



Downtown Johnstown Wayfinding Phase 1 Bidding Resources

Advertisement Date: 05.26.2023
Bid Opening Date: 06.16.2023

BIDDER'S QUALIFICATIONS AND DATA

The signatory of this Statement guarantees the truth and accuracy of all statements and of answers to all questions herein. All questions must be answered clearly and comprehensively. If necessary, separate sheets may be attached. The Bidder may submit additional information. Failure to complete and return this Statement may render a bid non-responsive.

Name of Bidding Firm: K Team Capital LLC DBA Arapahoe Sign Arts
Main Office Address: 1135 W Mississippi Ave, Denver, CO, 80223
Phone: 303-937-1915
Fax #: N/A

The Bidder is organized as a (corporation/partnership/other): Other (LLC)
In the state of: Colorado
Bidder's federal tax identification number (TIN): 47-2510479

General character of work performed by your organization and brief history of operations:
Arapahoe Sign Arts is an Architectural sign company that specializes in Turn-key Exterior Wayfinding Signage Packages. ASA has been in business since 1995 and has a "Is it Safe" model that allows us to prioritize safety, quality, schedule, and/or cost. Our primary focus is public safety, protection of client assets and image, outstanding customer service and fulfillment of our design build services

For more information, reference Section a.i.) in ASA Proposal-01

Does your firm have an officer, director, or agent or is also an officer or employee of the Town of Johnstown?
YES NO

Are there any Town of Johnstown agents of employees who own, directly or indirectly an interest in the bidder's firm or any of its branches?
YES NO

Bonding Limit: \$ \$3,000,000
Bonding Company: Liberty Mutual Surety
Phone #: 206-473-6210
Address: PO Box 34526 Seattle, WA 98124

The Town has a right to request financial statement(s) and other relevant information. Are you willing to submit such information at the Town's request?
YES NO

Submitted By: Kevin Franke
Date: 05/01/2023



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(Person Submitting Bid)

QUALIFICATIONS

How many years have you been in business under your present firm or trade name? 28 Years

Under other names? _____

Have you or your organization, or any office or partner thereof, failed to complete a contract?

YES NO

Within the last five years, has your organization been assessed liquidated damages for failing to complete a contract within the time specified?

YES NO

Has your organization been assessed any penalties for non-compliance violations of the Federal or State Labor laws and/or regulations within the last five years?

YES NO

Does your organization have any outstanding judgments, demands, or liens resulting from violating State Labor laws, Colorado Revised Statutes, Civil or Criminal decisions?

YES NO

Have there been any suits, liens, or surety claims against you or your organization over the past five years for non-payment of sums due subcontractors or suppliers for work completed?

YES NO

Has your organization been cited for violations of OSHA standards and requirements within the past five years?

YES NO

Is either the Bidder or its principals presently debarred, suspended, proposed for disbarment, declared ineligible, or voluntarily excluded from participation in this transaction by any department or agency?

YES NO

Have you ever been debarred or suspended by a government from consideration for the award of contracts?

YES NO

Please explain all questions answered "yes" in the section above on a separate sheet of paper. Include where and why, if applicable. Note that your answers do not necessarily disqualify your bid. For example, it is not uncommon for contractors of large projects to be charged liquidated damages in certain cases.



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FIRM BACKGROUND AND EXPERIENCE

Total number of employees: 32
Total number of licensed professionals: 0

Proposed Superintendent: Kevin Franke
Title: Art Director & Project Specialist
Relevant degrees and/or certifications: Bachelor of Science in Sustainable Product Design & Innovation

Principals

List directors, officers, owners, managerial employees, or partners, and identify the ownership interest of each:

James Kunsman - 30.2 % Paul Vanderspek - 25.6%
No other members active in management and none share greater than 20%

Experience

List the experience of the principal members of your organization. If preferred, resumes may be submitted in lieu of form entry

Name: James Kunsman
Title: President

Background/Years of Experience: Spent 14 years working for large corporations around the world before getting into the sign industry with the acquisition of Arapahoe Sign Arts (ASA). Starting with Ford Motor Company in supply chain and operations management, his last assignment was Program Manager responsible for Sales & Marketing, Engineering and Operations Planning for a new product design. Surrounded by a team of talented professionals, Jimmy is free to focus on strategic direction of the company. Since the acquisition of ASA, we acquired Altitude Custom Signs and have nearly doubled revenue by successfully completing larger and more complex projects across a broader geography.

Relevant degrees and/or certifications: MBA from Purdue University in 1997

Name: Paul Vanderspek
Title: Operations General Manager

Background/Years of Experience: Paul has five years of General Management in the sign industry and during that time has run the fabrication facility for Arapahoe Sign Arts and DH Wholesale Signs. In addition to running the operations for ASA and DHW Paul teaches supply chain management at Colorado State University, which he has done for 16 years. Prior to entering the sign industry Paul worked in purchasing and distribution for Intel, HP, Agilent and TTI. Paul has substantial experience running large projects and brings that project management experience to Arapahoe Sign Arts to efficiently manage large scale production efforts for Arapahoe's clients.

Relevant degrees and/or certifications: MBA from Purdue University and an MS in Economics from the University Iowa Two APICS certifications in Production and Inventory Management and Certified Supply Chain Professional



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Similar Projects

List three projects of similar scope and budget to this project that your organization has performed work on:

Project Name: WSB > First National Bank of Omaha Turn Over (10 Locations) Electrical, Concrete, Removal, Fab & Installation
 Cost: \$700,000
 Location: Norther Colorao, Souther WY, Western NE
 Reference Name: Jim McDaniel
 Phone: 402-602-3209

Project Name: Riverdale Animal Shelter - Interior & Exterior Wayfinding & On-Building Signage
 Cost: \$211,000
 Location: Brighton, CO
 Reference Name: Cat Townsend, Adams County
 Phone: 720-523-6304

Project Name: ECl - Adams County Veterans Memorial
 Cost: \$70,000
 Location: Brighton, CO
 Reference Name: Scott Hill
 Phone: 970.685.0945

Contract(s) on Hand

List projects your organization is undertaking that will be concurrent with the Town's bid schedule. Include the anticipated completion date.

