



# CITY of NOVI CITY COUNCIL

**Agenda Item L**  
**October 8, 2018**

**SUBJECT:** Approval to purchase a replacement Civic Center Campus 9mm LED Message Board, including refurbishing of existing sign faces, in the amount of \$27,806 from Veres Environmental Graphics and Signs.

**SUBMITTING DEPARTMENT:** Community Relations

**CITY MANAGER APPROVAL:** 

<b>EXPENDITURE REQUIRED</b>	<b>\$27,806</b>
<b>AMOUNT BUDGETED</b>	<b>\$30,000 (FY 17/18 rollover)</b>
<b>APPROPRIATION REQUIRED</b>	<b>\$0</b>
<b>LINE ITEM NUMBER</b>	<b>263-295.00-986.014</b>

## **BACKGROUND INFORMATION:**

Approved in the budget is the replacement of the interchangeable LED component of the message sign on the north side of the Civic Center Campus for \$30,000. The current sign, originally installed in 2009, has been experiencing technical issues. Specifically, the LED display has become defective as the second line of text is not appearing. Furthermore, the component is no longer under warranty.

A Request for Proposals (RFP) was placed on Bid Net, and seven firms submitted proposals. Curb Appeal Concepts, the low bidder at \$21,000, does not include a web-based solution and would require the sign to be wired back to the network and received poor references from two clients related to customer service and installation delay.

Veres Environmental Graphics and Signs was the second low bidder in the amount of \$27,806, which includes a 9mm display board (higher resolution than specified) and refurbishment of the existing blue sign faces. The new message board will include web-based software which will allow programming from a browser and can be done remotely. All references were exceptional. We are confident they can meet the installation timeline and have project complete before Light up the Night on November 30.

**RECOMMENDED ACTION:** Approval to purchase a replacement Civic Center Campus 9mm LED Message Board, including refurbishing of existing sign faces, in the amount of \$27,806 from Veres Environmental Graphics and Signs.

**CITY OF NOVI  
LED MESSAGE BOARD REPLACEMENT  
SEPTEMBER 27, 2018 AT 11:00 A.M.**

Company	Curb Appeal Concepts	Veres Environmental Graphics & Signs (VEGAS)	Signs by Crannie	Signarama	Universal Signs	Johnson Sign	Enko Design-Signs
<b>Base Bid - Message board replacement</b>	\$ 21,000	\$ 26,306	\$ 26,592	\$ 26,194.49	\$ 28,360	\$ 29,700	No bid
Voluntary alternate to Base Bid A							\$ 29,313
Voluntary alternate to Base Bid B							\$ 25,956
<b>Alternate #1 - New blue faces</b>							
each	\$ 4,150	\$ 3,000	\$ 5,217.37	\$ 3,414.63	\$ 3,805	\$ 4,975	
<b>Total (each x 2)</b>	\$ 8,300	\$ 6,000	\$ 10,434.74	\$ 6,829.26	\$ 7,610	\$ 9,950	\$ 9,622
<b>Alternate #2 - Service Contract</b>							
Year 1	included *	included	Negotiable	No Charge-Warranty	\$ -	included w/5 yr manufacturers warranty	included with EMC purchase
Year 2	included *	included	\$	Parts covered under warranty, labor billed at \$125/hr	\$ -	included w/5 yr manufacturers warranty	included with EMC purchase
Year 3	included *	included	\$	Parts covered under warranty, labor billed at \$125/hr	\$ -	included w/5 yr manufacturers warranty	Hourly rates
Manufacturer's warranty	*5 year limited labor and parts	5 year parts warranty	5 year parts	10 year limited manufacturer's warranty.	5 years parts & labor	5 year	Watchfire 5 year warranty on parts
<b>Exceptions</b>		9mm message board with 96x256 pixel matrix (3'H x 8'W). Power provided to location by owner.	None	N/A			
<b>Comments</b>		Voluntary Alternate #2 - Refurbish existing blue sign faces ADD \$1,500 to base bid		N/A		Alternate #1 includes sides & bottom with the faces.	Voluntary Alternate #1: refurbish sign faces for \$2,870.00

