORDER.
ATTN: SCHOOL DISTRICT PERSONNEL. BID NUMBER, ITEM NUMBER & DESCRIPTION MUST BE ENTERED ON REQUISITION(S).

**Signs – Products, Installation & Repair
ITN No. N197366RC**

**Evaluation Committee Review and Scoring of
Proposals
October 16, 2019**

CONTRACTOR	<u>FINAL SCORE</u>	<u>FINAL RANKING</u>
i2 Visual, Inc.	457	1
Municipal Sign & Supply	411	2
Lee Designs, LLC	407	3
SignOn, LLC	395	4
Animated Display Systems dba AD Systems	383	5
Golden Rule Signs	358	6
Gulf Coast Signs	354	7

73 Vendors invited to submit a proposal
7 Vendor submitted a responsive proposal
1 Vendor submitted a non-responsive proposal
1 Vendor submitted a NO BID
64 Vendors did not respond

APPROVED BY: Richard Cowie DATE: 10/16/2019