Project Name: UCH East View Medical Center
 Schedule: Wrapping up in Production, Mobilizing for install for a 6/30/23 completion
 Cost: \$403,722
 Location: Colorado Springs
 Subcontractor or Prime: Subcontractor
 Completion Date: 9/30/23

Project Name: Catamount - Prime West -- Claro Apartments
 Schedule: Phased out, Phase 1 installing 1st week of July, signs are all fabricated and ready for install
 Cost: \$111,000
 Location: Aurora, CO
 Subcontractor or Prime: Subcontractor
 Completion Date: Early 2024



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SUBCONTRACTORS AND RELATED DATA

For each Subcontractor to be utilized, please provide the following information (use additional sheets as necessary). Please indicate what percentage of the Work to be assigned.

Firm Name: JVA Engineering
Town Business License #: TBD
Address: 213 Linden Street, Suite 200, Fort Collins, CO
Proposed work and percentage of total work to be assigned: Below Grade Stamped Engineering & "J" Internal Structure
Percentage (%): 1.6%

Firm Name: Scott's Masonry, Inc.
Town Business License #: TBD
Address: 264 Hunters Cove Drive Mead, CO 80542
Proposed work and percentage of total work to be assigned: Brick / Masonry Work
Percentage (%): 11.1%

Firm Name: Total Concrete Services
Town Business License #: TBD
Address: 4462 Hilltop Rd., Longmont, CO 80504
Proposed work and percentage of total work to be assigned: Concrete & Excavation Services
Percentage (%): 3%

Firm Name: Colorado Barricade
Town Business License #: TBD
Address: 2295 S Lipan St, Denver, CO
Proposed work and percentage of total work to be assigned: Traffic Control
Percentage (%): 4%

Firm Name: Conduct All Electric OR MC Electrical
Town Business License #: TBD
Address: 7352 Greenridge Road #A4 // 1833 S Owens St Lakewood, CO 80232
Proposed work and percentage of total work to be assigned: Electrical Services
Percentage (%): 7.7%



Downtown Johnstown Wayfinding Phase 1 Bidding Resources

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BID PROPOSAL

PROJECT: Johnstown Signage & Wayfinding Master Plan - Phase 1

In compliance with the Invitation to Bid, and subject to all conditions thereof, the undersigned: [Select one]

[Enter name if corporation] (LLC) K Team Capital LLC, DBA Arapahoe Sign Arts

a corporation incorporated in the State of Colorado

OR

a partnership or limited partnership, registered in the State of _____

whose general partner(s) is/are: _____

[Enter name(s) of partner(s) if partnership] _____

OR

a sole proprietor, whose trade name is _____

[Enter if sole proprietor] _____

based in the Town/City of _____

State of _____

offers this Bid Proposal for the construction of all items listed at the prices shown on the following bid schedule.

(The attached bid schedule lists the various divisions of construction contemplated in the Plans and Specifications, together with an estimate of the units of each. With these units as the basis, extend each item, using the cost inserted in the unit column. Any total cost found inconsistent with the unit cost when the Bids are examined will be deemed in error and corrected to agree with the unit cost. Alternate Bids are optional).

The undersigned Bidder declares and stipulates that this Bid is made in good faith, without collusion or connection with any other person or persons bidding for the same Work, and that it is made subject to all the terms and conditions of the Invitation to Bid, Instructions for Bidders, Construction Contract, General Conditions, Special Conditions, the Technical Specifications, and the Plans pertaining to the Work to be done, all of which have examined by the undersigned.

Accompanying this Bid is a Bid Guarantee for 5% of the total Bid amount according to the Invitation to Bid and Instructions for Bidders.



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The undersigned Bidder agrees to execute the Construction Contract, a Performance Bond and a Labor and Material Payment Bond within ten calendar days from the date when the written Notice of Award is delivered at the address given on this Bid Proposal. The Performance Bond and Labor and Material Payment Bond shall each be for the amount of the total of this Bid. The name and address of the corporate surety through which the Bidder proposes to furnish the specified Bonds is as follows:

[Enter name and address of surety] Liberty Mutual Surety
PO Box 34526 Seattle, WA 98124

The submission of the Bid constitutes an agreement, and it shall not be withdrawn after the Bid Opening for a period of thirty days.

All the various phases of work enumerated in the Contract with individual jobs and overhead, whether specifically mentioned or not, are included by implication or appurtenance in the Contract. The Contractor shall perform all the various phases of work under one of the items listed in the bid schedule, irrespective of whether it is named in the schedule.

Payment for the Work performed will be according to the bid schedule, subject to changes as provided in the Contract.

The undersigned Bidder hereby acknowledges receipt of addenda numbers 1 through 2 **[Enter addenda numbers]**
Initials KF

The undersigned, being familiar with the existing conditions on the project area affecting the cost of the Work, the Bidding Documents and the Contract Documents, and having verified the quantities and the availability of materials and labor, hereby proposes to furnish all supervision, labor, materials, machinery, tools, appurtenances, equipment, supplies, and services, including utility and transportation service required to construct and complete the Project listed above, according to the Contract, within the time specified, and at the prices stated below. These prices are to cover all expenses incurred in performing the Work required under the Contract of which this Bid is a part.

(The approximate quantities of Work to be completed in-place under the Contract are identified in the bid schedule and are for the purpose of comparing Bids. These quantities have been Town of Johnstown Signage & Wayfinding Master Plan - Phase 1 estimated and the quantities used are for the general information of the Bidder, representing the major items of the Work to be done. Minor details are not listed but shall be part of the complete Contract).

The undersigned agrees to hold firm the Bid for thirty days for the purpose of the Town reviewing the Bids and investigating the qualifications of the Bidders prior to award of Contract. Extensions of time may be made if mutually agreed upon.

The undersigned hereby authorizes and requests any person, firm or corporation to furnish any information requested by the Town of Johnstown in verification of the recitals in this statement.



