



Purchasing Department
20 N. 6th Street
Lafayette, IN 47901

July 21, 2022

Board of Public Works & Safety
20 N. 6th Street
Lafayette, IN 47901

Re: Recommendation for Award

Dear Board Members,

Recommendation is being made to accept the proposal from Huston Signs offered at the RFP opening held on Tuesday, July 12, 2022 as the proposal most advantageous to the City of Lafayette. . The proposed amount of the contract is \$215,170.00.

RLR Associates, Inc developed the specifications for the signage and they have reviewed both proposals received and I have attached their recommendation to award Huston Signs.

Further, Annette Basham of J.S. Held, which is the owner's representative for this project has reviewed both proposals received and she cites the evaluation criteria below in support of awarding the contract to Huston Signs.

1. Huston Signs demonstrates competitiveness and eagerness to partner with the City through its price being well under the "...cost opinion of \$258,000 from RLR" as stated on the attached letter from Rod Reid, Principal of RLR Associates, Inc., the projects contracted signage design company.
2. Huston Signs is a local sign fabricator and installation company. Blink Signs is a marketing company located in Cleveland, OH.
3. Huston Signs will be the fabricator and the installer for all signage minus the vinyl signage which is minimal scope and will be appropriately handled by Fast Signs, an expert in vinyl sign applications. In comparison, Blink Signs has listed three (3) fabricators for signage production: 1) Gemini located in Minnesota; 2) Syntech located in North Carolina; and, 3) Nprint located in Missouri. Blink signs has also listed two (2) installation companies: 1) Premier Signs located in Indianapolis, IN; and, 2) Sign Craft located in Indianapolis, IN. Multiple subcontractors present increased risk that signage scope will be missed and also introduces a loss of schedule management and lack of oversight of quality control since subcontractors are in desperate locations.



4. Huston Signs listed four (4) previous public works projects. Blink Signs listed no previous public works projects.
5. Huston Signs listed four (4) current public works projects including work in Clinton County, IN and Howard County, IN. Blink Signs listed no current public works projects.
6. Huston Signs indicated that signage fabrication and installation will follow the timeline of construction which demonstrates awareness of new construction project schedules.
7. Huston Signs also has an advantage with all lighted signs since Huston Electric, its partner company, was awarded the electric contract and has intimate knowledge of power pathways.
8. Huston Signs is located within one (1) hour of the project site and will be able to visit the site more readily and frequently than out-of-state sign fabricators.
9. RLR has worked with Huston Signs on other projects, but has never worked with or heard of Blink Signs.

A motion has been made and seconded to award this project to Huston Signs.



Approved by the Board of Public Works and Safety on the _____ day of
_____, 2022.

Gary Henriott, President

Cindy Murray, member

Norm Childress, member

Ronald Shriner, member

Amy Moulton, member

ATTEST:

Mindy Miller Riehle, 1st Deputy Clerk

Date: _____



July 15, 2022

Office of the Clerk, City Hall
City of Lafayette
20 N. 6th Street
Lafayette, IN 47901

RE: Lafayette Public Safety Center
Signage Bid Review

To Whom It May Concern:

Upon review and analysis of the sign contractors' bids for the Lafayette Public Safety Center signage project, we found the bid received from Huston Signs was under the most recent cost opinion of \$258,500 from RLR. Huston Signs is not only a local company but being familiar with their work and given the amount of time they have had in the signage industry, we feel they have a solid understanding of what is needed to produce this package.

In reviewing the other submitted bid, RLR found Blink Signs is actually a marketing firm who outsources their work, which was evident in the list of subcontractors in their response – including three separate fabricators and two installation companies. From our experience, there is a high probability of coordination, communication, and quality control issues from a project management standpoint when working between so many organizations.

Respectfully,

A handwritten signature in black ink, appearing to read 'Rodney Reid', is written over a light blue horizontal line.

Rodney Reid
Principal