**VEGAS**

VERES ENVIRONMENTAL GRAPHICS  
AND SIGNS

# PROPOSAL

## LED MESSAGE CENTER REPLACEMENT

SEPTEMBER 27, 2018

Prepared For: Sue Morianti  
City of Novi

Prepared By: Jonathan Townsend / Chuck Veres



[cityofnovi.org](http://cityofnovi.org)

# PROPOSAL



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# PROPOSAL



## Introduction

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Sue Morianti  
City of Novi  
45175 Ten Mile Road  
Novi, MI 48375

RE: City Hall LED Message Board Replacement

9/26/2018

Sue,

Veres Environmental Graphics and Signs is pleased to present our proposal to the City of Novi for the City Hall LED Message Board Replacement project. Within this proposal, you will find our complete bid form including our proposed project team, schedule, process, and a preliminary drawing.

Utilizing your bid specifications, we have provided the base bid using a Cirrus full color double sided 10mm display. Our base bid includes a Cirrus display with a pixel matrix of 96x256 (24,576 total pixels) in a 9mm pixel pitch configuration, 58% more than the specified matrix in the same physical footprint fitting your existing sign opening. Full web-based control software is included with in person user training. The LED display includes a five-year parts and labor warranty.

Alternate #1 includes the cost for new blue aluminum faces to match the existing per your specifications. Included as a voluntary alternate we would recommend refurbishing the existing sign faces. Refurbishing the sign faces includes removing the existing faces, stripping and repainting, cleaning the letters, checking the LED lighting and reinstallation with the new high-resolution LED message board. We feel this refurbished option will give you the same look and benefits as new faces with substantial cost savings.

Upon your review, we are looking forward to discussing all the options with you during the post-bid process and we will be happy to answer any questions or provide any additional information at any time.

Thank you for considering Veres Environmental Graphics and Signs, we are excited about working with you on this project.

Sincerely,

Jonathan Townsend  
Veres Environmental Graphics and Signs

**BID BOND**

KNOW ALL MEN BY THESE PRESENTS That we, Veres Environmental Graphics and Signs LLC

as Principal, and the EMPLOYERS MUTUAL CASUALTY COMPANY, a corporation organized and existing under the laws of the State of Iowa and authorized to do business in the State of Michigan, as Surety, are held and firmly bound unto the City of Novi, Michigan as obligee, in the sum of 5 percent (5 %) of the accompanying bid DOLLARS, lawful money of the United States of America, to the payment of which sum of money well and truly to be made, the said Principal and Surety bind themselves, their and each of their heirs, executors, administrators, successors and assigns, jointly and severally, by these presents.

THE CONDITION OF THIS OBLIGATION IS SUCH, that, if the Obligee shall make any award to the Principal for:

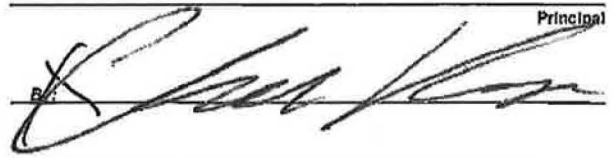
LED Sign Replacement

according to the terms of the proposal or bid made by the Principal therefor, and the Principal shall duly make and enter into a contract with the Obligee in accordance with the terms of such proposal or bid and award and shall give bond for the faithful performance thereof, with the EMPLOYERS MUTUAL CASUALTY COMPANY as Surety or with other Surety or Sureties approved by the Obligee; or if the Principal shall, in case of failure so to do, pay to the Obligee the damages which the Obligee may suffer by reason of such failure not exceeding the penalty of this bond, then this obligation shall be null and void; otherwise it shall be and remain in full force and effect

Signed, Sealed and Dated this 25th day of September, 2018.

