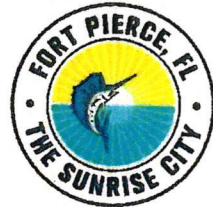


COPY

DELIVER TO:
 City of Fort Pierce, Purchasing Division
 Room 101
 100 North U.S. #1
 Fort Pierce, FL 34950

MAIL TO:
 City of Fort Pierce Purchasing Division,
 Room 101
 P.O. Box 1480
 Fort Pierce, FL 34954-1480

CITY OF FORT PIERCE



**REQUEST FOR PROPOSALS
 and
 PROPOSER ACKNOWLEDGMENT**

Bid Writer: Latonya Hubbard, 772-467- 3102

RFP No: 2023-010

Pre-Proposal Conference Date:
N/A

RFP Title: **COMPREHENSIVE
WAYFINDING SIGNAGE PROGRAM**

Mandatory Pre-Proposal Location:
N/A

RFP Opening Location:
City of Ft. Pierce Purchasing Division
Room 101
100 North U.S. #1, 1st Floor
Ft. Pierce, Florida 34950

RFP Due Date & Time:
3:00 PM, TUESDAY, FEBRUARY 21, 2023

If you need any reasonable accommodation for any type of disability in order to participate in this procurement, please contact this department as soon as possible.

Proposer Name:
Don Bell Signs, LLC

Mailing Address:
365 Oak Place
Port Orange, FL
32127

I hereby certify that this bid is made without prior understanding, agreement, or connection with any corporation, firm, or person submitting a bid for the same materials, supplies or equipment, and is in all respects fair and without collusion or fraud. I agree to abide by all conditions of this bid and certify that I am authorized to sign this bid for the bidder.

X _____
 Authorized Signature (Manual)

City, State, Zip Code:

Typed or Printed Name:
Gary Bell

Type of Entity (Select one):
 Corporation _____
 Partnership X
 Proprietorship _____

Title:
President

Incorporated in the State of: FL Year: 2001

Delivery in 175 days, ARO

Phone Number: 386-788-8084

Payment Terms: Net 30 Days

Fax Number: 386-763-4763

FEIN or SS Number: 59-3761150

E-Mail Address: gbell@DonBellSigns.com

Local Business: Y N MWBE: Y N

Bid Security is attached, when required, in the amount of \$ N/A
F.O.B. DESTINATION

If returning as a "No Bid" state reason:

THIS PAGE MUST BE COMPLETED AND RETURNED WITH YOUR BID



RFP NO. 2023 -010

BID

Comprehensive Wayfinding
Signage Program

Fabrication and Installation

February 21, 2023



365 Oak Place
Port Orange, FL 32127
386-788-8084

Contact: Gary Bell
President & Account Executive

Gbell@donbellsigns.com

386-788-8084 Ext 304



Tab 1 – Cover Letter

Don Bell Signs is a national sign company specializing in custom sign fabrication and installation for over 75 years.


Founded in 1947 by Don and Florice Bell, Don Bell Signs has grown from a 500-square-foot storefront in Daytona Beach to a 50,000 square foot modern office and production facility, with a separate sign maintenance division that services the entire state of Florida, that is located in Port Orange, Florida.

Despite its development into a national full-service organization, Don Bell Signs has remained a family business. Don and Florices' son Gary Bell Sr, joined the company in 1971 as partner and president. The leadership of Gary Sr. saw the creation of the service division and an expanded line of products. In 2006 when Gary Sr. passed, Gary Bell Jr. took over, and is currently serving as President.

Our commitment to provide high-quality products and unparalleled service is what sets Don Bell Signs apart from our completion, we are a one stop shop for all your signage needs. Today's products include pylon, monument, channel letters, electronic message centers, scoreboards, video displays, time and temperature displays, stadium displays, architectural signage, environmental graphics, way finding, neon marques, digital and more.

Going beyond design and engineering Don Bell Signs offers turnkey services from conception to completion, including permit acquisition, project management and post-installation maintenance.

Don Bell Signs intent is to bid on the Wayfinding Signage Fabrication and Installation for the City of Fort Pierce, FL. We will be 100% committed to your team from the beginning of the project to the final location completion and warranties. It is our mission to provide unprecedented quality and service and our reputation is synonymous with quality workmanship, strong business ethics, innovative signage and exceptional service.



Gary Bell, President



Ron DeSantis, Governor

Melanie S. Griffin, Secretary



**STATE OF FLORIDA
DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION**

ELECTRICAL CONTRACTORS' LICENSING BOARD

THE SPECIALTY ELECTRICAL CONTRACTOR HEREIN IS CERTIFIED UNDER THE
PROVISIONS OF CHAPTER 489, FLORIDA STATUTES

AS A SIGN ELECTRICAL SPECIALIST

WARD, CECIL JESSE

DON BELL SIGNS LLC
5472 WARD LAKE DRIVE
PORT ORANGE FL 32128

LICENSE NUMBER: ES0000146

EXPIRATION DATE: AUGUST 31, 2024

Always verify licenses online at MyFloridaLicense.com



Do not alter this document in any form.

This is your license. It is unlawful for anyone other than the licensee to use this document.

Request for Taxpayer Identification Number and Certification

Give Form to the requester. Do not send to the IRS.

Go to www.irs.gov/FormW9 for instructions and the latest information.

Print or type. See Specific Instructions on page 3.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.
Don Bell Signs, LLC

2 Business name/disregarded entity name, if different from above

3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only **one** of the following seven boxes.

Individual/sole proprietor or single-member LLC C Corporation S Corporation Partnership Trust/estate

Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ▶ **P**

Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is **not** disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.

Other (see instructions) ▶

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any) _____

Exemption from FATCA reporting code (if any) _____

(Applies to accounts maintained outside the U.S.)

5 Address (number, street, and apt. or suite no.) See instructions.
365 Oak Place

6 City, state, and ZIP code
Port Orange, FL 32127

7 List account number(s) here (optional)

Requester's name and address (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number										
			-				-			
or										
Employer identification number										
5	9	-	3	7	6	1	1	5	0	

Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here Signature of U.S. person:  Date ▶ **1/16/2023**

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to www.irs.gov/FormW9.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)
- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, later.



Certification Regarding Debarment, Suspension, Ineligibility, and Voluntary Exclusion

Contractor Covered Transactions

- (1) The prospective contractor of the Recipient, Don Bell Signs,
(Contractor's Name) certifies by submission of this document, that neither it nor its principals is presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any Federal Department or Agency.
- (2) Where the Recipient's contractor's is unable to certify to the above statement, the prospective contractor shall attach an explanation to this form.

Don Bell Signs, LLC

(Contractor's Name)

City of Fort Pierce

(Recipient's Name)

(Authorized Signature)

Date: _____

Gary Bell

(Print Name)

President

(Title)

Division Contract Number

365 Oak Place

(Street and Address)

Port Orange, FL 32127

(City, State, Zip)

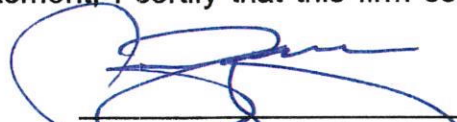


DRUG~FREE WORKPLACE FORM

The undersigned vendor in accordance with Florida Statute 287.087 hereby certified that
Don Bell Signs, LLC does:
(Name of Business)

1. Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
2. Inform employees about the dangers of drug abuse in the workplace, the business policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug abuse violations.
3. Give each employee engaged in providing the commodities or contractual services that are proposed a copy of the statement specified in subsection (1).
4. In the statement specified in subsection (1), notify the employees that, as a condition of working on the commodities or contractual services that are under Bid, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of Chapter 893 or of any controlled substance law of the United States or any state, for a violation occurring in the workplace no later than five (5) days after such conviction.
5. Impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program if such is available in the employees community, by any employee who is so convicted.
6. Make a good faith effort to continue to maintain a drug-free workplace through implementation of this section.

As the person authorized to sign the statement, I certify that this firm complies fully with the above requirements.



Proposer's Signature

2-16-23

Date

CITY OF FORT PIERCE PROPOSER'S CHECKLIST



This checklist is provided to assist each Proposer in the preparation of their proposal. Included in this checklist are important requirements, which is the responsibility of each Proposer to submit with their response in order to make their response fully compliant. This checklist is only a guideline ~ it is the responsibility of each Proposer to read and comply with the Request for Proposal in its entirety.

Check "Yes" or "No" to each of the following:

	YES	NO
Is Invitation to Bid cover page (page 1) completed, signed and attached?	<u>X</u>	<u> </u>
All prices have been reviewed for mathematical accuracy, all price corrections initialed, and all price extensions and totals thoroughly checked.	<u>X</u>	<u> </u>
Is each Addendum (when issued) signed and included?	<u>X</u>	<u> </u>

PLEASE SIGN AND RETURN WITH PROPOSAL _____



REFERENCE CHECK FORM

RFP No: 2023-010

Title: Comprehensive Wayfinding Signage Program

Bidder/Respondent Name: DON BELL SIGNS

Reference Company Name: LAKE WORTH BEACH COMMUNITY

Telephone Number: 561.493.2550 Fax Number: _____

Contact Name: CHRIS DABROS Email: cdabros@lakeworthbeachfl.gov

Reference Instructions: Submit a minimum of three (3) References. Fill out top portion only one per Reference. The City of Fort Pierce will send forms to the referenced company after the City's receipt of form in the Bid.

The above company submitted a proposal to general contracting services to the City of Fort Pierce. He/she listed you as a reference. Please complete the questions below and fax back to (772) 467-3102.

- When did this company work for you? From: _____ To: _____
 - How would you describe the Contractor:

Quality of Work:

Dependability:

Integrity of owner and employees:

What areas could he/she improve upon?

Would you contract with this Contractor again? Yes No Maybe

On a scale of 1 to 5, how would you rate his/her work in general? 1 2 3 4 5

Add any information/comments that might help us evaluate their ability to perform for us?



REFERENCE CHECK FORM

RFP No: **2023-010**

Title: **Comprehensive Wayfinding Signage Program**

Bidder/Respondent Name: DON BEU SIGNS

Reference Company Name: City of Port St. Lucie

Telephone Number: 772-871-5099 Fax Number: _____

Contact Name: Kelley Boatwright Email: Kboatwright@cityofpsl.com

Reference Instructions: Submit a minimum of three (3) References. Fill out top portion only one per Reference. The City of Fort Pierce will send forms to the referenced company after the City's receipt of form in the Bid.

The above company submitted a proposal to general contracting services to the City of Fort Pierce. He/she listed you as a reference. Please complete the questions below and fax back to (772) 467-3102.

- When did this company work for you? From: _____ To: _____
 - How would you describe the Contractor:

Quality of Work:

Dependability:

Integrity of owner and employees:

What areas could he/she improve upon?

