



500 West Big Beaver
Troy, MI 48084
troymi.gov

CITY COUNCIL AGENDA ITEM

Date: April 15, 2019

To: Mark F. Miller, City Manager

From: MaryBeth Murz, Purchasing Manager
Tom Darling, Financial Services Director
Kurt Bovensiep, Public Works Director

Subject: Standard Purchasing Resolution 2 Low Bidder Meeting Specifications – Gateway Signage

History

- The initial implementation of the City of Troy's Civic Center signage was installed around the early 1990's.
- The City of Troy Gateway signage was installed at city borders in the early 2000's and was in conjunction with the release of the city's gazebo logo.
- Rebranding the City of Troy began at the employee retreat in February of 2016.
- The new branding has been used in the Troy Today, City social media outlets, City website and additional city documentations.
- The 2017 City of Troy strategies included "*Beautify key city entryways utilizing new branding guidelines*".
- December 18, 2017 City Council approved and awarded a contract to *KMA Design of Pittsburgh, PA* to provide Gateway and Wayfinding Signage Design Services (**Resolution #2017-12-202-J-4b**).
- KMA Design worked with City staff and completed a design for 2 gateway signs, city boundary signs, and new wayfinding signs for the Civic Center campus
- The new sign design was presented to City Council and the Troy Downtown Development Authority.
- The City used the design to competitively bid the construction and installation of the signs.
- It was determined that because of the uncertainty of final direction with the Civic Center Campus that the wayfinding signs for the campus would not be awarded at this time.
- The location of the two (2) gateway signs and twenty-one (21) boundary identification signs are indicated on the attached map.



500 West Big Beaver
Troy, MI 48084
troymi.gov

CITY COUNCIL AGENDA ITEM

Purchasing

On March 28, 2019 a bid opening was conducted as required by City Charter/Code for a New Gateway Signage Package. The bid was posted on the Michigan Intergovernmental Trade Network (MITN); www.mitn.info. 117 vendors were notified via the MITN website. Eight (8) bid responses were received. Below is a detailed summary of potential vendors for the bid opportunity:

Companies notified via MITN	117
Troy Companies notified via MITN	4
Troy Companies - Active email Notification	4
Troy Companies - Free	0
Companies that viewed the bid	47
Troy Companies that viewed the bid	1

MITN provides a resourceful online platform to streamline the procurement process, reduce costs, and make it easier and more transparent for vendors to do business with the City of Troy. **Active MITN** members with a current membership and paying annual dues receive automatic electronic notification which allows instant access to Bids, RFPS and Quote opportunities with the City. **Active MITN non-paying members** are responsible to monitor and check the MITN website for opportunities to do business with the City. **Inactive MITN member** status can occur when a company does not renew their account upon expiration. Inactive members cannot be notified of solicitations or access any bid information.

- All eight (8) bids were reviewed in-depth by the Purchasing Department, Public Works Administration and the Wayfinding Consultant team, KMA Design.
- The bid from *Signs by Crannie of Flint, MI* is low bid meeting all specifications.
- *Signs by Crannie's* bid was reviewed in detail by line item and all references were checked.
- Based on the collaborative review process it is being recommended to award the bid to the low bidder meeting specifications; *Signs by Crannie of Flint, MI*.

Financial

The total cost of construction and installation of the 2 gateway signs and boundary identification signs is \$79,970.01. Funds are budgeted and currently available in the City Hall Capital Budget 401.264.265.7974.175 with an associated project number of 2019C0002. This project is anticipated to be completed by June 30, 2019.

Recommendation

City management recommends awarding a contract for the construction and installation of two (2) gateway signs, twenty-one (21) boundary identification signs, and six (6) additional boundary identification signs for inventory for an estimated total cost of \$79,970.01 and not to exceed budgetary limitations to *Signs by Crannie of Flint, MI*. The award is contingent upon the contractors' submission of properly executed bid documents including insurance certificates, and all other specified requirements.