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This proposal is submitted by:

[Enter Bidder name] K Team Capital LLC, DBA Arapahoe Sign Arts

By: Kevin Franke
Title: Art Director & Project Specialist



Date: 05/01/2023^{me} 06/16/23

STATE OF Colorado)
) ss:
COUNTY OF Denver)

The foregoing instrument was acknowledged before me this 16TH day of June, 2023, by Kevin Franke, as Art Director/Project Specialist of Arapahoe Sign Arts. (If by natural person or persons, insert name or names; if by person acting in representative or official capacity or as attorney-in-fact, insert name of person as an executor, attorney-in-fact, or other capacity or description; if by officer of corporation, insert name of such officer or officers as the President or other officers of such corporation, naming it.)

Witness my hand and official seal.

My Commission 02/21/2025

MELANIE M ROWEN
NOTARY PUBLIC
STATE OF COLORADO
NOTARY ID# 20004035406
MY COMMISSION EXPIRES February 21, 2025

Melanie M Rowen
Notary Public

Downtown Johnstown Signage & Wayfinding Master Plan - Phase 1

Bid Tab/Bid Analysis Spreadsheet

Task #	Pay Item #	Description	Quantity	Unit	Fabricator Name		
					Unit Value in \$	Total Value in \$	
Task A: Signage Fabrication							
A.1	1	Town and Consultant Coordination	1	LS	\$ 1,500.00	\$ 1,500.00	
A.2	2	Prepare Sign Manufacturing Report Specifications (Electric and Non-Electric Signs)	1	LS	\$ 1,000.00	\$ 1,000.00	
A.3	3	Prepare Sign Shop Drawings	1	LS	\$ 4,800.00	\$ 4,800.00	
A.4	4	Prepare Final Record Documents – Per Quality Control Plan	1	LS	\$ 1,000.00	\$ 1,000.00	
A.5	5	Prepare Sign Costs	1	LS	\$ 2,000.00	\$ 2,000.00	
A.6	6	Prepare Warranty Plan for Town	1	LS	\$ 1,500.00	\$ 1,500.00	
A.7	8	Signage Fabrication, Complete, Columnar Gateway (G1)	1	EA	\$ 89,628.00	\$ 89,628.00	
A.8	9	Signage Fabrication, Complete, Curved Corner Gateway (G2)	1	EA	\$ 156,755.00	\$ 156,755.00	
A.9	10	Signage Fabrication, Complete, Sculptural "J" Gateway (G2)	1	EA	\$ 81,096.00	\$ 81,096.00	
A.10	11	Signage Fabrication, Complete, Pedestrian Kiosk (P2)	1	EA	\$ 49,887.00	\$ 49,887.00	
					\$ 389,166.00	\$ 389,166.00	
					TASK A TOTALS		
Task B: Signage Installation							
B.1	12	Town and Consultant Coordination	1	LS	\$ 1,500.00	\$ 1,500.00	
B.2	13	Site Visit (Confirm Sign Locations, Utilities, Other Installation Site Factors)	1	LS	\$ 4,000.00	\$ 4,000.00	
B.3	14	Prepare Construction Plan Documents	1	LS	\$ 1,500.00	\$ 1,500.00	
B.4	15	Obtain Necessary Permits and Certifications (In Conjunction with Town Staff)	1	LS	\$ 500.00	\$ 500.00	
B.5	16	Prepare a "Construction Safety and Phasing Plan" (CSPP) – Including Traffic Control	1	LS	\$ 21,180.00	\$ 21,180.00	
B.6	17	Coordinate with Utility, Agency and Service Providers	1	LS	\$ 1,500.00	\$ 1,500.00	
B.7	18	Removal/Demolition Existing Signs	1	LS	\$ -	\$ -	Factored into the Fab Cost
B.8	19	Survey and Stake Sign Installation Locations	1	LS	\$ 3,000.00	\$ 3,000.00	
B.9	20	Coordinate/Contract with Local-Area Contract Suppliers (Materials and Services)	1	LS	\$ 5,000.00	\$ 5,000.00	
B.10	21	Signage Support Footings & Electrical Connections	1	LS	\$ 63,590.00	\$ 63,590.00	Support Footers excavation, structure, etc. factored in the Fab Cost. This pricing reflects Electrical and Engineering
B.11	22	Signage Installation, Complete, Columnar Gateway (G1)	1	EA	\$ 6,840.00	\$ 6,840.00	
B.12	23	Signage Installation, Complete, Curved Corner Gateway (G2)	1	EA	\$ 9,440.00	\$ 9,440.00	
B.13	24	Signage Fabrication, Complete, Sculptural "J" Gateway (G2)	1	EA	\$ 5,310.00	\$ 5,310.00	
B.14	25	Signage Fabrication, Complete, Pedestrian Kiosk (P2)	1	EA	\$ 4,720.00	\$ 4,720.00	
B.15	26	Conduct Project Inspections, Punchlist Items, and Project Closeout	1	LS	\$ 1,300.00	\$ 1,300.00	
B.16	27	Prepare Sign Repair/Maintenance Plan for Town	1	LS	\$ 1,500.00	\$ 1,500.00	
					\$ 130,880.00	\$ 130,880.00	
					TASK B TOTALS		
					\$ 520,046.00	\$ 520,046.00	
					TASK A + TASK B TOTALS		



ArapahoeSignArts
ALTITUDE SIGNS

1135 West Mississippi Avenue, Denver. CO 80223. Tel: 303 937 1915

June 16, 2023

Attn: Sarah Crosthwaite
Project Manager

Attn: Kristin Cypher
Project Consultant

Arapahoe Sign Arts (ASA) is pleased to provide this proposal for the Downtown Johnstown Wayfinding Signage - Phase 1

Proposal Discussion

This proposal is being presented in the following format:

- a. General Information about the Firm, company information & firm profile:
 - i. History and Business Profile
- b. Firm's Qualifications
 - i. Relevant Projects of Similar Scope
 - ii. Prime Proposal Contact
 - iii. Key Personnel Team Members
- c. Scope of Services
 - i. Staffing Plan
 - ii. Timeline & GANTT Chart
 - iii. Budgets & Allowances
 - iv. Construction Necessitated Changes
 - v. Maintenance, QC, Service Plan, Value Engineering
 - vi. Local Community Sourcing
 - vii. Addendums
- d. Pricing
- e. General Items
 - i. Quality Assurance and Initiatives
 - ii. Scheduling and Project Management