Would you contract with this Contractor again? Yes No Maybe

On a scale of 1 to 5, how would you rate his/her work in general? 1 2 3 4 5

Add any information/comments that might help us evaluate their ability to perform for us?



REFERENCE CHECK FORM

RFP No: **2023-010** Title: **Comprehensive Wayfinding Signage Program**
 Bidder/Respondent Name: DON BELL SIGNS
 Reference Company Name: TRAFFIC CONTROL DEVICES
 Telephone Number: 407-869-5300 Fax Number: _____
 Contact Name: ERIC SCHULTZE Email: e.schultze@tod-usa.com

Reference Instructions: Submit a minimum of three (3) References. Fill out top portion only one per Reference. The City of Fort Pierce will send forms to the referenced company after the City's receipt of form in the Bid.

The above company submitted a proposal to general contracting services to the City of Fort Pierce. He/she listed you as a reference. Please complete the questions below and fax back to (772) 467-3102.

- When did this company work for you? From: _____ To: _____
- How would you describe the Contractor:

Quality of Work:

Dependability:

Integrity of owner and employees:

What areas could he/she improve upon?

gain? Yes No Maybe

On a scale of 1 to 5, how would you rate his/her work in general? 1 2 3 4 5

Add any information/comments that might help us evaluate their ability to perform for us?



CITY FORT PIERCE

COMPREHENSIVE WAYFINDING SIGNAGE PROGRAM

RFP NO. 2023-010

ADDENDUM NO. 1

The purpose of this addendum is to respond to questions submitted by potential bidders for clarification of the proposal specifications: **“Revised” Insurance Requirements** with bond language included in the attached document.

- 1. QUESTION:** Documents state proposal for design, permitting, fabrication and installation. Will the last set of designs we provided suffice for this bid?

ANSWER: **Provide design imagery for the four (4) sign types included in the scope of work – gateway, wayfinding, district brand and parking. Include a brief summary/description of the designs.**
- 2. QUESTION:** I did not see any reference to the Historical Theatre Led’s and refurbishment, is this scope omitted?

ANSWER: **The Sunrise Theatre marquee sign specifications may be added to this Wayfinding RFP through an addendum.**
- 3. QUESTION:** Are we to bid the quantities that are stated based off our designs?

ANSWER: **Bid the designs/quantities you submit. The quantities included in the RFP are preliminary.**
- 4. QUESTION:** I count 14 under the District Brand signs, sheet 17 lists 13?

ANSWER: **There are 14 district brand signs.**
- 5. QUESTION:** What particular License is required?

ANSWER: **(See item numbered 8) Section III Instructions to Proposers page 15. Permits and Licenses.**
- 6. QUESTION:** Do you need all the Categorized Signs to be identical to each other ? This means all 30 Wayfinding Directional Signs will be identical in size and structure? Same inquiry applies to the other Category Signs.

ANSWER: **No, they do not all need to be identical and may vary based on location; however, the categorized signs should all be consistent.**

7. **QUESTION:** Exhibit B showcases many Sign Examples, what particulars are there to be followed and applied for Gateway, Wayfinding, District brand and Parking?

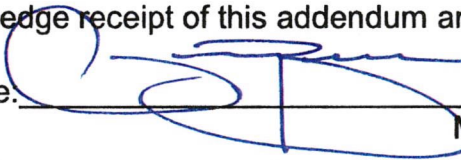
ANSWER: The examples are given to show design intent and style preferences. Exact specifications can be determined after award.

8. **QUESTION:** If the Signs needed are in a variety of Sizes and Structures, we need to have the breakdown of all those 62 Signs?

ANSWER: The breakdown of the categorized signs is listed under Scope of Work on page 17. This is a Request for Proposals, not a bid. Proposals should include preliminary design concepts. Specifications will be determined after award.

All other conditions of this bid remain the same.

Please acknowledge receipt of this addendum and include it with your submittal.

Signature:  _____
Manual

Signature: Gary Bell _____
Typed or Printed

Company Name: Don Bell Signs, LLC _____

Address: 365 Oak Place
Port Orange, FL 32127 _____

Date: 2-16-23 _____

/lh



CITY FORT PIERCE

COMPREHENSIVE WAYFINDING SIGNAGE PROGRAM

RFP NO. 2023-010

ADDENDUM NO. 2

The purpose of this addendum is to respond to questions submitted by potential bidders for clarification of the proposal specifications:

1. **QUESTION:** Do you anticipate community engagement to inform the final design of the signage?

ANSWER: **Community engagement is expected at public meetings when the award is made, and designs are contemplated.**
2. **QUESTION:** Please confirm the designs/logos in the exhibits are the final designs. Page 13 of the RFP suggests they are not. Page 17 implies they are.

ANSWER: **City and district logos are final. Designs are not final Exhibit B provides examples of designs that are appealing to the City.**
3. **QUESTION:** Are there page limits for the proposal?

ANSWER: **No, there are no page limits for this proposal.**
4. **QUESTION:** Do the signs need to be designed/constructed to meet FDOT Community wayfinding sign standards? Will there need to be an FDOT review and approval process for the signs?

ANSWER: **Yes. The locations and content identified in the RFP are preliminary and my need to be adjusted based on permitting and Approvals as the project progresses. The City will accept recommendations from the selected vendor on installation locations and destinations based on best practices.**
5. **QUESTION:** Does the City have a list of qualified destinations that should be included on wayfinding signs throughout the City? And/or do we need to help the City develop that list as part of this project?

ANSWER: **Exhibit A provides proposed sign locations and proposed destinations to be listed on the signs. The City will accept recommendations from the selected vendor on**

installation locations and destinations based on best practices.

6. QUESTION: Does the City have an anticipated timeframe/deadline for the completion of the project(installation of signs) ?

ANSWER: **The City of Fort Pierce is anxious to have this project completed. While no deadline is being provided, proposers will be evaluated based on their project scope which will include a project schedule that identifies general timeframes for finalizing the design, permitting, fabrication and installation.**

7. QUESTION: For the pricing of the Gateway signs, what height are you wanting the signs?

ANSWER: **Sizing has not been determined and should be recommended by the vendor.**

8. QUESTION: For the Wayfinding directionals, District brand signs and the Public Parking signs are they to be " break away" or direct embedment Installation? Or should we price both separate line items?

ANSWER: **Please price separately for comparison.**

9. QUESTION: We would ask that TAB 3 (Experience/Portfolio section) provide the City the opportunity to judge the proposers depth of experience and design capabilities and that TAB 5 Preliminary Concept has removed as a requirement.

ANSWER: **Preliminary design should be deemed as conceptual and not to be construed as the final design.**

10. QUESTION: As a part of your request for fabrication costs, is this simply to Establish a project budget, or are these expected to be hard costs. Costs of signs vary greatly depending on a variety of factors. Please confirm if this is expected to be a Design/Build (Hard Costs) or if this information will be strictly to understand what the project may cost in the long run.

ANSWER: **Fabrication costs are not specifically requested. We are seeking an estimated cost for the project to determine the budget.**

All other conditions of this bid remain the same.

Please acknowledge receipt of this addendum and include it with your submittal.

Signature:  _____

Manual

Signature: Gary Bell _____

Typed or Printed

Company Name: _____ **Don Bell Signs, LLC** _____

365 Oak Place

Address: _____ **Port Orange, FL 32127** _____

Date: _____ **2-16-23** _____

/lh



CITY FORT PIERCE

COMPREHENSIVE WAYFINDING SIGNAGE PROGRAM

RFP NO. 2023-010

ADDENDUM NO. 3

The purpose of this addendum is to respond to questions submitted by potential bidders for clarification of the proposal specifications:

1. **QUESTION:** Are any existing sign removals to be included in the bid?
ANSWER: **No, the City will remove the existing signs.**

2. **QUESTION:** If so, is there a sign schedule for the existing signs to be removed by the contractor?
ANSWER: **No sign schedule provided.**

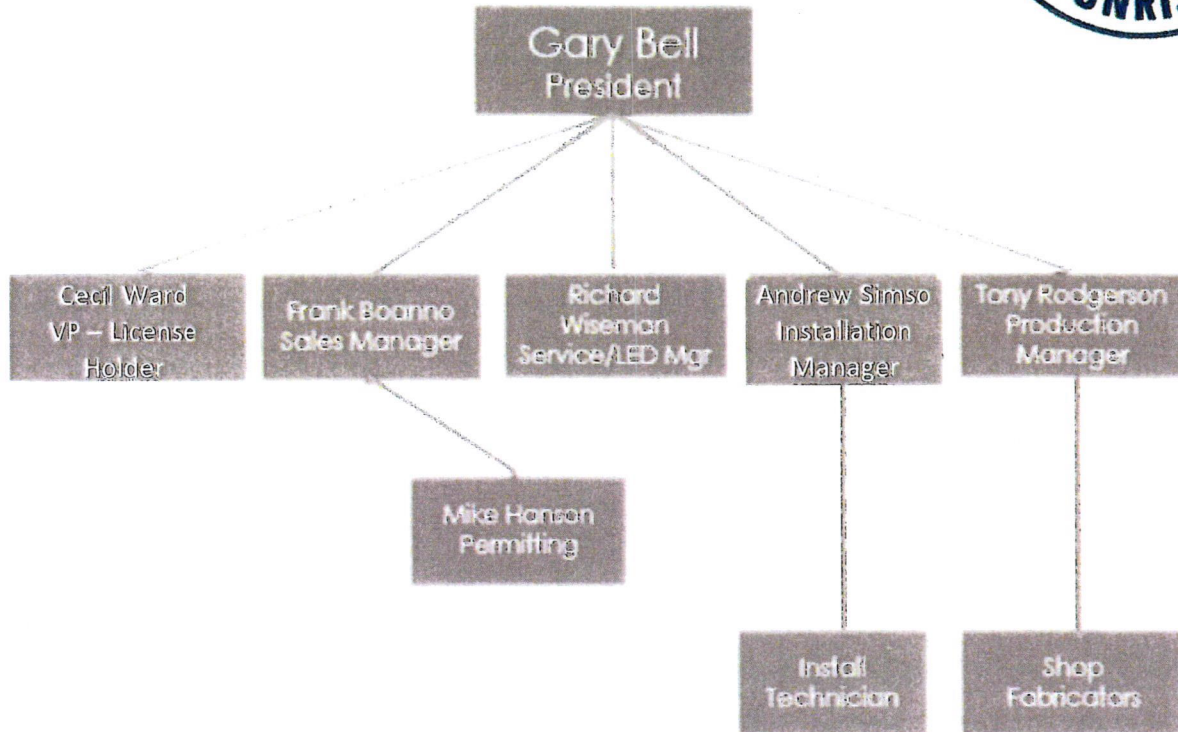
3. **QUESTION:** Will city permits be required for these signs?
ANSWER: **No city permits will be required for signs placed in City's right-of-way.**

4. **QUESTION:** Will working hours be restricted at any time?
ANSWER: **No restriction on working hours.**

5. **QUESTION:** Will a professional land surveyor be required to determine FDOT right-of-way?
ANSWER: **No professional surveyor will be required to establish right-of-way, except for monument signs.**

6. **QUESTION:** If so, who is responsible for providing the professional land surveyor ?
ANSWER: **See above. Contractor would be responsible if one is required.**

Tab 2 – Key Personnel, Credentials, and Qualifications



Gary Bell- Oversees ALL operations and has signing authority. Account Executive.