500 West Big Beaver
Troy, MI 48084
troymi.gov

CITY COUNCIL AGENDA ITEM

Gateway Signs





500 West Big Beaver
Troy, MI 48084
troymi.gov

CITY COUNCIL AGENDA ITEM

Gateway Signs



Big Beaver at GolfView



Big Beaver Rd. at Dequindre



500 West Big Beaver
Troy, MI 48084
troymi.gov

CITY COUNCIL AGENDA ITEM

Boundary Identification Signs

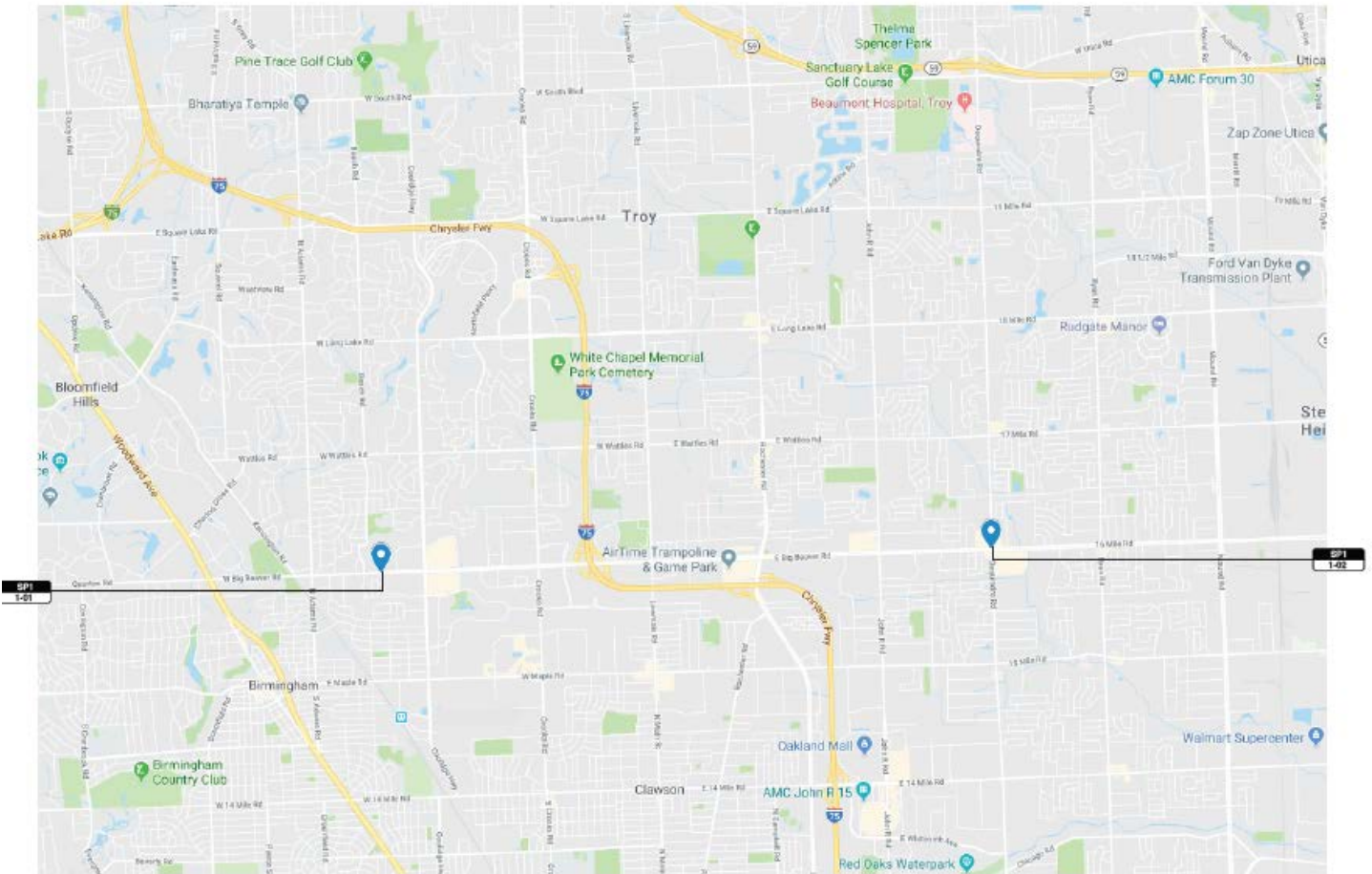




500 West Big Beaver
Troy, MI 48084
troymi.gov

CITY COUNCIL AGENDA ITEM

Gateway Sign Locations

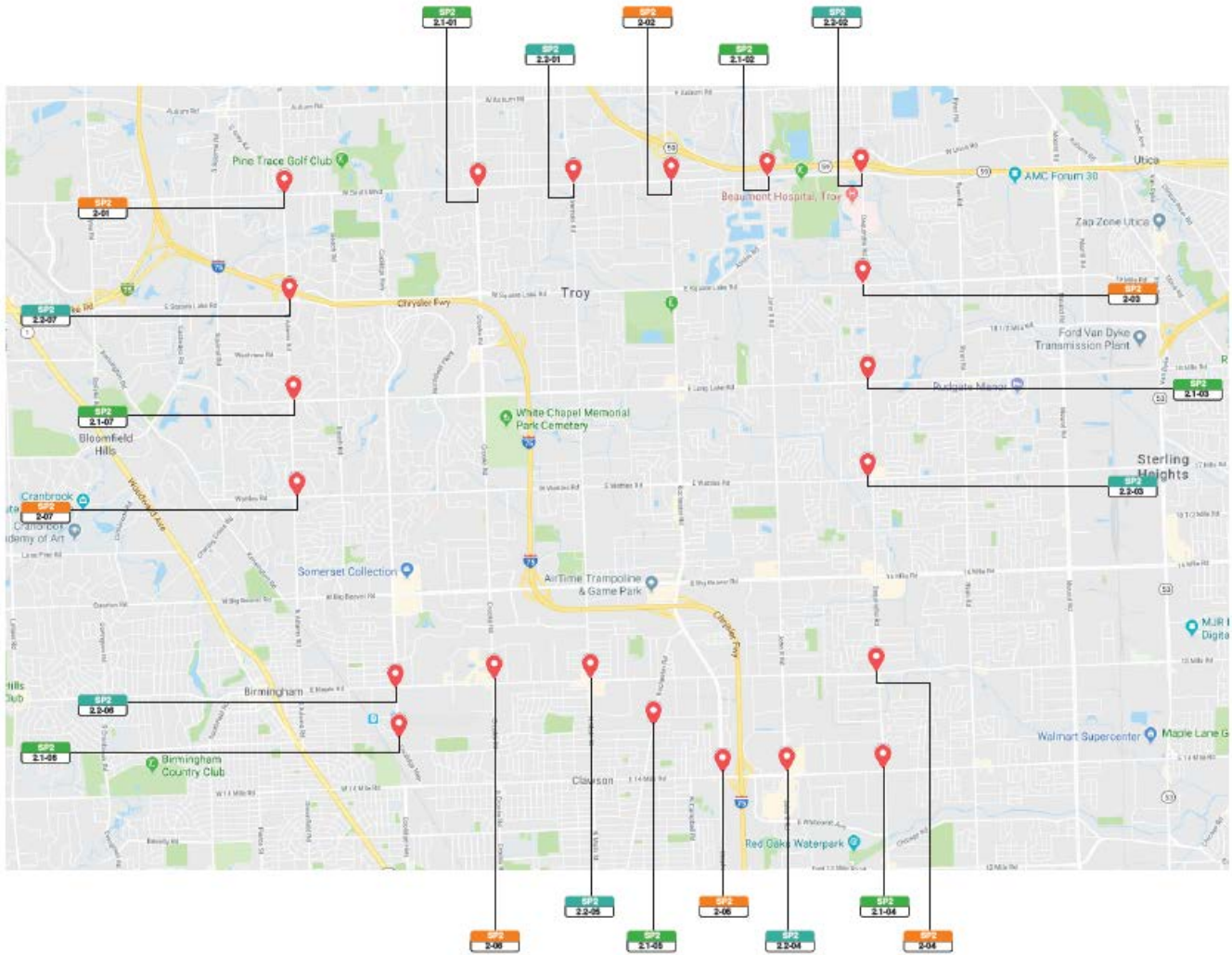




500 West Big Beaver
Troy, MI 48084
troymi.gov

CITY COUNCIL AGENDA ITEM

Boundary Identification Sign Locations



VENDOR NAME:	Signs By Crannie	Toledo Sign
CITY:	Flint, MI	Toledo, OH
CHECK #:	9070225730	44802
CHECK AMOUNT:	\$5,000	\$5,000

BID PROPOSAL: FABRICATE AND INSTALL NEW GATEWAY SIGNAGE FOR THE CITY OF TROY. Provide all labor, permits, materials and equipment, all supervision, coordination, all related incidentals necessary to furnish and install the Exterior Signage planned for the City of Troy, Wayfinding and Gateway signage project in strict accordance with the Project Documents and the Drawings prepared by Designers - KMA Design, Inc., for an all-inclusive Base Bid Lump Sum.