- iii. Cost Management
- iv. ASA General Warranty
- v. Other Discussions and Considerations
- vi. ASA Commitment

a.) General Information about the Firm, Company Information & Firm Profile

i.) History and Business Profile

Arapahoe Sign Arts is a leading privately held, Denver based Architectural sign company that has been in business since 1995. The philosophy of ASA is clear and straightforward. Our primary focus for any project is public safety, protection of client assets and image, outstanding customer service, creativity, resourcefulness, and fulfillment of our design build services. We do this by translating technical specifications to fabricated products, but also by examining the concepts themselves on a deeper level to understand the true needs and desires of the client behind the requirements. ASA proudly staffs a deep network of craftsmen, signage designers, and construction professionals to execute work of broad and often dramatic scope.

We are uniquely positioned to be a large enough fabricator to command priority with our suppliers and vendors and to marshal sufficient resources for all scopes of work. We continue to develop and improve corresponding project management systems to support this multidisciplinary model.

In addition to these critical elements of our philosophy, we model our working methods on an "Is it Safe" concept. This allows us to continuously assess how our decisions impact Quality, Schedule, and/or Cost. All of these issues relate directly to a Customer Service-centered environment and successful, sustainable business relationships.

B.) Firm's Qualifications

i.) Relevant Projects of Similar Scope

Riverdale Animal Shelter – Adams County

Interior & Exterior Wayfinding, On-building signage & ADA Signage

Turn-Key Design & Development, Fabrication, & Installation

Completed: Spring 2022, Cost: ~\$211k,

Contact: Cat Townsend, ADCO, 720-523-6304, CTownsend@adcogov.org



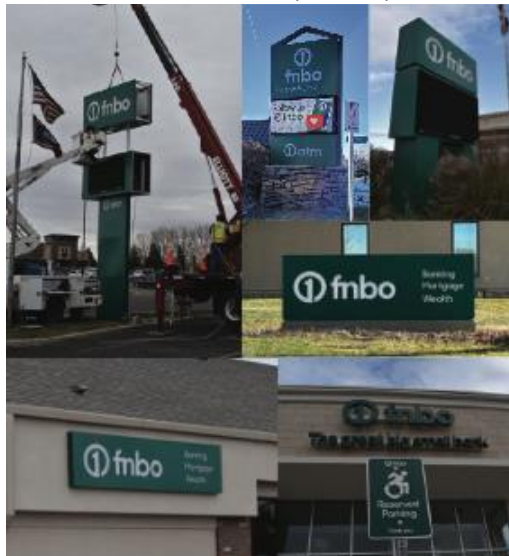
Western States Bank > First National Bank Change Over – FNBO

(7) Loc. Change overs from WSB>FNBO and (3) WSB Removals, all to be installed in (1) weekend

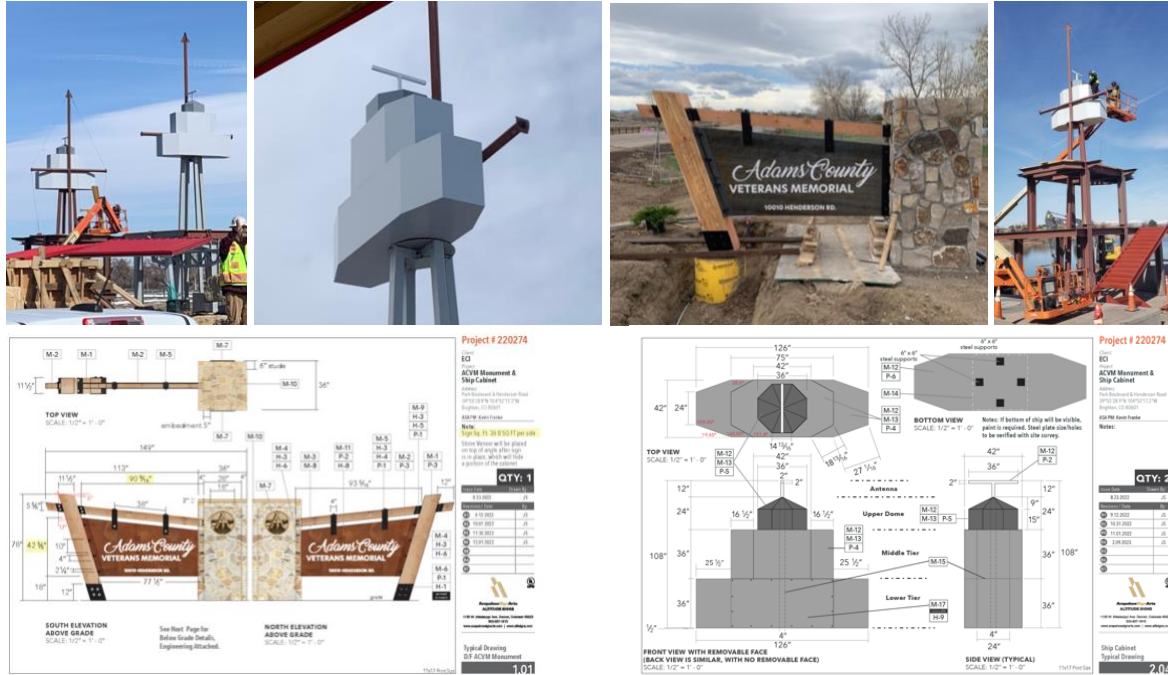
Technical Shop Drawings, Fabrication, & Installation

Completed: November 2022, Cost ~696k

Contact: Jim McDaniel, FNBO, 402-602-3209, jmcdaniel@fnni.com



ECI – Adams County Verterans Memorial
 Monument ID & Decorative Ship Cabinets
 Technical Shop Drawings, Fabrication, Installation
 Completed: May, 2023, Cost ~70k
 Scott Hill, ECI Superintendent, 970.685.0945, Scott.hill@ecisite.net