  
Witness

  
Witness

**Charles Veres**  
  
Principal

**Employers Mutual Casualty Company**  
Surety

By:   
Attorney-In-Fact

**Kathleen Lorenz**



P.O. Box 712 • Des Moines, IA 50308-0712

No. B97550

**CERTIFICATE OF AUTHORITY INDIVIDUAL ATTORNEY-IN-FACT**

**KNOW ALL MEN BY THESE PRESENTS, that:**

- 1. Employers Mutual Casualty Company, an Iowa Corporation
- 2. EMCASCO Insurance Company, an Iowa Corporation
- 3. Union Insurance Company of Providence, an Iowa Corporation
- 4. Illinois EMCASCO Insurance Company, an Iowa Corporation
- 5. Dakota Fire Insurance Company, a North Dakota Corporation
- 6. EMC Property & Casualty Company, an Iowa Corporation
- 7. Hamilton Mutual Insurance Company, an Iowa Corporation

hereinafter referred to severally as "Company" and collectively as "Companies", each does, by these presents, make, constitute and appoint: ROBERT H. BOURDEAU, DAVID A. BOURDEAU, DONALD BOURDEAU, WENDY BOURDEAU, SANDRA STRUBANK, KATHLEEN LORENZ, LELAND J. MOHRMAN, ANGELO ZERVOS

its true and lawful attorney-in-fact, with full power and authority conferred to sign, seal, and execute its lawful bonds, undertakings, and other obligatory instruments of a similar nature as follows:

In an amount not exceeding Two Million Dollars.....\$2,000,000.00

and to bind each Company thereby as fully and to the same extent as if such instruments were signed by the duly authorized officers of each such Company, and all of the acts of said attorney pursuant to the authority hereby given are hereby ratified and confirmed.

**AUTHORITY FOR POWER OF ATTORNEY**

This Power-of-Army is made and executed pursuant to and by the authority of the following resolution of the Boards of Directors of each of the Companies at a regularly scheduled meeting of each company duly called and held in 1999:

**RESOLVED:** The President and Chief Executive Officer, any Vice President, the Treasurer and the Secretary of Employers Mutual Casualty Company shall have power and authority to (1) appoint attorneys-in-fact and authorize them to execute on behalf of each Company and attach the seal of the Company thereto, bonds and undertakings, recognizances, contracts of indemnity and other writings obligatory in the nature thereof; and (2) to remove any such attorney-in-fact at any time and revoke the power and authority given to him or her. Attorneys-in-fact shall have power and authority, subject to the terms and limitations of the power-of-attorney issued to them, to execute and deliver on behalf of the Company, and to attach the seal of the Company thereto, bonds and undertakings, recognizances, contracts of indemnity and other writings obligatory in the nature thereof, and any such instrument executed by any such attorney-in-fact shall be fully and in all respects binding upon the Company. Certification as to the validity of any power-of-attorney authorized herein made by an officer of Employers Mutual Casualty Company shall be fully and in all respects binding upon this Company. The facsimile or mechanically reproduced signature of such officer, whether made heretofore or hereafter, wherever appearing upon a certified copy of any power-of-attorney of the Company, shall be valid and binding upon the Company with the same force and effect as though manually affixed.

IN WITNESS THEREOF, the Companies have caused these presents to be signed for each by their officers as shown, and the Corporate seals to be hereto affixed this 31st day of MARCH, 2017.

Seals



*Bruce G. Kelley*  
Bruce G. Kelley, Chairman  
of Companies 2, 3, 4, 5 & 6; President  
of Company 1; Vice Chairman and  
CEO of Company 7

*Todd Strother*  
Todd Strother  
Vice President

On this 31st day of MARCH AD 2017 before me a Notary Public in and for the State of Iowa, personally appeared Bruce G. Kelley and Todd Strother, who, being by me duly sworn, did say that they are, and are known to me to be the Chairman, President, Vice Chairman and CEO, and/or Vice President, respectively, of each of The Companies above; that the seals affixed to this instrument are the seals of said corporations; that said instrument was signed and sealed on behalf of each of the Companies by authority of their respective Boards of Directors; and that the said Bruce G. Kelley and Todd Strother, as such officers, acknowledged the execution of said instrument to be the voluntary act and deed of each of the Companies.  
My Commission Expires October 10, 2019.