Sign Type	Description	Qty.	Unit Cost	Unit Install Cost	Unit & Install Cost	Total Cost	Unit Cost	Unit Install Cost	Unit & Install Cost	Total Cost
1	Gateway Monument	2	\$17,364.32	\$3,529.00	\$20,893.32	\$41,786.64	\$17,617.50	\$1,040.50	\$18,658.00	\$37,316.00
2	Boundary Identification (Orange)	7	\$1,016.70	\$511.07	\$1,527.77	\$10,694.39	\$1,521.78	\$109.33	\$1,631.11	\$11,417.78
	Boundary Identification (Orange)*	2	\$1,016.70			\$2,033.40	\$1,521.78			\$3,043.56
2.1	Boundary Identification (Lime Green)	7	\$1,016.70	\$511.07	\$1,527.77	\$10,694.39	\$1,521.78	\$109.33	\$1,631.11	\$11,417.78
	Boundary Identification (Lime Green)*	2	\$1,016.70			\$2,033.40	\$1,521.78			\$3,043.56
2.2	Boundary Identification (Middle Green)	7	\$1,016.70	\$511.07	\$1,527.77	\$10,694.39	\$1,521.78	\$109.33	\$1,631.11	\$11,417.78
	Boundary Identification (Middle Green)*	2	\$1,016.70			\$2,033.40	\$1,521.78			\$3,043.56
3	Vehicular Directional	3	\$11,948.04	\$2,533.40	\$14,481.44	\$43,444.32	\$12,345.67	\$884.67	\$13,230.33	\$39,691.00
4	Vehicular Directional w/ Map	2	\$9,677.94	\$2,024.60	\$11,702.54	\$23,405.08	\$10,669.50	\$1,000.00	\$11,669.50	\$23,339.00
5	Destination Identification	6	\$8,000.25	\$2,016.65	\$10,016.90	\$60,101.40	\$10,426.50	\$792.00	\$11,218.50	\$67,311.00

*Quantity includes two (2) of each sign type that will be fabricated and delivered only, no installation required.

Base Bid Sign Units	Total Sum	\$165,381.04	\$197,258.00
Base Bid Installation	Total Sum	\$41,539.77	\$13,783.00
Base Bid Grand Total (Signage & Install)	Total Sum	\$206,920.81	\$211,041.00
Grand Total (Line Items being Awarded)		\$79,970.01	\$80,700.00

NOTE: Value Engineered Alternate: Replace Biro letters with Toledo Sign Company letter (same look). Deduct: \$14,708.00 for Grand Alternate Total of \$196,989.00

SPECIFICATION COMPLIANCE:	Y or N	Y	Y
PRE-QUALIFICATION FORM:	Y or N	Y	Y
METHODS OF OPERATION:	Y or N	Y	Y
PRODUCTS & EQUIPMENT:	Y or N	Y	Y
REFERENCES:	Y or N	Y	Y
NOTARIZATION:	Y or N	Y	Y
CONTACT INFORMATION:			
Hours of Operation:		8 AM to 5 PM	7:30 to 4:30
Phone Number:		(248) 224-0522	(419) 304-0035
PROGRESS PAYMENT :		End of each month - Due 15th of following month.	Typical AIA schedule of Values, Monthly
INSURANCE:	Y or N	Y	Y
PAYMENT TERMS:		Progress End of Month. Net 15	Progress Payments
WARRANTY:		One Year	One Year
COMPLETION DATE:		See Exceptions	1-Jul-19
EXCEPTIONS:		Completion date predicated upon 3 day turn around of permits, shop and engineering drawings by COT	Type 1 sign - The 1" thick acrylic accent pieces will be 1/2" thick. 1" acrylic is not available in 10' lengths.
FORMS:	Y or N	Y	Y

CITY OF TROY
 BID TABULATION
 GATEWAY SIGNAGE

VENDOR NAME:	Universal Sign, Inc.	Allied Signage Corporation
CITY:	Grand Rapids, MI	Farmingdale, MI
CHECK #:	56683364	68896
CHECK AMOUNT:	\$5,000	\$5,000

BID PROPOSAL: FABRICATE AND INSTALL NEW GATEWAY SIGNAGE FOR THE CITY OF TROY. Provide all labor, permits, materials and equipment, all supervision, coordination, all related incidentals necessary to furnish and install the Exterior Signage planned for the City of Troy, Wayfinding and Gateway signage project in strict accordance with the Project Documents and the Drawings prepared by Designers - KMA Design, Inc., for an all-inclusive Base Bid Lump Sum.