Colorado Air and Space Port
 Directional Wayfinding, Monument, On-Building ID Signage
 Technical Shop Drawings, Fabrication, & Below & Above Grade Concrete Installation
 Completed: 2019, Cost ~282K



ii.) Prime Proposal Contact

Name: Kevin Franke
Work Address: 1135 W Mississippi Ave, Denver, CO
Cell Phone: 720-582-1157
Office Phone: 303-937-1915
Email: Kfranke@arapahoesignarts.com

iii.) Key Personnel Team Members

<u>Key Roles</u>	<u>Name</u>
Executive Sponsor	James Kunsman
Project Director	Kevin Franke
Project Administration	Melanie Rowen
Operations General Manager	Paul Vanderspek
Operation & CAD Manager	Vincent Stensrud

Kevin Franke – Art Director & Project Specialist

Kevin has 5 years of experience with Arapahoe Sign Arts and is our primary account manager for turn-key fabrication & installation projects like the Mt. Crested Butte Signage & Wayfinding project. With a background in woodworking and industrial design, he has a deep understanding of how signs get built and is able to manage resource to get projects completed in a timely manner.

Dave Richardson – Production Project Manager

Dave brings 15 years of sign fabrication experience to Arapahoe Sign Arts, serving as the production manager for cabinet fabrication. Dave works closely with customers to understand design intent and creates fabrication plans to bring those projects to fruition. Dave works closely with Arapahoe's art team, the computer aided design and manufacturing teams, and the fabricators to efficiently move projects through production, with a focus on quality, safety, timeline, serviceability, and ease of installation. Dave currently manages a team of six experienced fabricators in the cabinet shop to ensure successful completion of projects to the customer's timelines.

Vincent Stensrud – CAD & Letter Production Manager

Vincent is in charge of Arapahoe's computer aided design department (CAD) and manages four letter shop fabricators. Vincent is skilled at customer relationship management, working closely with customers to bring even the most elaborate designs to life. Vincent determines the build plan for each project and then designs the parts required to complete fabrication. Vincent has twelve years of sign design and fabrication experience.

Paul Vanderspek – Operations General Manager

Paul has five years of General Management in the sign industry and during that time has run the fabrication facility for Arapahoe Sign Arts and DH Wholesale Signs. Paul earned an MBA from Purdue University and an MS in Economics from the University of Iowa, and has two APICS certifications in Production and Inventory Management and Certified Supply Chain Professional. In addition to running the operations for ASA and DHW Paul teaches supply chain management at Colorado State University, which he has done for 16 years. Prior to entering the sign industry Paul worked in purchasing and distribution for Intel, HP, Agilent and TTI. Paul has substantial experience running large projects and brings that project management experience to Arapahoe Sign Arts to efficiently manage large scale production efforts for Arapahoe's clients.

Jimmy Kunsman – President

Jimmy earned an MBA from Purdue University in 1997 and spent 14 years working for large corporations around the world before getting into the sign industry with the acquisition of Arapahoe Sign Arts (ASA). Starting with Ford Motor Company in supply chain and operations management, his last assignment was Program Manager responsible for Sales & Marketing, Engineering and Operations Planning for a new product design. Surrounded by a team of talented professionals, Jimmy is free to focus on strategic direction of the company. Since the acquisition of ASA, we acquired Altitude Custom Signs and have nearly doubled revenue by successfully completing larger and more complex projects across a broader geography.

Melanie Rowen – Office Manager

Melanie has 7 years of experience with Arapahoe Sign Arts. Originally hired to manage the day to day functions of the front office including bookkeeping, accounts payable and accounts receivable management. With a background in commercial lending Melanie became the contract administrator for ASA to include completion of AIA documents, and O&M documents for close-out. During her time with ASA she has also worked as the safety coordinator.

c.) Scope of Services

i. Staffing Plan

ASA will have a dedicated Project Manager to see this job from beginning to completion. They will also be the main point of contact for initial engagement and project kick offs. Kevin Franke will be the dedicated point of contact.

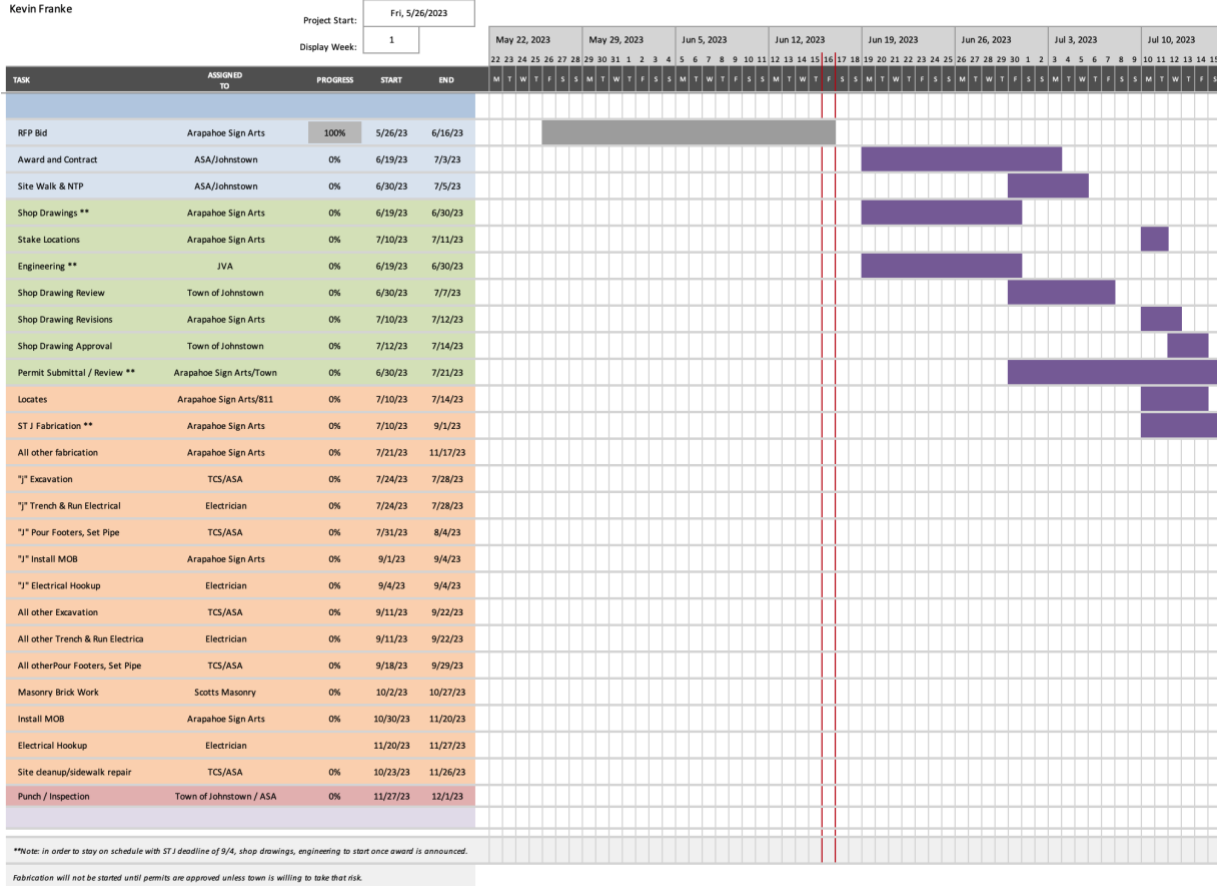
ASA has a team of professionals with combined decades of signage experience and they all collaborate and work as a team and consult with each other along the way. Jimmy Kunsman: President, Paul Vanderspek: Operations Manager, and Vincent Stenstrud: CAD & Letter Production manager, all highlighted above, are also key primary roles that support our staff throughout each jobs lifecycle.