*Kathy Loveridge*  
Notary Public in and for the State of Iowa

**CERTIFICATE**

I, James D. Clough, Vice President of the Companies, do hereby certify that the foregoing resolution of the Boards of Directors by each of the Companies, and this Power of Attorney issued pursuant thereto on MARCH 31, 2017 on behalf of: ROBERT H. BOURDEAU, DAVID A. BOURDEAU, DONALD BOURDEAU, WENDY BOURDEAU, SANDRA STRUBANK, KATHLEEN LORENZ, LELAND J. MOHRMAN, ANGELO ZERVOS

are true and correct and are still in full force and effect.  
In Testimony Whereof I have subscribed my name and affixed the facsimile seal of each Company this \_\_\_\_\_ day of \_\_\_\_\_, \_\_\_\_\_ Vice President



**CITY OF NOVI**

**LED MESSAGE BOARD REPLACEMENT**

**BID FORM**

We, the undersigned as bidder, propose to furnish to the City of Novi, according to the specifications, terms, conditions and instructions attached hereto and made a part thereof:

**BASE BID**

11MM Message board, per specs (includes fabrication, delivery, installation, and web-based software)

\$ \$26,306.00 Lump Sum

**ALTERNATE #1**

New blue faces for sign (includes fabrication, delivery, installation)

\$ 3,000.00 each x 2 = \$ 6,000.00 Total

Voluntary Alternate #2 Refurbish existing blue sign faces: ADD \$1,500.00 to BASE BID

**ALTERNATE #2 - Service contract**

Year 1 \$ included

Year 2 \$ included

Year 3 \$ included

**MANUFACTURER'S WARRANTY** 5 year parts warranty

**We will complete the work by November 28, 2018.** Yes          No         

Full Schedule Attached, all alternates options will be complete by Nov 28, 2018.

We acknowledge receipt of the following Addenda: none  
(please indicate numbers)

**EXCEPTIONS TO SPECIFICATIONS** (all exceptions must be noted here or on an additional attached sheet):

9mm Message Board with 96x256 pixel matrix (3'H x 8'W)

Power provided to sign location by owner.



\_\_\_\_\_  
\_\_\_\_\_  
**COMMENTS:** Preliminary drawing and schedule are attached. LED message board replacement exceeds to specified board by 58% (15,552 pixels to 24,576 pixels) including five year warranty and web-based software with in person training.

**REFERENCES:** Please provide at least three client (3) references for projects of similar scope done in the last 3 years.

Company Wyandotte Public Schools  
Address 639 Oak St, Wyandotte, MI 48192  
Phone 734-759-6002 Contact name Bernie Bowers

Company Westland Shopping Center  
Address 35000 Warren Rd, Westland, MI 48185  
Phone 734-425-5001 Contact name Patrick Derrig

Company Pesis Family Dental (96x256/10mm display)  
Address 29224 W 8 Mile Rd, Farmington Hills, MI 48336  
Phone 248-478-1652 Contact name Solomon Pesis, D.D.S.

**INELIGIBILITY OF IRAN LINKED BUSINESS**

Under 2012 PA 517, an Iran Linked Business, as defined therein, is not eligible to contract with the City and shall not submit a bid.

**THIS BID SUBMITTED BY:**

Company (Legal Registration) Veres Environmental Graphics and Signs

Address 749 Sherbrooke

City Commerce State MI Zip 48382

Telephone 248-716-9128 Fax 248-329-1510

Representative's Name Jonathan Townsend

Representative's Title V.P., Sales

Authorized Signature \_\_\_\_\_

E-mail Jonathan@vegsigns.com

Date 9/27/2018

## Team Resumes

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### JONATHAN TOWNSEND – Project Manager

Jonathan Townsend has a background in innovative sign design, project management, material selection, value engineering, and unique construction techniques. Jonathan specializes in collaborating with architects, design firms, and end-users to develop and install strategic, high-impact custom signage.