Frank Boanno- Second contact for project. Will oversee project manager, permitting, fabrication and installation scheduling. Frank will be included on all correspondence regarding this project. On site as needed

Mike Hanson- in charge of all permitting acquisitions

Cecil Ward- License Holder

Andrew Simso- Responsible for all crews, coordinating with project management, in organizing and scheduling all equipment and materials for installation on every project. Also conducts in-field safety and quality control inspections. Will work remotely and on premise part-time.

Tony Rodgerson- Responsible for production crew and streamlines all production workflow to prepare for installation. Coordinates with most departments whether it be advice on design/build, labor costs involved or just organizing and meeting schedule demands for each project in addition to ordering materials for production as needed.



Staff Qualifications

President

Gary Bell, 365 Oak Place Port Orange, FL 32127 (386) 788-8084 Ext 304

Gbell@donbellsigns.com

Years of Experience: 17

Years with Don Bell: 17

Education & Training:

- Bachelor of Science in Business Management from the University of South Carolina
- Associate of Arts Degree from Daytona Beach Community College – General Studies
- Internship at Daytona International Speedway

Job Roles & Responsibilities:

- Responsible for creating, communicating, and implementing the organization's vision, mission and overall direction.
- Establish credibility throughout the organization and with the Board as an effective developer of solutions to business challenges.
- Oversees budgets and ensures resources are properly allocated. Ensures each department meets their individual goals.

Sales Manager

Frank Boanno, 365 Oak Place, Port Orange, FL 32127; 386-788-8084 Ext 344

FBoanno@donbellsigns.com

Years of Experience: 17

Years with Don Bell Signs: 17

Education & Training:

- Associate of Art Degree from JCA
- Started at Don Bell Signs 17 years ago in sales, doing gas station conversions. Promoted to Sales Manager in 2012.

Job Roles & Responsibilities:

- Responsible for obtaining profitable results through the sales team by developing the team through motivation, counseling, skills development and product knowledge development
- Responsible for managing the sales team, developing a business plan covering sales, revenue, and expense controls, meeting agreed targets, and promoting the organization's presence throughout the state of Florida
- Assist in the development of the annual marketing plan



Staff Qualifications

Fabrication Manager

Tony Rodgerson, 365 Oak Place, Port Orange, FL 32127; 386-788-8084

Tony.rodgerson@donbellsigns.com

Years of Experience: 37

Years with Don Bell Signs: 37

Education & Training:

- In having been with Don Bell Signs for 37 years, Tony has experience in every facet of production and installation
- Began in installation for 3 years, painted 3 years, fabricated 10 years, was the Shop Foreman 15 years until taking the Production Manager role in 2013.

Job Roles & Responsibilities:

- Directs and manages all production for Don Bell Signs
- Responsible for production crew and streamlines all production workflow to prepare for installation and works closely with the installation manager
- Coordinates with most departments whether it be advice on design/build, labor costs involved or just organizing and meeting schedule demands for each project in addition to ordering materials for production as needed

Installation/Project Manager

Andrew Simso, 365 Oak Place Port Orange, FL 32127;

Cell (386)341-7221 Office (386) 788-8084 Ext 336 asimso@donbellsigns.com

Years of sign related Experience: 16

Years of construction Experience 22

Years of management Experience 10

Years with Don Bell Signs: 8

Education & Training:

- Project manager for Realistic home solutions
- Lead installer for central signs
- Installer and service technician for Don Bell Signs
- Certified welder
- Certified rappeler
- Confined space training
- Fork lift and aerial lift trained

Job Roles & Responsibilities:

- Responsible for scheduling crews for all installations at Don Bell Signs
- Responsible for coordinating with subcontractors, sales personnel, and general contractors to maintain timely and accurate completions of jobs.
- Responsible for organizing and scheduling all equipment and materials for installation on projects.
- Conduct safety field inspections and quality control inspections.
- Responsible for on time completion of safety training for installers.



Staff Qualifications

Vice President/License Holder

Cecil Ward, 365 Oak Place, Port Orange, FL 32127; 386-788-8084

Cward@donbellsigns.com

Years of Experience: 35

Years with Don Bell Signs: 29

Education & Training:

- Associates of Arts Degree from Daytona Beach Community College
- Journeyman Electrician 1986-1990
- State of Florida Licensed Electrical Specialty Contractor since 1994
- Don Bell Signs Board of Directors 2006 - 2012

Job Roles & Responsibilities:

- Provide complete and appropriate solutions for every customer to achieve sales goal and maximize customer satisfaction
- Establishes, develops and maintains business relationships with current and prospective customers



Engineer



Dustin Dipersia
P.O. Box 238121
Port Orange, FL 32123
Phone Number: 808-264-7214
dustin.dipersia@gmail.com

Results-driven Civil Construction Engineer eager to contribute expertise in steering major projects to achieve critical timelines, budgetary guidelines, client specifications, and profit goals toward supporting the employer in maximizing performance as a key team member.

REGISTRATIONS

2015, State of Louisiana Professional Engineer (No. 39549)
2014, State of Florida Professional Engineer (No. 77276)
2013, State of Hawaii Professional Engineer (No. 15819)

CERTIFICATIONS

National Organization of Remediators & Mold Inspectors – State of Florida Mold Assessor (September 2015)
National Organization of Remediators & Mold Inspectors – State of Florida Mold Remediator (September 2015)
FDOT Final Estimate Level I (Dec 2013) & FDOT Final Estimate Level II (Jan 2014)
FDOT Earthwork Construction Inspection Level I (Dec 2013)
Nuclear Gauge Safety Training (Jan 2014)
FDOT Asphalt Paving Level I (Dec 2013) & FDOT Asphalt Paving Level II (Jan 2014)
FDOT Critical Structures Construction Issues (Jan 2014)
FDOT Advanced MOT (Jan 2014)
FDOT QC Manager (Nov 2013)
Traffic Control, Compressed Gas, Personal Protective Equipment, Hazardous Energy, Scaffold/Platform, 2012
Excavation, Confined Space, Fall Protection, Electrical and Ladders, 2012
Mechanically Stabilized Earth Walls & Slopes, 2008
Management & Leadership Skills for Supervisors & Managers, 2006
12th Annual Erosion Control & Geosynthetic Materials Seminar, 2005
Nuclear Testing Equipment; Gauge Operation; Radiological Safety, 2005
Construction Safety & Health; Business Maintenance, 2004

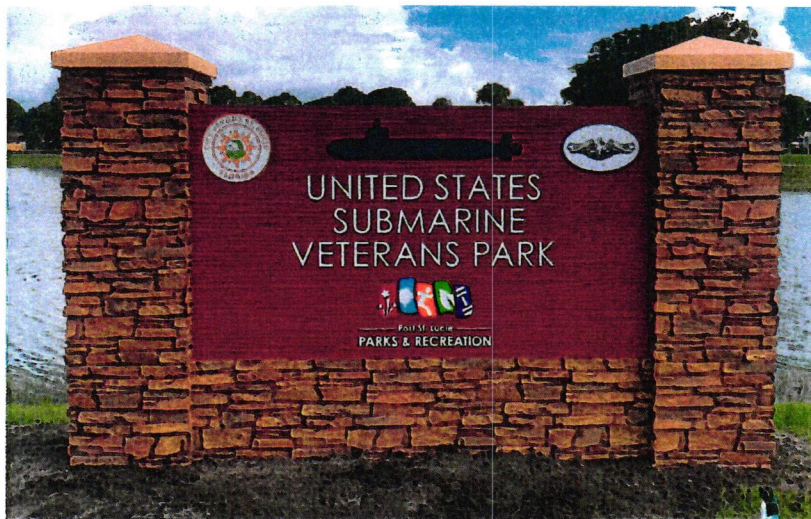
- Tab 3 – Firm’s Experience with Wayfinding Signage



Don Bell Signs understands that a city welcome sign says a lot about the area! The key goal being to create something impressive and inviting and to show how proud the locals are to live in the City of Fort Pierce. Updating the current welcome sign and wayfinding signs to mimic “The Sunshine City’s” new beautiful branding will have a positive impact on the city through increased awareness and visibility for attractions and local businesses.

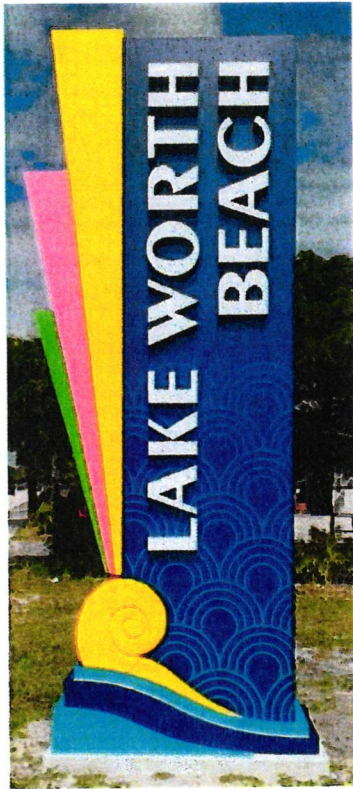
Project Examples:

- City of Port St Lucie , Date 2020 – 2021 \$279,753.00 Fabrication and install 45 various wayfinding signs – Don Bell Team - Gary Bell, Andrew Simso, Frank Boanno, Tony Rodgerson





- City of Lake Worth Beach Date 2017 \$ 561,069.00– Fabrication and Install of 75+ Gateway, wayfinding, and LED signs. - Don Bell Team- Izzie Enwall , Andrew Simso, Gary Bell, Frank Boanno and Tony Rodgerson.





- City of Daytona Beach- Date 2015 - \$ 172,240.00 Fabrication - Don Bell Team
– Gary Bell, Frank Boanno, and Tony Rodgeron.