Sign Type	Description	Qty.	Unit Cost	Unit Install Cost	Unit & Install Cost	Total Cost	Unit Cost	Unit Install Cost	Unit & Install Cost	Total Cost
1	Gateway Monument	2	\$10,107.00	\$7,503.00	\$17,610.00	\$35,220.00	\$18,000.00	\$5,000.00	\$23,000.00	\$46,000.00
2	Boundary Identification (Orange)	7	\$641.00	\$1,700.00	\$2,341.00	\$16,387.00	\$2,100.00	\$1,000.00	\$3,100.00	\$21,700.00
	Boundary Identification (Orange)*	2	\$641.00			\$1,282.00	\$2,100.00			\$4,200.00
2.1	Boundary Identification (Lime Green)	7	\$641.00	\$1,700.00	\$2,341.00	\$16,387.00	\$2,100.00	\$1,000.00	\$3,100.00	\$21,700.00
	Boundary Identification (Lime Green)*	2	\$641.00			\$1,282.00	\$2,100.00			\$4,200.00
2.2	Boundary Identification (Middle Green)	7	\$641.00	\$1,700.00	\$2,341.00	\$16,387.00	\$2,100.00	\$1,000.00	\$3,100.00	\$21,700.00
	Boundary Identification (Middle Green)*	2	\$641.00			\$1,282.00	\$2,100.00			\$4,200.00
3	Vehicular Directional	3	\$8,523.00	\$7,503.00	\$16,026.00	\$48,078.00	\$17,000.00	\$3,500.00	\$20,500.00	\$61,500.00
4	Vehicular Directional w/ Map	2	\$7,385.00	\$7,503.00	\$14,888.00	\$29,776.00	\$14,000.00	\$3,500.00	\$17,500.00	\$35,000.00
5	Destination Identification	6	\$5,313.00	\$7,503.00	\$12,816.00	\$76,896.00	\$5,600.00	\$2,000.00	\$7,600.00	\$45,600.00
Total for Engineering for each sign type						\$1,125.00				

*Quantity includes two (2) of each sign type that will be fabricated and delivered only, no installation required.

Base Bid Sign Units	Total Sum	\$109,738.00	\$205,300.00
Base Bid Installation	Total Sum	\$133,239.00	\$60,500.00
Base Bid Grand Total (Signage & Install)	Total Sum	\$244,102.00	\$265,800.00
Grand Total (Line Items being Awarded)		\$88,227.00	\$123,700.00

SPECIFICATION COMPLIANCE:	Y or N	Y	Y
PRE-QUALIFICATION FORM:	Y or N	Y	Y
METHODS OF OPERATION:	Y or N	Y	Y
PRODUCTS & EQUIPMENT:	Y or N	Y	Y
REFERENCES:	Y or N	Y	Y
NOTARIZATION:	Y or N	Y	Y
CONTACT INFORMATION:			
Hours of Operation:		8 AM to 5 PM	8 AM to 4:30 PM
Phone Number:		(517) 775-8636	(732) 539-9014
PROGRESS PAYMENT :		Project will be billed when signage is installed	AIA Doc. with schedule of values
INSURANCE:	Y or N	Y	Y
PAYMENT TERMS:		AIA 30 Days	50% Deposit; Balance on completion
WARRANTY:		5 Years	2 years against any/all defects in workmanship & performance excluding lamp & neon
COMPLETION DATE:		6/30/2019	BLANK
EXCEPTIONS:		None	BLANK
FORMS:	Y or N	Y	Y

CITY OF TROY
 BID TABULATION
 GATEWAY SIGNAGE

VENDOR NAME:	Graphic House, Inc.	Eastern Sign Tech, LLC
CITY:	Wausau, WI	Burlington, NJ
CHECK #:	468422	089861
CHECK AMOUNT:	\$5,000	\$5,000

BID PROPOSAL: FABRICATE AND INSTALL NEW GATEWAY SIGNAGE FOR THE CITY OF TROY. Provide all labor, permits, materials and equipment, all supervision, coordination, all related incidentals necessary to furnish and install the Exterior Signage planned for the City of Troy, Wayfinding and Gateway signage project in strict accordance with the Project Documents and the Drawings prepared by Designers - KMA Design, Inc., for an all-inclusive Base Bid Lump Sum.