Jonathan has been in the sign industry since 2003 and has extensive experience with on and off premise, way-finding, and dynamic digital signage. Utilizing a strong technology acumen Jonathan designs projects with complex lighting, technology integration, and interactive displays. With a focus on major projects, he has completed many large projects including managing sign programs for the Henry Ford and International Auto Shows.

Jonathan has successfully obtained permits for large, challenging projects by negotiating with local, county, and state governments to ensure timely and accurate approvals. Jonathan is a licensed Sign Specialist in the State of Michigan and is UL 48 certified.

### CHUCK VERES – Co-Project Manager

Chuck Veres is founder and president of Veres Environmental Graphics and Signs, as a seasoned signage consultant, with over thirty years of experience Chuck acts as a sales lead and project manager working with designers and customers to turn ideas into reality while keeping a sharp eye on budget and deadlines.

Chuck is an expert at sourcing and value engineering, successfully completing large wayfinding systems and complex landmark projects such as major league sports stadiums including Ford Field, Comerica Park, FedEx Forum, and KFC YUM! Center. His experience spans many industries including casino properties such as MGM Grand Detroit and high-end destination retail centers across the country.

Chuck is a member of Society of Experiential Graphic Designers (SEGD).

### JENNY SMITH – Project Administrator

Jenny Smith has been in the sign business for twenty years with extensive experience on large projects. Jenny works closely with the sales teams to handle project management and coordination with all parties involved. Jenny has worked on many large projects providing support for project management for Ford Field, KFC Yum! Center, Clinton River Trail, MGM Grand Detroit, Greektown Casino and Motor City.

# PROPOSAL



## About Veres Environmental Graphics and Signs

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### **About Veres Environmental Graphics and Signs (VEGAS)**

VEGAS limits their core staff to a few handpicked professionals. They then build a team of fabrication and installation partners chosen specifically for their ability to best meet the requirements of each individual project. This strategy offers access to over 250,000 square feet of strategically located fabrication facilities that range in size from 5,000 to 100,000 square feet. It also creates the ability to work with a wide palette of materials and fabrication techniques, unlimited flexibility, and a direct path to value-engineering. This is achieved by utilizing the best talents in each trade.

VEGAS has established strong business relationships with sub-contractor networks in every related trade. This affords them the ability to be selective in choosing the proper fabrication and installation team for each project's needs, making VEGAS an ideal partner for any size undertaking.

The VEGAS team partners with the client while exploring resources for ideal fabrication techniques and the best value-engineered product. From concept to reality – VEGAS oversees every step of the process.

### **Some of our Clients and Projects Include**

- Olympia Development of Michigan – The District Detroit, dynamic parking signage
- General Motors – Technical Center, architectural wayfinding signage
- Clinton River Trail / MDOT – Signage and Wayfinding, unique sign design and manufacturing
- Detroit Riverwalk – Signage and Wayfinding
- City of Southfield – Signage and Wayfinding
- Taubman Properties – Signage and Wayfinding for multiple high-end retail environments around the country including, Great Lakes Crossing, Dolphin Mall, Twelve Oaks, and more.
- Spinoso Real Estate – Electronic Signage and Wayfinding
- The Henry Ford – Signage and Wayfinding
- City of Westland – Traditional and Electronic Sign design/build
- Birmingham Public Schools – Identification Signage at multiple locations

We invite you to visit our website at [www.vegsigns.com](http://www.vegsigns.com) to see some of our recent projects.