- Tab 4 – Ability to Meet Project Scope



Project Flow:

For every project we are awarded we conduct a mandatory internal “redline” meeting that is headed up by the dedicated lead Project Manager/Sales Representative. This happens once an internal work order is created and all information has been gathered by the Project Manager/Sales Representative. The meeting includes our Production Manager, Install Manager, Chief Estimator (if needed), Designer (if needed), Quality Control Manager, Job Coordinator, Project Manager/Sales Representative and the President. The job is added to our Job Coordinator’s work in progress (WIP) report, for which a meeting is held every Thursday to go over each project that is reported in our WIP system. Our lead Project Manager/Sales Representative works closely with not just our Job Coordinator but our Production Manager, Install Manager, and Quality Control Manager to see the job through to completion. The Project Manager/Sales Representative will facilitate code research, permit paperwork, permit acquisitions and any necessary engineering if applicable. Each project is assigned a designer who has years of Corel Draw sign design experience which helps expedite if and when a design or a design change is needed immediately. This is extremely useful when time is of the essence and dates need to be met.

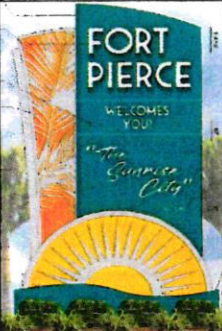
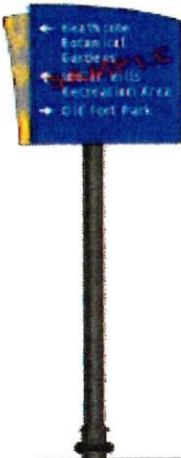


Production Flow:

With our 50,000 square foot facility and our 16 shop fabricators, we are most confident that we can handle any innovative project that comes our way. Our staff is available to work 60 hours when needed. Our mission, and policy, is timelines and exceeding the clients’ expectations. When needed, we will incur the additional overtime cost get the job done!

Installation & Service Flow:

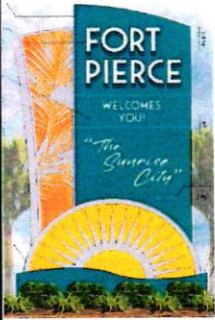

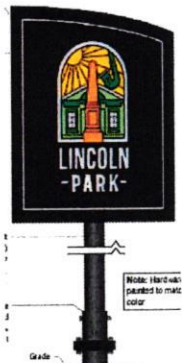

We have (4) service trucks running the entire Central Florida area from Tampa to Jacksonville to West Palm. A fleet of (5) installation trucks ranging from 55’ – 110’ in reach. (1) 50’ spider lift, (2) service lighting vans for emergency service if our crews can’t get to the location within 24 hours. (4) standard pick-up trucks and (2) permit vehicles.

TIMELINE SCHEDULE

SIGN DESIGNS	DESCRIPTION	DESIGN	ENGINEERING/PERMITTING	FABRICATION	INSTALLATION
 <p>A tall, vertical sign with a green top section containing the text 'FORT PIERCE WELCOMES YOU!' and a yellow sun graphic at the bottom.</p>	<p>14' overall height City Gateway Entry Signage. LED Internal Illumination. Foundation and pipe included. Landscaping by the City.</p>	7 days	15 days	130 days	20 days
 <p>A blue rectangular sign with white text and arrows pointing in four directions: 'Health Care', 'Botanical Gardens', 'Recreation Area', and 'Old Fort Park'.</p>	<p>Single sided Wayfinding Signage with break away FDOT approved footer, post and brackets. Installation included.</p>	7 days	15 days	120 days	18 days
 <p>A black rectangular sign with a logo featuring a tree and the text 'LINCOLN PARK'. A note below the sign reads: 'Note: Hardware painted to match color'. A 'Grade' line is indicated at the base of the post.</p>	<p>Single sided District Brand Signage with break away FDOT approved footer, post and brackets. Installation included.</p>	7 days	15 days	120 days	15 days
 <p>A blue rectangular sign with a white 'P' in a yellow circle and the word 'PARKING' above a white arrow pointing left.</p>	<p>Single sided Public Parking Signage with break away FDOT approved footer, post and brackets. Installation included.</p>	7 days	15 days	120 days	15 days
		<p>Entire process from NTP to Installation Completion for all Signage - 175 days</p>			

FORT PIERCE PRICNG GUIDE

2/1/2023

SIGN DESIGNS	FABRICATION	INSTALLATION	EXTENDED COST	QTY	TOTAL COST	DESCRIPTION
	\$ 20,212.00	\$ 7,233.00	\$27,445.00	9	\$ 247,005.00	14' overall height City Gateway Entry Signage. LED Internal Illumination. Foundation and pipe included. Landscaping by the City.
	\$ 3,100.00	\$ 1,436.00	\$ 4,486.00	30	\$ 134,580.00	Single sided Wayfinding Signage with break away FDOT approved footer, post and brackets. Installation included.
	\$ 2,941.00	\$ 1,355.00	\$ 4,296.00	14	\$ 60,144.00	Single sided District Brand Signage with break away FDOT approved footer, post and brackets. Installation included.
	\$ 3,303.00	\$ 1,483.00	\$ 4,786.00	10	\$ 47,860.00	Single sided Public Parking Signage with break away FDOT approved footer, post and brackets. Installation included.
	Site Survey		\$ 1,250.00	1	\$ 1,100.00	Project Manager walks each location and stakes
	Mobilization		\$ 5,500.00	1	\$ 4,800.00	Hotel and per Diem
	Engineering & Permitting		\$ 5,200.00	1	\$ 4,250.00	3rd Party Sealed Sign Engineering, Acquisition
	Total:				\$499,739.00	

Gateway Signs (14' OAH)

Scope of Work

Don Bell Signs to fabricate & install:
R3 (9) S/F internally-illuminated Gateway Signs, as shown.

Notes:

All hardware to be non-corrosive.
 Landscaping by others.



Left End View

Right End View

Landscaping by Others

R2 - Added waves to base.
 Added "The Sunrise City"

Elevation of Sign
 Scale: 1/2" = 1'-0"

R3 (9) Required

MAIN SUPPORT

Column 1: 0.00" (O.D.) x .000" STD SCH40 _____ Pipe

AUGER FOOTING OPTIONS

- 2' dia. footer @ 0' 00" deep (0.00 CY concrete)
- 3' dia. footer @ 0' 00" deep (0.00 CY concrete)

ETL Acct. #115459
 UL 48 Listed Signage
 All Sign Components shall be UL
 Listed and Recognized in the SAM Manual
 All Wiring shall be at least 90° C rated

Note: This design pending engineering.

CITY of
**FORT
 PIERCE**

DESIGN #: **2100575 R3**

DATE: 9.29.2021

DRAWN BY: M. De Bolt

Revisions / Date / Initials
R1 (12.1.2021) MD
R2 (8.22.2022) MD
R3 (2.15.2023) MD

ACCOUNT #115459 120 Volt
 277 Volt

SHEET 1

ACCOUNT City of Fort Pierce

STREET _____

CITY Fort Pierce STATE FL

SALES REP. Gary Bell/Frank Boanno

SCALE As Noted

FILE NAME _____

PROGRAM Adobe Illustrator CS10

FORN USED _____

CUSTOMER APPROVAL _____ DATE _____

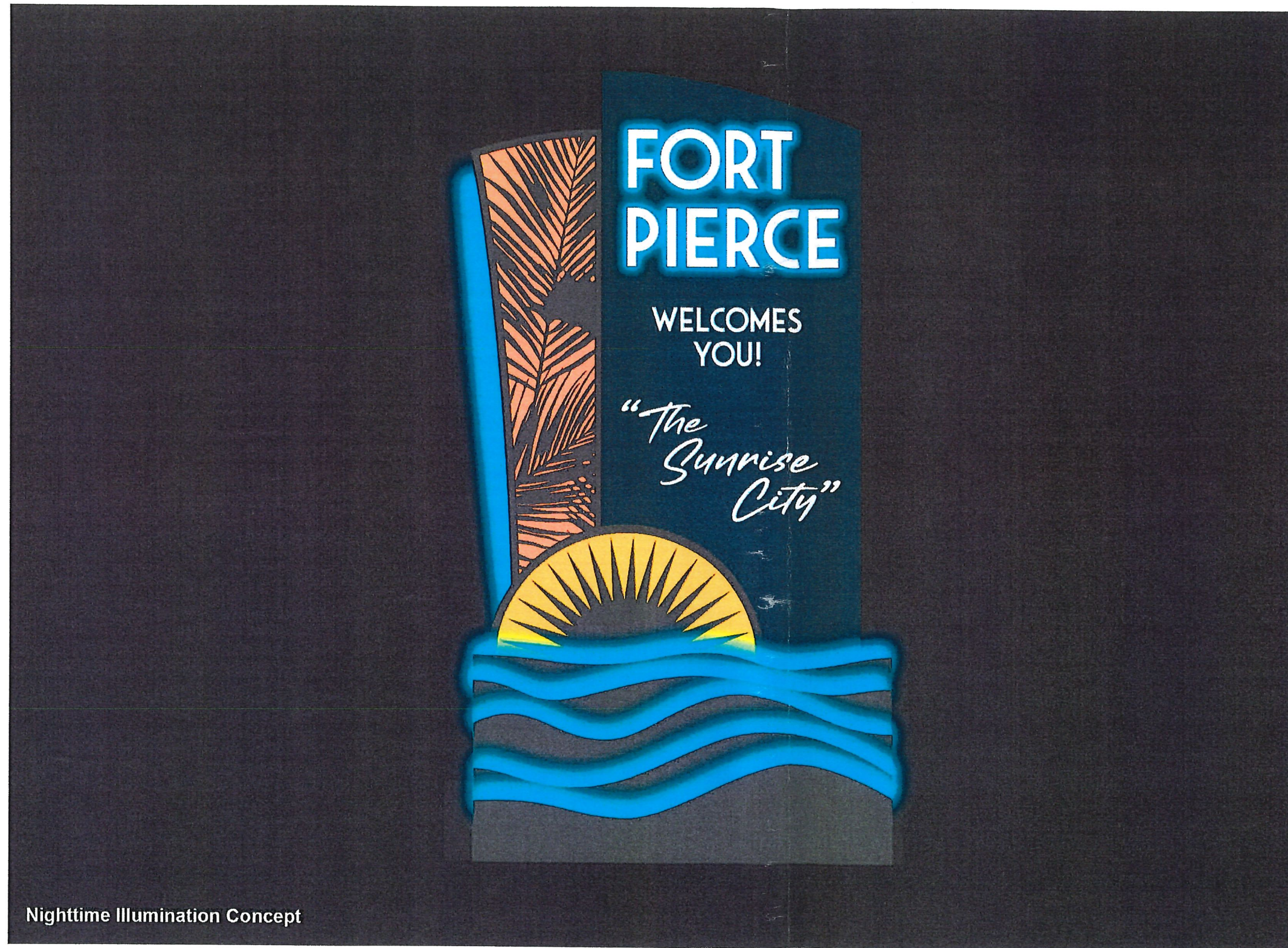
Note: Photo Cell or Timer by others.

PRIMARY ELECTRIC BY OTHERS.