ii. Timeline & GANTT Chart

ASA has prepared a GANTT chart outlining the work to be taken place over the next 5 months to successfully execute this project in accordance with the requested Town of Johnstown schedule with the importance of getting the “J” sign installed first. Upon award, further breakdown of Gantt chart to be explored with the Town of Johnstown input.

Downtown Johnstown Signage & Wayfinding Master Plan - Phase 1

Arapahoe Sign Arts
Kevin Franke



Please reference note above about “J”. It is imperative to the fabrication schedule that we get this drawn, engineered, and submitted to permits ASAP upon award announcement to stay on track. Fabrication will not be started until permits are approved unless the town is willing to take the risk that if the sign is not approved then costs will need to be recuperated. This schedule assumes the “J” permit approval on or before 7/10/23 in order to start fabrication.

iii. Timeline and Budgets

With the use of a detailed Gantt Chart, this project will stay on track and show all phases of deliverables and client review periods. Timelines can be adjusted based on client urgency and needs. ASA will provide weekly status reports to the Owner detailing progress. ASA understands the urgency of having the “J” sign installed first for the requested 9/4/23 date.

iv. Construction Necessitated Changes

There are times where the engineer will require a larger footer, more rebar and support. If engineer requires larger footer, pricing may be re-evaluated. Occasionally there may be restrictions with utility lines in the way and ASA will work with the Town of Johnstown for correct sign placement.

Electrical pricing is an allowance and upon award, pricing will need to be re-evaluated based on existing power specifications provided by the city.

- Pricing assumes 65' linear foot distance to the nearest power source and 10' within the structure that houses the power source. Additional length can be estimated at \$50/LF.
- Pricing includes Boring, Trenching, Excavation to get the power to the sign location.
- Pricing includes (1) 120v, 20a connection and panel circuit breaker with PVC conduit stubbed at ea. location and primary power final hookups. Pricing also includes (1) weatherproof junction box, and a flexible 4' conduit whip, and a switch for connection to each sign.
- Pricing assumes we are able to utilize gear in the existing structure and that no new panel boards are needed at the power source.

Pricing for concrete slab re-work is an allowance and depending on how much electrical trenching is needed, pricing will be evaluated.

Currently the curved gateway is priced as removing the existing brick structure. After consulting with the Mason in the field, we have determined that even if the brick that is currently layed is still available for purchase, the weathered color of the existing bricks and grout lines will not look good with the additional brick work, simply put, it will look like a patch job. We have priced this with the assumption of building an entirely new brick wall.

If large boulders are in the way and explosives, jackhammers, drill rig etc. are needed, there may be a price increase.

During the shop drawing process, we will determine side, plan, and more detailed views of our fabrication approach based on this design intent. We will need to re-evaluate pricing should there be manufacturability or tolerance issues.

For example, the engineer may need us to add additional internal structure than originally estimated and the "J" stroke would need to be increased in order to allow plenty of room for framework structure, access, LEDs, steel support, etc.

Should these signs be over budget, ASA is happy to work with Michael Baker and the Town of Johnstown to Value Engineer different aspects of these signs to make them more affordable while keeping true to the original design intent.

v.) Maintenance, QC, Service Plan

Arapahoe Sign Arts has established relationships with multiple government municipalities when it comes to sign maintenance and service. Examples:

- City of Aspen – Bus Transit
 - o On-going & On-Call Maintenance when signs are damaged. Breakaway poles utilized and signs designed for ease of panel replacement
- City of Thornton – Project ID Boards
 - o 5 Year Contract, Refurbish existing signs, fabricate and install new signs
- Town of Mountain Village
 - o Reoccurring orders to update sign panels with new branding or verbiage.
- Adams County
 - o ASA is the go-to sign fabricator and installation company for all ADCO repairs, maintenance, and updates around their various jobsites in Adams County

ASA has very good file management and captures accurate “as-built” documents in their art department. CAD is programmed that faces can be replaced and updated with ease. We plan on fabricating the signs with C/S screws to remove face panels when need to be updated or refurbished.

ASA is familiar with working with towns/cities around Colorado and is actively managing on-call maintenance with the projects mentioned above. Most of these projects there is no contract. The project contacts, like City of Aspen, have been very pleased with ASA’s services and continue to call on ASA year over year to keep the signs refreshed, updated, accurate, and looking pristine.