# PROPOSAL



## Primary Project Contacts

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### Company Information:

Veres Environmental Graphics and Signs  
749 Sherbrooke  
Commerce, MI 48382  
Office: 248-716-9128  
Fax: 248-329-1510

### Project Contacts:

#### Chuck Veres

- Phone: 248-563-2383
- Email: [chuck.veres@vegsigns.com](mailto:chuck.veres@vegsigns.com)

#### Jonathan Townsend - Primary Contact

- Phone: 734-777-4152
- Email: [jonathan@vegsigns.com](mailto:jonathan@vegsigns.com)

#### Jenny Smith

- Phone: 248-716-9128
- Email: [jenny.smith@vegsigns.com](mailto:jenny.smith@vegsigns.com)

## Proposed Project Process

### Phase 1 - System Design and Development

- Project kick-off meeting
- Create initial shop drawings, for review on-site with stakeholders
- Data, cloud-ware, networking, and security review with stakeholders
- Modify initial shop drawings and from owner review
- Perform final site surveys
- Create final shop drawings and review

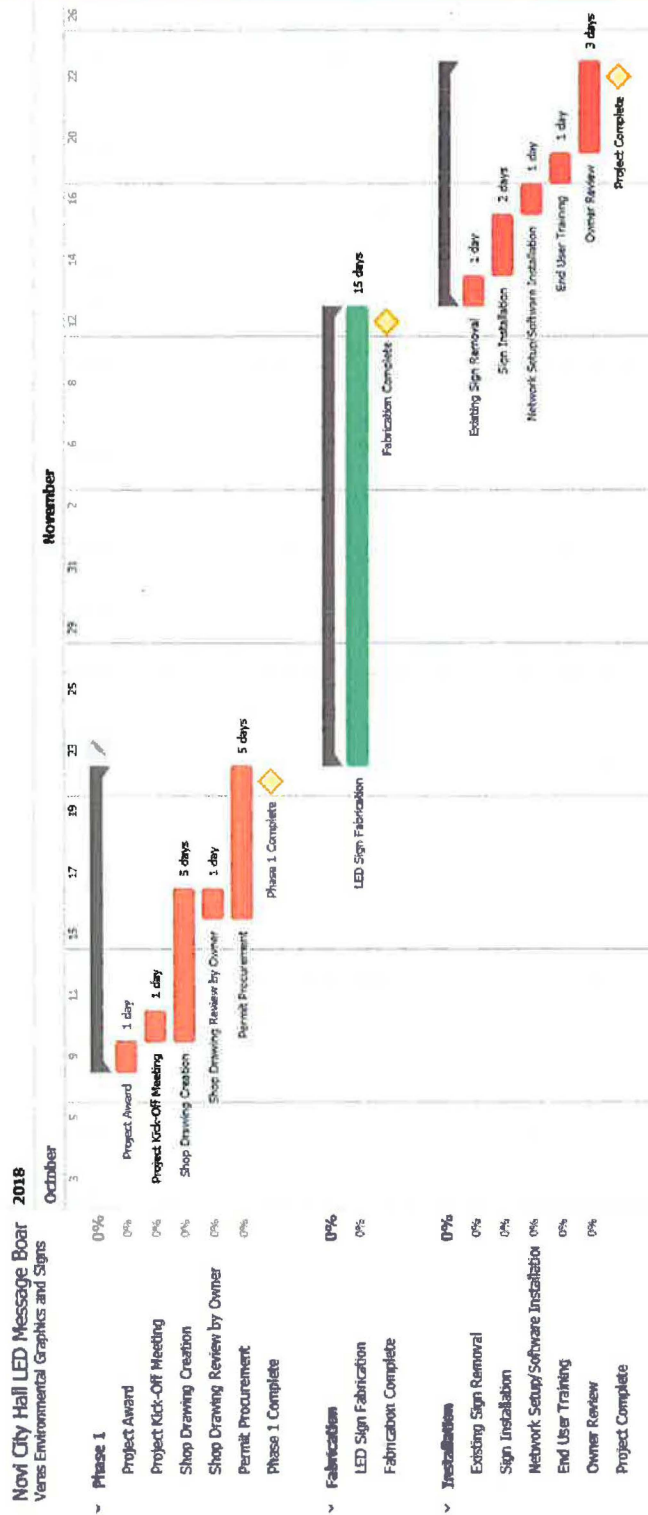
### Phase 2 - Implementation

- Final shop drawings approved
- Acquire permits
- Fabrication begins
- Installation kick-off meeting
- Remove current LED displays
- New sign installation begins
- Data connections and software setup
- Software training, in-person onsite
- Initial owner review
- Final punch list review
- Project closeout documentation, as-built drawings, maintenance plan, and warranty information