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 800-824-0080



Nighttime Illumination Concept

**CITY of
FORT
PIERCE**

DESIGN #: **2100575 R3**

DATE: 9.29.2021

DRAWN BY: M. De Bolt

Revisions / Date / Initials

R1 (12.1.2021) MD

R2 (8.22.2022) MD

R3 (2.15.2023) MD

ETL ACCOUNT #115459 120 Volt
US 277 Volt

SHEET 2

ACCOUNT
City of Fort Pierce

STREET
CITY Fort Pierce STATE FL
SALES REP. Gary Bell/Frank Boanno
SCALE As Noted
PROGRAM Adobe Illustrator CS10
FORN USED
CUSTOMER APPROVAL DATE

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800-624-0080

ETL Acct. #115459
UL 48 Listed Signage
All Sign Components shall be UL
listed and Recognized in the SAM Manual
All Wiring shall be at least 90° C rated

Note: This design pending engineering.

**CITY of
FORT
PIERCE**

DESIGN #: **2100575 R3**

DATE: 9.29.2021

DRAWN BY: M. De Bolt

Revisions / Date / Initials

R1 (12.1.2021) MD

R2 (8.22.2022) MD

R3 (2.15.2023) MD

ACCOUNT #115459 120 Volt
ETL US 277 Volt

SHEET 3

ACCOUNT
City of Fort Pierce

STREET
CITY Fort Pierce STATE FL
SALES REP. Gary Bell/Frank Boanno
SCALE As Noted
FILE NAME
PROGRAM Adobe Illustrator CS10
FONTS USED
CUSTOMER APPROVAL DATE

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R1 - Replaced compass design with sunray design & reconfigured cabinet & base.

Note: Landscaping by Others.

ETL Acct. #115459
UL Listed Signage
All Sign Components shall be UL
Listed and Recognized in the SAM Manual
All Wiring shall be at least 90° C rated

Note: This design pending engineering.

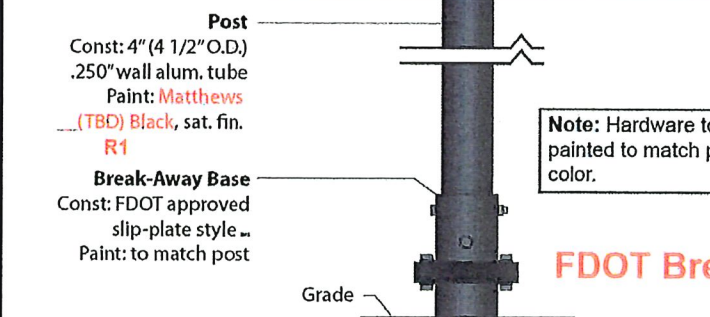
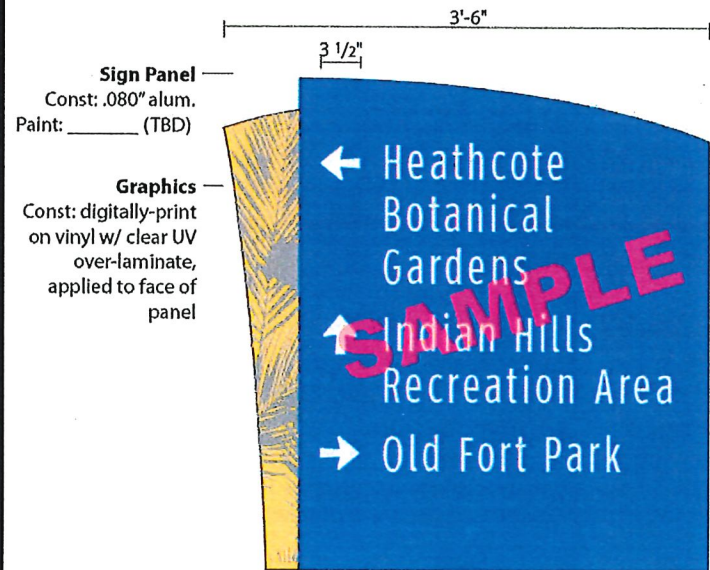
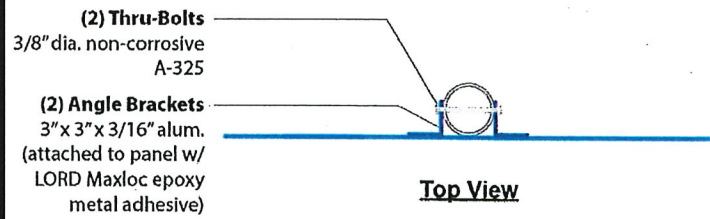
Wayfinding Signs

Scope of Work

Don Bell Signs to fabricate & install:
R3 (30) S/F non-illuminated, Wayfinding Signs, as shown.

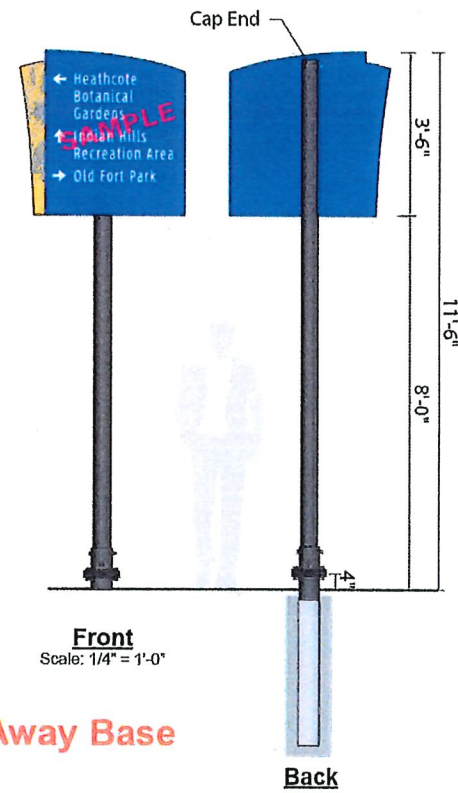
Notes:

- All hardware to be non-corrosive.
- Landscaping by others.



- MAIN SUPPORT**
 Column 1: 0.00" (O.D.) x .000" STD SCH40 _____ Pipe
- AUGER FOOTING OPTIONS**
 2' dia. footer @ 0' 00" deep (0.00 CY concrete)
 3' dia. footer @ 0' 00" deep (0.00 CY concrete)

Elevation of S/F Sign
 Scale: 3/4" = 1'-0"
 (TBD) Required



Elevation of S/F Sign
 Scale: 3/4" = 1'-0"
 (TBD) Required

- MAIN SUPPORT**
 Column 1: 0.00" (O.D.) x .000" STD SCH40 _____ Pipe
- AUGER FOOTING OPTIONS**
 2' dia. footer @ 0' 00" deep (0.00 CY concrete)
 3' dia. footer @ 0' 00" deep (0.00 CY concrete)

ETL Acct. #115459
 UL 48 Listed Signage
 All Sign Components shall be UL listed and Recognized in the SAM Manual
 All Wiring shall be at least 90° C rated

Note: This design pending engineering.

CITY of FORT PIERCE

DESIGN #: 2100575 R3

DATE: 9.29.2021

DRAWN BY: M. De Bolt

Revisions / Date / Initials
R1 (12.1.2021) MD
R2 (8.22.2022) MD
R3 (2.15.2023) MD

ACCOUNT #115459 120 Volt
 277 Volt

SHEET 4

CITY of Fort Pierce

STREET _____

CITY Fort Pierce STATE FL

SALES REP. Gary Bell/Frank Boanno

SCALE As Noted

FILE NAME _____

PROGRAM Adobe Illustrator CS10

FOOTING USED _____

CUSTOMER APPROVAL _____ DATE _____

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Wayfinding Signs (Production Layouts)

To Be Provided

**CITY of
FORT
PIERCE**

DESIGN #: **2100575 R3**

DATE: 9.29.2021

DRAWN BY: M. De Bolt

Revisions / Date / Initials

R1 (12.1.2021) MD

R2 (8.22.2022) MD

R3 (2.15.2023) MD

 ACCOUNT #115459 120 Volt
 277 Volt

SHEET 5

ACCOUNT
City of Fort Pierce

STREET _____
CITY Fort Pierce STATE FL
SALES REP. Gary Bell/Frank Boanno
SCALE As Noted
FILE NAME _____
PROGRAM Adobe Illustrator CS10
TONS USED _____
CUSTOMER APPROVAL _____ DATE _____

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ETL Accl. #115459
UL-48 Listed Signage
All Sign Components shall be UL
Listed and Recognized in the SAM Manual
All Wiring shall be at least 90° C rated

Note: This design pending engineering.

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800-824-0080

District Brand Signs

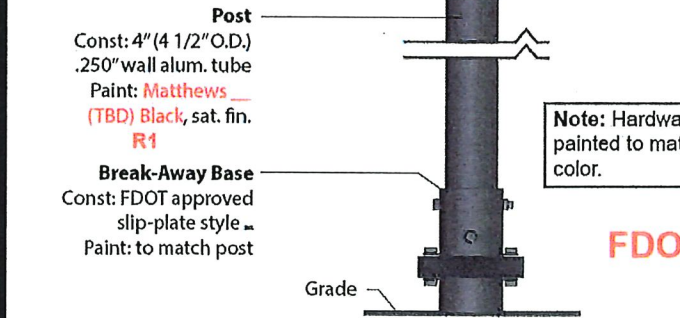
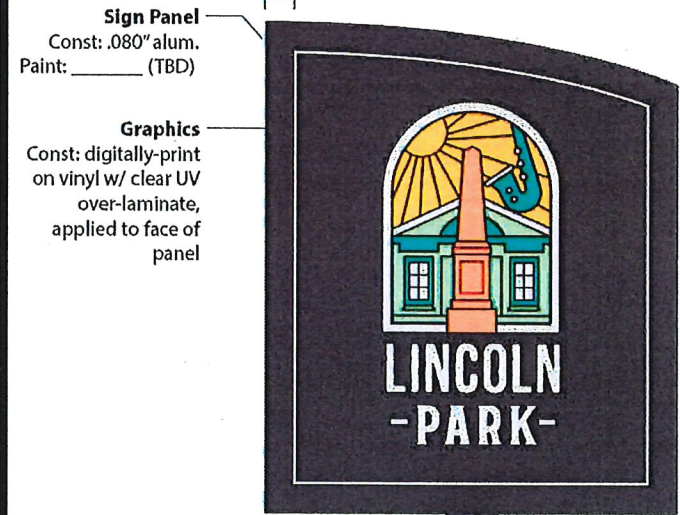
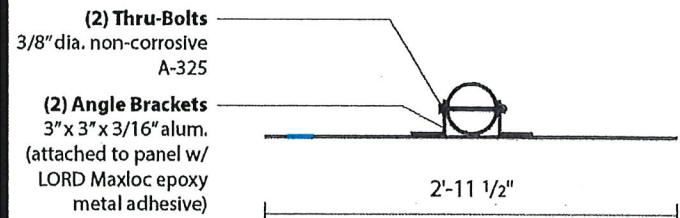
Scope of Work

Don Bell Signs to fabricate & install:
R3 (14) S/F non-illuminated, District Brand Signs, as shown.