With utilizing local subcontractors, on-call electrical services will be quick and easy. In addition, supporting local business is beneficial to the Town of Johnstown community.

vi.) Local Community Sourcing

ASA plans on utilizing local subcontractors to complete this work. Although Arapahoe Sign Arts headquarter branch is located in Denver, CO, our wholesale manufacturing branch is located in Fort Collins. We have a fabricator that lives in the Town of Johnstown, named Gerry.

Scotts Masonry is located in Weld County, Conduct All Electric is located 10 miles north in Windsor, and Total Concrete Services owner, Robin, lives in Johnstown.

vii.) Addendums

ASA Acknowledges Addendum 1, & 2

d.i.) Pricing

Please reference “20220616 231152 - ASA Bid Tab” for cost breakdown.

e.) General Items

i. Quality Assurance and Initiatives

Beginning with site surveys and scope definition, programming and message schedule development, through submittals, installation and closeout, ASA performs comprehensive quality checks throughout the process to ensure our clients receive products of quality above industry standards. Our rigid quality control processes allow ASA to warrant their products longer than the majority of sign companies.

ii. Scheduling and Project Management

Honoring time commitments is as important to ASA as it is to our clients. Utilization of formal project management tools allows us to recognize task start dates and proactively identify and remove constraints across the entire value chain. Close collaboration with general contractors and other specialty trades helps keep the entire project on track.

iii. Cost Management

When thinking about cost, ASA is all about total cost of ownership. Understanding client needs and wants helps to identify true value engineering opportunities so that no costs are incurred other than those truly needed for a successful outcome.

iv. ASA General Warranty & Liability:

Workmanship: 1 year (damage by nature and others excluded)

LED's, power supplies, and other 3rd party equipment: Per Manufacturer warranty, labor may be additional

Arapahoe Sign Arts, hereby states, that it shall not be held responsible and assumes no liability for any incidents or injuries resulting from individuals climbing on the “J” sign. The sign will be engineered and designed specifically for sitting on the bottom portion of the “J” and any activities involving climbing on the top are strictly prohibited. Interacting with the sign in any manner other than sitting is done so at one's own risk.

v. Other Discussions and Considerations:

Arapahoe Sign Arts is prepared to provide to the Owner additional qualifications including financial history, previous experience, commitments on the books, and other information if required. Additional examples and references are available upon request.

We at ASA view our work as an opportunity to create value for our clients. Our job is to provide the added value and excellence you expect.

vi. ASA Commitment

We understand that a project like this requires an understanding of, and responsiveness to, the requirements of multiple goals, motives, priorities and timelines. It is work that, by nature, demands communication on all levels, respect for the process of many disciplines, and competence under pressure. We hope our ability to establish and maintain effective working relationships with multidisciplinary teams will benefit this process.

ASA remains available to address questions and comments as they relate to this proposal at your convenience. We thank you kindly for the opportunity to participate in this important project and we look forward to working with you.

Best Regards,

A handwritten signature in black ink, appearing to read "Kevin Franke". The signature is fluid and cursive, with a long horizontal stroke at the end.

Kevin Franke
Art Director & Project Specialist
Arapahoe Sign Arts
C: 720-582-1157



Bid Bond

CONTRACTOR:
(Name, legal status and address)
K Team Capital, LLC
dba Arapahoe Sign Arts
1135 W. Mississippi Avenue
Denver, CO 80223

SURETY:
(Name, legal status and principal place of business)
The Ohio Casualty Insurance Company
175 Berkeley Street
Boston, MA 02116

This document has important legal consequences. Consultation with an attorney is encouraged with respect to its completion or modification.

OWNER:
(Name, legal status and address)
Town of Johnstown
21 Weld County Road 17
Johnstown, CO 80534

MAILING ADDRESS FOR NOTICES:
Liberty Mutual Surety Claims
P.O. Box 34526
Seattle, WA 98124

Any singular reference to Contractor, Surety, Owner or other party shall be considered plural where applicable.

BOND AMOUNT: Five Percent of Amount Bid

PROJECT:
(Name, location or address, and Project number, if any)
Johnstown Wayfinding Signage Master Plan - Phase I Installation Project

The Contractor and Surety are bound to the Owner in the amount set forth above, for the payment of which the Contractor and Surety bind themselves, their heirs, executors, administrators, successors and assigns, jointly and severally, as provided herein. The conditions of this Bond are such that if the Owner accepts the bid of the Contractor within the time specified in the bid documents, or within such time period as may be agreed to by the Owner and Contractor, and the Contractor either (1) enters into a contract with the Owner in accordance with the terms of such bid, and gives such bond or bonds as may be specified in the bidding or Contract Documents, with a surety admitted in the jurisdiction of the Project and otherwise acceptable to the Owner, for the faithful performance of such Contract and for the prompt payment of labor and material furnished in the prosecution thereof; or (2) pays to the Owner the difference, not to exceed the amount of this Bond, between the amount specified in said bid and such larger amount for which the Owner may in good faith contract with another party to perform the work covered by said bid, then this obligation shall be null and void, otherwise to remain in full force and effect. The Surety hereby waives any notice of an agreement between the Owner and Contractor to extend the time in which the Owner may accept the bid. Waiver of notice by the Surety shall not apply to any extension exceeding sixty (60) days in the aggregate beyond the time for acceptance of bids specified in the bid documents, and the Owner and Contractor shall obtain the Surety's consent for an extension beyond sixty (60) days.

If this Bond is issued in connection with a subcontractor's bid to a Contractor, the term Contractor in this Bond shall be deemed to be Subcontractor and the term Owner shall be deemed to be Contractor.

When this Bond has been furnished to comply with a statutory or other legal requirement in the location of the Project, any provision in this Bond conflicting with said statutory or legal requirement shall be deemed deleted herefrom and provisions conforming to such statutory or other legal requirement shall be deemed incorporated herein. When so furnished, the intent is that this Bond shall be construed as a statutory bond and not as a common law bond.

Signed and sealed this 15th day of June, 2023.