# PROPOSAL



## Proposed Project Schedule



# PROPOSAL



## References

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### WYANDOTTE PUBLIC SCHOOLS

**PROJECT:** Designed, installed, and maintain multiple LED displays including a custom professional level LED video scoreboard system.

**CONTACT:** Bernie Bowers  
734-759-6002  
bowersb@wy.k12.mi.us

### WESTLAND SHOPPING CENTER

**PROJECT:** Retrofit new color LED into existing shopping mall signage and maintain all signs and data infrastructure. Multiple branding sign projects on property.

**CONTACT:** Patrick Derrig  
734-425-5001  
Patrick@westlandshoppingcenter.com

### DISTRICT DETROIT PARKING SIGNAGE

**PROJECT:** Developed and installed 30+ dynamic digital parking signs at all Olympia Development parking lots throughout The District Detroit and Little Caesars Arena.

**CONTACT:** Atasi Bagchi  
248-603-5084  
atasi.bagchi@plantemoran.com

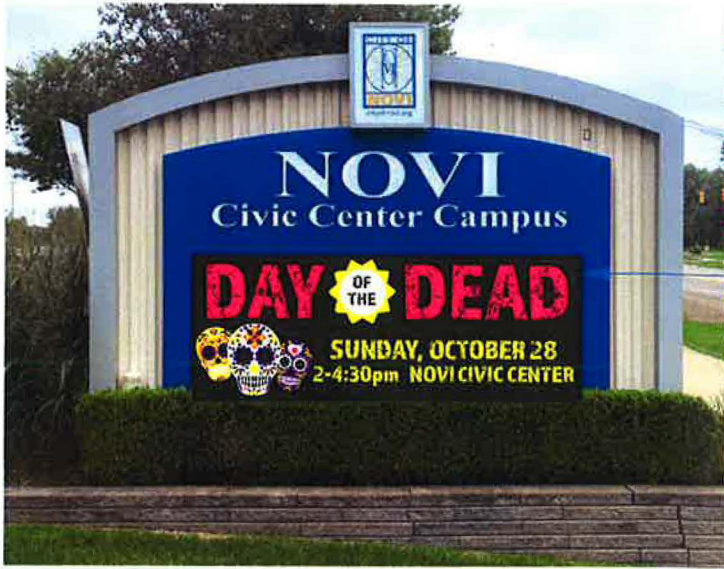
### OAKLAND COUNTY, MICHIGAN

**PROJECT:** Clinton River Trail, custom identification, wayfinding, and kiosk signage for a large multi-community trail system spanning Oakland County, MI

**CONTACT:** Kristen Wiltfang  
248-975-4267  
wiltfangk@oakgov.com

*additional reference available upon request.*





**PROPOSED SIGN - BASE BID**



76 PIXELS)  
AMPS @ 120VAC



**PROPOSED SIGN - ALTERNATE**

HRU LETTERS 1/4" THRU  
ST SURFACE WHITE TRANS.  
2ND SURFACE DIFFUSER

NUM PANEL WITH BEVEL  
BORDER EDGE WITH LED  
ILLUMINATION

5x256/9mm  
MESSAGE CENTER



**EXISTING SIGN**

MESSAGE CENTER

Project:

Novi City Hall Sign  
EMC Replacement

Project Address:

45175 W 10 Mile Rd  
Novi, MI 48375

Date:

9/27/2018

Drawn By:

J. Townsend

Filename:

NoviCityHallEMC

Scale:

1/2" = 1'

Colors:

PMS 286C

WHITE

Revisions

Sheet:

1