Notes:

All hardware to be non-corrosive.
 Landscaping by others.

See district sign concepts on next Sheet.

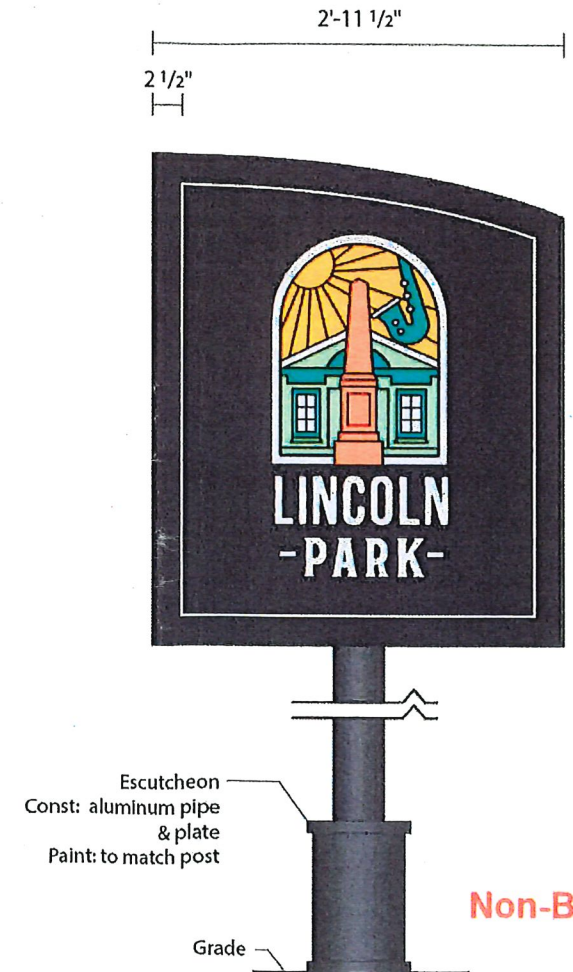
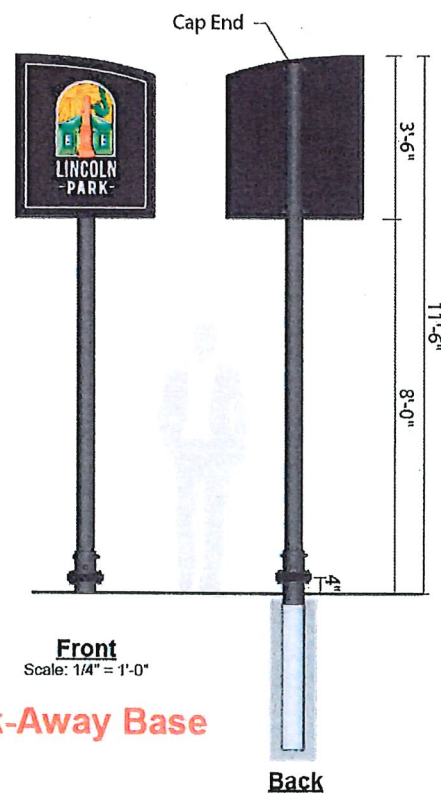


Note: Hardware to be painted to match post color.

FDOT Break-Away Base

- MAIN SUPPORT**
 Column 1: 0.00" (O.D.) x .000" STD SCH40 _____ Pipe
- AUGER FOOTING OPTIONS**
 2' dia. footer @ 0' 00" deep (0.00 CY concrete)
 3' dia. footer @ 0' 00" deep (0.00 CY concrete)

Elevation of S/F Sign
 Scale: 3/4" = 1'-0"
R3 (TBD) Required



Non-Break-Away Base

- MAIN SUPPORT**
 Column 1: 0.00" (O.D.) x .000" STD SCH40 _____ Pipe
- AUGER FOOTING OPTIONS**
 2' dia. footer @ 0' 00" deep (0.00 CY concrete)
 3' dia. footer @ 0' 00" deep (0.00 CY concrete)

Elevation of S/F Sign
 Scale: 3/4" = 1'-0"
R3 (TBD) Required

ETL Accl. #115459
 UL 48 Listed Signage
 All Sign Components shall be UL Listed and Recognized in the SAM Manual
 All Wiring shall be at least 90° C rated

Note: This design pending engineering.

CITY of FORT PIERCE

DESIGN #: 2100575 R3
 DATE: 9.29.2021
 DRAWN BY: M. De Bolt

Revisions / Date / Initials
R1 (12.1.2021) MD
R2 (8.22.2022) MD
R3 (2.15.2023) MD

ACCOUNT #115459 120 Volt
 US 277 Volt

SHEET 6

ACCOUNT City of Fort Pierce

STREET _____

CITY Fort Pierce STATE FL

SALES REP. Gary Bell/Frank Boanno

SCALE As Noted

FILE NAME _____

PROGRAM Adobe Illustrator CS10

FOR USE _____

CUSTOMER APPROVAL _____ DATE _____

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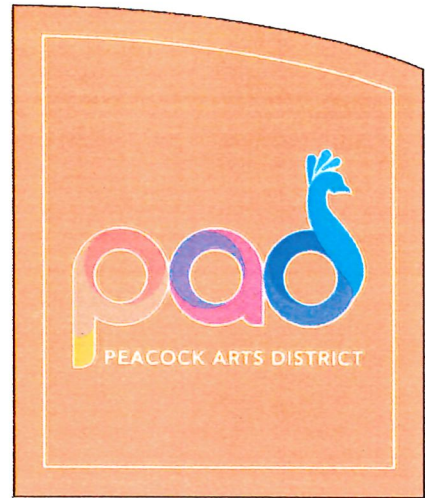


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District Brand Signs

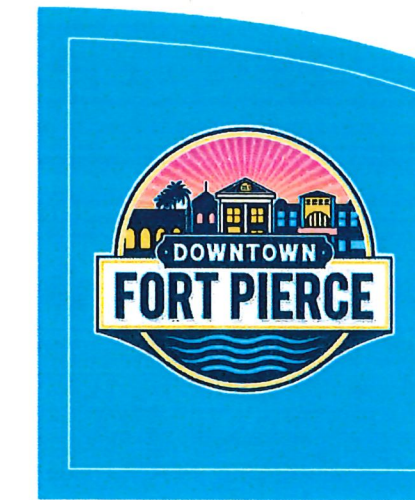
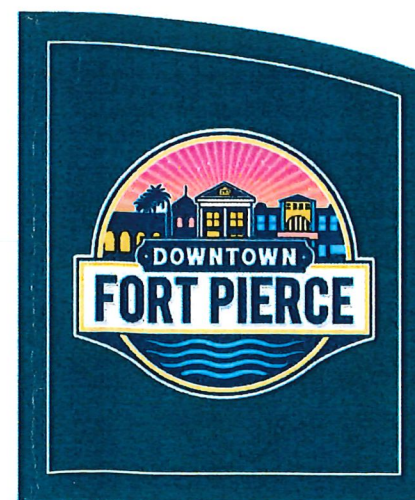
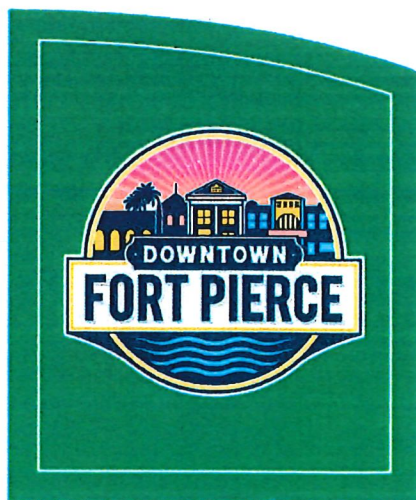
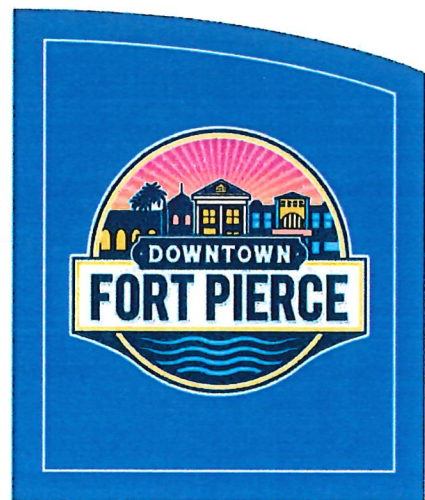
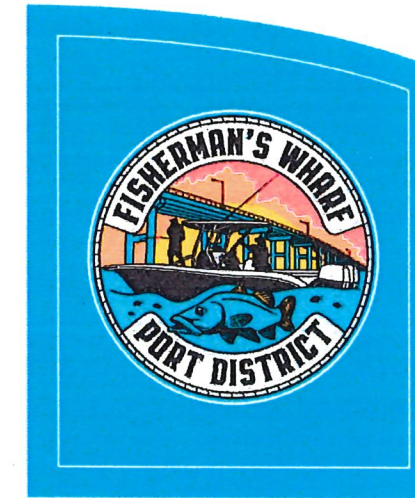
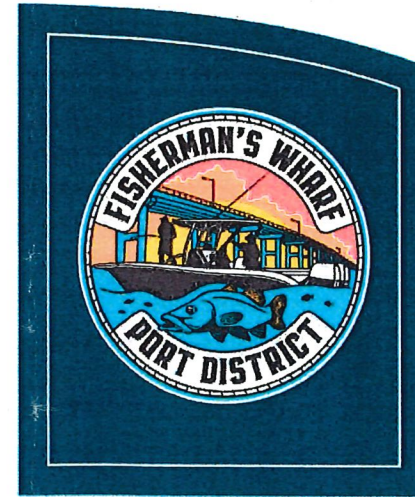
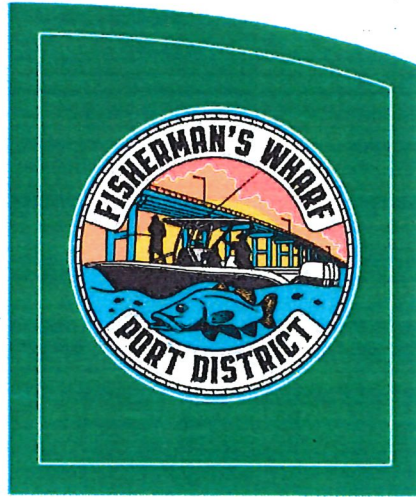
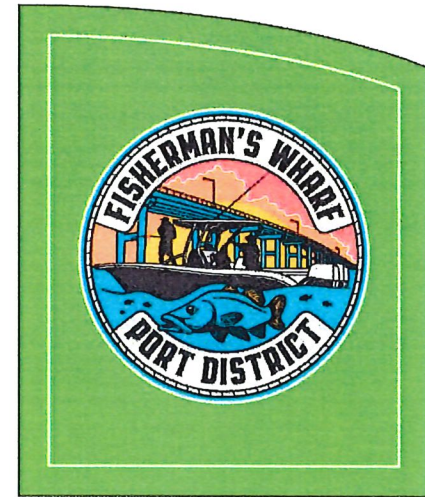
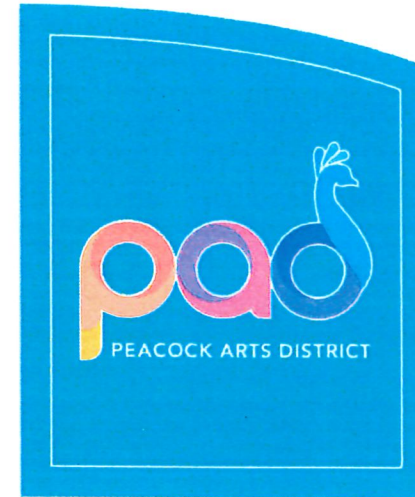
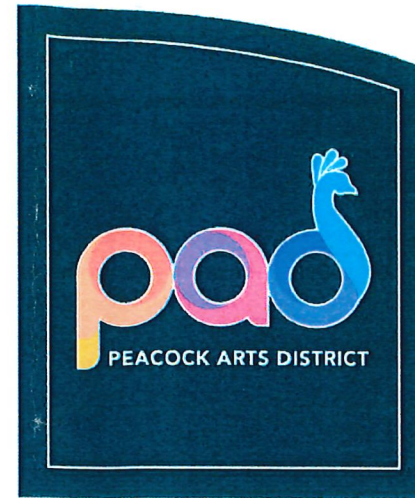
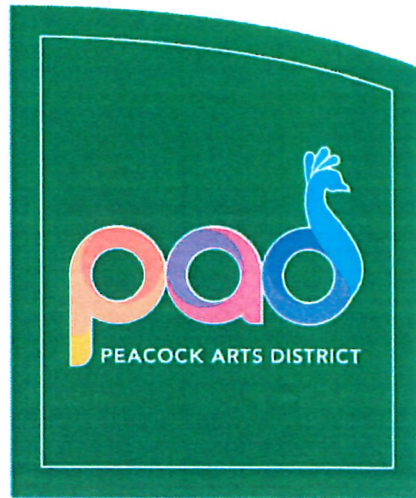
R2 - Applied Customer District Art