Sign Type	Description	Qty.	Unit Cost	Unit Install Cost	Unit & Install Cost	Total Cost	Unit Cost	Unit Install Cost	Unit & Install Cost	Total Cost
1	Gateway Monument	2	\$22,224.00	\$3,626.00	\$25,850.00	\$51,700.00	\$12,600.00	\$8,601.25	\$21,201.25	\$42,402.50
2	Boundary Identification (Orange)	7	\$2,003.00	\$661.00	\$2,664.00	\$18,648.00	\$1,276.00	\$1,051.25	\$2,327.25	\$16,290.75
	Boundary Identification (Orange)*	2	\$2,003.00			\$4,006.00	\$1,276.00			\$2,552.00
2.1	Boundary Identification (Lime Green)	7	\$2,003.00	\$661.00	\$2,664.00	\$18,648.00	\$1,276.00	\$1,051.25	\$2,327.25	\$16,290.75
	Boundary Identification (Lime Green)*	2	\$2,003.00			\$4,006.00	\$1,276.00			\$2,552.00
2.2	Boundary Identification (Middle Green)	7	\$2,003.00	\$661.00	\$2,664.00	\$18,648.00	\$1,276.00	\$1,051.25	\$2,327.25	\$16,290.75
	Boundary Identification (Middle Green)*	2	\$2,003.00			\$4,006.00	\$1,276.00			\$2,552.00
3	Vehicular Directional	3	\$13,895.00	\$3,149.00	\$17,044.00	\$51,132.00	\$14,900.00	\$7,246.25	\$22,146.25	\$66,438.75
4	Vehicular Directional w/ Map	2	\$13,636.00	\$3,149.00	\$16,785.00	\$33,570.00	\$10,930.00	\$6,666.25	\$17,596.25	\$35,192.50
5	Destination Identification	6	\$11,041.00	\$3,149.00	\$14,190.00	\$85,140.00	\$9,885.00	\$6,164.25	\$16,049.25	\$96,295.50

*Quantity includes two (2) of each sign type that will be fabricated and delivered only, no installation required.

Base Bid Sign Units	Total Sum	\$233,732.00	\$185,522.00
Base Bid Installation	Total Sum	\$55,772.00	\$111,335.50
Base Bid Grand Total (Signage & Install)	Total Sum	\$289,504.00	\$296,857.50
Grand Total (Line Items being Awarded)		\$119,662.00	\$98,930.75

SPECIFICATION COMPLIANCE:	Y or N	Y	Y
PRE-QUALIFICATION FORM:	Y or N	Y	Y
METHODS OF OPERATION:	Y or N	Y	Y
PRODUCTS & EQUIPMENT:	Y or N	Y	Y
REFERENCES:	Y or N	Y	Y
NOTARIZATION:	Y or N	Y	Y
CONTACT INFORMATION:			
Hours of Operation:		7 AM to 5 PM CST	7 AM to 5 PM
Phone Number:		(715) 370-4553	(609) 868-6870
PROGRESS PAYMENT :		Net 30 after invoice	See AIA document attached
INSURANCE:	Y or N	Y	Y
PAYMENT TERMS:		Net 30 after invoice	Net 30
WARRANTY:		60 Months/5 Years	Included
COMPLETION DATE:		June 30, 2019 if designs, engineering and permits have been approved by City 8 weeks/60 days (April 29, 2019)	30-Jun-19
EXCEPTIONS:		Lead time once designs, engineering and permits have been authorized is 6 - 8 weeks.	None
FORMS:	Y or N	Y	Y

CITY OF TROY
 BID TABULATION
 GATEWAY SIGNAGE

VENDOR NAME:	Valley City Sign	Poblocki Sign Company, LLC
CITY:	Comstock Park, MI	Milwaukee, WI
CHECK #:	31165180	65364217
CHECK AMOUNT:	\$5,000	\$5,000

BID PROPOSAL: FABRICATE AND INSTALL NEW GATEWAY SIGNAGE FOR THE CITY OF TROY. Provide all labor, permits, materials and equipment, all supervision, coordination, all related incidentals necessary to furnish and install the Exterior Signage planned for the City of Troy, Wayfinding and Gateway signage project in strict accordance with the Project Documents and the Drawings prepared by Designers - KMA Design, Inc., for an all-inclusive Base Bid Lump Sum.