Melanie M. Rosen
(Witness)

K Team Capital, LLC
dba Arapahoe Sign Arts
(Contractor as Principal) *(Seal)*

[Signature] PRESIDENT
(Title)

[Signature]
(Witness)

The Ohio Casualty Insurance Company
(Surety)
Valerie J. Mathiason
(Title) Valerie J. Mathiason, Attorney-In-Fact



Init.

Liberty Mutual Surety vouches that the original text of this document conforms exactly to the text



This Power of Attorney limits the acts of those named herein, and they have no authority to bind the Company except in the manner and to the extent herein stated.

Liberty Mutual Insurance Company
The Ohio Casualty Insurance Company
West American Insurance Company

Certificate No: 8208322-905040

POWER OF ATTORNEY

KNOWN ALL PERSONS BY THESE PRESENTS: That The Ohio Casualty Insurance Company is a corporation duly organized under the laws of the State of New Hampshire, that Liberty Mutual Insurance Company is a corporation duly organized under the laws of the State of Massachusetts, and West American Insurance Company is a corporation duly organized under the laws of the State of Indiana (herein collectively called the "Companies"), pursuant to and by authority herein set forth, does hereby name, constitute and appoint, Andrew S. Fritzler, David M. Janssen, Diana R. Vigil, Rac L. Campbell, Stella R. Ferris, Valerie J. Mathiason, William K. Dufford

all of the city of Johnstown state of CO each individually if there be more than one named, its true and lawful attorney-in-fact to make, execute, seal, acknowledge and deliver, for and on its behalf as surety and as its act and deed, any and all undertakings, bonds, recognizances and other surety obligations, in pursuance of these presents and shall be as binding upon the Companies as if they have been duly signed by the president and attested by the secretary of the Companies in their own proper persons.

IN WITNESS WHEREOF, this Power of Attorney has been subscribed by an authorized officer or official of the Companies and the corporate seals of the Companies have been affixed thereto this 15th day of July, 2022.



Liberty Mutual Insurance Company
The Ohio Casualty Insurance Company
West American Insurance Company

By: [Signature]
David M. Carey, Assistant Secretary

Not valid for mortgage, note, loan, letter of credit, currency rate, interest rate or residual value guarantees.

State of PENNSYLVANIA
County of MONTGOMERY ss

On this 15th day of July, 2022 before me personally appeared David M. Carey, who acknowledged himself to be the Assistant Secretary of Liberty Mutual Insurance Company, The Ohio Casualty Company, and West American Insurance Company, and that he, as such, being authorized so to do, execute the foregoing instrument for the purposes therein contained by signing on behalf of the corporations by himself as a duly authorized officer.

IN WITNESS WHEREOF, I have hereunto subscribed my name and affixed my notarial seal at King of Prussia, Pennsylvania, on the day and year first above written.



Commonwealth of Pennsylvania - Notary Seal
Teresa Pastella, Notary Public
Montgomery County
My commission expires March 28, 2025
Commission number 1126044
Member, Pennsylvania Association of Notaries

By: [Signature]
Teresa Pastella, Notary Public

This Power of Attorney is made and executed pursuant to and by authority of the following By-laws and Authorizations of The Ohio Casualty Insurance Company, Liberty Mutual Insurance Company, and West American Insurance Company which resolutions are now in full force and effect reading as follows:

ARTICLE IV - OFFICERS: Section 12. Power of Attorney.

Any officer or other official of the Corporation authorized for that purpose in writing by the Chairman or the President, and subject to such limitation as the Chairman or the President may prescribe, shall appoint such attorneys-in-fact, as may be necessary to act in behalf of the Corporation to make, execute, seal, acknowledge and deliver as surety any and all undertakings, bonds, recognizances and other surety obligations. Such attorneys-in-fact, subject to the limitations set forth in their respective powers of attorney, shall have full power to bind the Corporation by their signature and execution of any such instruments and to attach thereto the seal of the Corporation. When so executed, such instruments shall be as binding as if signed by the President and attested to by the Secretary. Any power or authority granted to any representative or attorney-in-fact under the provisions of this article may be revoked at any time by the Board, the Chairman, the President or by the officer or officers granting such power or authority.

ARTICLE XIII - Execution of Contracts: Section 5. Surety Bonds and Undertakings.

Any officer of the Company authorized for that purpose in writing by the chairman or the president, and subject to such limitations as the chairman or the president may prescribe, shall appoint such attorneys-in-fact, as may be necessary to act in behalf of the Company to make, execute, seal, acknowledge and deliver as surety any and all undertakings, bonds, recognizances and other surety obligations. Such attorneys-in-fact subject to the limitations set forth in their respective powers of attorney, shall have full power to bind the Company by their signature and execution of any such instruments and to attach thereto the seal of the Company. When so executed such instruments shall be as binding as if signed by the president and attested by the secretary.

Certificate of Designation - The President of the Company, acting pursuant to the Bylaws of the Company, authorizes David M. Carey, Assistant Secretary to appoint such attorneys-in-fact as may be necessary to act on behalf of the Company to make, execute, seal, acknowledge and deliver as surety any and all undertakings, bonds, recognizances and other surety obligations.

Authorization - By unanimous consent of the Company's Board of Directors, the Company consents that facsimile or mechanically reproduced signature of any assistant secretary of the Company, wherever appearing upon a certified copy of any power of attorney issued by the Company in connection with surety bonds, shall be valid and binding upon the Company with the same force and effect as though manually affixed.

I, Renee C. Llewellyn, the undersigned, Assistant Secretary, The Ohio Casualty Insurance Company, Liberty Mutual Insurance Company, and West American Insurance Company do hereby certify that the original power of attorney of which the foregoing is a full, true and correct copy of the Power of Attorney executed by said Companies, is in full force and effect and has not been revoked.

IN TESTIMONY WHEREOF, I have hereunto set my hand and affixed the seals of said Companies this 15th day of June, 2023



By: [Signature]
Renee C. Llewellyn, Assistant Secretary

For bond and/or Power of Attorney (POA) verification inquiries, please call 610-632-8240 or email HOSUR@libertymutual.com.