2'-11 1/2"



3'-6"

R3 Final Selection (TBD)



**CITY of
FORT
PIERCE**

DESIGN #: **2100575 R3**

DATE: 9.29.2021

DRAWN BY: M. De Bolt

Revisions / Date / Initials

R1 (12.1.2021) MD

R2 (8.22.2022) MD

R3 (2.15.2023) MD

ACCOUNT #115459 120 Volt
 ETL US 277 Volt

SHEET 7

ACCOUNT City of Fort Pierce

STREET
 CITY Fort Pierce STATE FL
 SALES REP. Gary Bell/Frank Boanno
 SCALE As Noted
 FILE NAME
 PROGRAM Adobe Illustrator CS10
 FONTS USED
 CUSTOMER APPROVAL DATE

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SIGNS LLC

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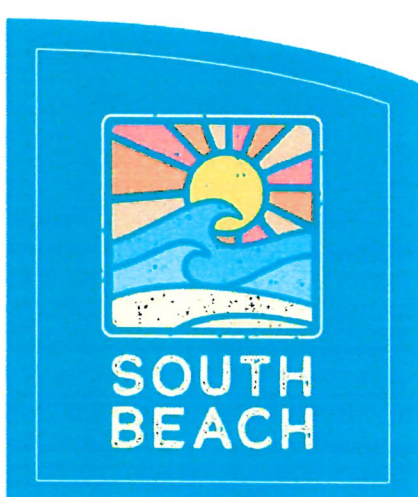
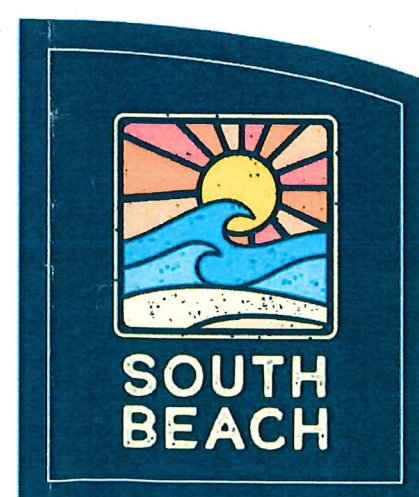
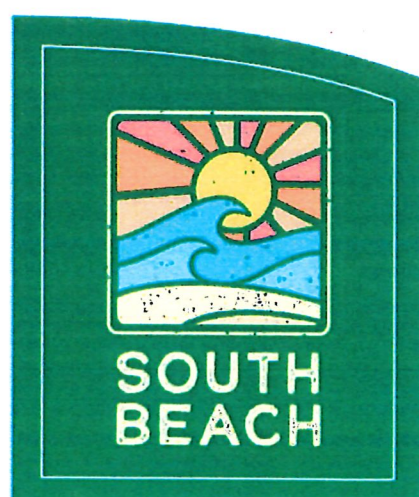
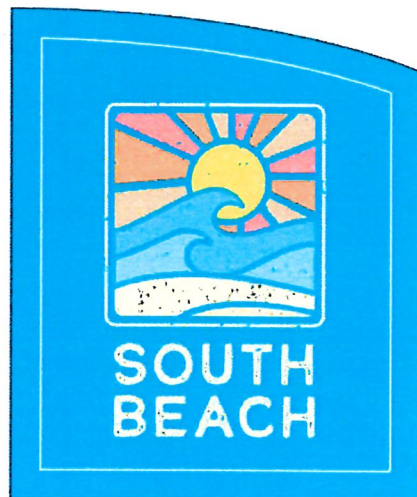
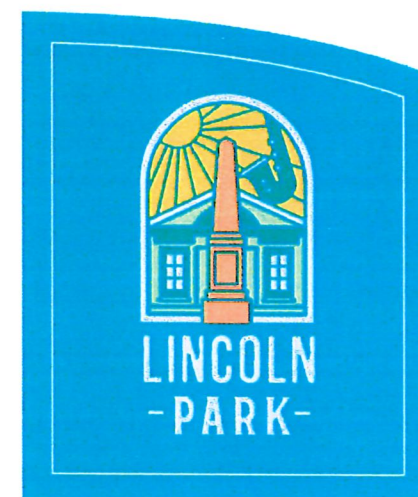
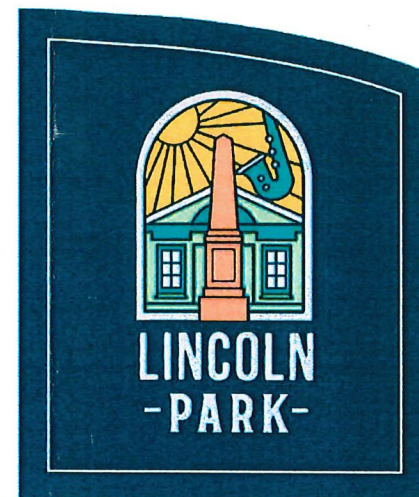
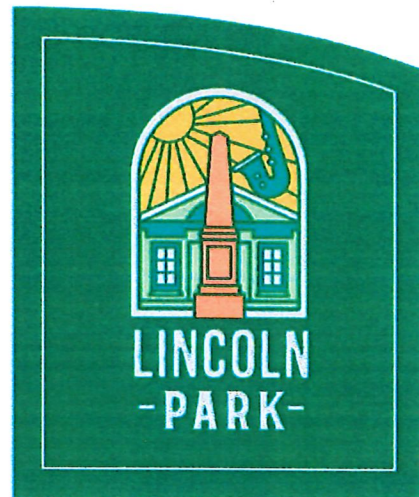
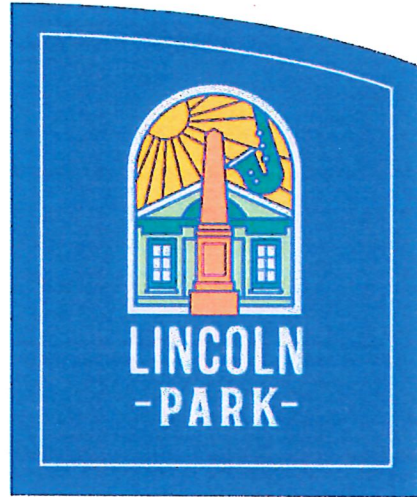
ETL Accl. #115459
 UL 48 Listed Signage
 All Sign Components shall be UL
 Listed and Recognized in the SAM Manual
 All Wiring shall be at least 90° C rated

Note: This design pending engineering.

District Brand Signs

R2 - Applied Customer District Art

R3 Final Selection (TBD)



**CITY of
FORT
PIERCE**

DESIGN #: **2100575 R3**

DATE: 9.29.2021

DRAWN BY: M. De Bolt

Revisions / Date / Initials

R1 (12.1.2021) MD

R2 (8.22.2022) MD

R3 (2.15.2023) MD

ACCOUNT #115459 120 Volt
 ETL US 277 Volt

SHEET 8

ACCOUNT City of Fort Pierce

STREET
 CITY Fort Pierce STATE FL
 SALES REP. Gary Bell/Frank Boanno
 SCALE As Noted
 FILE NAME
 PROGRAM Adobe Illustrator CS10
 FONTS USED
 CUSTOMER APPROVAL DATE

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 PORT ORANGE, FL 32127
 386-788-8084
 800-824-0080

ETL Accl. #115459
 UL 45 Listed Signage
 All Sign Components shall be UL
 Listed and Recognized in the SAM Manual
 All Wiring shall be at least 90° C rated

Note: This design pending engineering.