Sign Type	Description	Qty.	Unit Cost	Unit Install Cost	Unit & Install Cost	Total Cost	Unit Cost	Unit Install Cost	Unit & Install Cost	Total Cost
1	Gateway Monument	2	\$26,381.00	\$844.00	\$27,225.00	\$54,450.00	\$22,280.00	\$6,700.00	\$28,980.00	\$57,960.00
2	Boundary Identification (Orange)	7	\$1,097.00	\$1,052.00	\$2,149.00	\$15,043.00	\$1,210.00	\$1,700.00	\$2,910.00	\$20,370.00
	Boundary Identification (Orange)*	2	\$1,097.00			\$2,194.00	\$1,210.00			\$2,420.00
2.1	Boundary Identification (Lime Green)	7	\$1,097.00	\$1,052.00	\$2,149.00	\$15,043.00	\$1,210.00	\$1,700.00	\$2,910.00	\$20,370.00
	Boundary Identification (Lime Green)*	2	\$1,097.00			\$2,194.00	\$1,210.00			\$2,420.00
2.2	Boundary Identification (Middle Green)	7	\$1,097.00	\$1,052.00	\$2,149.00	\$15,043.00	\$1,210.00	\$1,700.00	\$2,910.00	\$20,370.00
	Boundary Identification (Middle Green)*	2	\$1,097.00			\$2,194.00	\$1,210.00			\$2,420.00
3	Vehicular Directional	3	\$21,311.00	\$844.00	\$22,155.00	\$66,465.00	\$16,475.00	\$6,023.00	\$22,498.00	\$67,494.00
4	Vehicular Directional w/ Map	2	\$16,767.00	\$844.00	\$17,611.00	\$35,222.00	\$14,665.00	\$6,023.00	\$20,688.00	\$41,376.00
5	Destination Identification	6	\$15,617.00	\$844.00	\$16,461.00	\$98,766.00	\$10,124.00	\$5,918.00	\$16,042.00	\$96,252.00

Admin. & SED Fee + SED Cost for 4x sign types + Bond Fee + Electrical Permit Fee \$3,143.08

*Quantity includes two (2) of each sign type that will be fabricated and delivered only, no installation required.

Base Bid Sign Units	Total Sum	\$273,550.00	\$216,729.00
Base Bid Installation	Total Sum	\$33,064.00	\$114,723.00
Base Bid Grand Total (Signage & Install)	Total Sum	\$309,757.08	\$331,452.00
Grand Total (Line Items being Awarded)		\$106,161.00	\$126,330.00

SPECIFICATION COMPLIANCE:	Y or N	Y	Y
PRE-QUALIFICATION FORM:	Y or N	Y	Y
METHODS OF OPERATION:	Y or N	Y	Y
PRODUCTS & EQUIPMENT:	Y or N	Y	Y
REFERENCES:	Y or N	Y	Y
NOTARIZATION:	Y or N	Y	Y
CONTACT INFORMATION:			
Hours of Operation:		8 AM to 5 PM	M-F 7AM to 6PM
Phone Number:		(616) 291-6637	(813) 848-4168
PROGRESS PAYMENT :		Monthly billing as signs are built and installed	Monthly Progress Billing
INSURANCE:	Y or N	Y	Y
PAYMENT TERMS:		N30	Progress Billing/Net 30
WARRANTY:		1 Year	1 Year
COMPLETION DATE:		BLANK	12 weeks from final approved drawings, permits, & samples
EXCEPTIONS:		None	None
FORMS:	Y or N	Y	Missing Legal Status of Bidder

Line Items NOT being awarded.

ATTEST:
 Kurt Bovensiepe
 Cheryl Stewart
 Kristine Kallek

MaryBeth Murz,
 Purchasing Manager