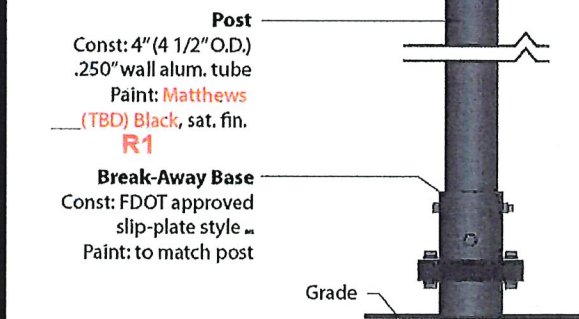
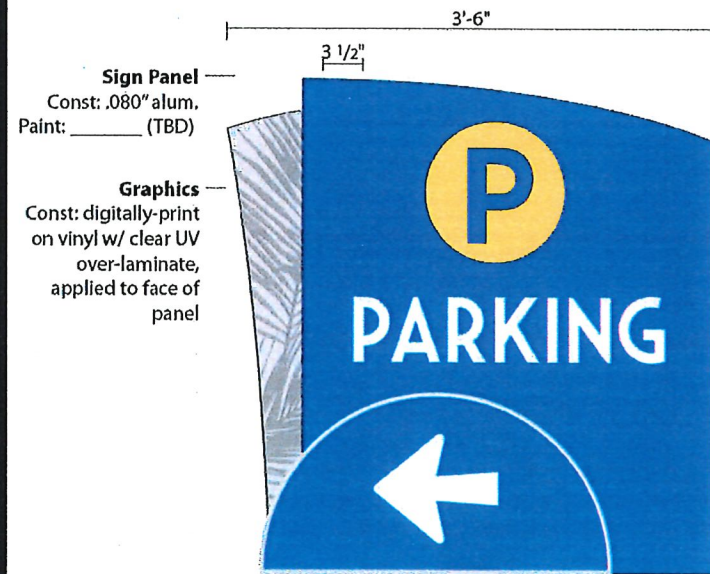
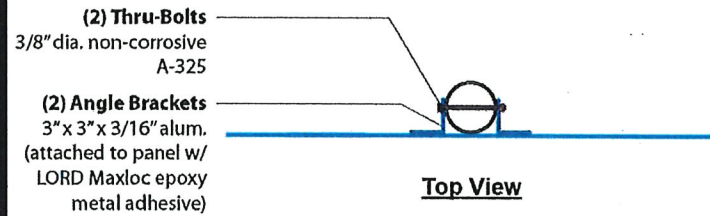
Parking Signs

Scope of Work

Don Bell Signs to fabricate & install:
R3 (10) S/F non-illuminated, Parking Signs, as shown.

Notes:

All hardware to be non-corrosive.
 Landscaping by others.



FDOT Break-Away Base

MAIN SUPPORT

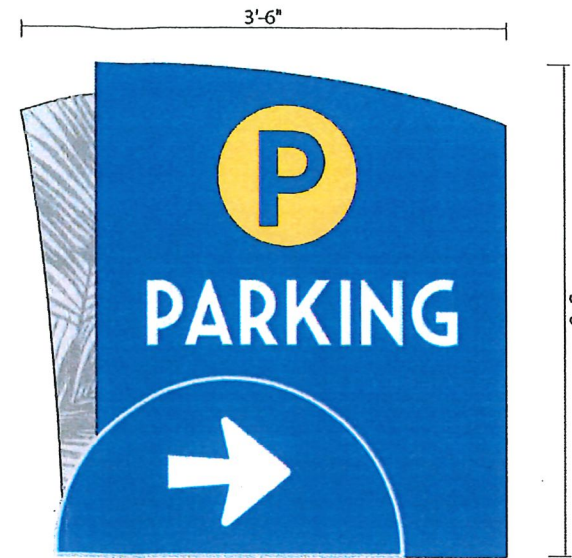
Column 1: 0.00\" (O.D.) x .000\" STD SCH40 ___ Pipe

AUGER FOOTING OPTIONS

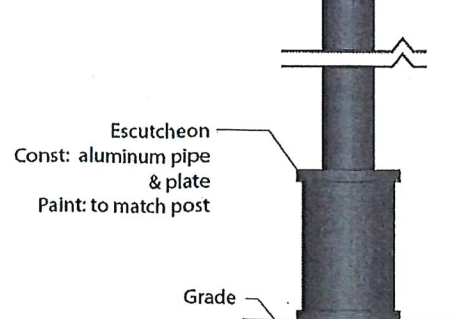
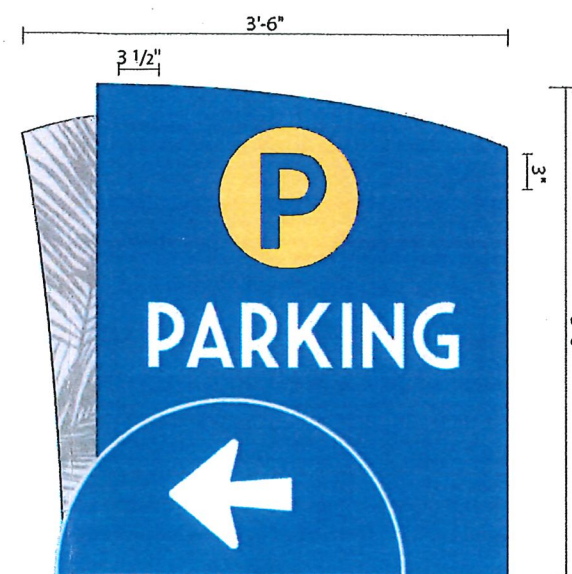
- 2' dia. footer @ 0' 00\" deep (0.00 CY concrete)
- 3' dia. footer @ 0' 00\" deep (0.00 CY concrete)

Elevation of S/F Sign
 Scale: 3/4\" = 1'-0\"

R3 (TBD) Required



R3 (TBD) Required



Non-Break-Away Base

MAIN SUPPORT

Column 1: 0.00\" (O.D.) x .000\" STD SCH40 ___ Pipe

AUGER FOOTING OPTIONS

- 2' dia. footer @ 0' 00\" deep (0.00 CY concrete)
- 3' dia. footer @ 0' 00\" deep (0.00 CY concrete)

Elevation of S/F Sign
 Scale: 3/4\" = 1'-0\"

R3 (TBD) Required

ETL Accl. #115459
 UL 46 Listed Signage
 All Sign Components shall be UL
 Listed and Recognized in the SAM Manual
 All Wiring shall be at least 90°C rated

Note: This design pending engineering.

CITY of
**FORT
 PIERCE**

DESIGN #: **2100575 R3**

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ACCOUNT #115459 120 Volt
 ETL US 277 Volt

SHEET 9

ACCOUNT
 City of Fort Pierce

STREET
 CITY Fort Pierce STATE FL
 SALES REP. Gary Bell/Frank Boanno
 SCALE As Noted
 FILE NAME
 PROGRAM Adobe Illustrator CS10
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District Brand Sign Location Map

**CITY of
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ACCOUNT #115459 120 Volt
US 277 Volt

SHEET 10

ACCOUNT
City of Fort Pierce

STREET
CITY Fort Pierce STATE FL
SALES REP. Gary Bell/Frank Boanno
SCALE As Noted
FILE NAME
PROGRAM Adobe Illustrator CS10
FOUNTE USED
CUSTOMER APPROVAL DATE

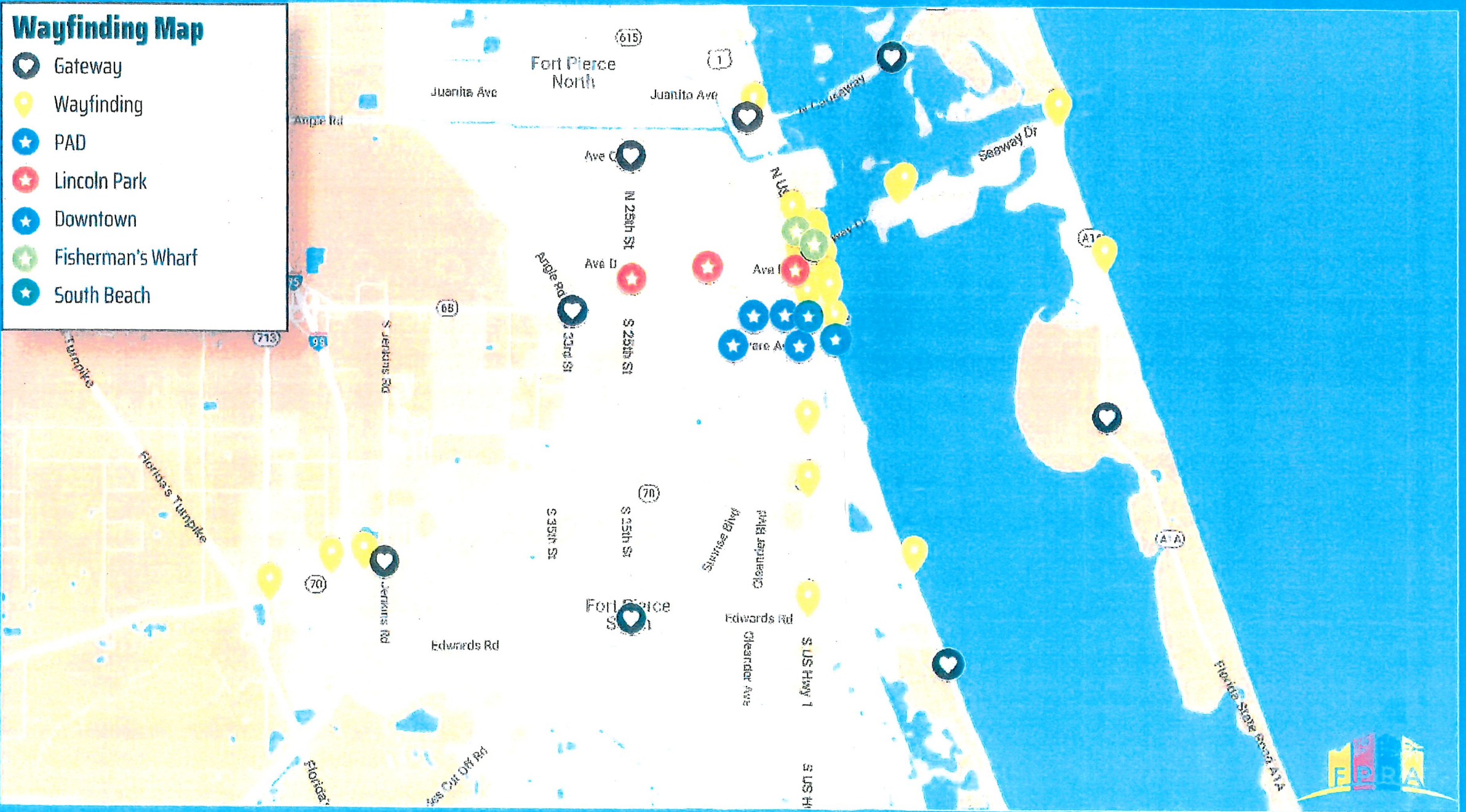
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Wayfinding Map

- Gateway
- Wayfinding
- PAD
- Lincoln Park
- Downtown
- Fisherman's Wharf
- South Beach



ETL Acct. #115459
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